Infomart Corporation

Financial Results

FY12/25 Full-Year Financial Results

TSE Prime Market（2492）

February 13, 2026

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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 Full-Year Financial Results

Financial Summary

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

*FY12/25 Full-Year Forecast: Consolidated Financial Results Figures Announced October 31, 2025

(Millions of yen)

	FY12/24 Actual	**FY12/25 Actual**	Year-on-year	FY12/25 Forecast	vs. Forecast
Net sales	15,630	**18,817**	+20.4%	18,823	-0.0%
Cost of sales	5,977	**5,058**	-15.4%	5,152	-1.8%
Gross profit	9,653	**13,758**	+42.5%	13,671	+0.6%
(Gross Profit Margin)	61.8%	**73.1%**	+11.3pt	72.6%	+0.5pt
Selling, general and administrative expenses	8,452	**10,895**	+28.9%	10,862	+0.3%
Operating profit	1,200	**2,863**	+138.6%	2,809	+1.9%
(Operating Profit Margin)	7.7%	**15.2%**	+7.5pt	14.9%	+0.3pt
Ordinary profit	1,187	**2,836**	+262.3%	2,790	+1.6%
Income taxes	310	**898**	+189.3%	1,036	-13.4%
Profit attributable to owners of parent	655	**1,922**	+193.3%	1,500	+28.2%

FY12/25 Fourth Quarter and Full-Year (YoY)

(Million yen / % : YoY)

	FY12/25 Q1		FY12/25 Q2		FY12/25 Q3		FY12/25 Q4		FY12/25 Full-Year	
	Actual	YoY	Actual	YoY	Actual	YoY	Actual	YoY	Actual	YoY
【Net sales】	**4,304**	**22.3%**	**4,696**	**27.1%**	**4,802**	**19.1%**	**5,013**	**14.3%**	**18,817**	**20.4%**
BtoB-PF FOOD	2,803	29.5%	2,945	29.7%	3,022	15.8%	3,159	8.8%	11,930	19.9%
BtoB-PF ES	1,501	10.8%	1,750	23.1%	1,779	25.3%	1,854	25.0%	6,886	21.2%
【Cost of sales】	**1,179**	**-25.2%**	**1,257**	**-23.1%**	**1,273**	**-16.4%**	**1,347**	**8.5%**	**5,058**	**-15.4%**
BtoB-PF FOOD	619	-34.7%	635	-34.1%	649	-27.2%	651	7.1%	2,556	-25.1%
BtoB-PF ES	560	-11.0%	622	-7.2%	623	-1.2%	695	9.9%	2,502	-2.5%
【Gross Profit】	**3,125**	**61.0%**	**3,438**	**67.0%**	**3,529**	**40.7%**	**3,666**	**16.6%**	**13,758**	**42.5%**
BtoB-PF FOOD	2,183	79.6%	2,310	76.8%	2,373	38.1%	2,507	9.3%	9,374	43.5%
BtoB-PF ES	941	29.8%	1,127	50.1%	1,156	46.4%	1,158	36.3%	4,384	40.7%
【SG&A】	**2,544**	**48.7%**	**2,597**	**31.3%**	**2,543**	**18.5%**	**3,210**	**22.7%**	**10,895**	**28.9%**
BtoB-PF FOOD	1,557	69.4%	1,546	43.0%	1,545	30.1%	1,968	40.4%	6,617	44.2%
BtoB-PF ES	986	24.6%	1,051	17.1%	997	4.0%	1,242	2.3%	4,277	10.7%
【Operating Profit】	**580**	**152.6%**	**840**	**948.0%**	**986**	**172.9%**	**455**	**-13.8%**	**2,863**	**138.6%**
BtoB-PF FOOD	625	111.3%	763	238.5%	827	56.1%	539	-39.6%	2,757	41.8%
BtoB-PF ES	-45	-	76	-	158	-	-83	-	106	-
【Ordinary Profit】	**578**	**153.9%**	**834**	**976.2%**	**982**	**176.1%**	**439**	**-16.3%**	**2,836**	**138.9%**
【Profit attributable to owners of parent】	**305**	**50.9%**	**542**	**1700.4%**	**652**	**117.1%**	**421**	**244.9%**	**1,922**	**193.3%**

Gross profit margin	**72.6%**		**73.2%**		**73.5%**		**73.1%**		**73.1%**	
BtoB-PF FOOD	77.9%		78.4%		78.5%		79.4%		78.6%	
BtoB-PF ES	62.7%		64.4%		65.0%		62.5%		63.7%	
Operating Profit Margin	**13.5%**		**17.9%**		**20.5%**		**9.1%**		**15.2%**	
BtoB-PF FOOD	22.3%		25.9%		27.4%		17.1%		23.1%	
BtoB-PF ES	-		4.4%		8.9%		-		1.5%	
Ordinary Profit Margin	**13.4%**		**17.8%**		**20.5%**		**8.8%**		**15.1%**	

- **Net sales**

BtoB-PF FOOD business

"BtoB Platform Ordering": net sales increased due to an increase in new use of restaurant chains and hotel inns, and the implementation of fee revisions in August 2024.

BtoB Platform Ordering Light & TANOMU: New usage increased due to the growing need for digitilization between food wholesalers and restaurants, and net sales increased.

BtoB-PF ES business

"BtoB Platform Invoicing": Even after the launch of The Invoice System, in addition to the increase in new usage mainly by major corporations, the use by major corporations and their OpCos, which have many existing customers, progressed steadily, resulting in an increase in net sales.

"BtoB Platform TRADE": New usage increased and net sales increased due to the growing demand for digitilization from quotation to billing.

- **Cost of sales**

The cloud migration of servers in September 2024 resulted in a significant decline in data center costs.

- **SG&A expenses**

In addition to an increase in personnel expenses due to the reinforcement of sales and sales-support personnel required for business expansion, there was an increase in promotion expenses for an increase in the number of user companies.

In addition, goodwill depreciation expenses increased due to the acquisition of shares in Tanomu Inc..

- **Operating profit**

Both businesses achieved operating profit growth thanks to increased earnings in the FOOD business and profitability in ES business.

FY12/25 Fourth Quarter and Full-Year (vs. Forecast)

*FY12/25 Full-Year Forecast: Consolidated Financial Results Figures Announced October 31, 2025

(Millions of yen)

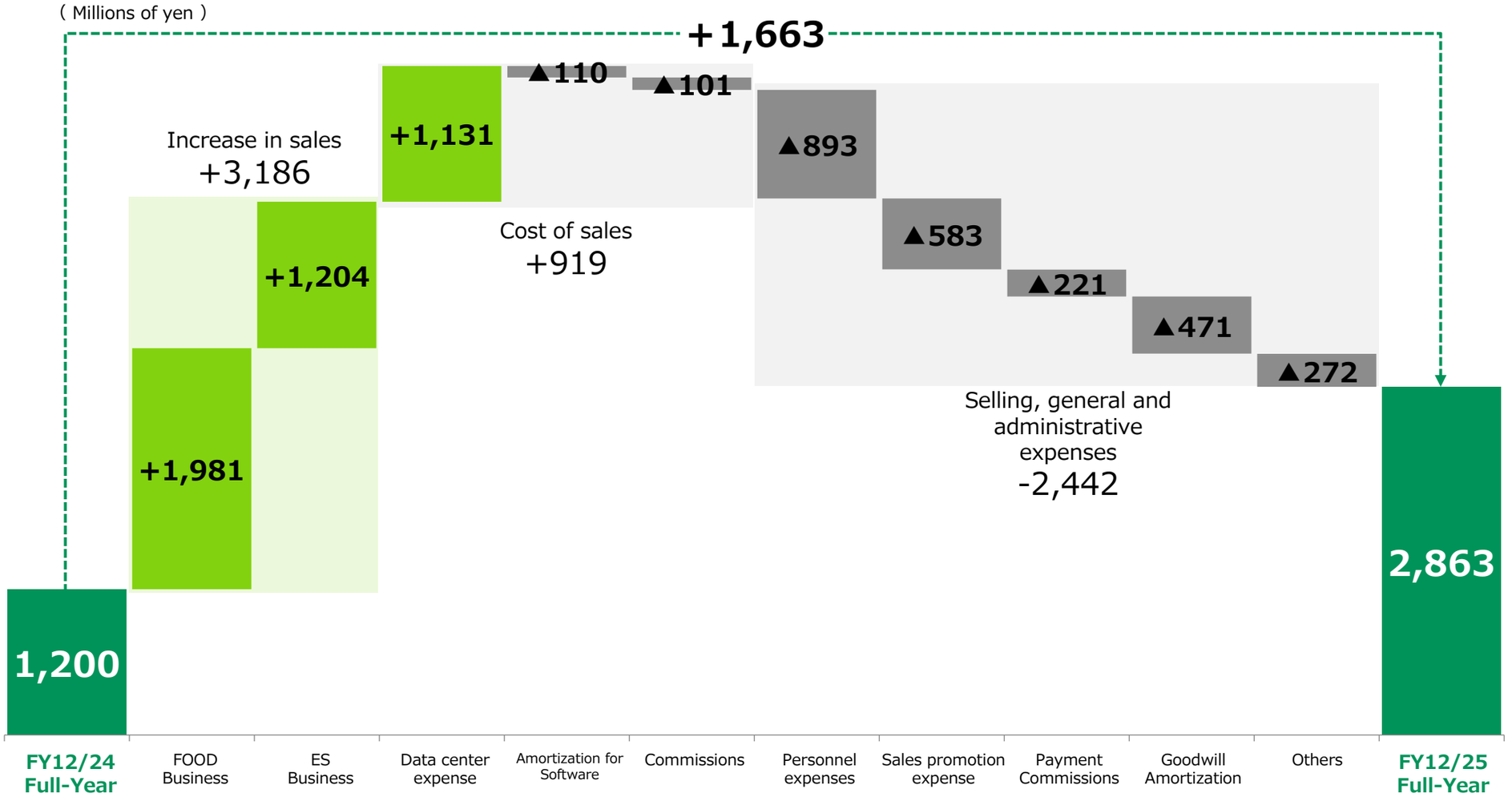
	FY12/25 Q1 Actual	FY12/25 Q2 Actual	FY12/25 Q3 Actual	FY12/25 Q4 Actual	FY12/25 Full-Year Forecast	FY12/25 Full-Year Actual	FY12/25 Full-Year Diff
【Net sales】	**4,304**	**4,696**	**4,802**	**5,013**	**18,823**	**18,817**	**-6**
BtoB-PF FOOD	2,803	2,945	3,022	3,159	11,938	11,930	-7
BtoB-PF ES	1,501	1,750	1,779	1,854	6,885	6,886	0
【Cost of sales】	**1,179**	**1,257**	**1,273**	**1,347**	**5,152**	**5,058**	**-94**
BtoB-PF FOOD	619	635	649	651	2,641	2,556	-84
BtoB-PF ES	560	622	623	695	2,510	2,502	-8
【Gross Profit】	**3,125**	**3,438**	**3,529**	**3,666**	**13,671**	**13,758**	**87**
BtoB-PF FOOD	2,183	2,310	2,373	2,507	9,296	9,374	77
BtoB-PF ES	941	1,127	1,156	1,158	4,374	4,384	9
【SG&A】	**2,544**	**2,597**	**2,543**	**3,210**	**10,862**	**10,895**	**33**
BtoB-PF FOOD	1,557	1,546	1,545	1,968	6,573	6,617	43
BtoB-PF ES	986	1,051	997	1,242	4,288	4,277	-10
【Operating Profit】	**580**	**840**	**986**	**455**	**2,809**	**2,863**	**54**
BtoB-PF FOOD	625	763	827	539	2,722	2,757	34
BtoB-PF ES	-45	76	158	-83	86	106	20
【Ordinary Profit】	**578**	**834**	**982**	**439**	**2,790**	**2,836**	**45**
【Profit attributable to owners of parent】	**305**	**542**	**652**	**421**	**1,500**	**1,922**	**422**

Gross profit margin	**72.6%**	**73.2%**	**73.5%**	**73.1%**	**72.6%**	**73.1%**	**0.5%**
BtoB-PF FOOD	77.9%	78.4%	78.5%	79.4%	77.9%	78.6%	0.7%
BtoB-PF ES	62.7%	64.4%	65.0%	62.5%	63.5%	63.7%	0.1%
Operating Profit Margin	**13.5%**	**17.9%**	**20.5%**	**9.1%**	**14.9%**	**15.2%**	**0.3%**
BtoB-PF FOOD	22.3%	25.9%	27.4%	17.1%	22.8%	23.1%	0.3%
BtoB-PF ES	-	4.4%	8.9%	-	1.3%	1.5%	0.3%
Ordinary Profit Margin	**13.4%**	**17.8%**	**20.5%**	**8.8%**	**14.8%**	**15.1%**	**0.2%**

- **Net sales**
  Progress was largely in line with expectations.
- **Cost of sales**
  In addition to the non-accrual of fees in BtoB Platform Invoicing that vary with net sales, data center costs, which were estimated conservatively, were lower than expected.
- **SG&A expenses**
  Increased due to the concentrated investment in 4Q of promotion expenses to increase local recognition in order to expand usage and increase the number of user companies in the next fiscal year.
- **Operating profit**
  The decline in cost of sales absorbed the rise in SG&A expenses and exceeded expectations.

Factors Change in Operating profit

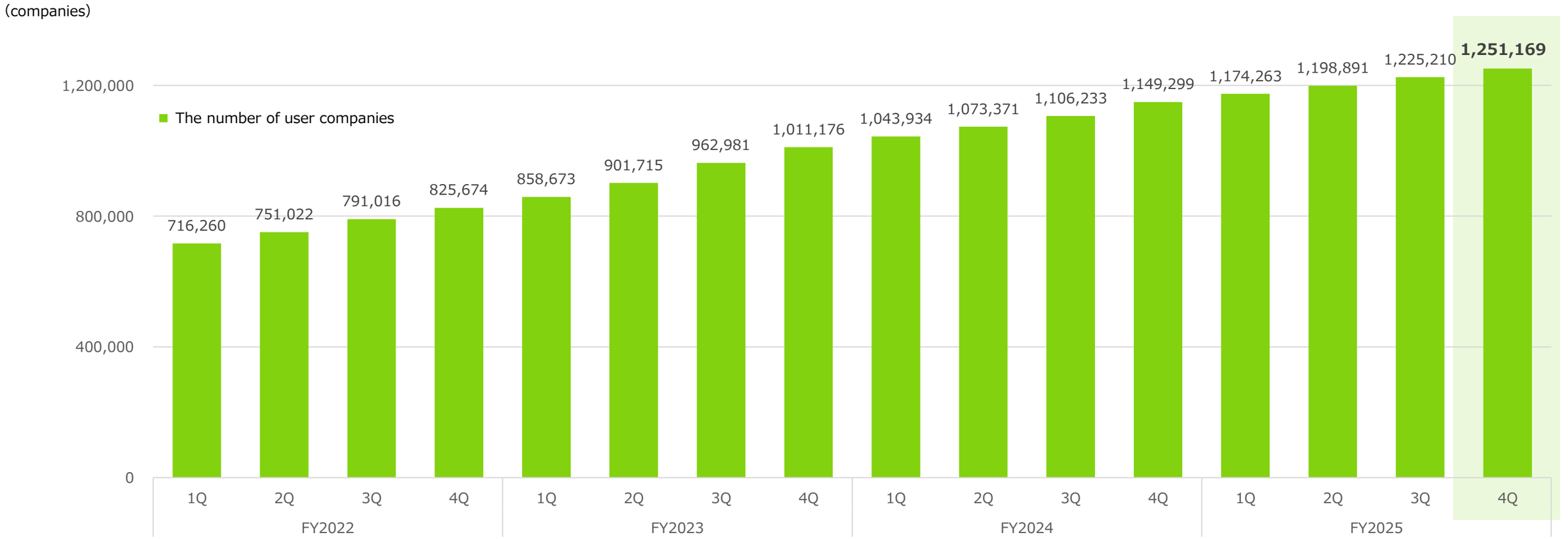
Year on Year



The number of user companies Trends

- The number of user companies, our client base, has increased to **1,250,000** companies* .

*Approximately 34% of the 3.68 million Japanese companies as of June 1, 2021, announced by the Ministry of Internal Affairs and Communications in June 2023.

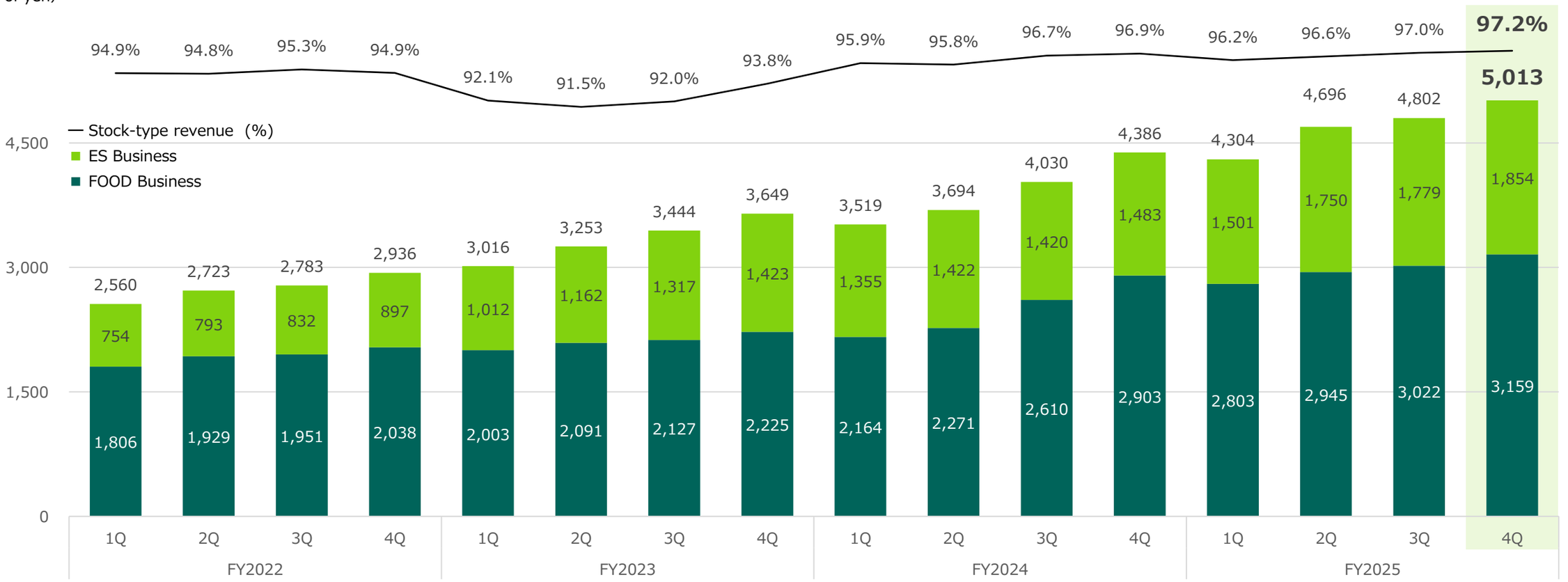


(Note) "The number of user companies" is the number of companies that excludes redundant companies from companies that use BtoB Platform.

Net Sales Trends

- Q4 sales was **5,013** million yen, and Recurring revenue ratio remained high at 97.2%.

(Millions of yen)



Net Sales Trends (Full-Year Details)

FOOD Business

- BtoB Platform Ordering: Net sales increased due to the increase in new usage by restaurant chains and hotels/inns, as well as fee revisions in 2024.
- Ordering Light & TANOMU: These services are growing by capturing companies' digitalization needs from food wholesalers.

ES Business

- BtoB Platform Invoicing: Introduction expanded mainly to major corporations and groups after the launch of The Invoice System, and net sales increased due to the fee revision in April 2025.
- 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 Full-Year	Year on Year
BtoB Platform Ordering	8,829	+22.4%
Ordering Light & TANOMU	1,181	+31.7%
others	1,919	+4.3%
TOTAL	11,930	+19.9%

ES Business

(Millions of yen)

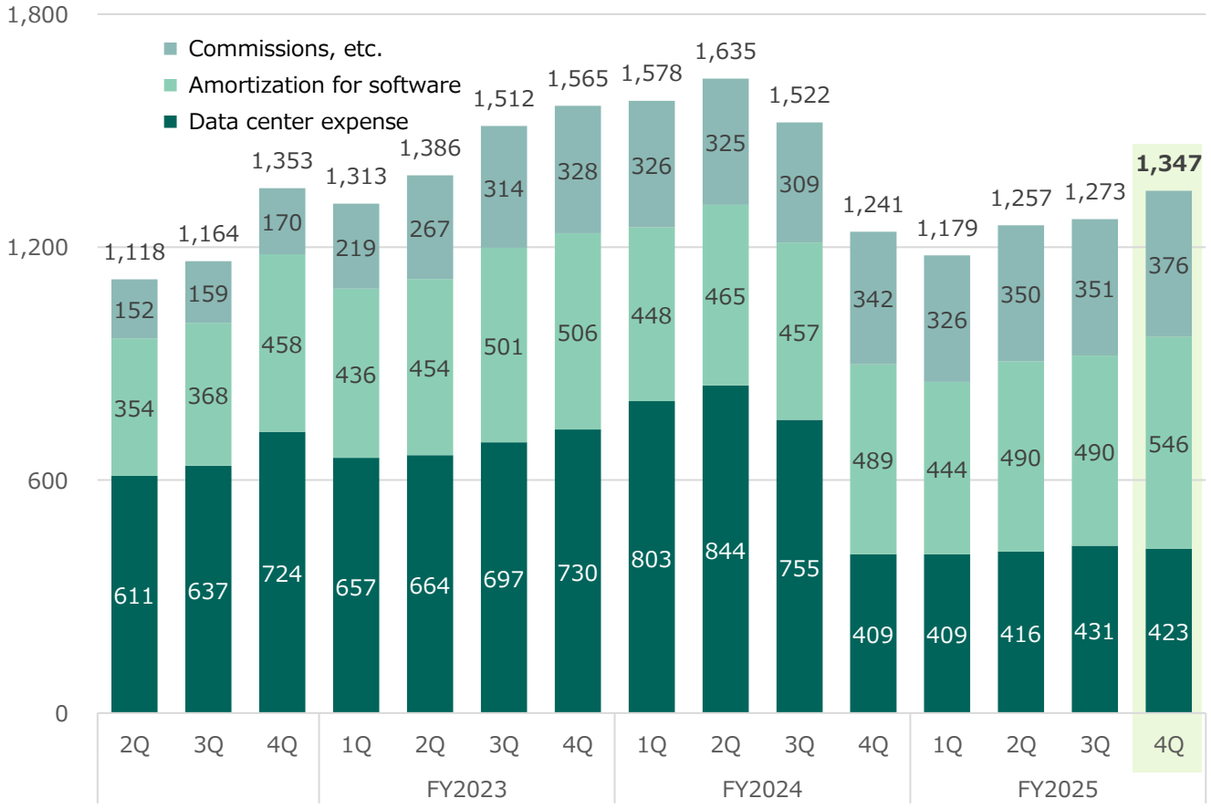
	FY12/25 Full-Year	Year on Year
BtoB Platform Invoicing	5,399	+22.6%
TRADE	454	+62.2%
others	1,032	+3.5%
TOTAL	6,886	+21.2%

Cost of Sales Trends and Gross Profit Trends

- Q4 cost of sales: Continued reduction of data center costs due to completion of cloud migration in September 2024 (Q3). *compared to Q3
- Q4 gross profit: Growth in earnings in both FOOD and ES businesses. *compared to Q3

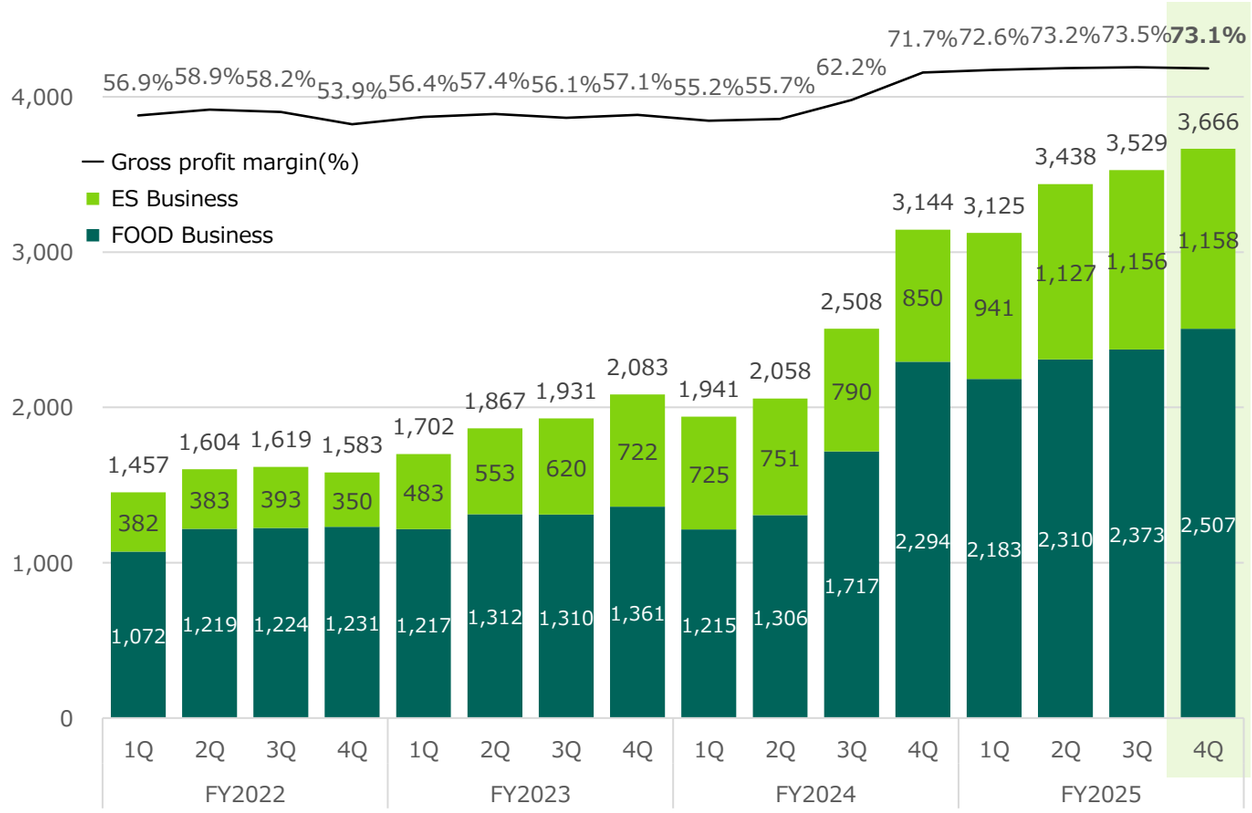
Cost of Sales Trends

(Millions of yen)



Gross Profit Trends

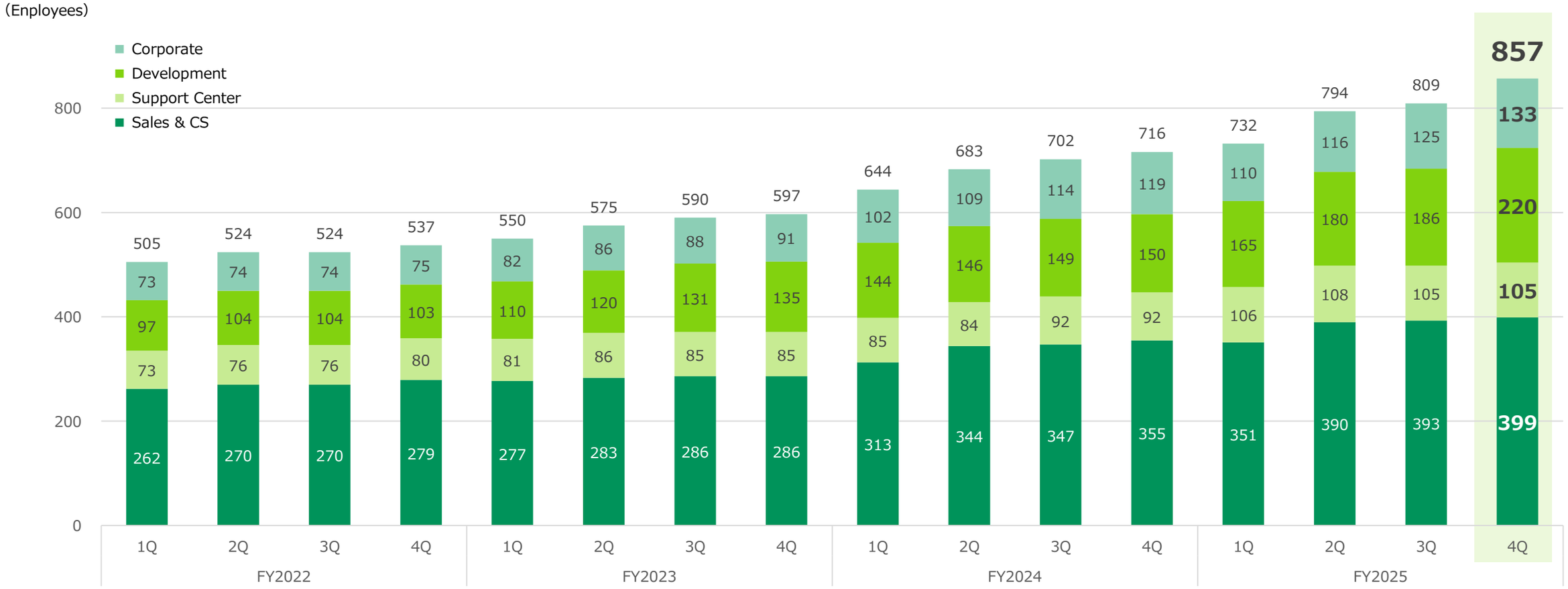
(Millions of yen)



Employment Trends

- Strengthen personnel structure in sales & CS (customer success), R&D (engineers) and corporate divisions. *compared to Q3

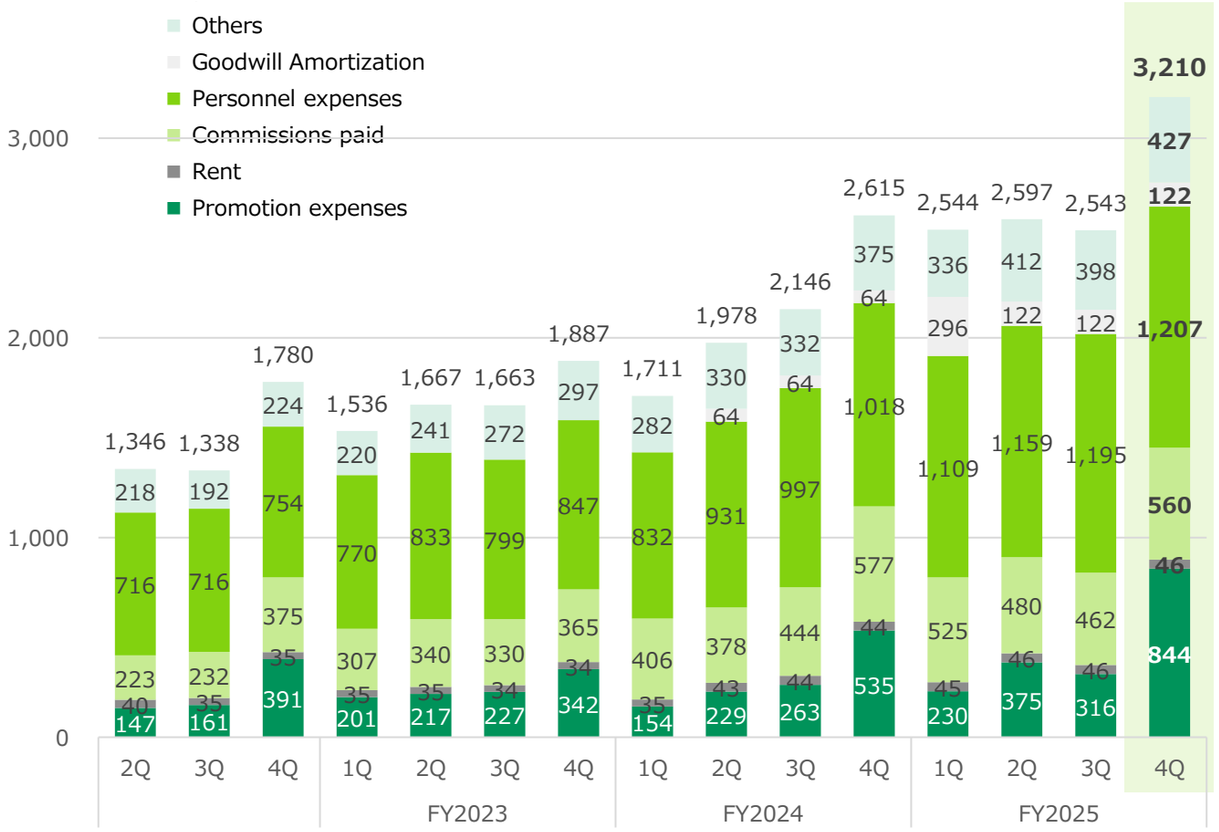
※ Includes Tanomu Inc. employees from FY2024/Q1.



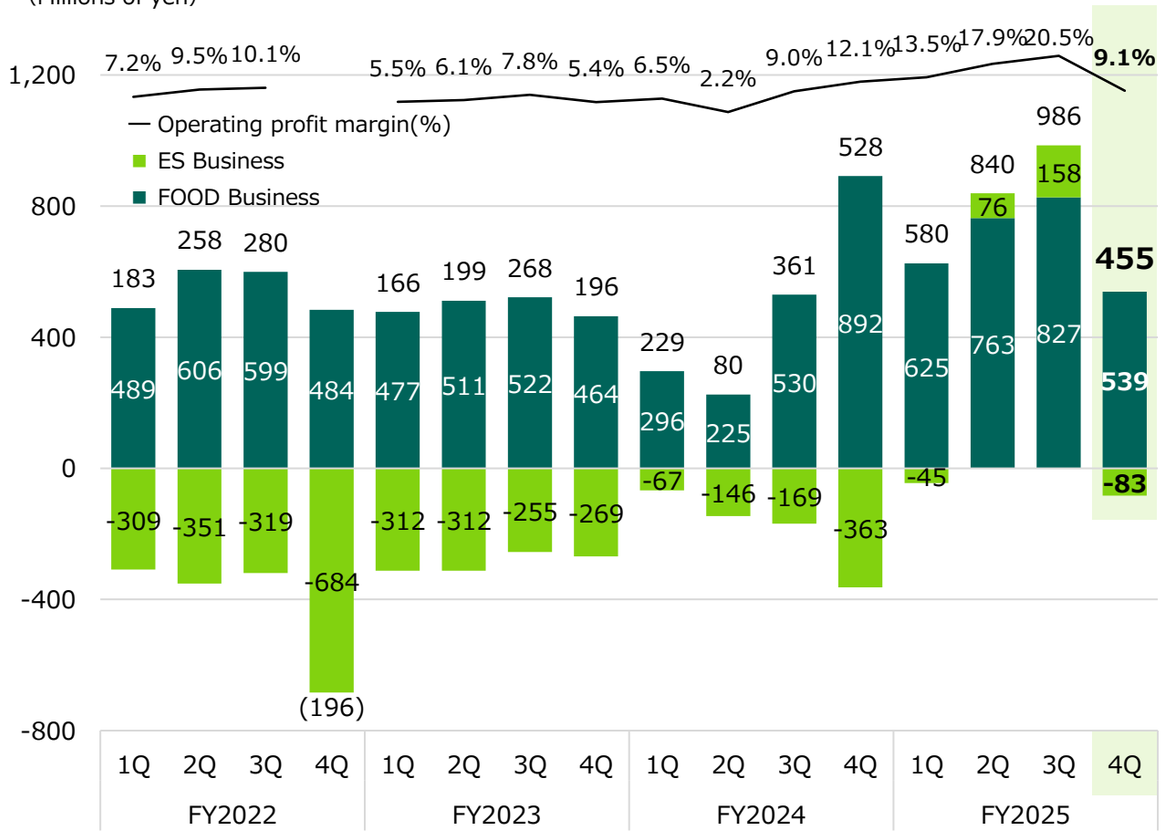
SG&A Expenses Trends and Operating Profit Trends

- Q4 SG&A Expenses ：promotion expenses concentrated in Q4 *compared to Q3
- Q4 Operating Profit ：Due to concentrated investment of promotion expenses in Q4, operating profit rate temporarily declined during the same period.*compared to Q3

SG&A Expenses Trends

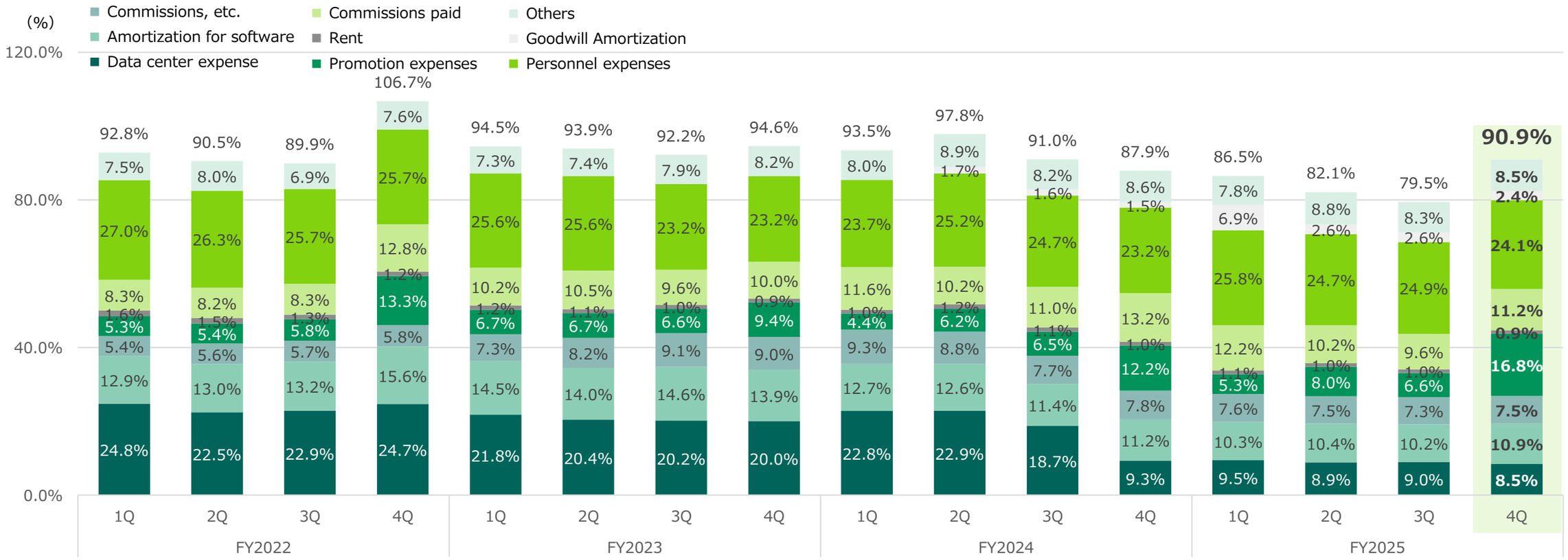


Operating Profit Trends



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

- Q4 expense ratio : The ratio temporarily increased due to the concentrated investment of promotion expenses in Q4. *compared to Q3

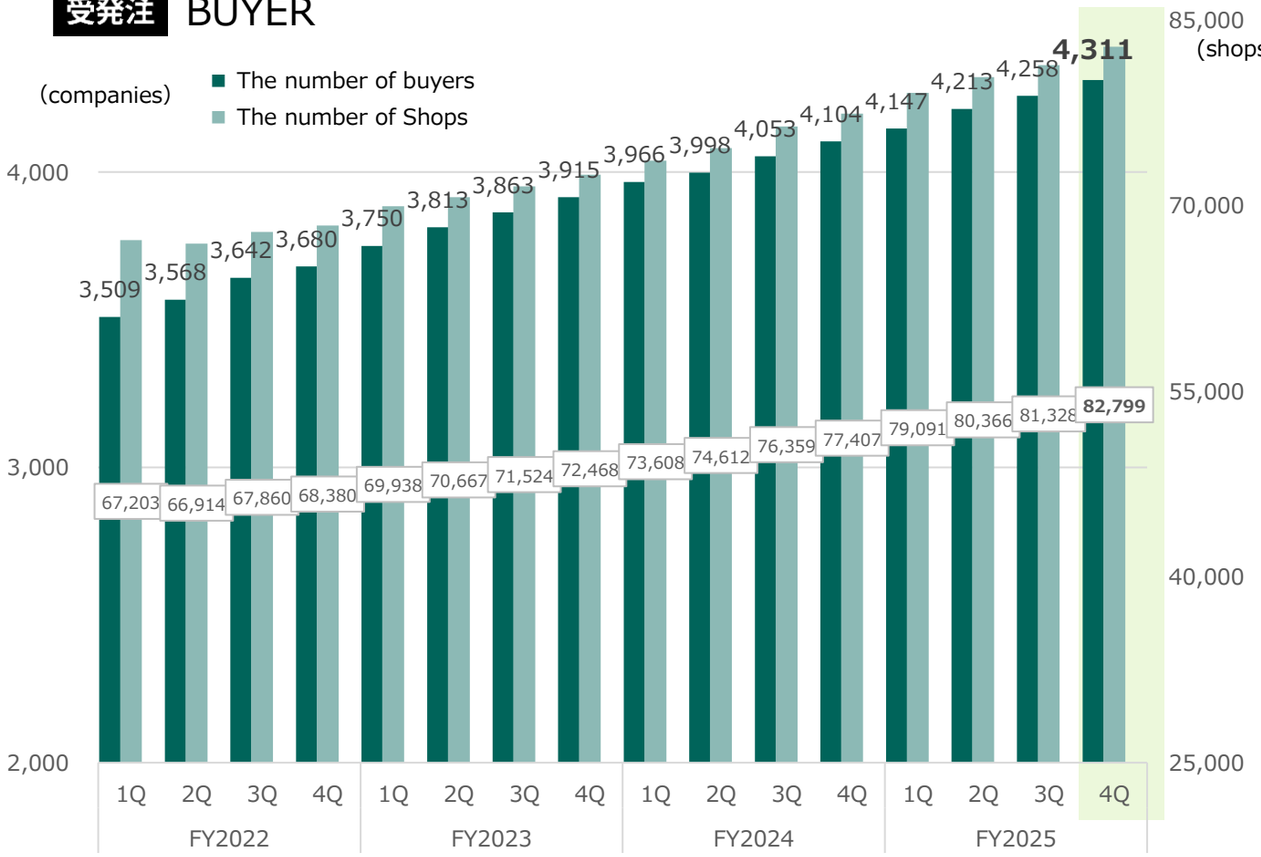


Ⅱ. Segment Information

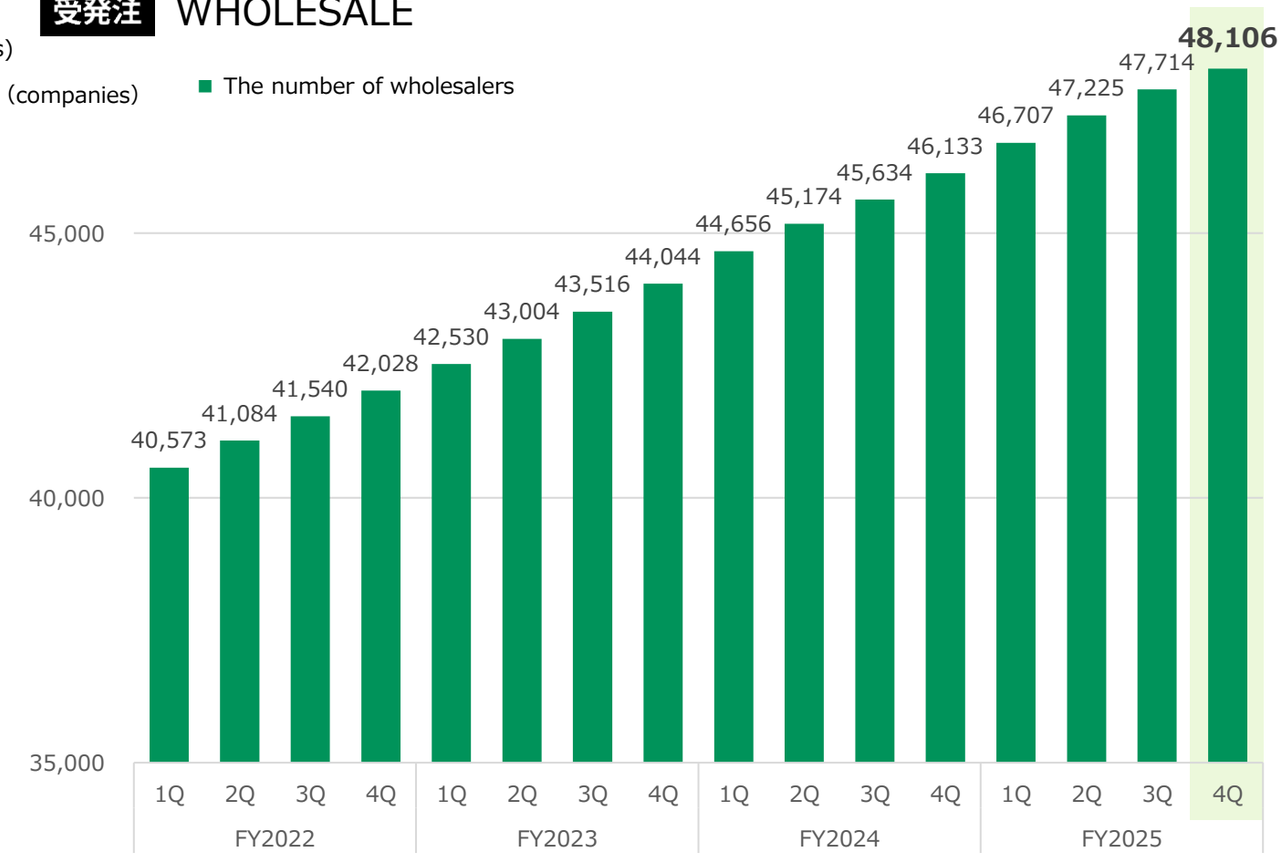
(1) BtoB-PF FOOD Business

FOOD Business The Number of User Companies Trends

Ordering
受発注 BUYER

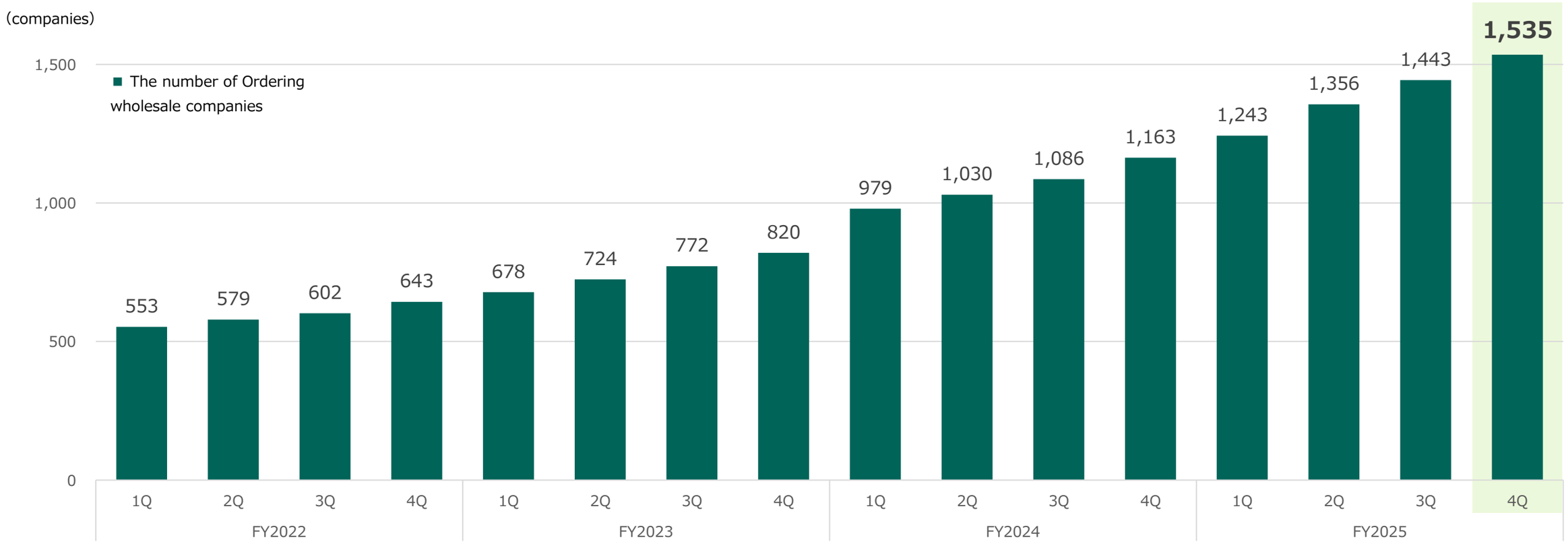


Ordering
受発注 WHOLESALE

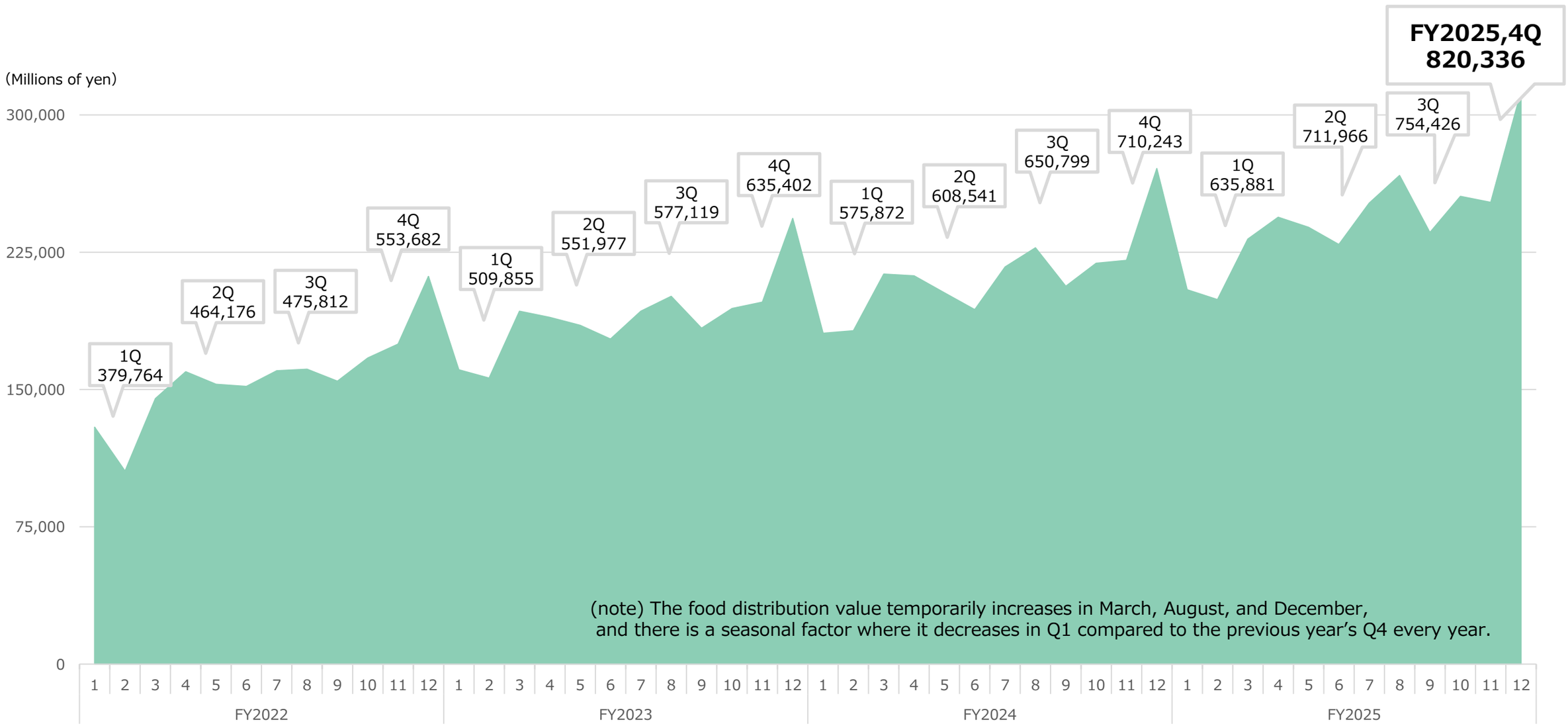


FOOD Business The Number of User Companies Trends

Ordering Light
受発注ライト TANOMU WHOLESALE



FOOD Business Distribution Amount (Reference)



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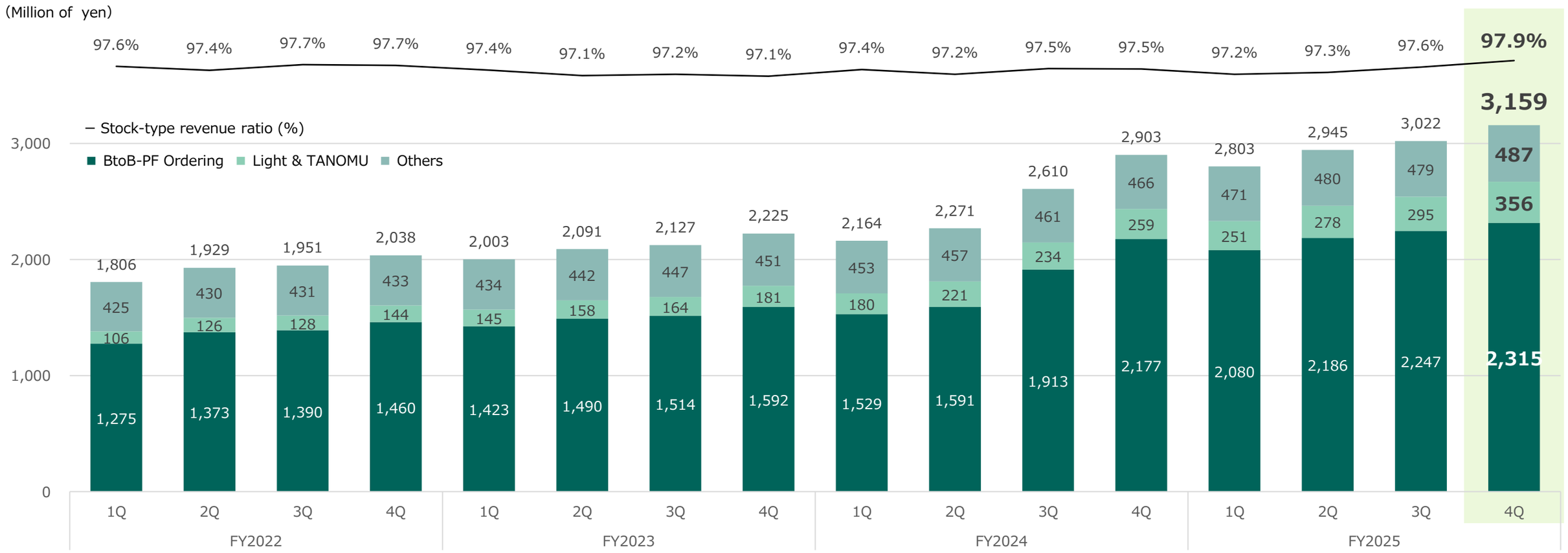
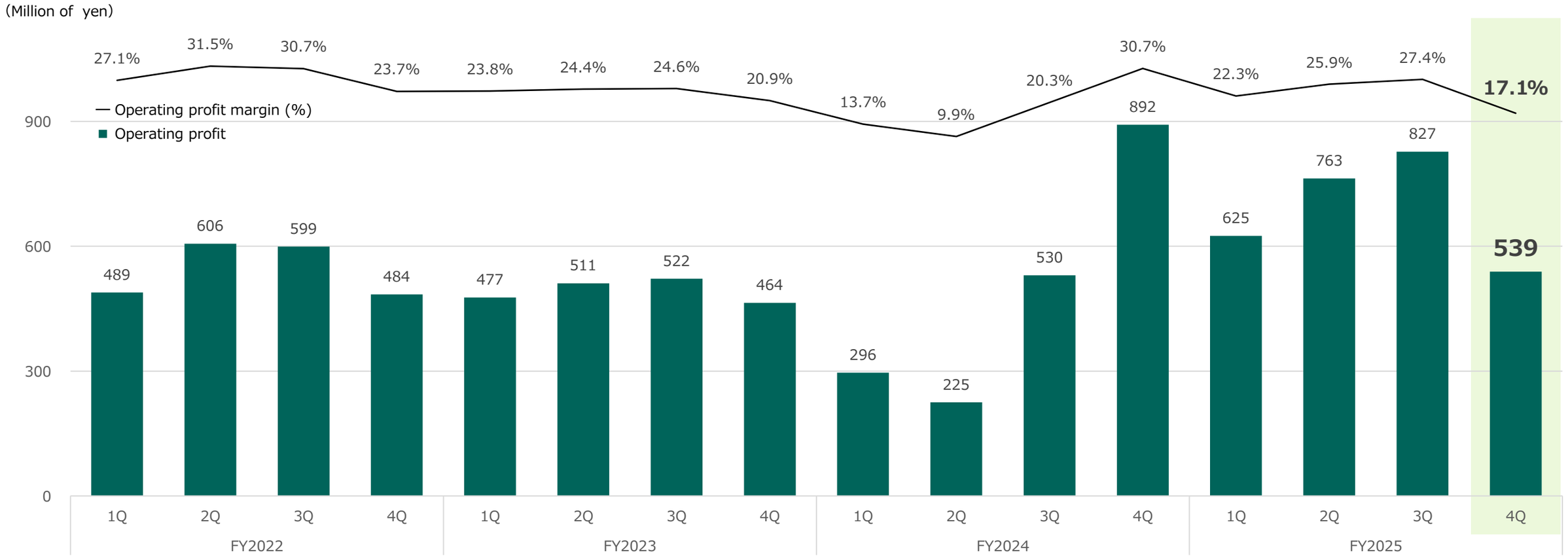
FOOD Business Sales Trends



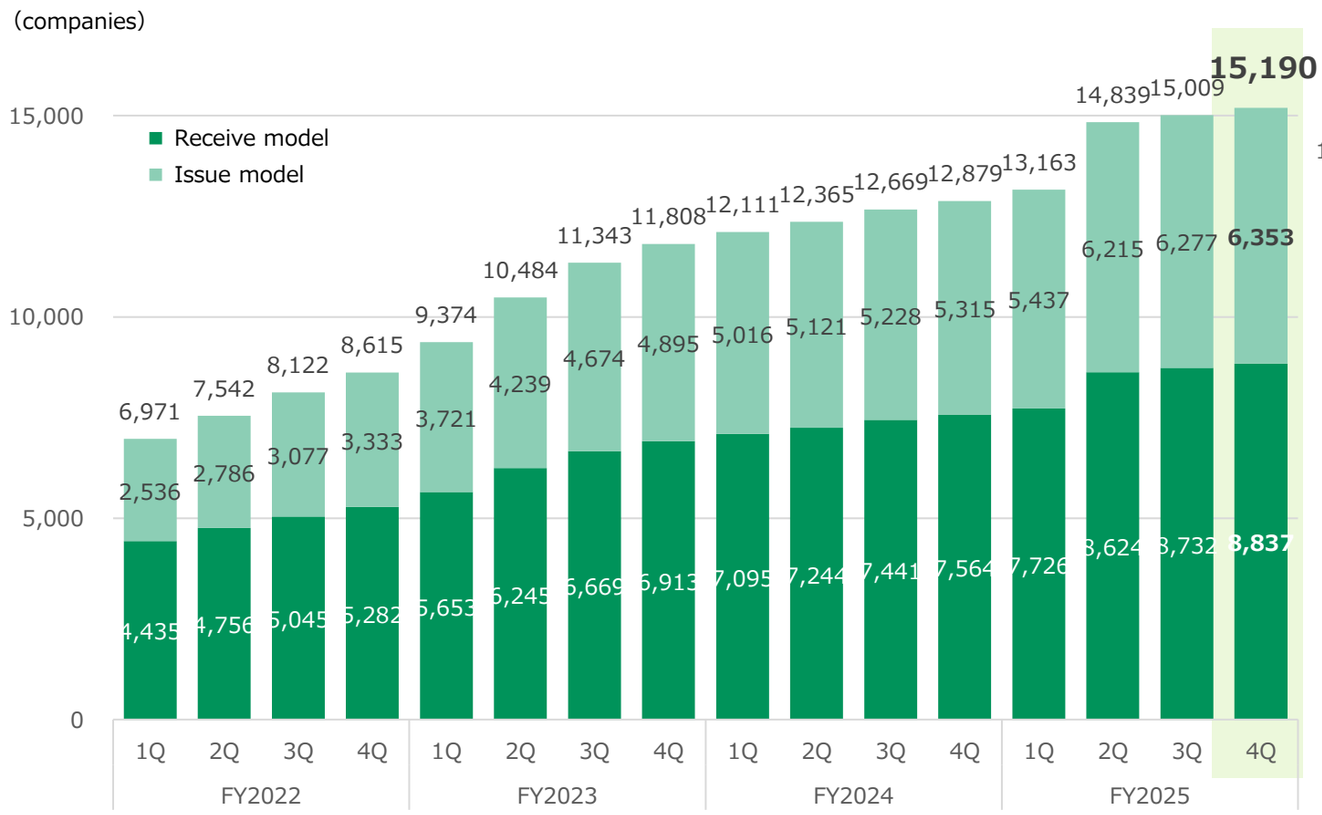
FOOD Business Operating Profit Trends



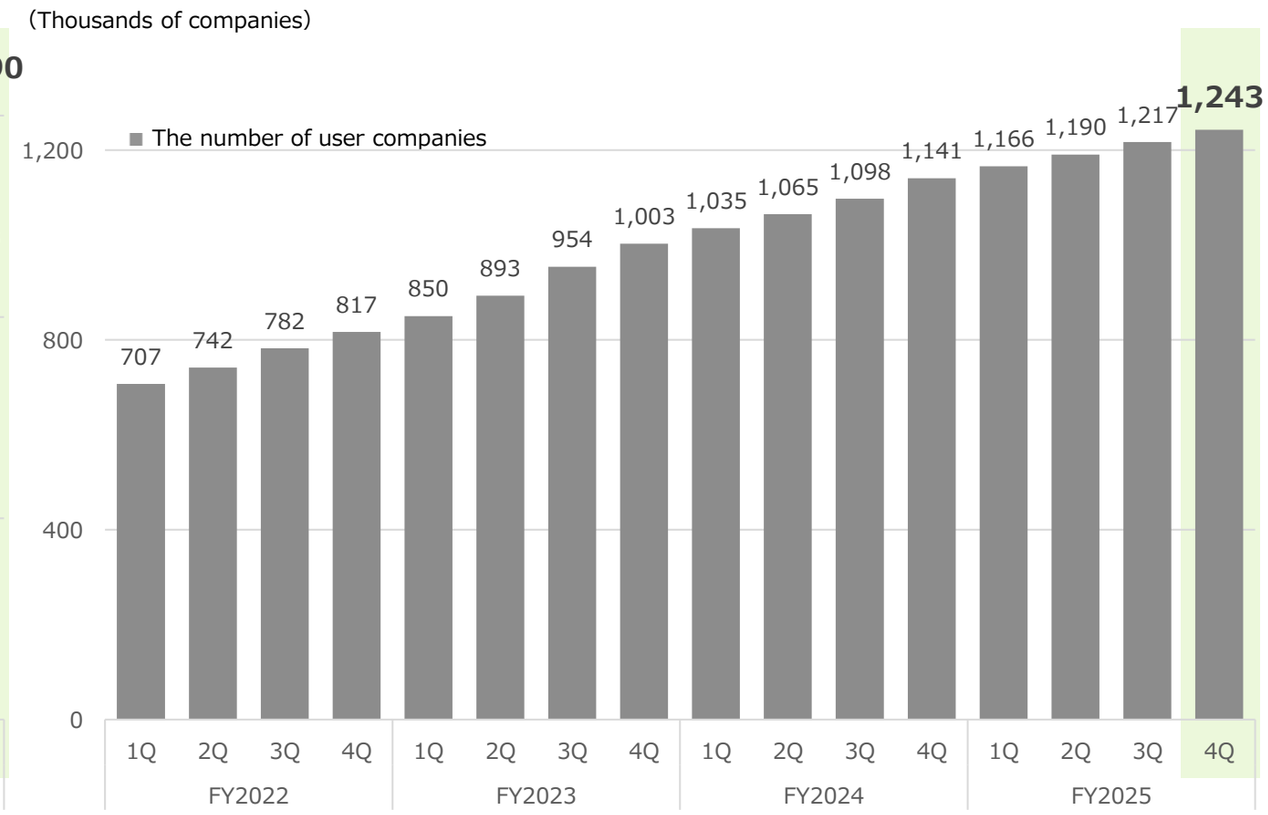
(2) BtoB-PF ES Business

ES Business The Number of User Companies Trends

Invoicing
請求書 PAYING USER



Invoicing
請求書 USER

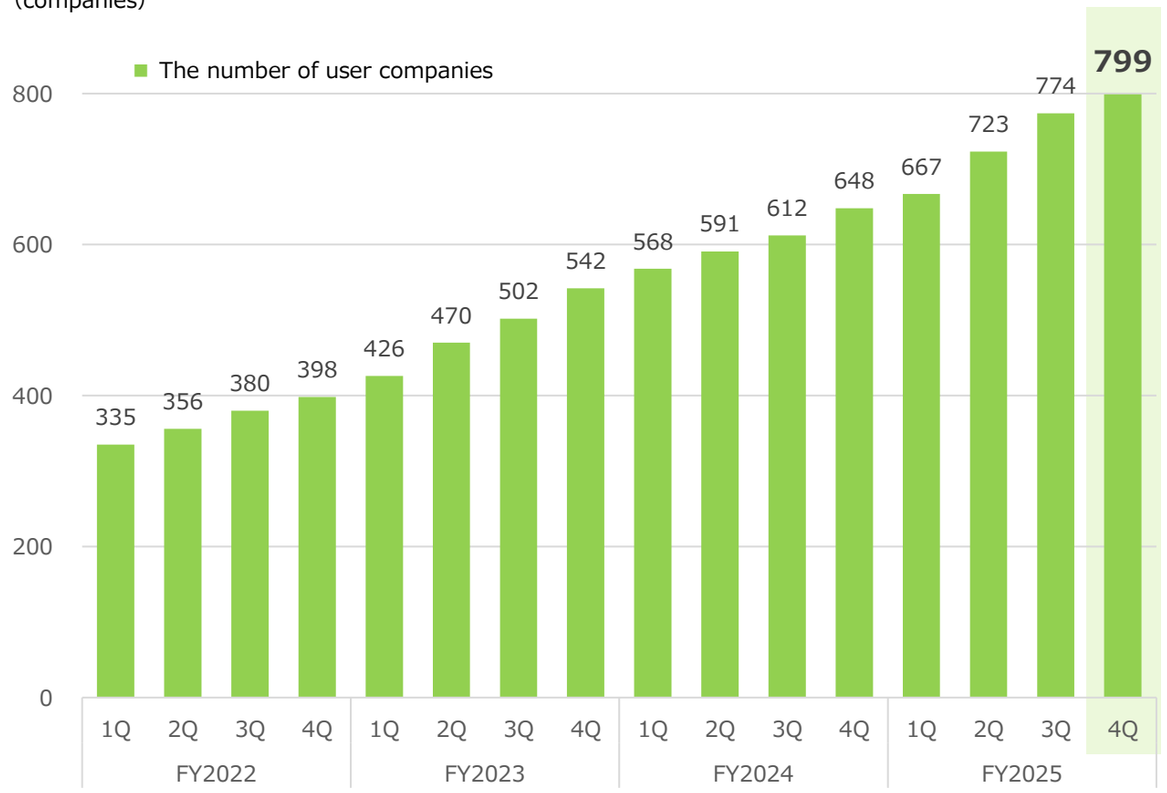


(Note) Invoicing paying user : The basic fee revision in April (from 20,000 yen to 35,000 yen) has enabled an increase in the number of companies using both the receiving and issuing models.

ES Business The Number of User Companies Trends

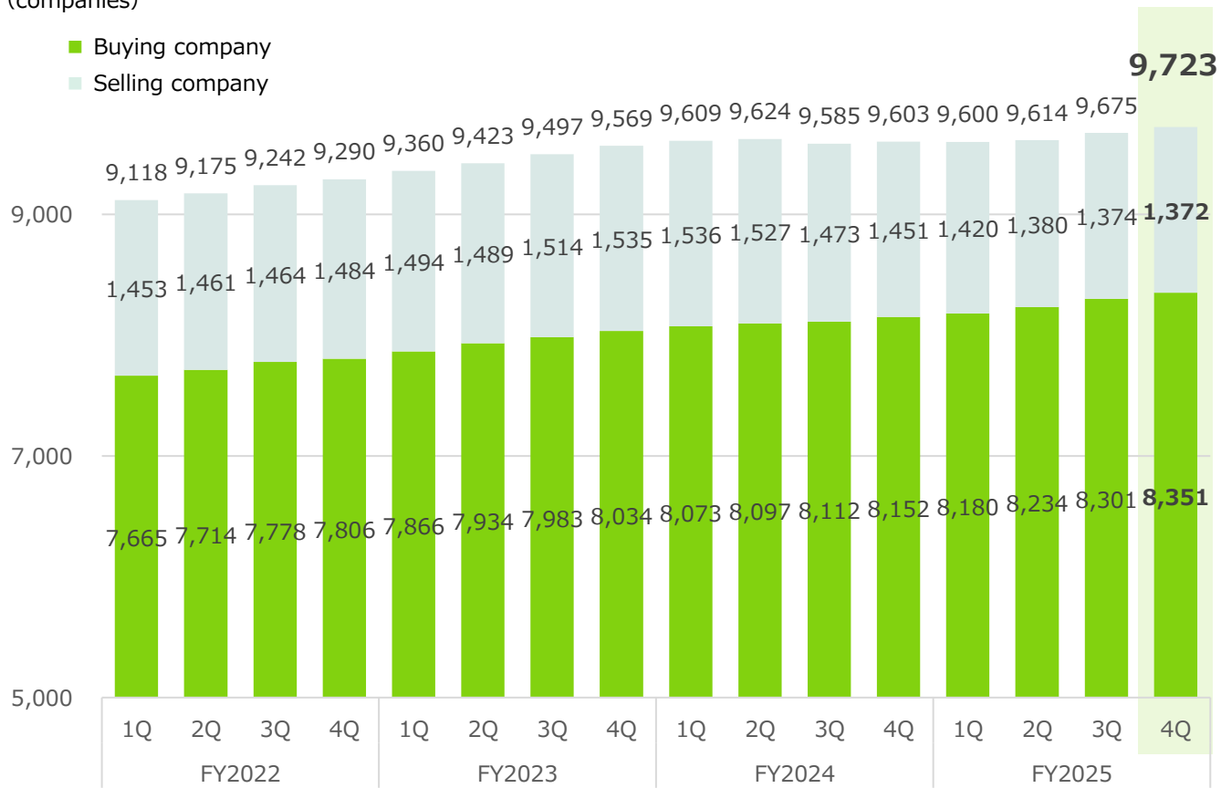
Contract

契約書 PAYING USER



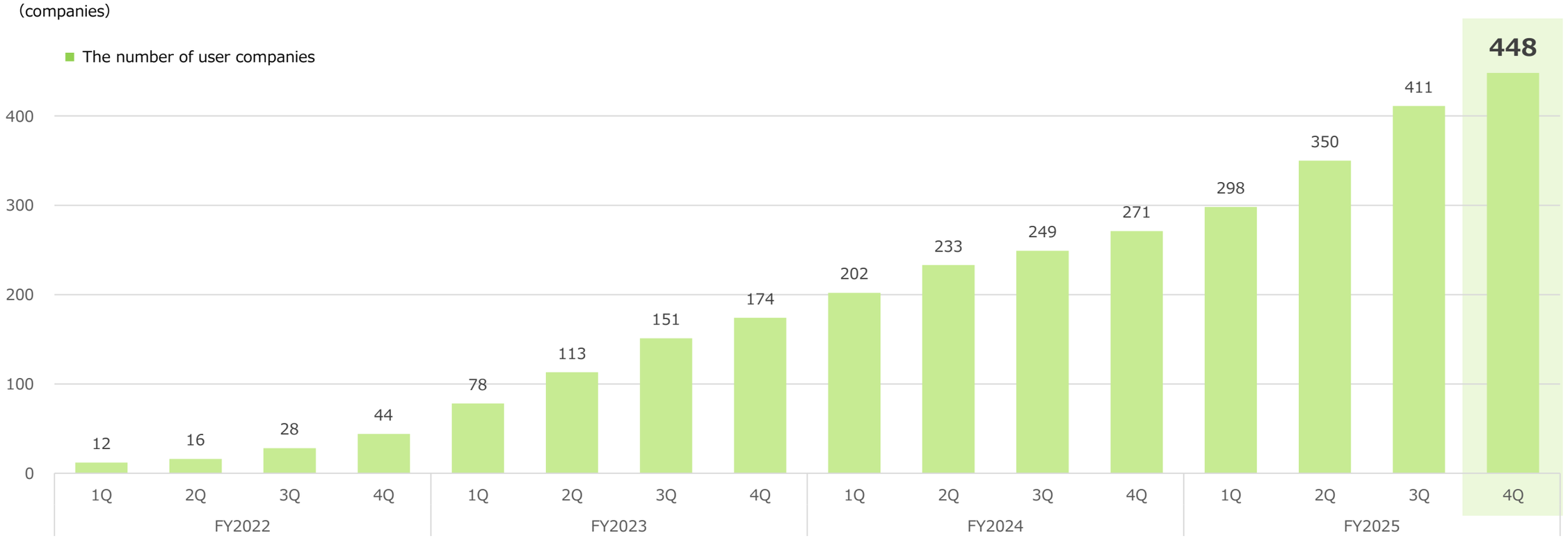
Matching

商談 PAYING USER & USER

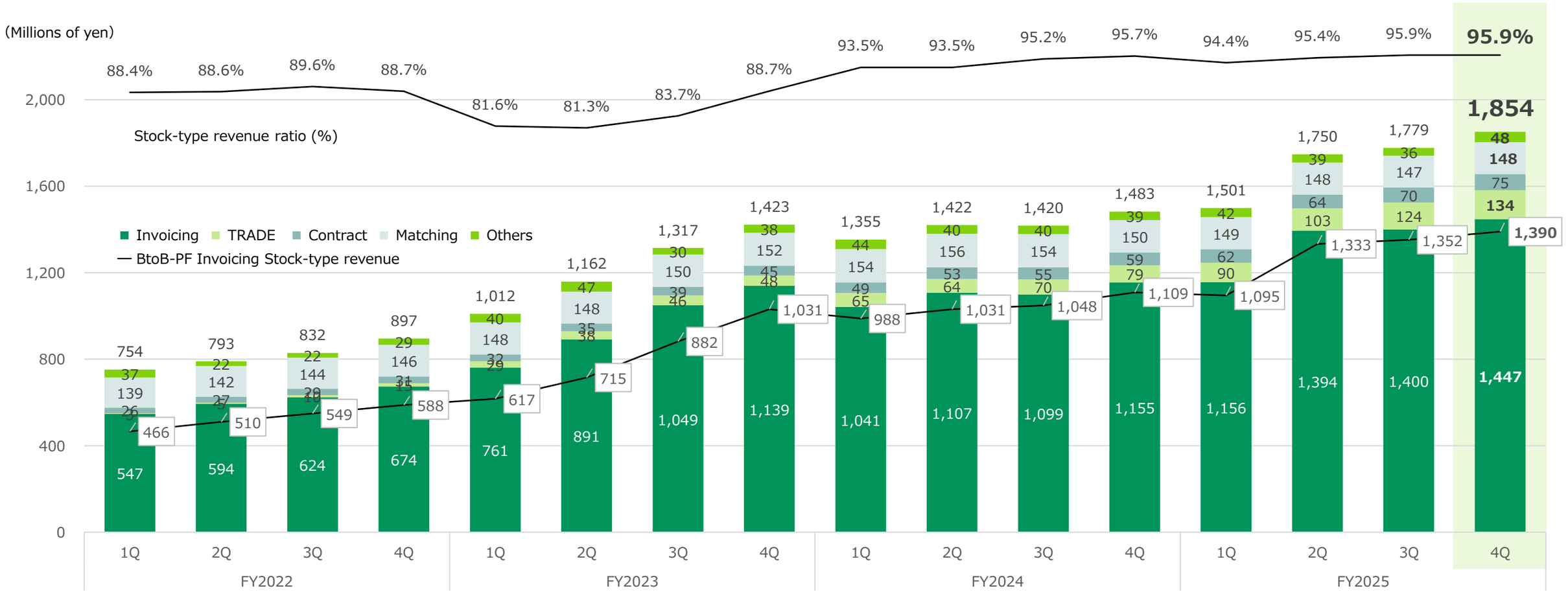


ES Business The Number of User Companies Trends

TRADE PAYING USER

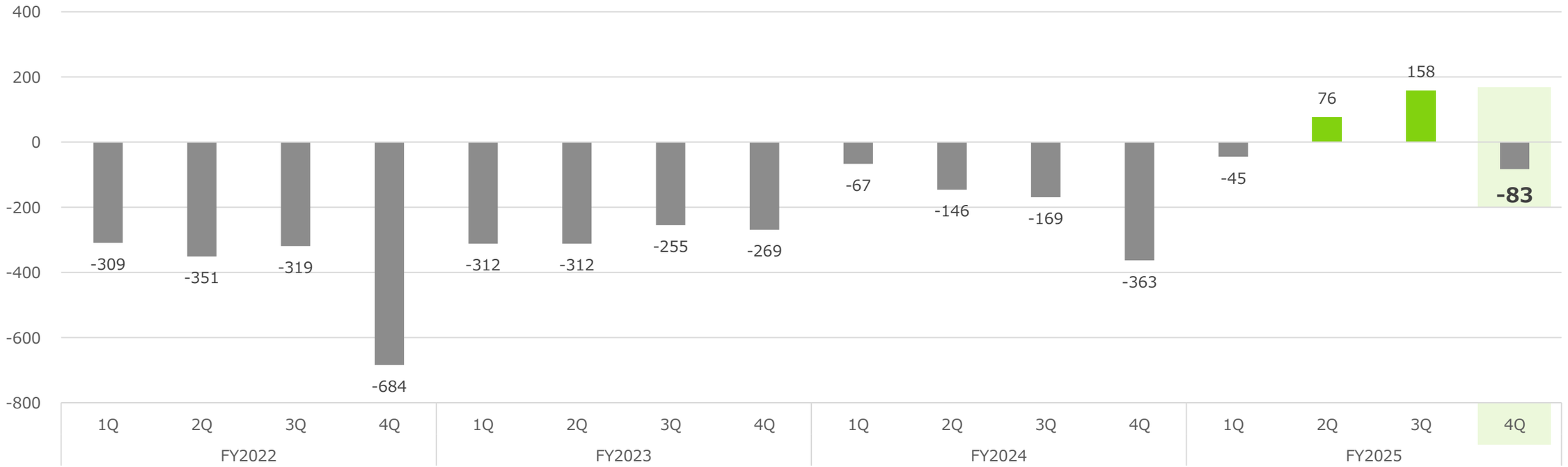


ES Business Sales Trends



ES Business Operating Profit Trends

(Millions of yen)



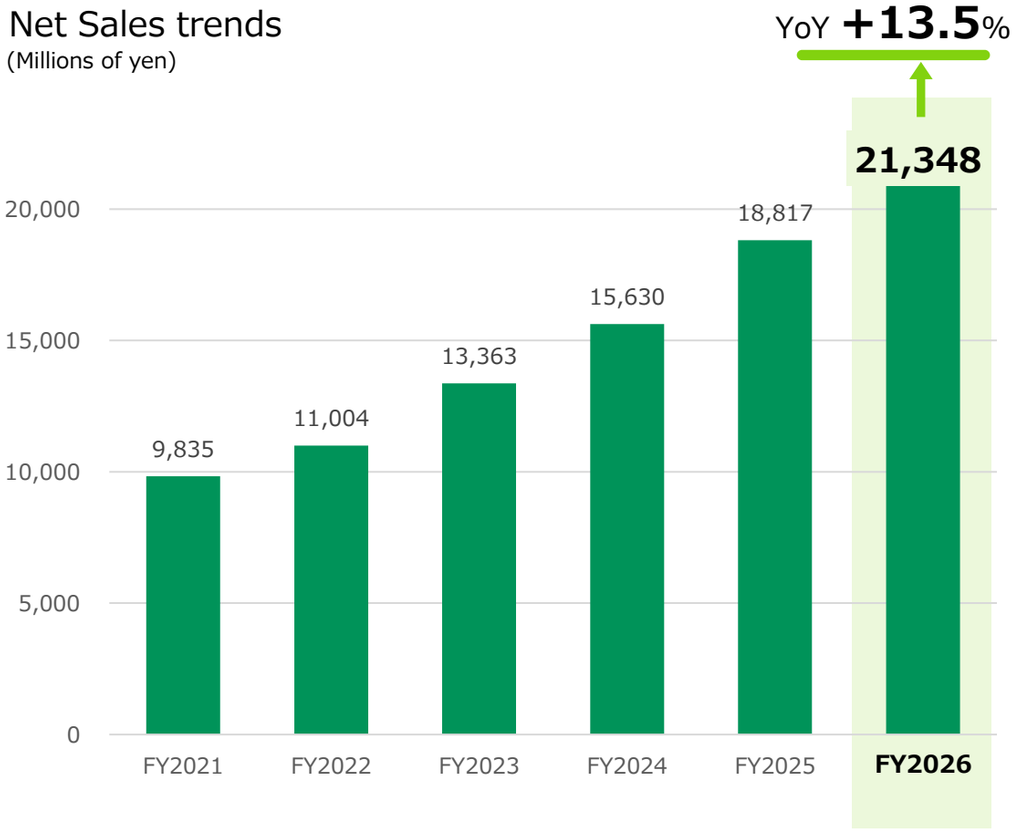
Ⅲ. Consolidated Business Forecasts for FY12/26

FY12/26 Consolidated Business Forecasts and Net Sales Trends

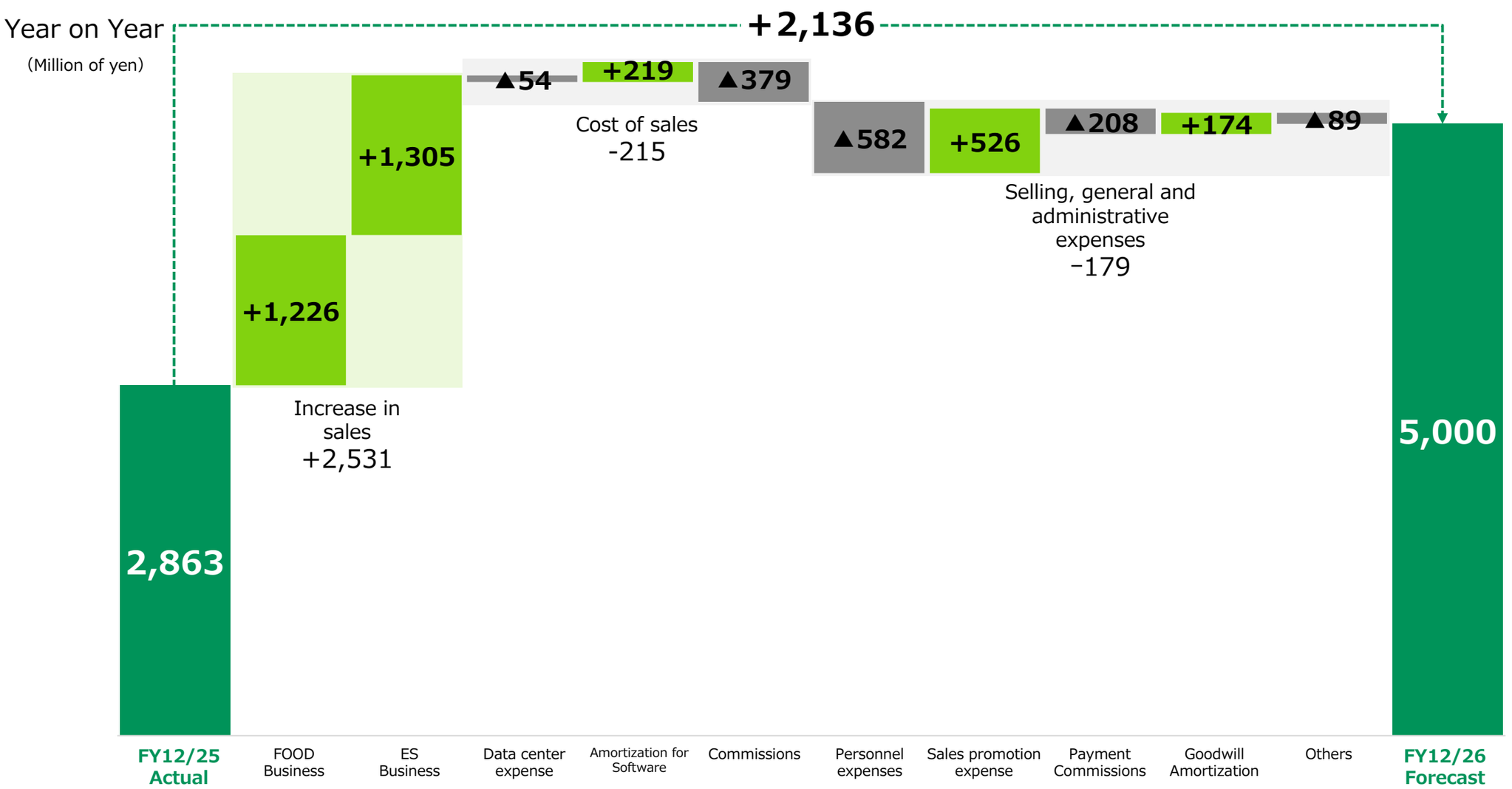
- Net sales (YoY) growth of 13.5%, Operating profit (YoY) growth of 74.6%, Significant improvement in profitability.

(Millions of yen)

	FY12/25 Actual	FY12/26 Forecast	year on year
Net sales	18,817	21,348	+13.5%
Gross profit	13,758	16,075	+16.8%
(Gross Profit Margin)	73.1%	75.3%	+2.2pt
Selling, general and administrative expenses	10,895	11,075	+1.7%
Operating profit	2,863	5,000	+74.6%
(Operating margin)	15.2%	23.4%	+8.2pt
Ordinary profit	2,836	4,835	+70.5%
Income taxes	898	1,731	+92.8%
Profit attributable to owners of parent	1,922	3,097	+61.1%



FY12/26 Factors of Increase/Decrease in Operating Profit



Consolidated Business Forecasts for FY12/26 (Details)

（単位：百万円 / %：前年同期比増減率）

	FY12/25 Actual		FY12/26 Forecast	
	Full-Year	YoY	Full-Year	YoY
【Net sales】	**18,817**	**20.4%**	**21,348**	**13.5%**
BtoB-PF FOOD	**11,930**	19.9%	**13,157**	10.3%
BtoB-PF ES	**6,886**	21.2%	**8,191**	19.0%
【Cost of sales】	**5,058**	**-15.4%**	**5,273**	**4.3%**
BtoB-PF FOOD	**2,556**	-25.1%	**2,797**	9.4%
BtoB-PF ES	**2,502**	-2.5%	**2,475**	-1.1%
【Gross Profit】	**13,758**	**42.5%**	**16,075**	**16.8%**
BtoB-PF FOOD	**9,374**	43.5%	**10,359**	10.5%
BtoB-PF ES	**4,384**	40.7%	**5,715**	30.4%
【SG&A】	**10,895**	**28.9%**	**11,075**	**1.7%**
BtoB-PF FOOD	**6,617**	44.2%	**6,205**	-6.2%
BtoB-PF ES	**4,277**	10.7%	**4,869**	13.8%
【Operating Profit】	**2,863**	**138.6%**	**5,000**	**74.6%**
BtoB-PF FOOD	**2,757**	41.8%	**4,154**	50.7%
BtoB-PF ES	**106**	-	**845**	695.9%
【Ordinary Profit】	**2,836**	**138.9%**	**4,835**	**70.5%**
【Profit attributable to owners of parent】	**1,922**	**193.3%**	**3,097**	**61.1%**

Gross profit margin	**73.1%**	**75.3%**	
BtoB-PF FOOD	78.6%	78.7%	
BtoB-PF ES	63.7%	69.8%	
Operating Profit Margin	**15.2%**	**23.4%**	
BtoB-PF FOOD	23.1%	31.6%	
BtoB-PF ES	1.5%	10.3%	
Ordinary Profit Margin	15.1%	22.6%	

- **Net sales**

BtoB-PF FOOD

BtoB Platform Ordering: New the number of user companies and the number of restaurants of food-industry buyers (restaurant chains, hotels, inns, meals, etc.) seeking to digitilize their operations are expected to increase, and system-usage revenue and set-up sales are expected to increase.
"TANOMU": Sales of system-usage fees are expected to increase due to the expansion of the number of user companies.
The year-on-year change in fiscal 2025 results includes the impact of revised order rates in 2024.

BtoB-PF ES

"BtoB Platform Invoicing": In addition to an increase in new the number of user companies centered on major companies, which are our strengths, in addition to steady progress in the use of existing major clients and their OpCos with many business partners, we expect system-usage fee sales and set-up sales to increase due to the implementation of rate revisions in April 2025.
"BtoB Platform TRADE": Sales of system-usage fees are expected to increase due to the expansion of user companies.

- **Cost of sales, Gross profit**

The postal service for BtoB Platform Invoicing, the scanning service for this order, and the customer referral service for this TRADE will increase, but the ongoing restraint in data-center expenses will contribute to the limited increase in cost of sales as a whole, so gross profit is expected to increase significantly.

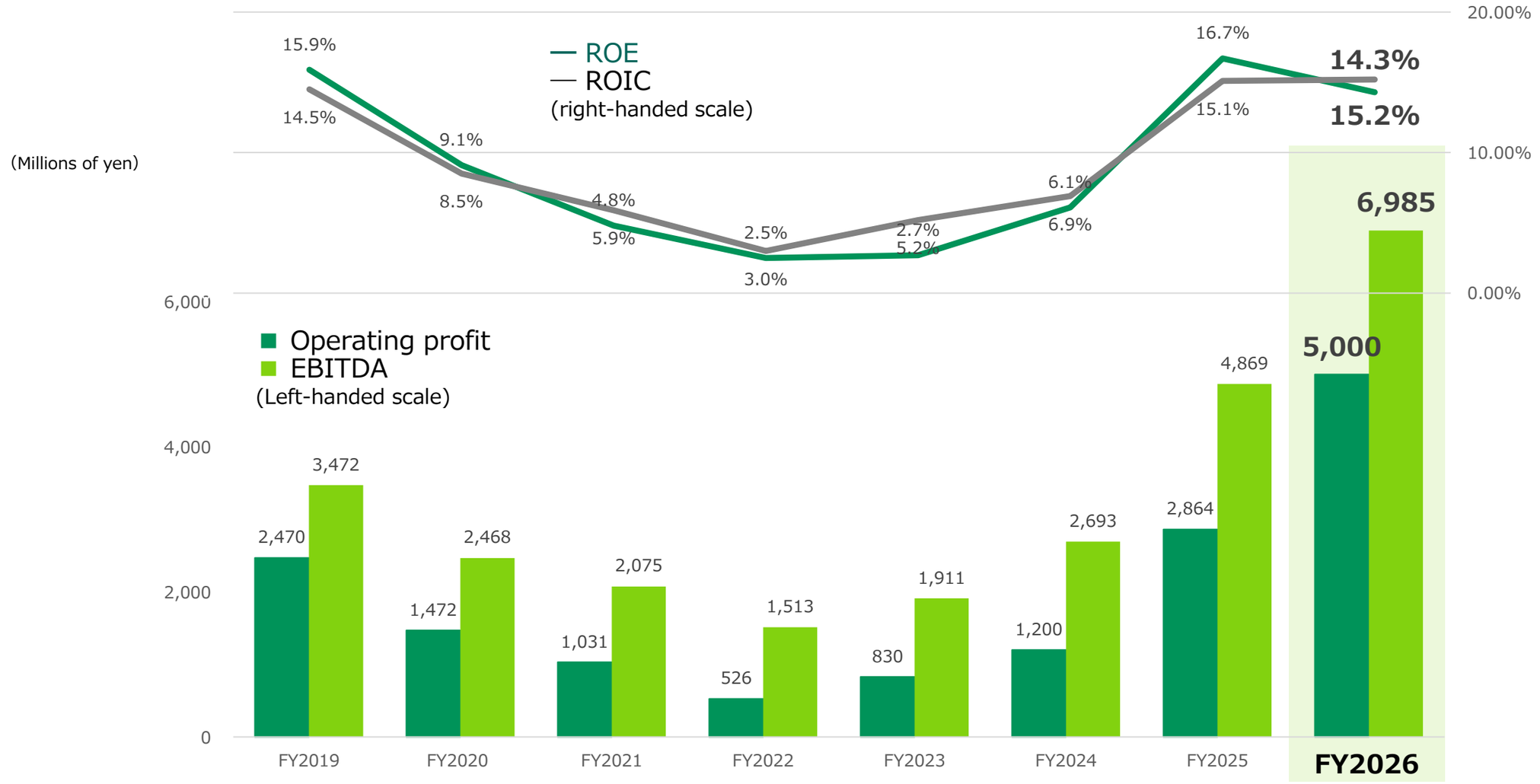
- **SG&A expenses**

Personnel expenses is expected to grow due to an improved wages system and wages level aimed at investing in human capital. On the other hand, promotion expenses is expected to decline due to the completion of concentrated investment in large-scale branding measures implemented in the previous year's 4Q. As a result, the overall increase in SG&A expenses is expected to be limited.

- **Operating profit, Ordinary profit**

The steady increase in net sales is expected to absorb the increase in cost of sales and SG&A expenses, resulting in a significant increase in profits.

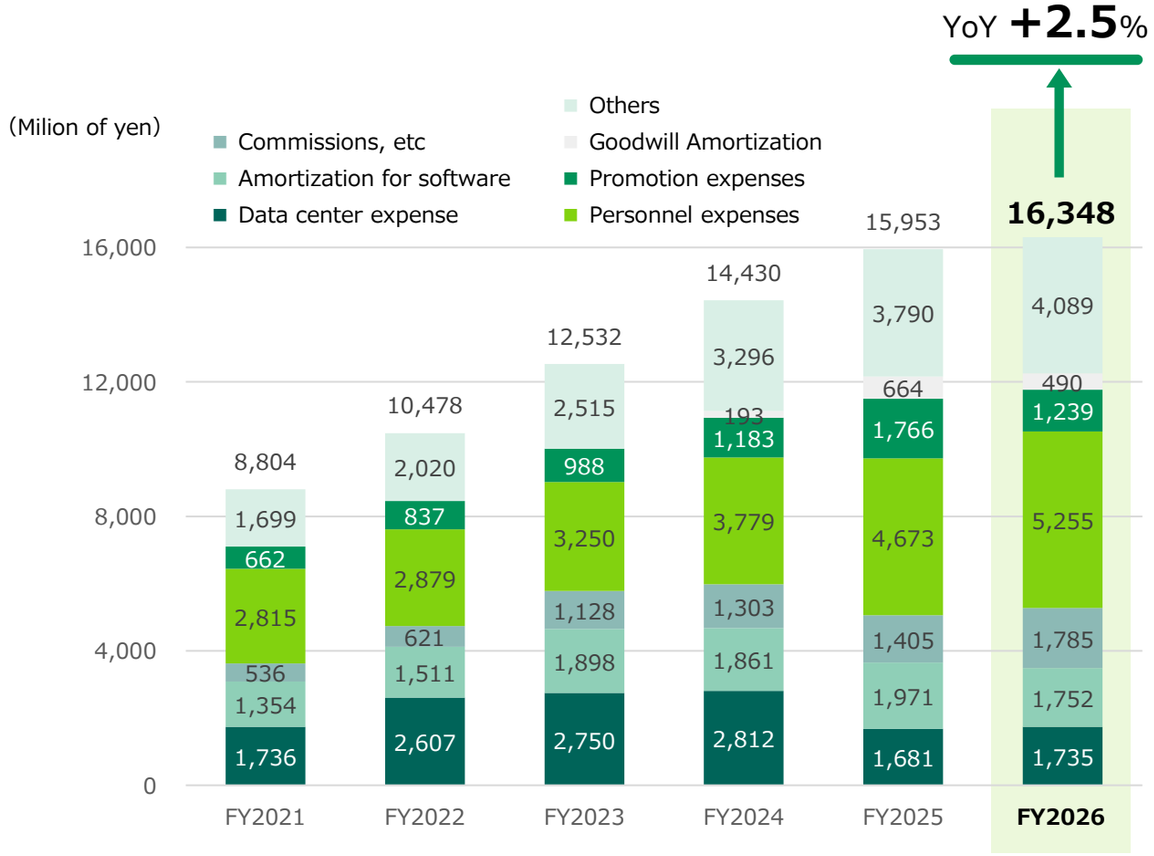
ROE,ROIC and EBITDA Changes



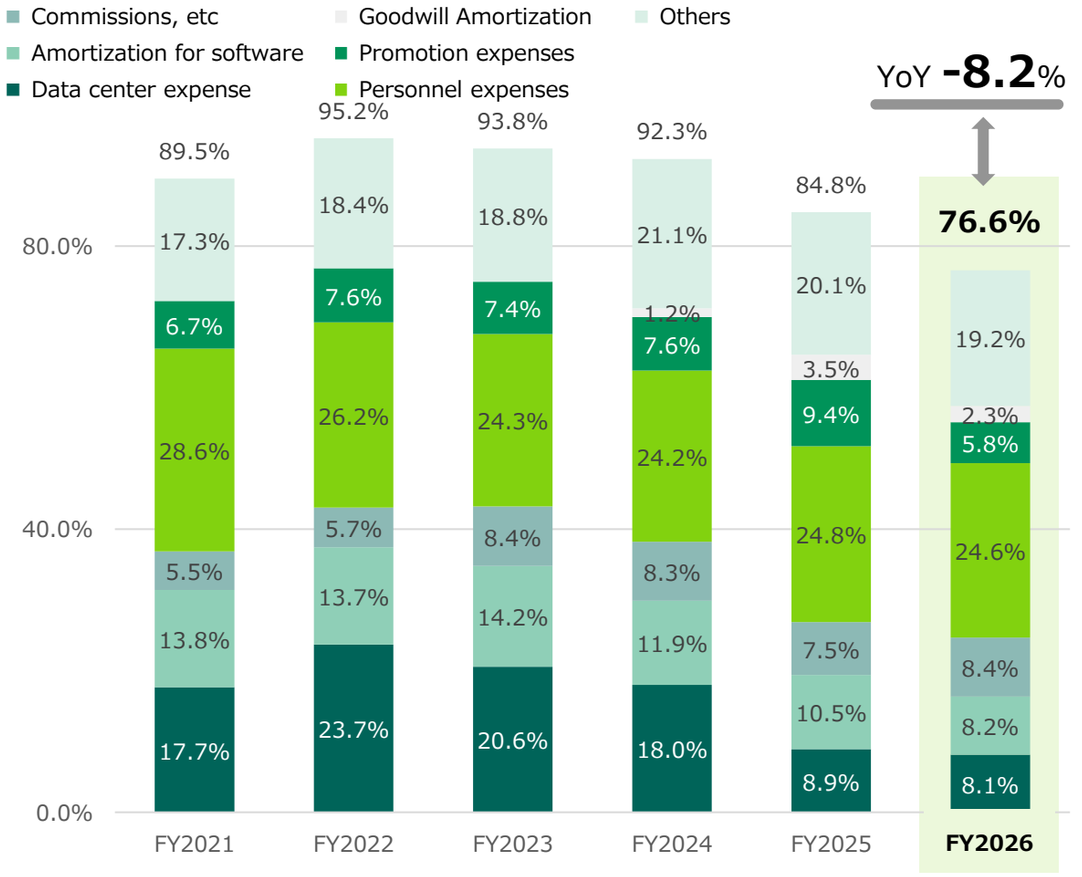
EBITDA = Operating profit + Depreciation + Amortization

FY12/26 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 Growth Strategy

- Greetings
- Business Vision
- Medium-Term Management Policy, Priority Policies
- Growth Strategy
  a. Digitalization Strategy of BtoB Platforms
  b. Development and Provision of AI Services
- Our Strengths and Aspirations

Greetings

Since our founding in 1998, we have grown together with our customers by supporting the digitilization and efficiency of commerce by connecting transaction companies through digital platforms.

Our greatest strength is our digital platform, which we have refined as we work to resolve issues common to the industry, based on the same perspectives as our customers who work at our sites. By further enhancing these strengths, Infomart's services will become an industry-wide infrastructure. We will continue to be a company that supports the sound management of our businesses.

The company SaaS marketplace is undergoing major changes, such as new entrants, sophisticated services, and the proliferation of AI. We will contribute to enhancing customer convenience and productivity by linking customers digitally, not only on an industry-by-industry basis, but also on a regional basis, and by expanding network effects. We will also focus on developing our own AI to transform the accumulated commercial transaction data into valuable information through AI analyses and other means, while at the same time enabling customers to continue to use the data at low cost in a sustainable manner. We aim to be a platformer that contributes to improving the productivity of society as a whole.

This fiscal year is the final year of the medium-term management plan that started in fiscal 2022. We will make every effort to achieve our plan by deepening and expanding our existing businesses and making strategic investments for growth.

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"

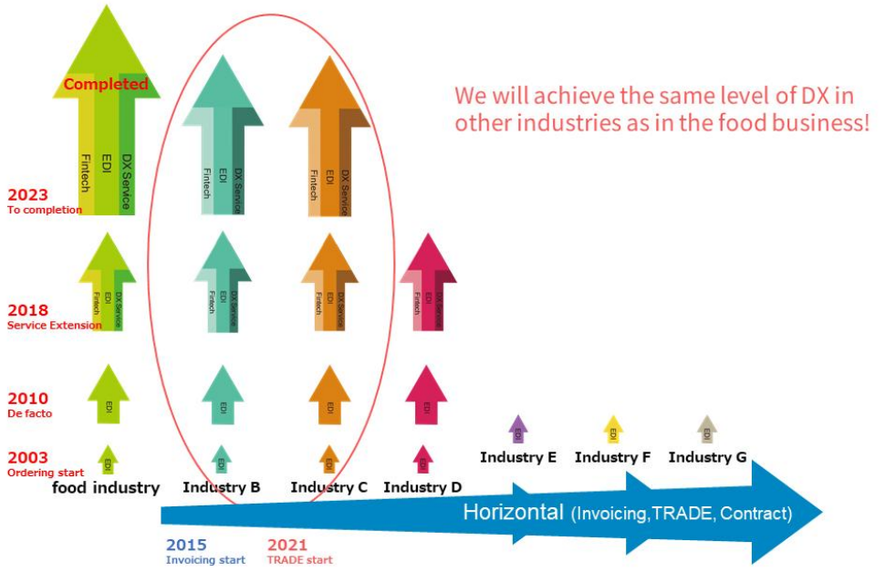
= Aiming to deepen and expand business areas through "Industry DtoD Strategy"*2 .

※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 (FY12/22 - FY12/26)

Mid-term Business 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 "Accelerating the diversification of revenue sources"

✓ 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 (FY12/22 - FY12/26)

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)

Key Features of the BtoB Platform

❶ Industry-Specific DtoD Services

- Following the food industry, expanding into construction industry

❷ No. 1 in Digital Invoicing

- Digitilization down to invoice details

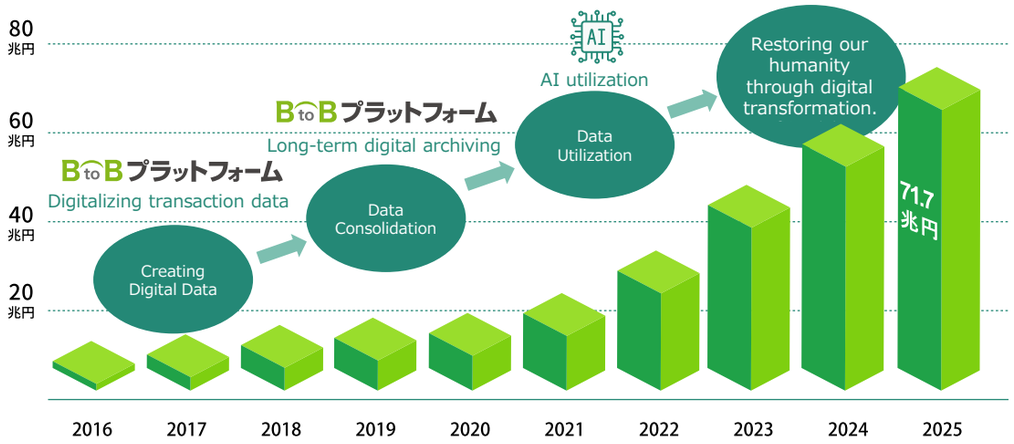
❸ Digital Data Utilization

- Facilitates AI-driven data utilization

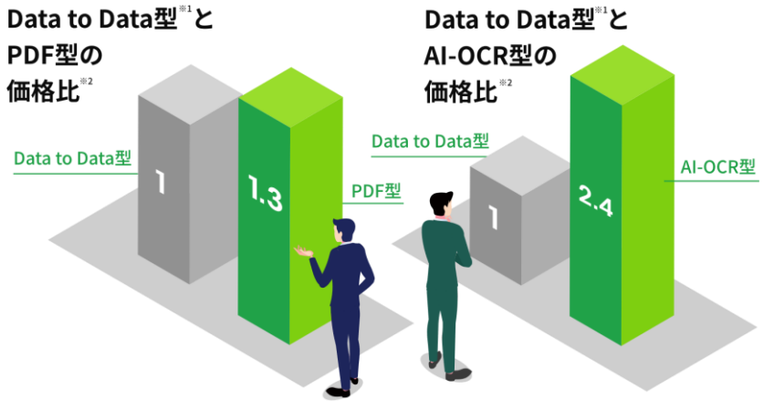
❹ Cost Benefits Unique to DtoD

- Reduces costs associated with document storage

BtoB Platform and Data

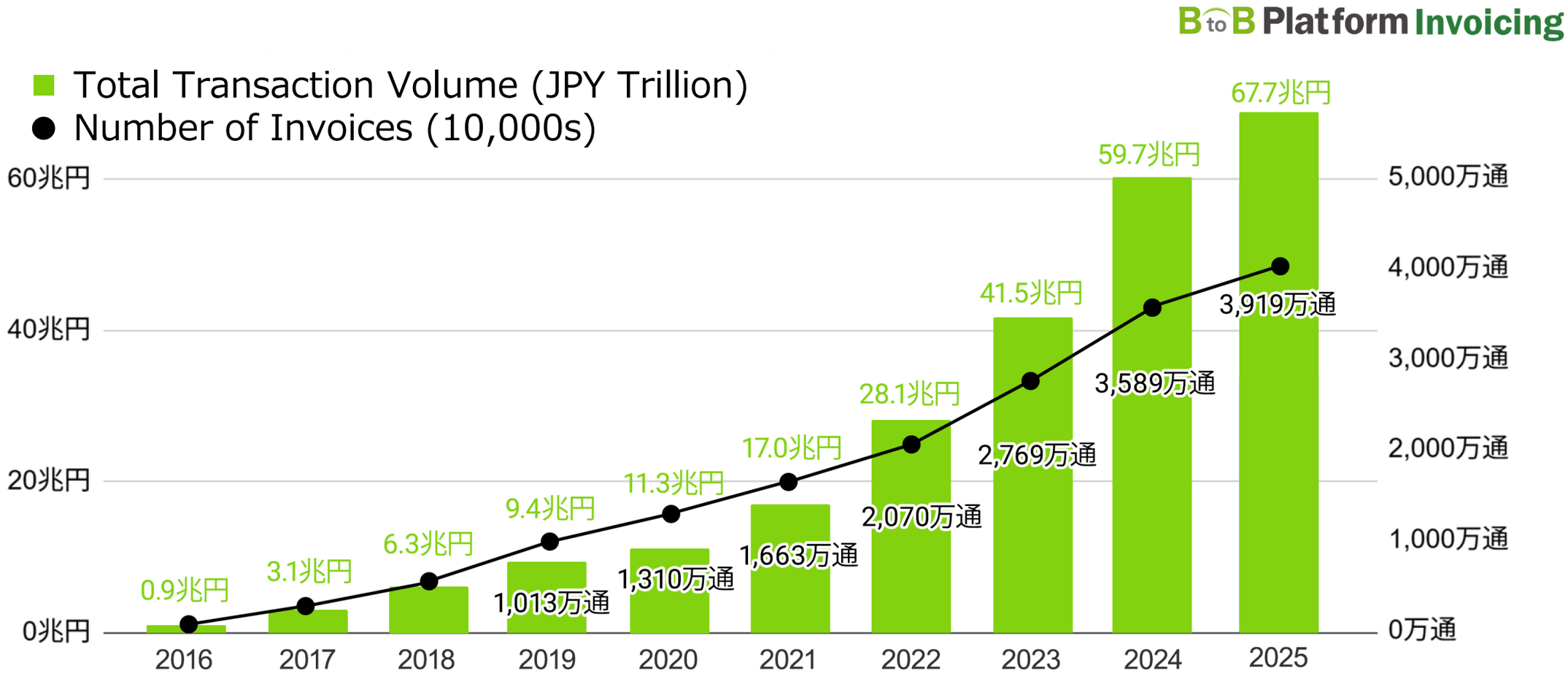


Digital cost advantage



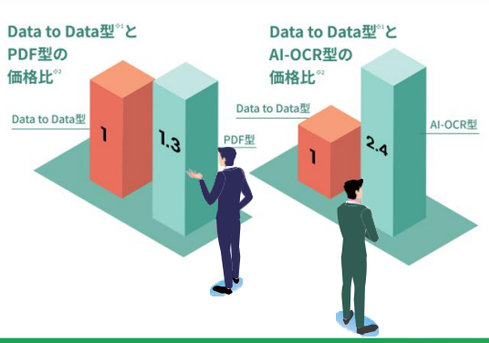
Features of the BtoB Platform: Increased Transaction Volume Through Invoicing Services

The invoicing business has grown steadily over the past decade.



The Future of BtoB Platform

Focusing on Total Cost of Ownership



Unlocking the Full Potential of Data

Delivering Greater Value to Customers Through AI



Uncompromising Commitment to Security

Our Security Certifications

ICMS-SR0020 / JIS Q 27001
Cloud-SR0020 / JIP-ISMS517

0190-1507

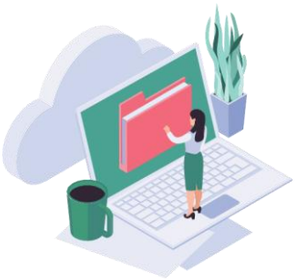
Fully Digitilizing All BtoB Transactions

By leveraging digital technology to streamline operations, we aim to create a society where "everyone can live with human dignity." in both their work and personal lives.

Three Reasons for Our Commitment to Digital Data

Eliminating Manual Data Entry

Unlike systems that rely on manual input, our platform automates the flow of information, significantly reducing the labor and errors associated with manual tasks.



Reducing Document Storage Costs

By storing transaction records as pure digital data rather than PDF files, companies can achieve much greater reductions in storage and management costs.



Enhancing Operations Through Data Utilization

Because transaction data is digitilized down to the line-item level, AI can be fully leveraged to generate significant business insights and outcomes.



Value Our AI Servicing Provides to Customers

- **For companies utilizing a BtoB platform, data digitilization extends far beyond mere operational efficiency. The vast amount of accumulated transaction data can be transformed into a powerful management resource that underpins business decisions.**

For management

1. Strategic Cost Reduction through Purchase Data Analysis
2. Optimizing Cash Flow and “Advanced Financial Strategy”
   Accurately predicting payment and receipt timing through transaction digitilization.
3. Co-creation and Strengthening Relationships with Suppliers = Sharing Demand Forecasts
   By sharing our company's order forecast data with suppliers, we prevent excess inventory and stockouts on their end, aiming to optimize the entire supply chain.



Based on the data
Management decisions
and decision-making



Manage
ment



From the business
relationship chart
With the existence of
stakeholders
Visualize transaction details

For the site

1. Reduce manual workload
2. Ease the burden of reconciling estimates, purchase orders, and invoices
3. Predict and guide next tasks to reduce routine tasks

ストレスフリー
BtoB
プラットフォーム



Manual
work
Mitigation



Verification
check
Mitigation



With AI
guidance
Easy to use

Efforts Toward AI Services That Utilize Data

- **From operational efficiency to “data-driven management”: Preparing to offer services that effectively utilize digital data from business-to-business transactions.**



Digitalization to details
Data that has been created



- 1.2 million companies
- Long-term data
- Coverage of the industry area

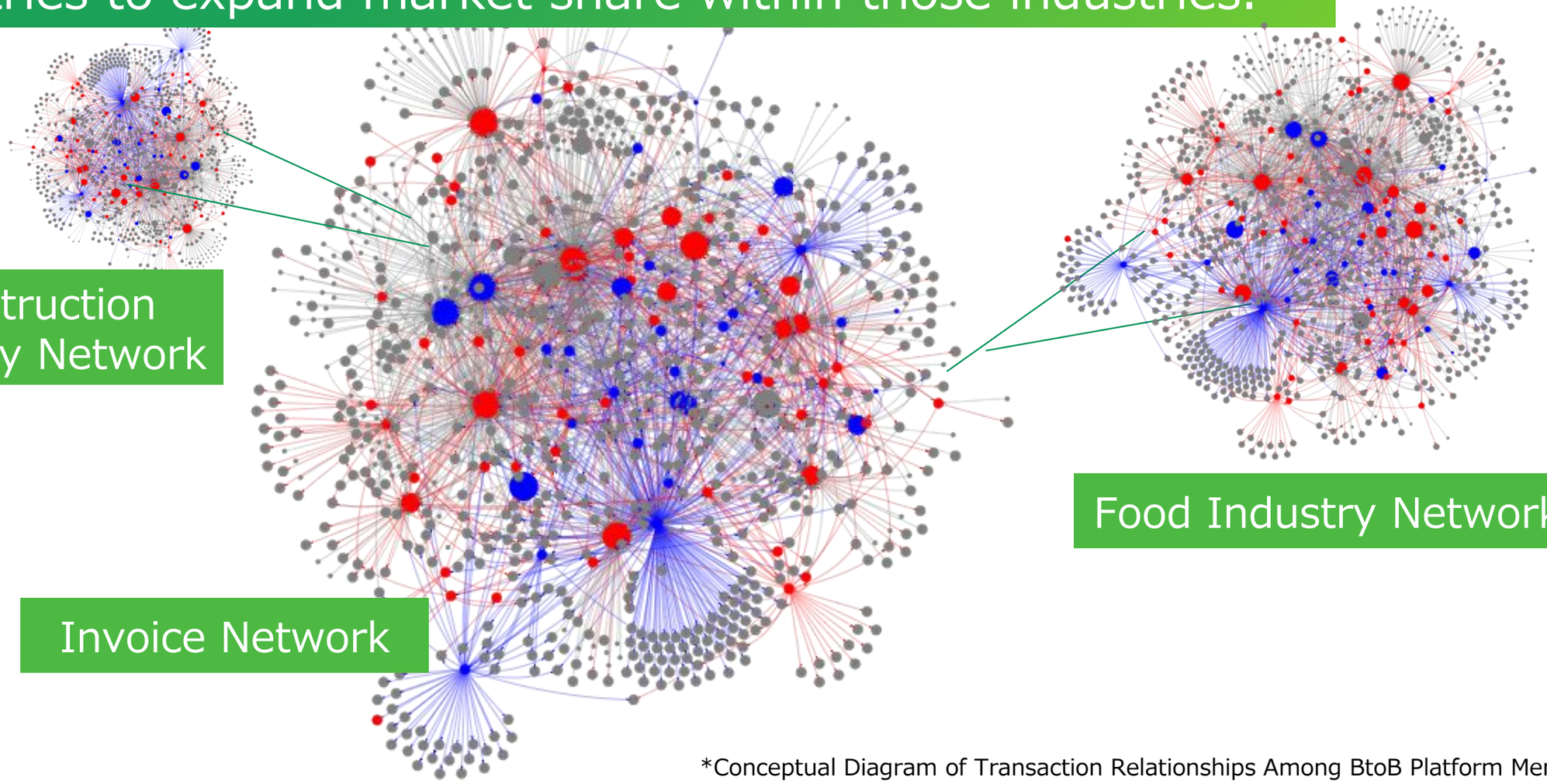
Data-based AI servicing
<In preparation>

- Generative AI services*
- AI-OCR for the construction industry
- To existing services AI integration

※Generative AI services : Ability to display dashboards that can analyze their own purchases and industry trends, or analyze their data in natural languages

Our Strength: From Horizontal to Vertical

Increase the density of business relationships within specific industries to expand market share within those industries.



*Conceptual Diagram of Transaction Relationships Among BtoB Platform Members

Our Strengths: Expanding Vertical Services from the Local Level

Starting in 2024, we will expand our sales offices. Together with partner companies, we will broaden our locally focused sales structure.



Sapporo Office



Okinawa Sales Office



West Japan Sales Office



Head Office

Sangenjaya Lab





Fukuoka Sales Office

Nagoya Sales Office



Ideal StateFrom 2027 onwards

Slogan

Together with the Industry. Together with the Region. Together with our partners.

Infomart: Elevating Businesses, People, and Society

At Infomart, we aim for more than just operational efficiency. Through the digitilization of BtoB transactions, we strive to elevate the very nature of corporate activities to the next dimension.

By connecting daily operations—such as ordering and invoicing—through data, companies can transition to new ways of working, liberated from the constraints of manual labor and time. As businesses collaborate via data, transactional friction decreases, creating more space for decision-making and creativity. This cumulative effect does more than just boost the productivity of individual firms; it builds a foundation that enhances the quality of economic activity across entire regions and industries.

The platform we are building aims to be a shared infrastructure that allows companies to transition into the "next world" with confidence. When all businesses are connected via data, new possibilities—such as AI and advanced analytics—become a reality. Infomart is committed to steadily advancing this transition alongside industries, regions, and our partner companies.

Expanding our "BtoB Platform" means restoring an environment where people can focus on more human-centric, creative work. To that end, Infomart strives to become the most widely utilized business platform in the world.

Ⅴ. Capital and Business Alliance

- Business Alliance with invox Inc. and Additional Acquisition of Its Shares
- Capital and Business Alliance with Dai-ichi Life Group

Business alliance with invox Inc. and additional acquisition of shares of the company (making it an equity-method affiliate)

By fusing our extensive customer base with invox's advanced AI technology and automated document digitilization expertise, we will accelerate a seamless and complete digitalization of BtoB transactions.

invox × infomart

Development and provision of new comprehensive billing services

- Utilizing invox's AI techniques to develop a next-generation comprehensive billing service covering everything from analog to digital (tentative name)
- A service that centrally manages invoices delivered in various forms as data and automates and streamlines a series of processes, such as accounting journalizing and reconciliation with accounts payable and accounts receivable information

Strengthening Sustainable Partnerships

- We will strengthen our collaboration to enhance medium-to-long-term corporate value by developing and deploying new AI-powered services for our extensive customer base.

Equity and business alliance with Dai-ichi Life (1)

We have concluded a capital and business alliance agreement with the Dai-ichi Life Group, based on the determination that the alliance will contribute to maximizing our medium-to-long-term corporate value and enhancing shareholder interests. This decision stems from the high affinity of the Group with our corporate philosophy and management policies, and our goal to establish a competitive advantage in the market by fusing the respective strengths of both companies.

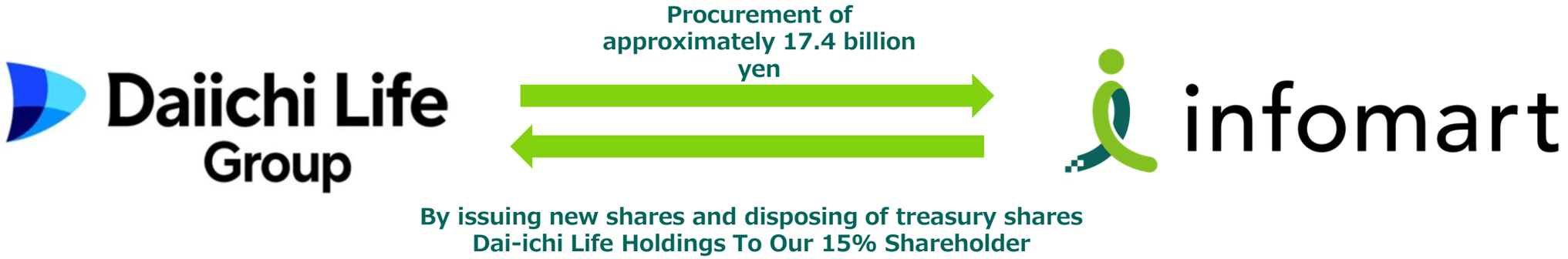
Daiichi Life Group × infomart

Scope of the alliance

1. Cooperation by the Dai-ichi Life Group in expanding sales of our Group's services
2. Cooperation by our Group in expanding sales of the Dai-ichi Life Group's services, such as group insurance products and "Benefit Station"
3. Collaboration between the products handled by both groups and the joint development of new products and functions
4. Market survey work for the launch of our new business and the joint study of AI techniques

Equity and business alliance with Dai-ichi Life (2)

By having the Dai-ichi Life Group become our major shareholder, we will ensure close cooperation between the two groups.



Specific uses of funds to be procured

1. **Investment in or acquisition of a company 10.9 billion yen**
   Expand business domains, including the mainstay restaurant industry, and invest in or acquire companies that quickly lead to market share
2. **System development costs and costs related to strengthening alliances with prospective allotment partners 4.5 billion yen**
   In conjunction with the development of new industry-specific products, we will develop products that provide new value by utilizing our own data and AI.
3. **Repayment of loans from financial institutions 2 billion yen**

Ⅴ. Return Profits to Shareholders

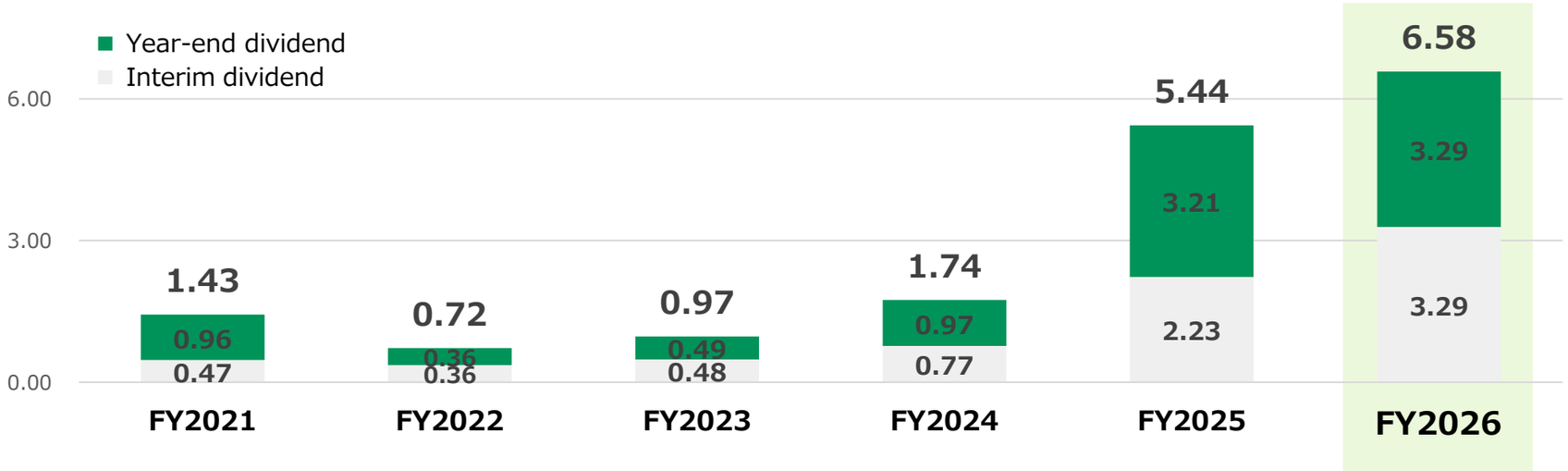
Dividend Policy and Dividend Status

Dividend Policy

We believe that dividends form the core of the return to our shareholders,
The basic dividend policy is "Infomart's basic dividend payout ratio of 50% based on non-consolidated performance."
Going forward, we will strive to further increase returns to shareholders by improving business performance while strengthening our financial position.

(Yen)

	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026 (Forecast)
Interim dividend	0.47	0.36	0.48	0.77	2.23	3.29
Year-end dividend	0.96	0.36	0.49	0.97	3.21	3.29
Total	1.43	0.72	0.97	1.74	5.44	6.58



Appendix

Company Profile

COMPANY PROFILE

as of end-December 2025

Company name	Infomart Corporation
Date of Foundation	13th February 1998
Business Content	Operation of BtoB Platform (Business to Business EC Trade Platform)
Company Address (Head Office)	13th Floor, Shiodome Shibarikyu Building, 1-2-3 Kaigan, Minato-ku,Tokyo, 105-0022, Japan
Representative	Shin Kimura, President and CEO
Capital Fund	3.2 billion 12.51 million yen
Number of employees	857 personnel (consolidated), 830 personnel (non-consolidated)
Subsidiaries	Tanomu Inc. (Head office location: Shibuya-ku, Tokyo) 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 5F, 3-1-30 Nishiki, Naka-ku, Nagoya-shi, Aichi, 460-0003,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.

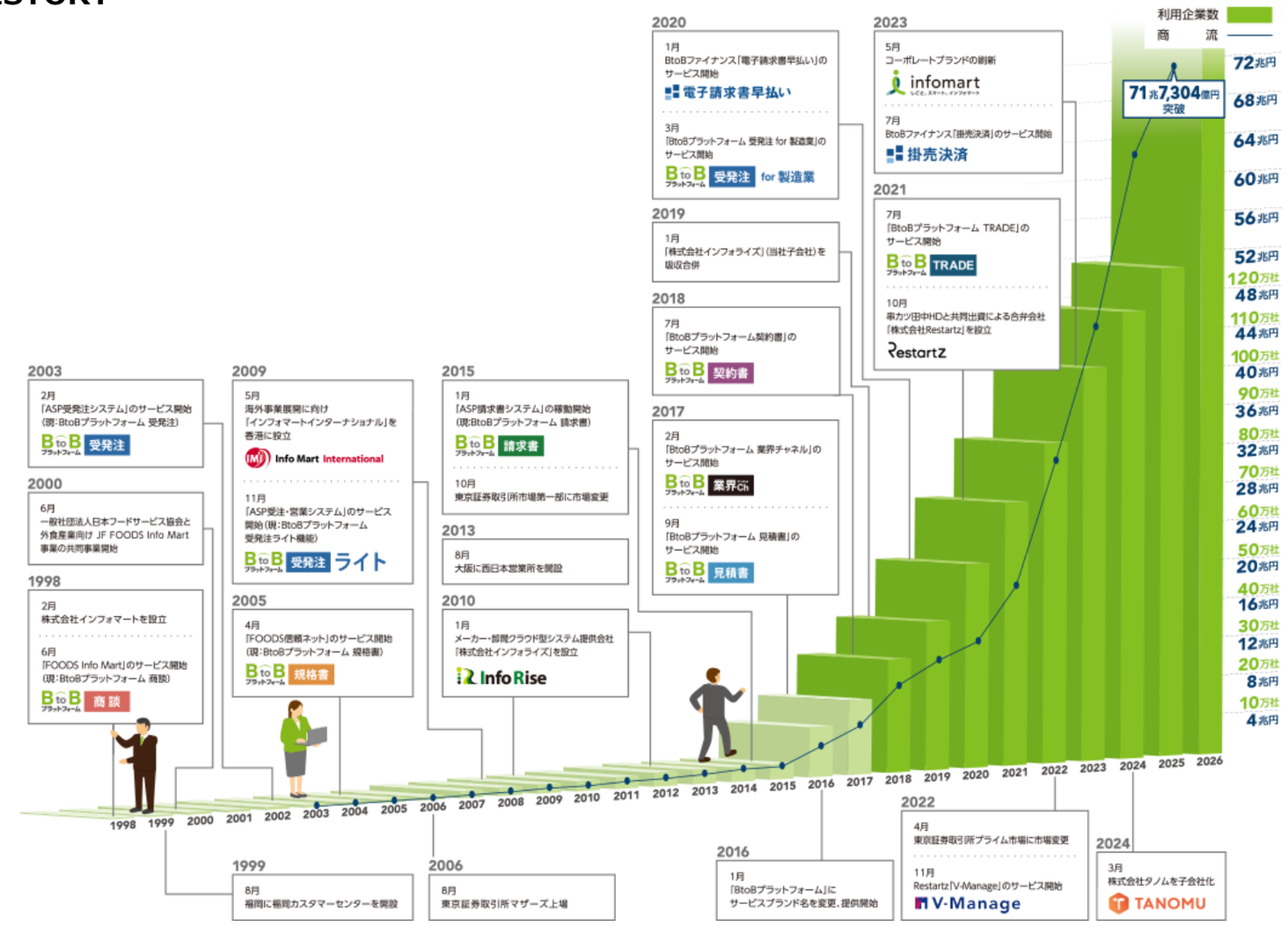
For example, the slip processing of orders that occur daily at restaurants.
For example, managing invoices delivered in different formats.
In an efficient manner, these kinds of operations are automated.
Infomart connects companies with companies,
We will change the structure of all our operations with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

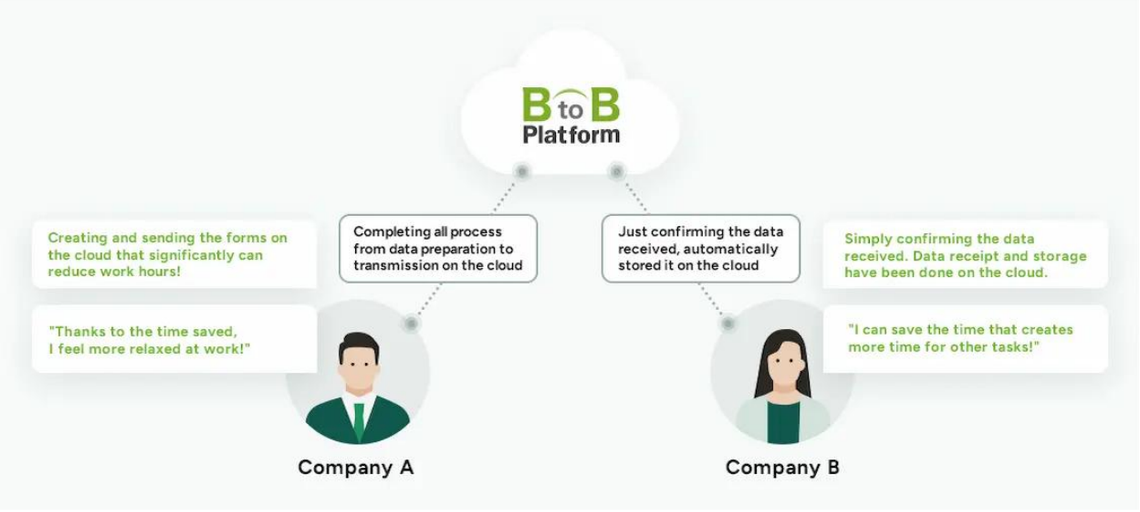
HISTORY



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.

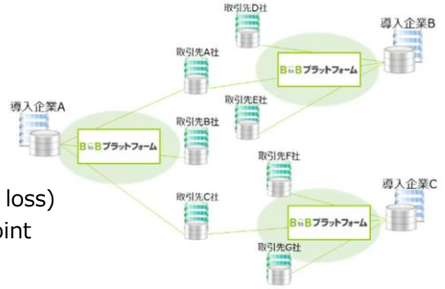
Business model

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

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

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.

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

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

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

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

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

Service fee structure

as of end-December 2025

		Fees (excluding taxes)	
BtoB-PF ES business	BtoB Platform Invoicing 請求書	《Monthly system usage fee》〔Basic fee〕JPY35,000 +〔Pay-for-use fee①〕Number of invoices received per month (Up to 50 invoices included in the basic fee) ・51 to 1,000 invoices: JPY100 per invoice ・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 basic 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 契約書	<Gold Plan> 《Monthly system usage fee》 〔Basic 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	<Silver Plan> 《Monthly system usage fee》 〔Basic 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 per month 《Initial fee》estimate separately
	BtoB Platform Matching 商談	<Buyer Company> 〔Fixed fee〕JPY5,000	<Seller Company> 〔Fixed fee〕JPY25,000

The contents of this document are the economic conditions generally recognized as of February 13, 2026.
Such statements have been prepared based on conditions in society and on certain assumptions deemed reasonable by us,
The information is subject to change without prior notice due to changes in the business environment or other factors.
Customers are asked to make their final investment decisions.
This document was prepared by Infomart Corporation.