



We connect companies and people
all over the world using a global platform

Info Mart Corporation

FY2019 Full-Year Financial Results

FY2019/4Q

TSE First (1st) Section (2492)



| | |
|--|----------------|
| I . About Infomart | ... P1 |
| II . FY2019 Full-Year Financial Results | ... P7 |
| III . Management Policies Consolidated Business Forecasts for FY12/20 | ... P14 |
| IV . Return Profits to Shareholders | ... P20 |

I . About Infomart

- Company Name: Infomart Corporation
(TSE First (1st) Section / Stock code: 2492)
 - Representative: President and CEO Osamu Nagao
Vice President Naotake Fujita
 - Head office: 13th Floor, Shiodome Shibarikyu Building,
1-2-3 Kaigan, Minato-ku, Tokyo,
105-0022, Japan
 - Nishinohon sales office: Yodogawa-ku, Osaka-city
 - Customer center: Hakata-ku, Fukuoka-city
 - Established: February 13, 1998
 - Capital: 3.2 billion 12.51 million yen Consolidated
 - Subsidiaries: Infomart International
 - No. of employees (connection): 520 (full-time 462 / temporary 58)
 - URL: <https://www.infomart.co.jp/>
- ▼ Please enjoy the video showing the world we envision with our B2B Platforms.

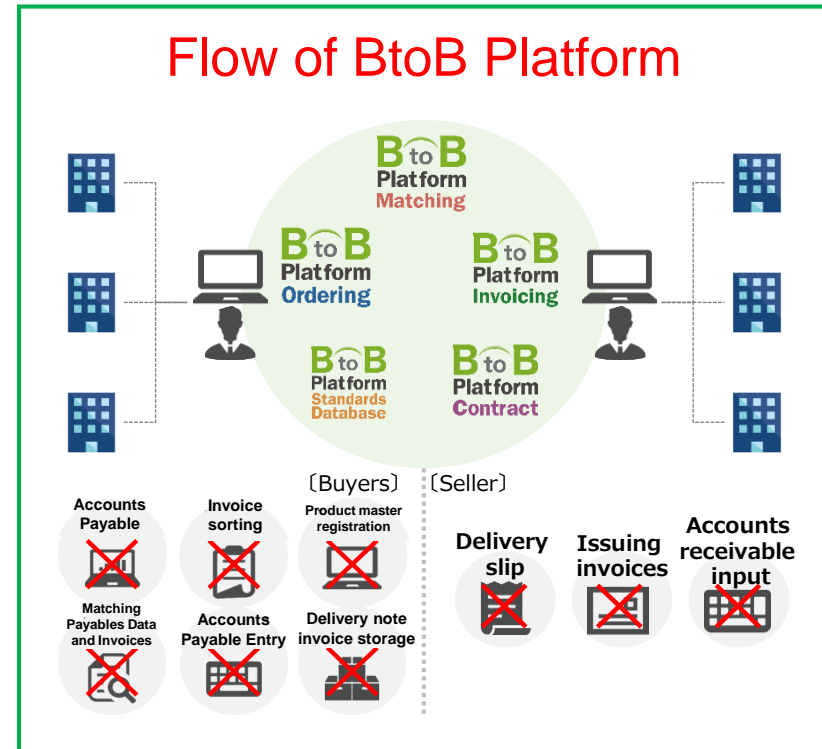
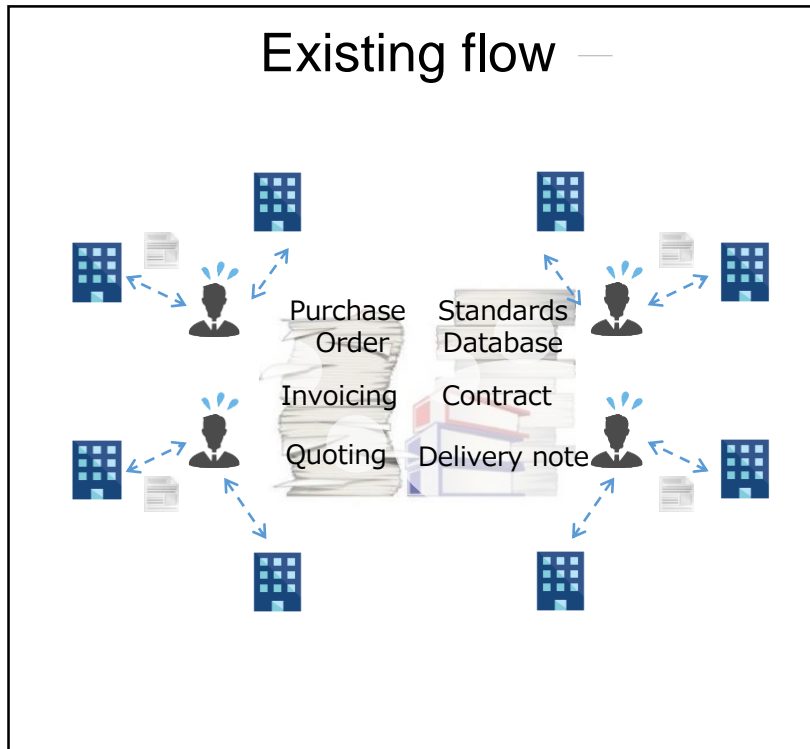
<https://www.infomart.co.jp/movie/>



Business Overview

Since its founding, we specialize in **BtoB Platform**

- Providing **a common system** as a place for streamlining transactions and exchanges between companies
- **Cloud-based systems**: Companies can use the same screen with their business partners for daily operations.



Major BtoB Platform

BtoB Platform Matching

From June 1998

A website where buyers and sellers of foodstuffs can match up on the Internet. Offers one-stop services ranging from the development of business partners to business negotiations, estimates, ordering and receipt, and settlement.

BtoB Platform Ordering

From February 2003

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

Decreased verification work due to daily sharing of transaction data, and greatly reduced monthly verification work.

BtoB Platform Standards Database

From April 2005

A tool for managing allergens and origin information to promote food safety and security.

Efficiency is improved by electronically managing merchandise standard documents managed in different formats in a unified format.

BtoB Platform Invoicing

From January 2015

A system that digitizes both invoicing and receipt operations, regardless of industry. Realize more efficient accounting operations.

BtoB Platform Contract

From July 2018

Signing of business-to-business agreements on a blockchain platform.

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

■ Characteristics of Our Business

■ Characteristics of BtoB Platform

- 1. Standardization:** Not customized → Promoting the participation of a large number of businesses → Defactorization → Enhancement of platform usage value
- 2. Digitization:** Electronic data processing → Efficiency enhancement + Management advancement + Minimize environmental impact
- 3. Low Rate:** Increase in number of users \neq Increase in proportional cost → High cost effectiveness



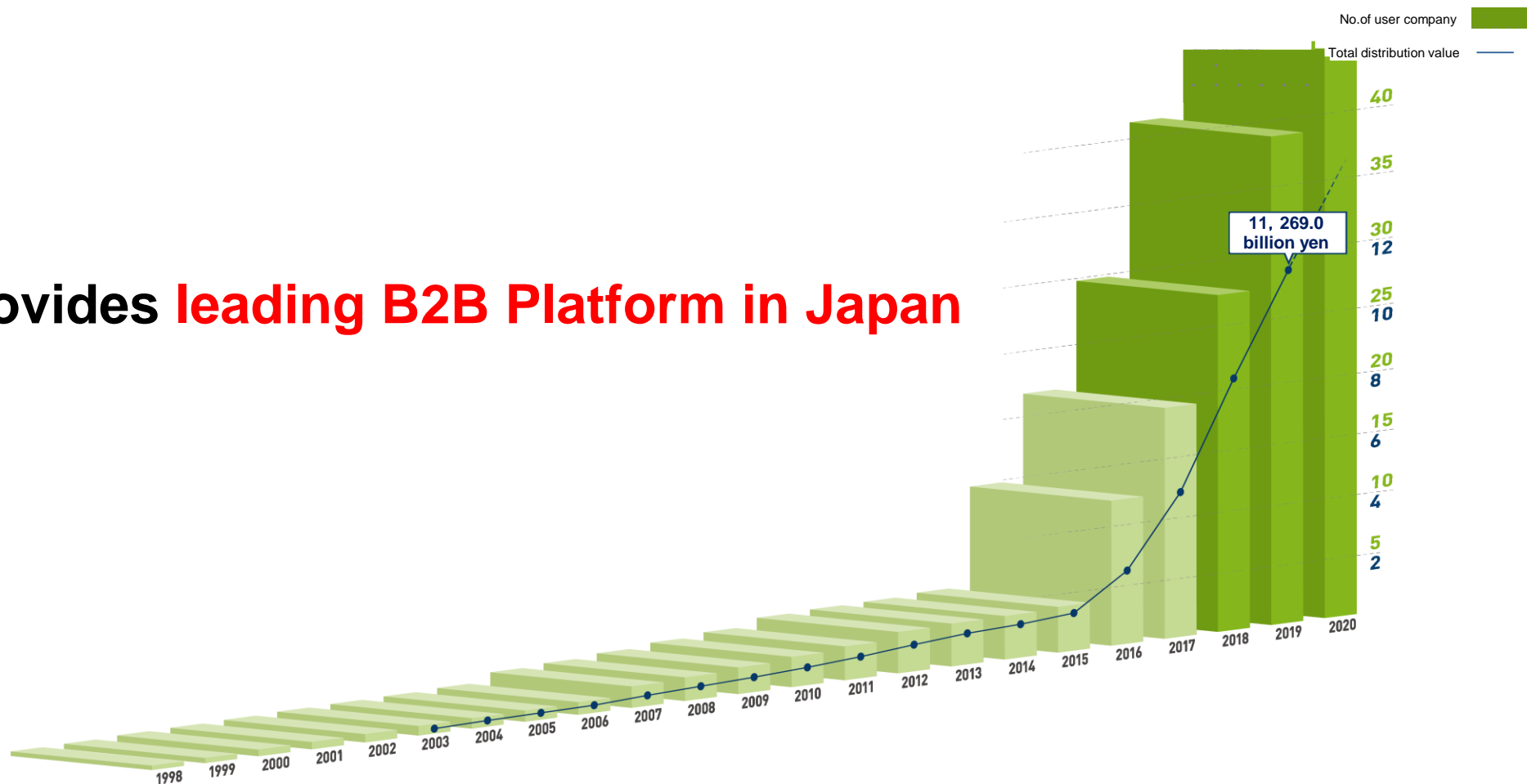
Customer's natural choice = Continued use

Stable recurring revenues: 95% of sales are from monthly system usage fees

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

Our business results

Provides **leading B2B Platform in Japan**



No. of user companies (as of end- December 2019)

387,624 companies

No. of offices (as of end- December 2019)

824,920 offices

Total distribution value (2019 result)

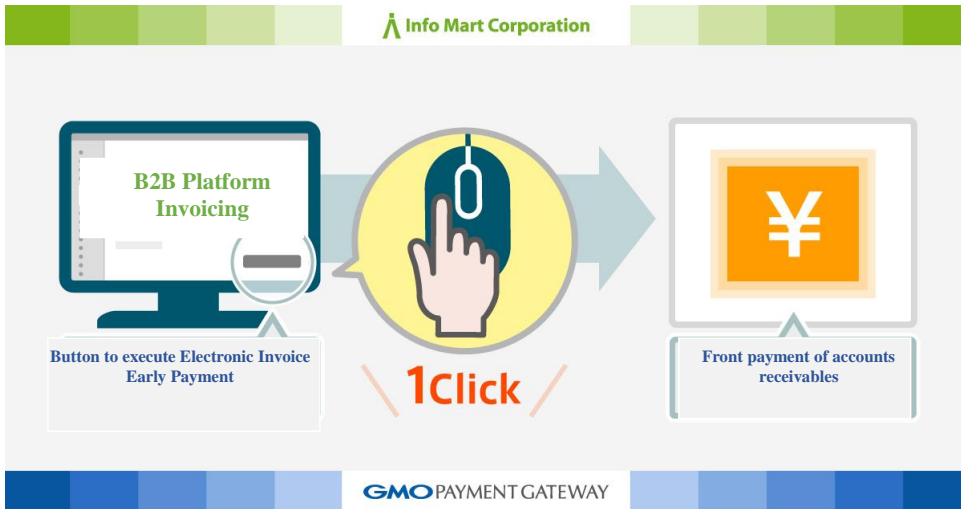
11,269.0 billion yen

II. FY2019 Full-Year Financial Results

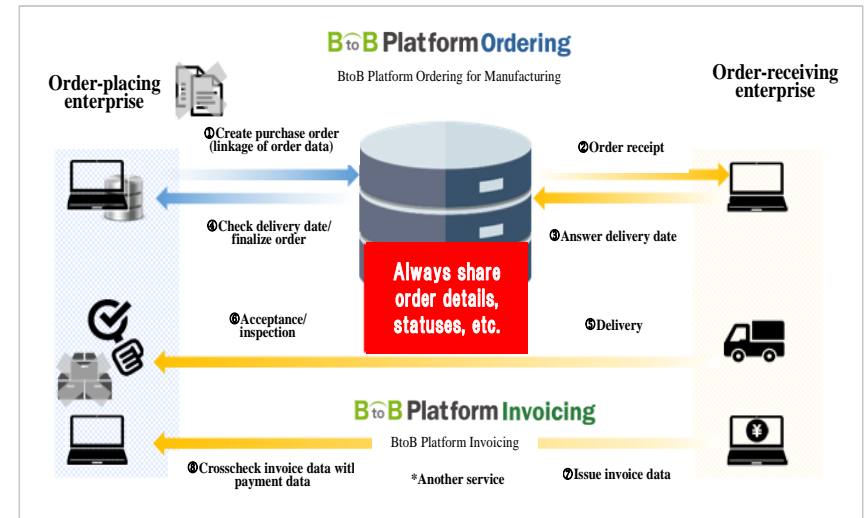
Introduction of new service

B2B businesses improve their cash flow through the front payment of accounts receivables with one click

Info Mart Corporation



Outline of "BtoB Platform Ordering for Manufacturing"



Smart mat

Service for automating the replenishment



1 Products are placed on Smart Mats.
(Fresh food, supplies, fixtures, etc.)

2

If the amount of stock falls below the order point, an order will be placed automatically.
(Measurement frequency can be set by each user.)

3

Products will be delivered, after BtoB Platform Ordering processes the order.



BtoB Platform Ordering



FY12/19 Fourth Quarter (YoY)

(Million yen / %:YoY)

| | 2019/1Q | | 2019/2Q | | 2019/3Q | | 2019/4Q | | Full year | |
|---------------------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|---------------|--------------|--------------|
| | Actual | YoY | Actual | YoY | Actual | YoY | Actual | YoY | Actual | YoY |
| BtoB-PF FOOD | 1,621 | 8.7% | 1,688 | 8.4% | 1,731 | 9.5% | 1,785 | 8.2% | 6,827 | 8.7% |
| BtoB-PF ES | 378 | 28.0% | 407 | 29.9% | 443 | 23.2% | 479 | 24.4% | 1,709 | 26.1% |
| Other | 11 | -0.2% | 10 | -2.1% | 10 | -0.7% | 11 | 1.6% | 44 | -0.3% |
| 【Sales】 | 2,000 | 11.8% | 2,096 | 12.0% | 2,176 | 12.1% | 2,266 | 11.3% | 8,540 | 11.8% |
| BtoB-PF FOOD | 333 | -21.2% | 317 | -24.0% | 318 | -16.7% | 358 | 3.6% | 1,327 | -15.4% |
| BtoB-PF ES | 186 | -8.2% | 206 | 3.1% | 228 | 5.1% | 349 | 58.6% | 970 | 15.4% |
| Other | 9 | 12.1% | 8 | 2.6% | 8 | -9.1% | 8 | -1.0% | 34 | 0.9% |
| 【CoGS】 | 518 | -17.2% | 522 | -15.3% | 544 | -9.0% | 703 | 24.5% | 2,288 | -4.9% |
| BtoB-PF FOOD | 1,288 | 20.5% | 1,370 | 20.3% | 1,413 | 17.9% | 1,426 | 9.5% | 5,499 | 16.7% |
| BtoB-PF ES | 191 | 108.7% | 201 | 76.8% | 215 | 50.5% | 130 | -21.1% | 739 | 43.6% |
| Other | 2 | -32.5% | 2 | -17.2% | 2 | 40.8% | 2 | 12.3% | 9 | -4.6% |
| 【Gross Profit】 | 1,482 | 27.5% | 1,574 | 25.4% | 1,631 | 21.4% | 1,563 | 6.2% | 6,252 | 19.5% |
| BtoB-PF FOOD | 473 | 11.3% | 512 | 14.5% | 526 | 24.0% | 613 | 41.8% | 2,125 | 22.9% |
| BtoB-PF ES | 348 | 38.7% | 384 | 36.4% | 380 | 32.1% | 524 | 69.5% | 1,638 | 44.9% |
| Other | 3 | -5.0% | 3 | -13.4% | 4 | -2.4% | 5 | -5.7% | 18 | -6.6% |
| 【SG&A】 | 825 | 21.3% | 900 | 22.7% | 911 | 27.1% | 1,144 | 52.9% | 3,782 | 31.3% |
| BtoB-PF FOOD | 814 | 26.5% | 858 | 24.1% | 887 | 14.5% | 812 | -6.6% | 3,373 | 13.1% |
| BtoB-PF ES | -157 | - | -182 | - | -165 | - | -393 | - | -898 | - |
| Other | -1 | - | -1 | - | -1 | - | -3 | - | -8 | - |
| 【Operating Profit】 | 656 | 36.2% | 674 | 29.3% | 720 | 14.9% | 418 | -42.1% | 2,469 | 4.9% |
| 【Recurring Profit】 | 654 | 40.5% | 666 | 26.5% | 718 | 13.9% | 421 | -40.9% | 2,460 | 5.3% |
| 【Net Income】※ | 601 | 93.1% | 457 | 27.4% | 494 | 19.4% | 141 | -69.7% | 1,694 | 9.2% |

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

| | | | | | |
|--------------------------|-------|-------|-------|-------|-------|
| BtoB-PF FOOD | 79.5% | 81.2% | 81.6% | 79.9% | 80.6% |
| BtoB-PF ES | 50.6% | 49.5% | 48.6% | 27.3% | 43.2% |
| High gross profit margin | 74.1% | 75.1% | 74.6% | 69.0% | 73.2% |
| BtoB-PF FOOD | 50.2% | 50.9% | 51.2% | 45.5% | 49.4% |
| OPM | 32.8% | 32.2% | 32.9% | 18.5% | 28.9% |
| RPM | 32.7% | 31.8% | 33.0% | 18.6% | 28.8% |

□ Sales

〔BtoB-PF FOOD〕

The number of companies using B2B Platform Ordering and B2B Standards Database (buyers and sellers) increased steadily, resulting in an increase in systems usage fees.

〔BtoB-PF ES〕

The number of paid contracts for B2B Platform Invoicing receiving and issuing model increased, and system usage fees increased along with the operation (digitization of invoices).

□ CoGS

In the 4th quarter, although costs increased due to server upgrades implemented in the latter half of September, the decrease in software depreciation costs due to the expiration of the depreciation period for large-scale system development investment in the past fiscal year absorbed the increase in costs and resulted in a decrease in costs.

□ SG&A expenses

Personnel expenses increased due to the reinforcement of sales and sales support personnel required for business expansion, and sales promotion expenses increased due to an increase in the number of companies using the service.

□ Operating profit

For the full-year, operating income increased owing to the increase in net sales and the reduction in the cost of sales absorbed the increase in costs.

□ Net income

Net income increased due to an increase in ordinary income.

FY12/19 Fourth Quarter (vs. Plan)

(Million yen)

| | 2019/1Q | | | 2019/2Q | | | 2019/3Q | | | 2019/4Q | | | Full year | | |
|---------------------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|-------------|--------------|--------------|------------|
| | Plan | Actual | Diff | Plan | Actual | Diff | Plan | Actual | Diff | Plan | Actual | Diff | Plan | Actual | Diff |
| BtoB-PF FOOD | 1,608 | 1,621 | 13 | 1,663 | 1,688 | 25 | 1,706 | 1,731 | 25 | 1,770 | 1,785 | 15 | 6,748 | 6,827 | 79 |
| BtoB-PF ES | 375 | 378 | 3 | 399 | 407 | 8 | 451 | 443 | -8 | 465 | 479 | 14 | 1,690 | 1,709 | 19 |
| Other | 11 | 11 | 0 | 11 | 10 | -1 | 11 | 10 | -1 | 10 | 11 | 1 | 43 | 44 | 1 |
| [Sales] | 1,984 | 2,000 | 16 | 2,062 | 2,096 | 34 | 2,157 | 2,176 | 19 | 2,235 | 2,266 | 31 | 8,439 | 8,540 | 101 |
| BtoB-PF FOOD | 339 | 333 | -6 | 338 | 317 | -21 | 350 | 318 | -32 | 390 | 358 | -32 | 1,417 | 1,327 | -90 |
| BtoB-PF ES | 209 | 186 | -23 | 221 | 206 | -15 | 253 | 228 | -25 | 228 | 349 | 121 | 912 | 970 | 58 |
| Other | 9 | 9 | 0 | 9 | 8 | -1 | 9 | 8 | -1 | 8 | 8 | 0 | 35 | 34 | -1 |
| [CoGS] | 547 | 518 | -29 | 558 | 522 | -36 | 602 | 544 | -58 | 616 | 703 | 87 | 2,323 | 2,288 | -35 |
| BtoB-PF FOOD | 1,270 | 1,288 | 18 | 1,325 | 1,370 | 45 | 1,357 | 1,413 | 56 | 1,380 | 1,426 | 46 | 5,331 | 5,499 | 168 |
| BtoB-PF ES | 165 | 191 | 26 | 178 | 201 | 23 | 198 | 215 | 17 | 237 | 130 | -107 | 778 | 739 | -39 |
| Other | 2 | 2 | 0 | 2 | 2 | 0 | 2 | 2 | 0 | 2 | 2 | 0 | 8 | 9 | 1 |
| [Gross Profit] | 1,437 | 1,482 | 45 | 1,504 | 1,574 | 70 | 1,556 | 1,631 | 75 | 1,618 | 1,563 | -55 | 6,114 | 6,252 | 138 |
| BtoB-PF FOOD | 485 | 473 | -12 | 542 | 512 | -30 | 529 | 526 | -3 | 540 | 613 | 73 | 2,096 | 2,125 | 29 |
| BtoB-PF ES | 376 | 348 | -28 | 399 | 384 | -15 | 398 | 380 | -18 | 406 | 524 | 118 | 1,580 | 1,638 | 58 |
| Other | 4 | 3 | -1 | 4 | 3 | -1 | 4 | 4 | 0 | 7 | 5 | -2 | 19 | 18 | -1 |
| [SG&A] | 865 | 825 | -40 | 945 | 900 | -45 | 931 | 911 | -20 | 953 | 1,144 | 191 | 3,695 | 3,782 | 87 |
| BtoB-PF FOOD | 785 | 814 | 29 | 783 | 858 | 75 | 827 | 887 | 60 | 840 | 812 | -28 | 3,235 | 3,373 | 138 |
| BtoB-PF ES | -211 | -157 | 54 | -222 | -182 | 40 | -200 | -165 | 35 | -169 | -393 | -224 | -802 | -898 | -96 |
| Other | -2 | -1 | 1 | -2 | -1 | 1 | -2 | -1 | 1 | -5 | -3 | 2 | -11 | -8 | 3 |
| [Operating Profit] | 572 | 656 | 84 | 558 | 674 | 116 | 624 | 720 | 96 | 665 | 418 | -247 | 2,419 | 2,469 | 50 |
| [Recurring Profit] | 568 | 654 | 86 | 556 | 666 | 110 | 622 | 718 | 96 | 663 | 421 | -242 | 2,410 | 2,460 | 50 |
| [Net Income]※ | 383 | 601 | 218 | 375 | 457 | 82 | 419 | 494 | 75 | 446 | 141 | -305 | 1,623 | 1,694 | 71 |

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

| | | | | | | | | | | | | | | | |
|--------------------------|-------|-------|------|-------|-------|------|-------|-------|------|-------|-------|--------|-------|-------|-------|
| BtoB-PF FOOD | 79.0% | 79.5% | 0.5% | 79.7% | 81.2% | 1.5% | 79.5% | 81.6% | 2.1% | 78.0% | 79.9% | 1.9% | 79.0% | 80.6% | 1.6% |
| BtoB-PF ES | 44.0% | 50.6% | 6.6% | 44.6% | 49.5% | 4.9% | 43.9% | 48.6% | 4.7% | 51.0% | 27.3% | -23.7% | 46.0% | 43.2% | -2.8% |
| High gross profit margin | 72.4% | 74.1% | 1.7% | 72.9% | 75.1% | 2.2% | 72.1% | 74.6% | 2.5% | 72.4% | 69.0% | -3.4% | 72.5% | 73.2% | 0.7% |
| BtoB-PF FOOD | 48.8% | 50.2% | 1.4% | 47.1% | 50.9% | 3.8% | 48.5% | 51.2% | 2.7% | 47.5% | 45.5% | -2.0% | 47.9% | 49.4% | 1.5% |
| OPM | 28.8% | 32.8% | 4.0% | 27.1% | 32.2% | 5.1% | 28.9% | 32.9% | 4.0% | 29.8% | 18.5% | -11.3% | 28.7% | 28.9% | 0.2% |
| RPM | 28.6% | 32.7% | 4.1% | 27.0% | 31.8% | 4.8% | 28.8% | 33.0% | 4.2% | 29.7% | 18.6% | -11.1% | 28.6% | 28.8% | 0.2% |

□ Sales

[BtoB-PF FOOD]

The number of new buyers for B2B Platform Ordering increased, resulting in higher-than-expected set-up costs and system-usage fees.

[BtoB-PF ES]

Utilization of B2B Platform Invoicing services remained strong, and system usage fees exceeded plans.

□ CoGS

Conservatively planned data center expenses and software depreciation costs were not incurred.

□ SG&A expenses

Sales promotion expenses increased due to aggressive sales promotion activities for B2B Platform Invoicing for the next fiscal year, resulting in higher-than-planned SG&A expenses.

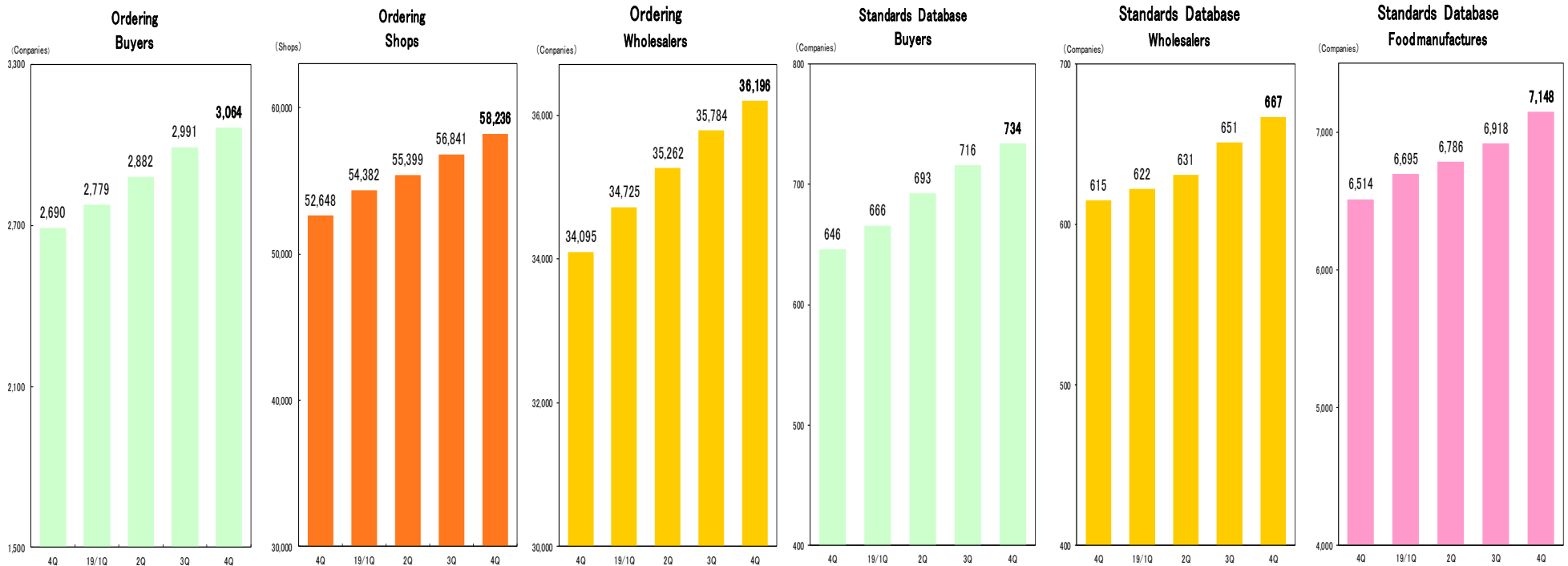
□ Operating profit

Operating income exceeded the target due to an increase in sales mainly system usage fees.

□ Net income

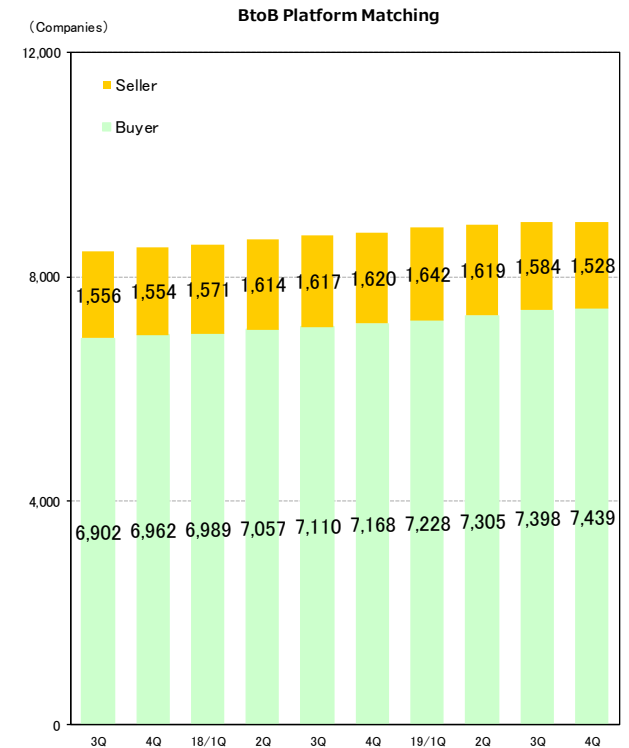
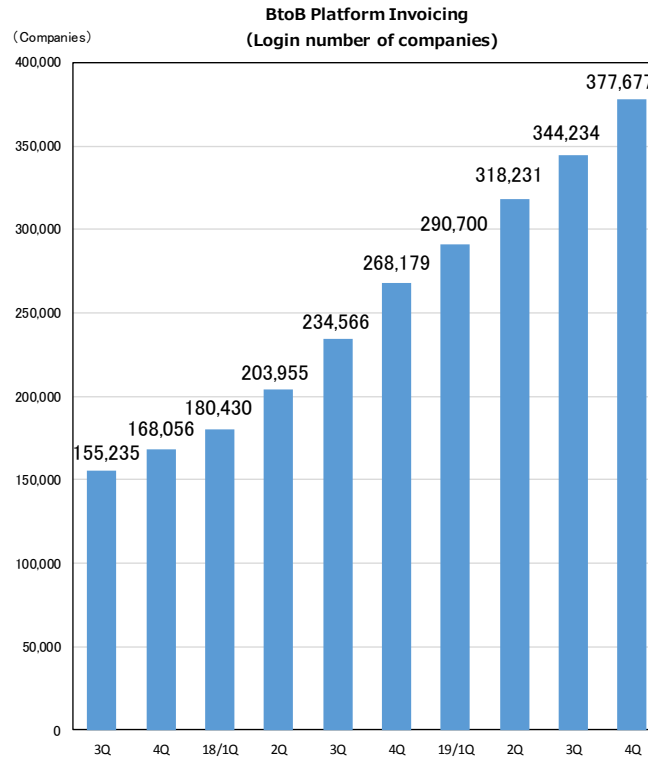
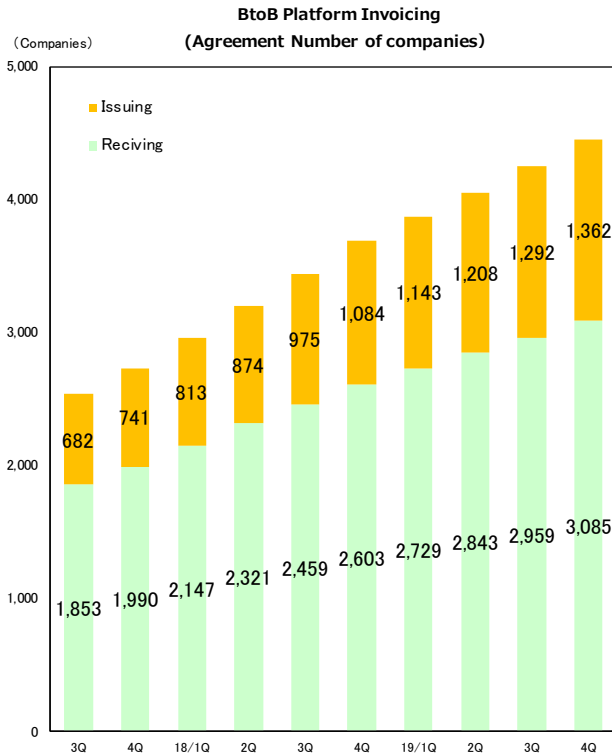
Net income exceeded the plan due to an increase in ordinary income.

- New usage by buyers in the Ordering business (restaurants-wholesalers) advanced steadily driven mainly by restaurant chains and hotels.
- Steady flow of referrals from alliance partners such as existing seller companies and partner system engineering firms.
- Against a backdrop of stronger response to food safety, security, and allergens, the number of the buyer companies and others increased.
- Promoted sales of Ordering and Standards Database services packaged as “Safe and Secure Food Ordering.”



※Number of companies and stores of the graph is the number at the end of each quarter.

- Number of companies logging in exceeded 380,000 due to advances in electronic invoicing at existing paid-service contracting companies. (as of January 2020)
- Number of new companies signing up for paid services steadily increased not only in the foodservice industry, but also in the pharmaceutical wholesale, amusement, financial, IT, and other industries.
- Enhanced operation by strengthening data links with established sales management and accounting systems.



※Number of companies of the graph is the number at the end of each quarter.

Fee Structure by Service

(as of December 31, 2019)

| Business | Service | Fees (excluding taxes) | | |
|-----------------|---------------------------------------|--|---|--|
| BtoB-PF FOOD | B2B Platform Ordering | <u><Buyer Company></u> «Monthly usage fee» •Head office: JPY18,000 •Store: JPY1,300 «Initial fee» from JPY300,000 (depending on store count) | | <u><Seller Company></u> «Monthly usage fee» (choice: fixed fee or pay-for-use) •Fixed fee: JPY30,000 •Pay-for-use: 1.2% of monthly transaction amount (up to JPY100,000 transactions for free) •Adding IDs: JPY800 per ID |
| | B2B Platform Standards Database | <u><Buyer Company></u> «Monthly system usage fee» JPY50,000 «Initial fee» from JPY300,000 | <u><Wholesaler Ordering Function></u> «Monthly system usage fee» JPY35,000 «Initial fee» from JPY50,000 | <u><Wholesaler Ordering Seller Function></u> «Monthly system usage fee» •Fixed fee : JPY35,000 or JPY50,000 •Pay-for-use : JPY 3,000 to JPY20,000 |
| BtoB-PF ES | B2B Platform Invoicing | <u><Receiving Company></u> «Monthly system usage fee» [Fixed fee] JPY15,000 + [Pay-for-use fee] Number of invoices receiving invoices per month • Up to 50 invoices included in the fixed fee • 51 to 1,000 transactions: JPY100 per transaction • 1,001 transactions and over: JPY90 per transaction «Initial fee» from JPY300,000 | | <u><Issuing Company></u> «Monthly system usage fee» [Fixed fee] JPY15,000 + [Pay-for-use fee] Number of invoices issued per month • Up to 100 invoices included in the fixed fee • 101 to 1,000 invoices: JPY60 per invoice • 1,001 invoices or more: JPY50 per invoice «Initial fee» from JPY300,000 |
| | B2B Platform Matching | <u><Buyer Company></u> [Fixed fee] JPY5,000 | <u><Seller Company></u> [Fixed fee] JPY25,000 | |

III. Management Policies

Consolidated Business Forecasts for FY12/20

■ Balance between growth and profits

- Expand our B2B Platform and basically remain the current growth ratio and the profit margin.
- Incorporate external management resources and work to increase the value of B2B Platform.

■ To diversify our revenue sources

- To realize our future vision of "Covering the entire B2B space all over the world", we will lay the groundwork strategically while making profitable businesses through various initiatives.

■ Mid-Term Business Goal

- Achieve sales of over **10 billion yen**, operating profit of over **3 billion yen**, and recurring profit margin of over **30%**.

(Ratio: 60~40%)

■ Thoroughly expand B2B platforms

Grow up

- Food (Ordering/Standards Database) → Establish an overwhelming position
- Invoicing → Aiming to make it a "profit pillar"
- Contract → Launch with strong results
- Matching/Industry News & Data Portal → Improve profits for future growth

■ Start to make new sources of profits by utilizing our advantages

(Ratio: 30~20%)

Utilizing

- In order to maximize the value of our B2B Platform, we began harvesting the results by utilizing our commercial distribution data, ordering data, user access data, and industry, business knowledge.

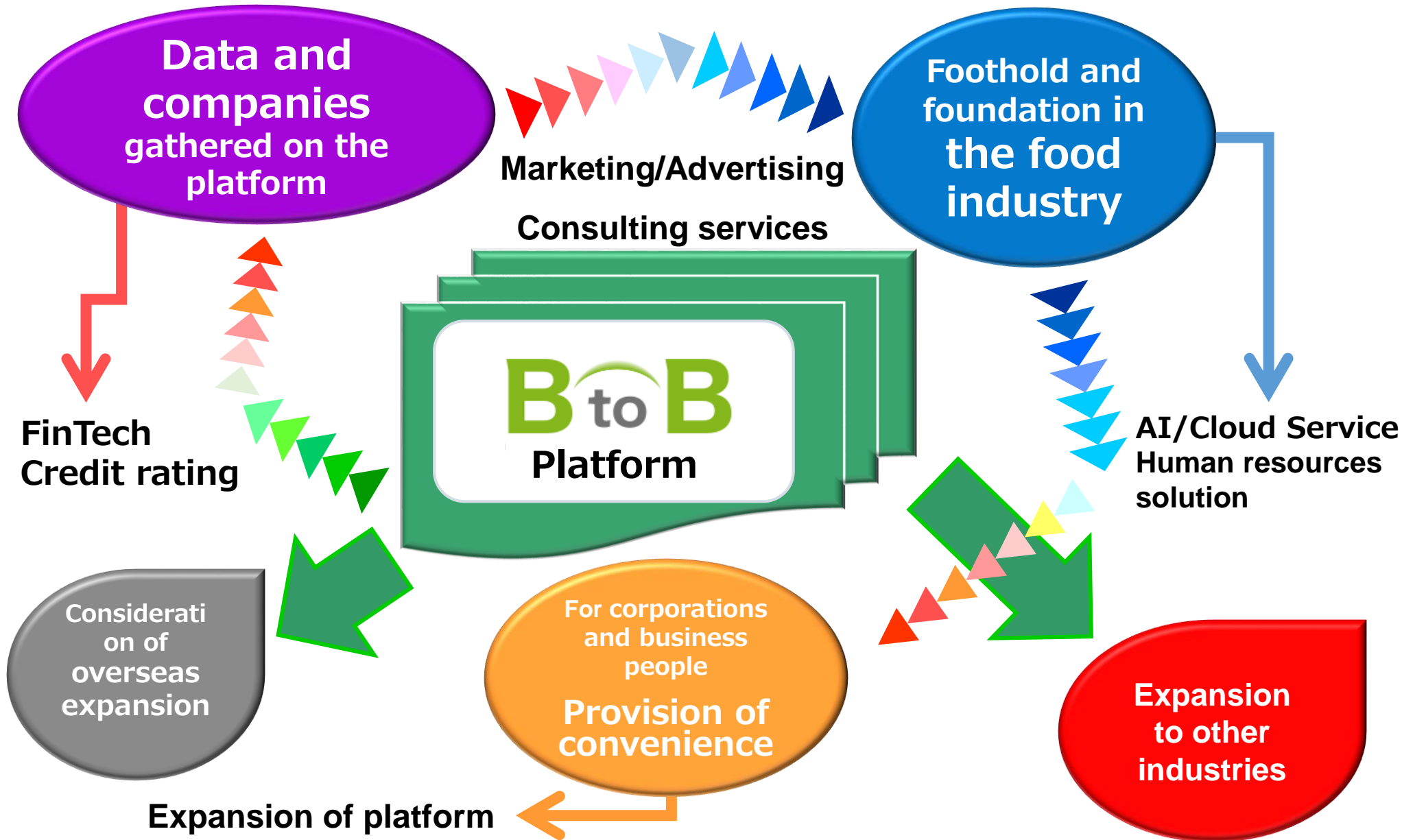
(Ratio: 10~20%)

■ Initiatives for future prospects

Make great leaps

- Clarify the path to creating a variety of revenue sources other than existing system usage fees.
- Ordering from multiple industries, vertical development of the food industry, overseas expansion, etc.
- Continue researching cutting-edge technologies to build next-generation B2B Platform.

Direction for development and strengthening of Infomart



FY12/20 Consolidated Business Forecasts (Overview)

Accelerate sales growth by aggressively investing sales promotional budgets, against the backdrop of work style reforms, productivity improvements, labor shortages, and other factors as an opportunity the increasing demand for BtoB Platform

■ BtoB PF Food Business

Expand the scope of orders from restaurant chains to individual restaurants and increase the share of electronic transactions between restaurants and wholesalers

■ BtoB PF ES Business

Accelerate growth in the number of new invoicing agreements and quickly establish a position in electronic invoicing



Priority investments in 3 areas to achieve the above goals

- Reinforcement of server system
- Increase in sales staff
- increase in sales promotion expenses, and increase in marketing budget



Although profits will temporarily decline, **we will focus on accelerating sales growth by expanding the number of user companies.**

Consolidated Business Forecasts for FY12/20

| | 2020/1Q | 2020/2Q | 2020/3Q | 2020/4Q | 2020/Full Year | |
|---------------------------|--------------|--------------|--------------|--------------|----------------|---------------|
| | Plan | Plan | Plan | Plan | Plan | YoY |
| BtoB-PF FOOD | 1,724 | 1,800 | 1,850 | 1,913 | 7,287 | 6.7% |
| BtoB-PF ES | 474 | 523 | 631 | 728 | 2,358 | 37.9% |
| Other | 11 | 11 | 10 | 10 | 42 | -4.5% |
| 【Sales】 | 2,199 | 2,325 | 2,482 | 2,642 | 9,649 | 13.0% |
| BtoB-PF FOOD | 397 | 416 | 418 | 489 | 1,720 | 29.6% |
| BtoB-PF ES | 286 | 290 | 318 | 349 | 1,244 | 28.2% |
| Other | 9 | 9 | 8 | 8 | 34 | 0.0% |
| 【CoGS】 | 684 | 706 | 735 | 837 | 2,962 | 29.4% |
| BtoB-PF FOOD | 1,326 | 1,385 | 1,432 | 1,424 | 5,567 | 1.2% |
| BtoB-PF ES | 188 | 233 | 314 | 379 | 1,114 | 50.7% |
| Other | 3 | 2 | 2 | 2 | 9 | 0.0% |
| 【Gross Profit】 | 1,516 | 1,620 | 1,748 | 1,805 | 6,689 | 7.0% |
| BtoB-PF FOOD | 645 | 701 | 697 | 718 | 2,761 | 29.9% |
| BtoB-PF ES | 557 | 622 | 596 | 631 | 2,406 | 46.9% |
| Other | 5 | 4 | 4 | 4 | 17 | -5.6% |
| 【SG&A】 | 1,208 | 1,327 | 1,296 | 1,353 | 5,185 | 37.1% |
| BtoB-PF FOOD | 681 | 684 | 735 | 706 | 2,806 | -16.8% |
| BtoB-PF ES | -369 | -389 | -282 | -252 | -1,292 | - |
| Other | -2 | -2 | -2 | -2 | -8 | - |
| 【Operating Profit】 | 309 | 292 | 451 | 452 | 1,505 | -39.0% |
| 【Recurring Profit】 | 308 | 291 | 450 | 450 | 1,500 | -39.0% |
| 【Net Income】※ | 211 | 200 | 308 | 308 | 1,026 | -39.4% |

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

| | | | | | |
|--------------------------|--------------|--------------|--------------|--------------|--------------|
| BtoB-PF FOOD | 76.9% | 76.9% | 77.4% | 74.4% | 76.4% |
| BtoB-PF ES | 39.7% | 44.5% | 49.7% | 52.1% | 47.2% |
| High gross profit margin | 68.9% | 69.7% | 70.4% | 68.3% | 69.3% |
| BtoB-PF FOOD | 39.5% | 38.0% | 39.7% | 36.9% | 38.5% |
| OPM | 14.1% | 12.6% | 18.2% | 17.1% | 15.6% |

(Million yen / %:YoY)

| 2020/2Q Total | |
|---------------|--------|
| Plan | YoY |
| 3,524 | 6.5% |
| 998 | 27.1% |
| 22 | 4.8% |
| 4,525 | 10.5% |
| 813 | 25.1% |
| 577 | 47.1% |
| 18 | 5.9% |
| 1,390 | 33.6% |
| 2,711 | 2.0% |
| 421 | 7.4% |
| 5 | 25.0% |
| 3,136 | 2.6% |
| 1,346 | 36.6% |
| 1,179 | 61.1% |
| 9 | 50.0% |
| 2,535 | 47.0% |
| 1,365 | -18.4% |
| -758 | - |
| -4 | - |
| 602 | -54.8% |
| 600 | -54.6% |
| 410 | -61.2% |

□ Sales

[BtoB-PF FOOD]

The number of companies using B2B Platform Ordering (between restaurants and wholesalers) and B2B Standards Database is expected to grow steadily.

[BtoB-PF ES]

We expect the digitization of invoicing among existing customers with paid contracts for B2B Platform Invoicing, and the number of new paid contracts to increase.

□ CoGs

Data center expenses are expected to increase due to the reinforcement of the server system in response to expanded use.

□ SG&A expenses

Personnel expenses are expected to increase due to the reinforcement of sales and sales support personnel required for business expansion, and sales promotion expenses are also expected to increase aimed at increasing the number of user companies.

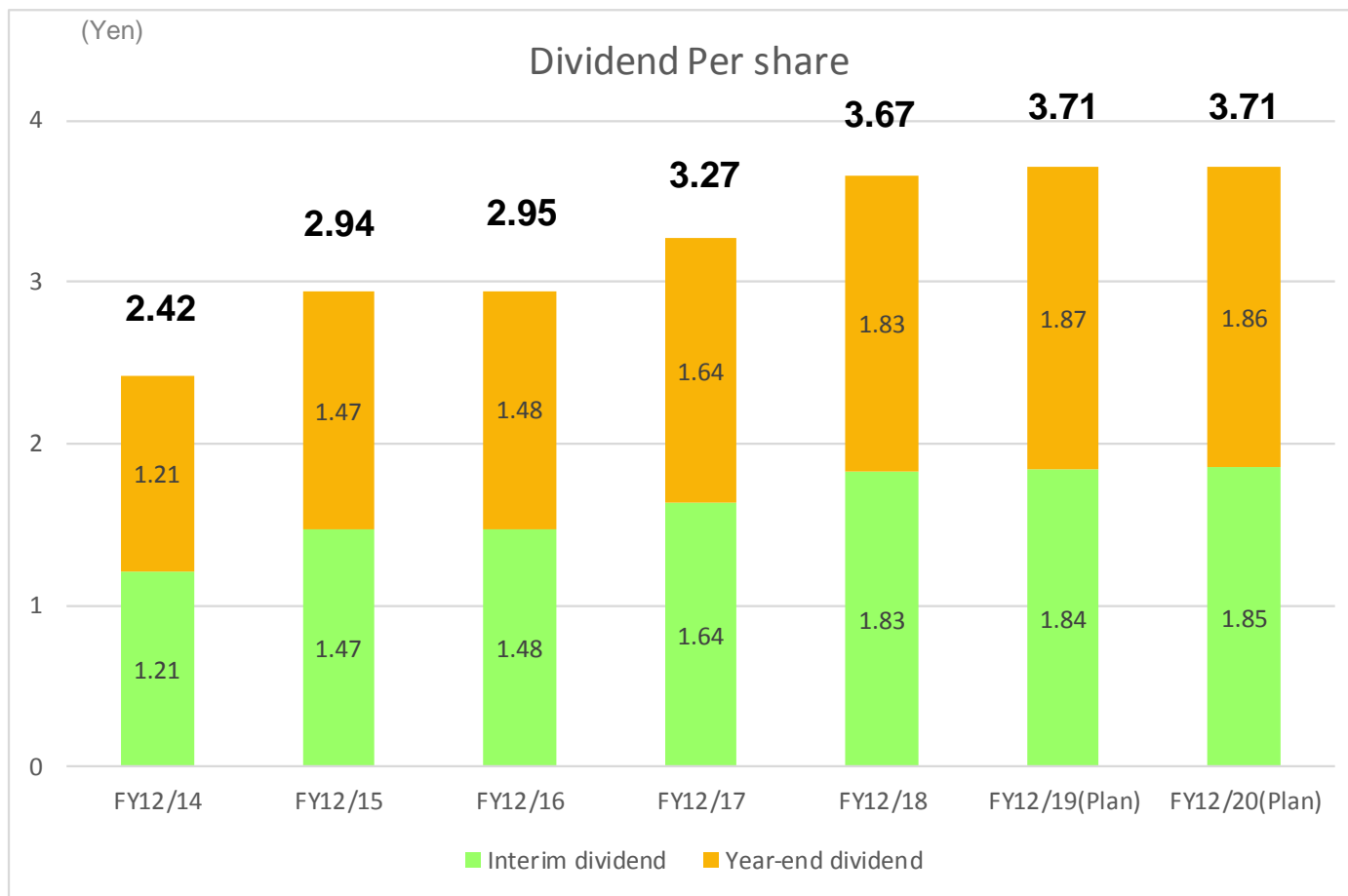
□ Operating Profit

Profits are expected to decline temporarily due to aggressive investment in some costs, prioritizing the acceleration of sales growth.

IV. Return Profits to Shareholders

Return Profits to Shareholders

Infomart considers most important to pay dividends to shareholders and the company aims for a **“basic dividend payout ratio of 50% based on Infomart’s non-consolidated business results”** while improving operating results and strengthening financial position. Based on this idea, **for FY12/20 we will pay the same dividend as FY12/19**, although there would be a temporary decrease in profits in FY12/20.



(Note)

The company conducted a 2-for-1 stock split on January 1, 2014, a 2-for-1 stock split on January 1, 2015, a 2-for-1 stock split on January 1, 2017 and a 2-for-1 stock split on January 1, 2020. Dividends on the bar chart are calculated assuming that the stock splits were conducted.

This material is prepared based on economic, social and other situations, and certain assumptions that the company deems to be reasonable as of February 14, 2020. However, the material is subject to change without prior notice due to the changing management environment and other reasons.

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

This material was prepared by Infomart Corporation.