

Infomart Corporation

—  
**Financial  
Results**

# FY12/25 Third-Quarter Financial Results

TSE Prime Market (2492)

October 31, 2025

## INDEX

I . FY12/25 Q3 Financial Results .....	P03
II . Revision of Consolidated Business Forecasts for FY12/25 .....	P14
III . Segment Information .....	P20
IV . Business Vision and Medium-Term Management Policies ..	P33
V . Return Profits to Shareholders .....	P38
Appendix .....	P40
• Company Profile .....	P41
• Fee Structure by Service .....	P45

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 Q3 Financial Results



# Financial Summary

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

(Millions of yen)

\* FY12/25 Full-Year Plan: Consolidated Financial Results Figures Announced February 14, 2025

	FY12/24 Q3 Total Actual	FY12/25 Q3 Total Actual	Year-on-year	FY12/25 Full-year plan	FY12/25 Full-year plan progress rate
Net sales	11,244	<b>13,803</b>	+22.8%	19,491	70.8%
Cost of sales	4,736	<b>3,710</b>	-21.6%	5,913	62.7%
Gross profit	6,508	<b>10,092</b>	+55.1%	13,578	74.3%
(Gross Profit Margin)	57.9%	<b>73.1%</b>	+15.2pt	69.7%	-
Selling, general and administrative expenses	5,836	<b>7,684</b>	+31.7%	11,278	68.1%
Operating profit	671	<b>2,407</b>	+258.6%	2,300	104.7%
(Operating Profit Margin)	6.0%	<b>17.4%</b>	+11.5pt	11.8%	-
Ordinary profit	661	<b>2,396</b>	+262.3%	2,283	104.9%
Income taxes	181	<b>881</b>	+385.3%	948	92.9%
Profit attributable to owners of parent	533	<b>1,501</b>	+181.5%	1,356	110.7%

# FY12/25 Q3 (Details)

\* FY12/25 Full-Year Plan: Consolidated Financial Results Figures Announced February 14, 2025

(Millions of yen / %)

	FY12/25 Q1		FY12/25 Q2		FY12/25 Q3		FY12/25 Q3 Total		
	Actual	YoY	Actual	YoY	Actual	YoY	Actual	YoY	Full-year plan progress rate
<b>[Net sales]</b>	<b>4,304</b>	<b>22.3%</b>	<b>4,696</b>	<b>27.1%</b>	<b>4,802</b>	<b>19.1%</b>	<b>13,803</b>	<b>22.8%</b>	<b>70.8%</b>
BtoB-PF FOOD	2,803	29.5%	2,945	29.7%	3,022	15.8%	8,771	24.5%	72.8%
BtoB-PF ES	1,501	10.8%	1,750	23.1%	1,779	25.3%	5,031	19.9%	67.7%
<b>[Cost of sales]</b>	<b>1,179</b>	<b>-25.2%</b>	<b>1,257</b>	<b>-23.1%</b>	<b>1,273</b>	<b>-16.4%</b>	<b>3,710</b>	<b>-21.6%</b>	<b>62.7%</b>
BtoB-PF FOOD	619	-34.7%	635	-34.1%	649	-27.2%	1,904	-32.1%	68.2%
BtoB-PF ES	560	-11.0%	622	-7.2%	623	-1.2%	1,806	-6.5%	57.9%
<b>[Gross Profit]</b>	<b>3,125</b>	<b>61.0%</b>	<b>3,438</b>	<b>67.0%</b>	<b>3,529</b>	<b>40.7%</b>	<b>10,092</b>	<b>55.1%</b>	<b>74.3%</b>
BtoB-PF FOOD	2,183	79.6%	2,310	76.8%	2,373	38.1%	6,866	61.9%	74.2%
BtoB-PF ES	941	29.8%	1,127	50.1%	1,156	46.4%	3,225	42.3%	74.7%
<b>[SG&amp;A]</b>	<b>2,544</b>	<b>48.7%</b>	<b>2,597</b>	<b>31.3%</b>	<b>2,543</b>	<b>18.5%</b>	<b>7,684</b>	<b>31.7%</b>	<b>68.1%</b>
BtoB-PF FOOD	1,557	69.4%	1,546	43.0%	1,545	30.1%	4,649	45.8%	66.7%
BtoB-PF ES	986	24.6%	1,051	17.1%	997	4.0%	3,035	14.6%	70.4%
<b>[Operating Profit]</b>	<b>580</b>	<b>152.6%</b>	<b>840</b>	<b>948.0%</b>	<b>986</b>	<b>172.9%</b>	<b>2,407</b>	<b>258.6%</b>	<b>104.7%</b>
BtoB-PF FOOD	625	111.3%	763	238.5%	827	56.1%	2,217	110.7%	96.7%
BtoB-PF ES	-45	-	76	-	158	-	189	-	-
<b>[Ordinary Profit]</b>	<b>578</b>	<b>153.9%</b>	<b>834</b>	<b>976.2%</b>	<b>982</b>	<b>176.1%</b>	<b>2,396</b>	<b>262.3%</b>	<b>104.9%</b>
[Profit attributable to owners of parent]	<b>305</b>	<b>50.9%</b>	<b>542</b>	<b>1700.4%</b>	<b>652</b>	<b>117.1%</b>	<b>1,501</b>	<b>181.5%</b>	<b>110.7%</b>
Gross profit margin	<b>72.6%</b>		<b>73.2%</b>		<b>73.5%</b>		<b>73.1%</b>		
BtoB-PF FOOD	77.9%		78.4%		78.5%		78.3%		
BtoB-PF ES	62.7%		64.4%		65.0%		64.1%		
Operating Profit Margin	<b>13.5%</b>		<b>17.9%</b>		<b>20.5%</b>		<b>17.4%</b>		
BtoB-PF FOOD	22.3%		25.9%		27.4%		25.3%		
BtoB-PF ES	-		4.4%		8.9%		3.8%		
Ordinary Profit Margin	<b>13.4%</b>		<b>17.8%</b>		<b>20.5%</b>		<b>17.4%</b>		

## Sales

### BtoB-PF FOOD

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

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

### BtoB-PF ES

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

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

## Cost of sales

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

## SG&A expenses

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

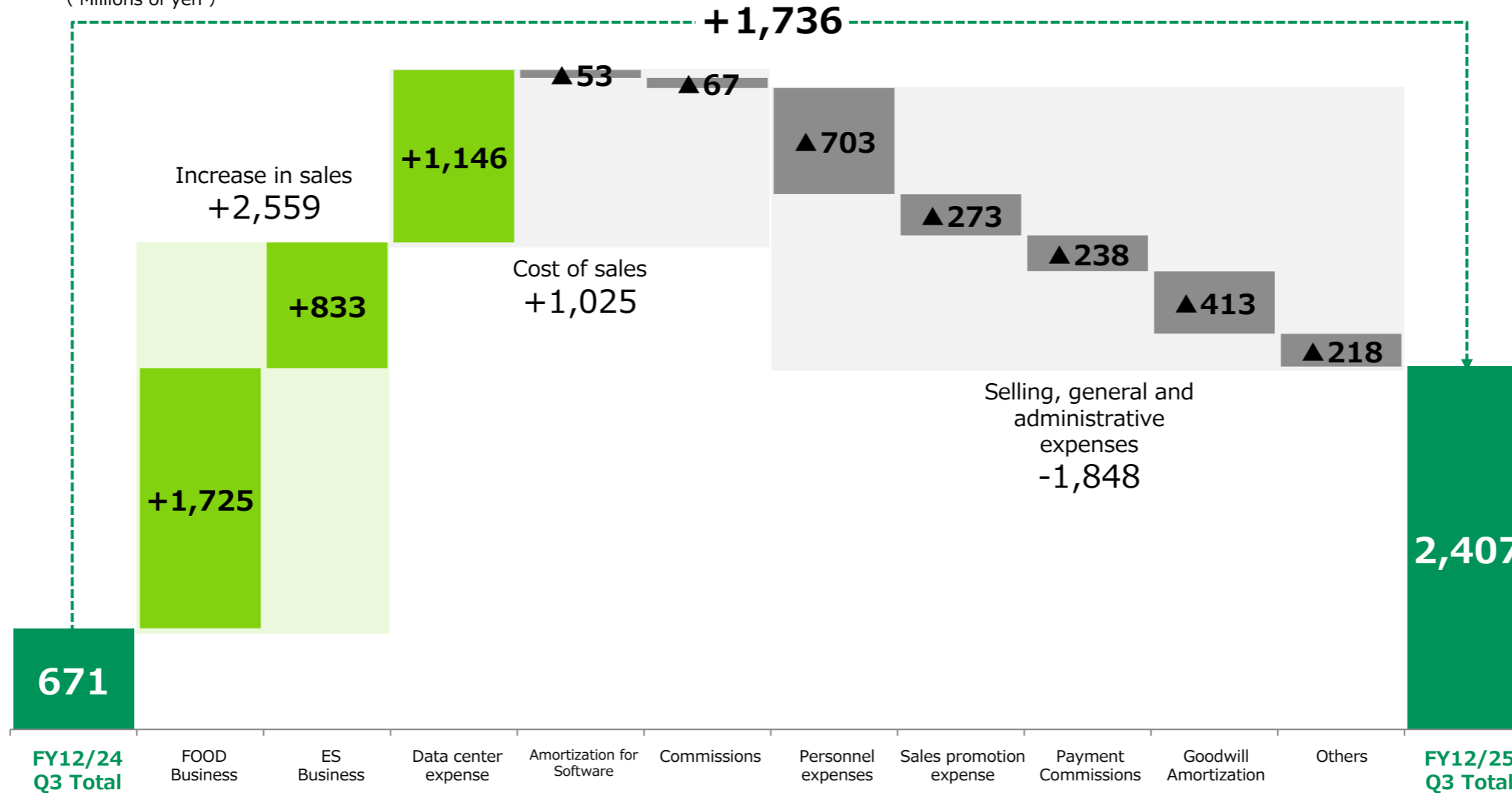
## Operating profit

In addition to increased operating income in the FOOD business, the ES business also turned profitable starting in the Q2.

# Factors Change in Operating profit

Year on Year

( Millions of yen )



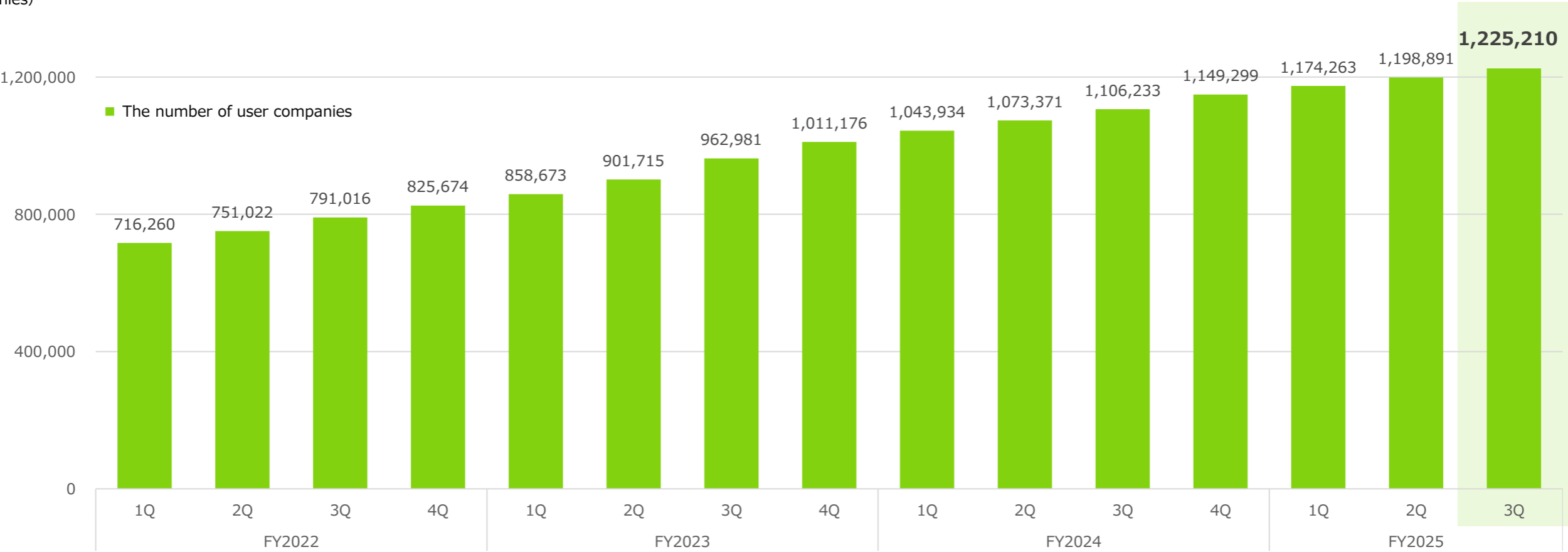


# The number of user companies Trends

● The number of user companies, our client base, has increased to **1,220,000** companies\* .

\*Approximately 33% 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)



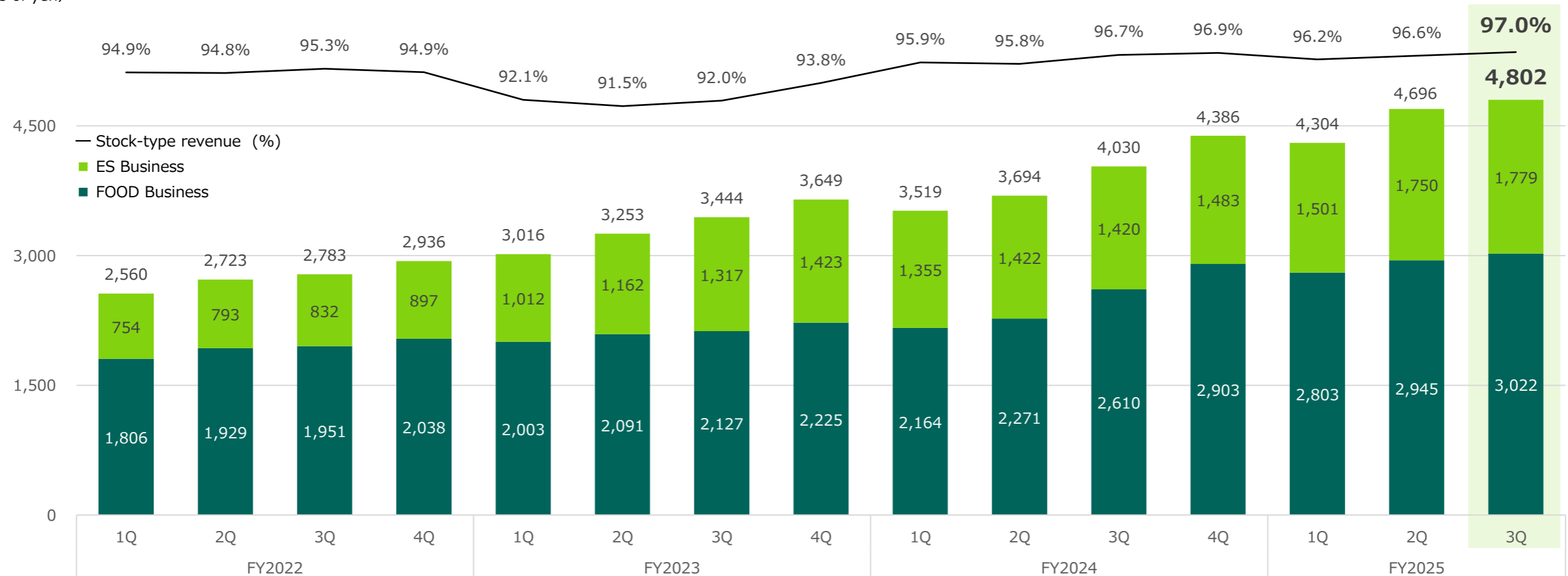
(Note) "The number of user companies" is the number of companies that excludes redundant companies from companies that use BtoB Platform.



# Net Sales Trends

- Q3 sales was **4,802** million yen, and Stock-type revenue ratio remained high at 97.0%.

(Millions of yen)



# Net Sales Trends (Q3 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.
  - Ordering Light & TANOMU: These services are growing by capturing companies' digitalization needs from food wholesalers.
- **ES Business**
  - BtoB Platform Invoicing : Net sales increased following the implementation of the invoice system, driven by a rise in adoption primarily among major corporations and groups, as well as fee revisions effective from April.
  - 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 Q3 Total	Year on Year
BtoB Platform Ordering	6,514	+29.4%
Ordering Light & TANOMU	825	+29.5%
others	1,431	+4.2%
<b>TOTAL</b>	<b>8,771</b>	<b>+24.5%</b>

## ES Business

( Millions of yen )

	FY12/25 Q3 Total	Year on Year
BtoB Platform Invoicing	3,952	+21.7%
TRADE	319	+59.6%
others	760	+1.4%
<b>TOTAL</b>	<b>5,031</b>	<b>+19.9%</b>

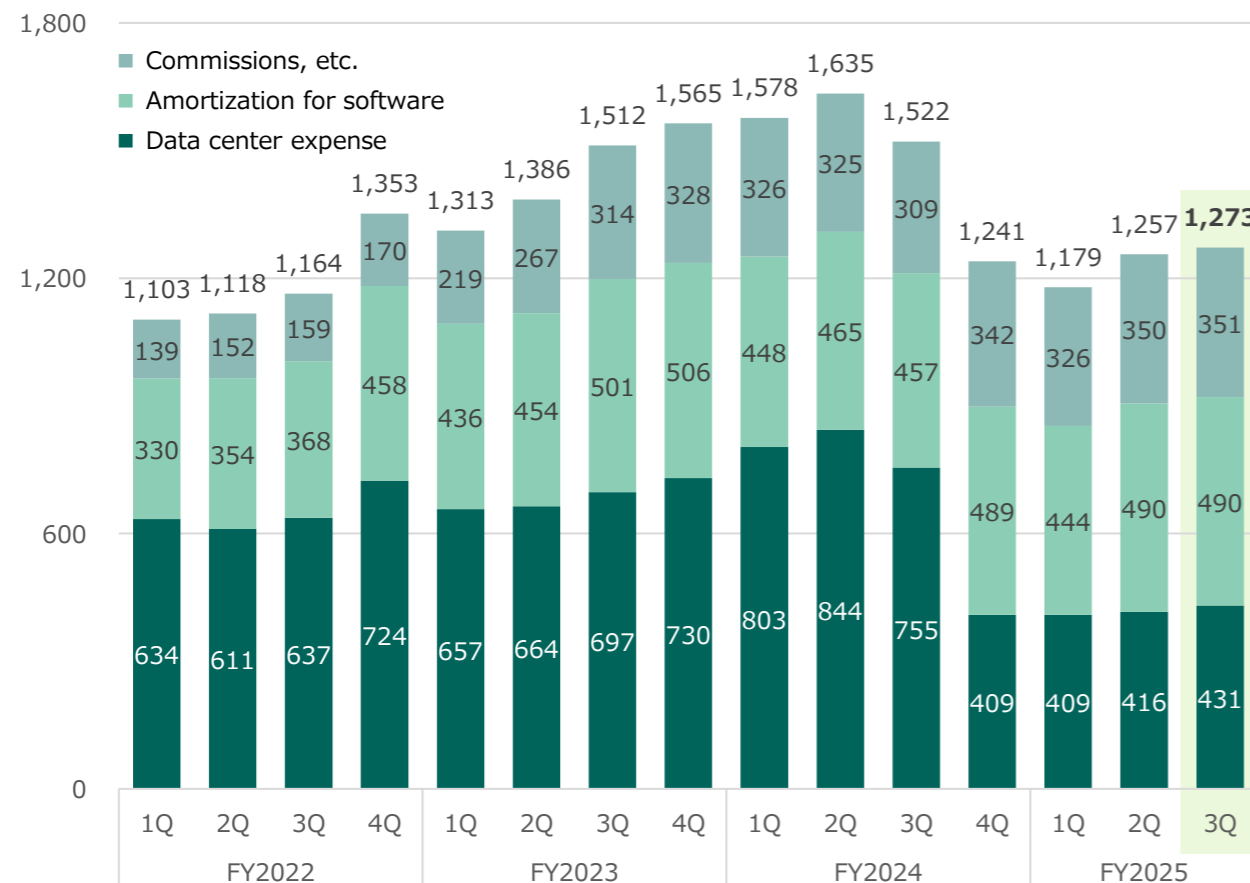


# Cost of Sales Trends and Gross Profit Trends

- Q3 Cost of Sales: Continued decrease in overall cost of sales due to the migration of the data center to the cloud last year.
- Q3 Gross Profit : Both profit amount and profit margin improved.

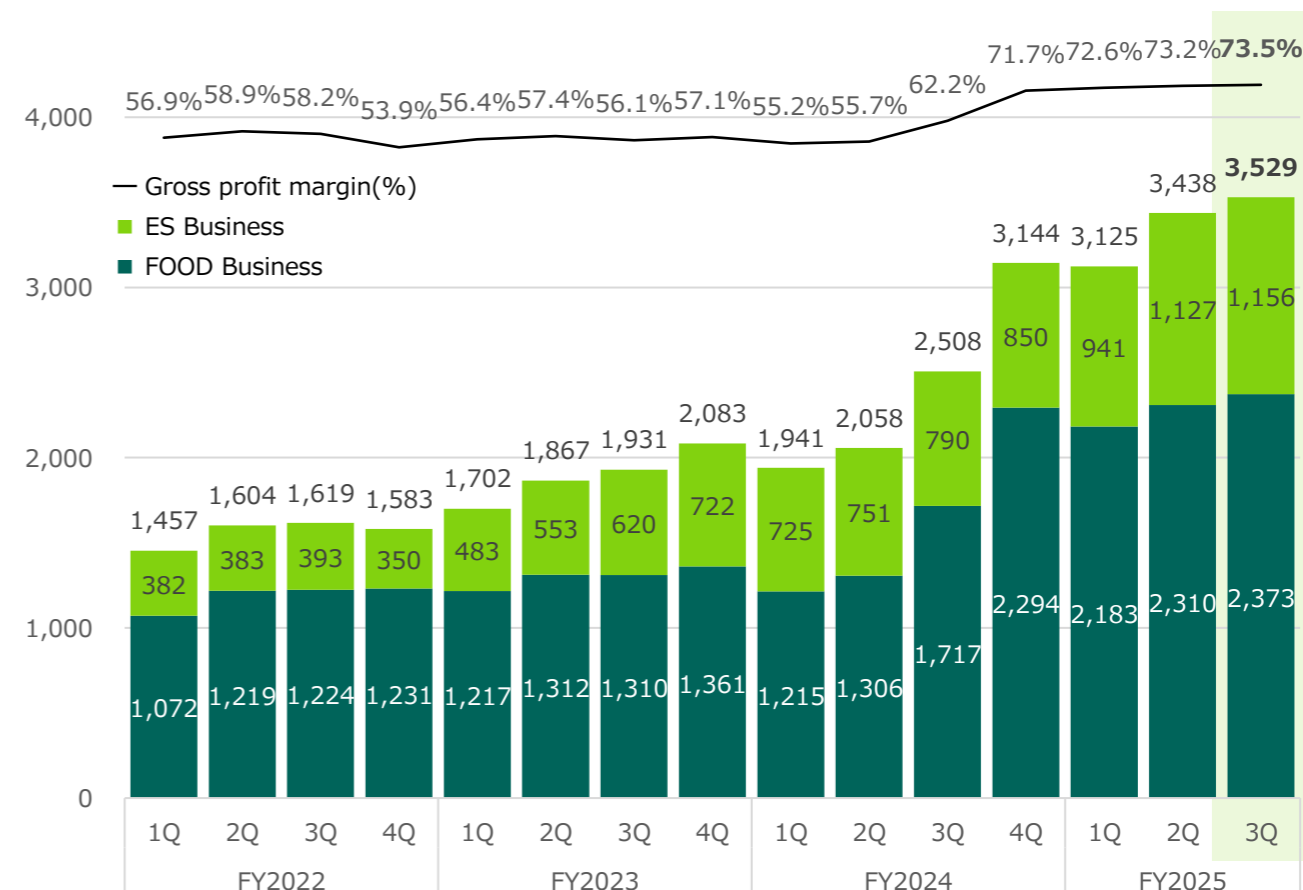
## Cost of Sales Trends

( Millions of yen )



## Gross Profit Trends

( Millions of yen )



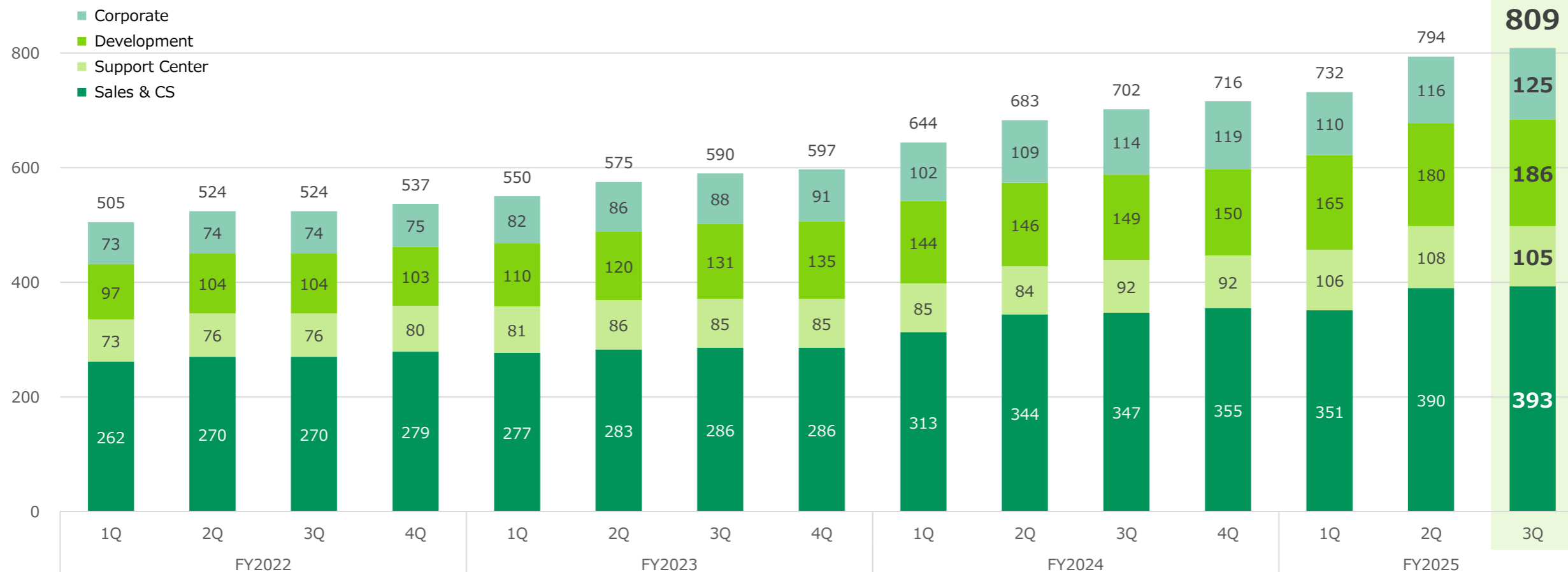


# Employment Trends

- The number of sales and customer success personnel, development (engineer) personnel and corporate personnel has increased.

※ Including Tanomu Inc. employees from FY12/24 Q1.

(Employees)



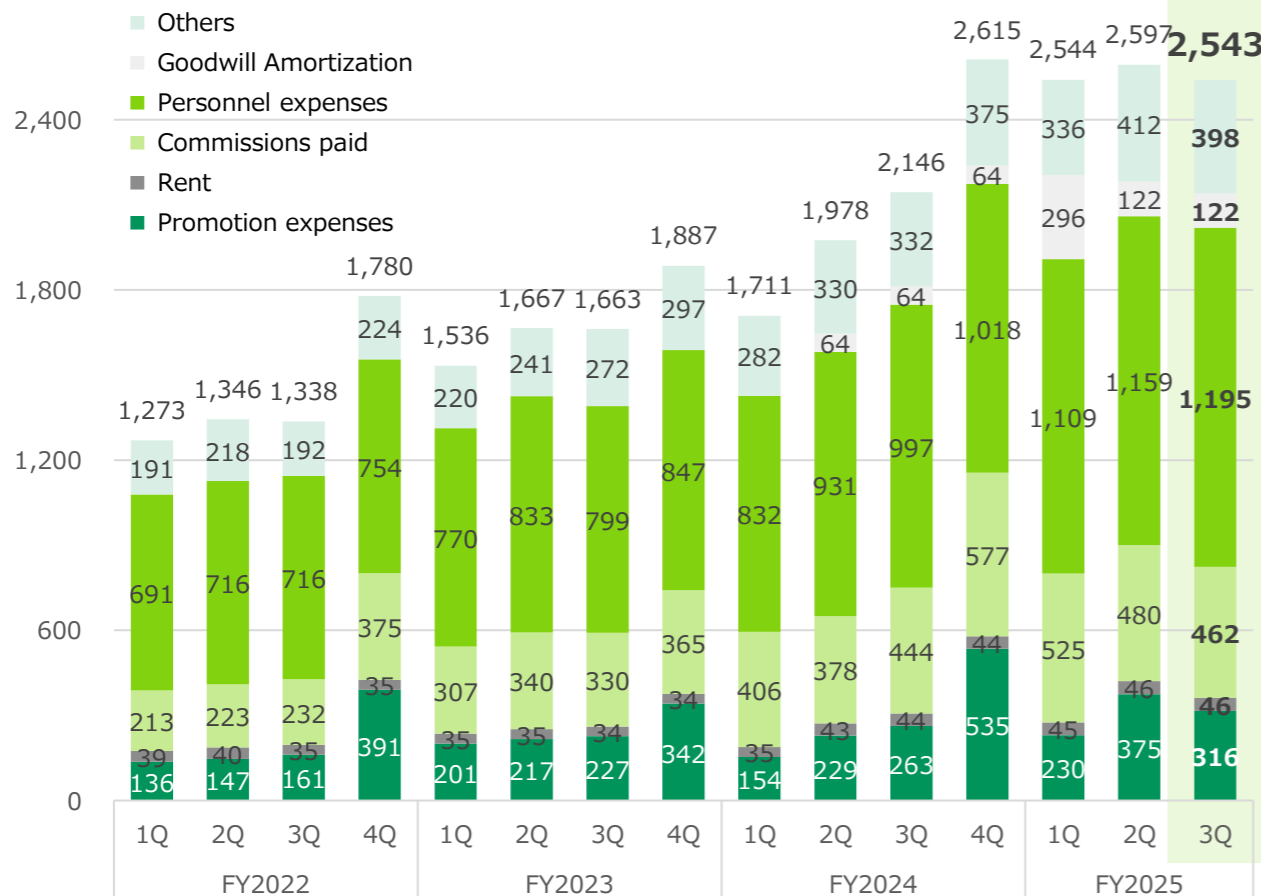


# SG&A Expenses Trends and Operating Profit Trends

- Q3 SG&A Expenses : Overall costs continue to decline, with sales promotion expenses expected to be concentrated in the Q4.
- Q3 Operating Profit : The ES business saw its profit margin expand, with the quarterly operating profit margin recovering to the 20% range.

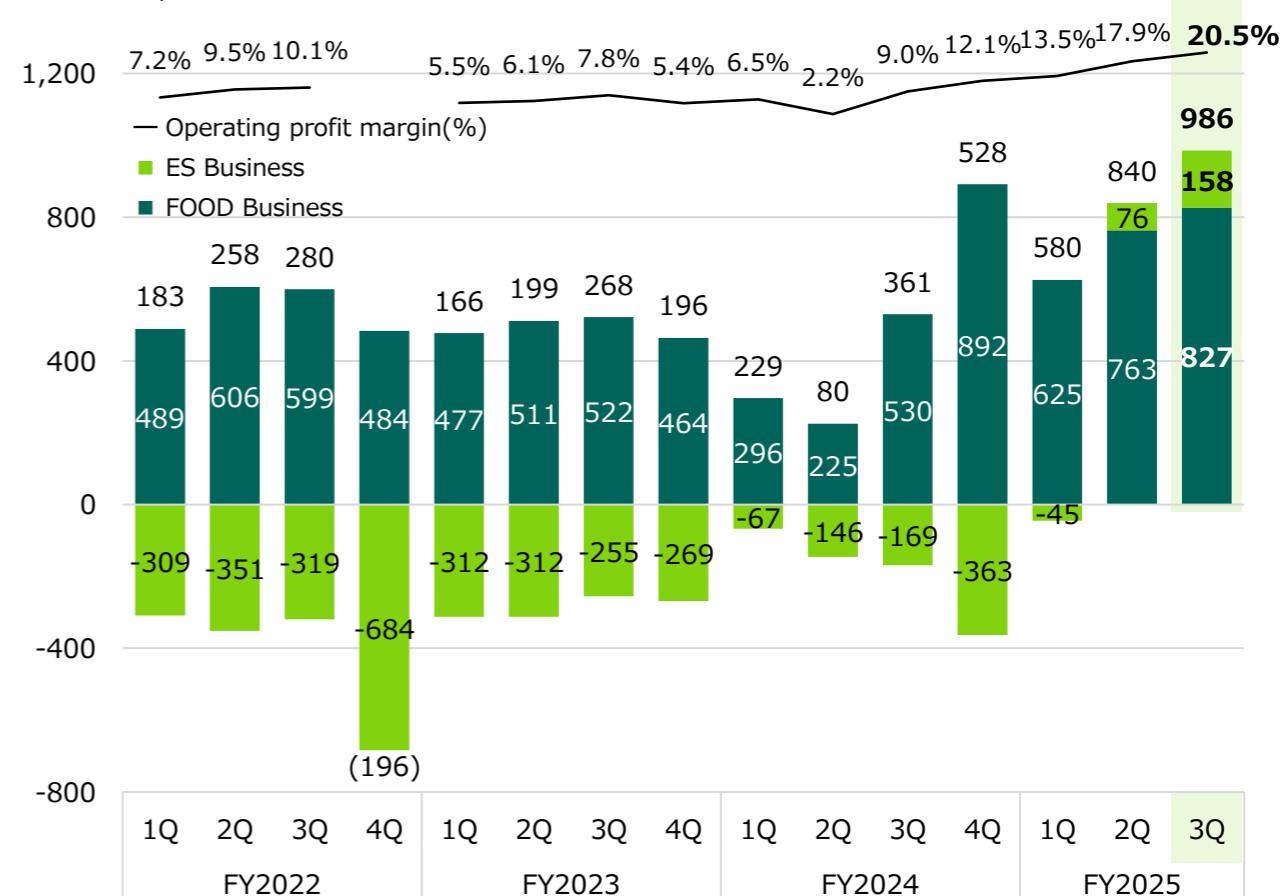
## SG&A Expenses Trends

(Millions of yen)



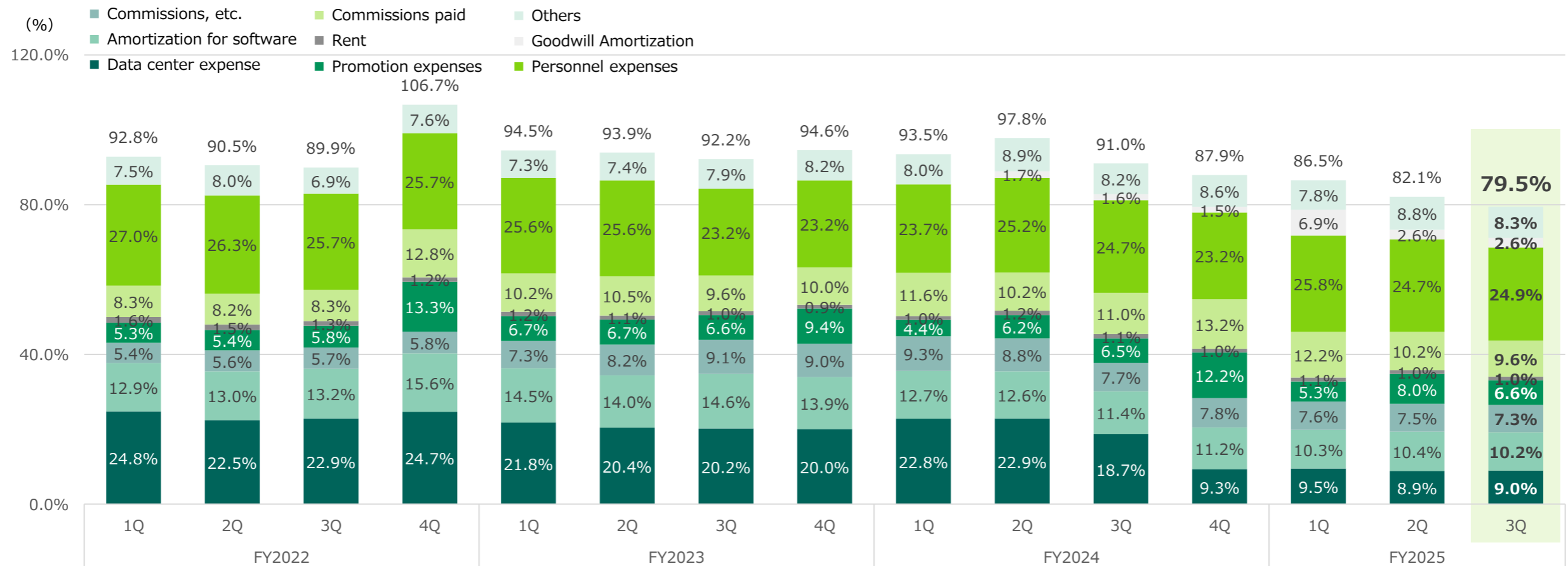
## Operating Profit Trends

(Millions of yen)



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

- Q3 expense ratio : The increase in sales revenue absorbed the increases in cost of goods sold and selling, general, and administrative expenses, resulting in a 2.6-point improvement.



## Ⅱ . Revision of Consolidated Business Forecasts for FY12/25

# Revision of Consolidated Business Forecasts for FY12/25

On October 31, 2025, the Company revised its full-year consolidated business forecasts for the fiscal year ending December 31, 2025, announced on February 14, 2025, as follows.

(Millions of yen)

	Previous forecasts	YoY	Revised forecasts	YoY	Diff	Rate of changes
Net sales	19,491	+24.7%	<b>18,823</b>	+20.4%	-668	-3.4%
Cost of sales	5,913	-1.1%	<b>5,152</b>	-13.8%	-761	-12.9%
Gross profit	13,578	+40.7%	<b>13,671</b>	+41.6%	+92	+0.7%
(Gross Profit Margin)	69.7%	+7.9pt	<b>72.6%</b>	+10.9pt	+3.0pt	-
Selling, general and administrative expenses	11,278	+33.4%	<b>10,862</b>	+28.5%	-416	-3.7%
Operating profit	2,300	+91.6%	<b>2,809</b>	+134.0%	+508	+22.1%
(Operating Profit Margin)	11.8%	+4.1pt	<b>14.9%</b>	+7.2pt	+3.1pt	-
Ordinary profit	2,283	+92.4%	<b>2,790</b>	+135.0%	+506	+22.2%
Income taxes	948	+205.6%	<b>1,036</b>	+233.9%	+87	+9.3%
Profit attributable to owners of parent	1,356	+106.9%	<b>1,500</b>	+128.9%	+143	+10.6%

# Revision of Consolidated Business Forecasts for FY12/25(Details)

(Millions of yen / %)

	FY12/24 Full-Year		FY12/25 Full-Year				
	Actual	YoY	Previous forecasts	YoY	Revised forecasts	YoY	Diff
<b>【Net sales】</b>	<b>15,630</b>	<b>17.0%</b>	<b>19,491</b>	<b>24.7%</b>	<b>18,823</b>	<b>20.4%</b>	<b>-668</b>
BtoB-PF FOOD	9,949	17.8%	12,054	21.2%	11,938	20.0%	-116
BtoB-PF ES	5,681	15.6%	7,437	30.9%	6,885	21.2%	-552
<b>【Cost of sales】</b>	<b>5,977</b>	<b>3.5%</b>	<b>5,913</b>	<b>-1.1%</b>	<b>5,152</b>	<b>-13.8%</b>	<b>-761</b>
BtoB-PF FOOD	3,414	5.2%	2,793	-18.2%	2,641	-22.6%	-152
BtoB-PF ES	2,564	1.1%	3,119	21.6%	2,510	-2.1%	-609
<b>【Gross Profit】</b>	<b>9,653</b>	<b>27.3%</b>	<b>13,578</b>	<b>40.7%</b>	<b>13,671</b>	<b>41.6%</b>	<b>92</b>
BtoB-PF FOOD	6,534	25.6%	9,260	41.7%	9,296	42.3%	35
BtoB-PF ES	3,116	31.0%	4,317	38.5%	4,374	40.4%	57
<b>【SG&amp;A】</b>	<b>8,452</b>	<b>25.1%</b>	<b>11,278</b>	<b>33.4%</b>	<b>10,862</b>	<b>28.5%</b>	<b>-416</b>
BtoB-PF FOOD	4,589	42.3%	6,968	51.8%	6,573	43.2%	-394
BtoB-PF ES	3,863	9.5%	4,309	11.6%	4,288	11.0%	-21
<b>【Operating Profit】</b>	<b>1,200</b>	<b>44.6%</b>	<b>2,300</b>	<b>91.6%</b>	<b>2,809</b>	<b>134.0%</b>	<b>508</b>
BtoB-PF FOOD	1,944	-1.6%	2,292	17.9%	2,722	40.0%	430
BtoB-PF ES	-746	-	7	-	86	-111.5%	78
<b>【Ordinary Profit】</b>	<b>1,187</b>	<b>87.8%</b>	<b>2,283</b>	<b>92.4%</b>	<b>2,790</b>	<b>135.0%</b>	<b>506</b>
<b>【Profit attributable to owners of parent】</b>	<b>655</b>	<b>119.6%</b>	<b>1,356</b>	<b>106.9%</b>	<b>1,500</b>	<b>128.9%</b>	<b>143</b>
Gross profit margin	<b>61.8%</b>		<b>69.7%</b>		<b>72.6%</b>		
BtoB-PF FOOD	65.7%		76.8%		77.9%		
BtoB-PF ES	54.9%		58.1%		63.5%		
Operating Profit Margin	<b>7.7%</b>		<b>11.8%</b>		<b>14.9%</b>		
BtoB-PF FOOD	19.5%		19.0%		22.8%		
BtoB-PF ES	-		0.1%		1.3%		
Ordinary Profit Margin	7.6%		11.7%		14.8%		

## ● Sales

### BtoB-PF FOOD

Net sales of the number of new contracts by buying companies and their stores and vendors in a wide range of BtoB Platform Ordering food-related businesses is expected to steadily increase above the forecast. However, the system usage fees from vendors for pay-as-you-go fees are expected to fall slightly below the company's aggressively set plan, and BtoB-PF FOOD Business as a whole is expected to fall below the forecast of ¥116 million.

### BtoB-PF ES

The number of new fee-based BtoB Platform Invoicing subscribers and steady progress in operation (digitization of invoices) is expected to continue to increase. However, system usage fees are expected to fall short of the aggressively set plan, and BtoB-PF ES Business as a whole is expected to fall short of the planned level of ¥552 million.

## ● Cost of sales

Cost of sales is expected to fall short of the ¥761 million forecast, mainly due to the anticipated non-accrual of commissions that fluctuate in accordance with net sales in BtoB Platform Invoicing of BtoB-PF ES Business.

## ● Gross profit

Gross profit is expected to exceed the forecast for both businesses, as the anticipated non-occurrence of Cost of sales compensates for the expected shortfall in Net sales.

## ● SG&A expenses

SG&A are expected to fall below the ¥416 million forecast, mainly due to the non-occurrence of conservatively planned personnel expenses and commission expenses, etc.

## ● Operating Profit and Ordinary Profit

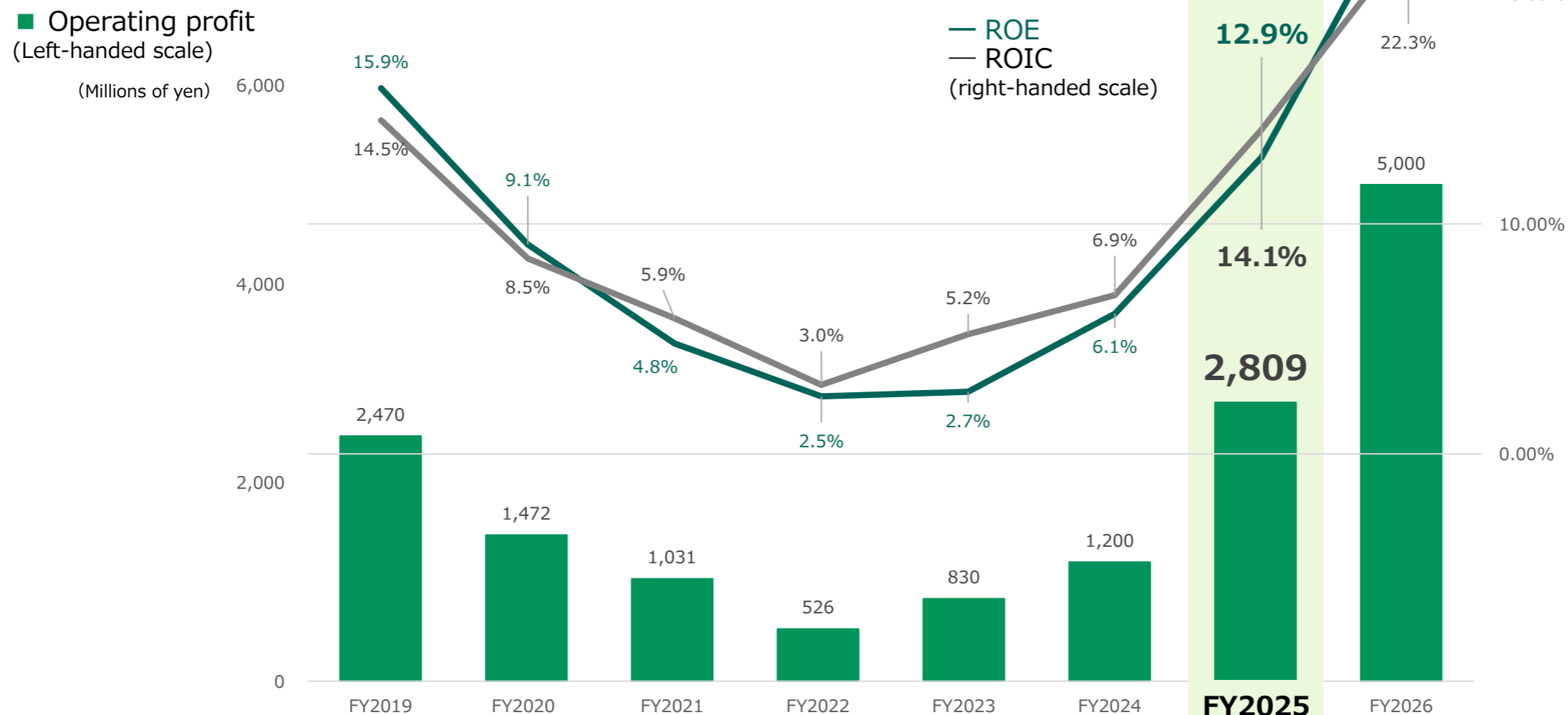
Operating profit and ordinary profit are expected to exceed the forecast due to the non-occurrence of conservatively planned selling expenses and general and administrative expenses (SG&A).

## ● Profit attributable to owners of parent

Profit attributable to owners of parent is conservatively estimated considering the possibility of recording impairment losses for software.

# ROE and ROIC Changes

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



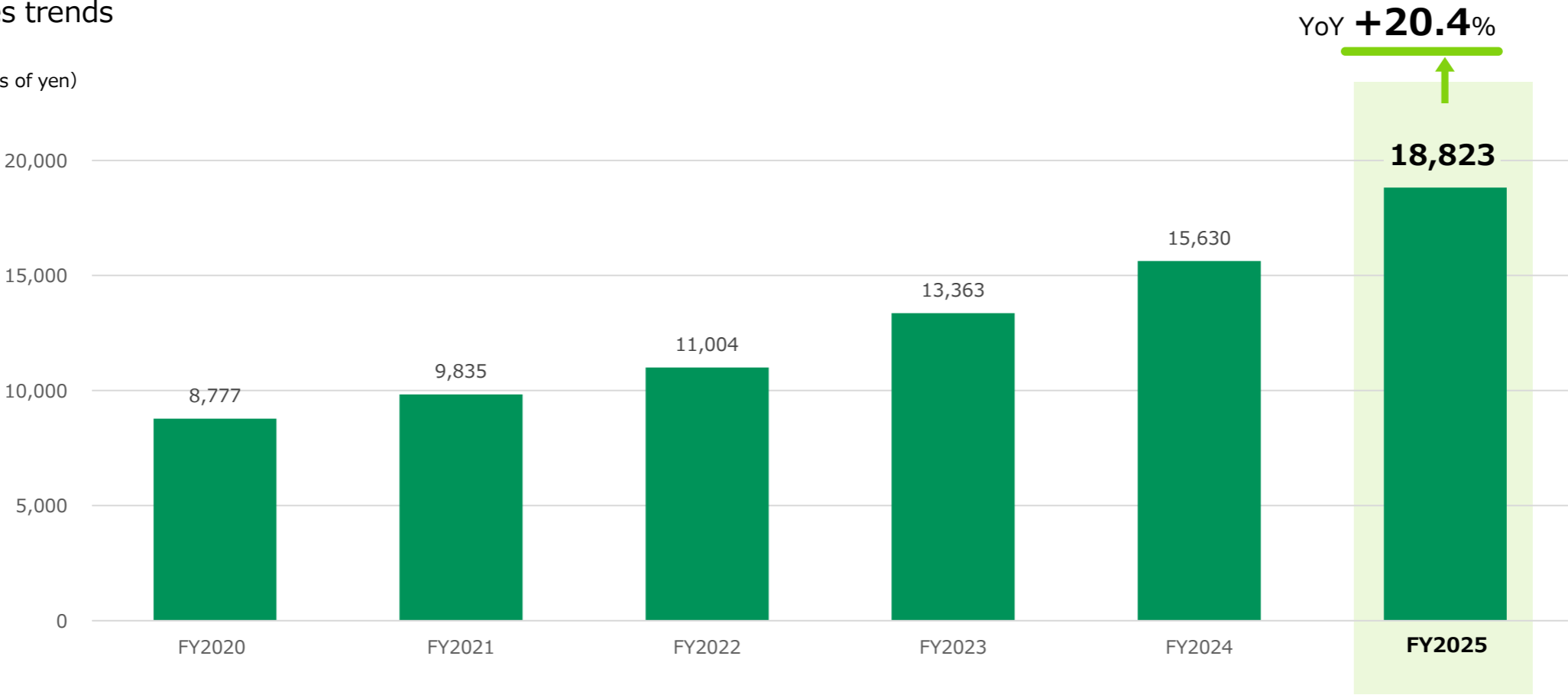


# Consolidated Business Forecasts for FY12/25 (Sales trends)

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

## Sales trends

(Millions of yen)

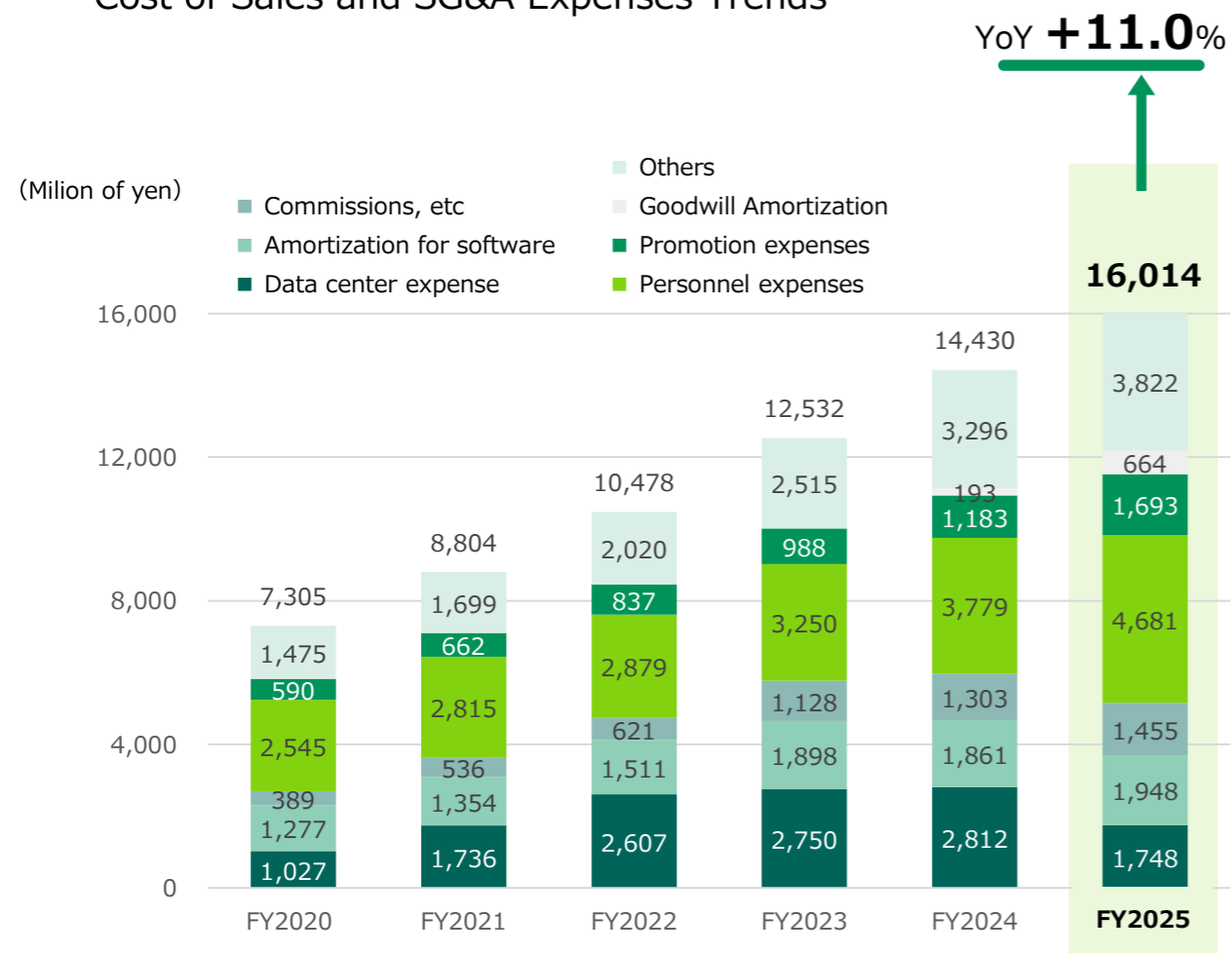




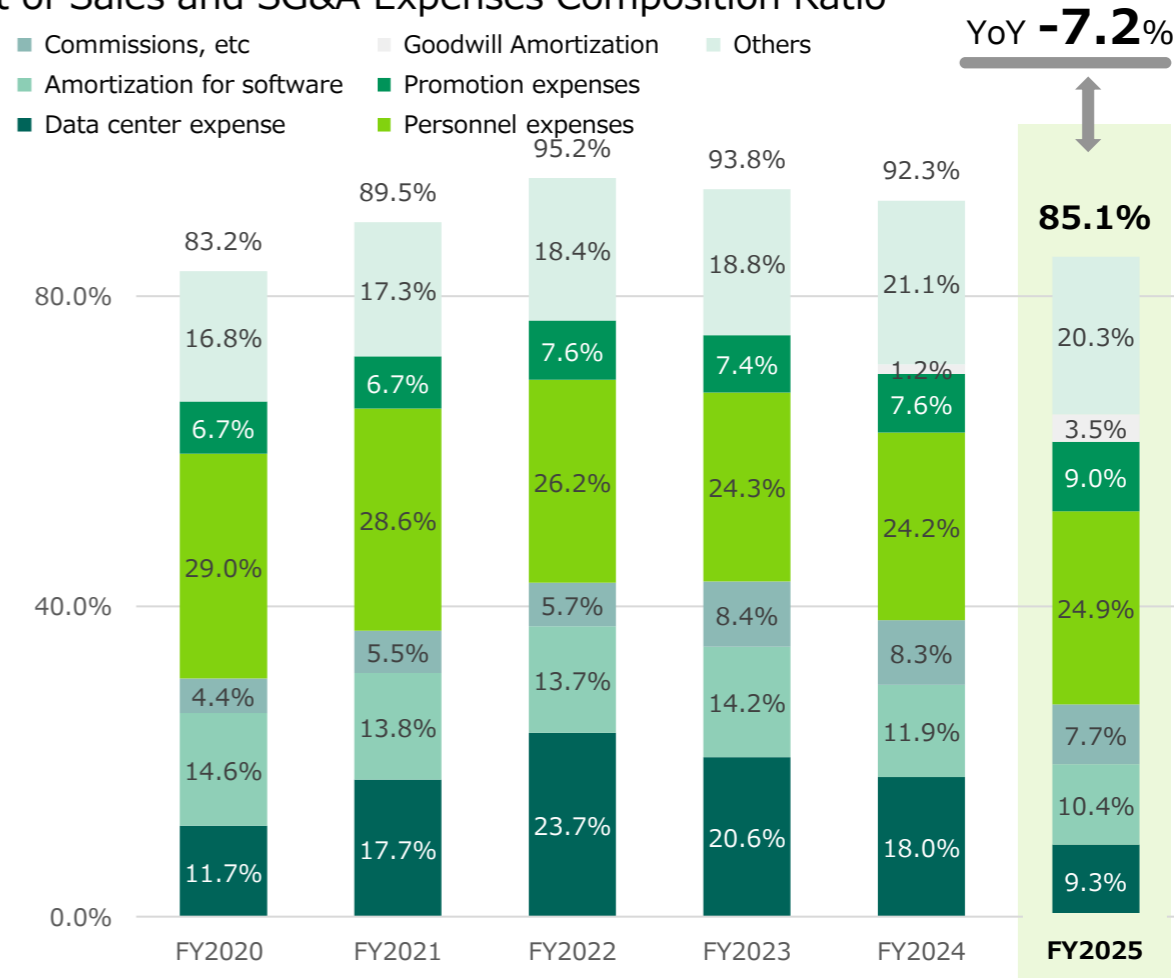
# FY12/25 Cost of Sales and SG&A Expenses Trends

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

## Cost of Sales and SG&A Expenses Trends



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



## III. Segment Information

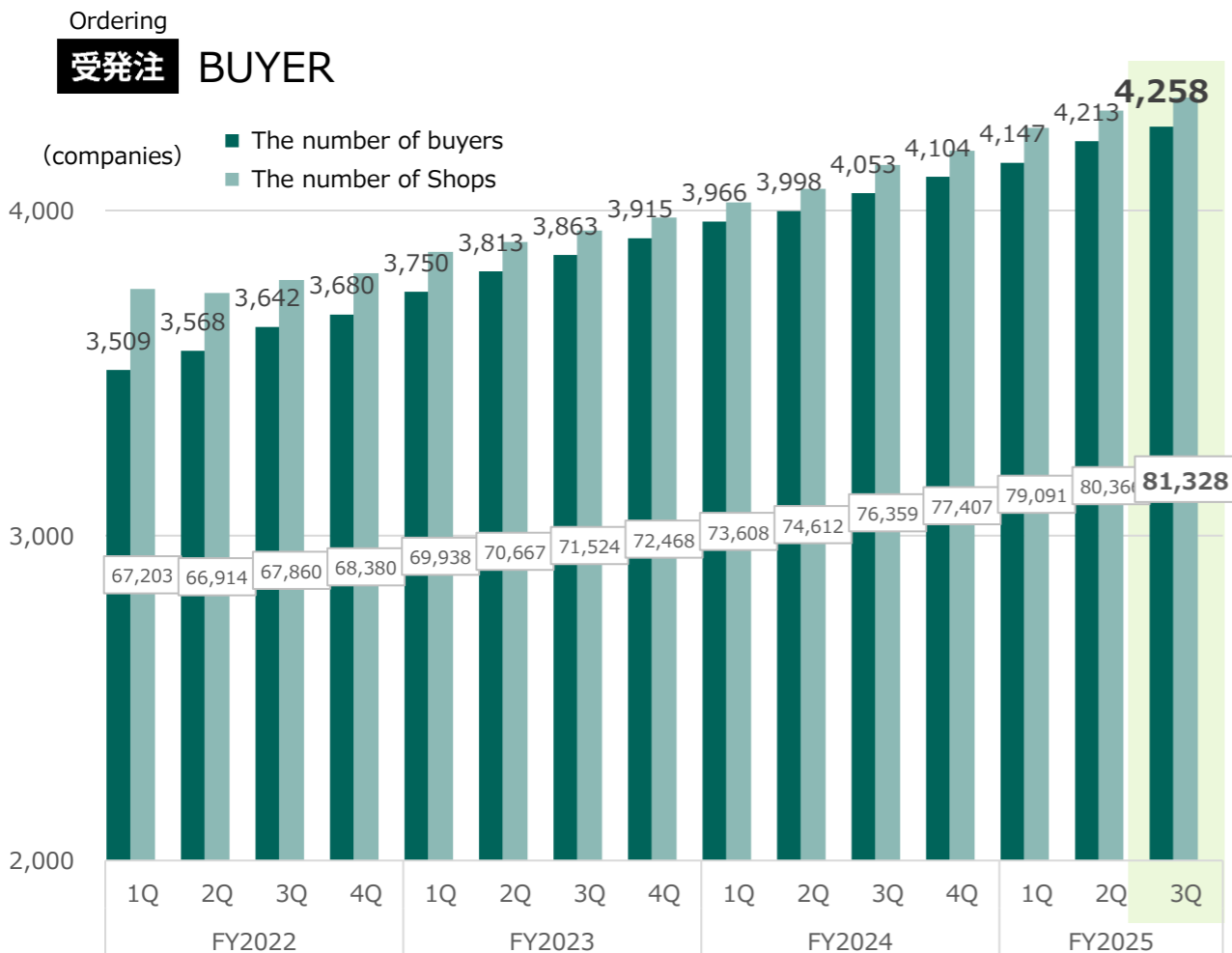
## (1) BtoB-PF FOOD Business



# FOOD Business The Number of User Companies Trends

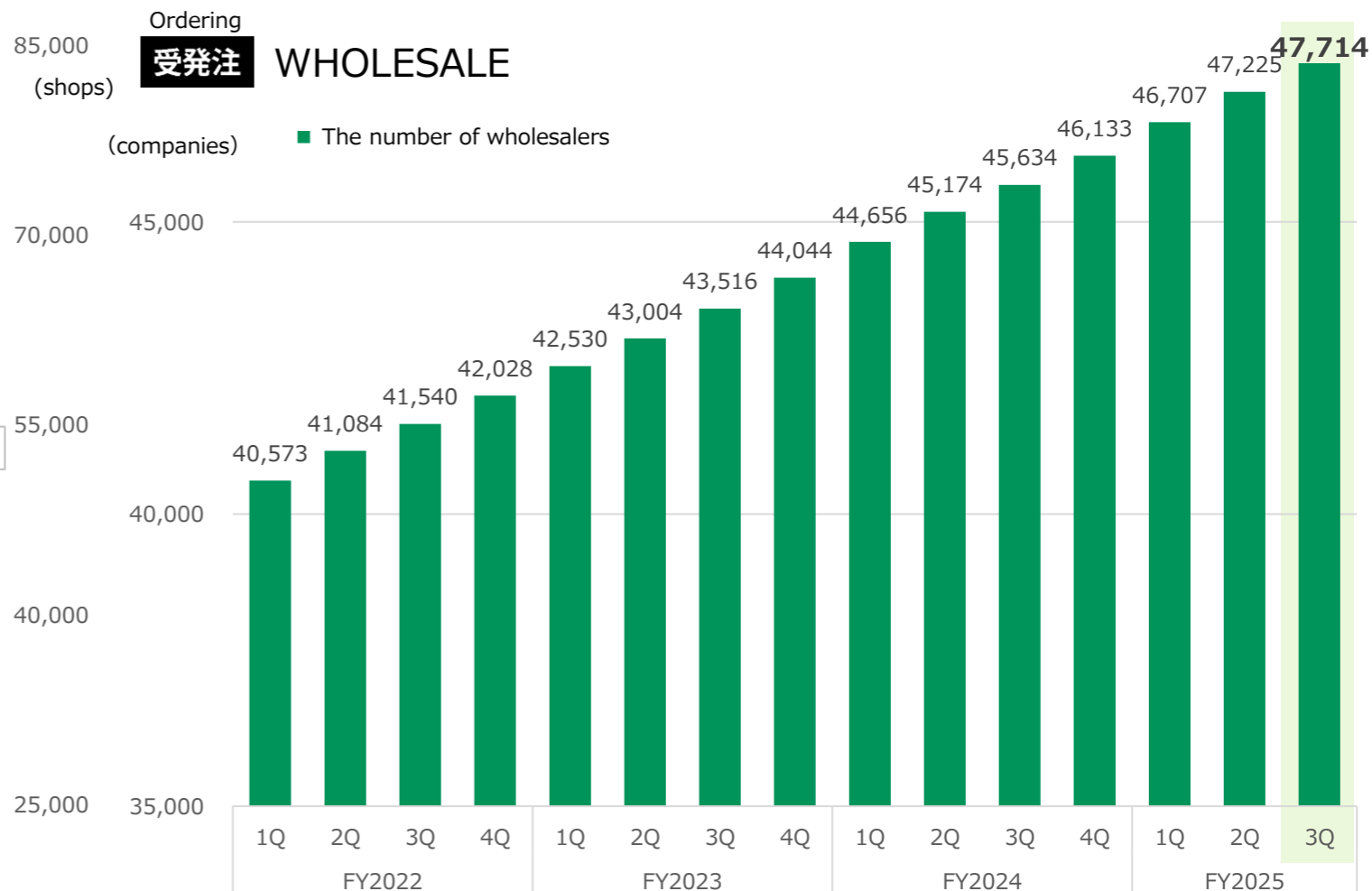
Ordering  
**受発注 BUYER**

(companies) ■ The number of buyers  
■ The number of Shops



Ordering  
**受発注 WHOLESALE**

(shops) ■ The number of wholesalers



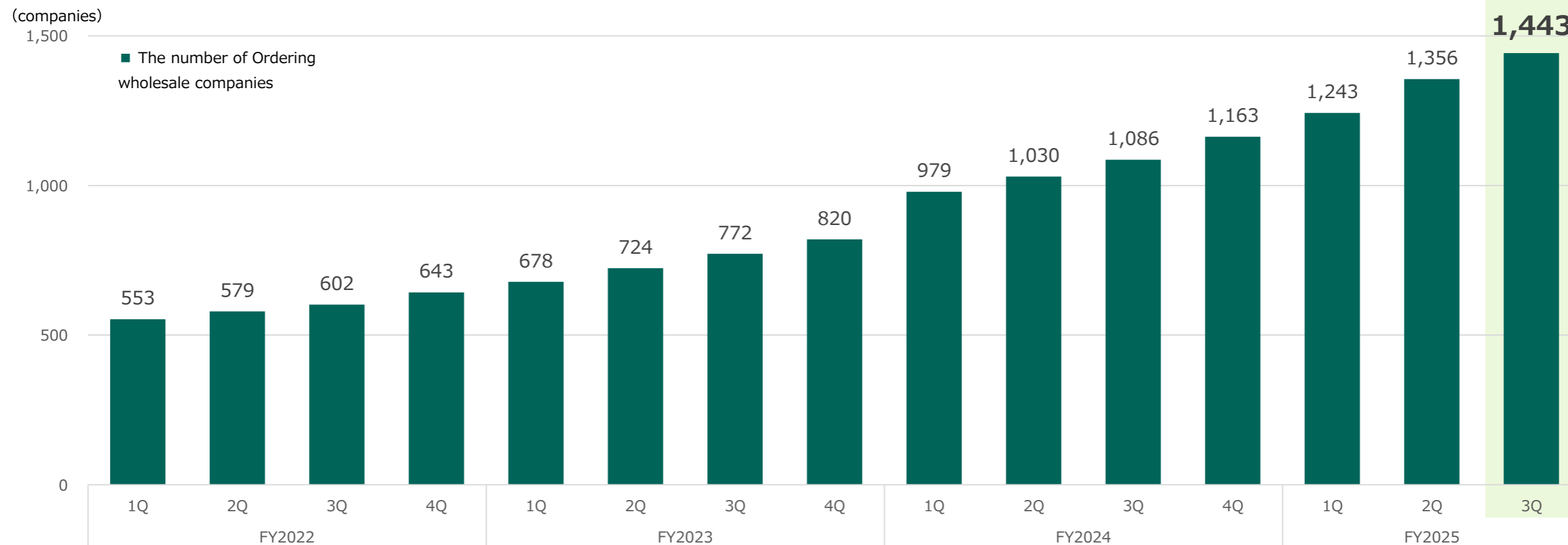


# FOOD Business The Number of User Companies Trends

Ordering Light

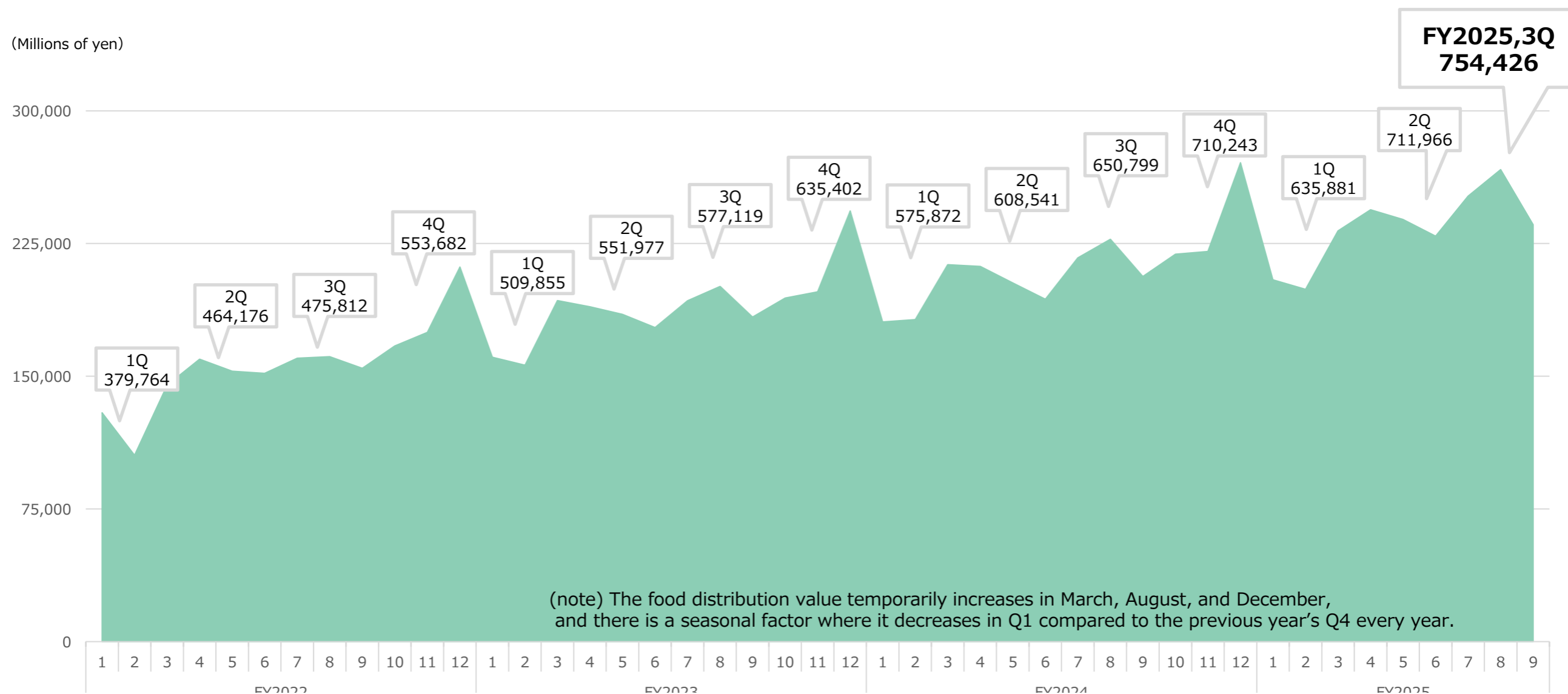
受発注 ライト  
TANOMU

WHOLESALE

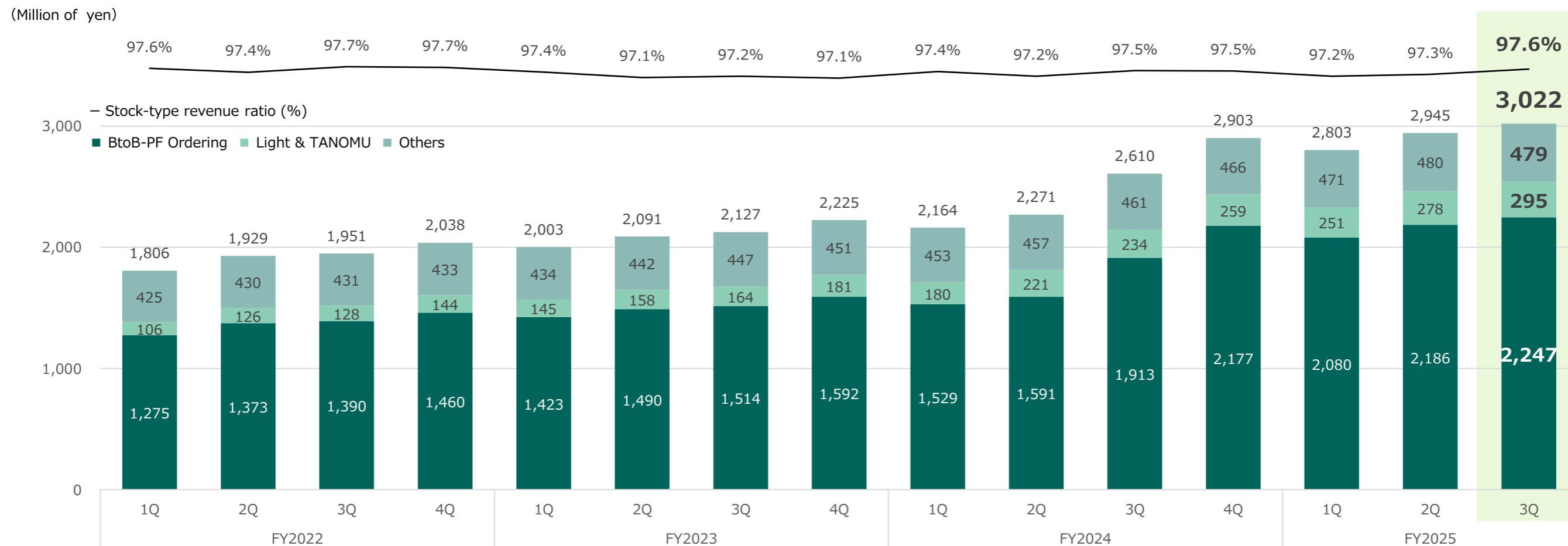




# FOOD Business Distribution Amount (Reference)



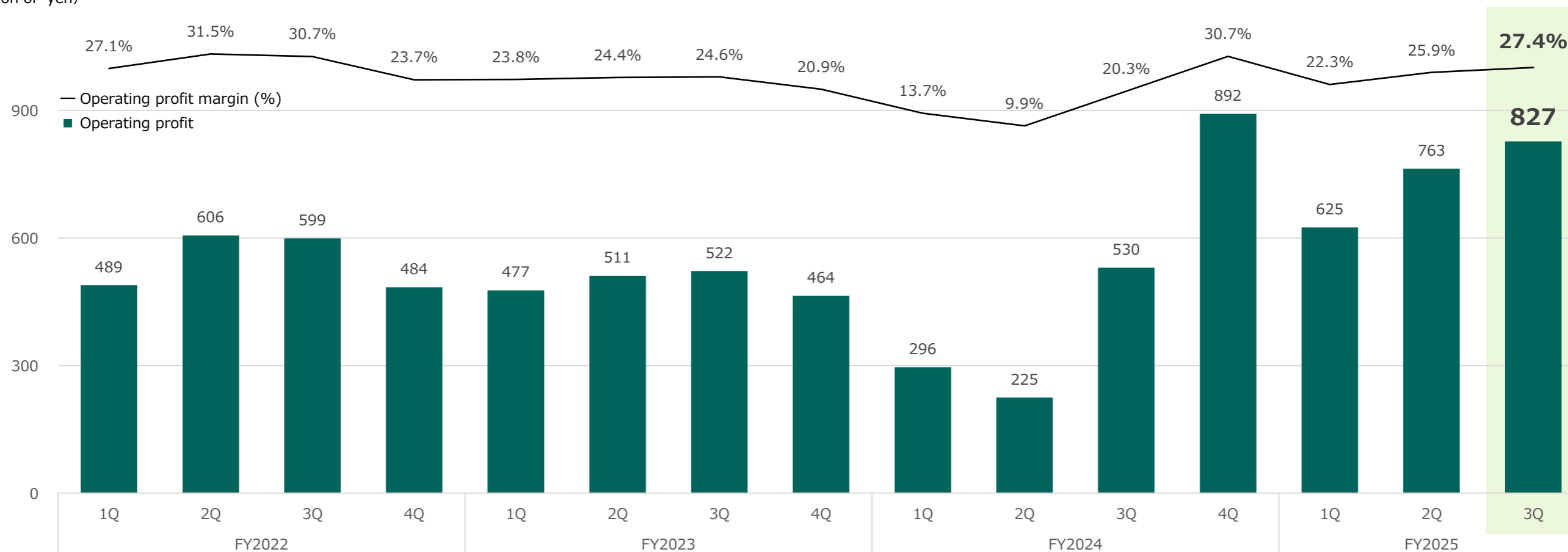
# FOOD Business Sales Trends





# FOOD Business Operating Profit Trends

(Million of yen)



## (2) BtoB-PF ES Business



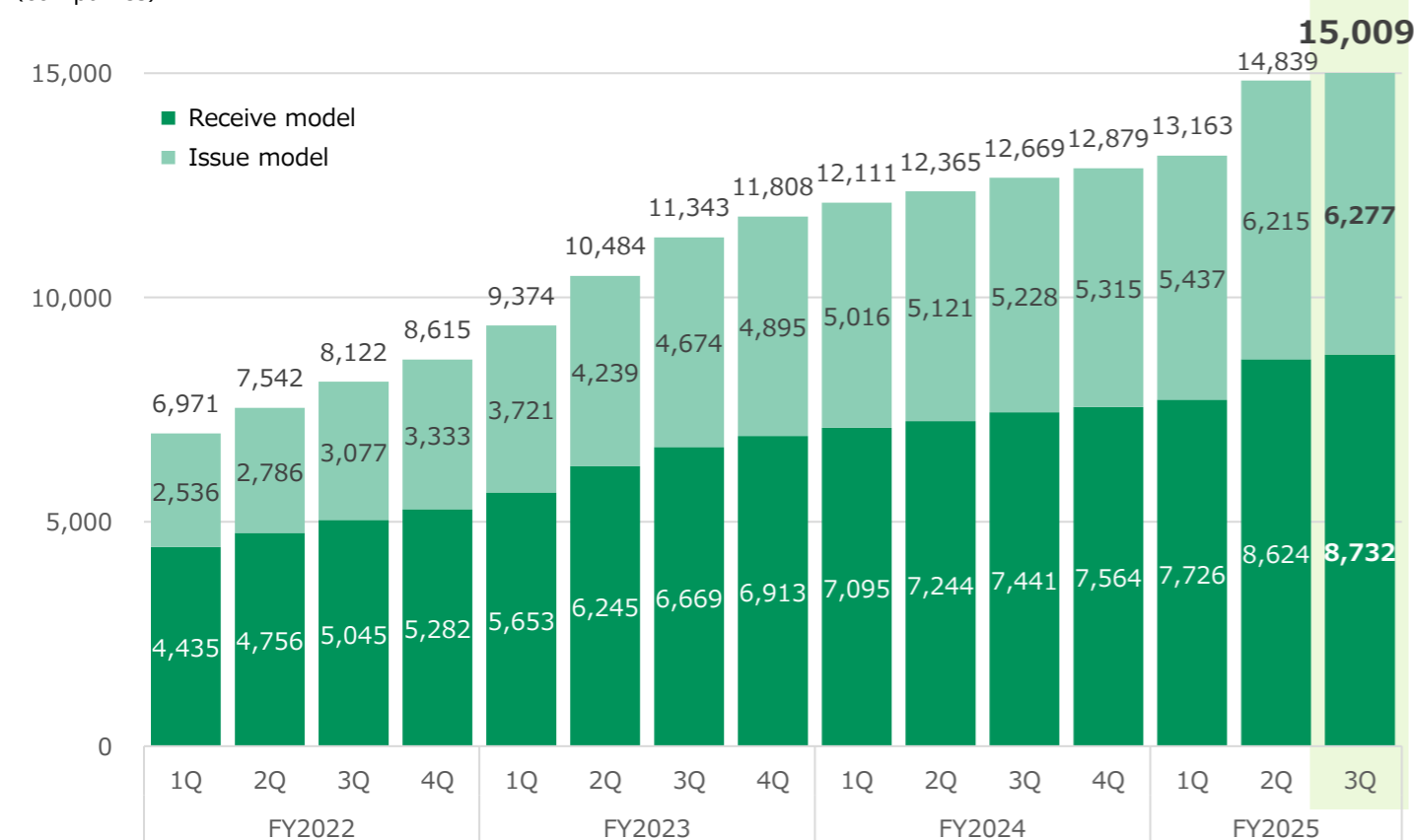
# ES Business The Number of User Companies Trends

Invoicing

請求書

PAYING USER

(companies)

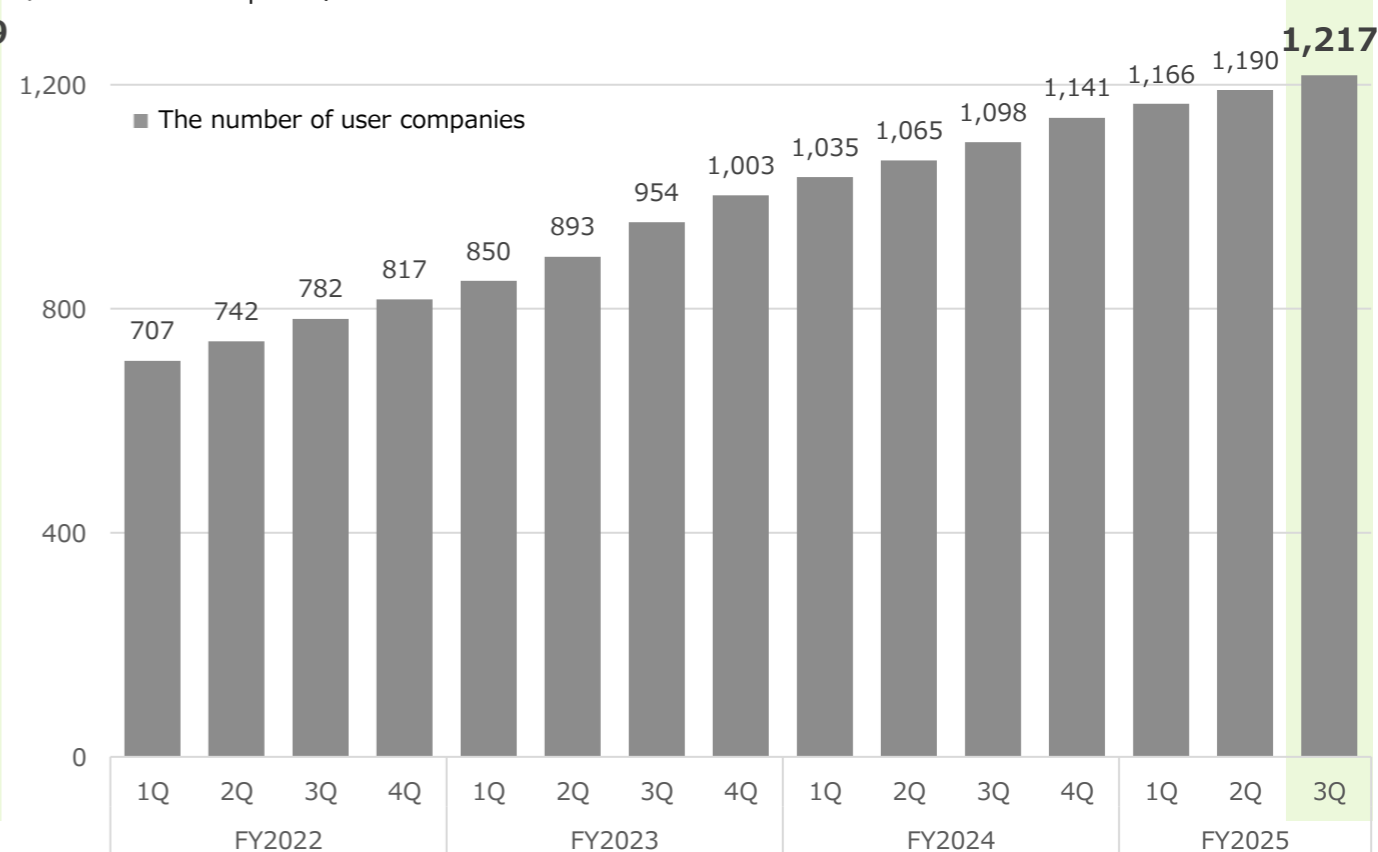


Invoicing

請求書

USER

(Thousands of companies)

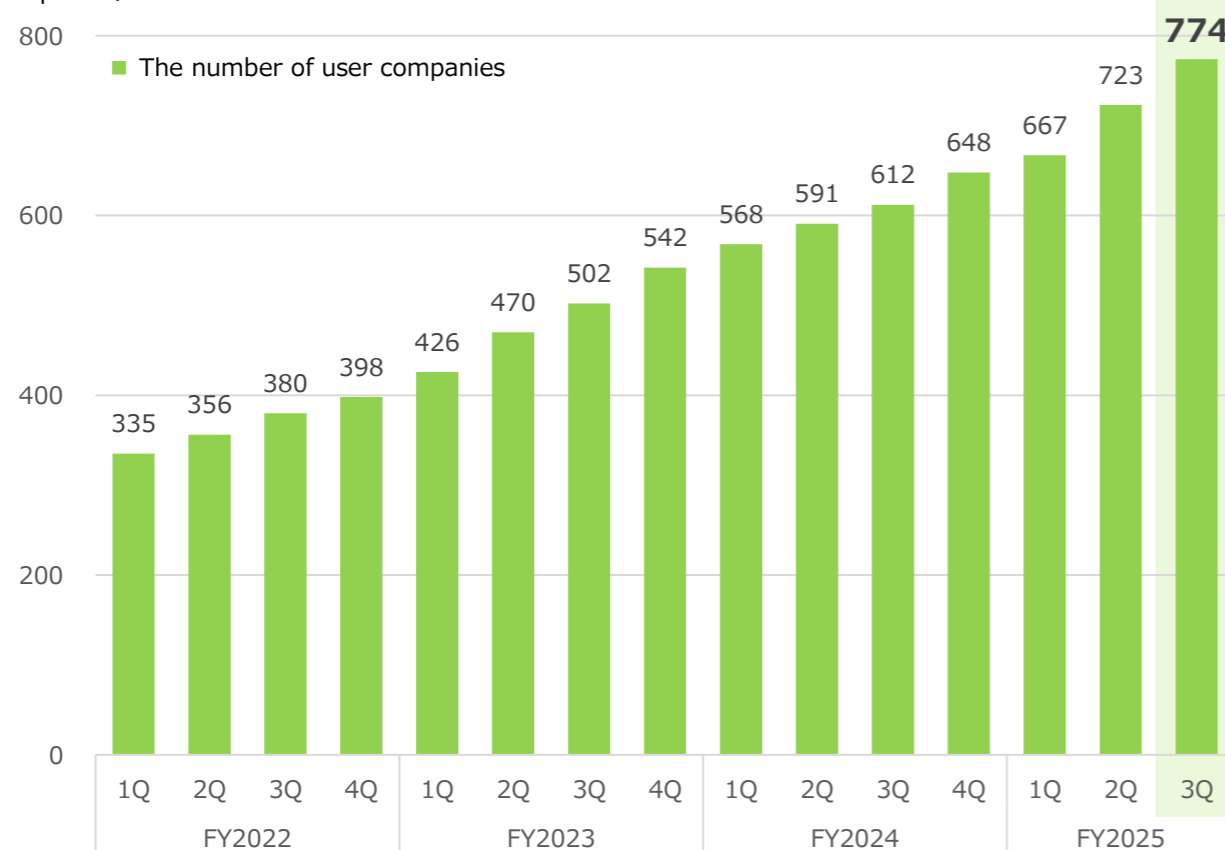


(Note) Invoicing paying user : The basic fee revision in April (from 20,000 yen to 35,000 yen) has enabled an increase in the number of companies using both the receiving and issuing models.

# ES Business The Number of User Companies Trends

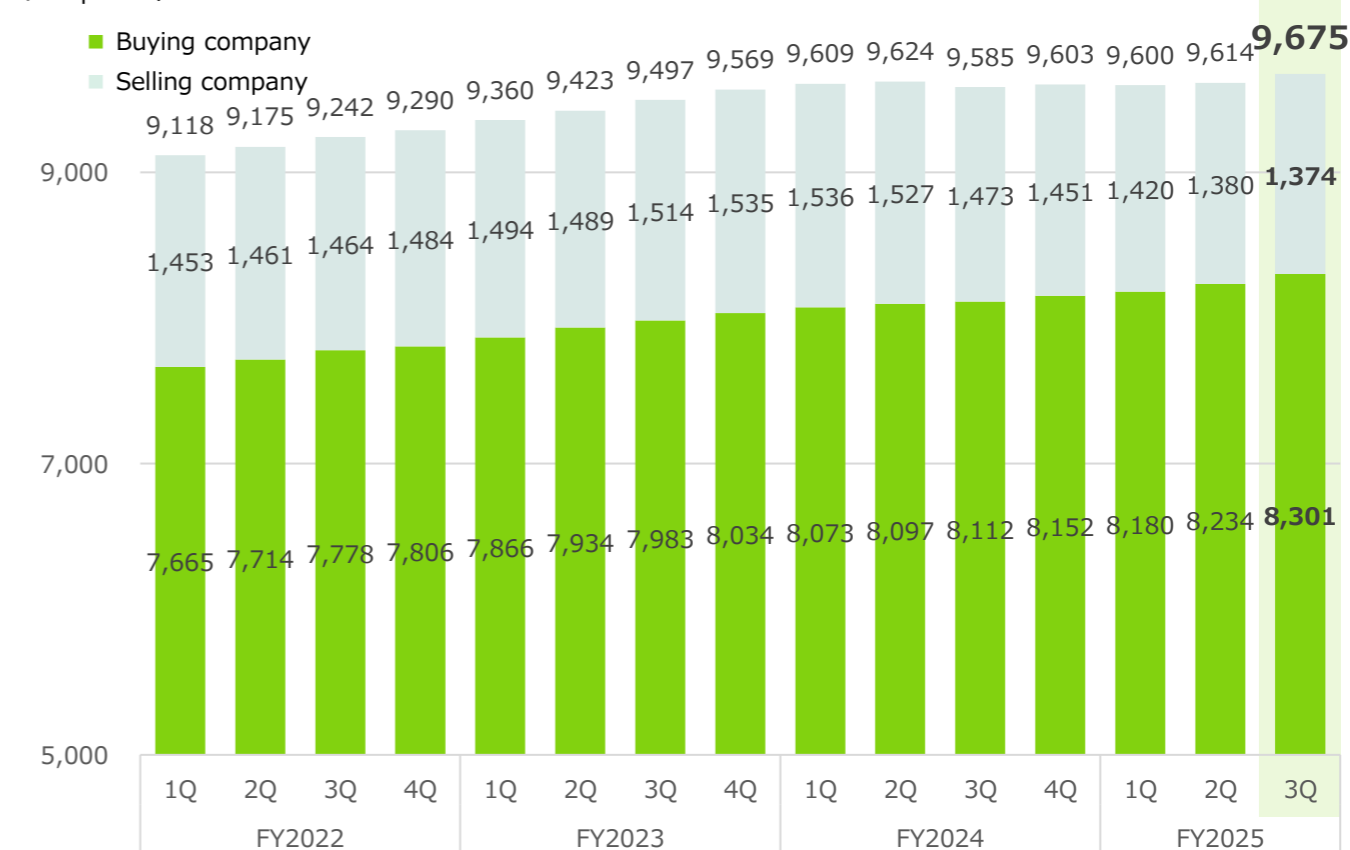
## Contract 契約書 PAYING USER

(companies)



## Matching 商談 PAYING USER & USER

(companies)

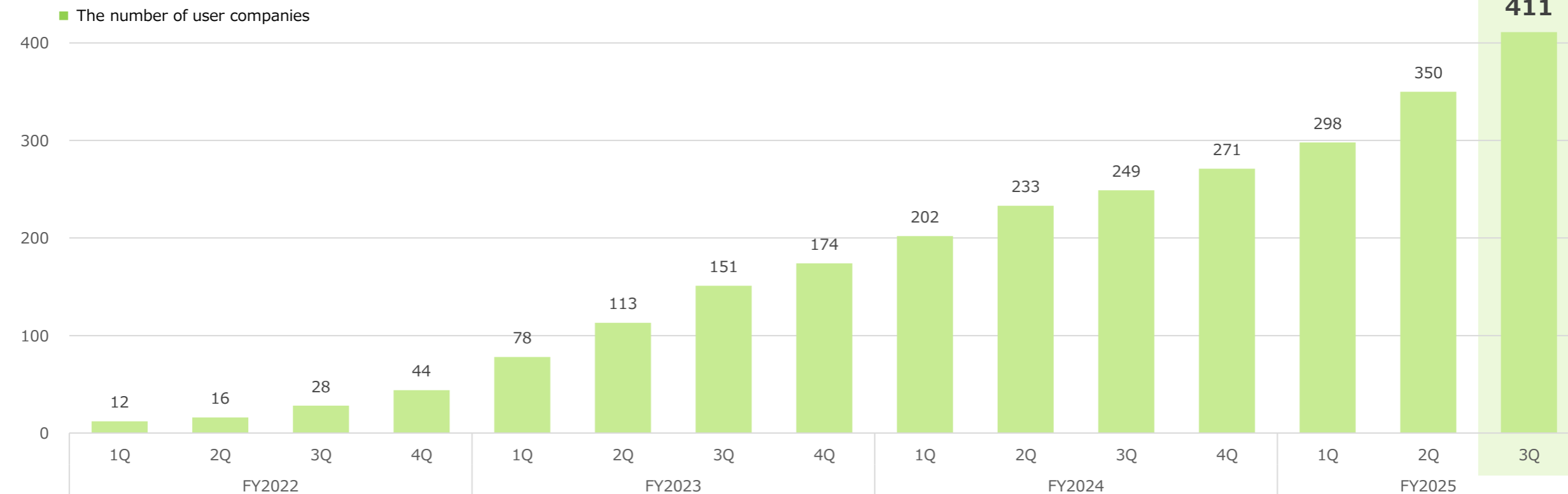




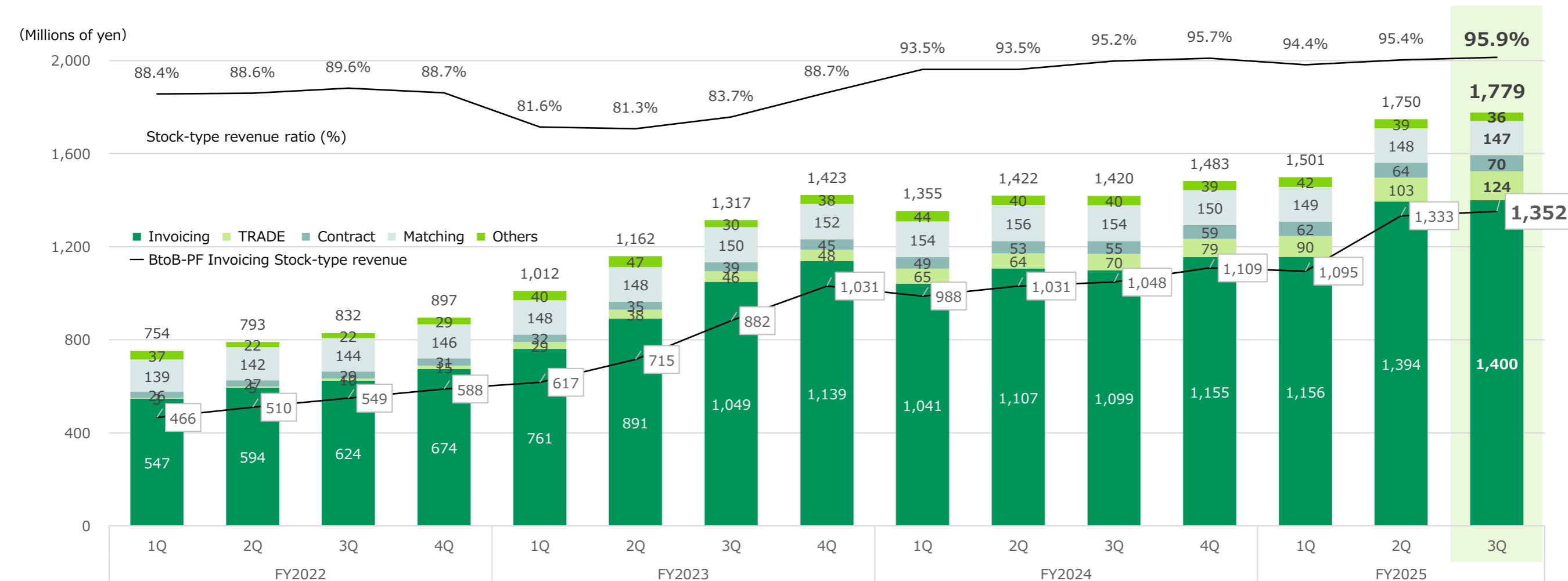
# ES Business The Number of User Companies Trends

## TRADE PAYING USER

(companies)

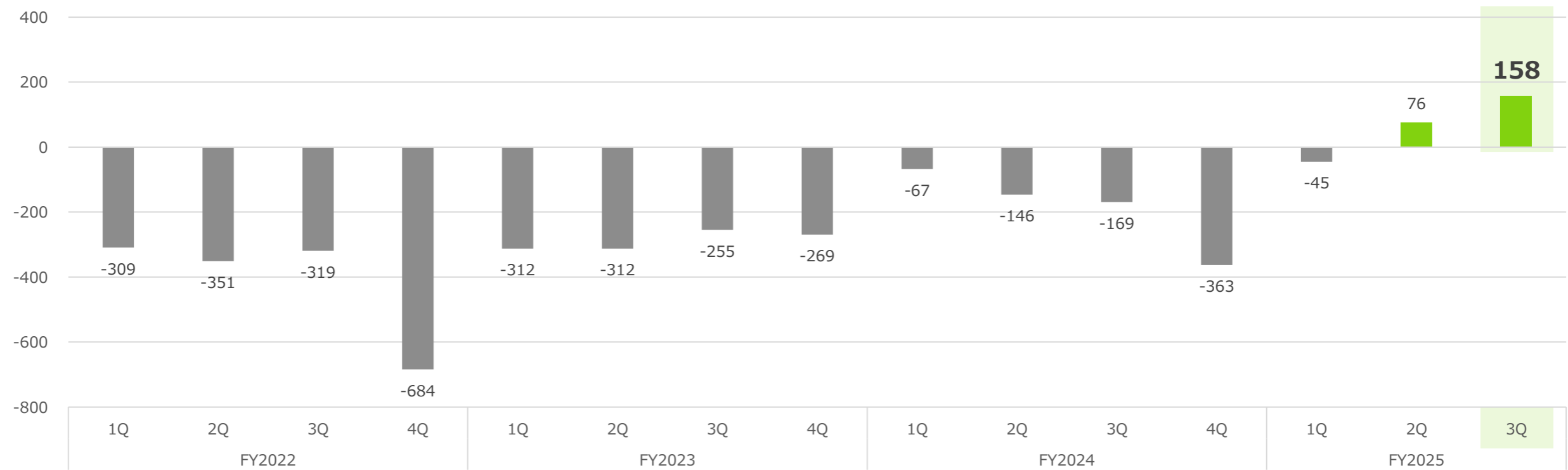


# ES Business Sales Trends



# ES Business Operating Profit Trends

(Millions of yen)



## IV. Business Vision and Medium-Term Management Policies



# Business Vision

## ■ Our Direction

By utilizing our strength, the DtoD\*<sub>1</sub> 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"\*<sub>2</sub>.

※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



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

## 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)



# Fintech Initiatives

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



## ■ Efforts on the credit (seller) side

### 1 Early funding of invoices

- ▶ Quickly fund issued invoices (accounts receivable) online

### 2 Billing outsourcing services and accounts receivable guarantee

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

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

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

● :Released    ● :Under development

## ■ Efforts by the debtor (buyer) side

### 1 Digital connection of received invoices and payments

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

### 2 Extension of payment deadline

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

● :Released    ● :Under development

## V. Return Profits to Shareholders

# Dividend Policy and Dividend Status

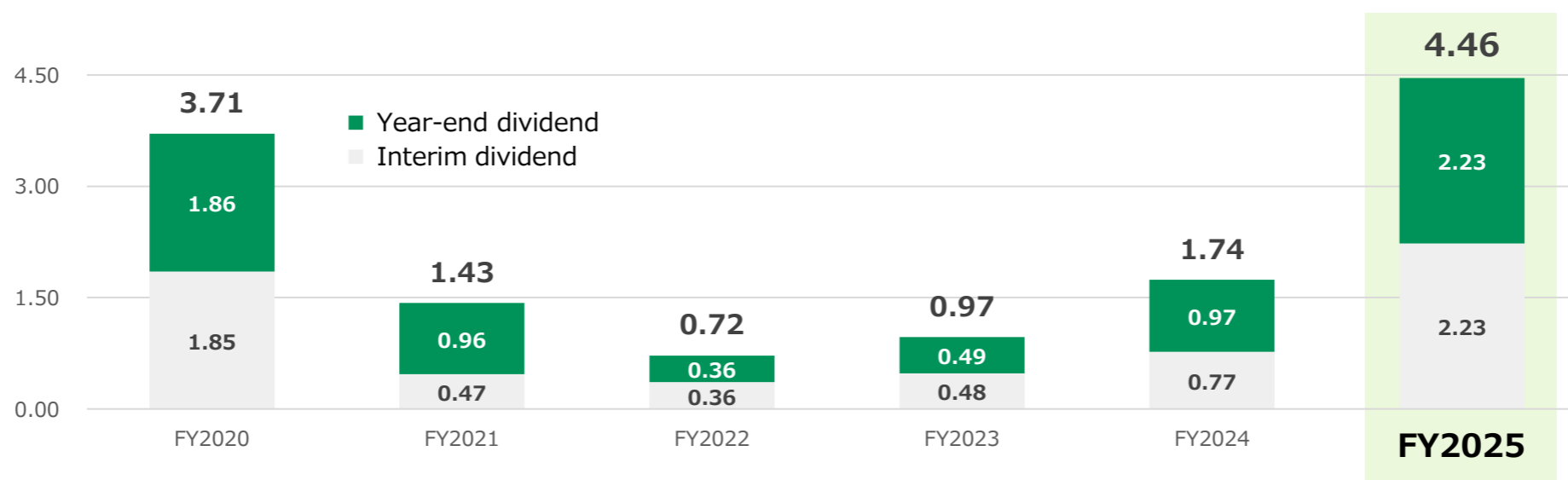
## Dividend Policy

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

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

(Yen)

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



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

# Appendix

as of end-September 2025

## COMPANY PROFILE

- Company name Infomart Corporation
- Date of Foundation 13th February 1998
- Business Content Operation of BtoB Platform  
(Business-to-Business E-Commerce Serv.)
- Company Address (Head Office) 13th Floor, Shiodome Shibarikyu Building, 1-2-3 Kaigan,  
Minato-ku,Tokyo, 105-0022, Japan
- Representative Ken Nakajima, President and CEO  
Shin Kimura, Vice President and Representative Director
- Capital Fund 3.2 billion 12.51 million yen
- Number of employees 809 personnel (consolidated),  
782 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, 460-00031,Japan
- West Japan Sales Office Shin-Osaka Meiko Building 2F, 6-9-27 Nishi-Nakajima,  
Yodogawa-ku, Osaka-shi, Osaka, 532-0011,Japan
- Fukuoka Sales Office Hakata Fukami Park Building 6F, 4-14-1, Hakata  
Ekimae, Hakata-ku, Fukuoka-shi, Fukuoka, 812-  
0011,Japan
- Okinawa Sales Office Mirco Naha Building 7F, 1-19-27 Matsuo,  
Naha-shi, Okinawa, 900-0014,Japan
- Sangenjaya labo Keihan Setagaya Building 3F, 1-18-10 Wakabayashi,  
Setagaya-ku, Tokyo, 154-0023,Japan

# Company Introduction



## TAGLINE

しごと、スマート。  
インフォマート

Work  
Smart,  
Infomart

## BRAND STATEMENT

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

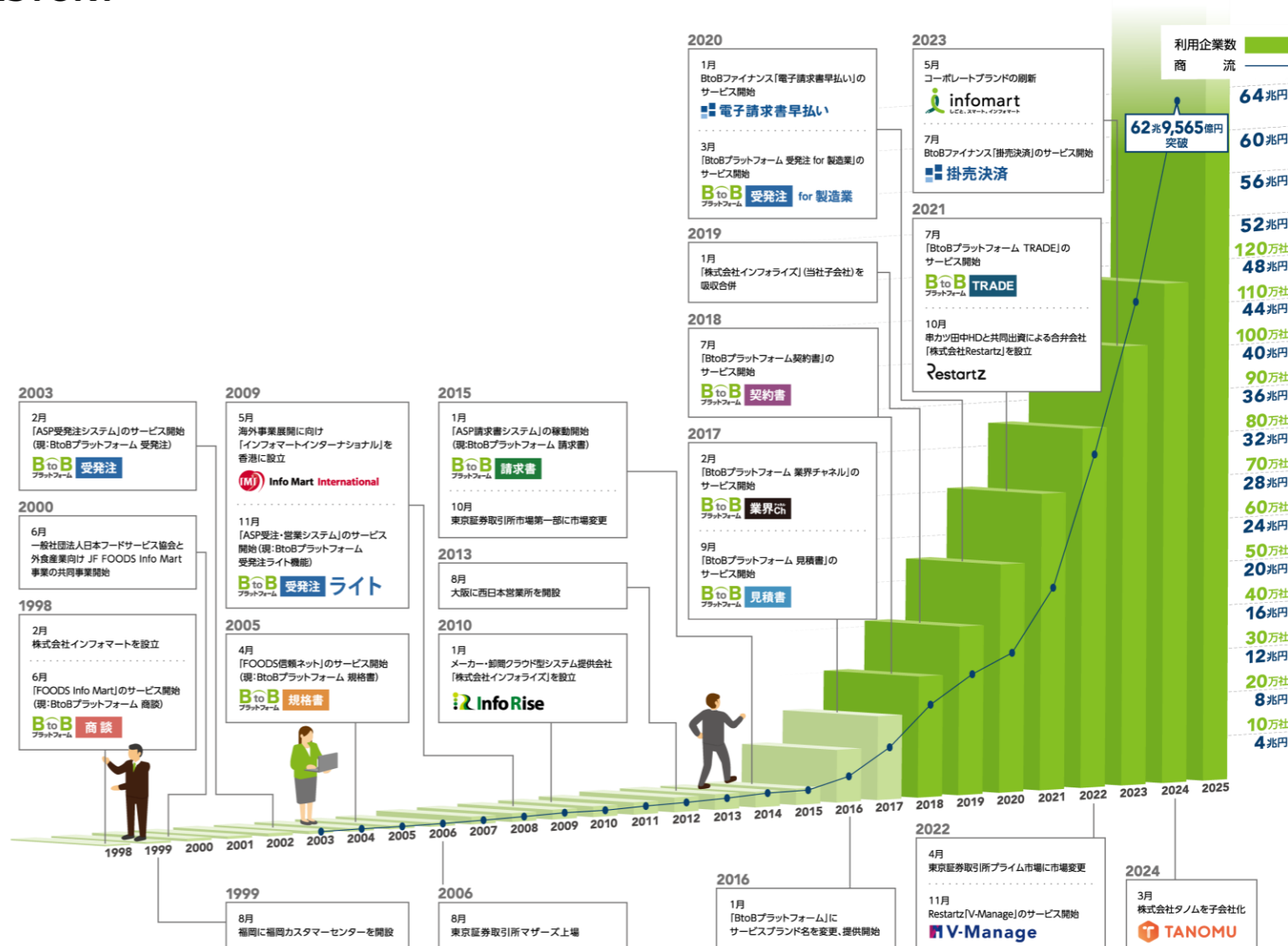
For example, the slip processing of orders that occur daily at restaurants.  
For example, managing invoices delivered in different formats.  
In an efficient manner, these kinds of operations are automated.  
Infomart connects companies with companies,  
We will change the structure of all our operations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

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

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

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

## HISTORY

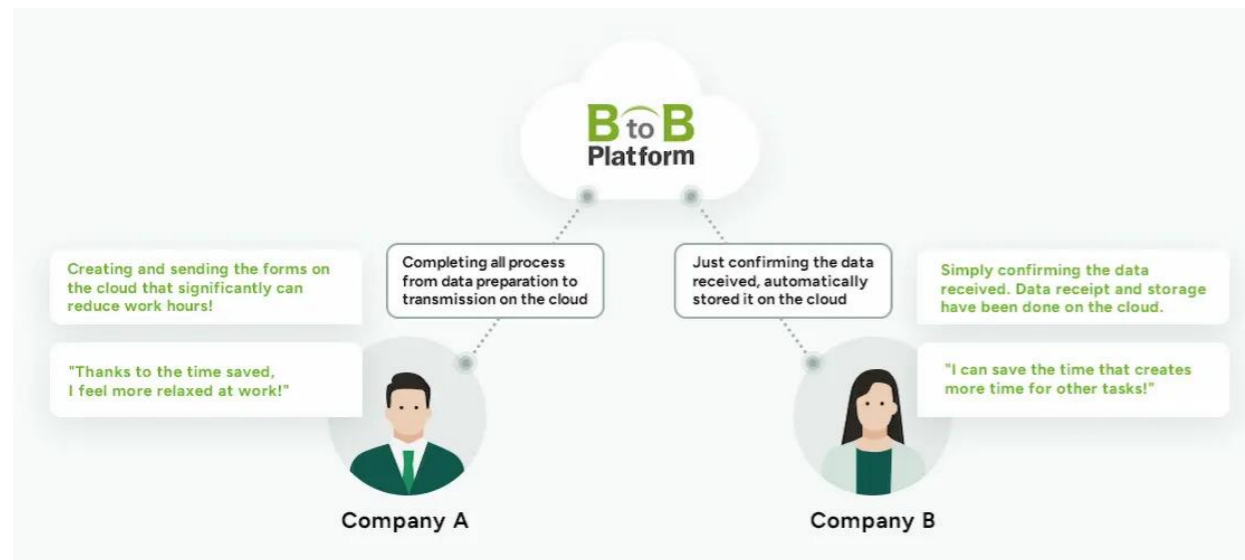




# Business Overview

## BtoBプラットフォーム

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



## Characteristics of BtoB Platform

### Standardization

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

### digitalization

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

### Low price

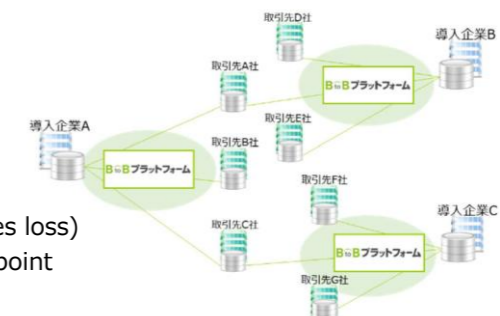
Even if transactions using BtoB Platform increase, there is a ceiling on the usage fee, so I am confident. It also reduces paper vouchers and storage locations, so it can be expected to be highly cost-effective.

## Business model

### Stock-type business

- ① High renewal rate of use  
=Customers' natural choice
- ② Stable earnings  
= 90% or more of sales per month  
Tem usage fees (the number of user companies loss)  
In profit margins above the profit break-even point  
Go up

### Network



# Service Introduction

## BtoB-PF FOOD business

### BtoB Platform Ordering



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.



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.



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-September 2025

BtoB-PF FOOD business		<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 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</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-September 2025

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 transactions: JPY100 per transaction</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> </ul> <p>• In-house storage: Up to 3 contracts per month            《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>

This material is prepared based on economic, social and other situations, and certain assumptions that the company deems to be reasonable as of October 31, 2025. However, the material is subject to change without prior notice due to the changing management environment and other reasons. Readers are asked to make investment decisions at their own discretion. This material was prepared by Infomart Corporation.