Infomart Corporation

Financial Results

# FY12/25 Second-Quarter Financial Results

TSE Prime Market（2492）

July 31, 2025

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Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

# Ⅰ. FY12/25 Q2 Financial Results

# Financial Summary

Profit margin improved due to increased revenue and reduced data center costs.

(Millions of yen)

| | FY12/24 Q2 Total Actual | **FY12/25 Q2 Total Actual** | Year-on-year | FY12/25 Full-year plan | FY12/25 Full-year plan progress rate |
|---|---|---|---|---|---|
| Net sales | 7,213 | **9,001** | +24.8% | 19,491 | 46.2% |
| Cost of sales | 3,213 | **2,437** | -24.1% | 5,913 | 41.2% |
| Gross profit | 4,000 | **6,563** | +64.1% | 13,578 | 48.3% |
| (Gross Profit Margin) | 55.5% | **72.9%** | +17.5pt | 69.7% | - |
| Selling, general and administrative expenses | 3,690 | **5,141** | +39.3% | 11,278 | 45.6% |
| Operating profit | 310 | **1,421** | +358.4% | 2,300 | 61.8% |
| (Operating Profit Margin) | 4.3% | **15.8%** | +11.5pt | 11.8% | - |
| Ordinary profit | 305 | **1,413** | +362.7% | 2,283 | 61.9% |
| Income taxes | 129 | **551** | +325.7% | 948 | 58.1% |
| Profit attributable to owners of parent | 232 | **848** | +264.7% | 1,356 | 62.6% |

# FY12/25 Q2 (Details)

(Million yen / %)

| | FY12/25 Q1 | | FY12/25 Q2 | | FY12/25 Q2 Total | | |
|---|---|---|---|---|---|---|---|
| | Actual | YoY | Actual | YoY | Actual | YoY | Full-year plan progress rate |
| **【Net sales】** | **4,304** | **22.3%** | **4,696** | **27.1%** | **9,001** | **24.8%** | **46.2%** |
| BtoB-PF FOOD | 2,803 | 29.5% | 2,945 | 29.7% | 5,748 | 29.6% | 47.7% |
| BtoB-PF ES | 1,501 | 10.8% | 1,750 | 23.1% | 3,252 | 17.1% | 43.7% |
| **【Cost of sales】** | **1,179** | **-25.2%** | **1,257** | **-23.1%** | **2,437** | **-24.1%** | **41.2%** |
| BtoB-PF FOOD | 619 | -34.7% | 635 | -34.1% | 1,255 | -34.4% | 44.9% |
| BtoB-PF ES | 560 | -11.0% | 622 | -7.2% | 1,183 | -9.1% | 37.9% |
| **【Gross Profit】** | **3,125** | **61.0%** | **3,438** | **67.0%** | **6,563** | **64.1%** | **48.3%** |
| BtoB-PF FOOD | 2,183 | 79.6% | 2,310 | 76.8% | 4,493 | 78.2% | 48.5% |
| BtoB-PF ES | 941 | 29.8% | 1,127 | 50.1% | 2,069 | 40.1% | 47.9% |
| **【SG&A】** | **2,544** | **48.7%** | **2,597** | **31.3%** | **5,141** | **39.3%** | **45.6%** |
| BtoB-PF FOOD | 1,557 | 69.4% | 1,546 | 43.0% | 3,103 | 55.2% | 44.5% |
| BtoB-PF ES | 986 | 24.6% | 1,051 | 17.1% | 2,037 | 20.6% | 47.3% |
| **【Operating Profit】** | **580** | **152.6%** | **840** | **948.0%** | **1,421** | **358.4%** | **61.8%** |
| BtoB-PF FOOD | 625 | 111.3% | 763 | 238.5% | 1,389 | 166.3% | 60.6% |
| BtoB-PF ES | -45 | - | 76 | - | 31 | - | - |
| **【Ordinary Profit】** | **578** | **153.9%** | **834** | **976.2%** | **1,413** | **362.7%** | **61.9%** |
| **【Profit attributable to owners of parent】** | **305** | **50.9%** | **542** | **1700.4%** | **848** | **264.7%** | **62.6%** |

| | | | | | | |
|---|---|---|---|---|---|---|
| Gross profit margin | **72.6%** | | **73.2%** | | **72.9%** | |
| BtoB-PF FOOD | 77.9% | | 78.4% | | 78.2% | |
| BtoB-PF ES | 62.7% | | 64.4% | | 63.6% | |
| Operating Profit Margin | **13.5%** | | **17.9%** | | **15.8%** | |
| BtoB-PF FOOD | 22.3% | | 25.9% | | 24.2% | |
| BtoB-PF ES | - | | 4.4% | | 1.0% | |
| Ordinary Profit Margin | **13.4%** | | **17.8%** | | **15.7%** | |

- **Sales**

**BtoB-PF FOOD**

BtoB Platform Ordering: Net sales increased due to the increase in new usage by restaurant chains and hotels/inns, and the implementation of the price revision from August last year.

BtoB Platform Ordering Light & TANOMU: Net sales increased due to the increase in new usage driven by the growing digitalization needs between food wholesalers and individual restaurants.

**BtoB-PF ES**

BtoB Platform Invoicing: Net sales increased due to the increase in new usage mainly by major companies even after the start of the invoice system, and the steady usage by existing major companies with many business partners and their group companies.

BtoB Platform TRADE: Net sales increased due to the increase in new usage driven by the growing needs for digitalization from quotation to invoicing.

- **Cost of sales**

Data center costs decreased significantly due to the migration of servers to the cloud in September last year.

- **SG&A expenses**

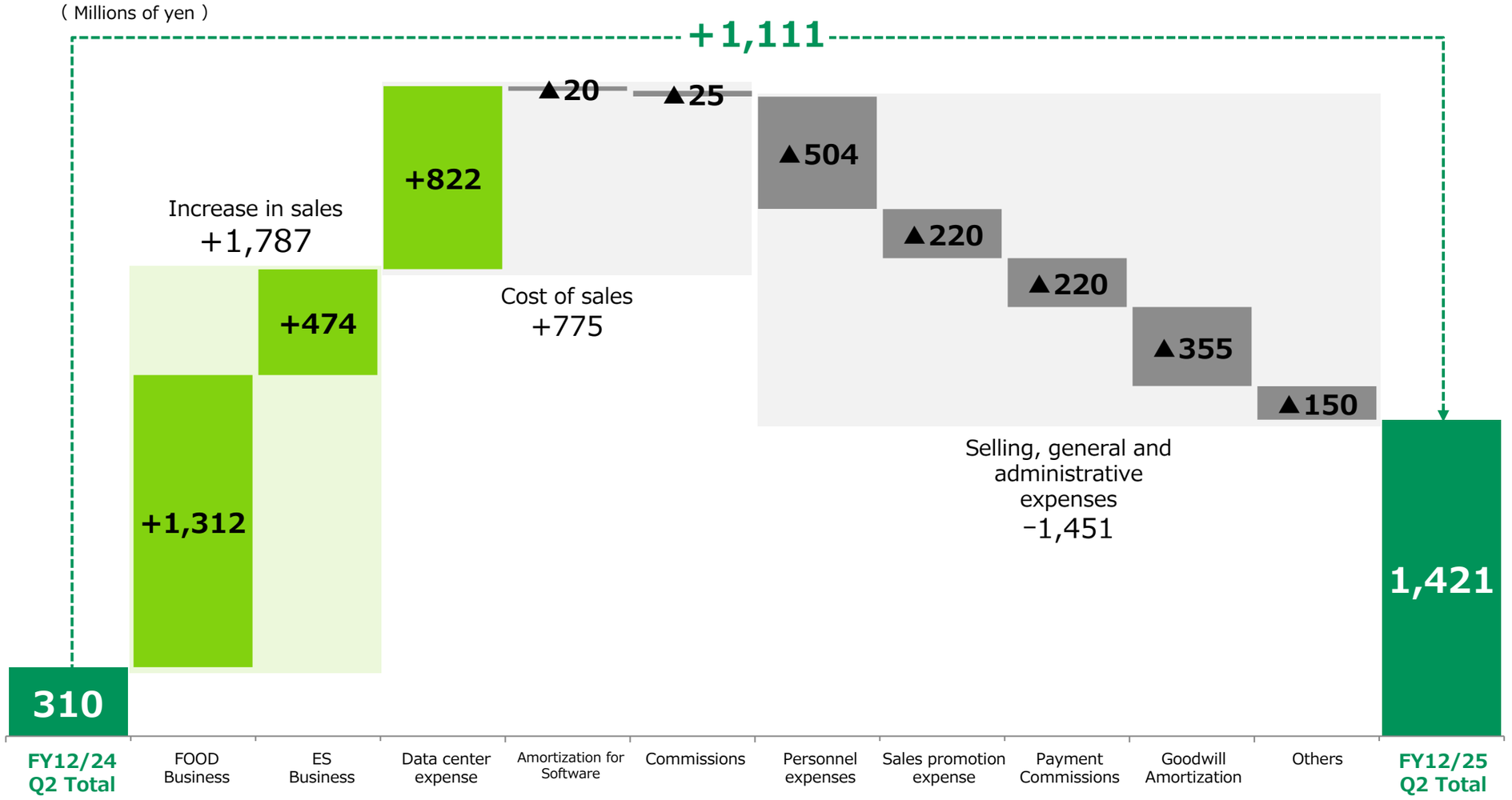
Personnel expenses increased due to the reinforcement of sales and sales support personnel necessary for business expansion. In addition, goodwill amortization expenses increased due to the acquisition of shares in Tanomu Inc..

- **Operating profit**

In addition to increased operating income in the FOOD business, the ES business returned to profitability.

# Factors Change in Operating profit

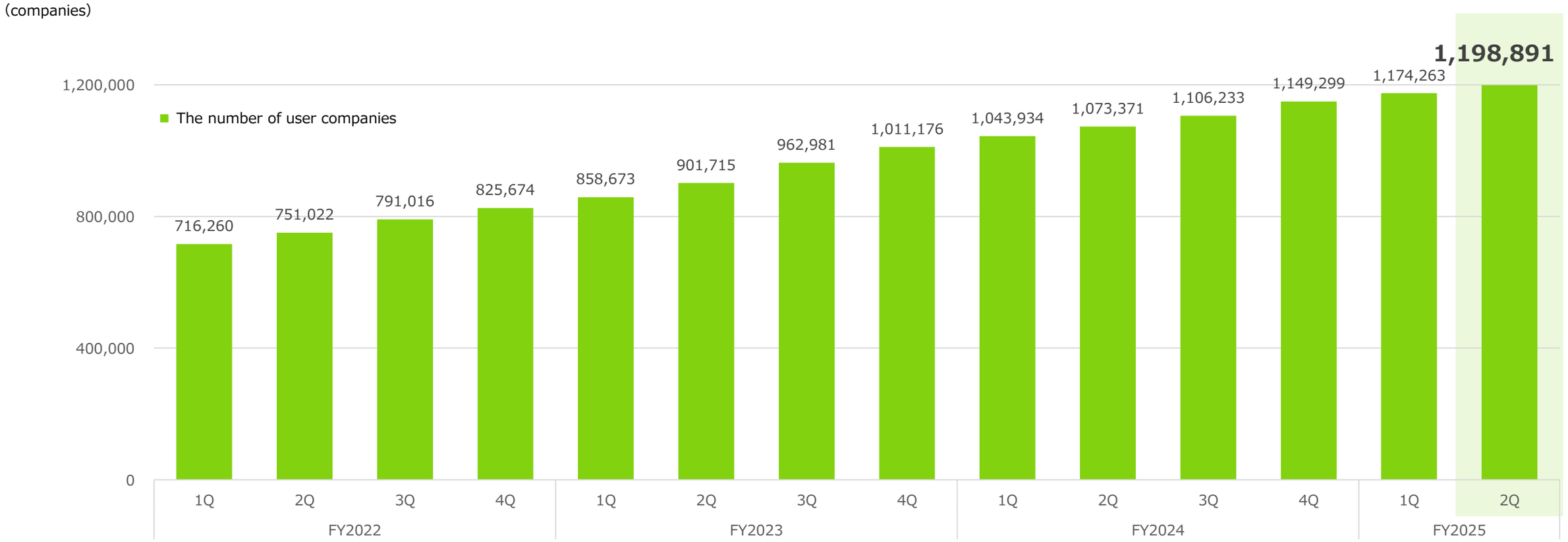
Year on Year



# The number of user companies Trends

- The number of user companies, our client base, has increased to 1,190,000 companies* .

*Approximately 32% of the 3.68 million Japanese companies as of June 1, 2021, announced by the Ministry of Internal Affairs and Communications in June 2023.




(Note) "The number of user companies" is the number of companies that excludes redundant companies from companies that use BtoB Platform.

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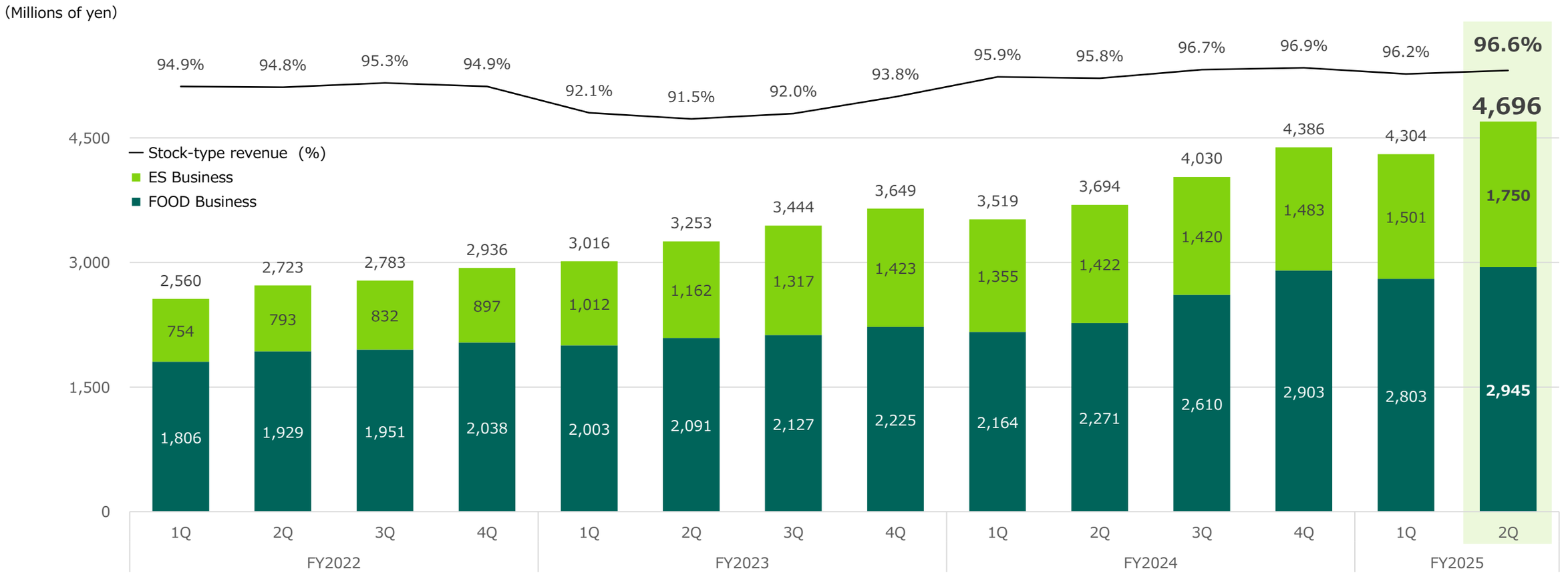
# Net Sales Trends

- Q2 sales was 4,696 million yen, and Stock-type revenue ratio remained high at 96.6%.



# Net Sales Trends（Q2 Details）

- **FOOD Business**
  - BtoB Platform Ordering: Net sales increased due to an increase in new contracts in the hotel and inn industries and the continued recovery of the restaurant market.
  - Ordering Light & TANOMU: These services are growing by capturing companies' digitalization needs from food wholesalers.
- **ES Business**
  - BtoB Platform Invoicing : BtoB Platform Invoicing has continued to be introduced by major companies and their affiliates even after the Invoice System has started.
  - TRADE: Demand for services is expanding due to the need to digitalize everything from quotation to billing, and it continues to grow rapidly.

## FOOD Business

（Millions of yen）

| | FY12/25 Q2 Toral | Year on Year |
|---|---|---|
| BtoB Platform Ordering | 4,266 | +36.7% |
| Ordering Light & TANOMU | 529 | +31.6% |
| others | 952 | +4.5% |
| TOTAL | 5,748 | +29.6% |

## ES Business

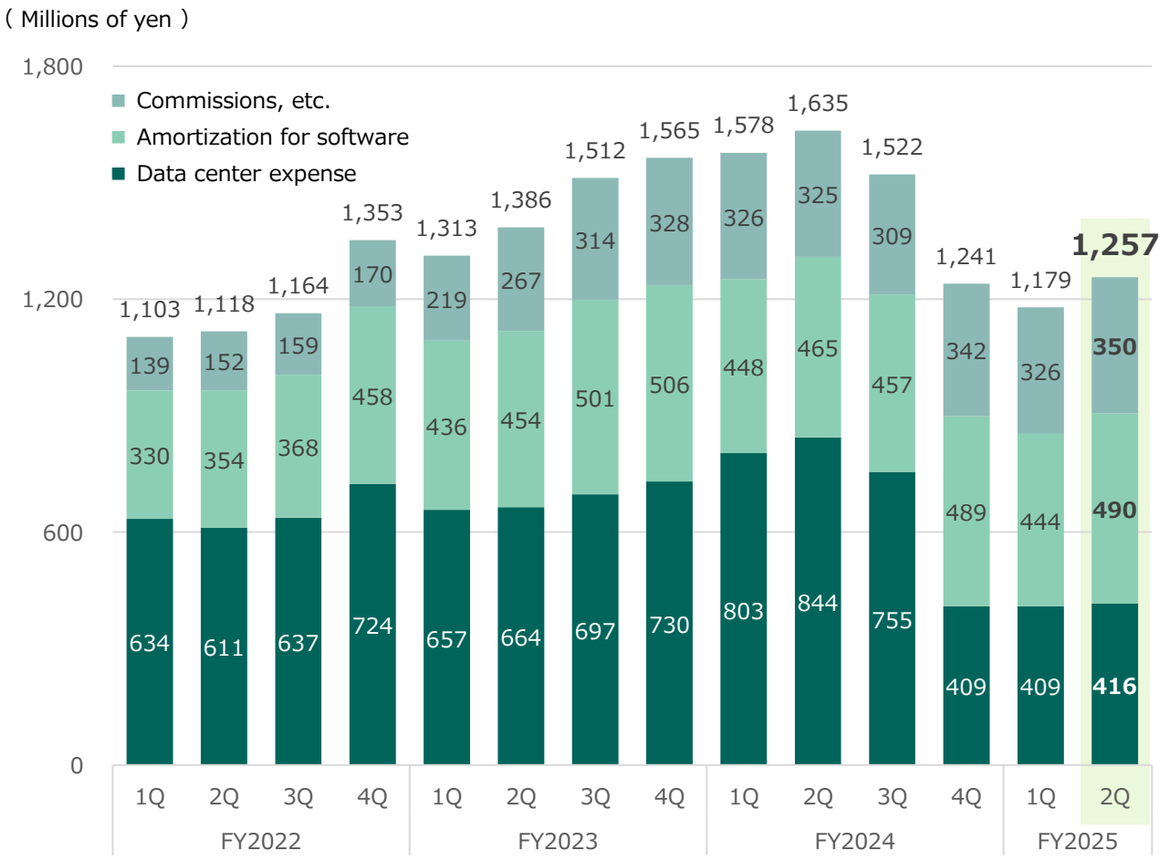
（Millions of yen）

| | FY12/25 Q2 Total | Year on Year |
|---|---|---|
| BtoB Platform Invoicing | 2,551 | +18.7% |
| TRADE | 194 | +49.8% |
| others | 506 | +1.6% |
| TOTAL | 3,252 | +17.1% |

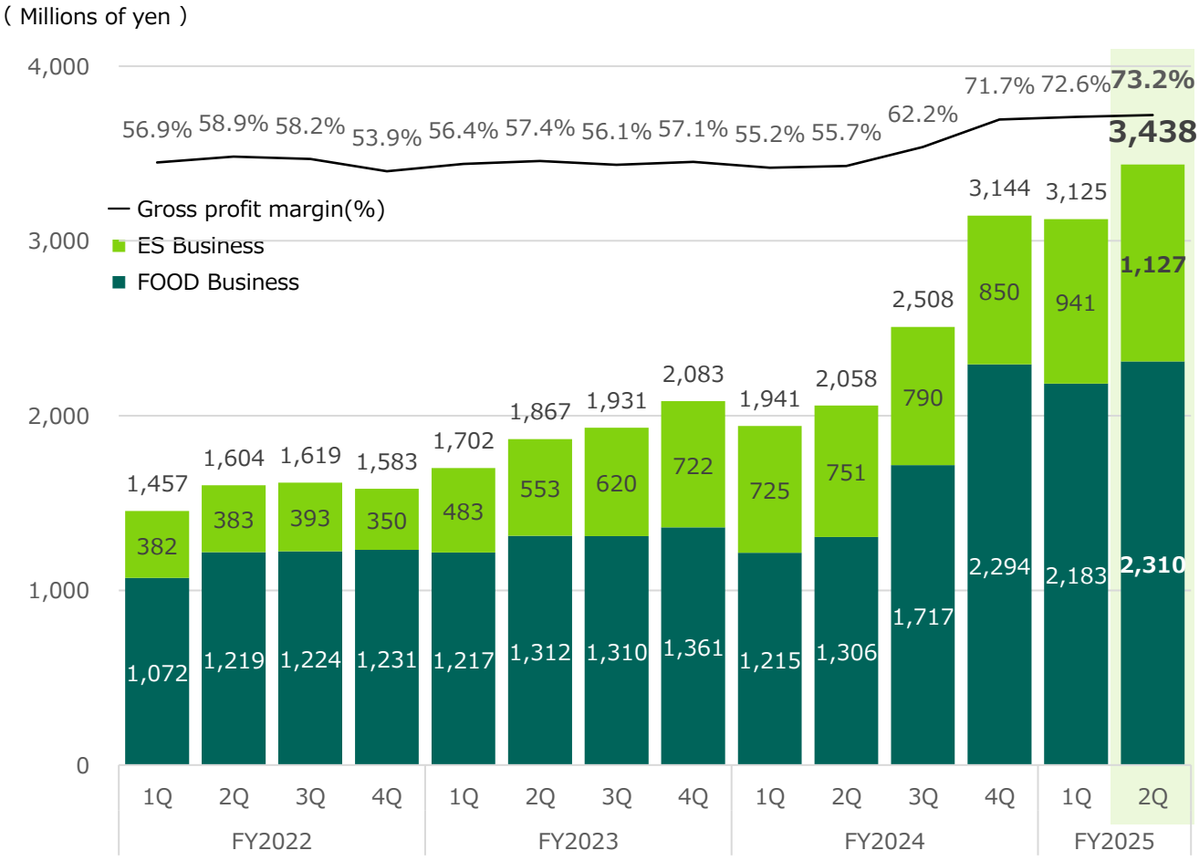
# Cost of Sales Trends and Gross Profit Trends

- Q2 Cost of Sales：Continued decrease in overall cost of sales due to the migration of the data center to the cloud last year.
- Q2 Gross Profit ：Both profit amount and profit margin improved.

## Cost of Sales Trends




## Gross Profit Trends



# Employment Trends

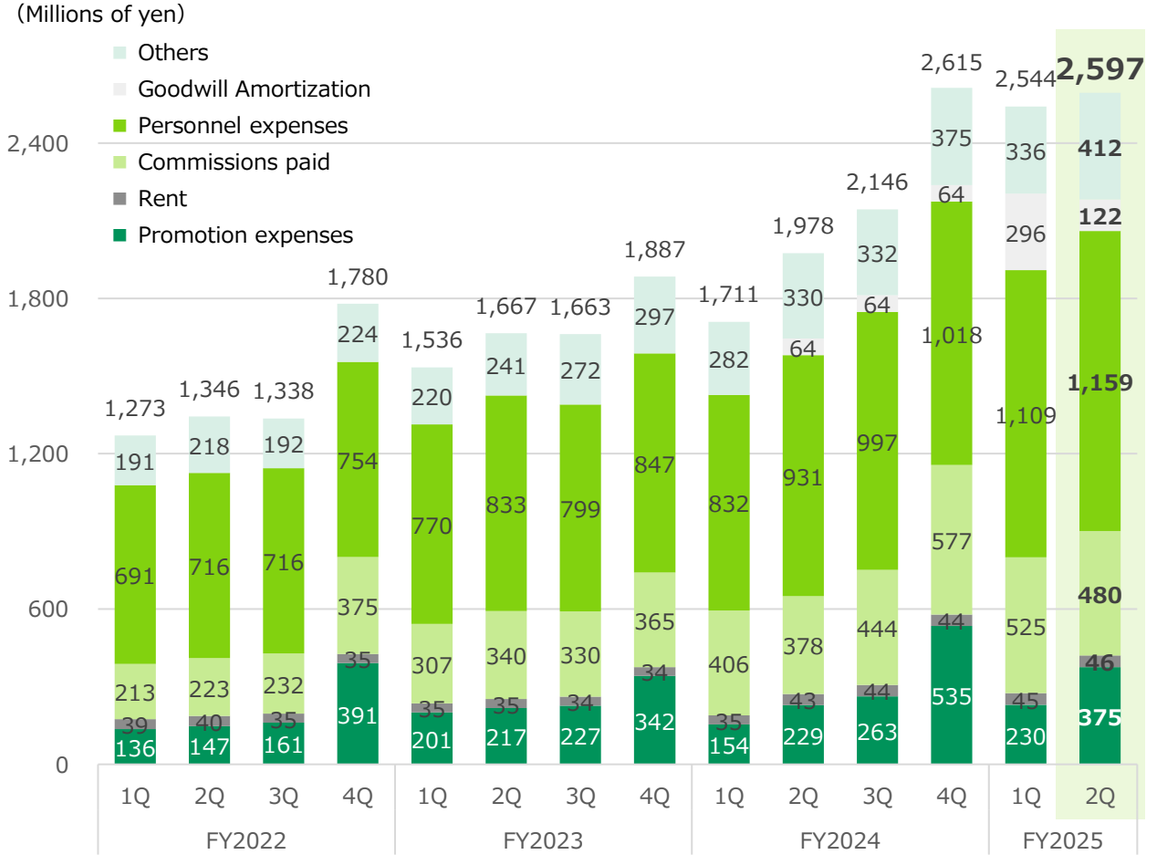
- Including new graduates joining in April, the number of sales and customer success personnel and development (engineer) personnel has increased.
  ※ Including Tanomu Inc. employees from FY12/24 Q1.



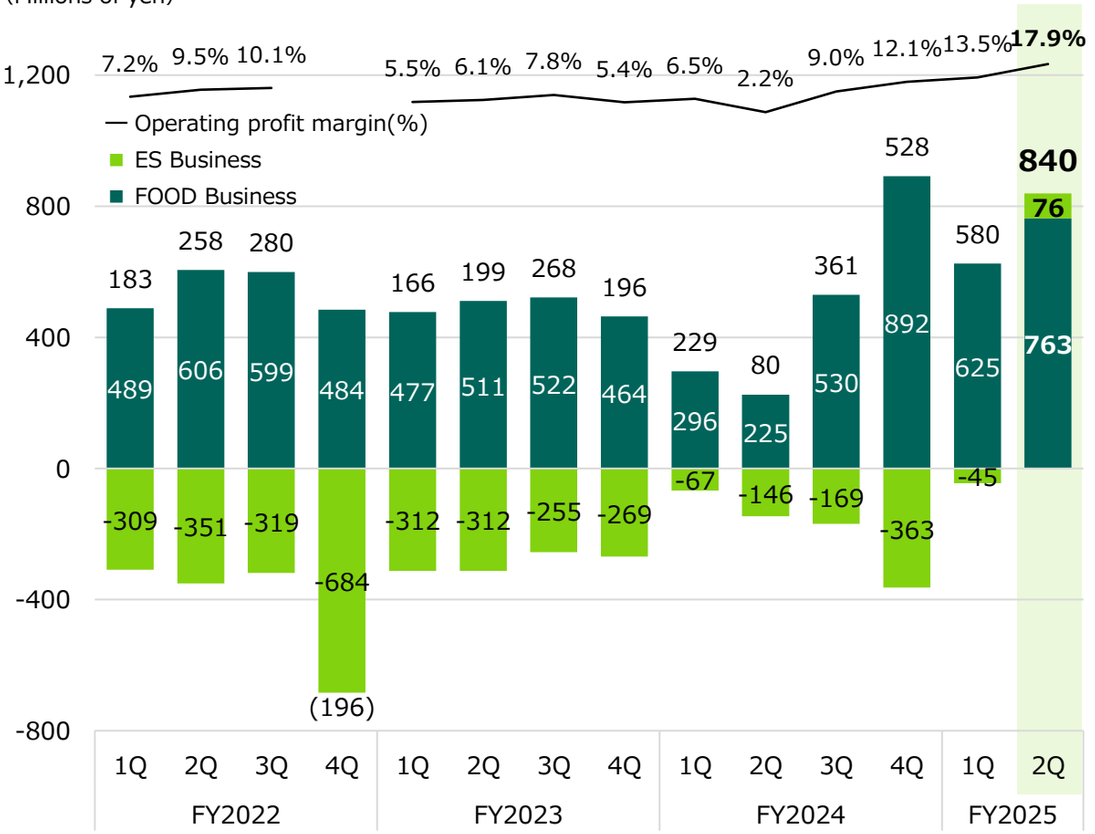
# SG&A Expenses Trends and Operating Profit Trends

- Q2 SG&A Expenses ：Increase in promotion expenses
- Q2 Operating Profit ：In addition to increased operating profit in the FOOD business, the ES business turned to profitability, resulting in a 44.8% increase in quarterly operating profit.

## SG&A Expenses Trends

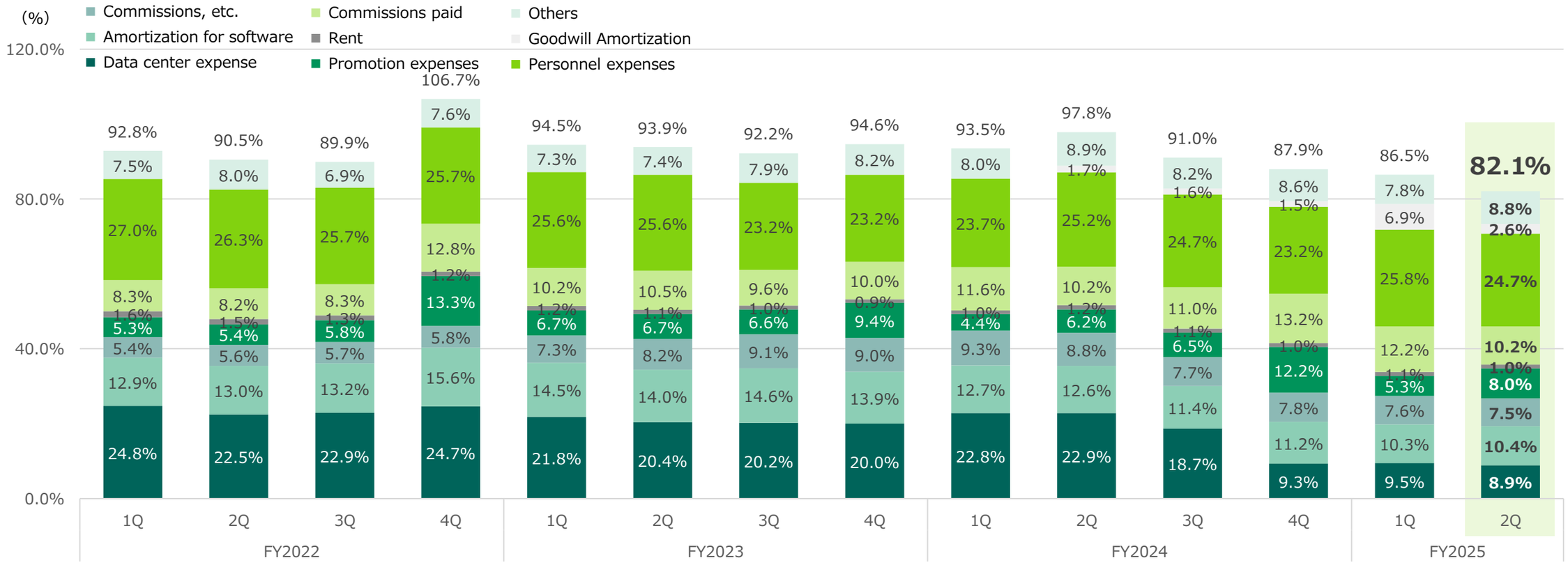



## Operating Profit Trends



# Cost of Sales and SG&A Expenses as a Percentage of Net Sales

- Q2 expense ratio : 4.4pt improvement, as the increase in net sales absorbed the increase in cost of sales and SG&A expenses.

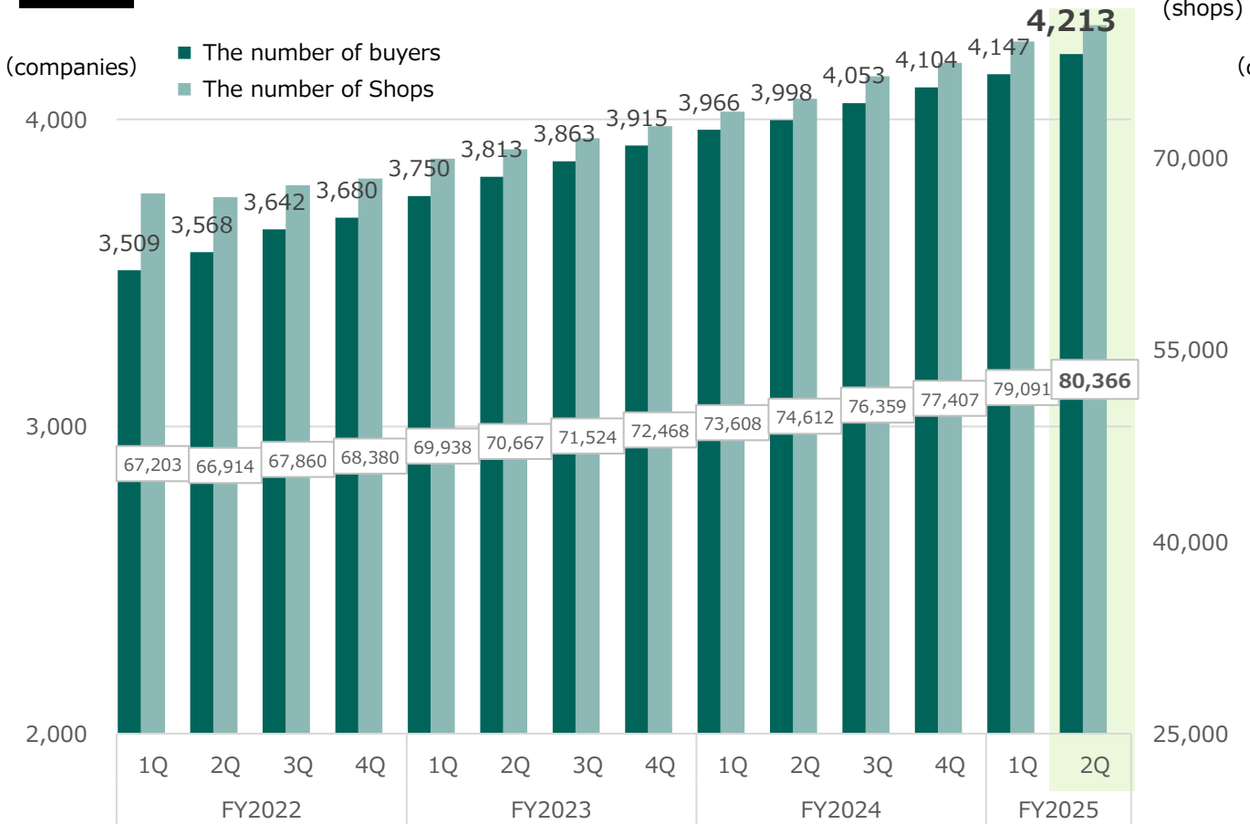


# Ⅱ. Segment Information

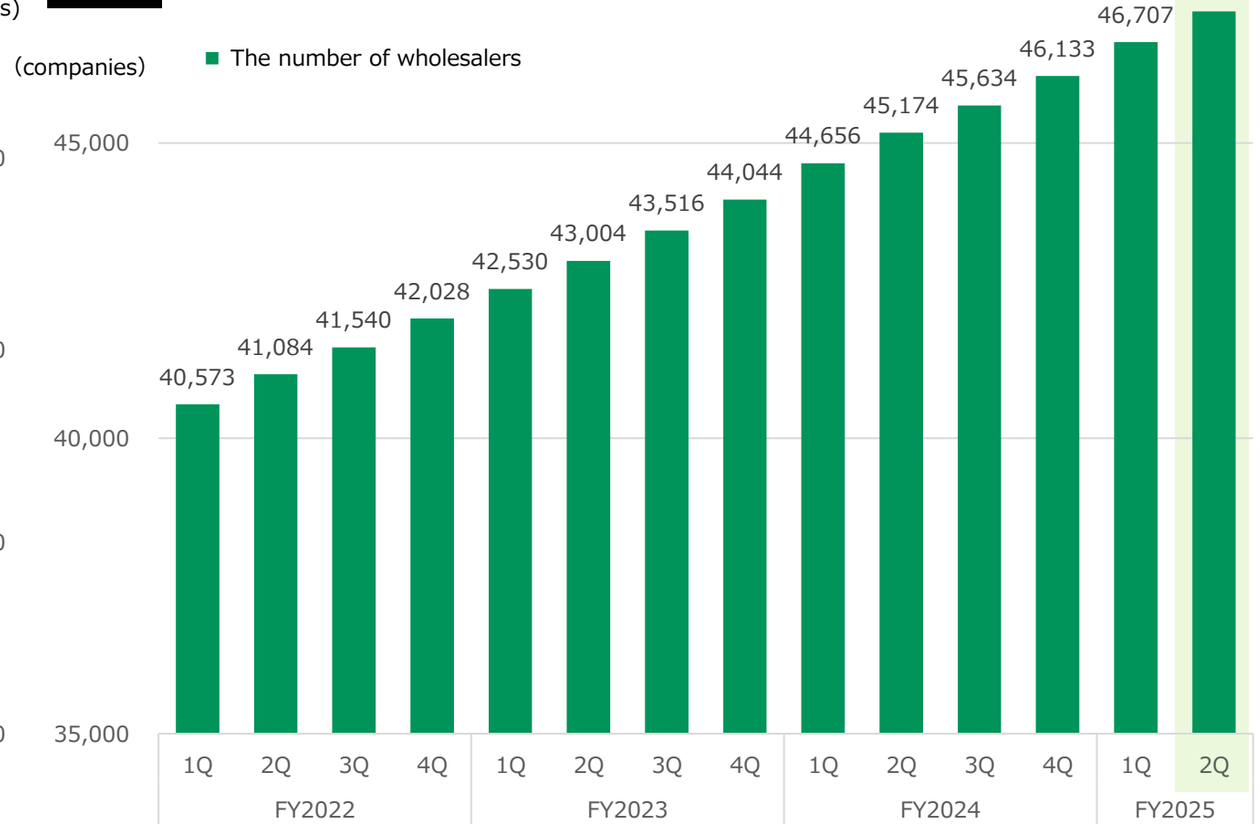
# (1) BtoB-PF FOOD Business

# FOOD Business The Number of User Companies Trends

Ordering
受発注 BUYER

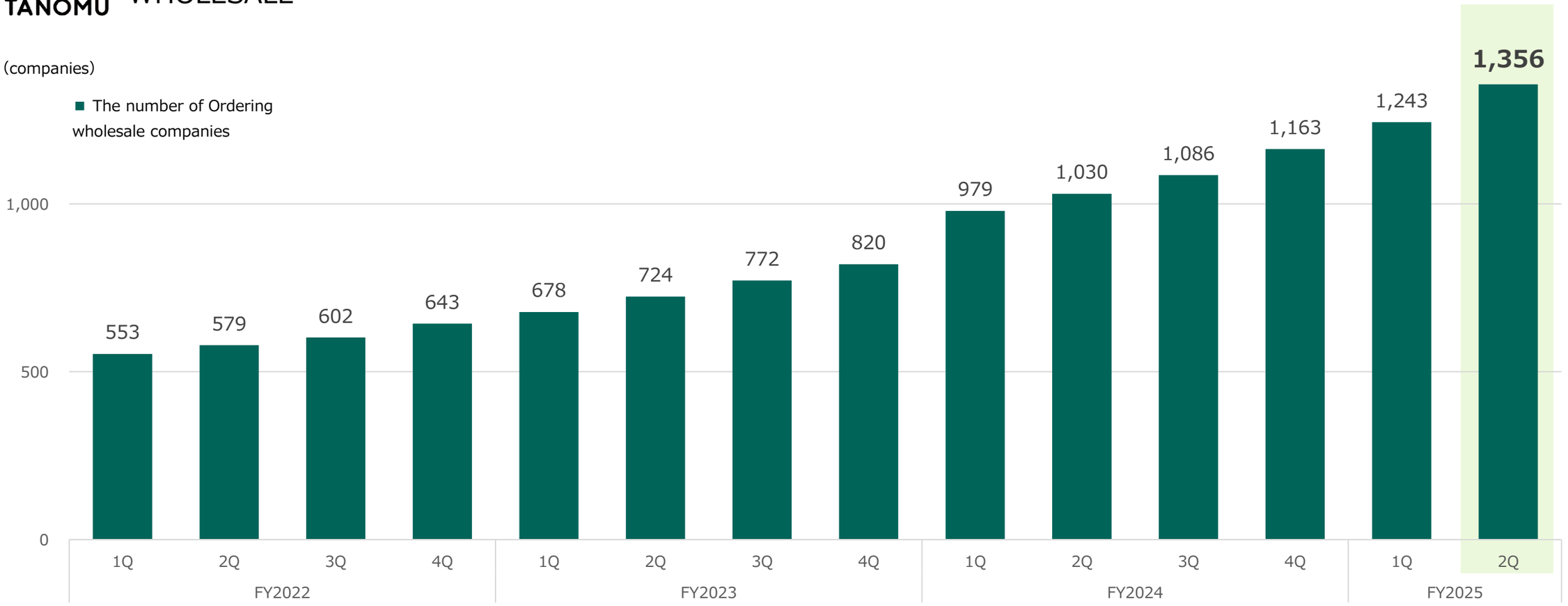



Ordering
受発注 WHOLESALE



# FOOD Business The Number of User Companies Trends

Ordering Light
受発注ライト TANOMU WHOLESALE

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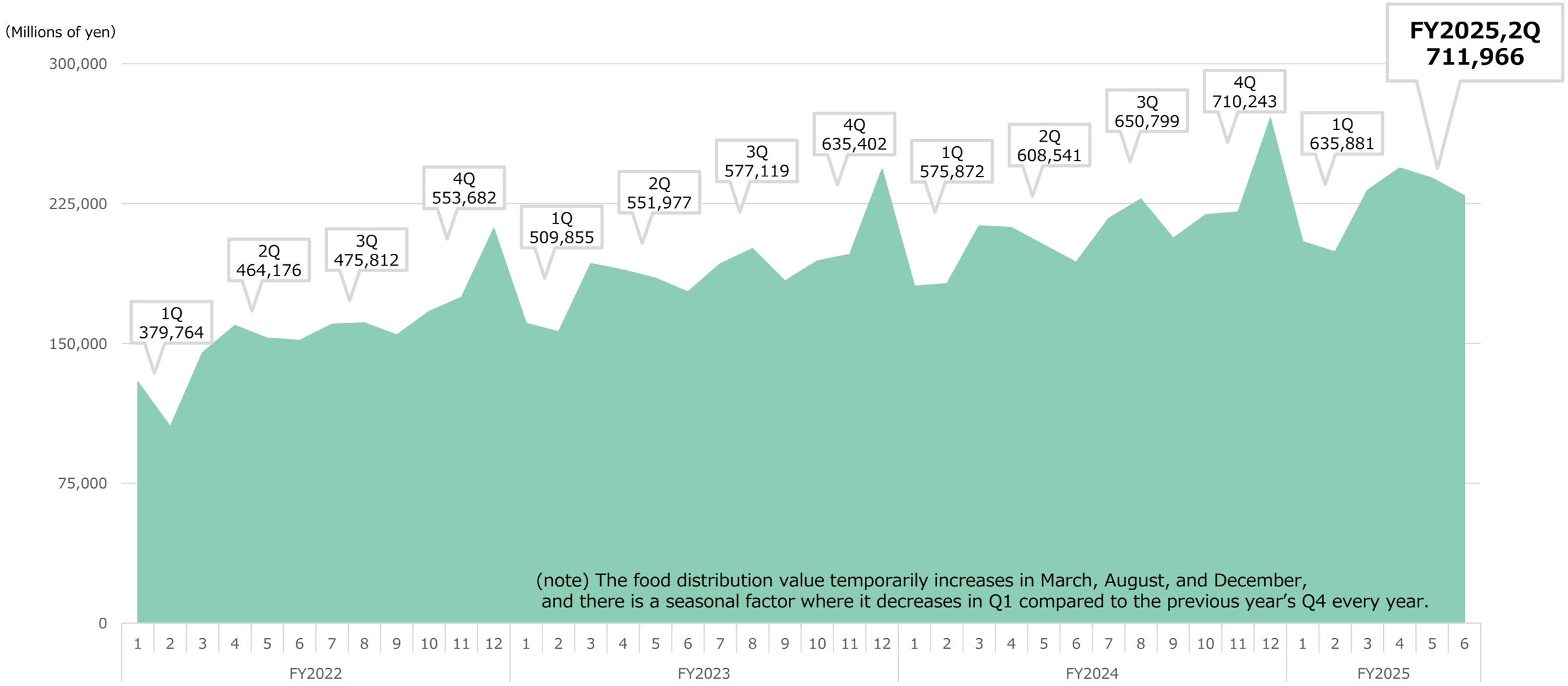
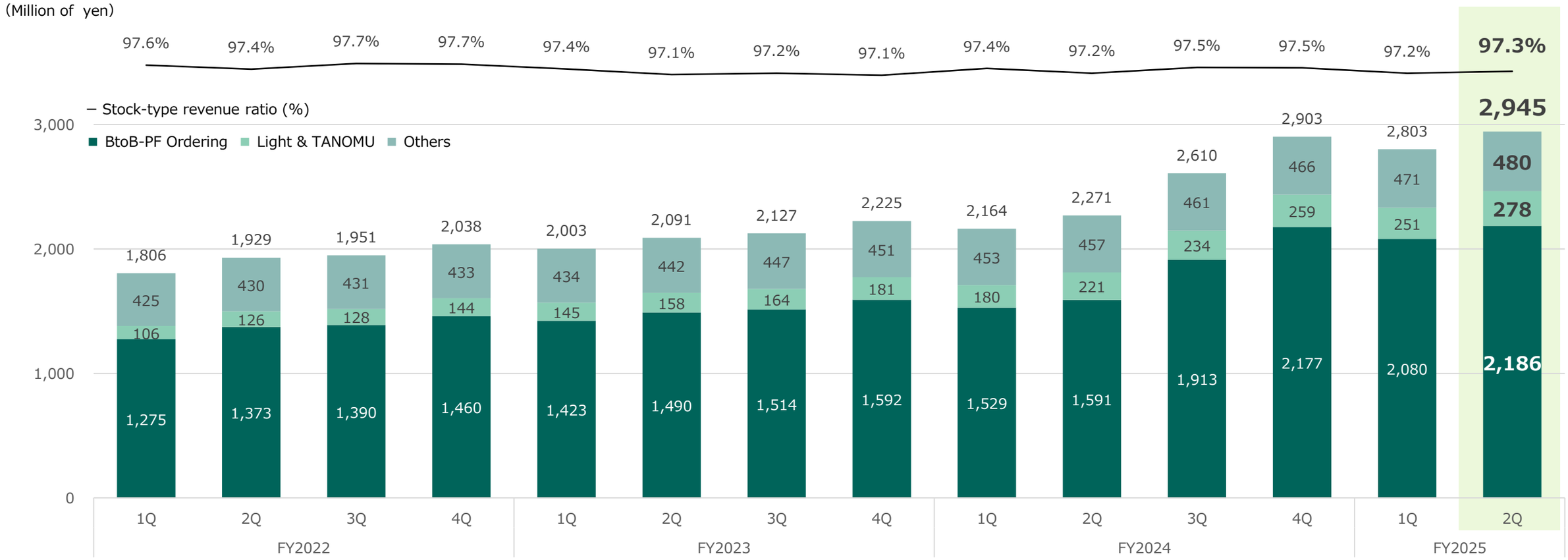
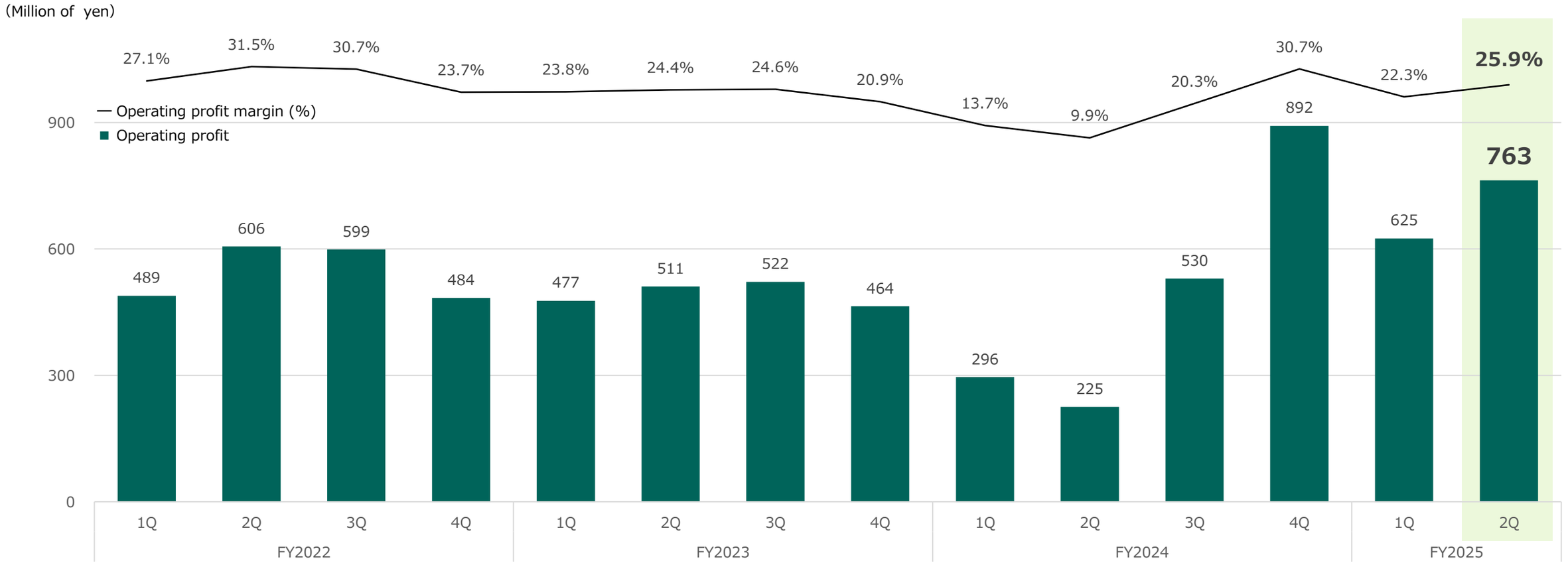
# FOOD Business Distribution Amount (Reference)



# FOOD Business Sales Trends



# FOOD Business Operating Profit Trends

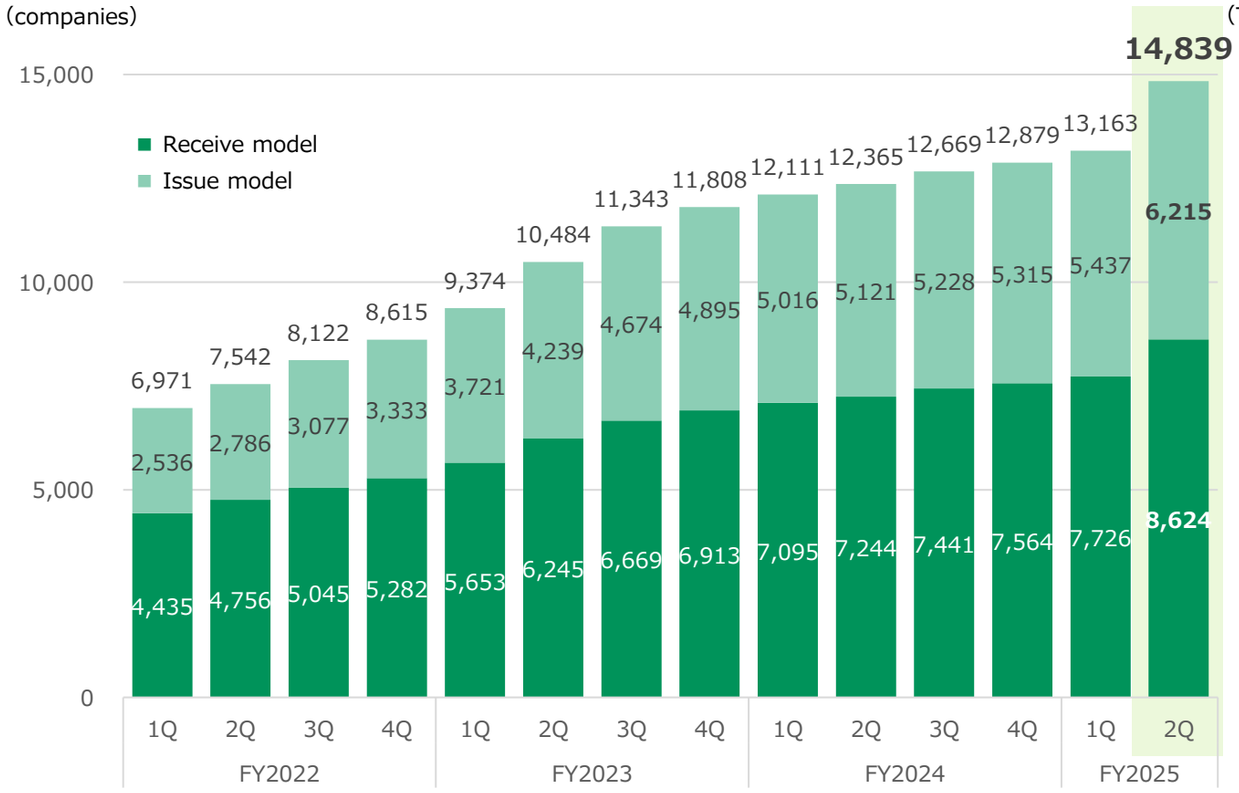


# (2) BtoB-PF ES Business

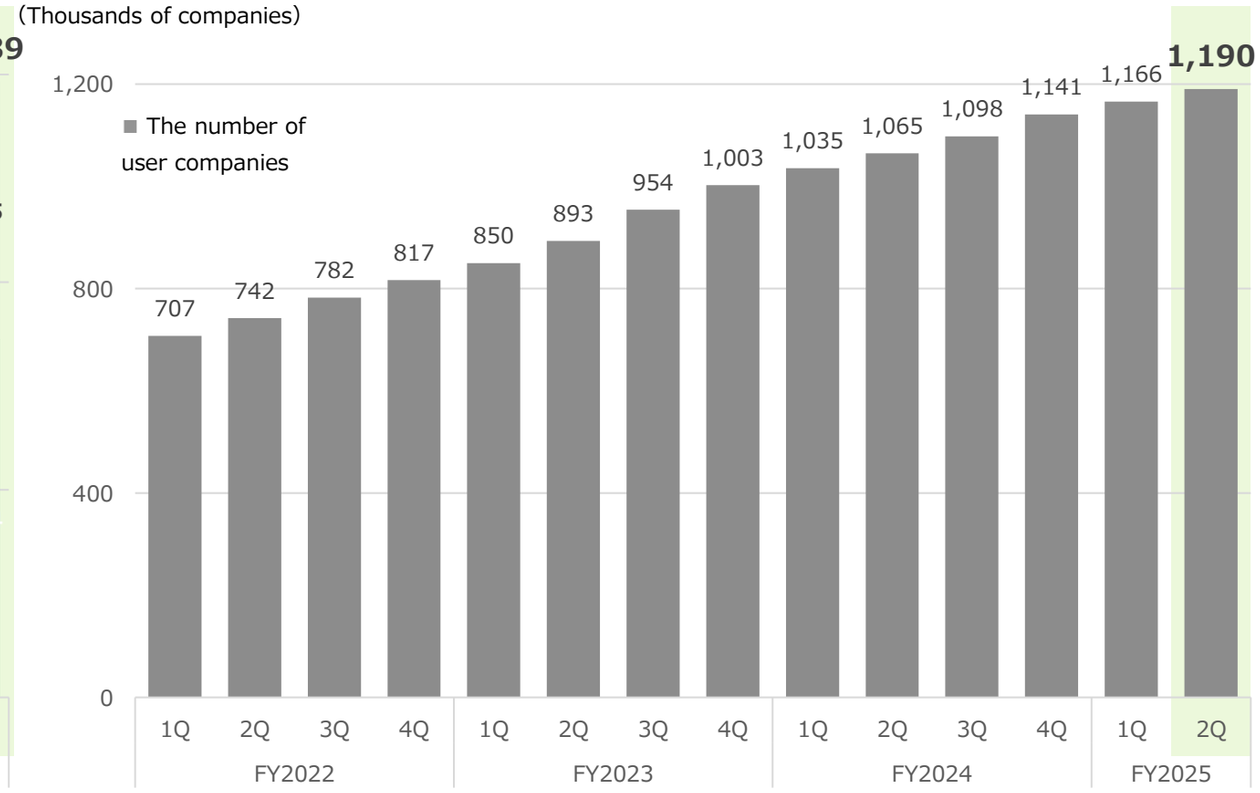
# ES Business The Number of User Companies Trends

- The basic fee revision in April (from 20,000 yen to 35,000 yen) has enabled an increase in the number of companies using both the receiving and issuing models.

Invoicing
**請求書** PAYING USER




Invoicing
**請求書** USER

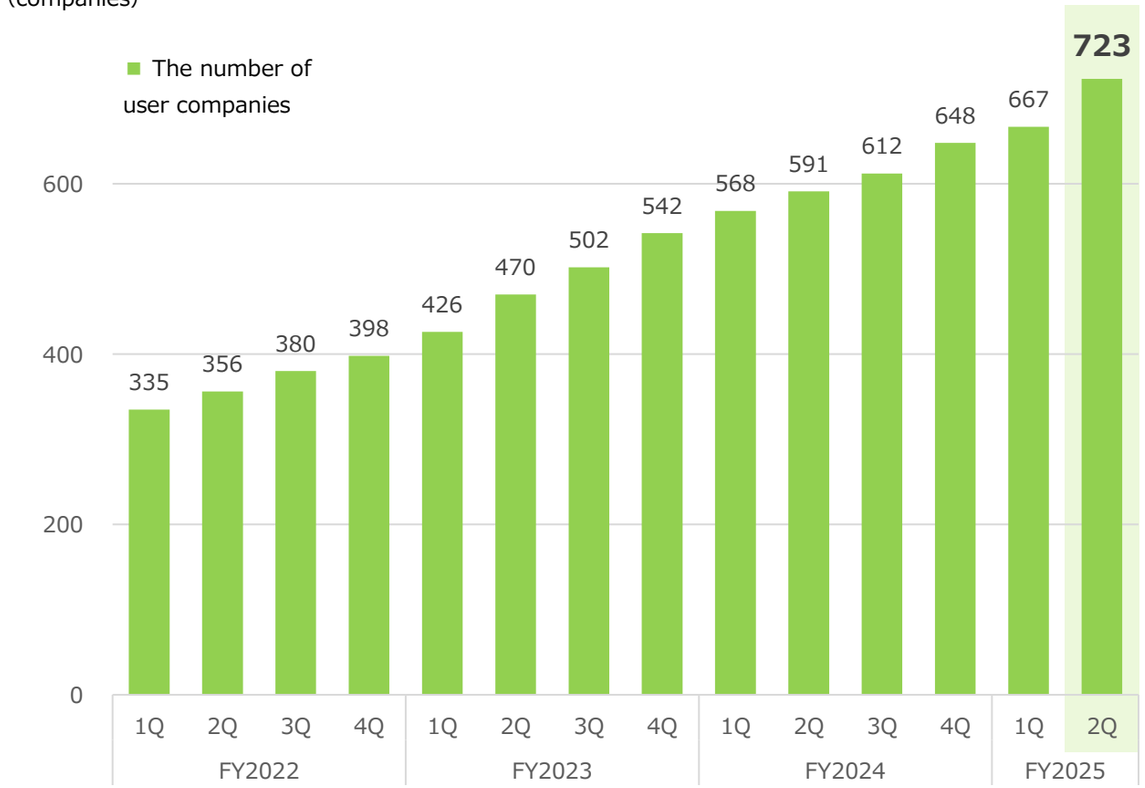


# ES Business The Number of User Companies Trends

Contract

## 契約書 PAYING USER

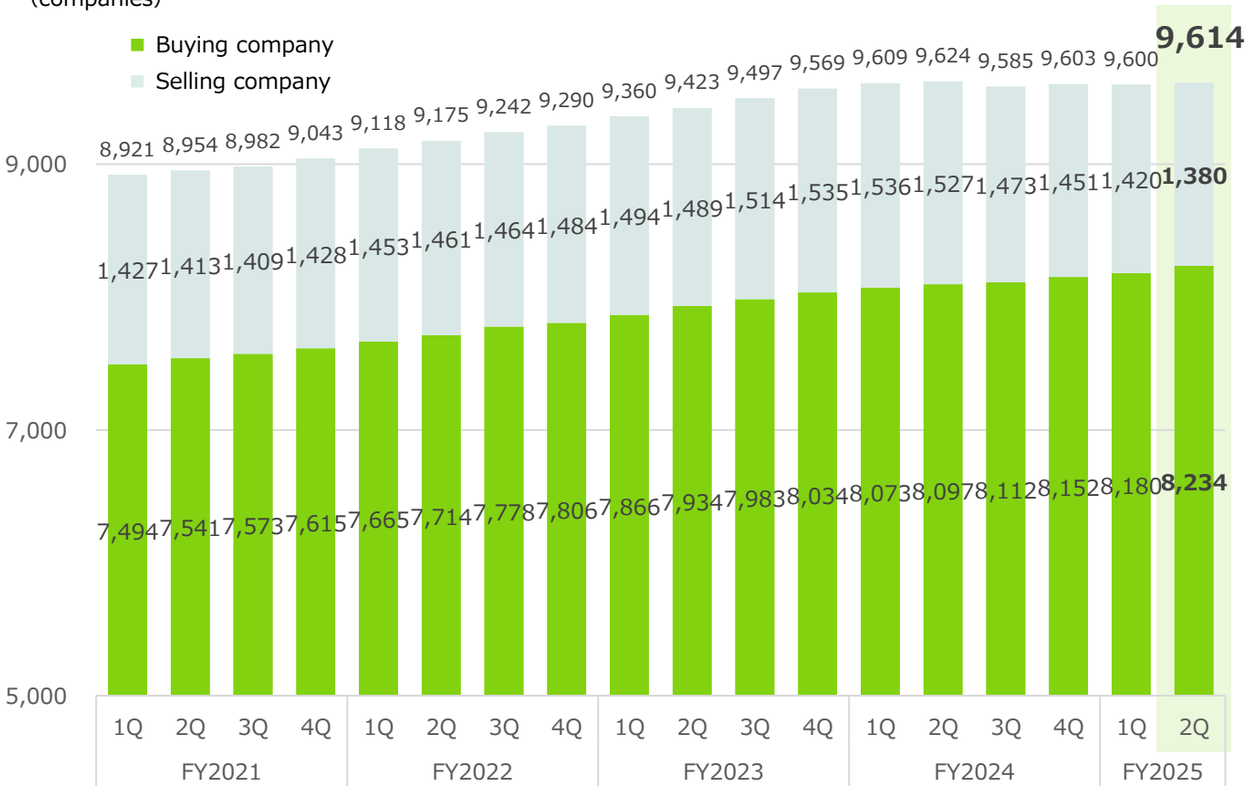
(companies)




Matching

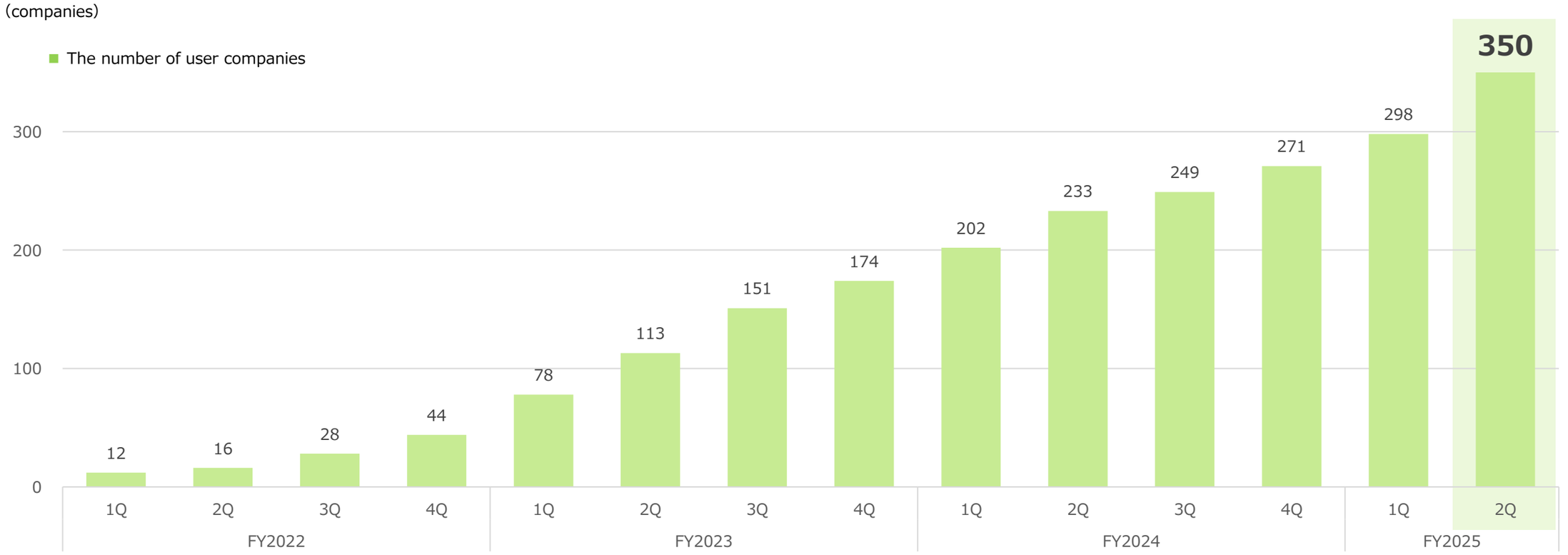
## 商談 PAYING USER & USER

(companies)

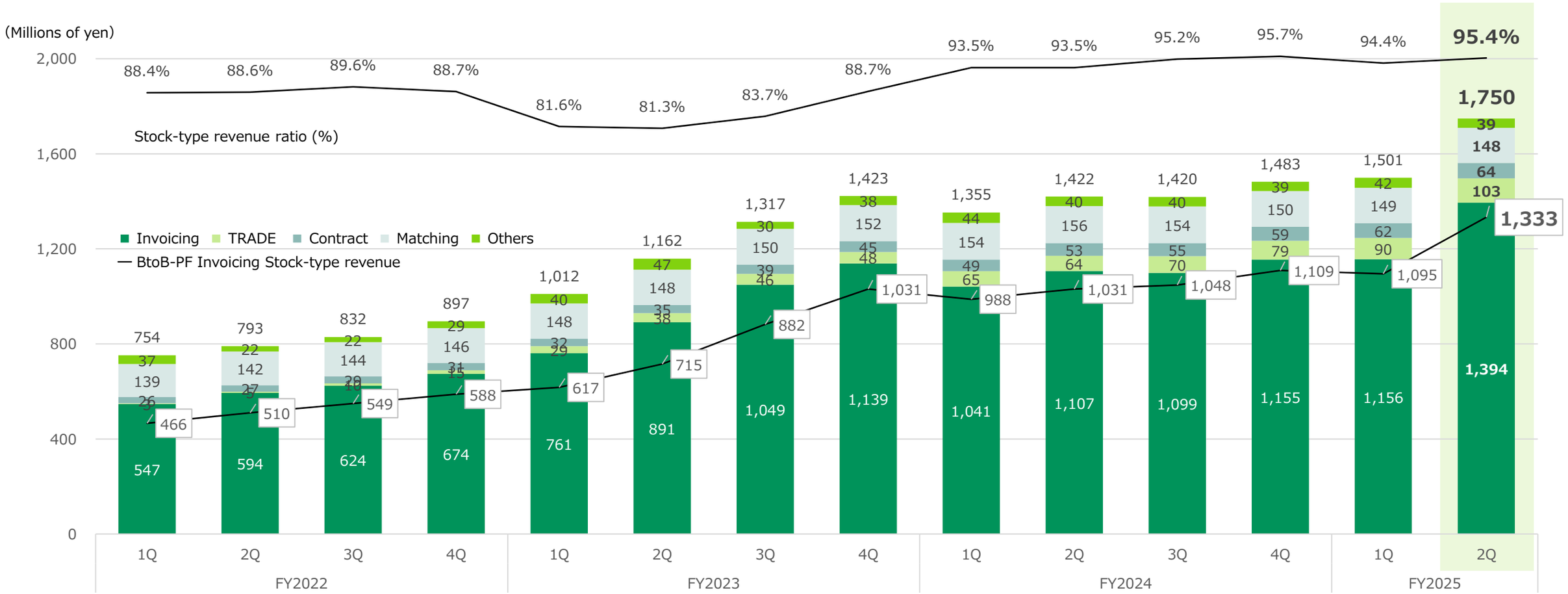


# ES Business The Number of User Companies Trends

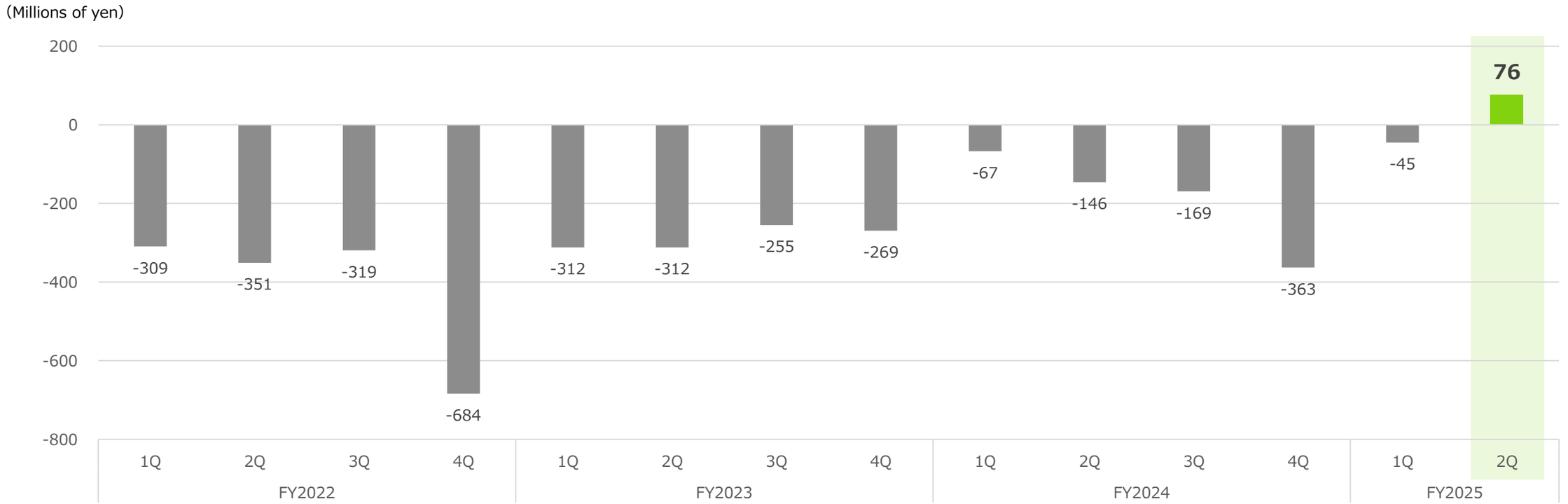
TRADE PAYING USER



# ES Business Sales Trends



# ES Business Operating Profit Trends



# Ⅲ. Consolidated Business Forecasts for FY12/25

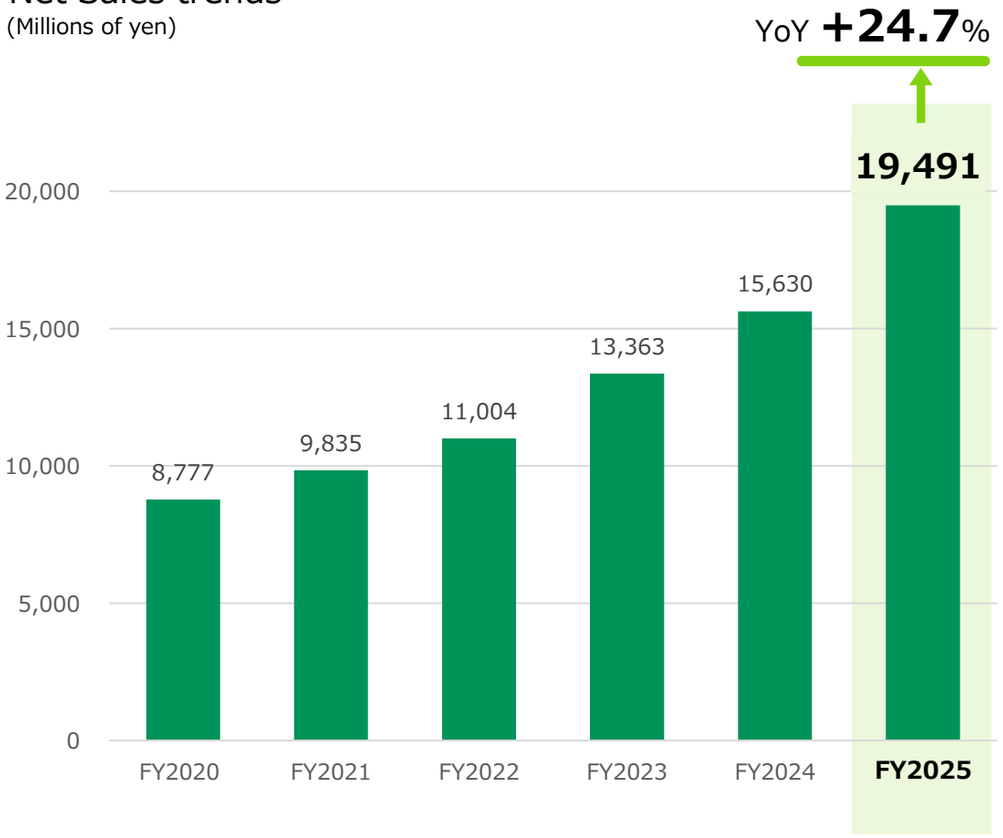
# FY12/25 Consolidated Business Forecasts and Net Sales Trends

- Aim for sales (YoY) growth of 24.7%, operating profit (YoY) growth of 91.6%, and significant improvement in profitability.

(Millions of yen)

| | FY12/24 Full-year actual | FY12/25 Full-year Plan | year on year |
|---|---|---|---|
| Net sales | 15,630 | 19,491 | +24.7% |
| Cost of sales | 5,977 | 5,913 | -1.1% |
| Gross profit | 9,653 | 13,578 | +40.7% |
| (Gross Profit Margin) | 61.8% | 69.7% | +7.9pt |
| Selling, general and administrative expenses | 8,452 | 11,278 | +33.4% |
| Operating profit | 1,200 | 2,300 | +91.6% |
| (Operating margin) | 7.7% | 11.8% | +4.1pt |
| Ordinary profit | 1,187 | 2,283 | +92.4% |
| Income taxes | 310 | 948 | +205.6% |
| Profit attributable to owners of parent | 655 | 1,356 | +106.9% |

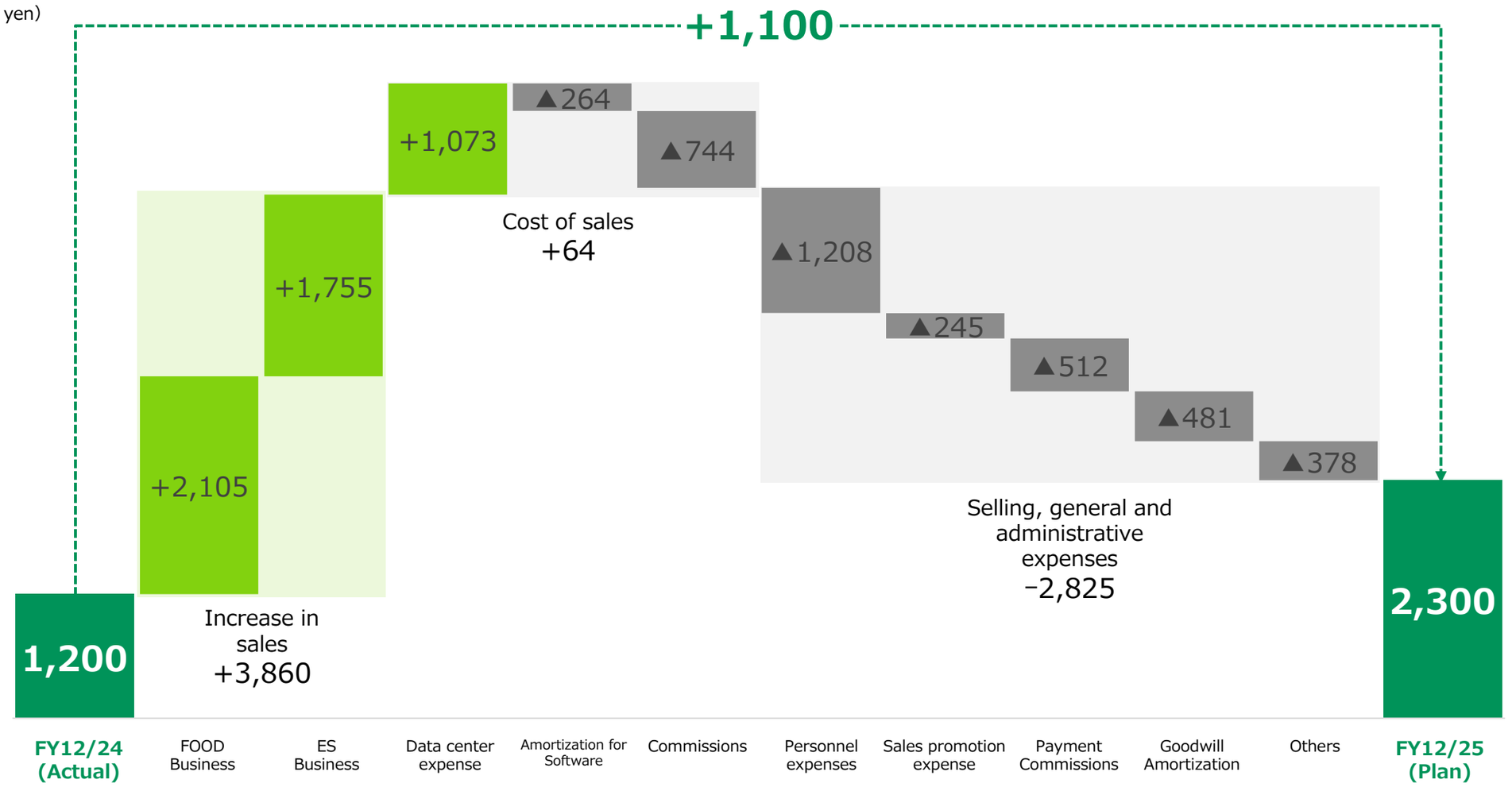
Net Sales trends
(Millions of yen)



# FY12/25 Factors of Increase/Decrease in Operating Profit

Year on Year

(Million of yen)



# Consolidated Business Forecasts for FY12/25 (Details)

(Million yen / %)

| | FY12/24 Actual | | FY12/25 Plan | |
|---|---|---|---|---|
| | Full-Year | YoY | Full-Year | YoY |
| **【Net sales】** | **15,630** | **17.0%** | **19,491** | **24.7%** |
| BtoB-PF FOOD | **9,949** | 17.8% | **12,054** | 21.2% |
| BtoB-PF ES | **5,681** | 15.6% | **7,437** | 30.9% |
| **【Cost of sales】** | **5,977** | **3.5%** | **5,913** | **-1.1%** |
| BtoB-PF FOOD | **3,414** | 5.2% | **2,793** | -18.2% |
| BtoB-PF ES | **2,564** | 1.1% | **3,119** | 21.6% |
| **【Gross Profit】** | **9,653** | **27.3%** | **13,578** | **40.7%** |
| BtoB-PF FOOD | **6,534** | 25.6% | **9,260** | 41.7% |
| BtoB-PF ES | **3,116** | 31.0% | **4,317** | 38.5% |
| **【SG&A】** | **8,452** | **25.1%** | **11,278** | **33.4%** |
| BtoB-PF FOOD | **4,589** | 42.3% | **6,968** | 51.8% |
| BtoB-PF ES | **3,863** | 9.5% | **4,309** | 11.6% |
| **【Operating Profit】** | **1,200** | **44.6%** | **2,300** | **91.6%** |
| BtoB-PF FOOD | **1,944** | -1.6% | **2,292** | 17.9% |
| BtoB-PF ES | **-746** | - | **7** | - |
| **【Ordinary Profit】** | **1,187** | **87.8%** | **2,283** | **92.4%** |
| **【Profit attributable to owners of parent】** | **655** | **119.6%** | **1,356** | **106.9%** |

| | | | |
|---|---|---|---|
| Gross profit margin | **61.8%** | **69.7%** | |
| BtoB-PF FOOD | 65.7% | 76.8% | |
| BtoB-PF ES | 54.9% | 58.1% | |
| Operating Profit Margin | **7.7%** | **11.8%** | |
| BtoB-PF FOOD | 19.5% | 19.0% | |
| BtoB-PF ES | - | 0.1% | |
| Ordinary Profit Margin | 7.6% | 11.7% | |

- **Sales**

**BtoB-PF FOOD**

BtoB Platform Ordering: In addition to an increase in the number of buying companies in the food industry (restaurant chains, hotels, inns, meals, etc.) seeking to digitalize their operations and the new the number of user companies of those stores, we expect system-usage fee sales and set-up sales to increase due to the rate revision implemented in August 2024. In addition, the use of TANOMU is expected to expand and system-usage fee sales are expected to rise.

**BtoB-PF ES**

BtoB Platform Invoicing: In addition to an increase in the number of new user companies centered on major companies, which are our strengths, and steady progress in the use of established major companies and their OpCos with many business partners, we revised our fees in April 2025. As a result, system usage fee sales and set-up sales are expected to increase and continue to grow at a high rate. In addition, the use of BtoB Platform TRADE is expected to expand and system-usage fee sales are expected to rise.

- **Cost of sales**

Although fees for introducing new customers to BtoB Platform Invoicing will increase, the implementation of a server cloud migration in September 2024 will significantly reduce data center costs, reducing the overall cost of sales. As a consequence, we expect gross profit to grow significantly.

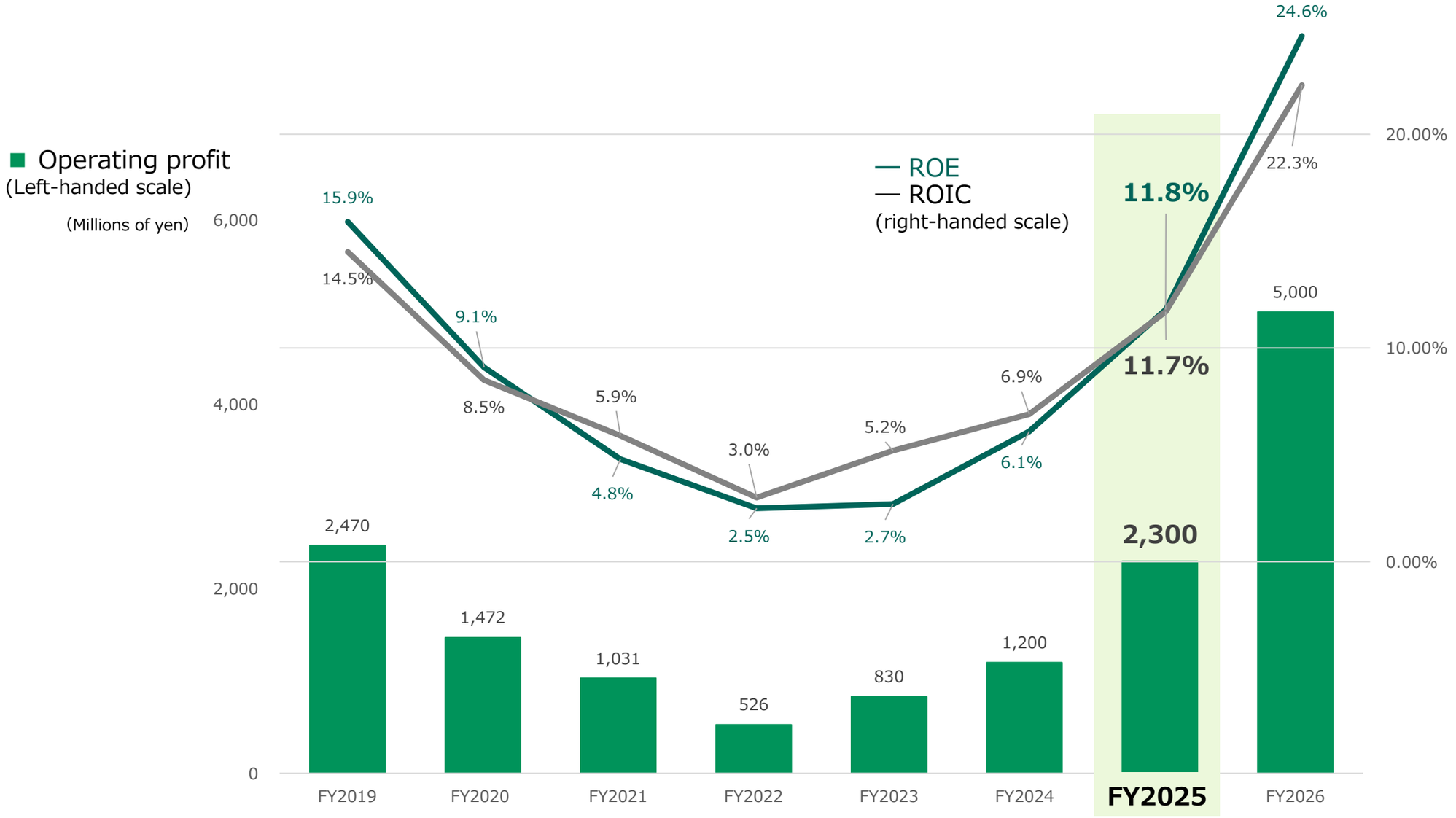
- **SG&A expenses**

Expected to increase mainly due to an increase in personnel expenses resulting from the increase in the base pay from January 2025, which aims to reinforce sales and sales support personnel needed for business expansion and to enhance personnel benefits, and an increase in goodwill amortization expenses due to the acquisition of additional shares of Tanomu Inc.

- **Operating profit, Ordinary Profit**

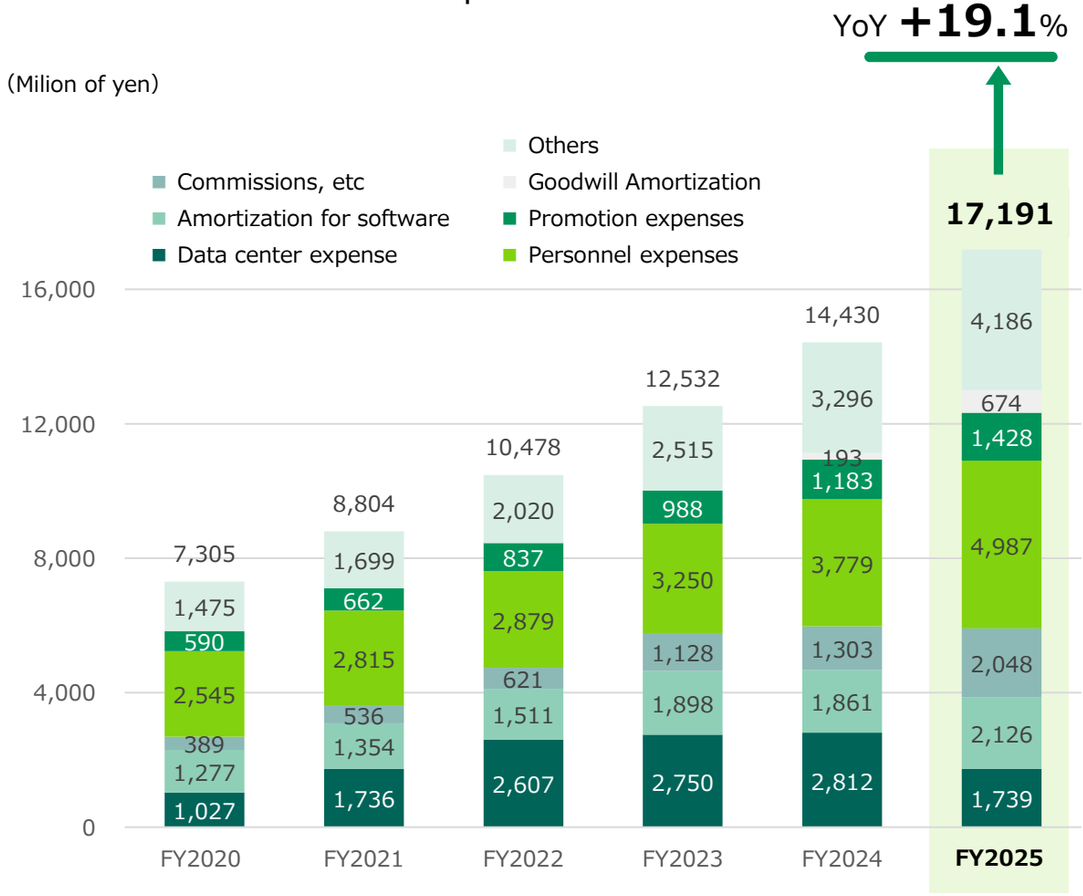
The increase in net sales and the decrease in cost of sales are expected to absorb the increase in SG&A expenses, and BtoB-PF ES business will return to profitability, resulting in a significant increase.

# ROE and ROIC Changes

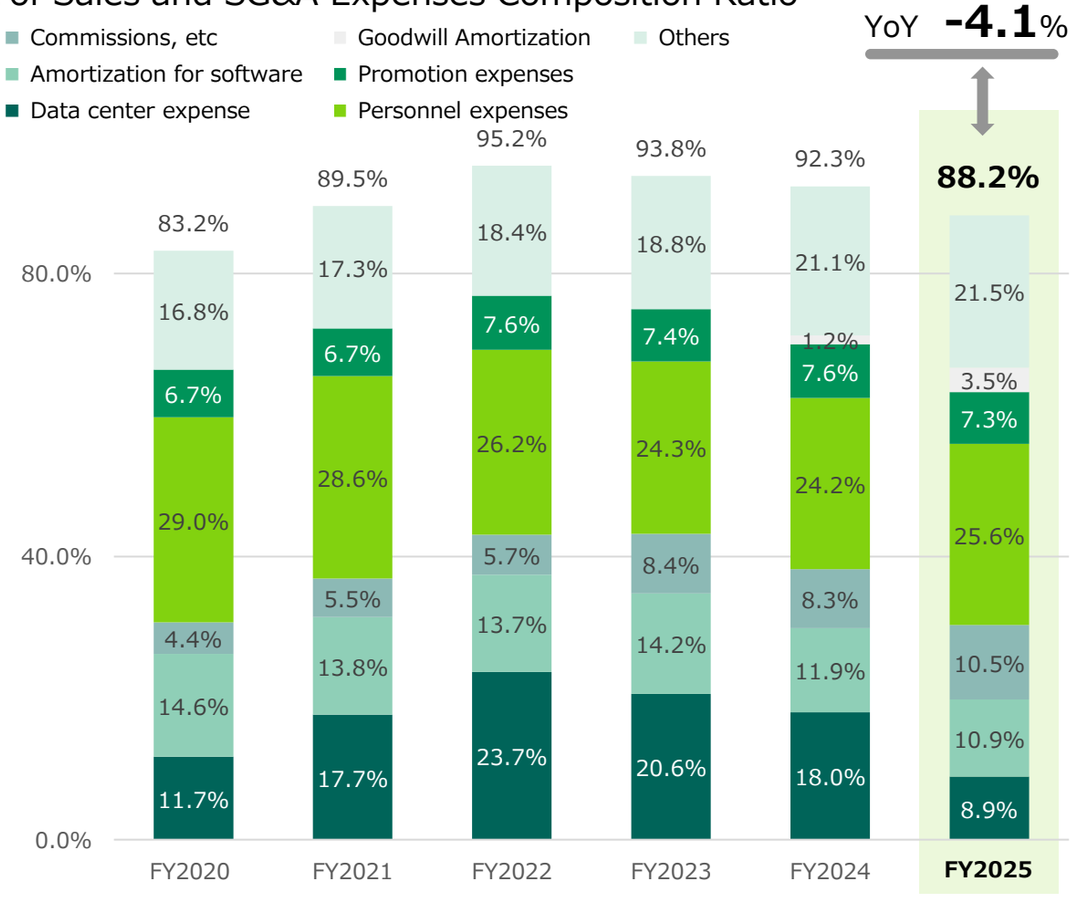


# FY12/25 Cost of Sales and SG&A Expenses Trends

## Cost of Sales and SG&A Expenses Trends




## Cost of Sales and SG&A Expenses Composition Ratio



# Ⅳ. Business Vision and Medium-Term Management Policies

# Business Vision

## Our Direction

By utilizing our strength, the DtoD*1 method BtoB Platform, to its fullest potential,

"we aim to rapidly expand DtoD services in industry-specific areas, naturally enhancing customer satisfaction, and creating numerous industries like the food industry"

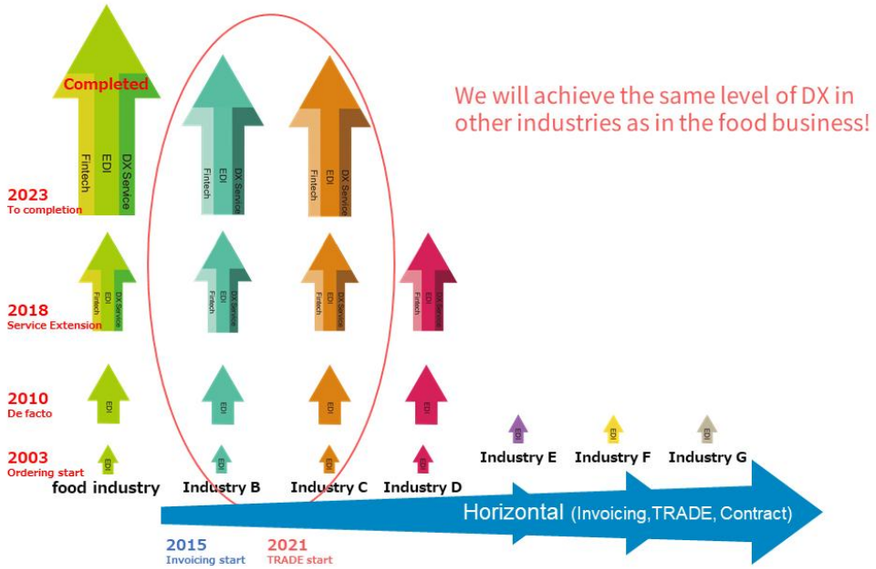
= Aiming to deepen and expand business areas through "Industry DtoD Strategy"*2 .

※1 DtoD (Data to Data):Achieve "complete digitalization" by enabling digital data management of all processes that occur between companies, such as business negotiations, agreements, estimates, ordering, invoicing, and the storage of forms, and without any waste by converting to analog data.
※2 Industry DtoD strategy: Strategy to contribute to the industry and generate significant revenue by horizontal expansion -promoting services for all industries (BtoB Platform Invoicing, BtoB Platform TRADE, etc. and vertical expansion -spreading activities to dig deeper into specific industries with high needs for distribution DX.

## Business Vision

**Leading DtoD company in the industry**

- The No. 1 provider of genuine digitization services with industry DtoD strategy
- **Providing digitization (DX) services to many industries at the same level as the food business**
- Go beyond company-level DX to achieve industry-wide DX



# Medium-term Management Policy

The medium-term management policy has been revised as follows.

- **Enhancement of core business (BtoB Platform)**

Enhancement refers to "functional enhancement (including creation of new services and products)," "enhancement of sales capabilities," "improvement of brand recognition," and "improvement of customer success (CS). In the future, we will concentrate our resources on these initiatives.

- **Continued trend of higher sales and profits, return to high profitability**

*Previous policy was "aggressive investment for growth"

✓ The trend of low profits and declining profits ended in FY2022 (for three consecutive terms), and profits will increase from FY2023 onward.
✓ Performance targets for FY2026 (net sales: 20 billion yen, operating profit: 5 billion yen, operating profit to sales ratio: 25%)
✓ Average 3-year CAGR (sales growth rate): 16% (FOOD business: 8%, ES business: 30%)

- **Expansion of synergies with investee companies & monetization**

*Previous policy was "aggressive investment for growth"

✓ Focus on realizing the investment objectives of existing investee companies
✓ New investments shifted to mid-sized and larger with an eye toward acquisitions

# Medium-term Priority Policies

## Promote "Enhancement of core business (BtoB Platform)”

- **Promote existing businesses**

BtoB-PF FOOD business

- ✓ Expand business domain of BtoB Platform Ordering (In addition to restaurant chains, hotels, and food services, promote DX in regional areas and other business categories, such ans hotels and Japanese-style inns)
- ✓ 100% digitalization of wholesale orders (expansion of TANOMU sales)
- ✓ Expand sales of store operation management tool V-Manage
- ✓ Revision of fees and enhancement of customer success

BtoB-PF ES business

- ✓ BtoB Platform Invoicing:
  (1) Further expansion (strengthen regional sales, expand to local governments, increase brand recognition, strengthen partners, etc.) and
  (2) Strengthen customer success of existing users (increase ARPU)
- ✓ Advancement of BtoB Platform TRADE (Promote industry-specific order placement)

- **Groundwork for realizing our business vision**

- ✓ BtoB-PF FOOD Business
  Pursuit and establishment of complete deep-digging (vertical expansion) strategies for individual industries
- ✓ ES Business
  Vertical expansion into specific industries based on the spread of services in all industries (Horizontal expansion)

# Fintech Initiatives

Cultivate new sources of revenue by leveraging commercial distribution data based on a customer base of 1 million companies.

BtoB Finance

## Efforts on the credit (seller) side

**1 Early funding of invoices**

- Quickly fund issued invoices (accounts receivable) online

**2 Billing outsourcing services and accounts receivable guarantee**

- Outsourcing of all processes from credit management, payment collection, billing, and sales guarantee to payment collection on behalf of the client

**3 Clearing of the accounts receivable through online banking**

- Linkage with financial institutions' online banking services to simplify clearing of the accounts receivable

●:Released ●:Under development

## Efforts by the debtor (buyer) side

**1 Digital connection of received invoices and payments**

- Completion of the entire process from invoice receipt to settlement seamlessly online

**2 Extension of payment deadline**

- Extension of payment deadlines through a simple procedure on the platform

●:Released ●:Under development

# Ⅴ. Return Profits to Shareholders

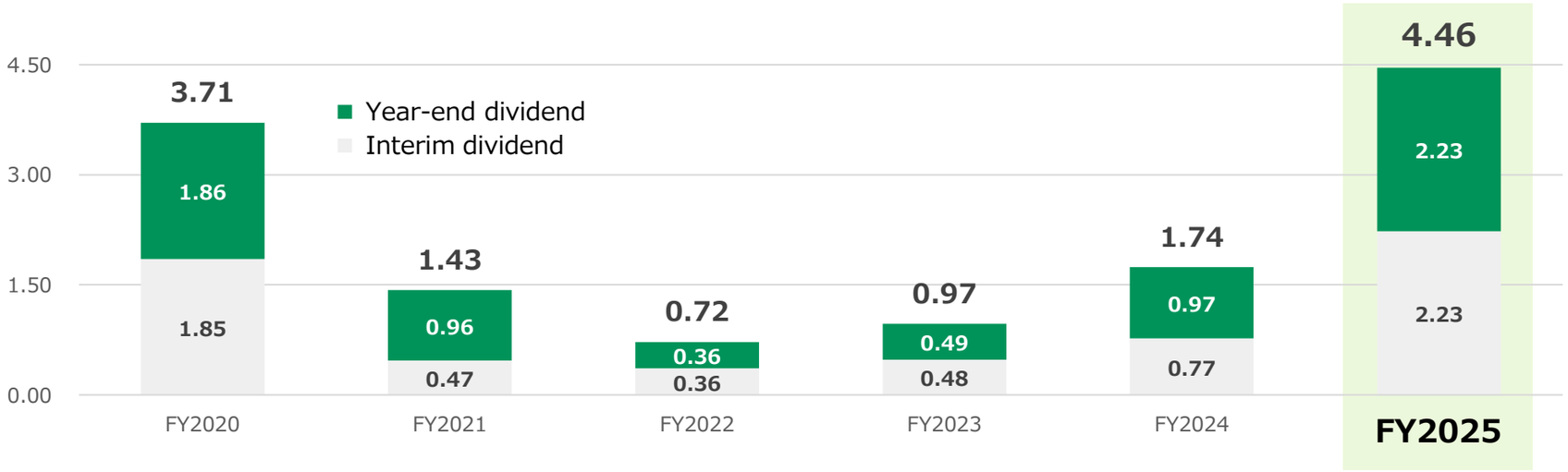
# Dividend Policy and Dividend Status

## 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.

(Yen)

| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 (Plan) |
|---|---|---|---|---|---|---|
| Interim dividend | 1.85 | 0.47 | 0.36 | 0.48 | 0.77 | 2.23 |
| Year-end dividend | 1.86 | 0.96 | 0.36 | 0.49 | 0.97 | 2.23 |
| Total | 3.71 | 1.43 | 0.72 | 0.97 | 1.74 | 4.46 |




(Note) The interim dividend for the year ended December 31, 2025 was resolved at the Board of Directors meeting held on July 31, 2025 (effective September 3, 2025).

# Appendix

# Company Profile

## COMPANY PROFILE

as of end-June 2025

| | |
|---|---|
| Company name | Infomart Corporation |
| Date of Foundation | 13th February 1998 |
| Business Content | Operation of BtoB Platform<br>(Business-to-Business E-Commerce Serv.) |
| Company Address (Head Office) | 13th Floor, Shiodome Shibarikyu Building, 1-2-3 Kaigan, Minato-ku,Tokyo, 105-0022, Japan |
| Representative | Ken Nakajima, President and CEO<br>Shin Kimura, Vice President and Representative Director |
| Capital Fund | 3.2 billion 12.51 million yen |
| Number of employees | 794 personnel (consolidated),<br>764 personnel (non-consolidated) |
| Subsidiaries | Tanomu Inc. (Head office location: Shibuya-ku, Tokyo)<br>Restartz Co., Ltd. (Head office location: Minato-ku, Tokyo) |
| URL | https://corp.infomart.co.jp/en |
| Stock exchange listings | Tokyo Stock Exchange Prime Market |
| Stock code | 2492 |

- Sales Offices

| | |
|---|---|
| Sapporo Sales Office | Showa Building Higashikan 6F, 5-8, Oodori-nishi, Chuo-ku, Sapporo-shi, Hokkaido, 060-0042,Japan |
| Nagoya Sales Office | Nishiki Maruemu Building 8F, 3-1-30 Nishiki, Naka-ku, Nagoya-shi, Aichi, 460-00031,Japan |
| West Japan Sales Office | Shin-Osaka Meiko Building 2F, 6-9-27 Nishi-Nakajima, Yodogawa-ku, Osaka-shi, Osaka, 532-0011,Japan |
| Fukuoka Sales Office | Hakata Fukami Park Building 6F, 4-14-1, Hakata Ekimae, Hakata-ku, Fukuoka-shi, Fukuoka, 812-0011,Japan |
| Okinawa Sales Office | Mirco Naha Building 7F, 1-19-27 Matsuo, Naha-shi, Okinawa, 900-0014,Japan |
| Sangenjaya labo | Keihan Setagaya Building 3F, 1-18-10 Wakabayashi, Setagaya-ku, Tokyo, 154-0023,Japan |

# Company Introduction

## TAGLINE

しごと、スマート。
インフォマート

Work
Smart,
Infomart

## BRAND STATEMENT

I want to work smarter.
I want to come up with new ideas. I want someone to be happy.
Infomart responds to such a desire.

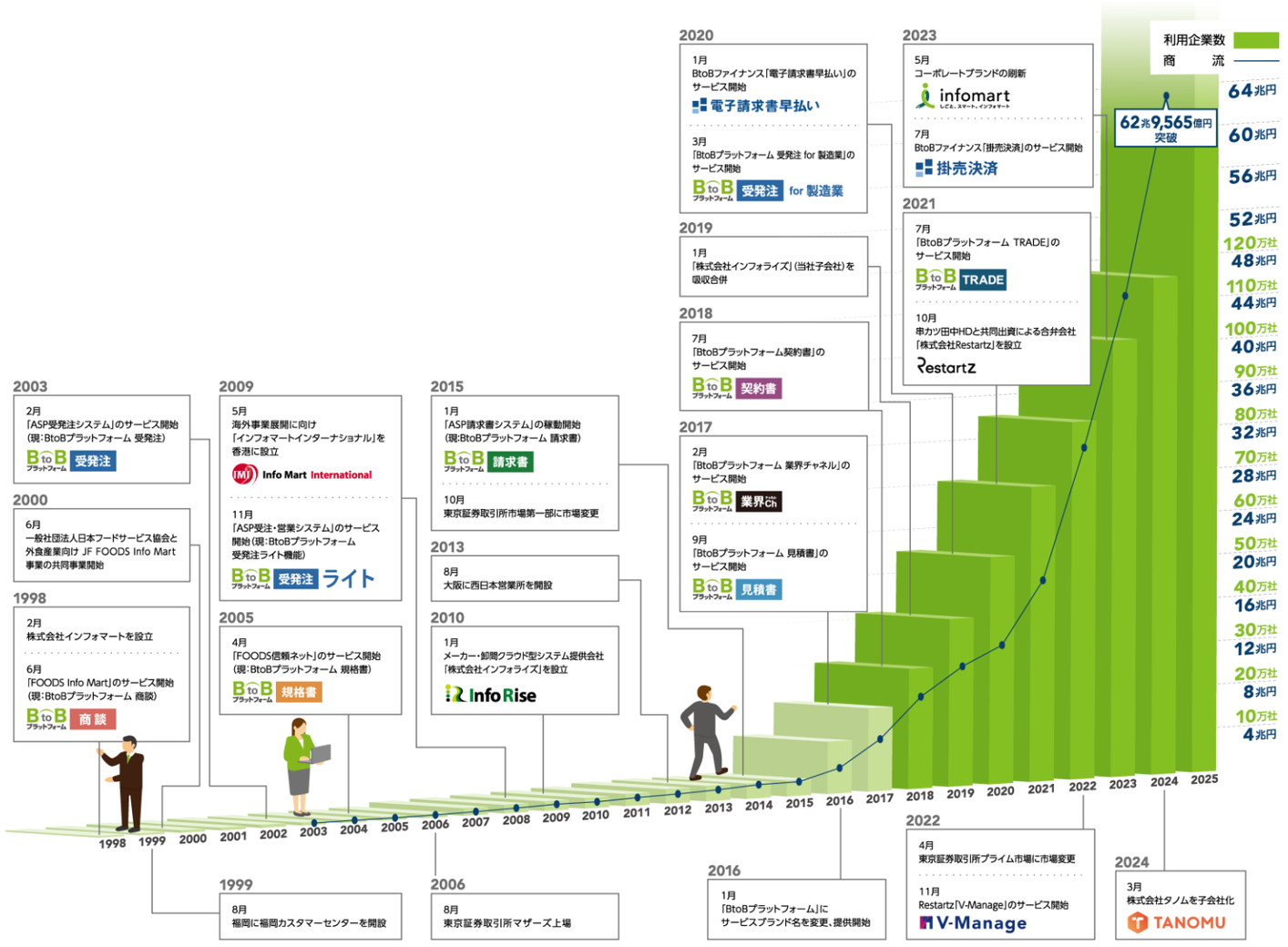
For example, the slip processing of orders that occur daily at restaurants.
For example, managing invoices delivered in different formats.
In an efficient manner, these kinds of operations are automated.
Infomart connects companies with companies,
We will change the structure of all our operations with digital capabilities.

If workers are free from routine work,
All corporate activities become more smooth.
Time creates slack, and it can create new value.

Beyond that, we envision a society where all people can work freely and energetically.
When the number of people and companies working smartly increases in the world,
People's lives will be richer and society will be happier.

So Infomart makes every work smart.
We will continue to support a society that creates a lot of happiness.

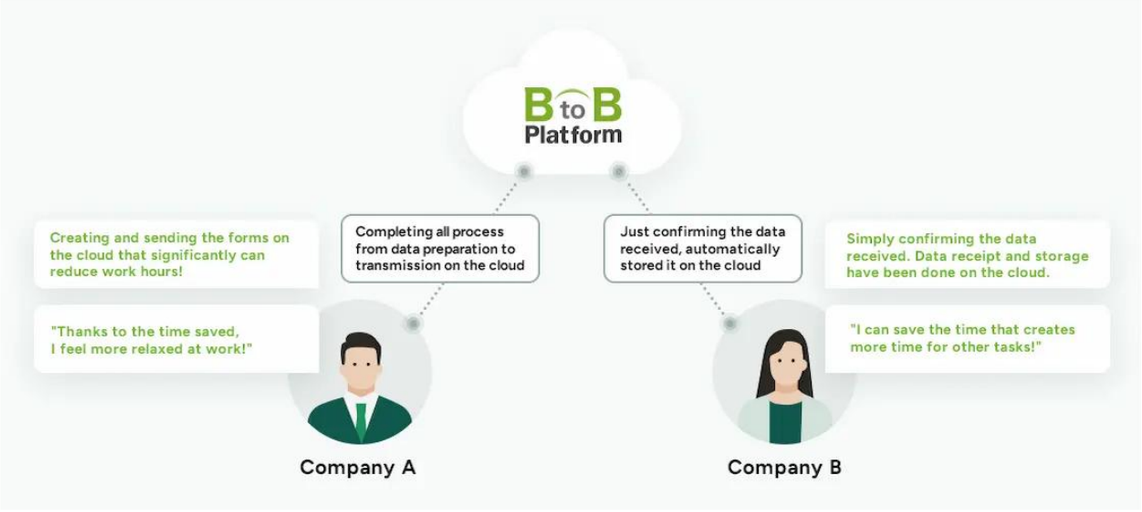
## HISTORY



# Business Overview

## BtoBプラットフォーム

”BtoB Platform” is the collective name for all services Infomart has developed and provided. BtoB Platform includes an extensive lineup of services designed to meet the needs of various industries and workplaces, including for restaurants and foodstuff suppliers and back-office operations of companies. The common theme for all BtoB Platform services is that parties involved in BtoB transactions use the same service to issue, manage, and store electronic forms. Companies that have adopted ”BtoB Platform” are freed from such complex tasks as dealing with forms in different formats or storing them, and can enhance their operational efficiency. Further, because they no longer have to use e-mail or other means of communication to send or receive the forms, they can easily manage the forms involved in purchase transactions. Accounts are issued to corporations and business divisions rather than to individuals, so even in case of personnel changes, such as managers, new managers can easily take over the account and continue managing the forms.




## Characteristics of BtoB Platform

### Standardization

Rather than customizing each customer, the standardized system will be used by many companies to improve the efficiency of creation and management through standardization of documents.

### digitalization

All documents are created and managed in a cloud system. Using the data obtained from digitalized documents, we can improve the sophistication and speed of management decisions.

### Low price

Even if transactions using BtoB Platform increase, there is a ceiling on the usage fee, so I am confident. It also reduces paper vouchers and storage locations, so it can be expected to be highly cost-effective.

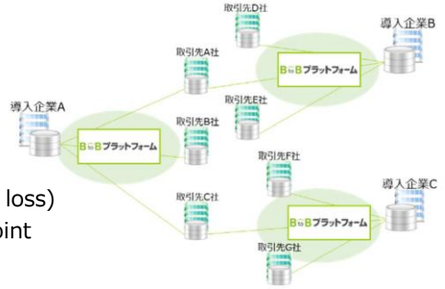
## Business model

### Stock-type business

① High renewal rate of use
=Customers' natural choice

② Stable earnings
= 90% or more of sales per month
Tem usage fees (the number of user companies loss)
In profit margins above the profit break-even point
Go up

### Network



# Service Introduction

## BtoB-PF FOOD business

**BtoB Platform Ordering**
BtoB プラットフォーム 受発注

Digital ordering platform for restaurants (mainly restaurant chains).

Electronic ordering between restaurants, wholesalers, and manufacturers. Significant efficiency was achieved from orders received and placed by telephone and fax.

**BtoB Platform Standards Database**
BtoB プラットフォーム 規格書

Product specification platform for food safety and security management.

Electronic management of product specification sheets in a unified format for allergens, origin information, etc., which used to be managed in different formats.

**BtoB 受発注 ライト**
**TANOMU**

Order digitalization and batch order management tool for wholesale companies.

Order management and sales promotion guides from small and medium-sized individual stores can also be digitalized. TANOMU can place orders using LINE.

**V-Manage**

Restaurant Operations Management Tool.

Manual management and reporting of restaurant instructions, task checks, new employee training, sanitation management, etc. management, hygiene management, etc., are all managed, compiled, and reported in an app.

## BtoB-PF ES business

**BtoB Platform Invoicing**
BtoB プラットフォーム 請求書

Electronic invoicing platform to digitalize (digitalize) invoices.

Significantly improves time-consuming, costly, and labor-intensive accounting tasks and enables DX for accounting and management Compatible with the Electronic Bookkeeping Act and Invoice System.

**BtoB Platform Contract**
BtoB プラットフォーム 契約書

Electronic contract platform for safe and secure contract management.

It also incorporates an internal workflow function to further improve the convenience of business-to-business transactions and achieve paperless operations.

**BtoB Platform TRADE**
BtoB プラットフォーム TRADE

Platform for digitalizing quotations, purchase orders, delivery slips, and acceptance inspection forms with business partners.

Seamlessly complete a series of business transactions between companies by linking with BtoB Platform Invoicing and BtoB Platform Contract.

**BtoB Platform Matching**
BtoB プラットフォーム 商談

Japan's largest business-use food ingredients negotiation platform.

Offers one-stop services ranging from the development of business partners to business negotiations, estimates, ordering and receipt, and settlement.

# Service fee structure

as of end-June 2025

| | | Fees (excluding taxes) | | |
|---|---|---|---|---|
| BtoB-PF FOOD business | BtoB Platform Ordering BtoBプラットフォーム 受発注 | <Buyer Company><br>《Monthly usage fee》<br>・Head office： JPY18,000<br>・Store： JPY1,500<br>《Initial fee》 from JPY300,000<br>(depending on store count) | <Seller Company><br>《Monthly usage fee》<br>・More than JPY100,000 toJPY2.5 million : 1.10% of the monthly order amount<br>・More than JPY2.5 million toJPY10 million : 0.40% of the monthly order amount<br>・More than JPY10 million toJPY50 million : 0.20% of the monthly order amount<br>・More than JPY50 million toJPY75 million : 0.05% of the monthly order amount<br>・Over JPY75 million ～ : JPY150,000<br>・Adding IDs：JPY800 per ID | |
| | BtoB Platform Standards Database BtoBプラットフォーム 規格書 | <Buyer Company><br>《Monthly system usage fee》JPY50,000<br>《Initial fee》 from JPY300,000 | <Wholesaler Ordering Function><br>《Monthly system usage fee》JPY35,000<br>《Initial fee》 from JPY300,000 | <Wholesaler Ordering Seller Function><br>《Monthly system usage fee》<br>・Fixed fee : JPY35,000 or JPY50,000<br>・Pay-for-use : JPY3,000 to JPY20,000 |
| | BtoBプラットフォーム 受発注 ライト | <Seller Company><br>《Monthly usage fee》<br>・Up to JPY10 million : 1.2% of the monthly order amount<br>・More than JPY10 million to JPY100 million : 0.5% of the monthly order amount<br>・Over JPY100 million ～ : 0.1% of the monthly order amount<br>《Initial fee》 estimate separately | | |
| | TANOMU | <Seller Company><br>《Monthly usage fee》 JPY30,000 ～ JPY500,000<br>《Initial fee》 JPY100,000 ～ JPY300,000<br>(Depends on orders/receivable quantity) | | |
| | V-Manage | <Buyer Company><br>《Monthly usage fee》<br>・Store： JPY5,000<br>《Initial fee》 from JPY300,000 | | |

# Service fee structure

as of end-June 2025

| | | Fees (excluding taxes) | |
|---|---|---|---|
| BtoB-PF ES business | BtoB Platform Invoicing BtoB プラットフォーム 請求書 | 《Monthly system usage fee》〔Basic fee〕JPY35,000<br>+〔Pay-for-use fee①〕Number of invoices received per month (Up to 50 invoices included in the basic fee)<br>・51 to 1,000 transactions: JPY100 per transaction<br>・1,001 transactions and over: JPY90 per transaction<br>+〔Pay-for-use fee②〕Number of invoices issued per month (Up to 100 invoices included in the basic fee)<br>・101 to 1,000 invoices: JPY60 per invoice<br>・1,001 invoices or more: JPY50 per invoice<br>《Initial fee》from JPY100,000 | |
| | BtoB Platform Contract BtoB プラットフォーム 契約書 | <Gold Plan><br>《Monthly system usage fee》<br>〔Basic fee〕JPY30,000 + 〔Pay-for-use fee〕<br>Number of contract issued and received per month<br>・Up to 100 contracts are included in the fixed fee.<br>・101 or more: JPY50 per contract<br>・In-house storage: Unlimited<br>《Initial fee》estimate separately | <Silver Plan><br>《Monthly system usage fee》<br>〔Basic fee〕JPY10,000 + 〔Pay-for-use fee〕<br>Number of contract issued and received per month<br>・1 or more: JPY50 per contract<br>・In-house storage: Up to 3 contracts per month<br>《Initial fee》estimate separately |
| | BtoB Platform Matching BtoB プラットフォーム 商談 | <Buyer Company><br>〔Fixed fee〕JPY5,000 | <Seller Company><br>〔Fixed fee〕JPY25,000 |

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, 2025.
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.