

Infomart Corporation

—

# Financial Results

# FY12/26 First-Quarter Financial Results

TSE Prime Market (2492)

April 30, 2026

I . FY12/26 First-Quarter Financial Results	P03
II . Segment Information	P15
III . Consolidated Business Forecasts for FY12/26	P28
IV . Business Vision and Growth Strategy	P34
V . Capital and Business Alliance	P50
VI . Return Profits to Shareholders	P54
Appendix	P56
• Company Profile	P57
• Fee Structure by Service	P62

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.

 **INDEX**

# I . FY12/26 Q1 Financial Results



# Highlights

- Net sales : The BtoB-PF ES Business remained steady, with net sales of 4,903 million yen (+13.9% YoY)
- Operating profit : The increase in net sales absorbed increases in costs, and operating profit was 1,025 million yen (+76.5% YoY)
- The number of user companies : The number of user companies of the BtoB Platform exceeded 1.27 million (+8.5% YoY)

## Highlights of the Q1 of the Fiscal Year Ending December 2026

Net sales

YoY

**+13.9%**

¥4,903 million

Operating profit

YoY

**+76.5%**

¥1,025 million

BtoB-PF user companies

YoY

**+8.5%**

1,274,509 companies

Stock-type revenue ratio

1 Q

**96.9%**

YoY +0.7pt

# Financial Summary

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

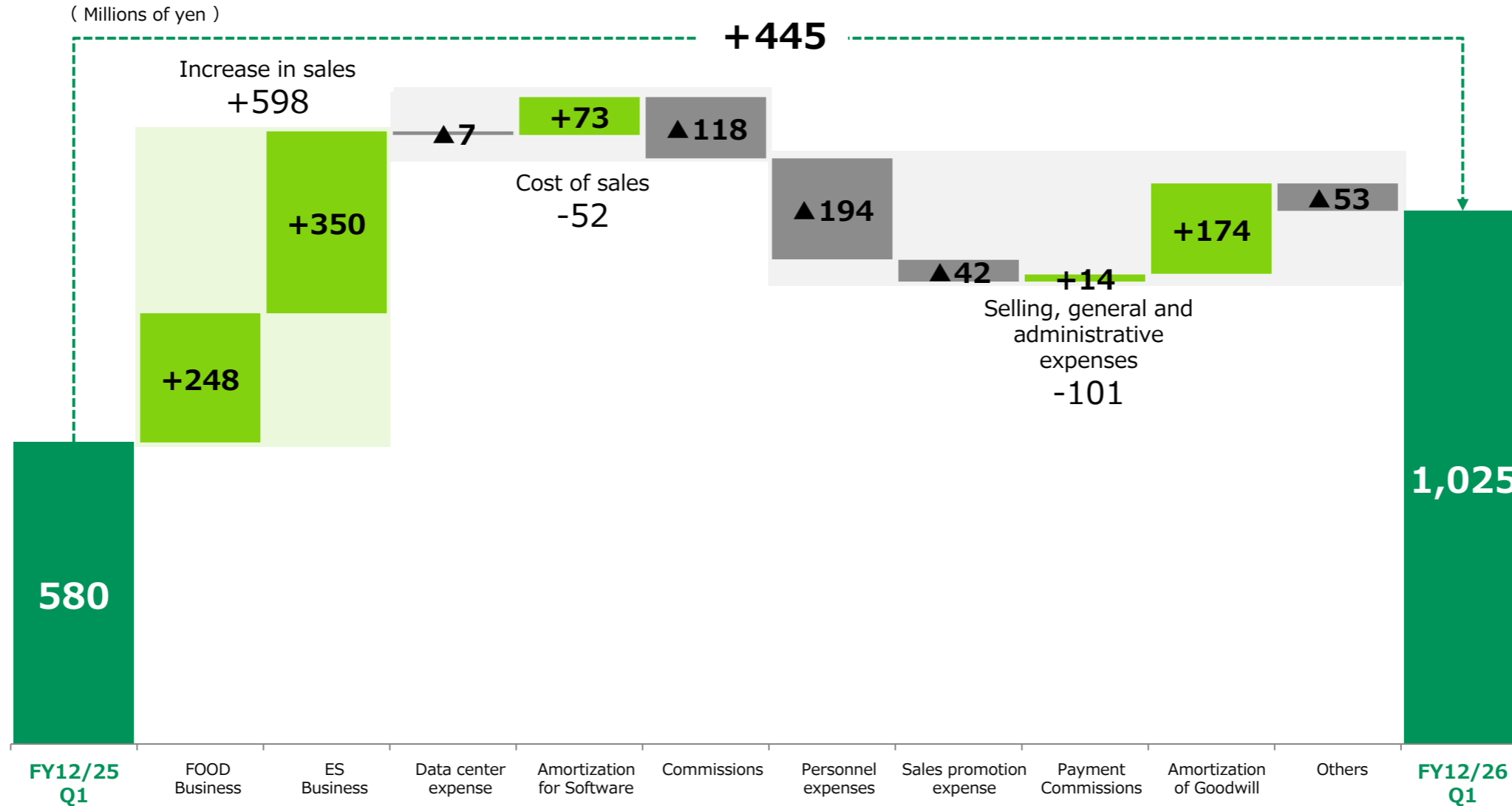
(Millions of yen)

	FY12/25 Q1 Actual	FY12/26 Q1 Actual	Year-on-year	FY12/26 Full-year plan	Full-year plan progress rate
Net sales	4,304	<b>4,903</b>	+13.9%	21,348	23.0%
Cost of sales	1,179	<b>1,232</b>	+4.5%	5,273	23.4%
Gross profit	3,125	<b>3,670</b>	+17.5%	16,075	22.8%
(Gross Profit Margin)	72.6%	<b>74.9%</b>	+2.3pt	75.3%	-
Selling, general and administrative expenses	2,544	<b>2,645</b>	+4.0%	11,075	23.9%
Operating profit	580	<b>1,025</b>	+76.5%	5,000	20.5%
(Operating Profit Margin)	13.5%	<b>20.9%</b>	+7.4pt	23.4%	-
Ordinary profit	578	<b>951</b>	+64.4%	4,835	19.7%
Income taxes	259	<b>339</b>	+30.6%	1,731	19.6%
Profit attributable to owners of parent	305	<b>610</b>	+99.6%	3,097	19.7%
EBITDA*	1,199	<b>1,499</b>	+25.0%	6,985	21.5%

\* EBITDA = Operating profit + Depreciation + Amortization of Goodwill

# Factors Change in Operating profit

Year on Year



# FY12/26 Q 1 (YoY)

	FY2026		
	Actual	Q1 YoY	Full-year plan progress rate
<b>[Net sales]</b>	<b>4,903</b>	<b>13.9%</b>	<b>23.0%</b>
BtoB-PF FOOD	3,051	8.9%	23.2%
BtoB-PF ES	1,852	23.3%	22.6%
<b>[Cost of sales]</b>	<b>1,232</b>	<b>4.5%</b>	<b>23.4%</b>
BtoB-PF FOOD	644	4.0%	23.0%
BtoB-PF ES	588	4.9%	23.8%
<b>[Gross Profit]</b>	<b>3,670</b>	<b>17.5%</b>	<b>22.8%</b>
BtoB-PF FOOD	2,406	10.2%	23.2%
BtoB-PF ES	1,263	34.3%	22.1%
<b>[SG&amp;A]</b>	<b>2,645</b>	<b>4.0%</b>	<b>23.9%</b>
BtoB-PF FOOD	1,483	-4.8%	23.9%
BtoB-PF ES	1,162	17.8%	23.9%
<b>[Operating Profit]</b>	<b>1,025</b>	<b>76.5%</b>	<b>20.5%</b>
BtoB-PF FOOD	923	47.5%	22.2%
BtoB-PF ES	101	-	12.0%
<b>[Ordinary Profit]</b>	<b>951</b>	<b>64.4%</b>	<b>19.7%</b>
[Profit attributable to owners of parent]	<b>610</b>	<b>99.6%</b>	<b>19.7%</b>
Gross profit margin	<b>74.9%</b>		
BtoB-PF FOOD	78.9%		
BtoB-PF ES	68.2%		
Operating Profit Margin	<b>20.9%</b>		
BtoB-PF FOOD	30.3%		
BtoB-PF ES	5.5%		
Ordinary Profit Margin	<b>19.4%</b>		

- **Net sales**

- **BtoB-PF FOOD business**

- "BtoB Platform Ordering": On the buyer side, the number of new contracts and the number of stores steadily increased in industries such as restaurant chains and hotels/inns, and school/catering services that are promoting operational efficiency through digitalization, leading to an increase in system usage fee sales. On the seller side, system usage fee sales also increased along with the expansion of the number of user companies and food distribution value.

- "BtoB Platform Ordering Light" & "TANOMU" :The expansion of usage boosted net sales.

- **BtoB-PF ES business**

- "BtoB Platform Invoicing":In addition to an increase in new usage mainly by major companies promoting digitalization even after the start of the invoice system, the utilization by existing major companies with many business partners and their group companies remained steady, resulting in an increase in net sales.

- "BtoB Platform TRADE": Net sales increased due to an expansion in new usage driven by consistent digitalization demand from quotation to invoicing.

- **Cost of sales**

- Overall cost of sales increased slightly year on year (YoY). The reduction in data center costs continued following the migration of servers to the cloud in 2024. Furthermore, as the invoicing business remained profitable, the accounting method for system development costs returned from immediate expensing to software asset capitalization (5-year straight-line amortization), resulting in a decrease in amortization for software. Meanwhile, fees for introducing new customers increased temporarily due to measures to strengthen sales partners aimed at acquiring new contracts.

- **SG&A expenses**

- Overall Selling, general and administrative expenses increased slightly year on year (YoY). While personnel expenses increased due to improvements in the wage system and wage levels aimed at enhancing human capital, goodwill amortization expenses for Tanomu Inc. decreased. The decrease in goodwill amortization expenses was unique to Q1, and it is expected to return to the level of the same period of the previous year from Q2 onwards.

- **Operating profit**

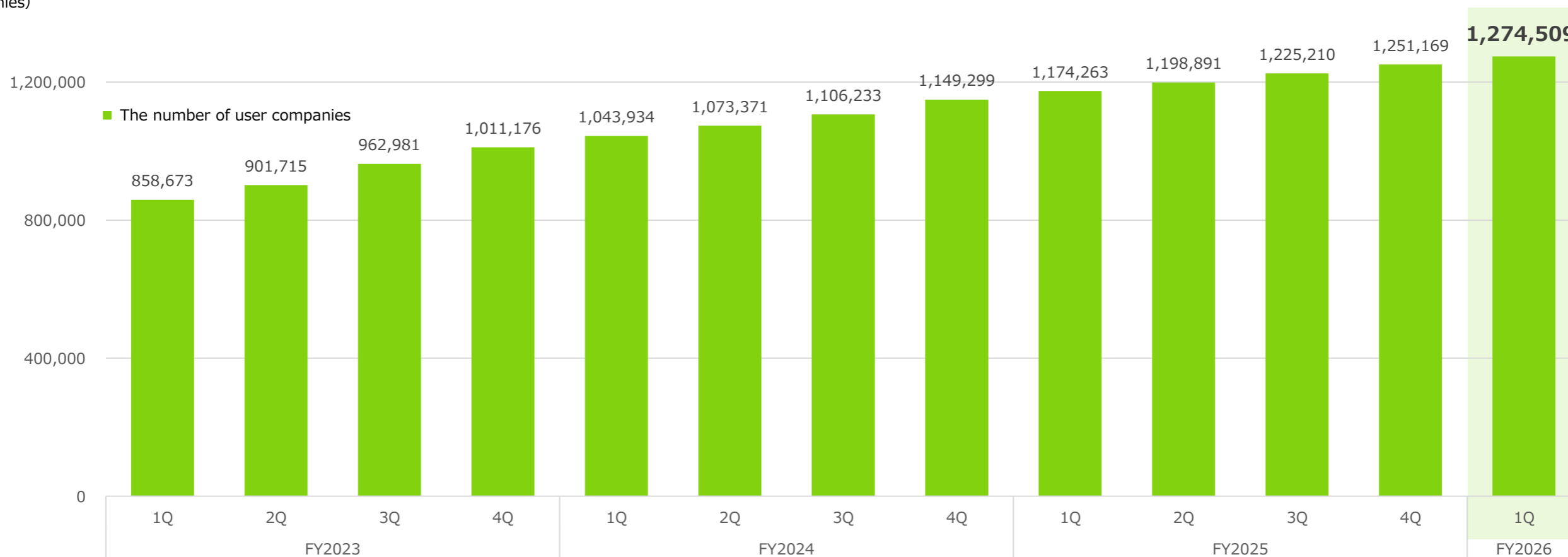
- Steady growth in net sales absorbed increases in cost of sales and SG&A expenses, resulting in a significant increase in profit.

# The number of user companies Trends

● The number of user companies, our client base, has increased to **1.27** million companies\* .

\*Approximately 35% of the 3.68 million Japanese companies as of June 1, 2021, announced by the Ministry of Internal Affairs and Communications in June 2023.

(companies)



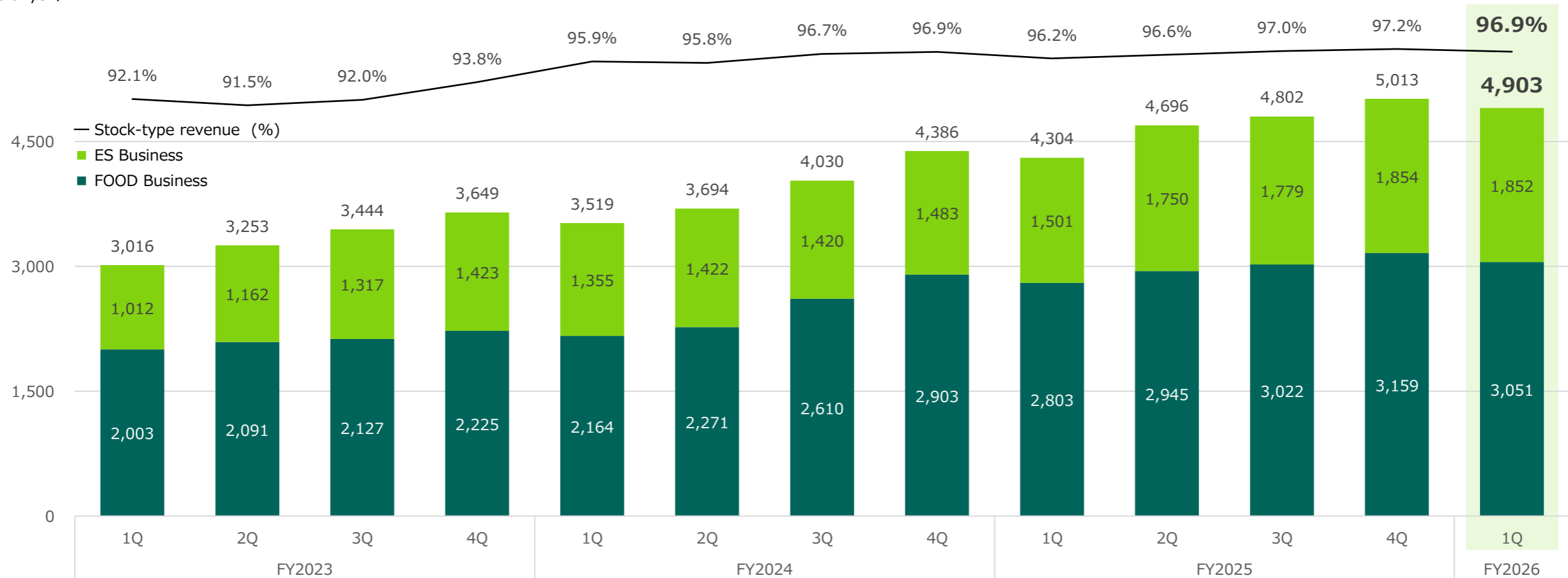
(Note) "The number of user companies" is the number of companies that excludes redundant companies from companies that use BtoB Platform.



# Net Sales Trends

- Q1 sales was **4,903** million yen, and Stock-type revenue ratio remained high at 96.9%.

(Millions of yen)



# Net Sales Trends (Q1 Details)

- **FOOD Business**
  - BtoB Platform Ordering: Net sales increased due to the increase in new usage by restaurant chains and hotels/inns.
  - Ordering Light & TANOMU: These services are growing by capturing companies' digitalization needs from food wholesalers.
- **ES Business**
  - BtoB Platform Invoicing: In addition to the expansion of introduction centered on major companies and their groups, net sales increased due to the price 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 )

	FY12/26 Q1	Year on Year
BtoB Platform Ordering	2,187	+5.1%
Ordering Light & TANOMU	368	+46.7%
others	495	+5.1%
<b>TOTAL</b>	<b>3,051</b>	<b>+8.9%</b>

## ES Business

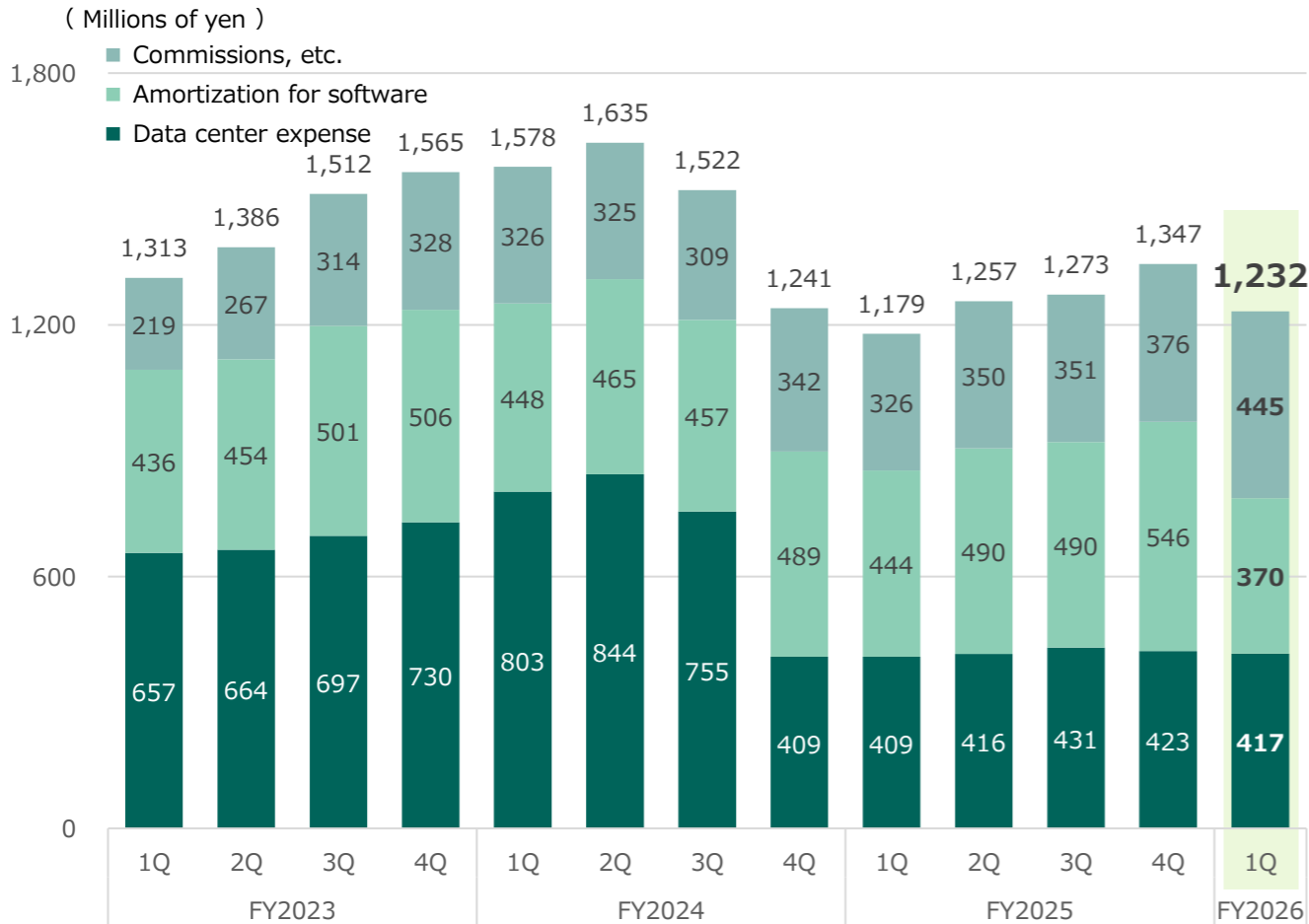
( Millions of yen )

	FY12/26 Q1	Year on Year
BtoB Platform Invoicing	1,421	+22.9%
TRADE	148	+63.3%
others	282	+11.1%
<b>TOTAL</b>	<b>1,852</b>	<b>+23.3%</b>

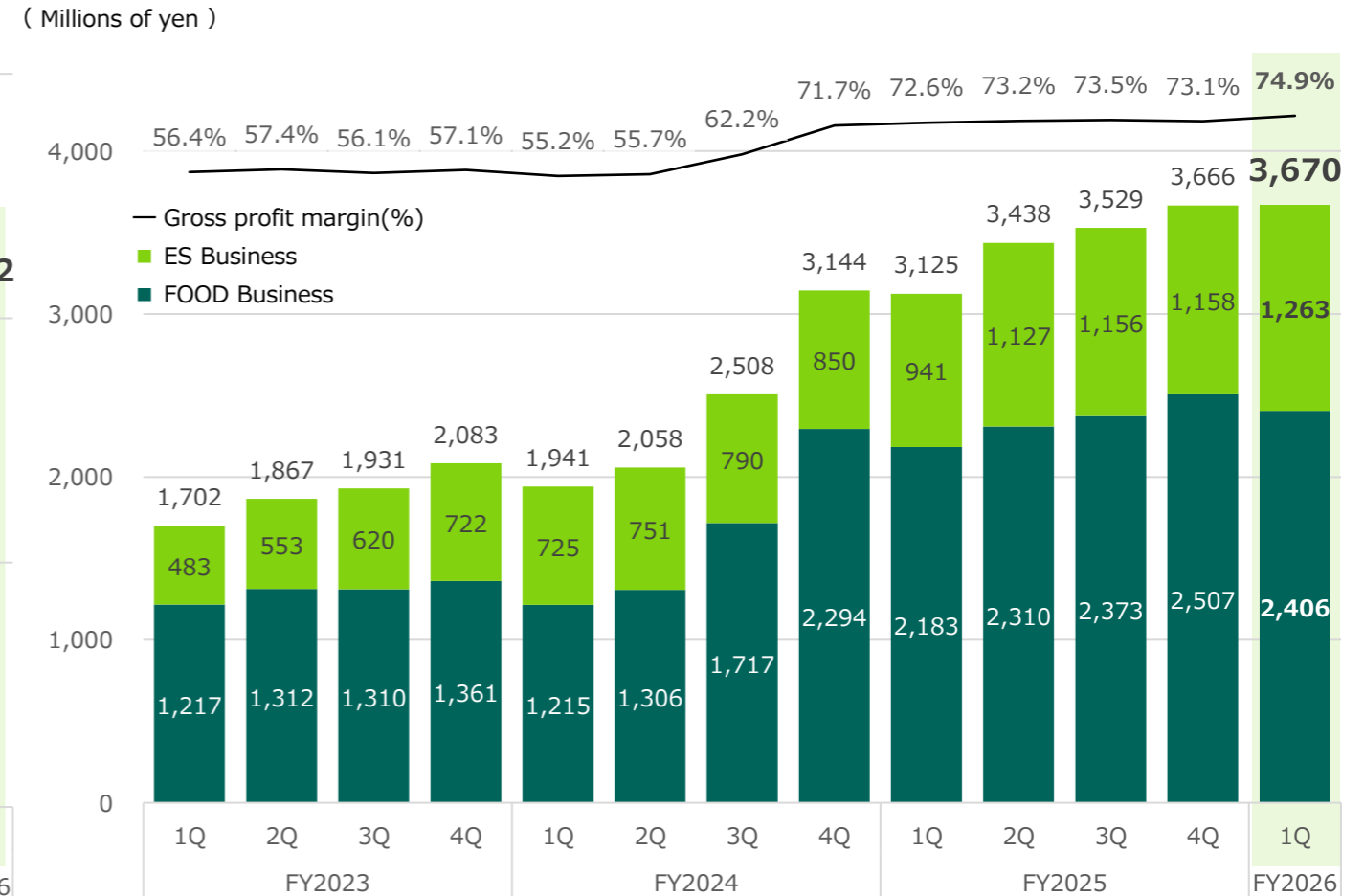
# Cost of Sales Trends and Gross Profit Trends

- Q1 cost of sales: Continued reduction of data center costs due to completion of cloud migration in September 2024 (Q3). \*compared to 2025 Q4
- Q1 gross profit: Gross profit margin improved to 74.9% (+1.8%). \*compared to 2025 Q4

## Cost of Sales Trends



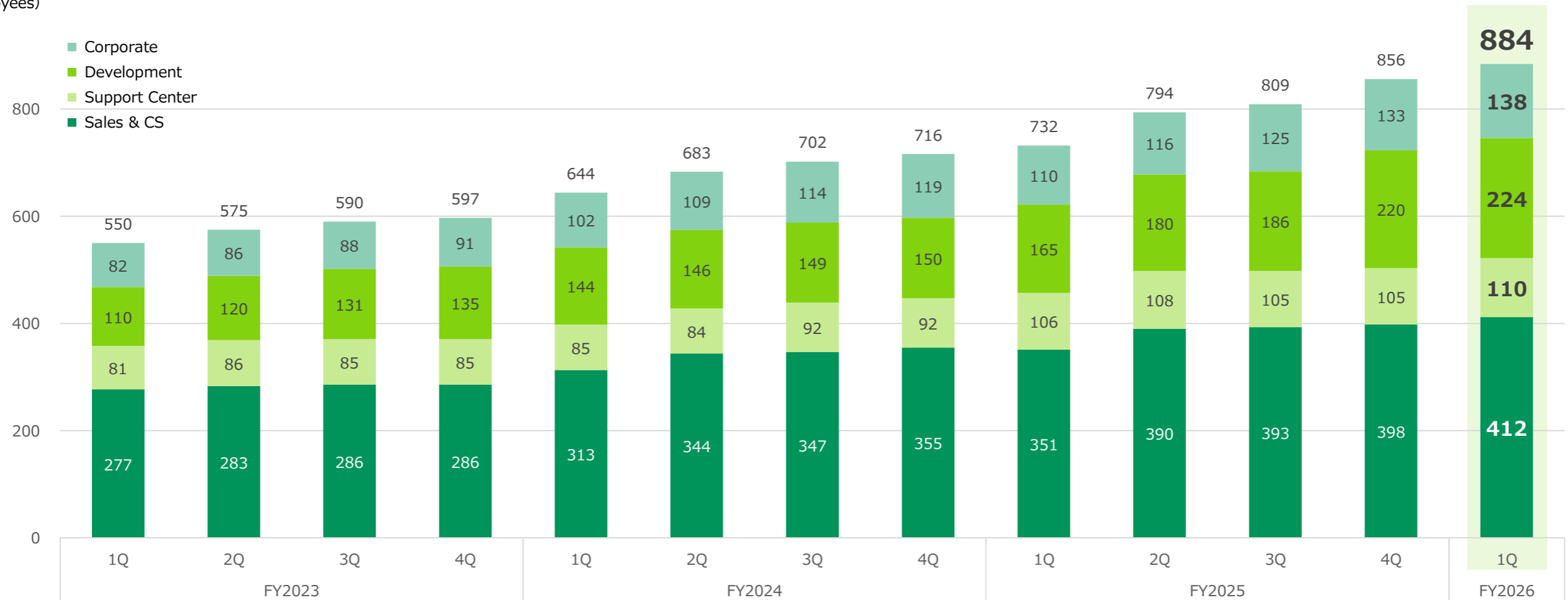
## Gross Profit Trends



# Employment Trends

- Strengthen personnel structure in sales & CS (customer success), R&D (engineers) and corporate divisions. \*compared to 2025 Q4  
Includes Tanomu Inc. employees from FY2024/Q1.

(Employees)

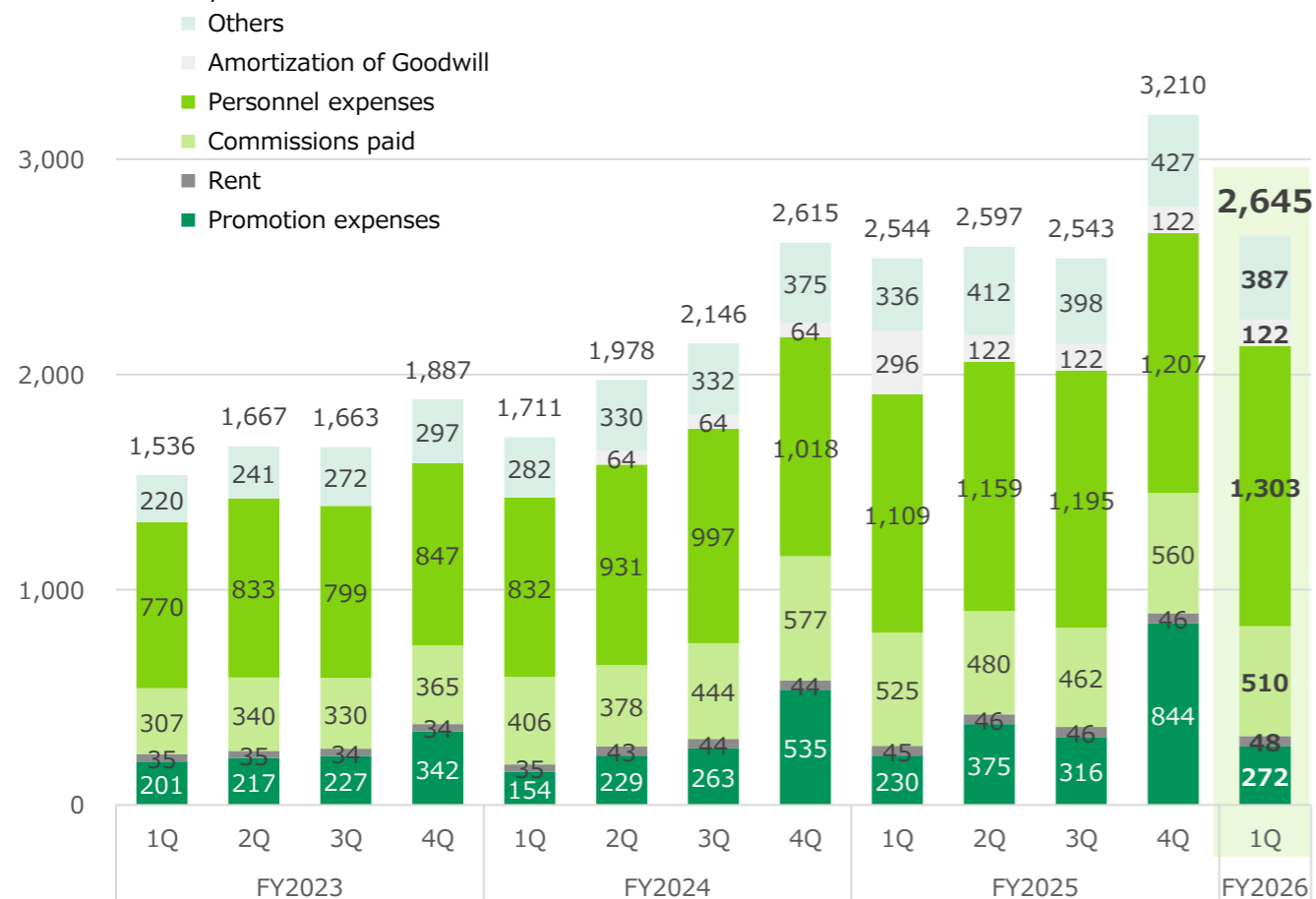


# SG&A Expenses Trends and Operating Profit Trends

- Q1 SG&A Expenses : While personnel expenses increased, overall SG&A expenses decreased due to a decline in sales promotion expenses, which were concentrated in the previous 4Q \*compared to 2025 Q4
- Q1 Operating Profit : Quarterly operating profit reached the 1,000 million yen level \*compared to 2025 Q4

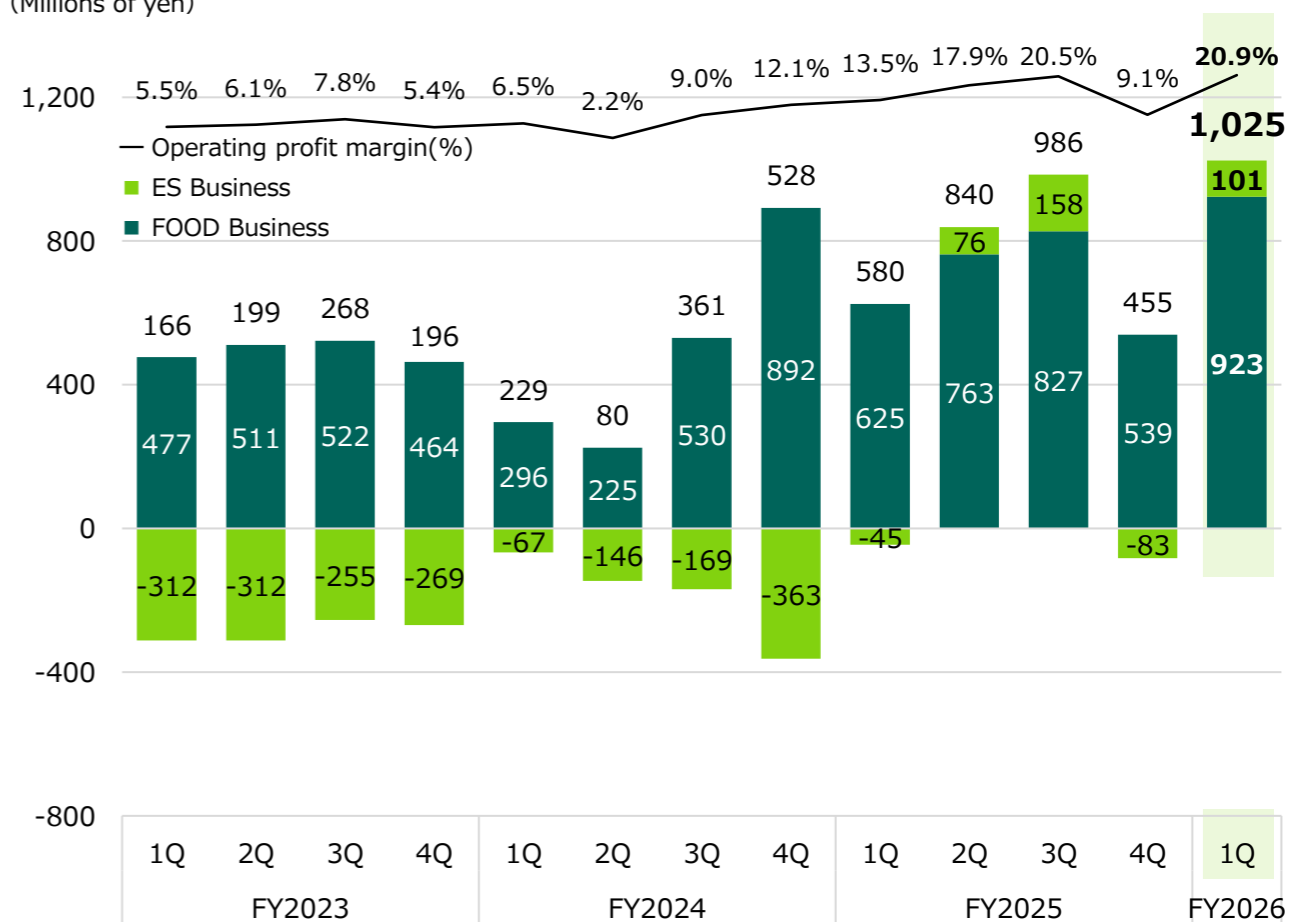
## SG&A Expenses Trends

(Millions of yen)



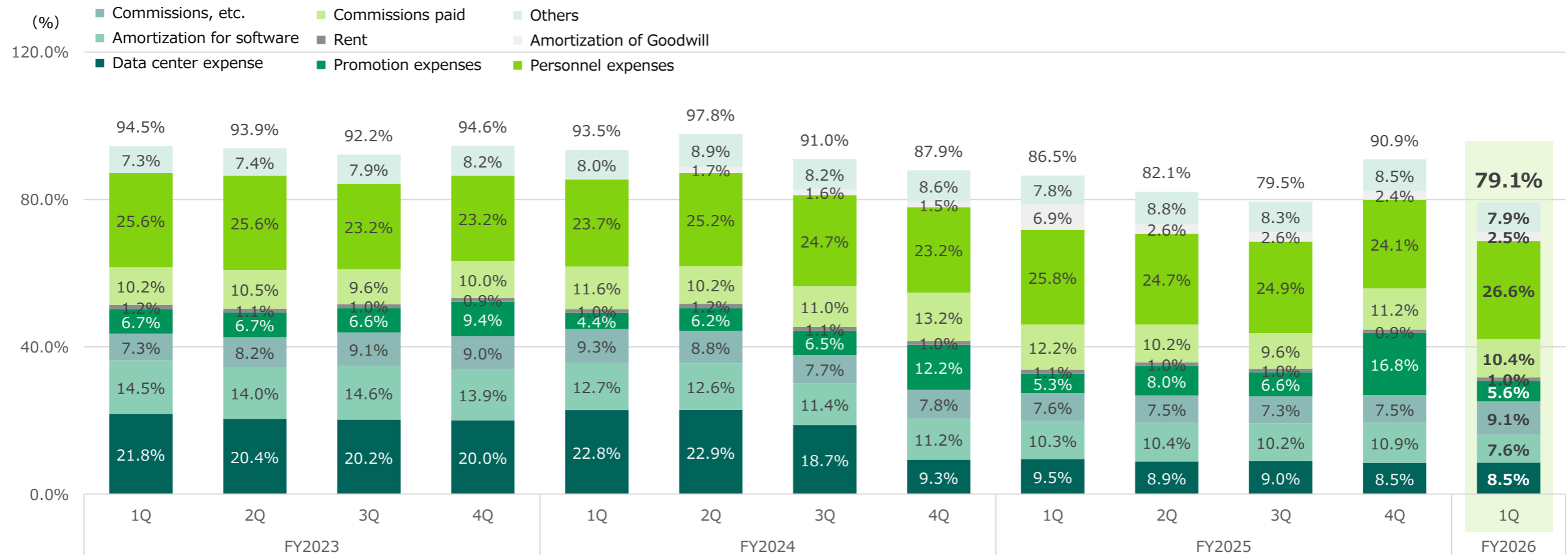
## Operating Profit Trends

(Millions of yen)



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

- Q1 expense ratio : The ratio decreased due to increased revenue and improvements in the cost structure.  
\*compared to 2025 Q4

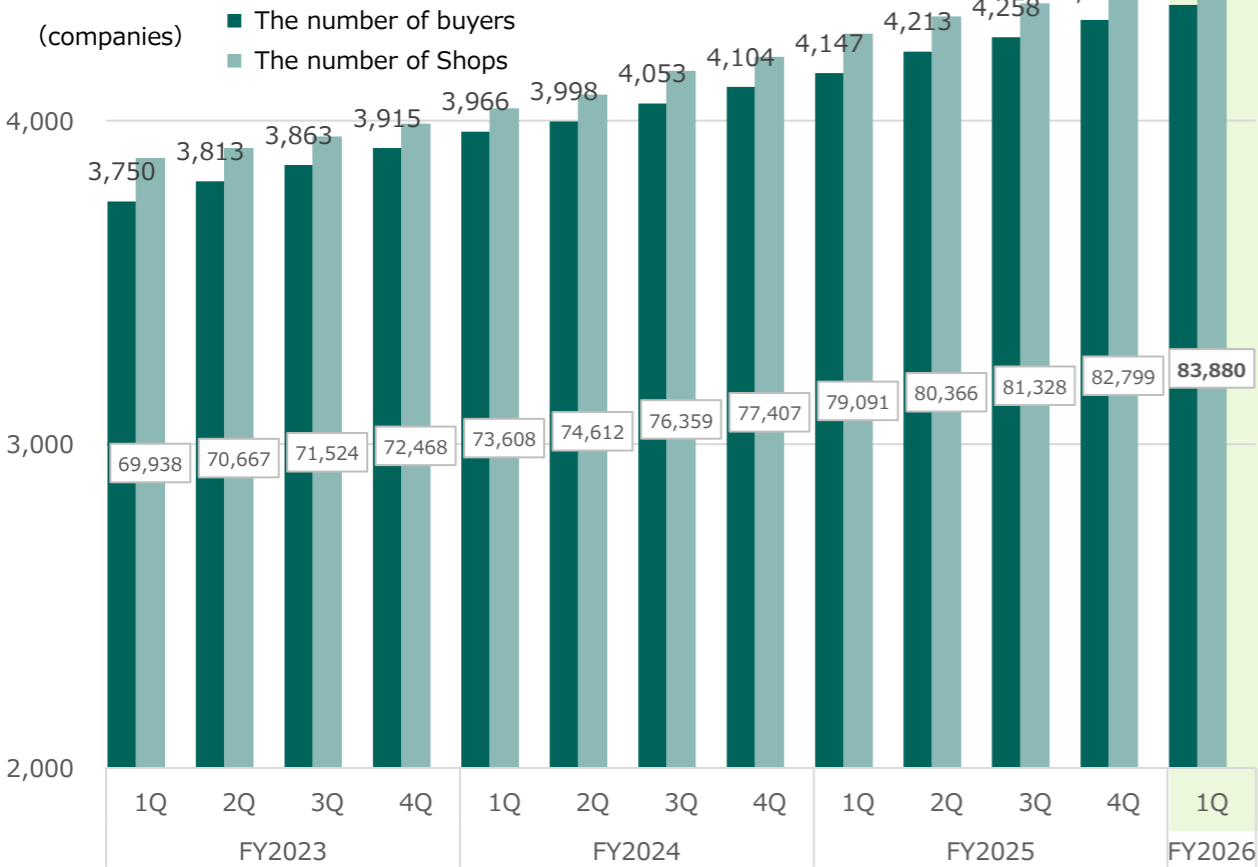


## II . Segment Information

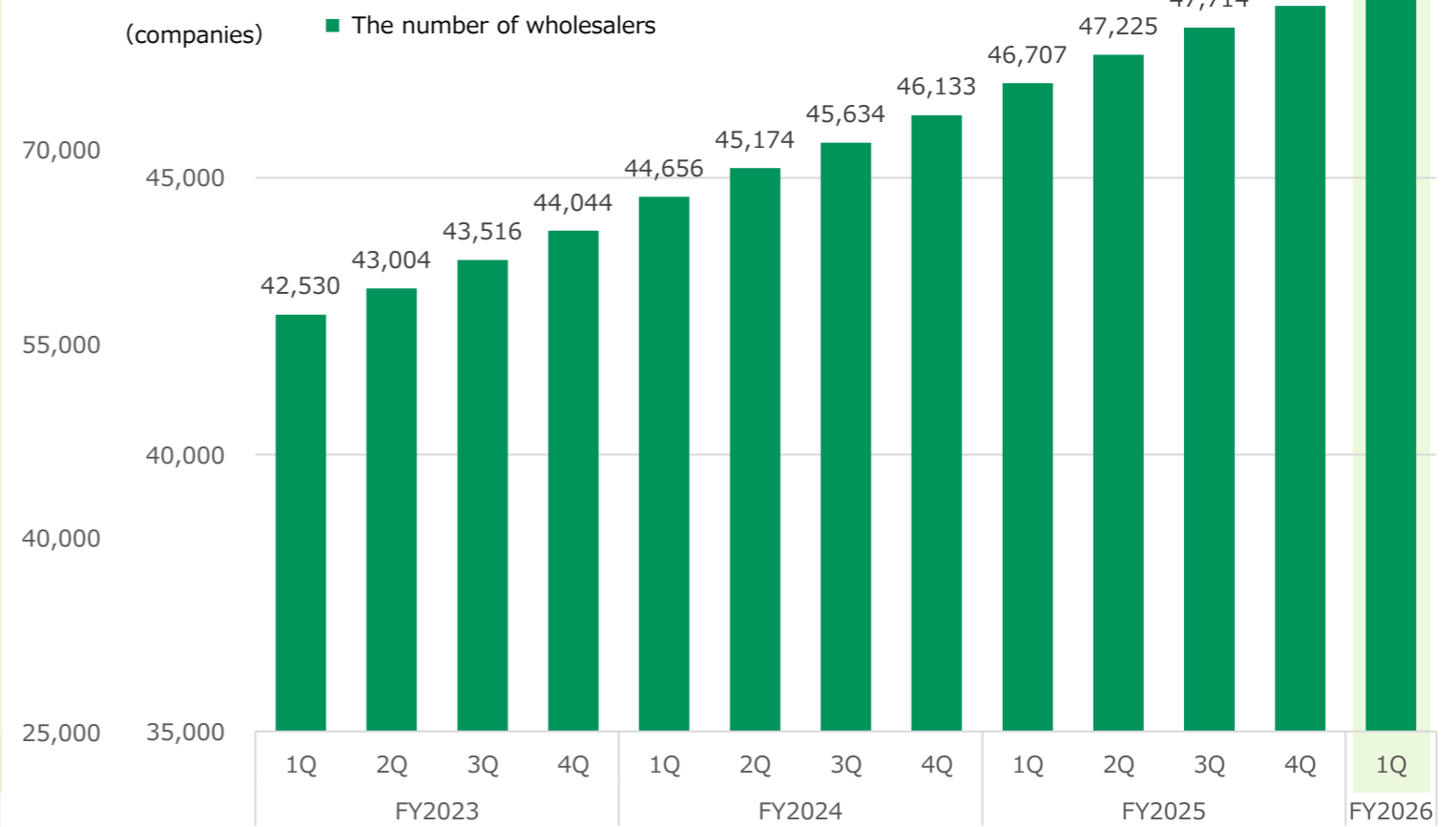
# (1) BtoB-PF FOOD Business

# FOOD Business The Number of User Companies Trends

Ordering  
受発注 BUYER



Ordering  
受発注 WHOLESALE

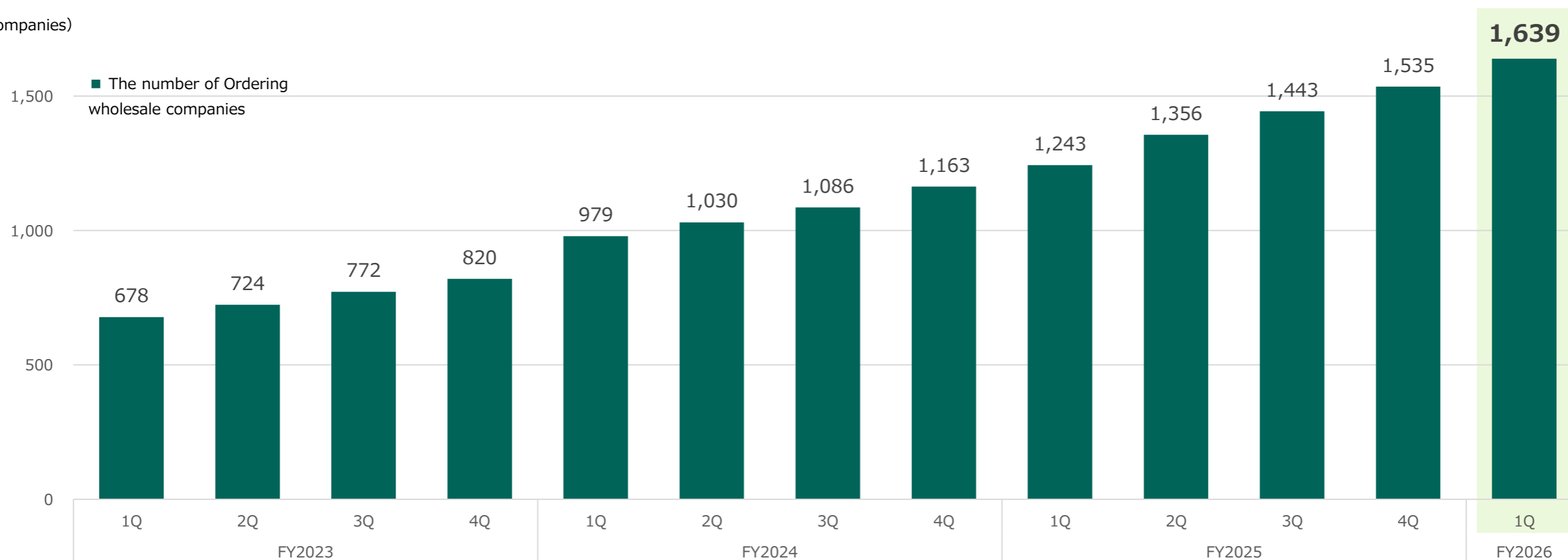




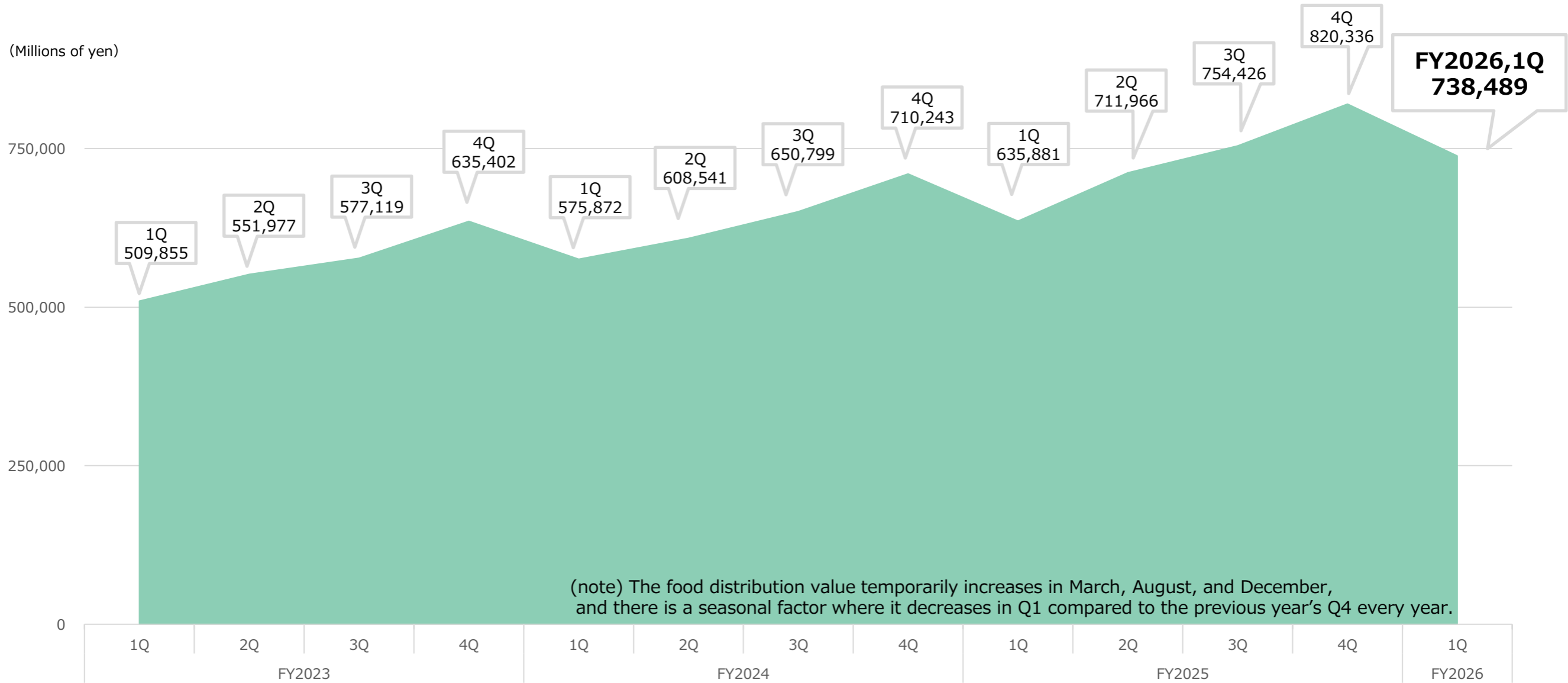
# FOOD Business The Number of User Companies Trends

Ordering Light  
受発注 ライト  
TANOMU WHOLESALE

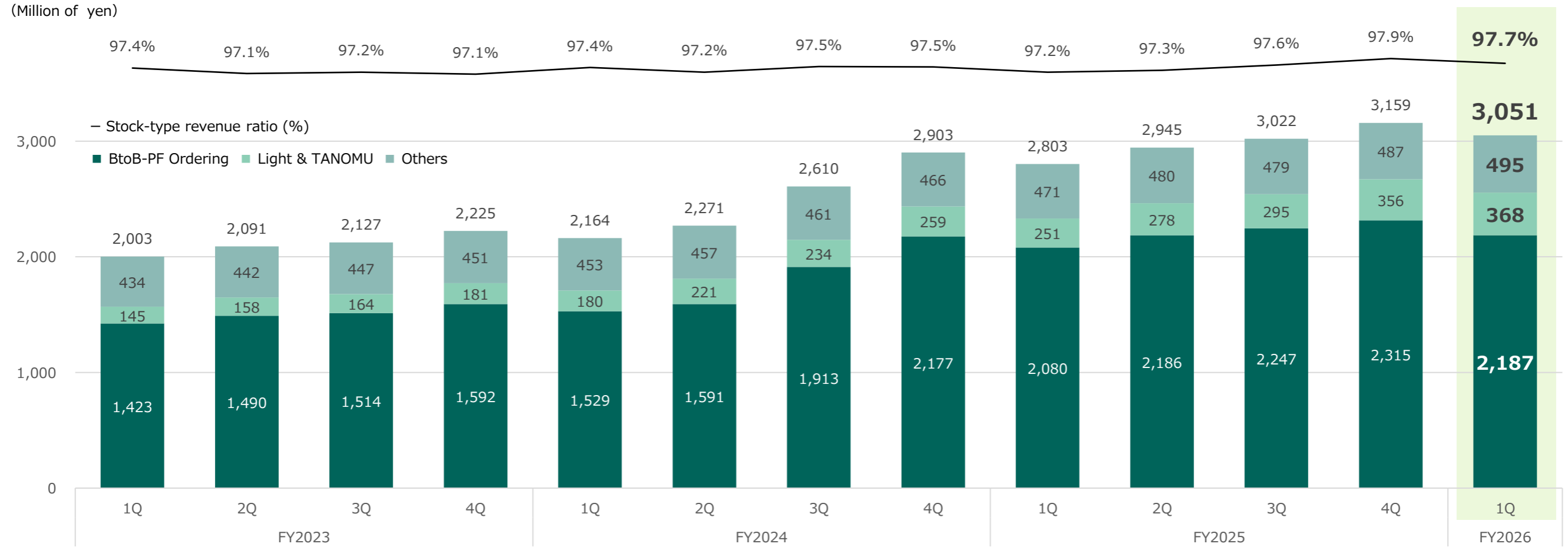
(companies)



# FOOD Business Distribution Amount (Reference)



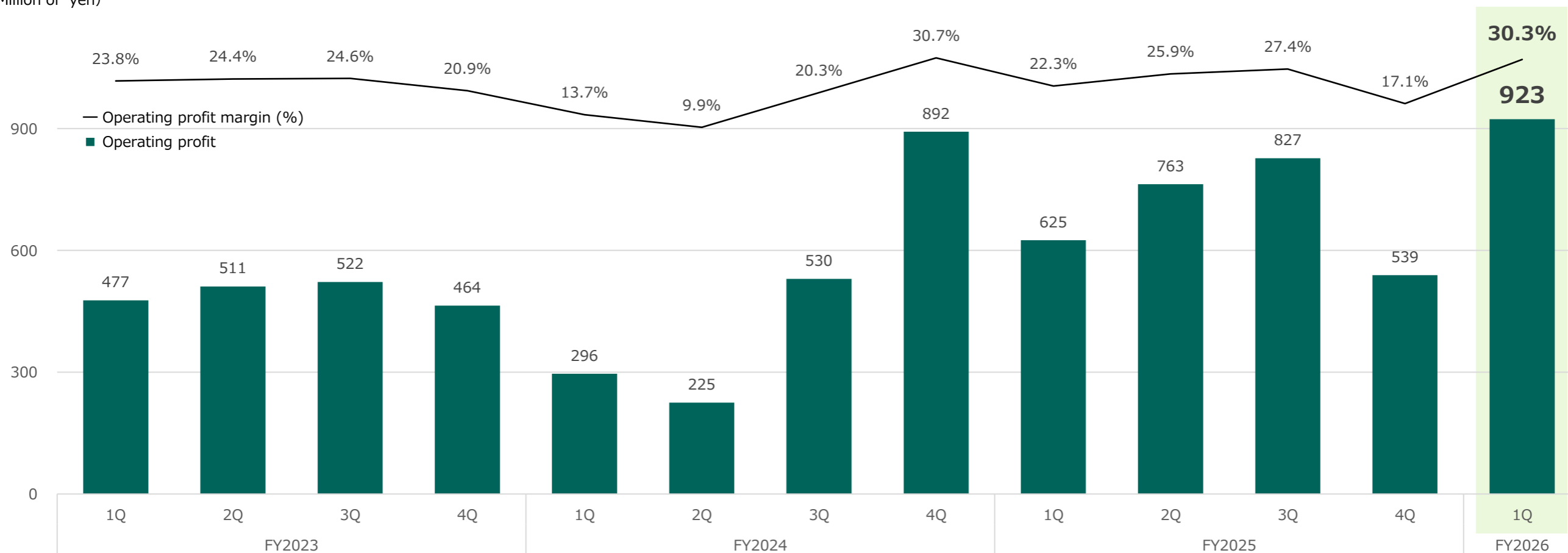
# FOOD Business Sales Trends





# FOOD Business Operating Profit Trends

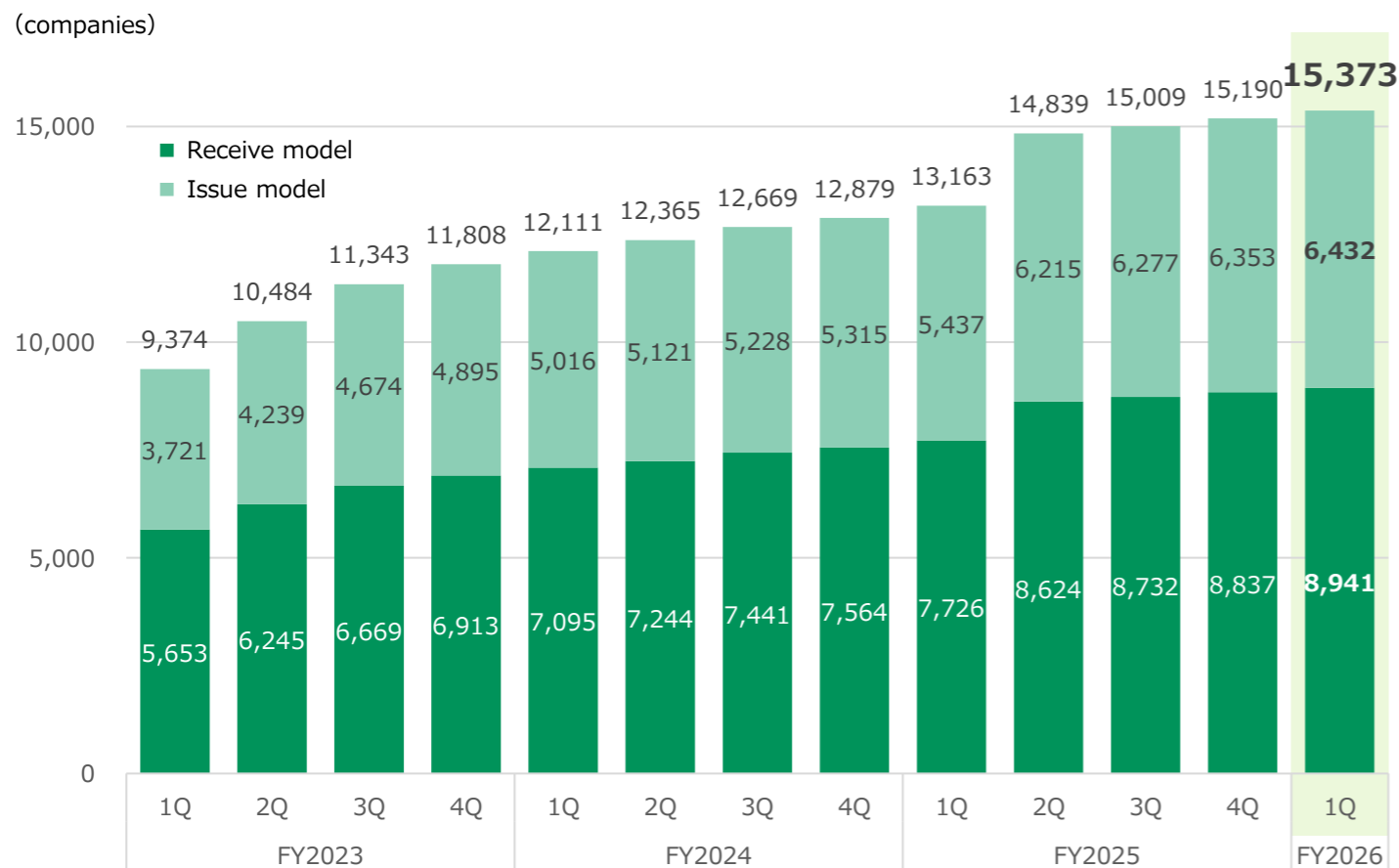
(Million of yen)



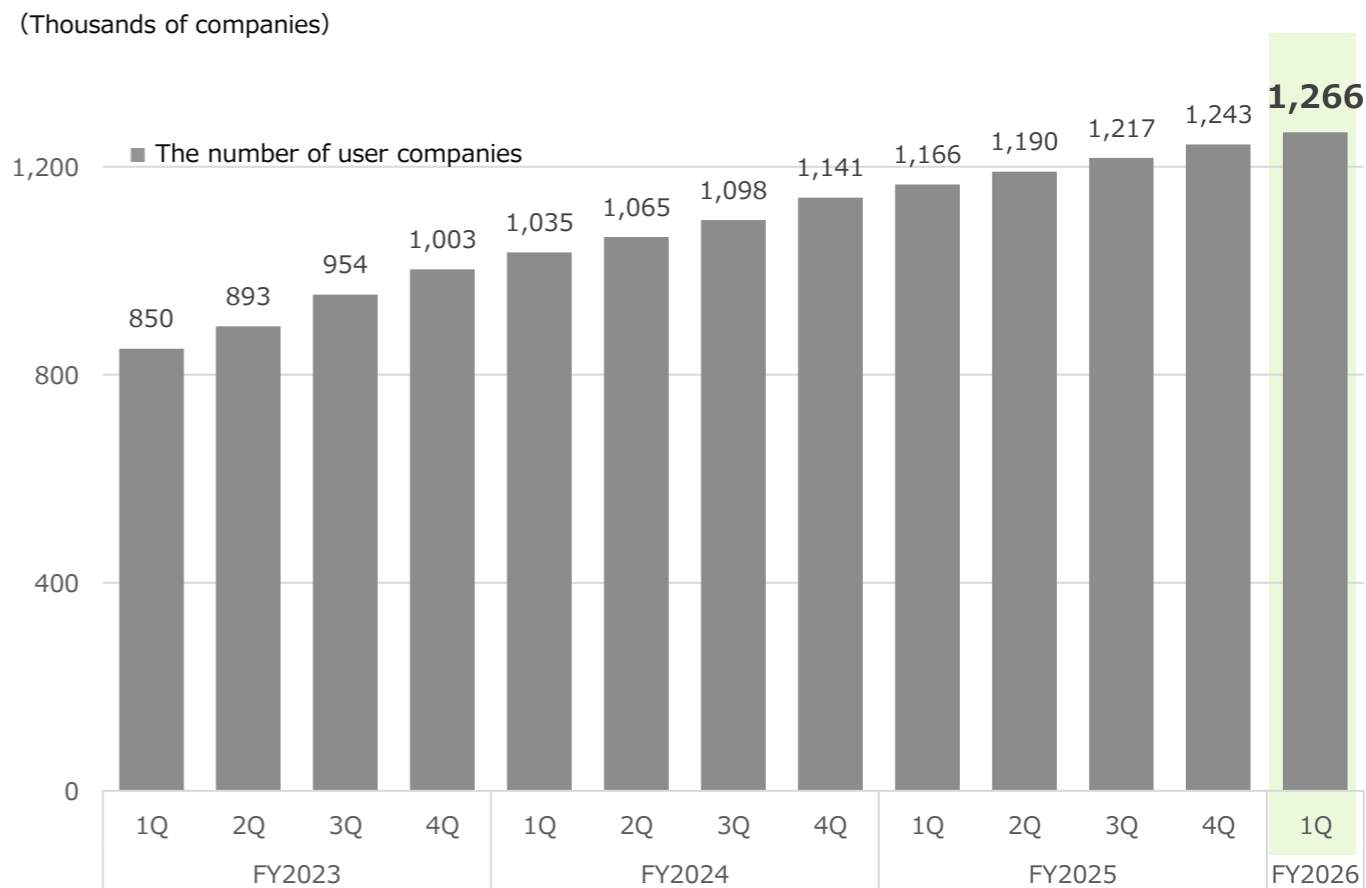
## (2) BtoB-PF ES Business

# ES Business The Number of User Companies Trends

Invoicing  
請求書 PAYING USER



Invoicing  
請求書 USER

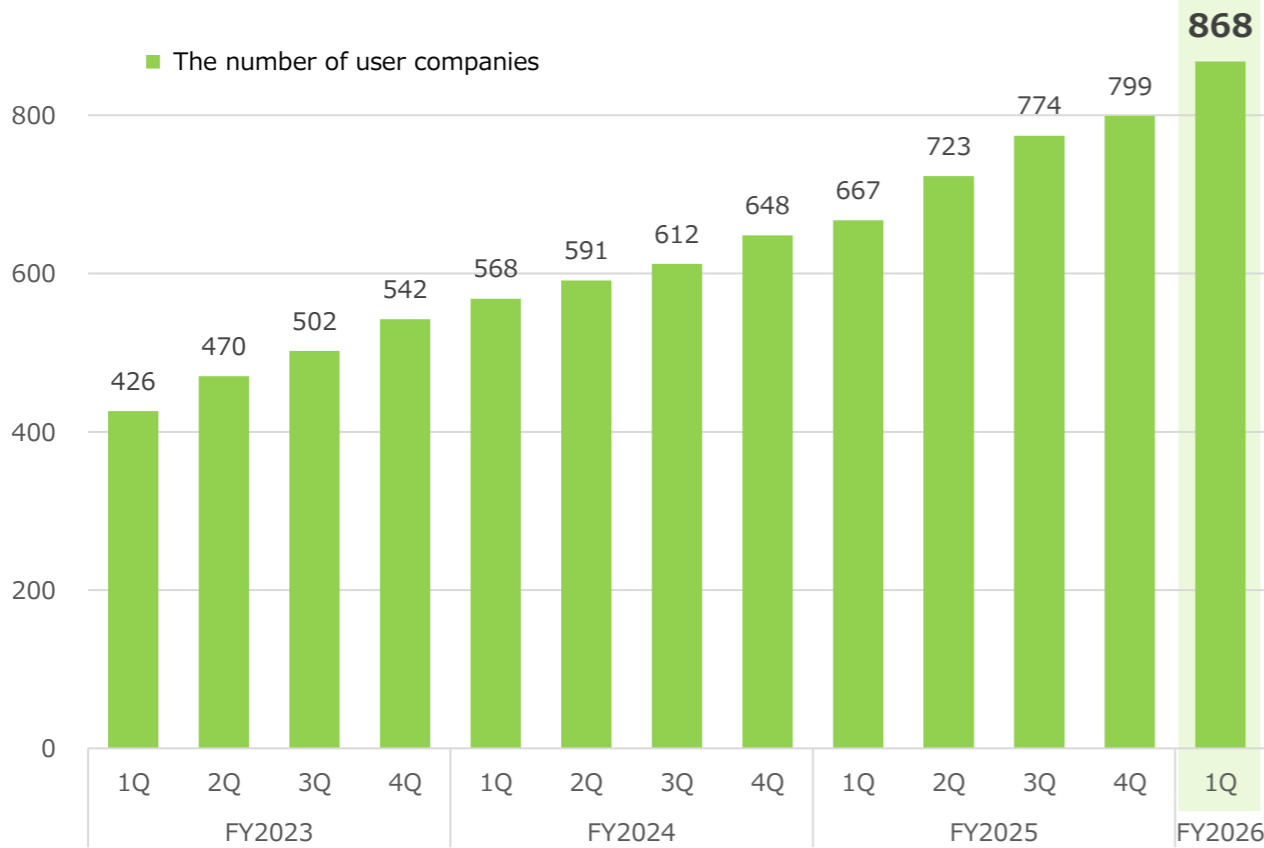


(Note) Invoicing paying user : Following the revision of base rates in April 2025 (Q2), the number of companies using both the receiving and issuing models has increased.

# ES Business The Number of User Companies Trends

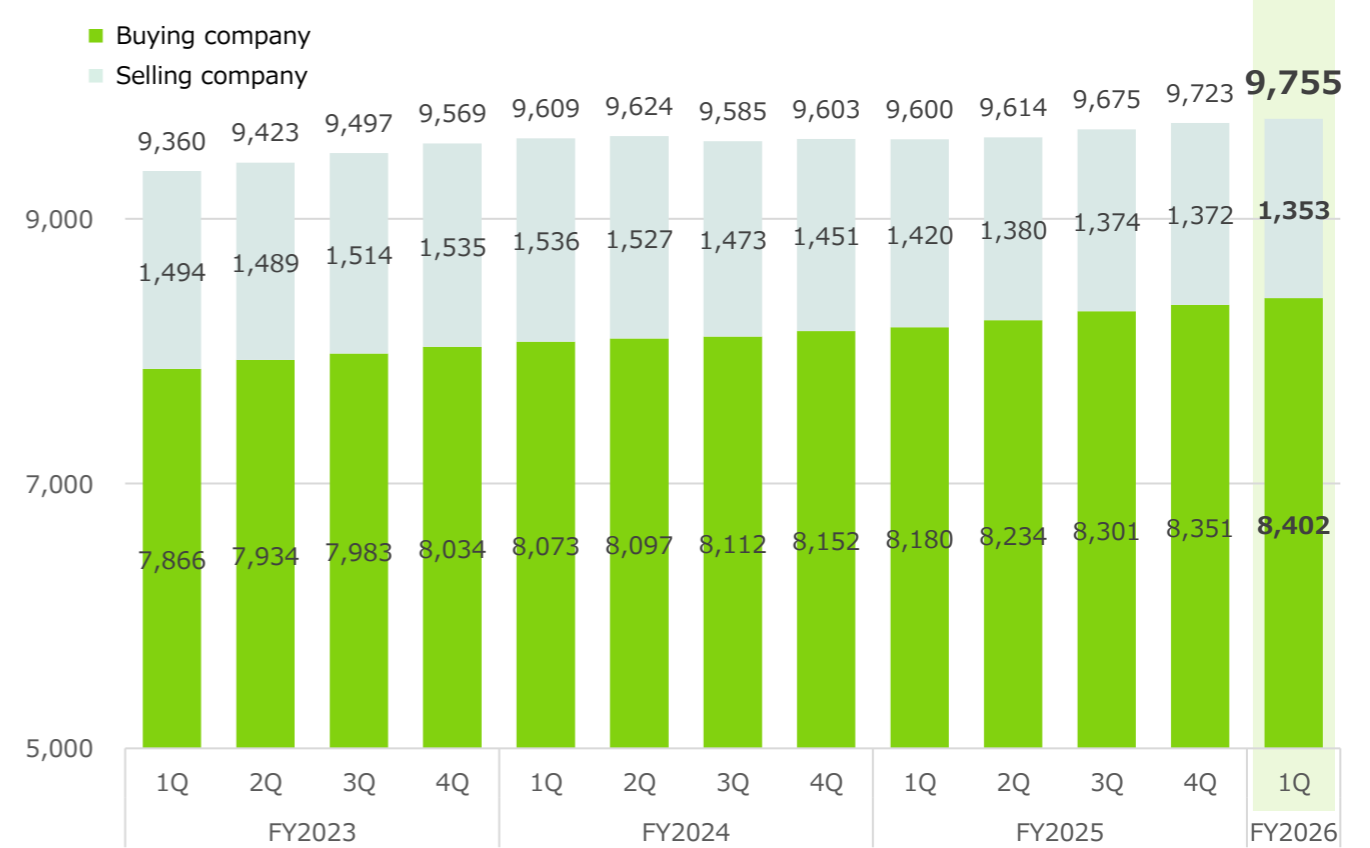
Contract  
**契約書** PAYING USER

(companies)



Matching  
**商談** PAYING USER & USER

(companies)

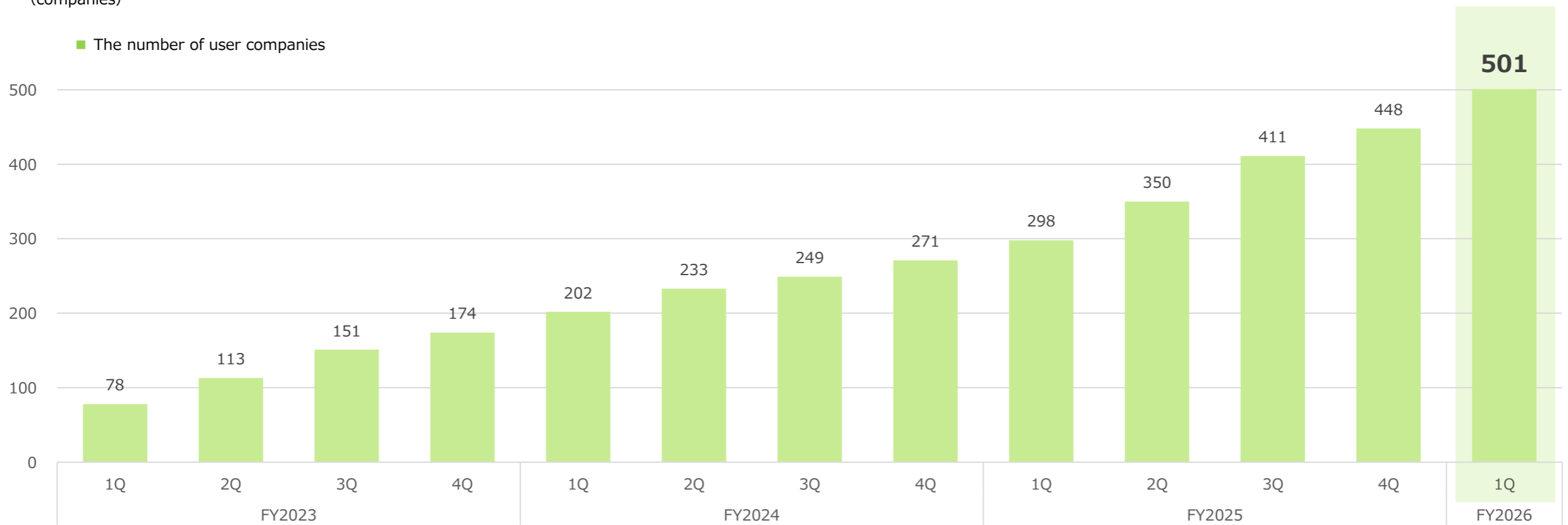


# ES Business The Number of User Companies Trends

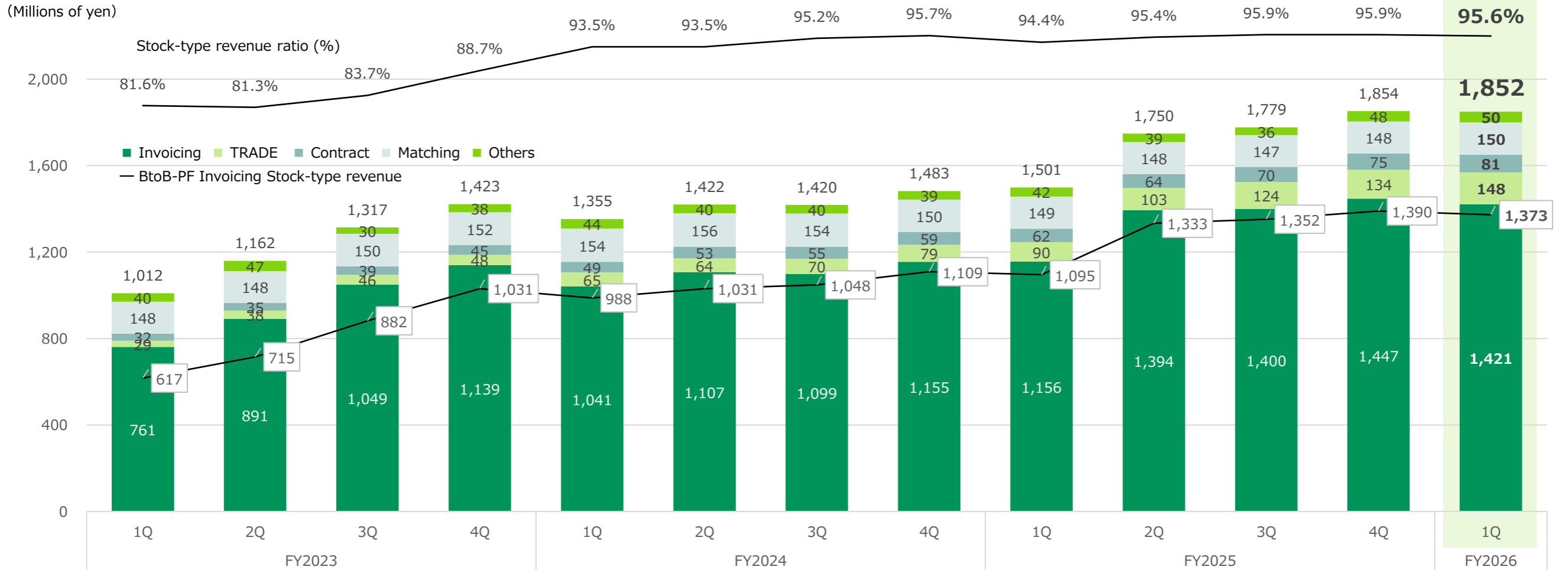
## TRADE PAYING USER

(companies)

■ The number of user companies

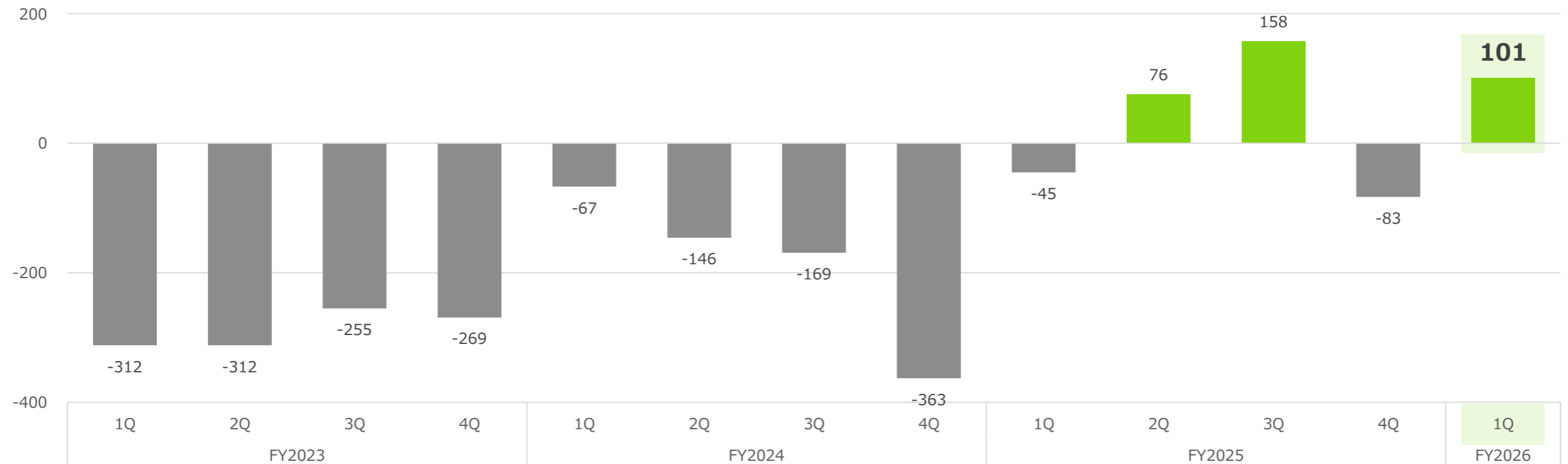


# ES Business Sales Trends



# ES Business Operating Profit Trends

(Millions of yen)



### III. Consolidated Business Forecasts for FY12/26

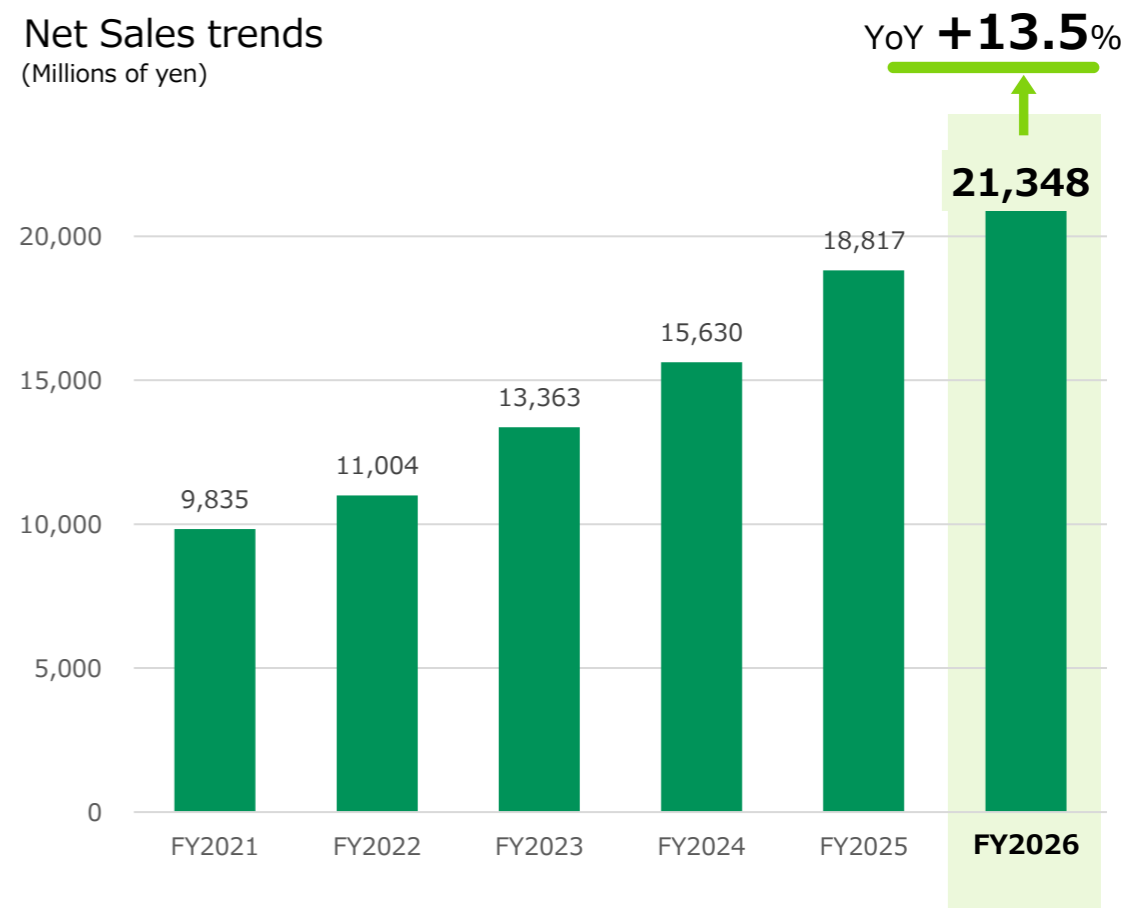
# FY12/26 Consolidated Business Forecasts and Net Sales Trends

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

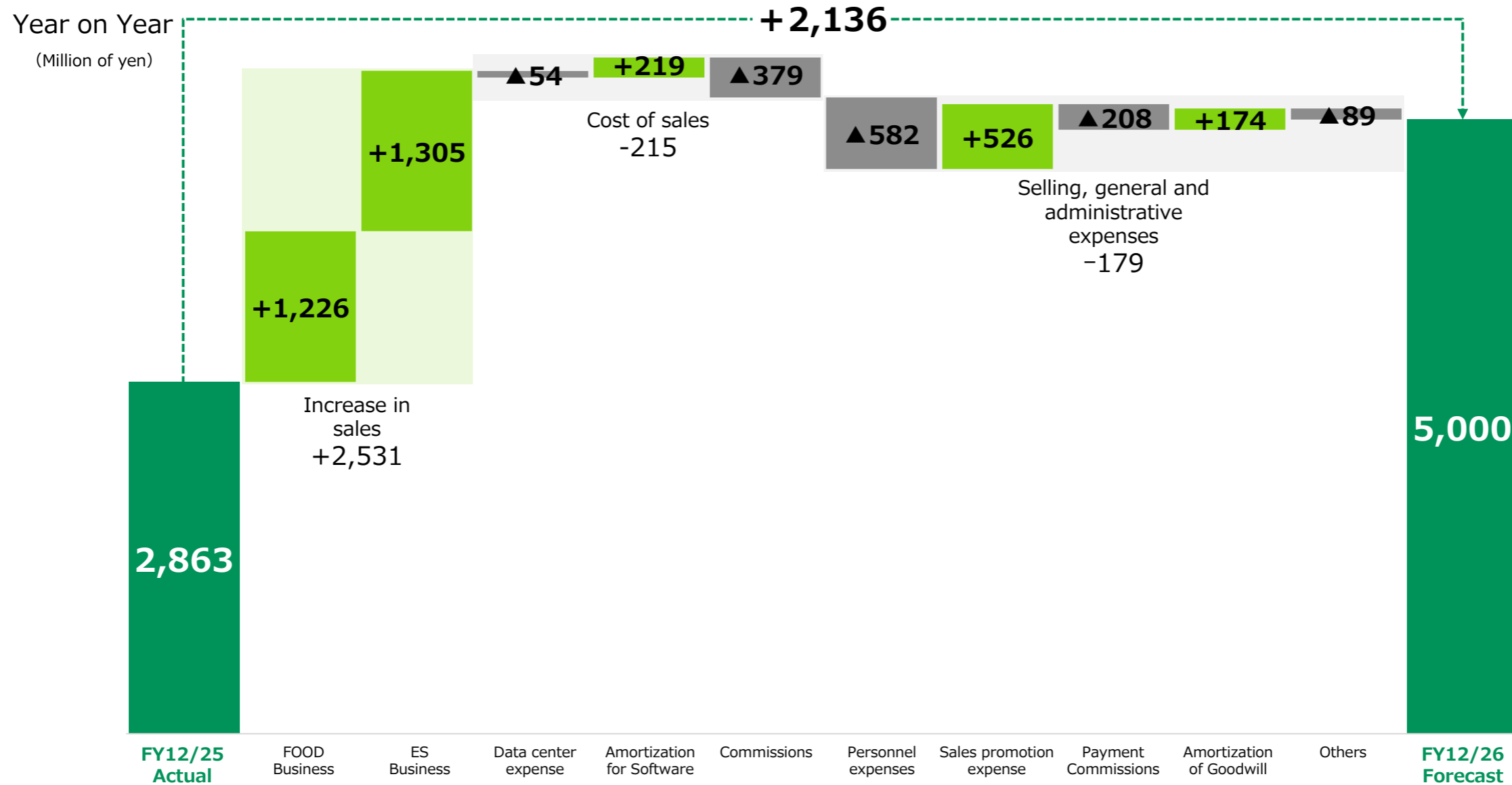
(Millions of yen)

	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%

Net Sales trends  
(Millions of yen)



# 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
<b>[Net sales]</b>	<b>18,817</b>	<b>20.4%</b>	<b>21,348</b>	<b>13.5%</b>
BtoB-PF FOOD	11,930	19.9%	13,157	10.3%
BtoB-PF ES	6,886	21.2%	8,191	19.0%
<b>[Cost of sales]</b>	<b>5,058</b>	<b>-15.4%</b>	<b>5,273</b>	<b>4.3%</b>
BtoB-PF FOOD	2,556	-25.1%	2,797	9.4%
BtoB-PF ES	2,502	-2.5%	2,475	-1.1%
<b>[Gross Profit]</b>	<b>13,758</b>	<b>42.5%</b>	<b>16,075</b>	<b>16.8%</b>
BtoB-PF FOOD	9,374	43.5%	10,359	10.5%
BtoB-PF ES	4,384	40.7%	5,715	30.4%
<b>[SG&amp;A]</b>	<b>10,895</b>	<b>28.9%</b>	<b>11,075</b>	<b>1.7%</b>
BtoB-PF FOOD	6,617	44.2%	6,205	-6.2%
BtoB-PF ES	4,277	10.7%	4,869	13.8%
<b>[Operating Profit]</b>	<b>2,863</b>	<b>138.6%</b>	<b>5,000</b>	<b>74.6%</b>
BtoB-PF FOOD	2,757	41.8%	4,154	50.7%
BtoB-PF ES	106	-	845	695.9%
<b>[Ordinary Profit]</b>	<b>2,836</b>	<b>138.9%</b>	<b>4,835</b>	<b>70.5%</b>
<b>[Profit attributable to owners of parent]</b>	<b>1,922</b>	<b>193.3%</b>	<b>3,097</b>	<b>61.1%</b>
Gross profit margin	<b>73.1%</b>		<b>75.3%</b>	
BtoB-PF FOOD	78.6%		78.7%	
BtoB-PF ES	63.7%		69.8%	
Operating Profit Margin	<b>15.2%</b>		<b>23.4%</b>	
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 digitize 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.

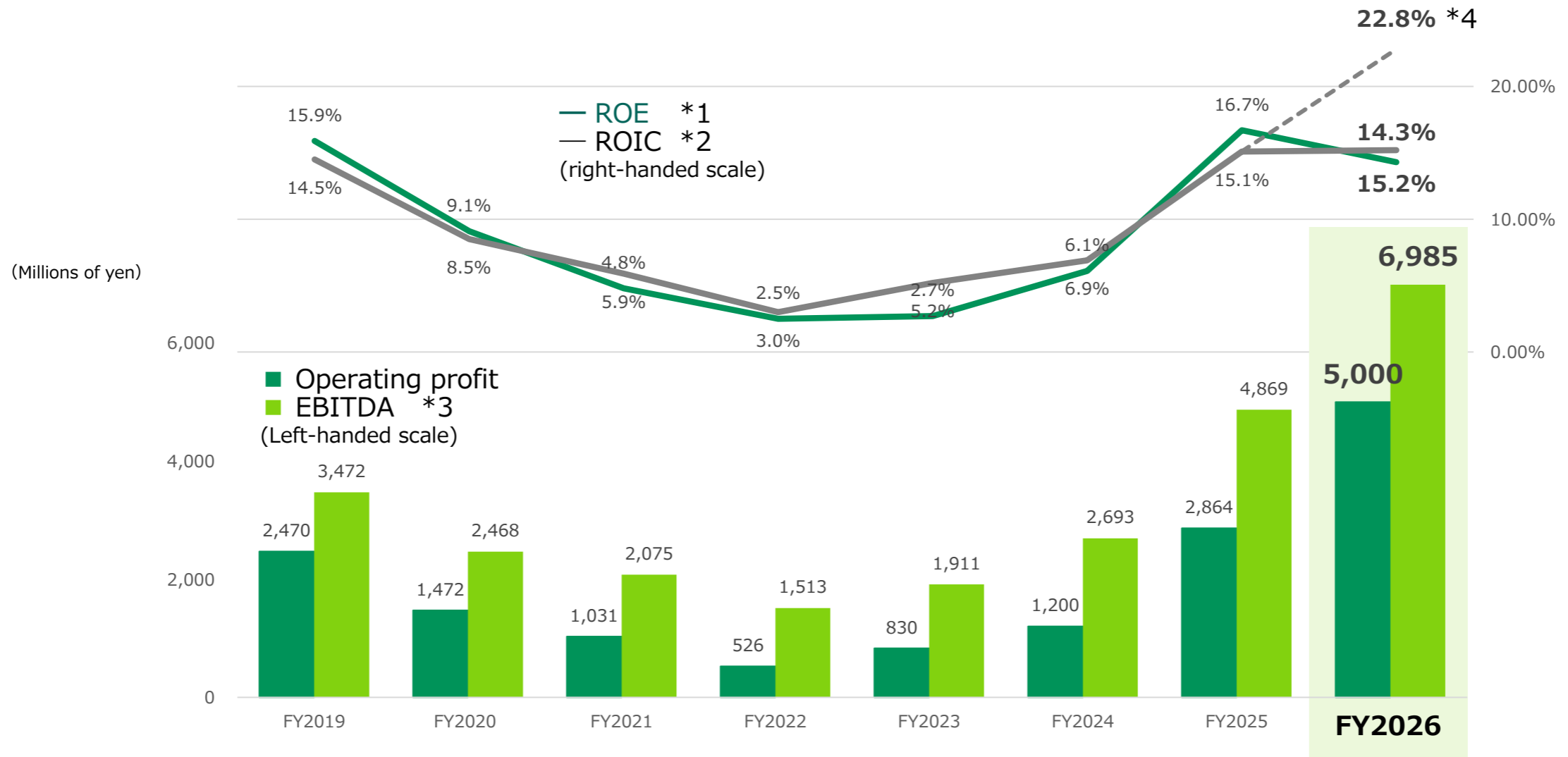
- **SG&A expenses**

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



\*1 ROE = Profit attributable to owners of parent ÷ Average equity during the period

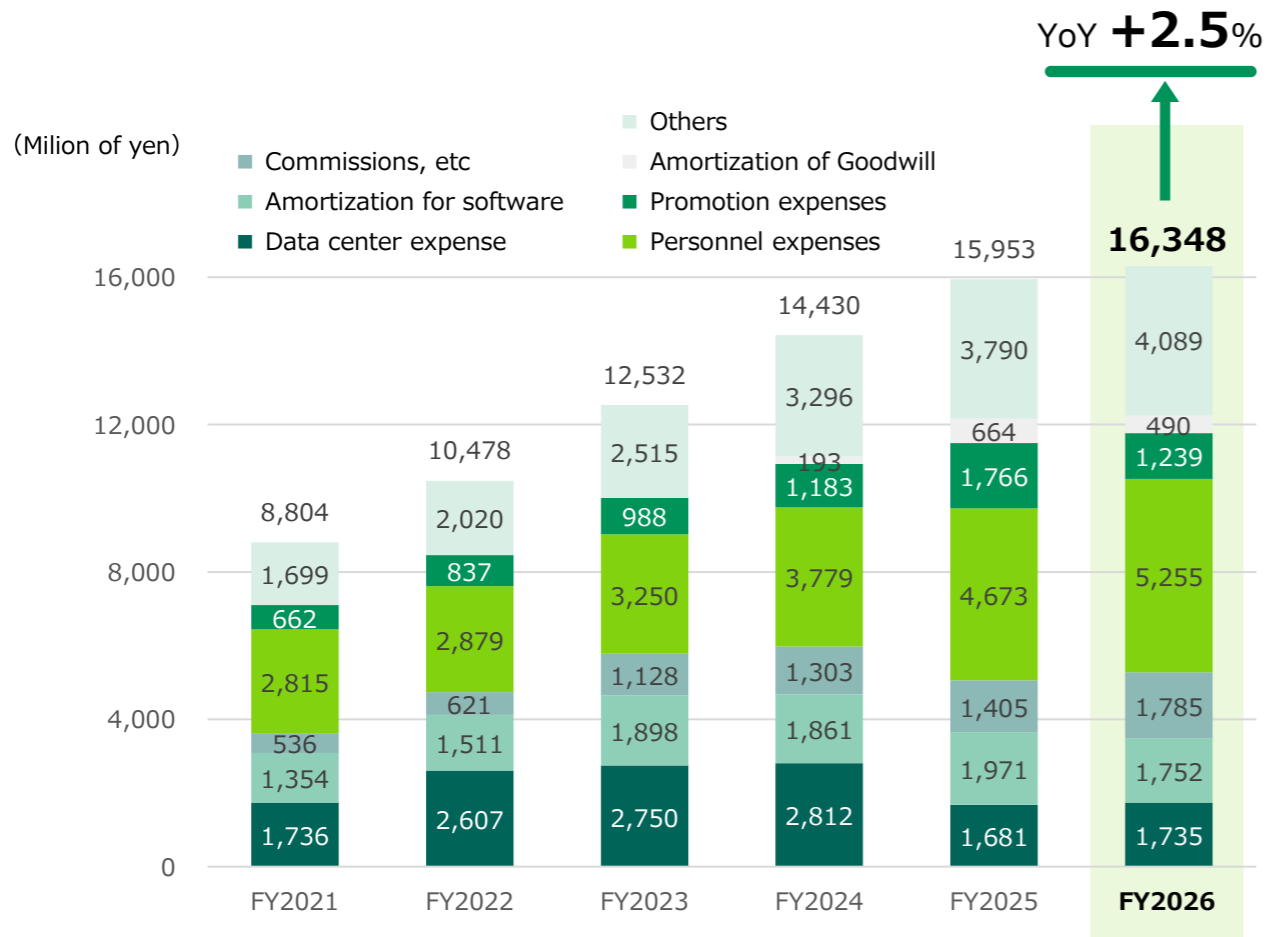
\*2 ROIC = NOPAT (Net Operating Profit After Tax) ÷ Average invested capital during the period\*Interest-bearing debt + Shareholders' equity

\*3 EBITDA = Operating profit + Depreciation + Amortization of Goodwill

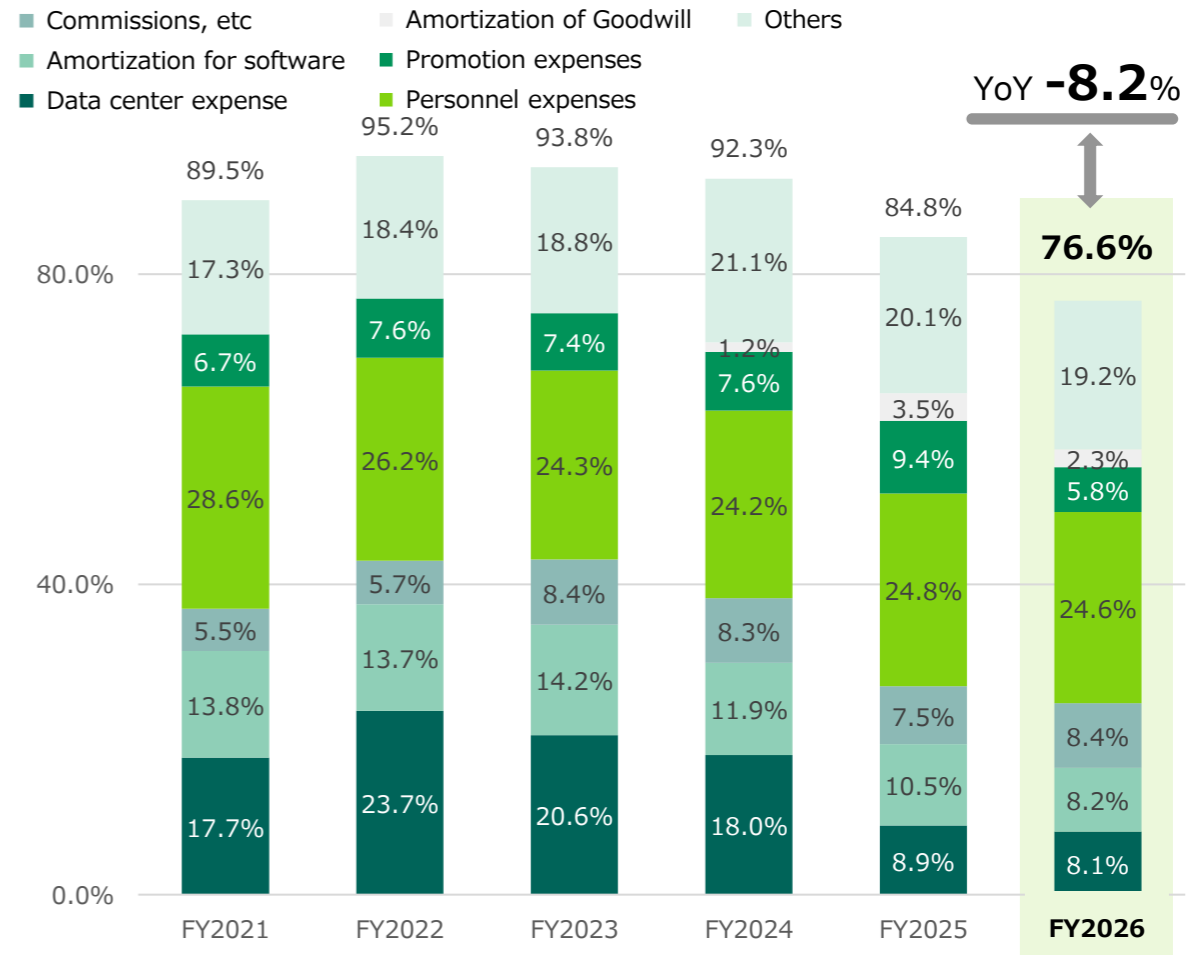
\*4 The adjusted ROIC, calculated by excluding unused cash and deposits from invested capital, is 22.8%.

# 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

Since our founding in 1998, we have grown together with our customers by supporting the digitization 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 as 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

## ① Industry-Specific DtoD Services

- Following the food industry, expanding into construction industry

## ② No. 1 in Digital Invoicing

- Digitilization down to invoice details

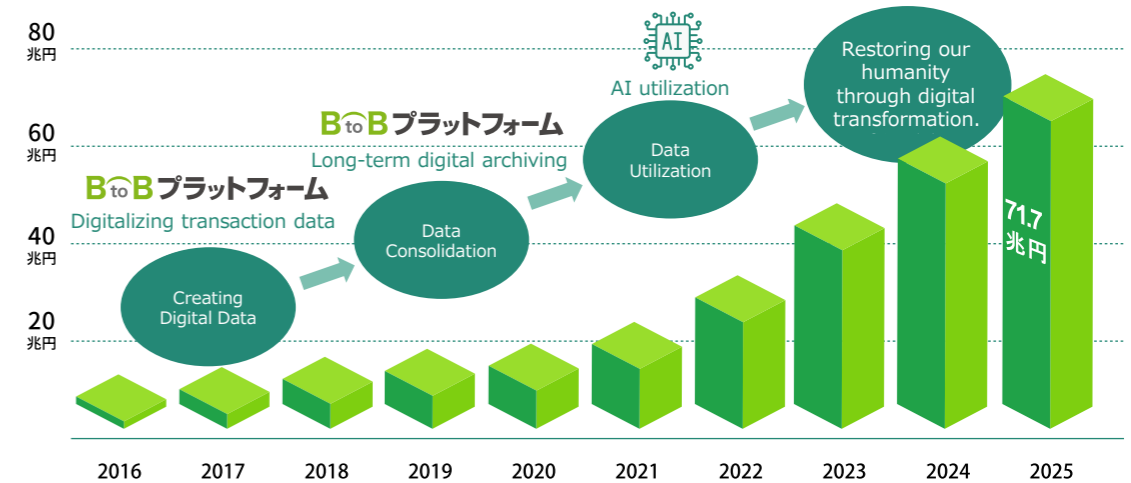
## ③ Digital Data Utilization

- Facilitates AI-driven data utilization

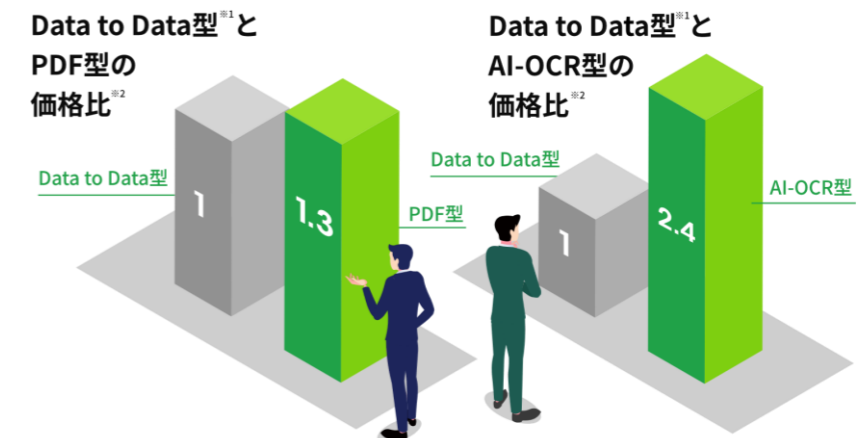
## ④ Cost Benefits Unique to DtoD

- Reduces costs associated with document storage

## BtoB Platform and Data



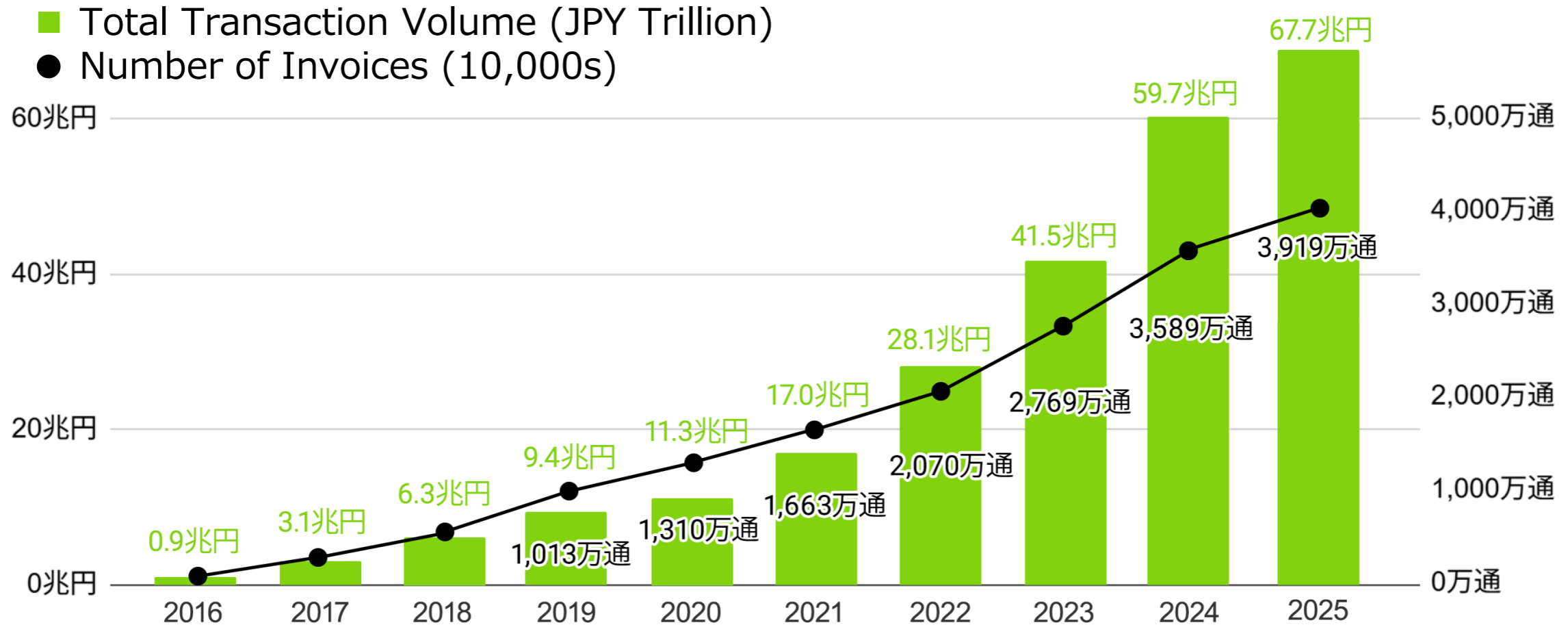
## Digital cost advantage



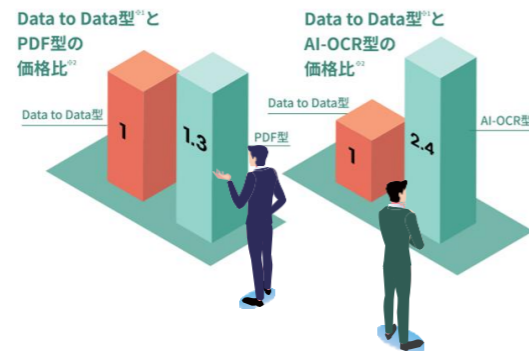
# Features of the BtoB Platform: Increased Transaction Volume Through Invoicing Services

The invoicing business has grown steadily over the past decade.

## BtoB Platform Invoicing



## 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

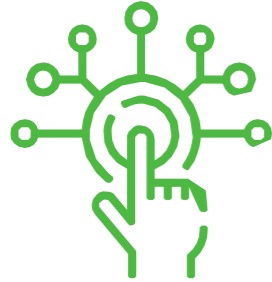


[www.aicpa.org/soc4so](http://www.aicpa.org/soc4so)

## Fully Digitilizing All BtoB Transactions

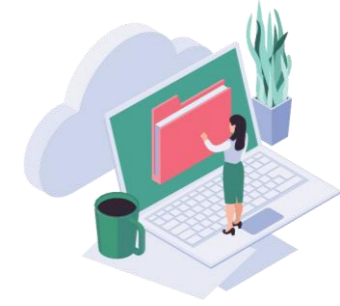
By leveraging digital technology to streamline operations, we aim to create a society where "everyone can live with human dignity." in both their work and personal lives.

# 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

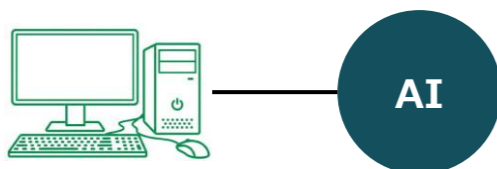
Because transaction data is digitized down to the line-item level, AI can be fully leveraged to generate significant business insights and outcomes.



# Changes in the Market Environment Driven by Generative AI

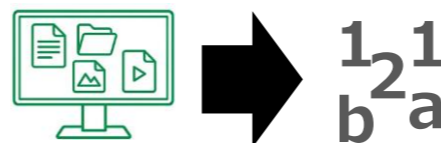
- The market landscape is changing with the emergence of generative AI

## 1 Obsolescence of existing features



- **Disappearance of the UI**  
Tasks are processed by AI without the need to log in
- **Decline in the value of existing features**  
Features across companies become standardized due to code written by AI

## 2 Shift in value



- **Shift in Value**  
The focus of value is shifting from UI and features to data
- **Data Value**  
We are moving toward a world where companies that hold large amounts of proprietary data will prevail

## 3 New challenges



- **Challenges in AI Ethics**  
Incorrect AI responses and responses that raise ethical concerns
- **External Attacks**  
AI malfunctions caused by malicious external attacks

## Our Competitive Advantage in the Era of Generative AI

- Our competitive advantage in the era of generative AI lies not in the application features themselves, but in our network of over 1.25 million companies and the accurate transaction data exchanged via DtoD



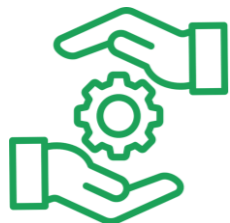
### Network Effects: “Platforms” That Gain Value Through AI

As AI becomes more widespread, the value of B2B platforms that possess accurate business-to-business transaction data and an established network will increase.



### DtoD Data: The “High-Purity Fuel” That Determines AI Accuracy

Through the DtoD (Data to Data) model, we have accumulated structured, high-precision historical data.



### A Safe and Secure Platform: Ensuring Governance in the Age of AI

Our platform is a “closed, secure platform” where interactions take place in a strictly controlled environment based on mutual approval.

# Value Our AI Servicing Provides to Customers

- For companies utilizing a BtoB platform, data digitization 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 digitization.
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  
**B to B**  
プラットフォーム



Manual  
work  
Mitigation



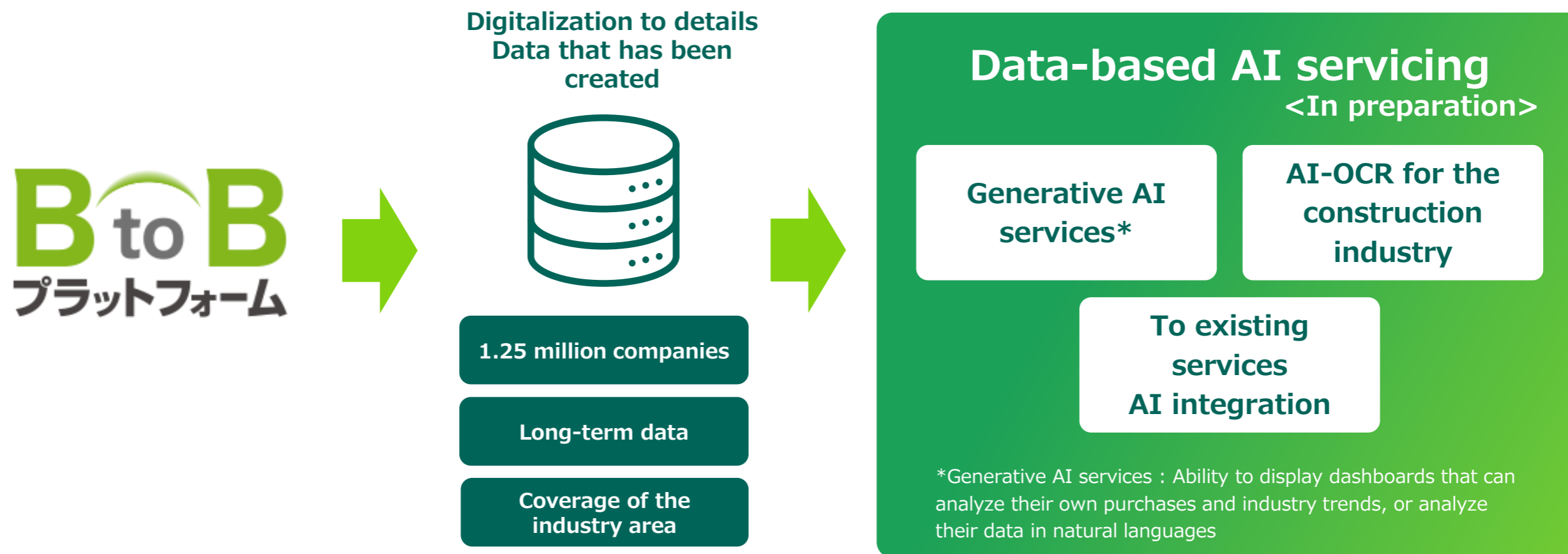
Verification  
check  
Mitigation



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.



## Our Strength: From Horizontal to Vertical

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



Construction Industry Network



Invoice Network



Food Industry Network

\* Conceptual Diagram of Transaction Relationships Among BtoB Platform Members

# Our Strengths: Expanding Vertical Services from the Local Level infomart

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



## Ideal State From 2027 onwards



Slogan

業界と共に。地域と共に。  
パートナーと共に。

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 digitization 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 Daiichi Life 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 digitization expertise, we will accelerate a seamless and complete digitalization of BtoB transactions.



## 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 Daiichi Life (1)

We have concluded a capital and business alliance agreement with the Daiichi 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.

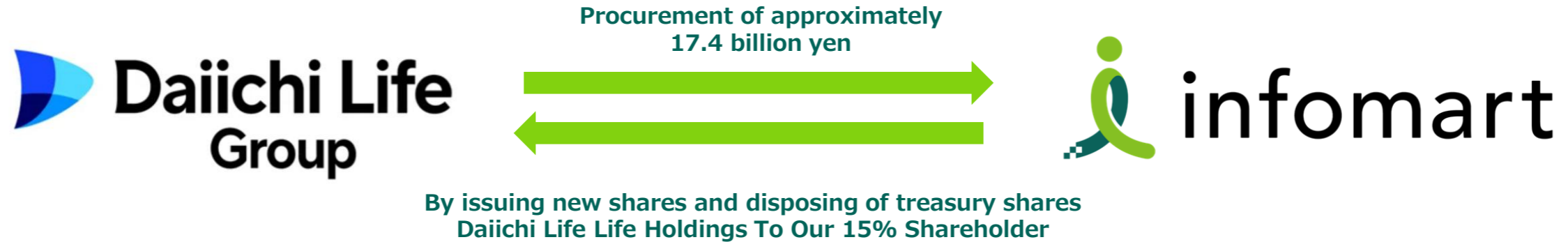


## Scope of the alliance

1. Cooperation by the Daiichi Life Group in expanding sales of our Group's services
2. Cooperation by our Group in expanding sales of the Daiichi 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 Daiichi Life Life (2)

By having the Daiichi Life 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 2.0 billion yen**

## V . Return Profits to Shareholders

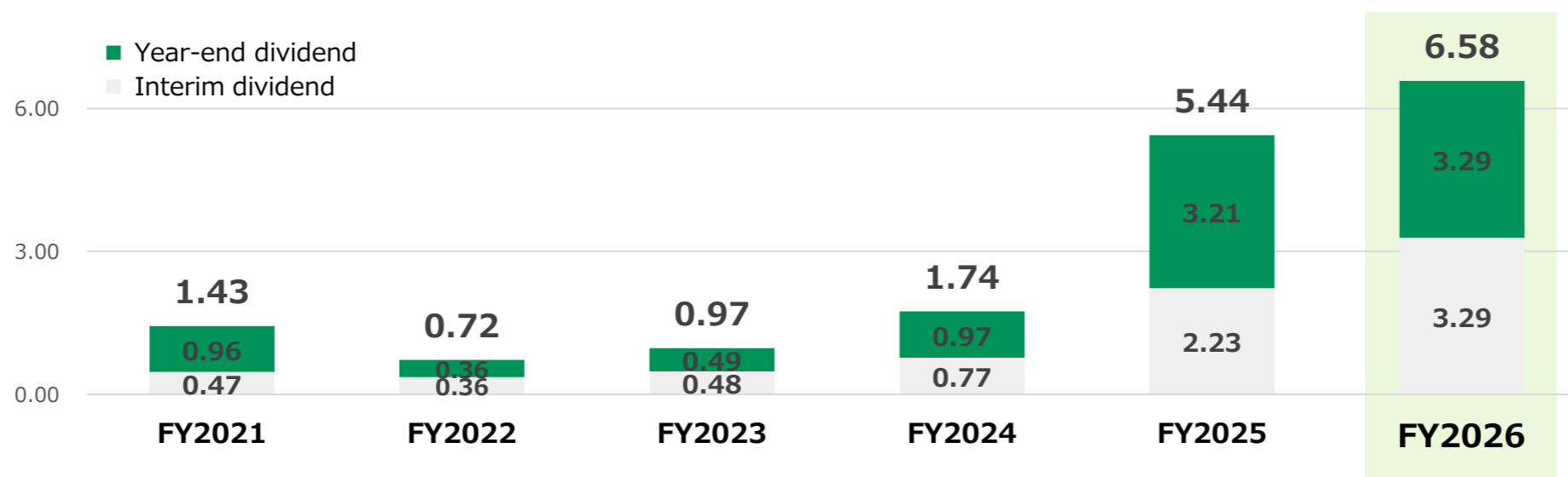
# Dividend Policy and Dividend Status

## 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



as of end-March 2026

## COMPANY PROFILE

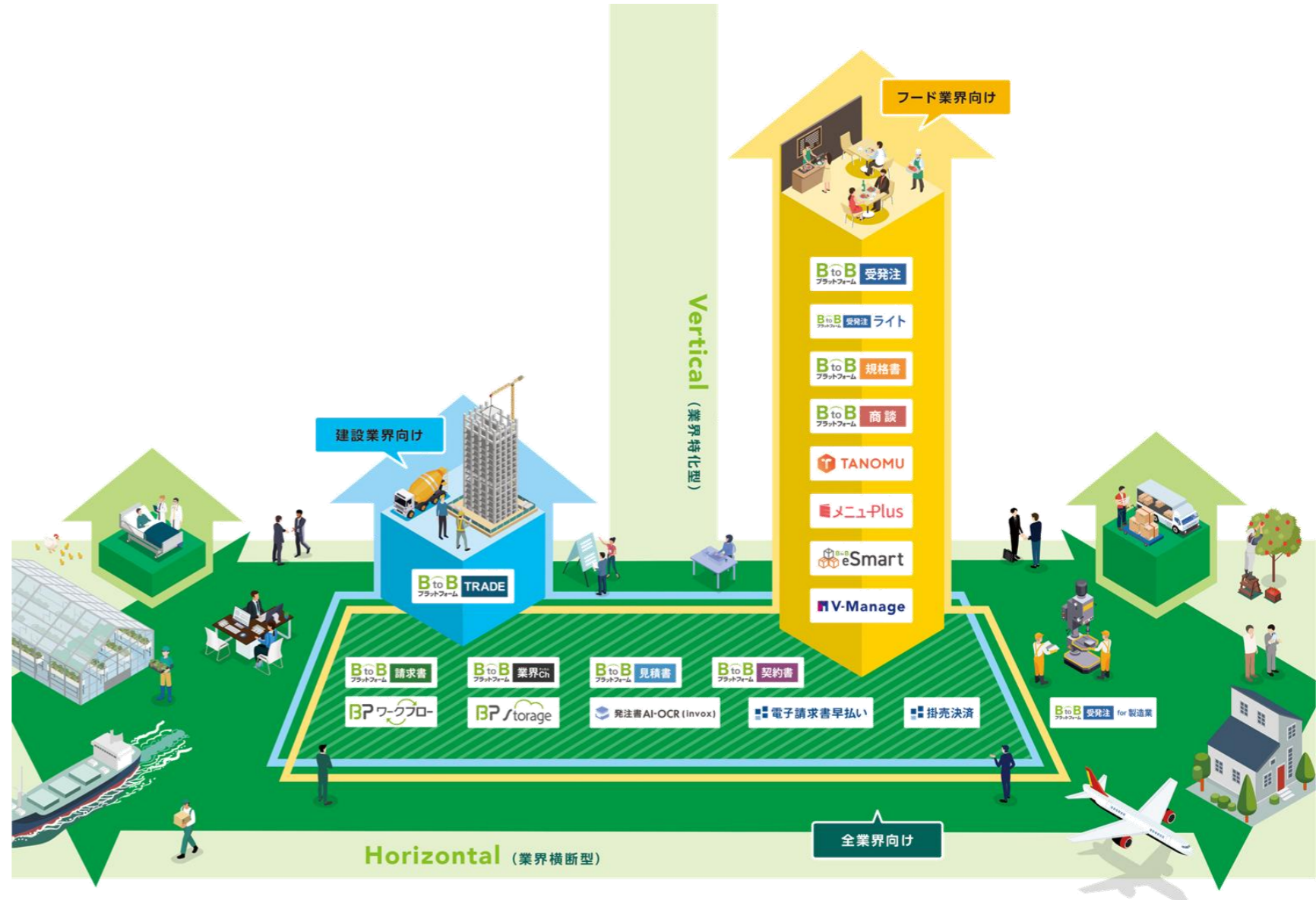
- Company name Infomart Corporation
- Date of Foundation 13th February 1998
- Business Content Operation of BtoB Platform (Business to Business EC Trade Platform)
- Company Address (Head Office) 13th Floor, Shiodome Shibarikyu Building, 1-2-3 Kaigan, Minato-ku, Tokyo, 105-0022, Japan
- Representative Shin Kimura, President and CEO
- Capital Fund 4.9 billion 69.18 million yen
- Number of employees 884 personnel (consolidated), 860 personnel (non-consolidated)
- Group companies Tanomu Inc. (Shibuya-ku, Tokyo)  
Restartz Co., Ltd. (Minato-ku, Tokyo)  
invox Inc. (Shinjuku-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 & Digitalization Promotion Center Fukuoka Asahi Building 7F, 2-1-1 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 lab Keihan Setagaya Building 3F, 1-18-10 Wakabayashi, Setagaya-ku, Tokyo, 154-0023, Japan
  - Fukuoka Support Center Hakata Fukami Park Building 6F, 4-14-1, Hakata Ekimae, Hakata-ku, Fukuoka-shi, Fukuoka, 812-0011, Japan

# Company Introduction

## HISTORY

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>1998 株式会社インフォーマートを設立</li> <li>[FOODS Info Mart]のサービス開始<br/>(現: BtoBプラットフォーム 商談)</li> <li>1999 福岡に福岡カスタマーセンターを開設</li> <li>2000 一般社団法人日本フードサービス協会と<br/>外食産業界向け JF FOODS Info Mart<br/>事業の共同事業開始</li> <li>2003 [ASP受発注システム]のサービス開始<br/>(現: BtoBプラットフォーム 受発注)</li> <li>2005 [FOODS信頼ネット]のサービス開始<br/>(現: BtoBプラットフォーム 規格書)</li> <li>2006 東京証券取引所マザーズ上場</li> <li>2009 [ASP受注・営業システム]のサービス開始<br/>(現: BtoBプラットフォーム 受発注 ライト)</li> <li>2013 大阪に西日本営業所を開設</li> <li>2015 [ASP請求書システム]のサービス稼働開始<br/>(現: BtoBプラットフォーム 請求書)</li> <li>東京証券取引所市場第一部に市場変更</li> <li>2016 [BtoBプラットフォーム]に<br/>サービスブランド名を変更、提供開始</li> <li>2017 [BtoBプラットフォーム 業界チャネル]の<br/>サービス開始</li> <li>[BtoBプラットフォーム 見積書]の<br/>サービス開始</li> </ul> | <ul style="list-style-type: none"> <li>2018 [BtoBプラットフォーム 契約書]の<br/>サービス開始</li> <li>2020 BtoBファイナンス「電子請求書早払い」の<br/>サービス開始</li> <li>[BtoBプラットフォーム 受発注 for 製造業]<br/>のサービス開始</li> <li>2021 [BtoBプラットフォーム TRADE]の<br/>サービス開始</li> <li>串カツ田中HD(現: ユニシアHD)と合弁会社<br/>[株式会社RestartZ]を設立</li> <li>2022 東京証券取引所プライム市場に移行</li> <li>RestartZ[V-Manage]のサービス開始</li> <li>2023 BtoBファイナンス「掛売決済」の<br/>サービス開始</li> <li>株式会社タノムを連結子会社化</li> <li>北海道に札幌営業所を開設</li> <li>沖縄に沖縄営業所を開設</li> <li>東京に三軒茶屋ラボを開設</li> <li>愛知に名古屋営業所を開設</li> <li>2025 [TANOMU]のサービス提供開始</li> <li>株式会社invoxを持分法適用関連会社化</li> <li>第一生命ホールディングス株式会社(現: 株式<br/>会社第一ライフグループ)との資本業務提携<br/>契約締結</li> <li>福岡に福岡営業所・デジタル化推進センター<br/>を開設</li> </ul> |
|---|--|



# Company Introduction

## TAGLINE

しごと、スマート。  
インフォマート

Work Smart, Infomart

## BRAND STATEMENT

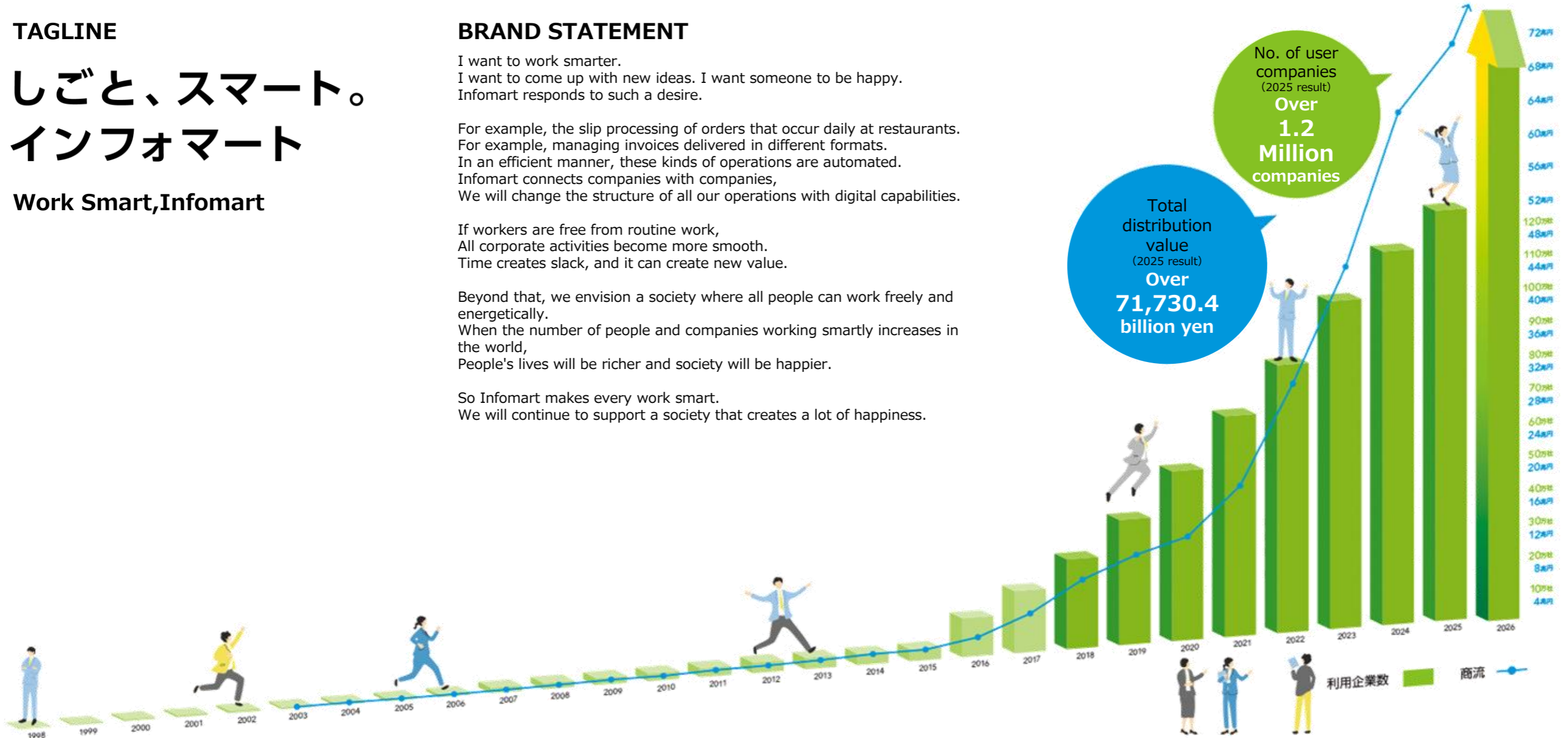
I want to work smarter.  
I want to come up with new ideas. I want someone to be happy.  
Infomart responds to such a desire.

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.





# 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

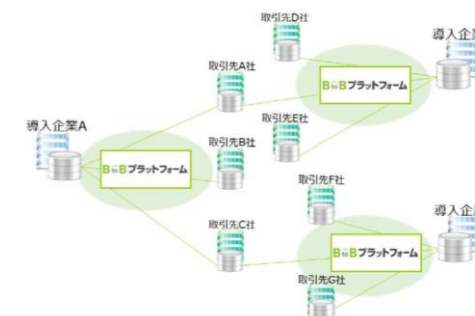
Even if transactions using BtoB Platform increase, there is a ceiling on the usage fee, so I am confident. It also reduces paper vouchers and storage locations, so it can be expected to be highly cost-effective.

### Business model

#### Stock-type business

- ① High renewal rate of use  
=Customers' natural choice
- ② Stable earnings  
= 90% or more of sales are monthly system usage fees; profit margins rise once the number of user companies exceeds the break-even point.

#### 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.

### BtoB Platform 受発注 ライト



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

Fees (excluding taxes)




as of end-March 2026

<b>BtoB-PF FOOD business</b>		<p>&lt;Buyer Company&gt;                  《Monthly usage fee》                  ・Head office : JPY18,000                  ・Store : JPY1,500                  《Initial fee》 from JPY300,000                  (depending on store count)</p>	<p>&lt;Seller Company&gt;                  《Monthly usage fee》                  ・More than JPY100,000 to JPY2.5 million : 1.10% of the monthly order amount                  ・More than JPY2.5 million to JPY10 million : 0.40% of the monthly order amount                  ・More than JPY10 million to JPY50 million : 0.20% of the monthly order amount                  ・More than JPY50 million to JPY75 million : 0.05% of the monthly order amount                  ・Over JPY75 million ~ : JPY150,000                  ・Adding IDs : JPY800 per ID</p>		
		<p>&lt;Buyer Company&gt;                  《Monthly system usage fee》JPY50,000                  《Initial fee》 from JPY300,000</p>	<p>&lt;Wholesaler Ordering Function&gt;                  《Monthly system usage fee》JPY35,000                  《Initial fee》 from JPY300,000</p>	<p>&lt;Wholesaler Ordering Seller Function&gt;                  《Monthly system usage fee》                  ・Fixed fee : JPY35,000 or JPY50,000                  ・Pay-for-use : JPY3,000 to JPY20,000</p>	
		<p>&lt;Seller Company&gt;                  《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</p>			
		<p>&lt;Seller Company&gt;                  《Monthly usage fee》 JPY30,000 ~ JPY500,000                  《Initial fee》 JPY100,000 ~ JPY300,000                  (Depends on orders/receivable quantity)</p>			
		<p>&lt;Buyer Company&gt;                  《Monthly usage fee》                  ・Store : JPY5,000                  《Initial fee》 from JPY300,000</p>			

# Service fee structure

Fees (excluding taxes)

as of end-March 2026

BtoB-PF ES business		<p>《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)</p> <ul style="list-style-type: none"> <li>• 51 to 1,000 invoices: JPY100 per invoice</li> <li>• 1,001 transactions and over: JPY90 per transaction</li> </ul> <p>+〔Pay-for-use fee②〕 Number of invoices issued per month (Up to 100 invoices included in the basic fee)</p> <ul style="list-style-type: none"> <li>• 101 to 1,000 invoices: JPY60 per invoice</li> <li>• 1,001 invoices or more: JPY50 per invoice</li> </ul> <p>《Initial fee》 from JPY100,000</p>	
		<p>&lt;Gold Plan&gt; 《Monthly system usage fee》 〔Basic fee〕 JPY30,000 + 〔Pay-for-use fee〕 Number of contract issued and received per month</p> <ul style="list-style-type: none"> <li>• Up to 100 contracts are included in the fixed fee.</li> <li>• 101 or more: JPY50 per contract</li> <li>• In-house storage: Unlimited</li> </ul> <p>《Initial fee》 estimate separately</p>	<p>&lt;Silver Plan&gt; 《Monthly system usage fee》 〔Basic fee〕 JPY10,000 + 〔Pay-for-use fee〕 Number of contract issued and received per month</p> <ul style="list-style-type: none"> <li>• 1 or more: JPY50 per contract</li> <li>• In-house storage: Up to 3 contracts per month</li> </ul> <p>《Initial fee》 estimate separately</p>
		<p>&lt;Buyer Company&gt; 〔Fixed fee〕 JPY5,000</p>	<p>&lt;Seller Company&gt; 〔Fixed fee〕 JPY25,000</p>

The contents of this document are the economic conditions generally recognized as of April 30, 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.