FY2020
Financial Briefing Material

May 13, 2021

JMDC Inc.

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Section 1

Summary

FY2020 Performance Highlights

JMDC achieved steady growth in terms of group performance driven by Healthcare-Big Data, although it was hit by negative impacts of COVID-19 in other segments.

Consolidated revenue (Million JPY)

16,771

Y-o-Y

+38%

Consolidated EBITDA (Million JPY)

4,867

Y-o-Y

+50%

Healthcare-Big Data

Y-o-Y

+77%

Tele-medicine and Dispensing Pharmacy Support

Y-o-Y

Tele-medicine	Dispensing Pharmacy Support
+4%	**-1%**

Number of the population of contracted health insurance unions

9.30 mil persons

Number of PepUp IDs

2.18 mil person

* Estimation of the number of continually-contracted health insurance unions and the number of issued IDs at end of April 2021

Revenue of Healthcare-Big Data

Average revenue of Top 10 customers

+30%

* Comparison of FY2019 and FY2020

Note: IFRS-based.
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

FY2020: Business Segments of the JMDC Group and Summaries

FY2020 was a year marked by strong performance of Healthcare-Big Data as well as negative impacts of COVID-19 on Tele-medicine and Dispensing Pharmacy Support.

	Business outline	FY2020 summary
Healthcare-Big Data	**For Industry** Data utilization service for pharmaceutical companies and insurance companies	 Achieved steady growth in data utilization by capturing the DX needs of top clients
	For Payers and individuals Data analysis for health insurance unions and provision of ICT “PepUp” product to health insurance union members.	 Realized high growth as demand for health promotion services has increased in earnest
	For Medical Service Providers Provision of data analysis service that contributes to the improvement of medicine DB and management of medical institutions, and of consulting and finance to medical institutions	 Achieved significant growth due to the enhancement of medicine DB and services for medical institutions
Tele-medicine	Provision of the remote diagnostic imaging service.	 Affected by temporary reduction of diagnostic imaging due to self-restraint in visiting hospitals in 1H of 2020
Dispensing Pharmacy Support	Development/provision of receipt computer and electronic medication history for pharmacies.	 Affected significantly by dispensing pharmacies reining in investment due to uncertainty in dispensing pharmacy management under the COVID-19 pandemic

FY2021: Performance Forecast

We forecast steady revenue growth for FY2021 as Healthcare-Big Data will benefit from increasing demand and Tele-medicine and Dispensing Pharmacy Support will recover moderately. In terms of profit, we will go forward by taking a good balance between a sound profit margin and aggressive investment (human resources recruitment) in rapidly expanding business opportunities.

	FY2021 Consolidated Performance Forecast (vs. FY2020 growth rate)	Preconditions of forecast
Revenue	21 bil JPY (+25%)	• Healthcare-Big Data will continue to grow steadily. • Tele-medicine and Dispensing Pharmacy Support are expected to recover moderately from the COVID-19 pandemic. • No future M&A activities are incorporated in the forecast.
Operating profit (Rate)	4.3 bil JPY (20%) (+16%)	• Reflects aggressive investment in human resources, including the planned recruitment of 120 new employees in anticipation of future growth. • Reflects increases in costs such as office rents to strengthen business capacity, while no excessive improvement in operating efficiency under the New Normal following the COVID-19 pandemic (working from home, online business negotiations, etc.) has been reflected. • Formulated a new business investment plan assuming that a certain level of profit margin will be secured.
EBITDA (Margin)	5.9 bil JPY (28%) (+21%)	
Profit attributable to owners of parent (Rate)	2.9 bil JPY (14%) (+17%)	• As in the previous fiscal year, it is assumed that there will be no change in the financial conditions and credit environment. • Corporate income tax calculated logically is included. • No impairment of shares in subsidiaries is included as there are no such concerns.

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

Section 2

FY2020 Performance Report

FY2020: Summary of Consolidated Performance

The Group continues to grow steadily. The actual performance significantly exceeded both the initial plan at the beginning of the year and the adjusted plan (revenue: 15 billion JPY (initial) and 16 billion JPY (adjusted), operating income: 2.6 billion JPY (initial) and 3.15 billion JPY (adjusted)).

(Unit: Million JPY)	FY2019	FY2020	Y-o-Y
Revenue	12,158	16,771	+38%
Operating profit (Rate)	2,215 (18%)	3,695 (22%)	+67%
Profit before taxes (Rate)	2,178 (18%)	3,636 (22%)	+67%
Profit attributable to owners of parent (Rate)	1,528 (13%)	2,476 (15%)	+62%
EBITDA (Margin)	3,245 (27%)	4,867 (29%)	+50%

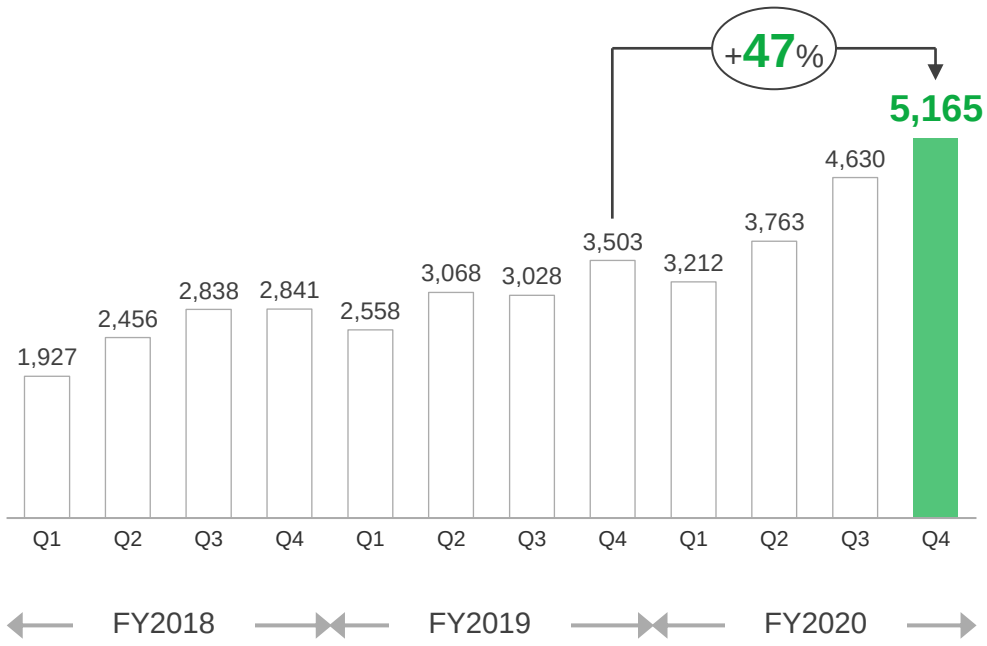
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2020: Consolidated Revenue/EBITDA

Both revenue and EBITDA continue to growth steadily. We recognize this as sustainable growth that capitalizes on the expansion of business opportunities.
In FY2020 Q4, we recognized additional costs for revenue growth, such as provision for bonuses.

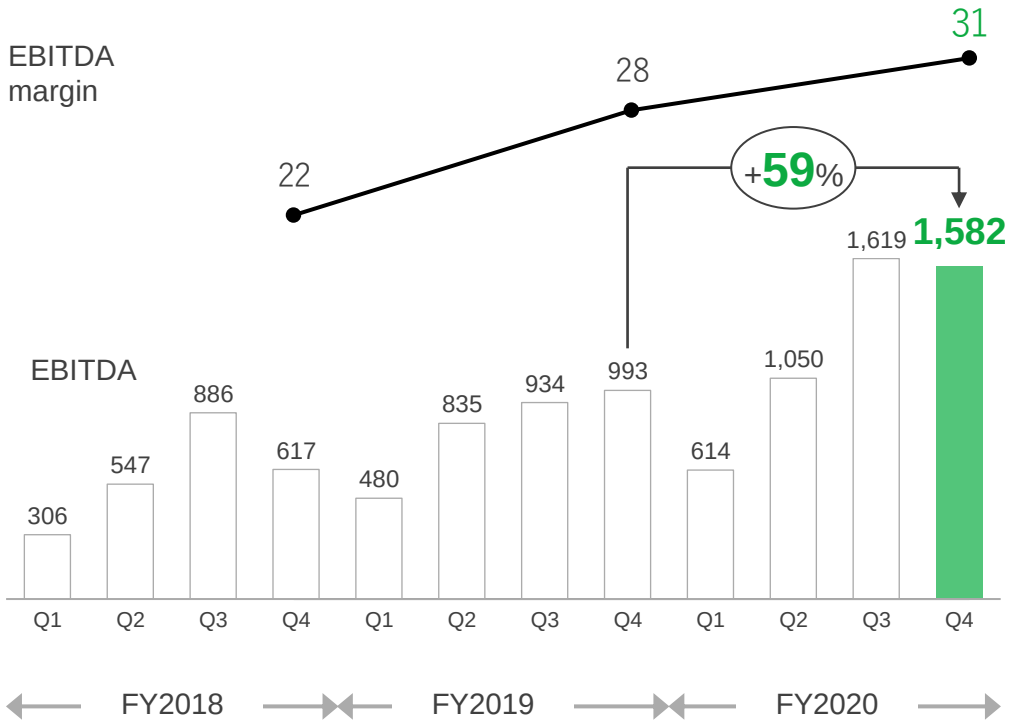
Quarterly trends of consolidated revenue

(Unit: Million JPY)



Quarterly trends of consolidated EBITDA/margin

(Unit: Million JPY and %)



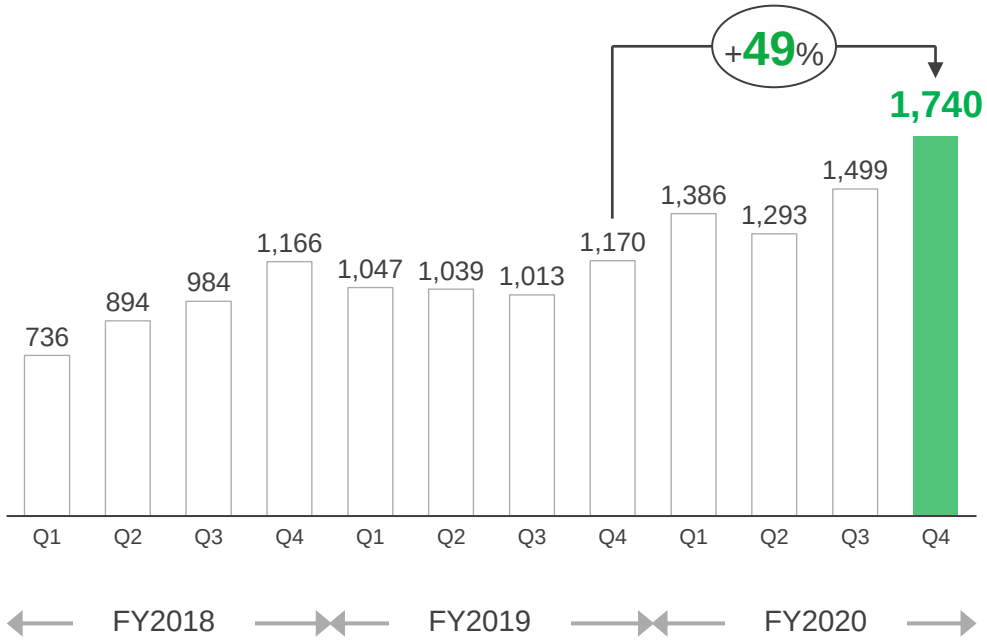
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2020: SG&A Expenses/Employees (Consolidated)

The Group aggressively increased and strengthened its human resources. We will continue to lay the foundation for future activities by, for example, strengthening the capabilities of the human resource department so that we will not be outcompeted by other companies with regard to recruitment.

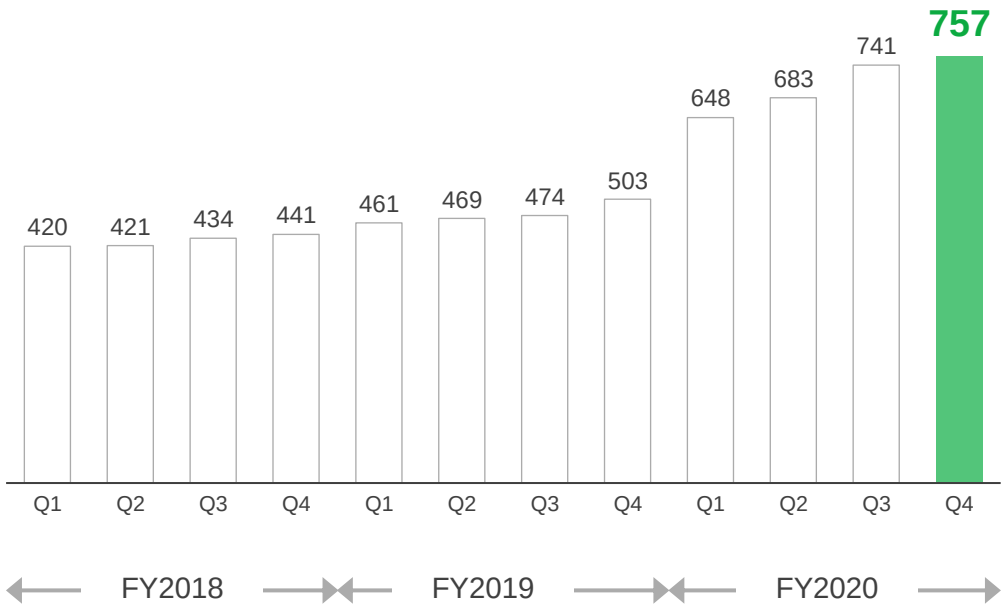
Quarterly trends of SG&A expenses (consolidated)

(Unit: Million JPY)



Quarterly trends of the number of employees (consolidated)

(Unit: persons)



Note: IFRS-based

FY2020: Performance by Segment

Healthcare-Big Data growth significantly in terms of both revenue and profit. Tele-medicine and Dispensing Pharmacy Support were affected by COVID-19 but achieved their profit targets as a result of management efforts such as operational improvements.

(Unit: Million JPY)

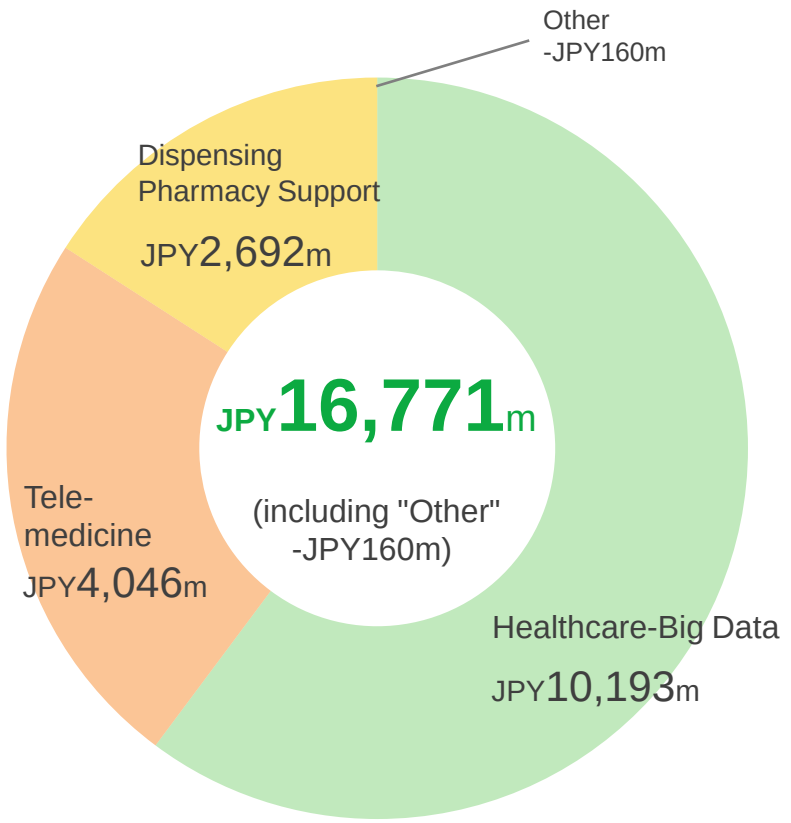
		FY2019	FY2020	Y-o-Y
Healthcare-Big Data	Revenue	5,754	10,193	+77%
	EBITDA	2,120	3,647	+72%
	(Margin)	(37%)	(36%)	
Tele-medicine	Revenue	3,885	4,046	+4%
	EBITDA	980	1,224	+25%
	(Margin)	(25%)	(30%)	
Dispensing Pharmacy Support	Revenue	2,709	2,692	-1%
	EBITDA	335	371	+11%
	(Margin)	(12%)	(14%)	
Adjustment	Revenue	-190	-160	-
	EBITDA	-191	-376	-
	(Margin)	(－)	(－)	

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

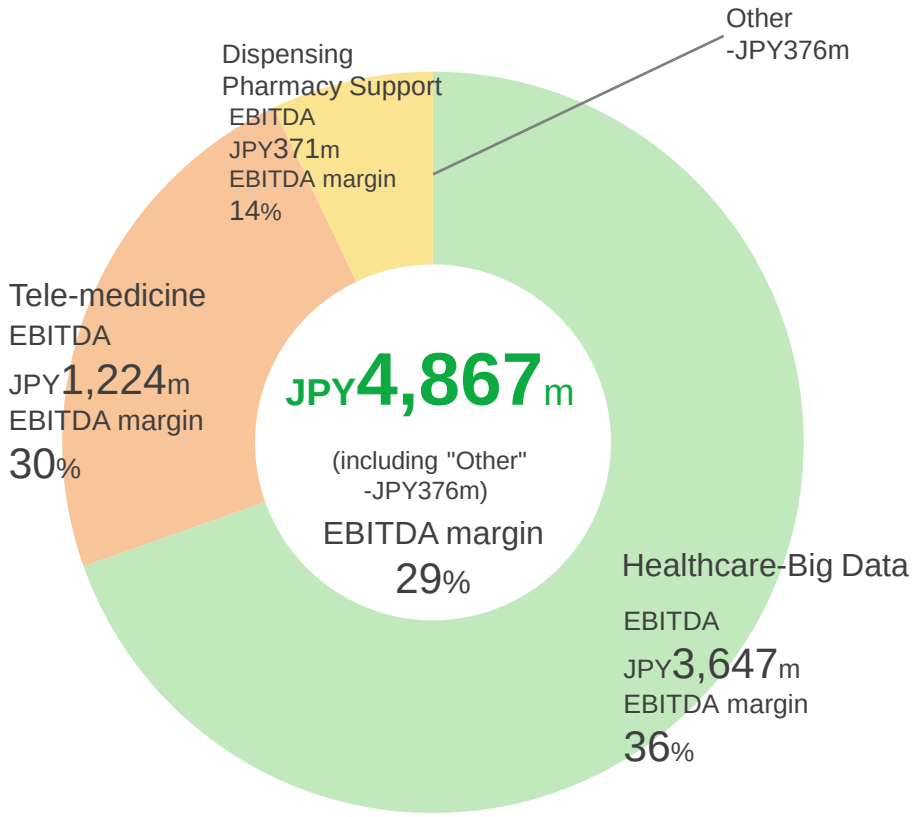
(Reference) FY2020 Revenue/EBITDA by Segment

Healthcare-Big Data generates about 60% and 70% of the JMDC Group's revenue and EBITDA, respectively.

Revenue



EBITDA/EBITDA margin



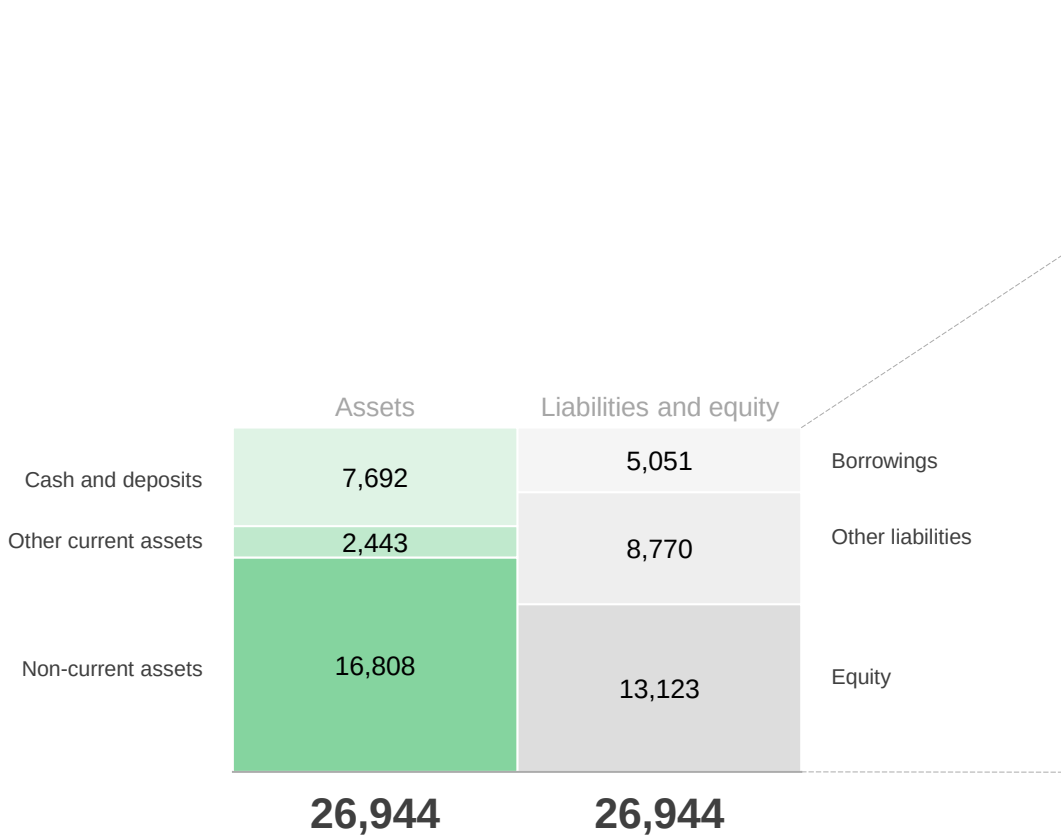
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2020: Consolidated Balance Sheet

Cash and deposits and equity increased significantly in the past year. We are well poised to make aggressive investments for development in growth businesses.

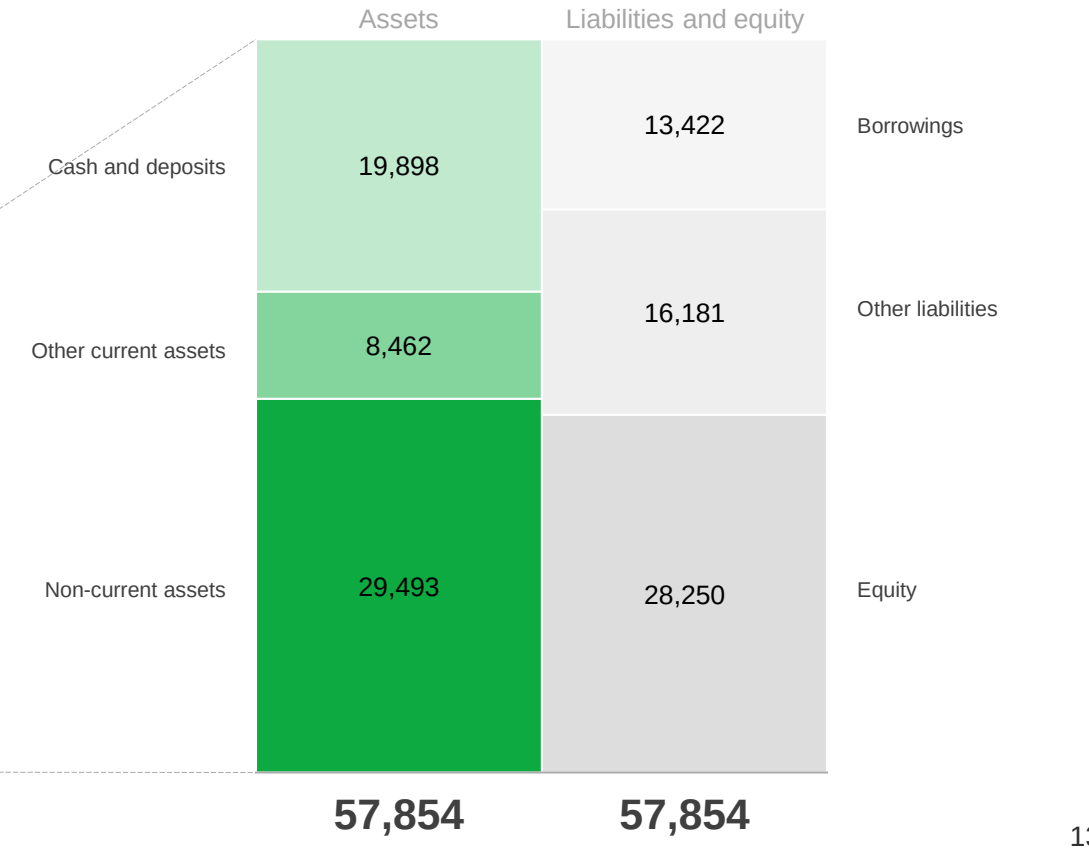
FY2019 Consolidated balance sheet

(Unit: Million JPY)



FY2020 Consolidated balance sheet

(Unit: Million JPY)



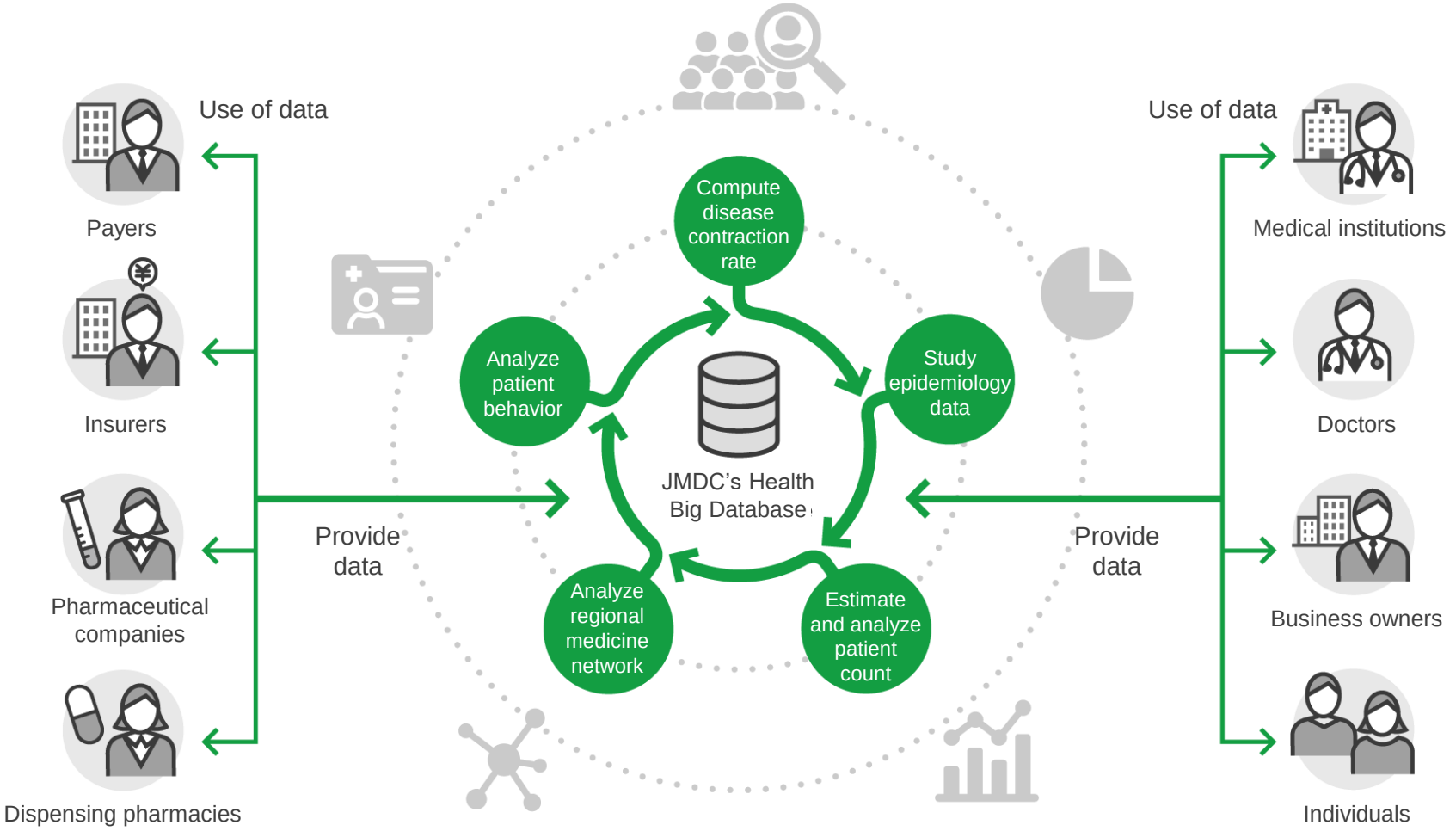
Note: IFRS-based

Section 3

Healthcare-Big Data Business

JMDC Healthcare-Big Data

JMDC will assist the evolution of medicine by accumulating diverse healthcare data in Japan and building an environment enabling any healthcare player to use data.



Healthcare-Big Data Business: Outline

We operate our business by offering services based on data utilization to a range of healthcare players, such as “For Industry” (mainly for pharmaceutical companies and insurance companies) , “For Payers/Individuals,” and “For Medical Service Providers.”

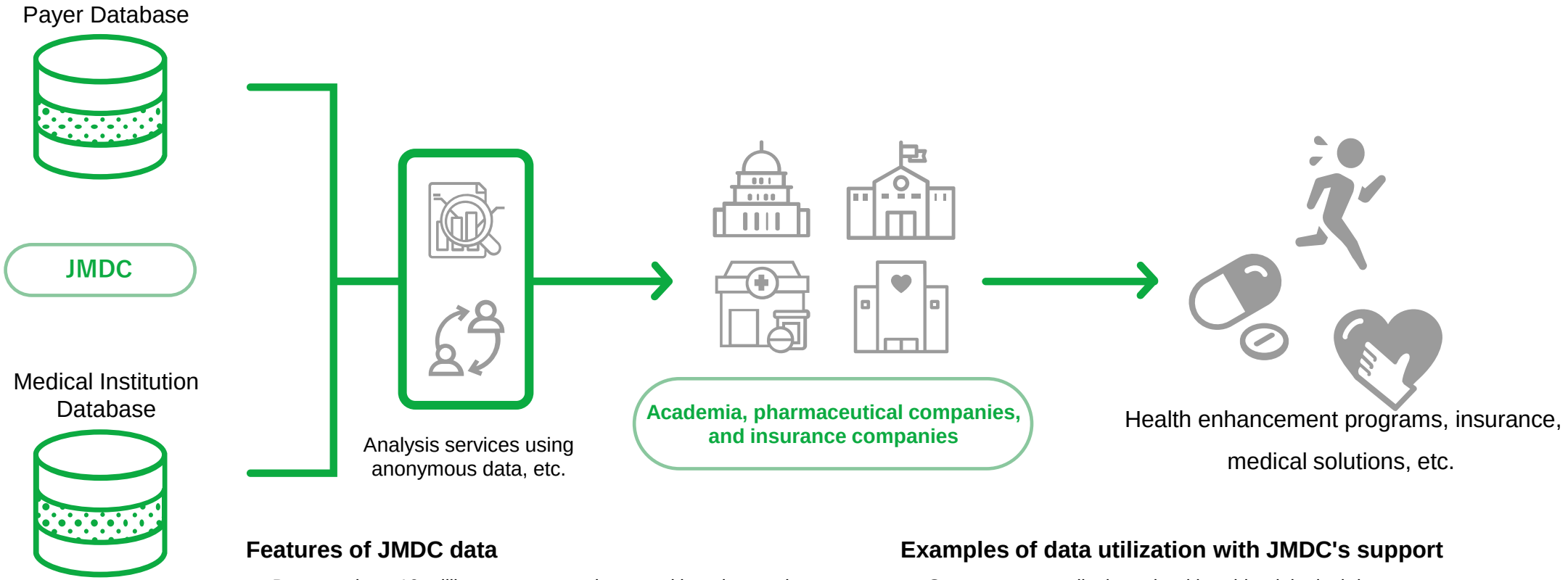
(Unit: Million JPY)

	Data utilization	Healthcare-Big Data Business size (FY2020, actual)
For Industry	Utilization mainly in pharmaceutical companies and insurance companies • Pharmaceutical companies utilize data for analysis to increase the value of medicine, while insurance companies do so for product development. • Started to offer services also to companies that desire to provide healthcare services to users other than pharmaceutical and life/nonlife insurers.	4,862
For Payers/ Individuals	Develop the service for health insurance unions and PepUp • Accumulate information such as receipts and dispensing histories before devising measures to rein in medical expenses • The specific health guidance business has come into operation , in addition to Inquiry taking and acuteness prevention • Started to provide services to business operators and local governments.	2,013
For Medical Service Providers	Rapid expansion of business for medical institutions • Gather and analyze hospital management indicators and in-hospital data • Medical institution consulting/finance business was inaugurated • Provide medical institutions with original applications such as package insert DB of medicine and web inquiry	3,340

Note: Each business size value represents a simple sum for business management purposes. No adjustment was made to IFRS adjustment values and inter-segment transaction adjustment values.

For Industry: Business Content of Data Utilization

Various studies and development activities are actively proceeding mainly in pharmaceutical companies and insurance companies using Japan's largest epidemiological database.



Features of JMDC data

- Data on about 10 million persons can be traced in a time series across medical institutions.
- Data on healthy people enables analysis of the onset prediction and recurrence trend of diseases in the population.
- The ledger system enables accurate analysis based on patients' backdrop, including name-based aggregation, new cases, and discharges.

Examples of data utilization with JMDC's support

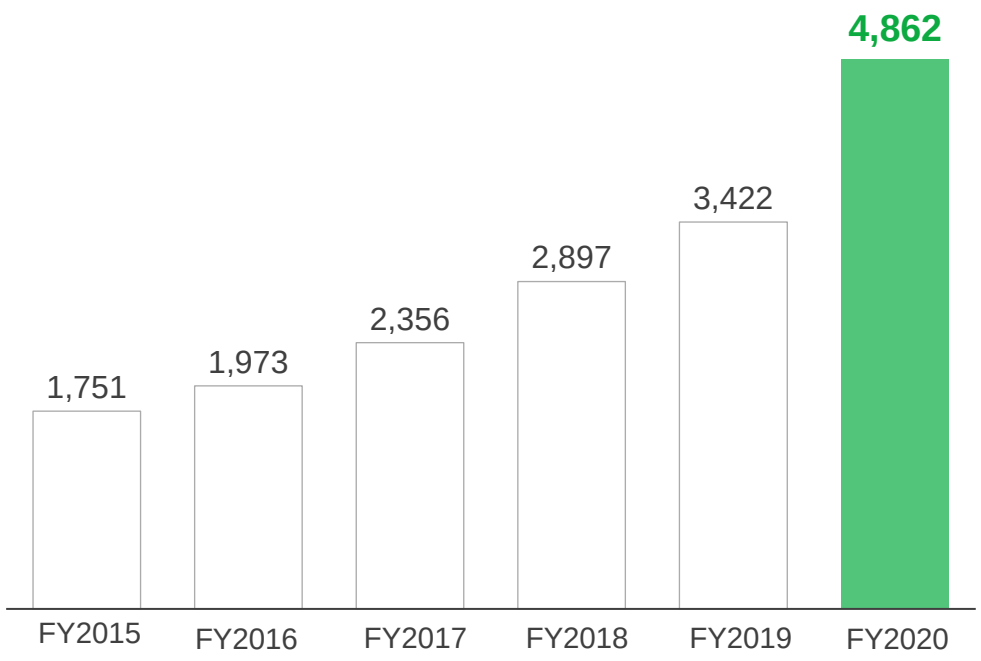
- Grasp unmet medical needs with epidemiological data.
- Post-marketing surveillance with the database.
- Exploration of new security needs with population data.
- Optimization of underwriting standards at insurance companies.
- Formulation of a health enhancement program by analyzing physical checkup data.

For Industry: Business Status of Data Utilization

Revenue increased in all client segments as data utilization expanded sharply.

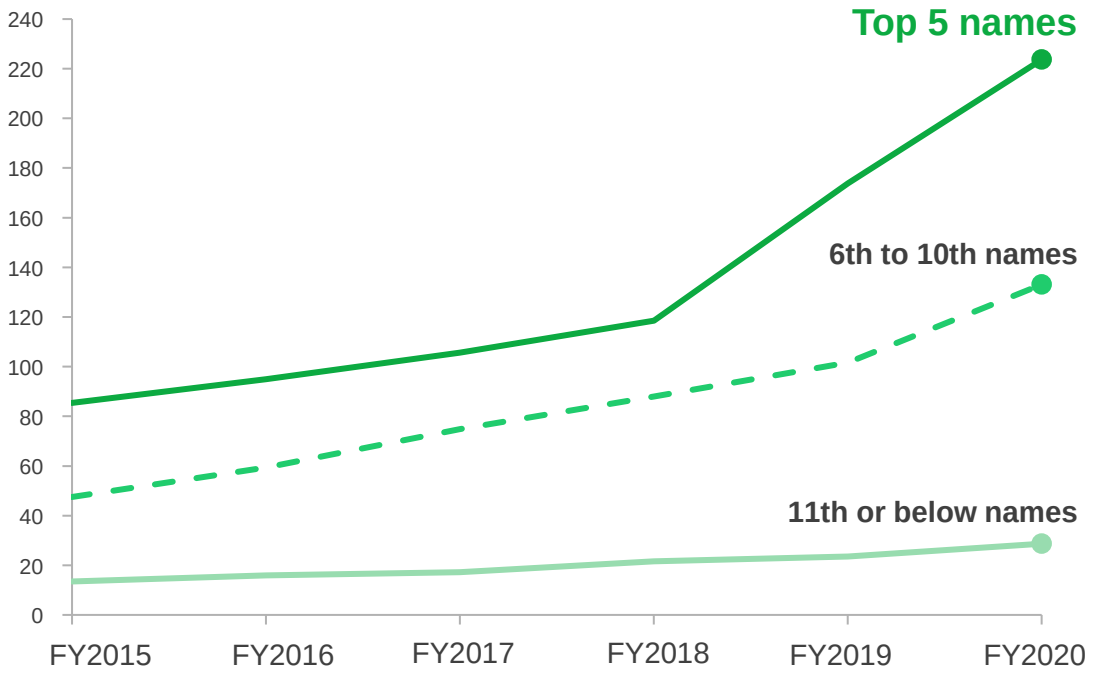
Data utilization for the industry: revenue

(Unit: Million JPY)



Annual per-company revenue by customer segment

(Unit: Million JPY)

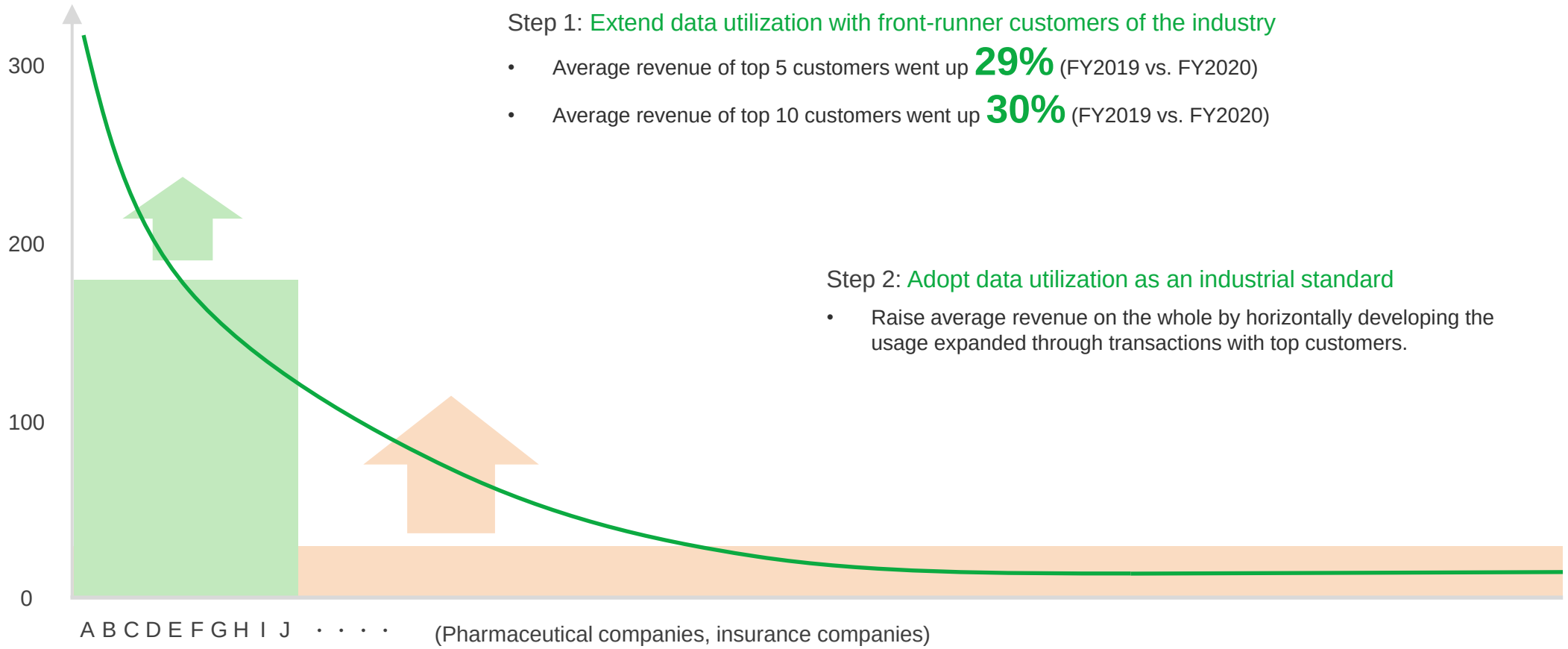


Note: Top 5 names were top 5 firms in revenue value for each fiscal year. Names from the 6th to 10th were firms ranked 6th to 10th in revenue value for each fiscal year. Names from ranked 11th or below were computed according to revenue value for each fiscal year.

For Industry: Business Policy on Data Utilization

We will grow the potential of Data utilization hand in hand with industry frontrunners, highly eager to use data, and aim to create a world in which Data utilization becomes a standard.

(Unit: Million JPY)



Annual revenue per customer in pharmaceutical companies and insurance companies

Step 1: Extend data utilization with front-runner customers of the industry

- Average revenue of top 5 customers went up **29%** (FY2019 vs. FY2020)
- Average revenue of top 10 customers went up **30%** (FY2019 vs. FY2020)

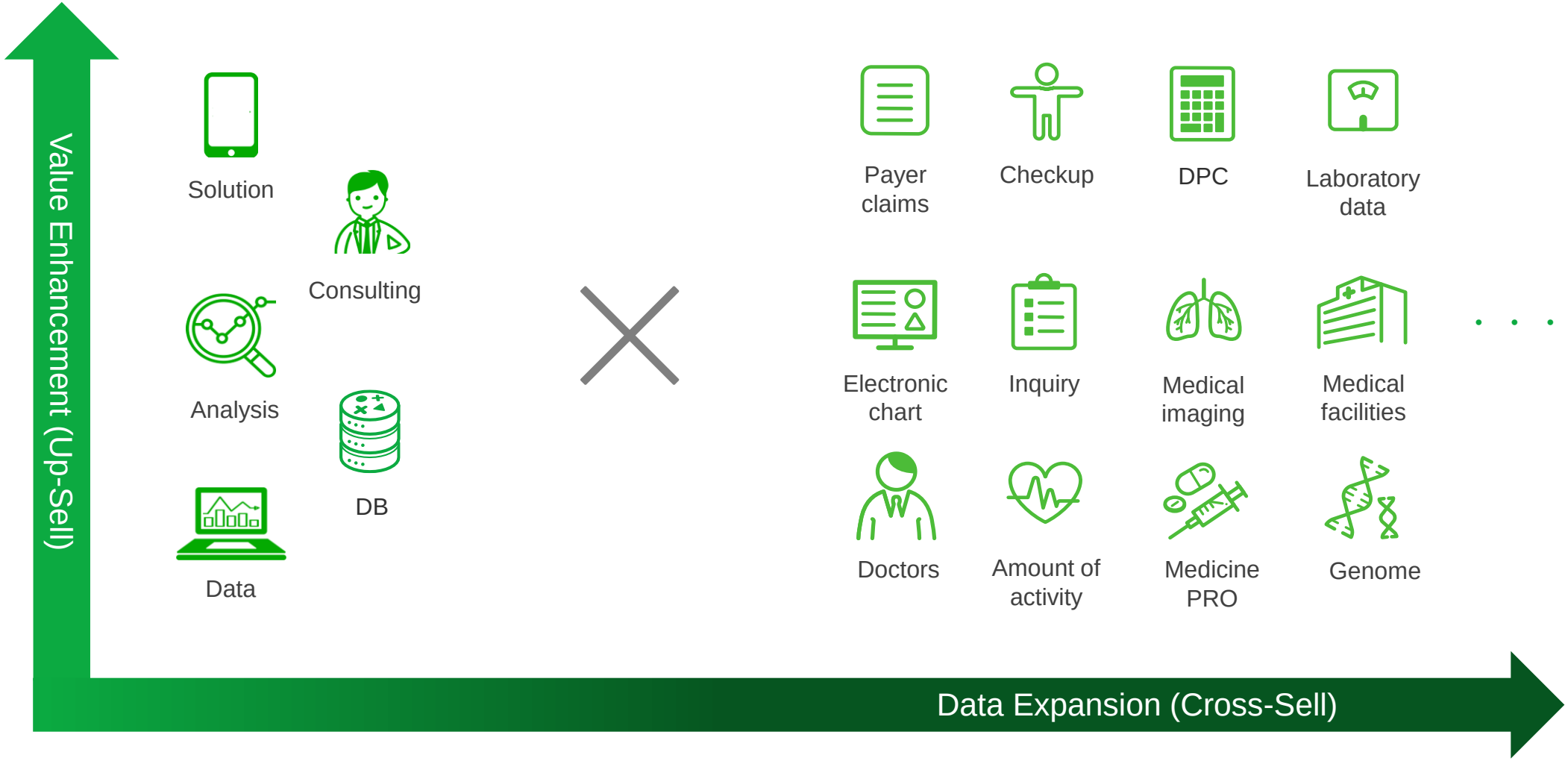
Step 2: Adopt data utilization as an industrial standard

- Raise average revenue on the whole by horizontally developing the usage expanded through transactions with top customers.

Note: The graph above is image-based.

For Industry: Maximize Revenue of Data Utilization

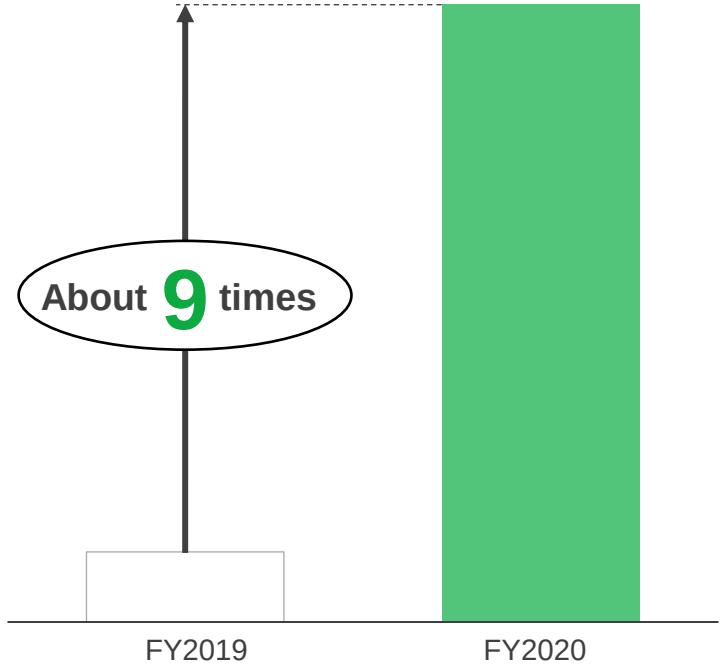
To expand data utilization, we will take measures in the form of raising value-added (Up-Sell) and widening data categories (Cross-Sell) .



For Industry: Expansion of User Base among Pharmaceutical Companies

The number of pharmaceutical companies that participated in our seminar this year was about 9 times that of last year, which strongly suggests strong interest in DX using data and the expansion of the data user base among pharmaceutical companies.

Number of participants in our seminars for pharmaceutical companies



Lecture themes of our seminars for pharmaceutical companies (FY2020)

- Significance of population data in payer database
- Database study in practice
- What is area analysis using payer DB and open DB?
- Value of RWD × PRO
- The challenge of post-marketing database surveys
- Market understanding led by payer claim data
- For those who are not using real world data in PV
- What you can see from combinations of different data – Market analysis case studies of using payer data and medical institution data
- Encouragement of database studies
- Knowing about the 2020 amendment to the Act on Protection of Personal Information from the perspective of data utilization
- Make RWD more useful! Pharmaceutical sales and marketing edition
- Patient support services that utilize RWD
- Promotion of DX in the pharmaceutical industry
- DX in dispensing pharmacies
- Case studies: PRO and payer claim data that utilizes PHR

For Industry: Expansion of the Scope of Data Utilization at Insurance Companies

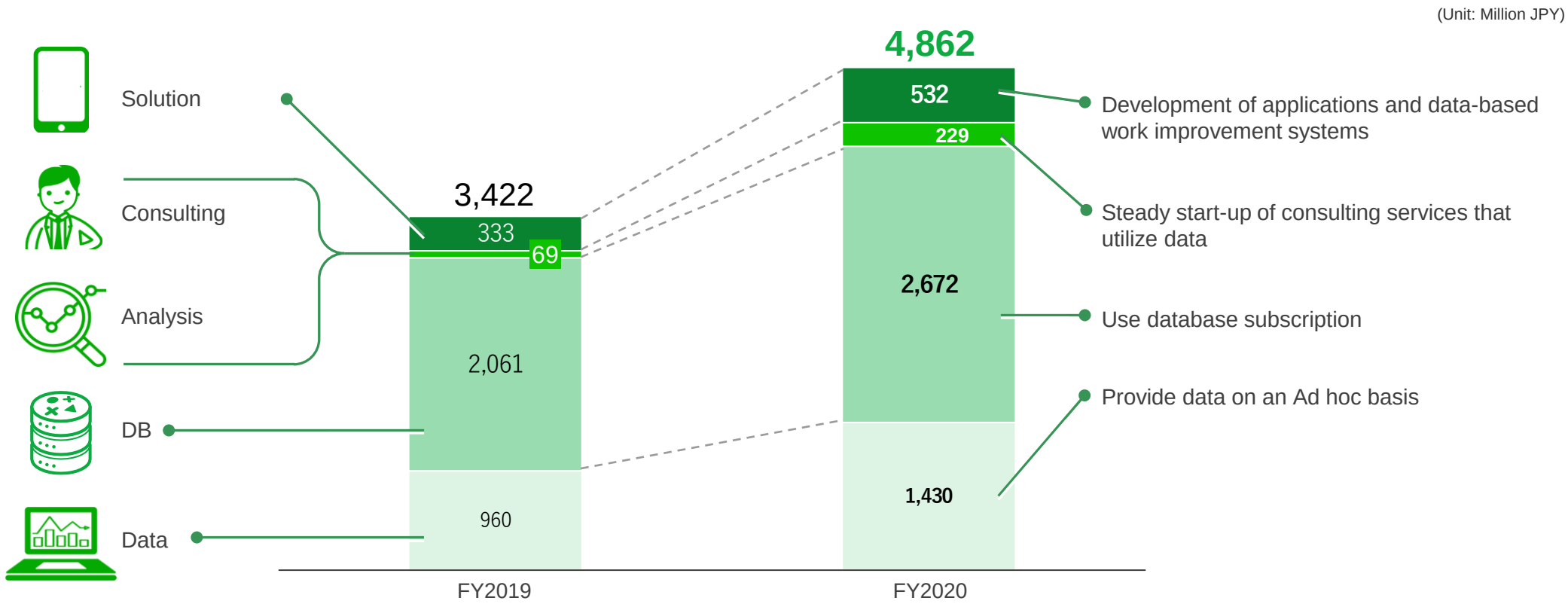
There are increasing needs for real world data in various departments at insurance companies. By accumulating experience in DX projects, we have been able to provide high value-added services beyond simple data provision.

	In the past	Utilization of healthcare data
Product	Provide security for the future of healthy young people	Provide security to cover a wide range of ages and health conditions (Market expansion)
Solicitation	Explanation of general risks and coverage	Counselling on health risks (Personalization and provision of high value-added services)
Underwriting	Underwriting standard risks	Underwriting that is appropriate for the risks involved (Market expansion and higher profitability)
Maintenance	Management of contractual status	Reduction and management of health risks (Provision of high value-added services and higher profitability)
Payment	Accurate payments	Timely payment that does not require customer time and effort (Provision of high value-added services and higher efficiency regarding business expenses)

For Industry: Efforts Aimed for Up-Sell

In addition to an increase in data utilization volume, high value-added services, such as consulting services and solution, are steadily being launched.

Up-sell performance (sales by service)

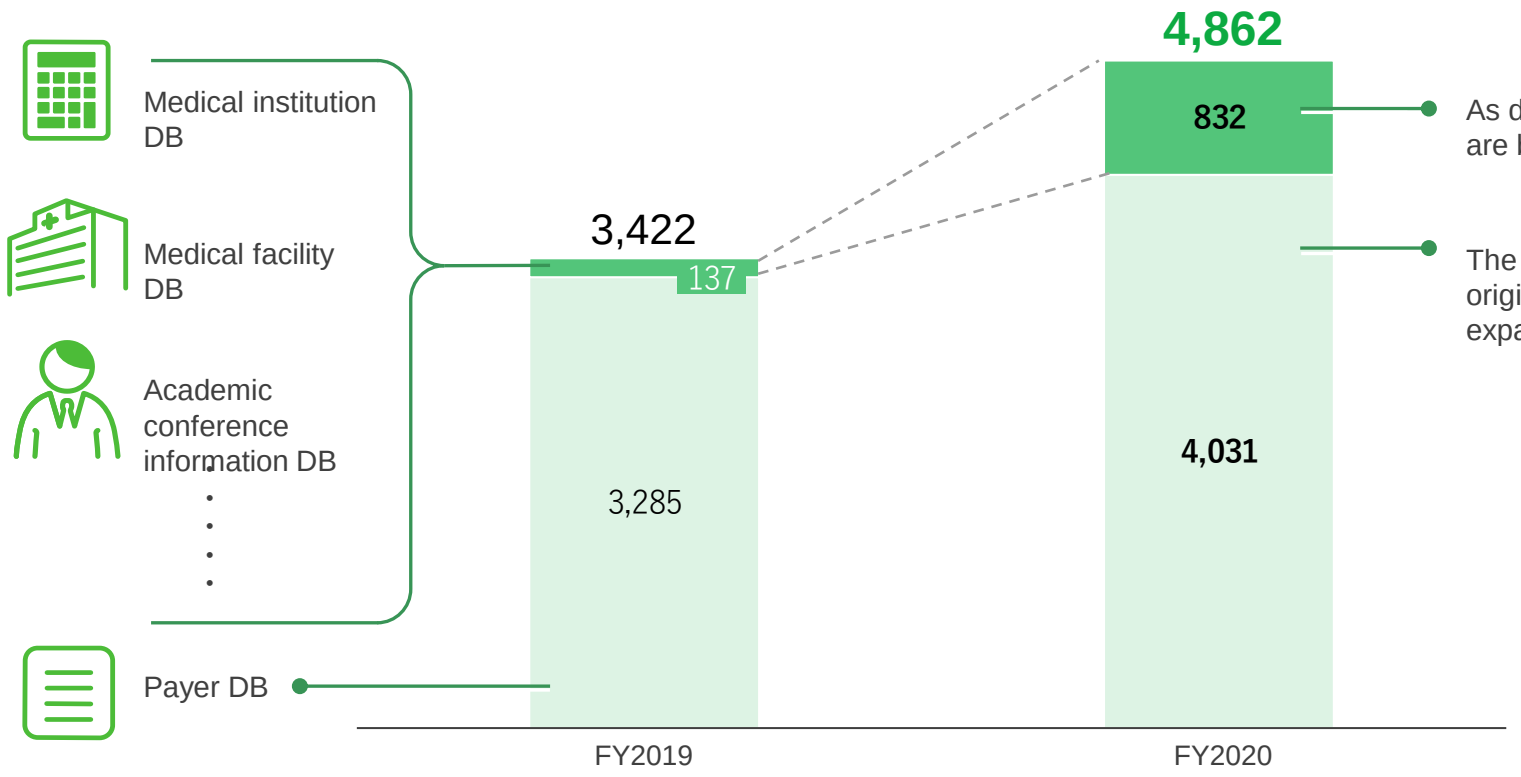


For Industry: Cross-Sell Performance of DBs Other Than Payer DB

As data categories expand, uses that leverage new databases are being developed.

Cross-sell performance (sales by data category)

(Unit: Million JPY)



As databases are expanded, various uses are being developed.

The effective usage of databases that originated from payers is steadily expanding.

(Reference) For Industry: Promising Cross-Sell Data

One of the largest academic conference databases in Japan consists of conference and presentation title information collected from about 1,400 medicine-related conferences held in Japan. It collects more than 800,000 presentation titles from academic conferences that have been held in and after 2014 and is used mainly by pharmaceutical companies for the selection of KOLs (Key Opinion Leaders) and MR support that is provided in coordination with CRM.

Deepen the relationship with doctors a step further

Academic conference information

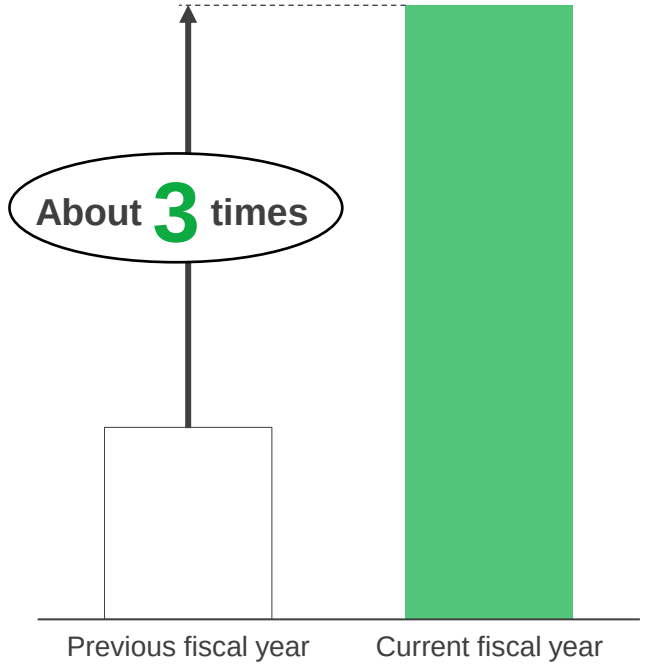
Used for targeting doctors and for selecting KOLs

Relevant presentation experience of doctors and presentation contents at academic conferences are extracted from the academic conference information database.
A ranking of doctors to be targeted for medicine marketing is created from the extracted data and is provided to pharmaceutical companies.

MR support in coordination with CRM

MR are notified of academic conference activities of doctors integrated with CRM used by each pharmaceutical company. Through this integration between the academic conference information database and CRM, MR will be able to identify each doctor's area of expertise and any relationships among doctors within CRM.

Increase in demand (annual revenue)



Note: Pharma Information Network has been included in our consolidated financial statements in August 2020 onward. However, the chart above also includes the figure for a period that is before August 2020.The chart compares the figure for six months in the current fiscal year starting from August 2020, in which Pharma Information Network was included in the scope of consolidation, with the figure for six months in the previous fiscal year starting from August 2019.

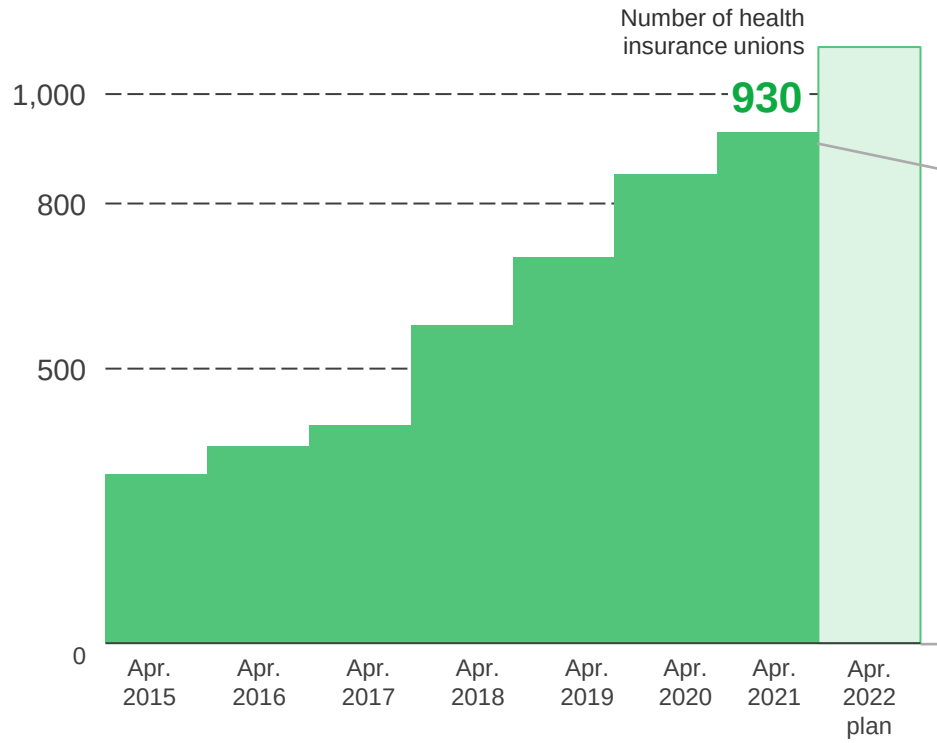
For Payers/Individuals: Widening the Data Platform

Although our sales activities were affected by the COVID-19 pandemic to a certain extent, we expect the size of the population to exceed 10 million persons in FY2020.

JMDC population count trend

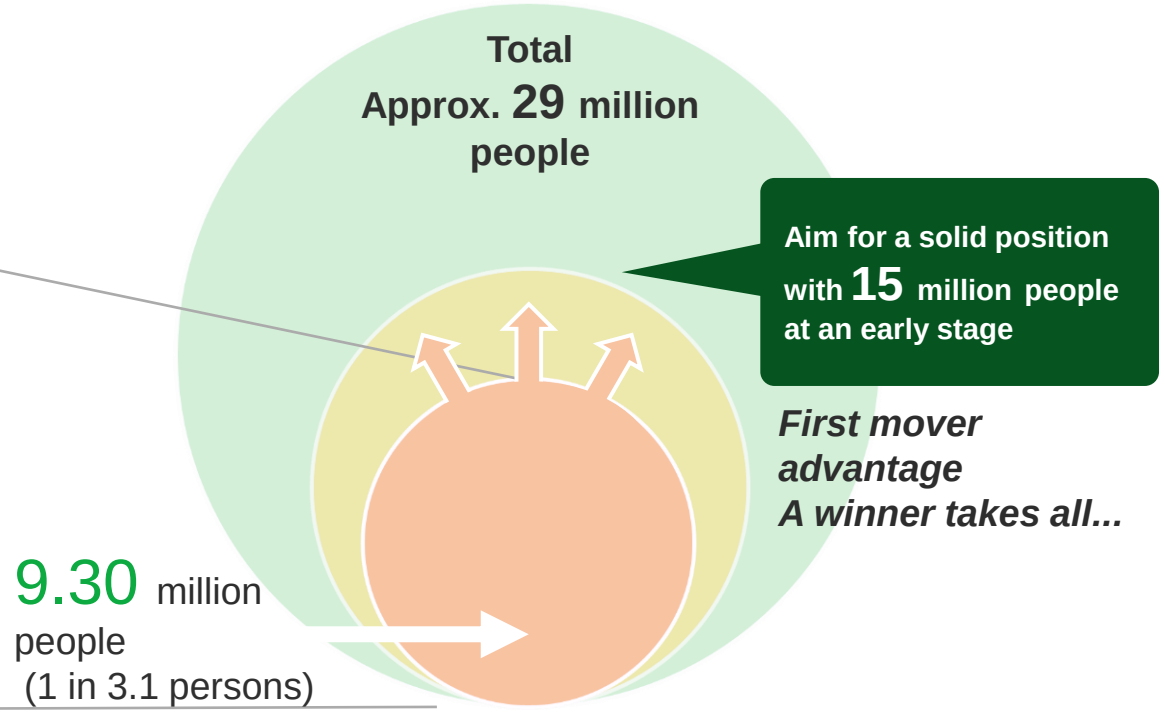
The population has been steadily increasing even during the COVID-19 pandemic

(Unit: 10,000 people)



Penetration in health insurance unions

Traceable target is one in 3.1 persons



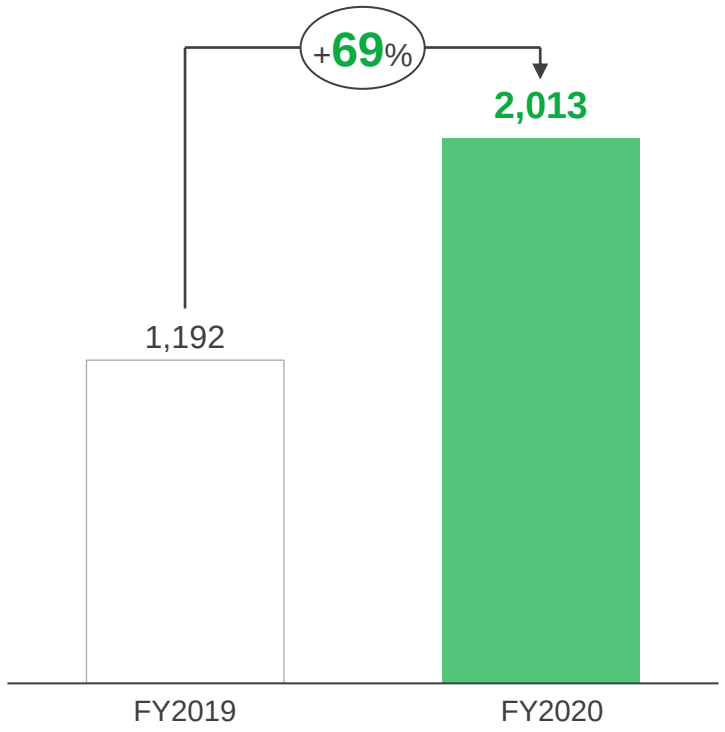
Note: Members represent the total number of members of health insurance unions that have continuous contracts with us as of the end of April and September each year (excluding one-time transactions. Rounded off) , provided that the numbers for April 2015 through 2020 are the total numbers of members as of the date of this presentation of health insurance unions.

For Payers/Individuals: State of Business

We realized high growth by providing various solutions for health enhancement and prevention of extremely serious diseases through PepUp, one of our important products.

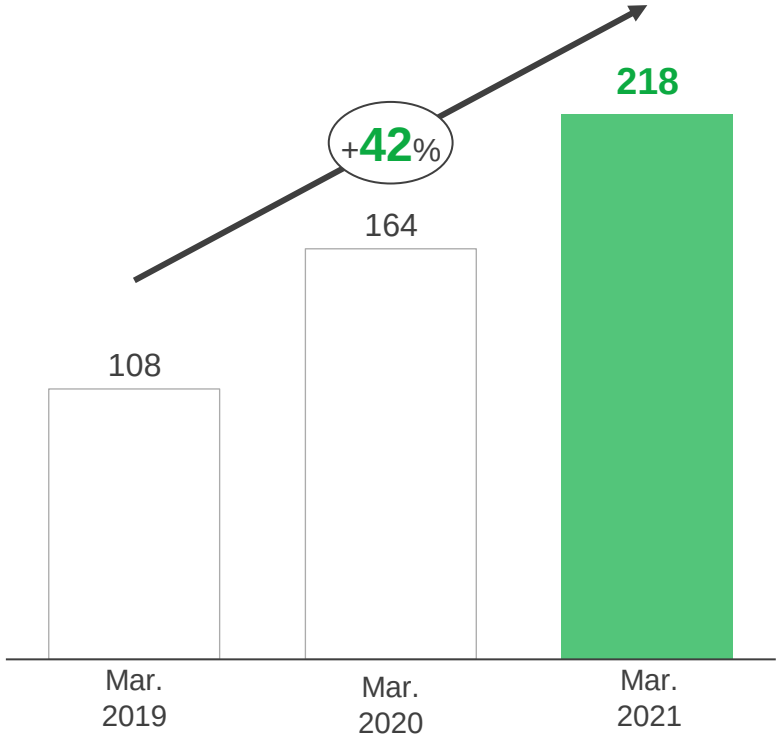
Revenue to Payers and individuals

(Unit: Million JPY)



PepUp: Number of user IDs

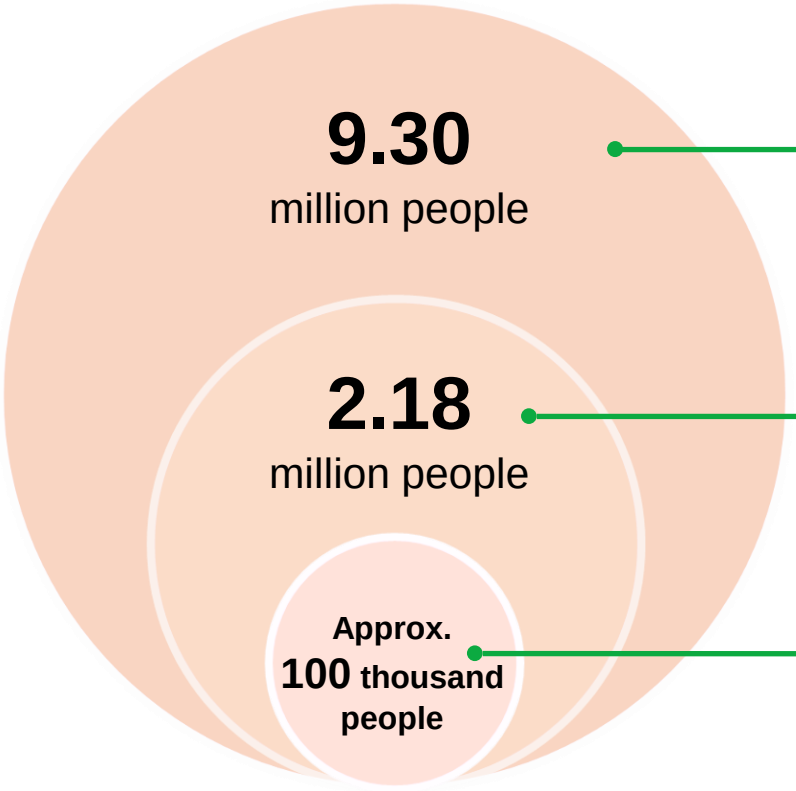
(Unit: 10,000 people)



For Payers/Individuals: Business Engagement Policy

Expanding the business to provide solutions for health enhancement, prevention of extremely serious diseases, etc. by develop ing health insurance population (healthcare data platform) into a user platform.

Five-year target for the business with health insurance unions
(by FY2025)



Population
healthcare data platform
→ Expansion with a view to 15 million people

PepUp user
User platform
→ Expansion to 50% of the population

Service user
annually 5,000 yen or more per person
→ Achieve a user rate of 10% by enhancing services such as specific health guidance



Note: Estimation of the number of continually-contracted health insurance unions and the number of issued IDs at end of April 2021.

For Payers/Individuals: Expansion of EAP (Employee Assistance Program) Business

We will start the operation of the EAP business for employers (companies) in earnest in August 2021, targeting 30,000 companies that are linked to health insurance unions. We will promote digital transformation in industrial health services and provide welfare benefits to employees. We will support the mental and physical health of employees with health insurance unions' health promotion and mental health services.

ICT for payers

Rakuraku Kensuke

PepUp.

Approx. 30,000 companies

Approx. **2.0 million employees**

274 Payers

Employee support program for general companies

PepUp. for WORK



Digital transformation of industrial insurance services

- Mandatory corporate health checkups
- Stress checks
- Interviews by industrial physicians



Health support for employees

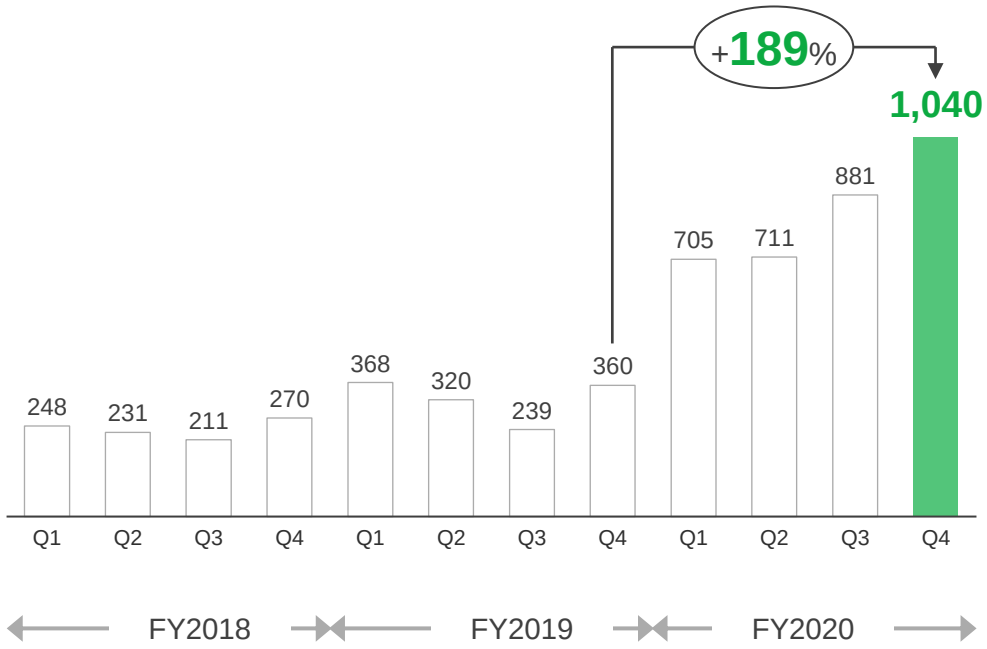
- Holding in-house events
- Health consultation services
- Company points

For Medical Service Providers: Status of Business

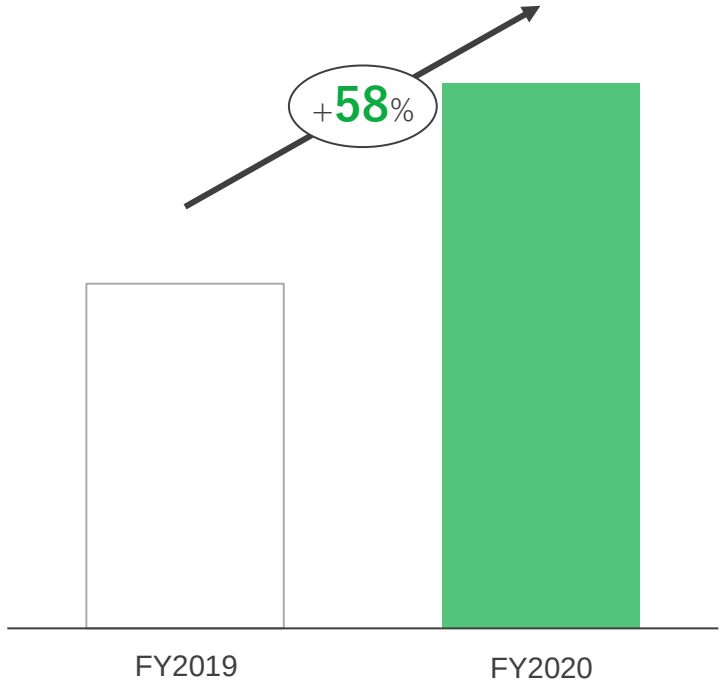
This business has grown significantly through the enhancement of services for medical institutions. The number of contracted medical institutions, which is the foundation of data obtained from medical institutions, continues to increase even during the COVID-19 pandemic.

Quarterly trends of revenue from business for medical service providers

(Unit: Million JPY)



Medical institution DB: Trend in the number of contracted facilities

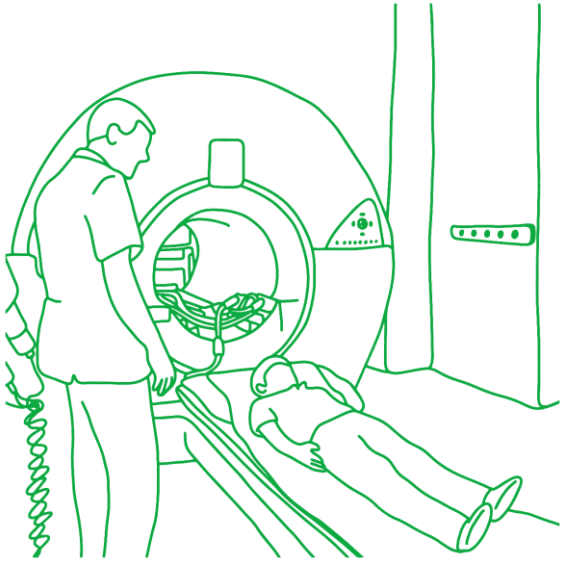


Section 4

Tele-medicine Business

Tele-medicine Business (Tele-RAD services): Summary

The number of radiologists is approx. 5,500 while there are 110,000 medical institutions and 150 million diagnostic images taken each year in Japan. JMDC aims to fill this gap through effective use of resources of radiologists.



Contracted medical institutions

877

Tele-RAD

Matching of diagnostic imaging request and contracted radiologists

Conducting Tele-medicine by DtoD

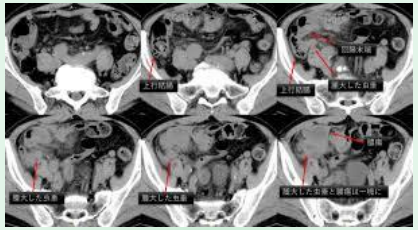


Image DB

Radiologist DB

Largest market share of 26% in Japan

Radiologists

793

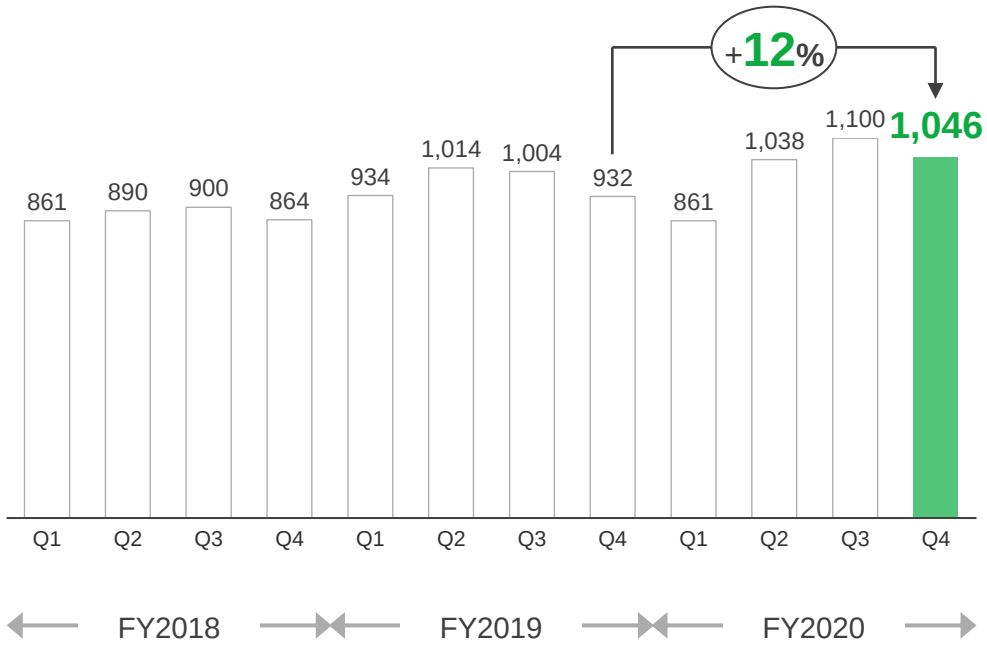
Note: DtoD refers to cooperation between medical institutions and radiologists (Doctor to Doctor). Market share is calculated by dividing Doctor-NET's revenue of the remote image interpretation matching service of 3,731 million JPY (FY2020) by the market size of remote image interpretation service of 14,118 million JPY (Forecasted in 2020, Yano Research Institute "Outlook and Strategy for the Medical Imaging System (PACS) and Related Equipment Market in 2020").
Source: Ministry of Health, Labour and Welfare "Survey on Medical Facility Dynamics in 2019," List of Radiologists on the website of Japan Radiological Society

Tele-medicine Business: Performance

Financial results have returned to the previous growth path due to the partial reversal of the trend for people to refrain from visiting hospitals and rising diagnostic imaging needs. Profitability also rose due to improvements in operation.

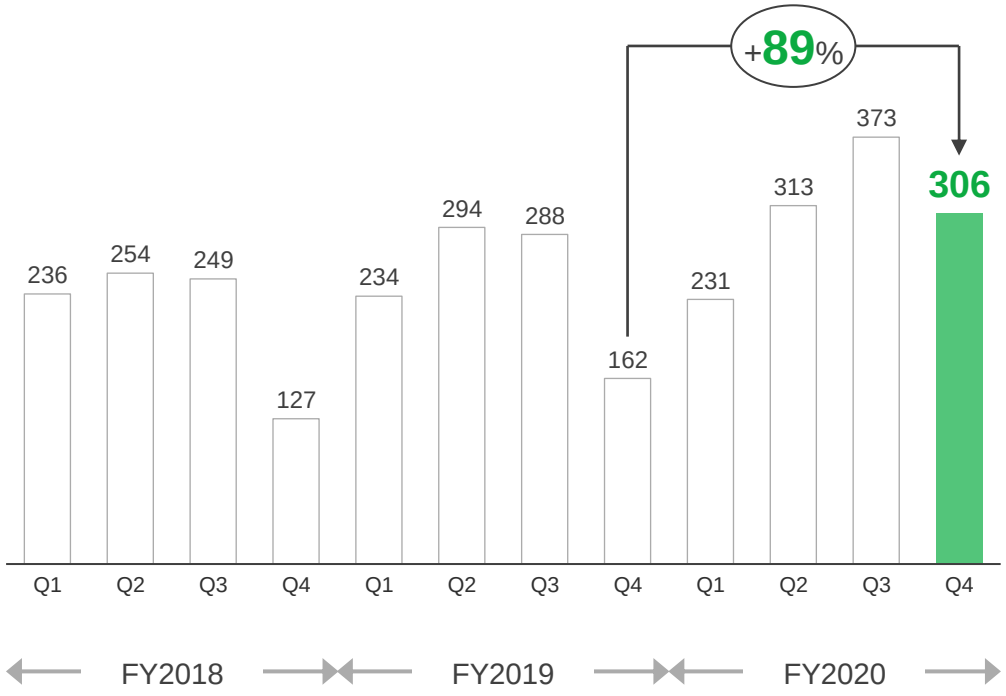
Quarterly revenue trends of Tele-medicine Business

(Unit: Million JPY)



Quarterly trends of EBITDA

(Unit: Million JPY)

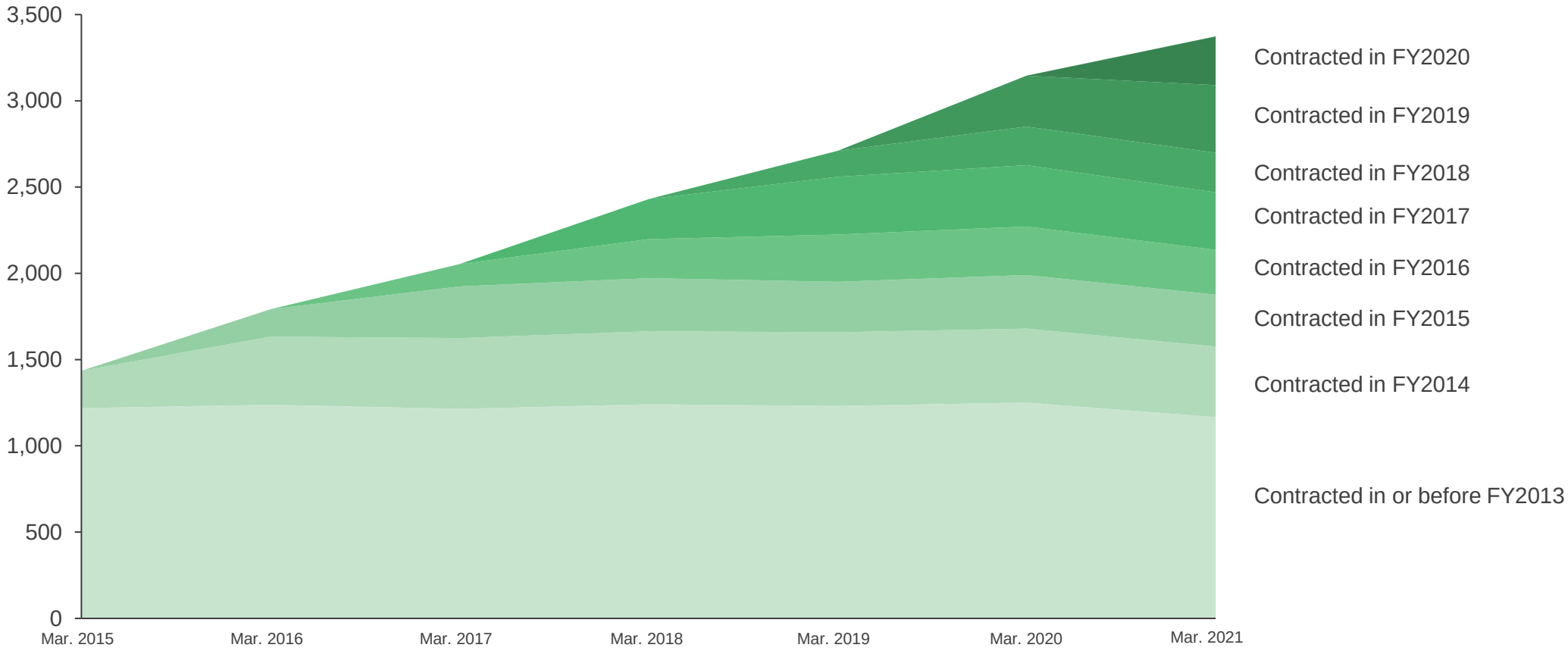


Note: EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

Tele-medicine Business (Tele-RAD service): Business Structure

As the number of inspections at each facility declined under the COVID-19 pandemic, the number of inspections requested by JMDC was also affected. However, as it is difficult for contracted medical institutions to replace our services with substitute services, we expect that our performance will expand as the number of inspections recovers.

Revenue of remote image interpretation matching service (Unit: Million JPY)



Note: Revenue in this slide are for JMDC's management. Doctor-NET has been consolidated since April 2018, but the above figures include Doctor-NET's revenue for the prior periods.

Section 5

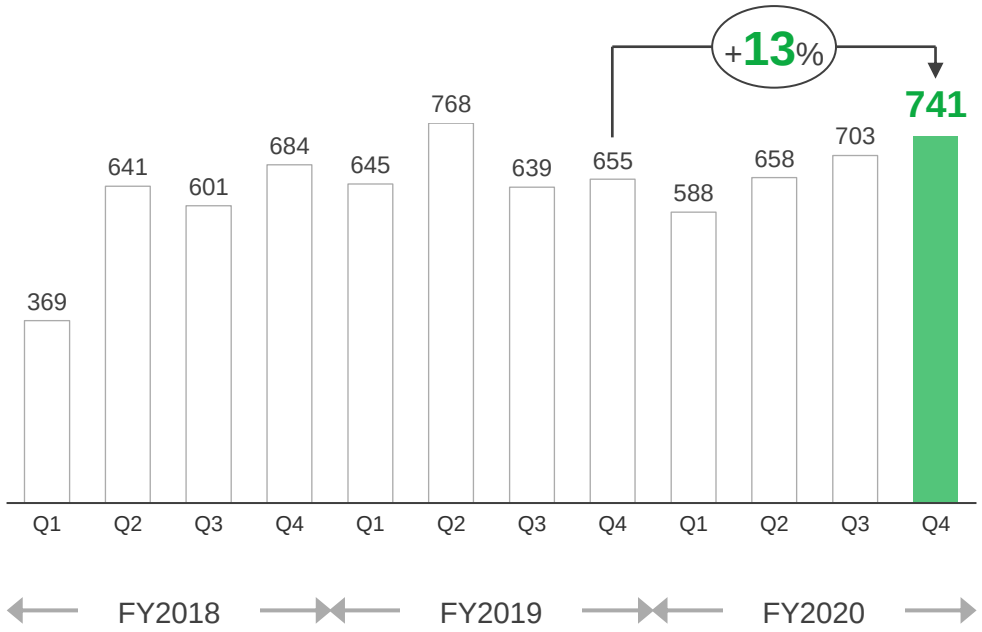
Dispensing Pharmacy Support Business

Dispensing Pharmacy Support Business: Performance

Although this business continues to be affected by the COVID-19 pandemic to a certain extent, the most recent performance indicates that it has recovered to its previous business size and profitability.

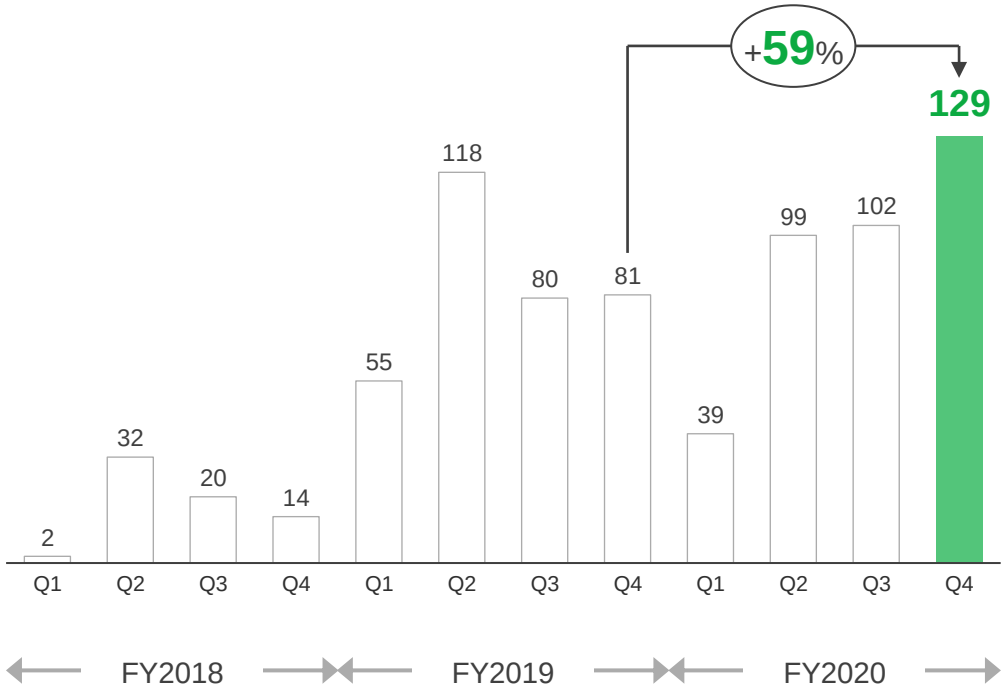
Quarterly revenue trends of the Dispensing Pharmacy Support Business

(Unit: Million JPY)



Quarterly trends of EBITDA

(Unit: Million JPY)



Note: EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

Dispensing Pharmacy Support Business: Next-generation Integrated Electronic Medication History and Receipt Computer System “P-CUBE n”

JMDC has started selling “P-CUBE n,” an integrated electronic medication history and receipt computer system, to realize ICT optimization for pharmacies as a whole. In the pursuit of medication instructions that are optimized for each patient, JMDC will provide ICT services to support next-generation pharmacies.

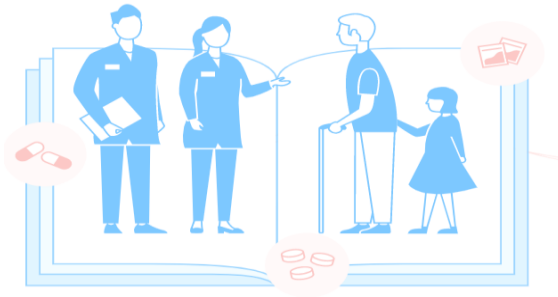
P-CUBE *n*

NUMEROUS
To support increasingly diverse pharmacist operations

NETWORK
Wide-ranging services that can be networked together

NEXT
To support pharmacists who are shifting to the next generation





Prepare a medication history with a next-generation electronic medication history system

POINT 1

Coordination between header information and medication history data entries

- Realize coordination between header information and medication history data entries, which have been entered separately.
- Drastically improve productivity of medication history data entry.

POINT 2

Clear screen layout

- The series of operations, from instructions to the completion of medication history data entry, were thoroughly reviewed during the upgrade from the previous version
- In combination with a significant change in screen layout, the operating efficiency of the system has been increased.

POINT 3

Improved user friendliness of functions for medicine-specific instruction guidance

- Customizable pharmacy-specific guidance functions that summarize the key points of instructions for each medicine.
- Labor-saving in medication history data entry with a filter function based on patient attributes

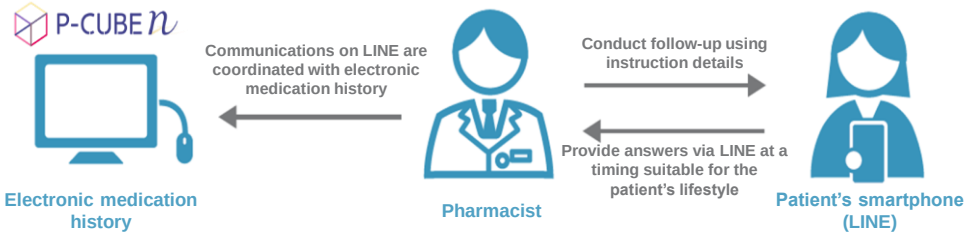
FollowNavi

Patent medication follow-up service

Ongoing medication follow-up service using social networking

* Patent pending (Application number: 2019-140708)
* “LINE” is a trademark or registered trademark of LINE Corporation

Graphical illustration of operation that realizes integration between LINE and electronic medication history



1. Communication with patients using LINE

Reduce the burden on pharmacists and patients using the widely used LINE chat app. Improve the continuity of medication follow-up.

2. Equipped with question content for the conduct of follow-up instructions

Equipped with content on key instruction points that are specific to various prescription drugs and symptoms. Automation of communication for medication follow-up.

Section 6

FY2021 Performance Forecast

FY2021: Performance Forecast

We will maintain high levels of revenue growth and profitability by capturing rapidly expanding business opportunities without fail to accelerate the expansion of our business domains.

(Unit: Million JPY)	FY2020 Actual	FY2021 Plan	Y-o-Y
Revenue	16,771	21,000	+25%
Operating profit (Rate)	3,695 (22%)	4,300 (20%)	+16%
Profit before taxes (Rate)	3,636 (22%)	4,250 (20%)	+17%
Profit attributable to owners of parent (Rate)	2,476 (15%)	2,900 (14%)	+17%
EBITDA (Margin)	4,867 (29%)	5,900 (28%)	+21%

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2021: Plans by Segment

Healthcare-Big Data will continue to drive the growth of the Group. Tele-medicine and Dispensing Pharmacy Support are expected to enjoy recoveries from the effects of the COVID-19 pandemic in addition to the segments' natural growth potential.

(Unit: Million JPY)

		FY2020 Actual	FY2021 Plan	Y-o-Y
Healthcare-Big Data	Revenue	10,193	13,500	+32%
	EBITDA	3,647	4,500	+23%
	(Margin)	(36%)	(33%)	
Tele-medicine	Revenue	4,046	4,500	+11%
	EBITDA	1,224	1,300	+6%
	(Margin)	(30%)	(29%)	
Dispensing Pharmacy Support	Revenue	2,692	3,000	+11%
	EBITDA	371	400	+8%
	(Margin)	(14%)	(13%)	
Adjustment	Revenue	- 160	0	-
	EBITDA	- 376	- 300	-
	(Margin)	(－)	(－)	

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

(Reference) FY2021: 1H Performance Forecast

We make conservative forecasts of profits at each level for the first half of FY2021 because the Group's performance is naturally skewed significantly toward the second half of each fiscal year and we plan to carry out aggressive growth investments in the first half to expand our business domains.

(Unit: Million JPY)	FY2020 1H Actual	FY2021 1H Plan	Y-o-Y
Revenue	6,975	9,000	+29%
Operating profit (Rate)	1,107 (16%)	1,250 (14%)	+13%
Profit before taxes (Rate)	1,101 (16%)	1,200 (13%)	+9%
Profit attributable to owners of parent (Rate)	729 (11%)	800 (9%)	+10%
EBITDA (Margin)	1,664 (24%)	2,100 (23%)	+26%

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

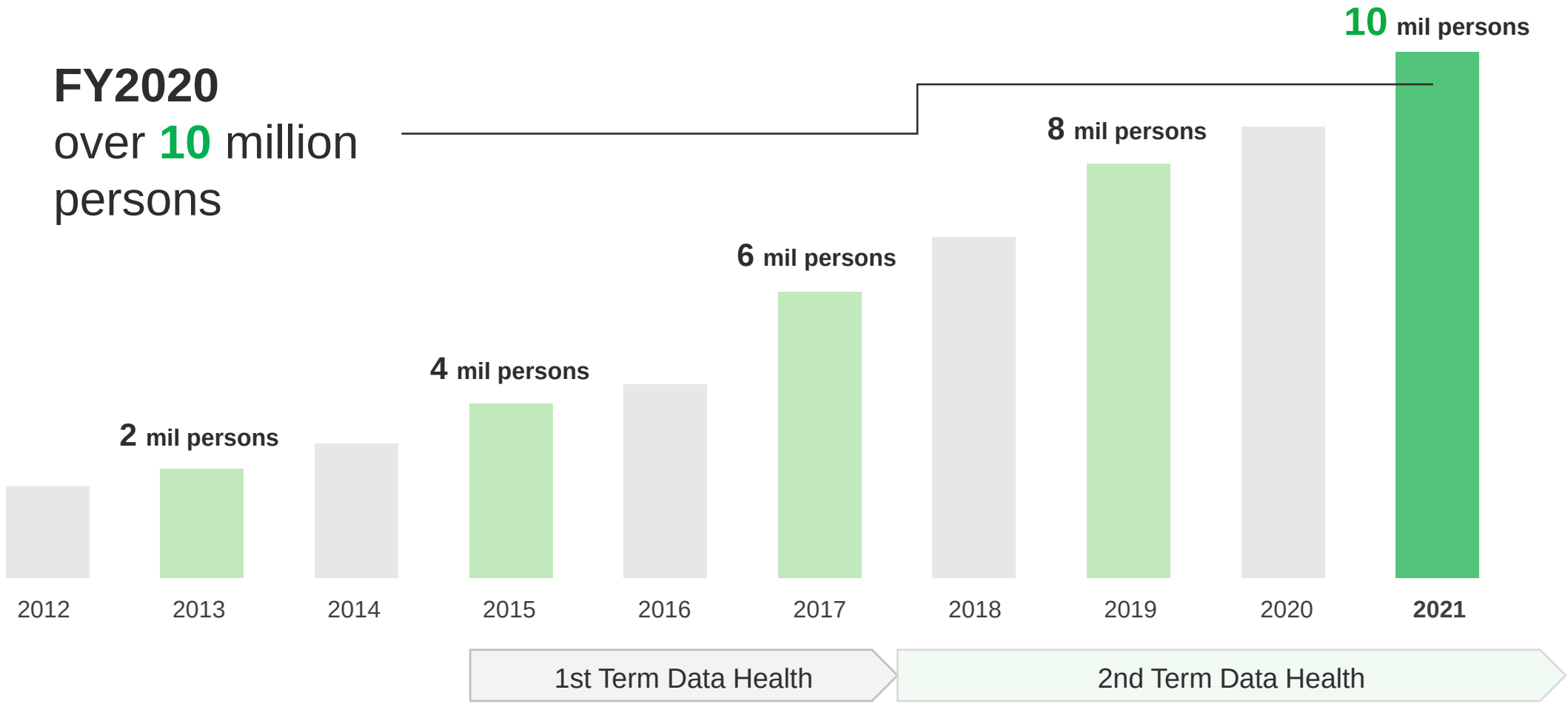
Section 7

Business Outlook

JMDC’s Connections with Individuals

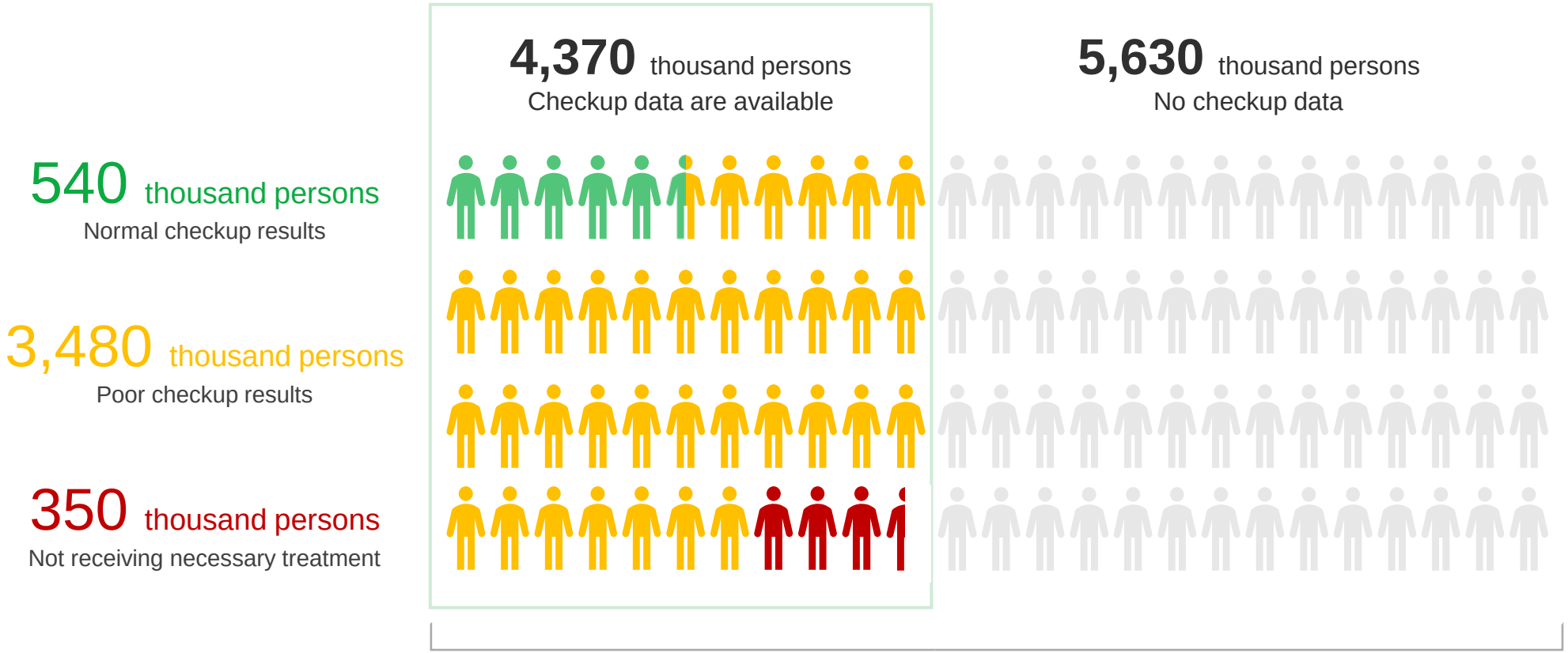
Health insurance unions are strengthening initiatives on Data Health to adequately control increasing medical expenses. JMDC provides support to many health insurance unions in such initiatives and the size of such support is about to exceed 10 million persons, a level at which JMDC plays a significant role in the effort to achieve adequate control of medical expenses

FY2020
over **10** million persons



Health Issues Shown from JMDC Data of 10 Million Persons: 80% of Persons who Took a Checkup Have Health Issues

About 3.48 million persons or about 80% of those whose checkup data are available from Specific Health Checkups and other checkups (about 4.37 million persons) need to improve their lifestyle habits as their checkup results are poor. In addition, 350 thousand persons may not be receiving the necessary treatment although they should.



Insured persons of health insurance unions and their family members whose data are under management by JMDC: 10 million persons

Health Issues Shown from JMDC Data of 10 Million Persons: Many of Them Are Fighting against Lifestyle-related Diseases or Cancers

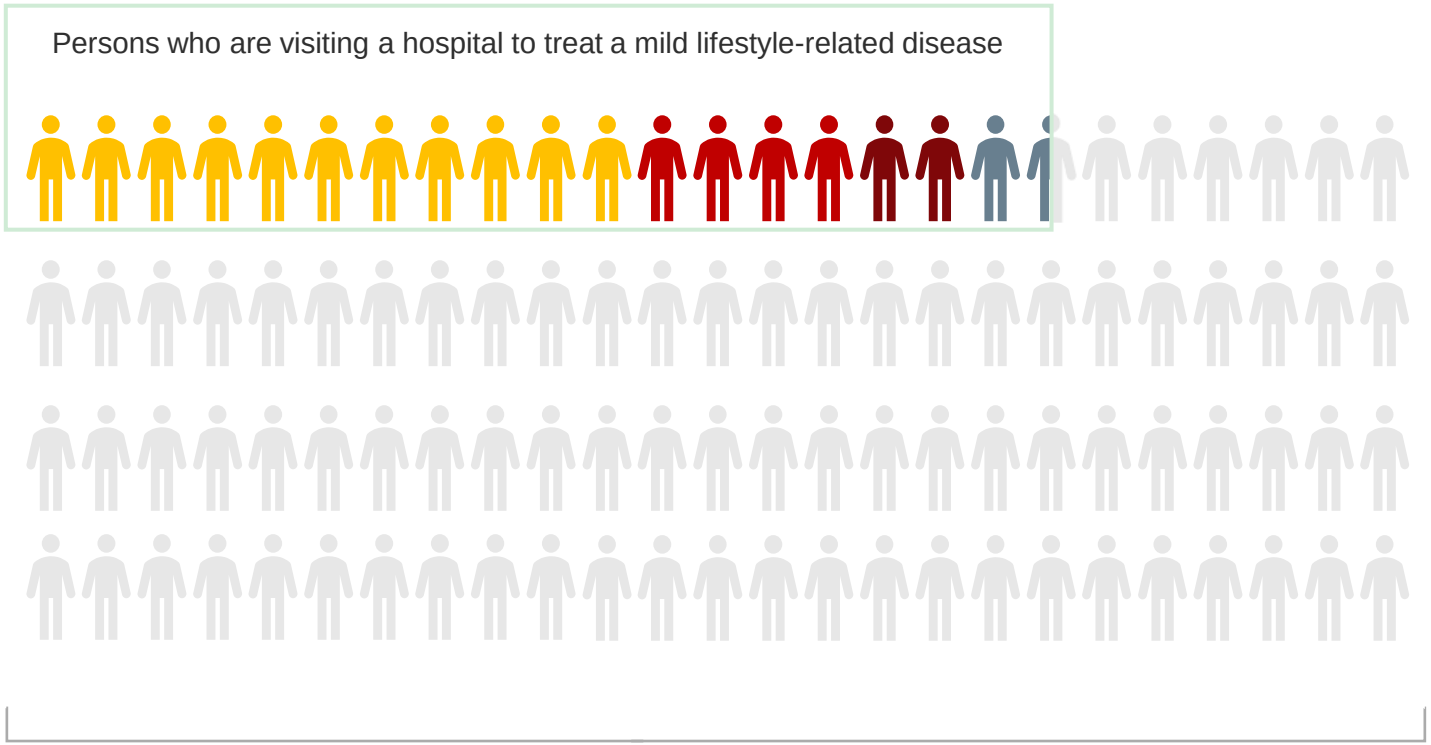
Many people are suffering from a disease, including those who are visiting a hospital for treating a lifestyle-related disease, those who have developed complications, and those who can no longer work due to the aggravation of a disease. What if they could have worked on improving their lifestyle habits...

1,110 thousand persons
Visiting a hospital to treat a mild lifestyle-related disease

380 thousand persons
Suffering from a serious lifestyle-related disease

210 thousand persons
Have a history of cancer

13 thousand persons
Cannot work



Insured persons of health insurance unions and their family members whose data are under management by JMDC: 10 million persons

Health Issues Shown from JMDC Data of 10 Million Persons: Health Issue Aggravates Every Year

As health issues of health insurance union members are aggravating every year, an urgent response is needed.

The number of persons with lifestyle-related diseases is increasing and their conditions are becoming severe.

+280,000
persons/year
start to visit a hospital to treat a lifestyle-related disease

+100,000
persons/year
The existing lifestyle-related disease has become severe from mild

+7,000
persons/year
become unable to work

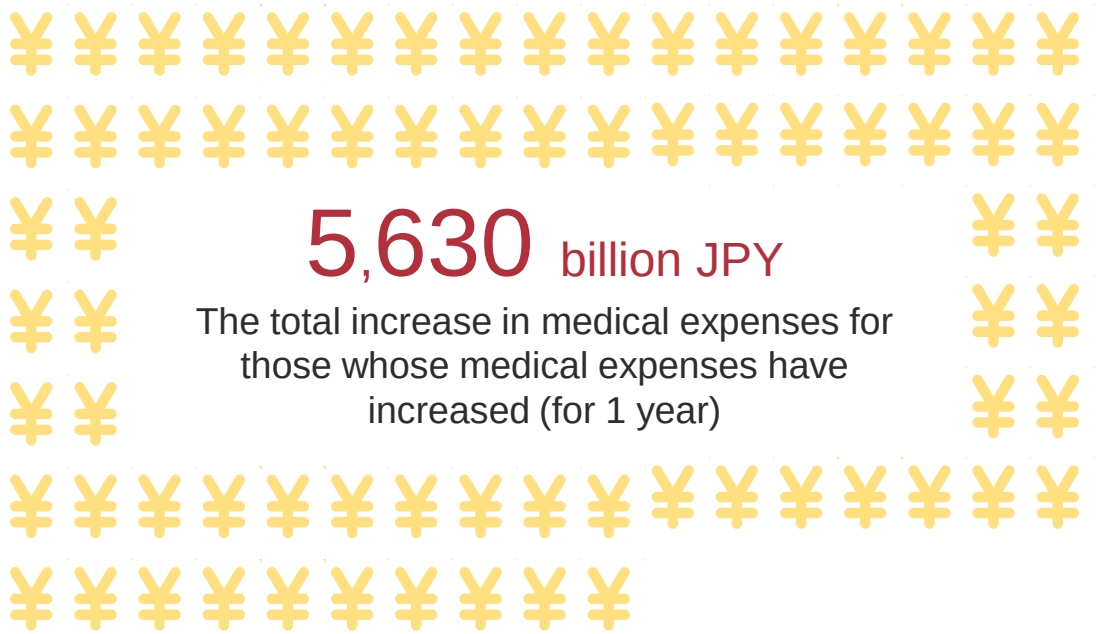


Health Issues Shown from JMDC Data of 10 Million Persons: Impact on Medical Expenses

We are facing an impact of increases in medical expenses amounting to more than 500 billion JPY. Our challenge is how to restrain such increases in medical expenses.

As a result, medical expenses are continuing to rise in an uncontrollable manner.



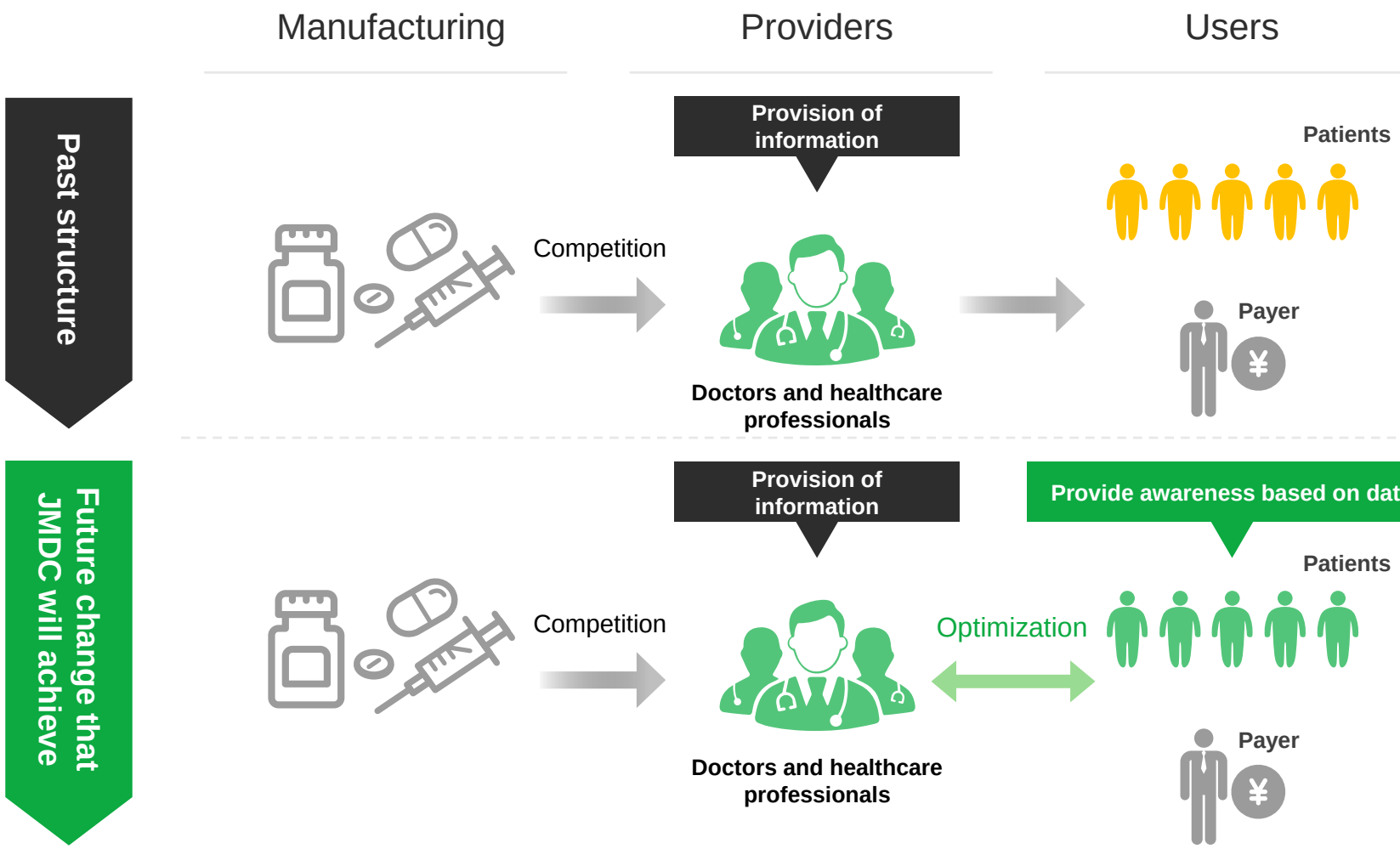


"Providing a Healthy and Rich Life for All Individuals"

Leveraging data and ICT solutions
to create a sustainable healthcare system

The Future JMDC Aims for

Patients and payers tend to assume a passive role in medical care. We encourage them to actively participate in medical care by providing them with awareness.

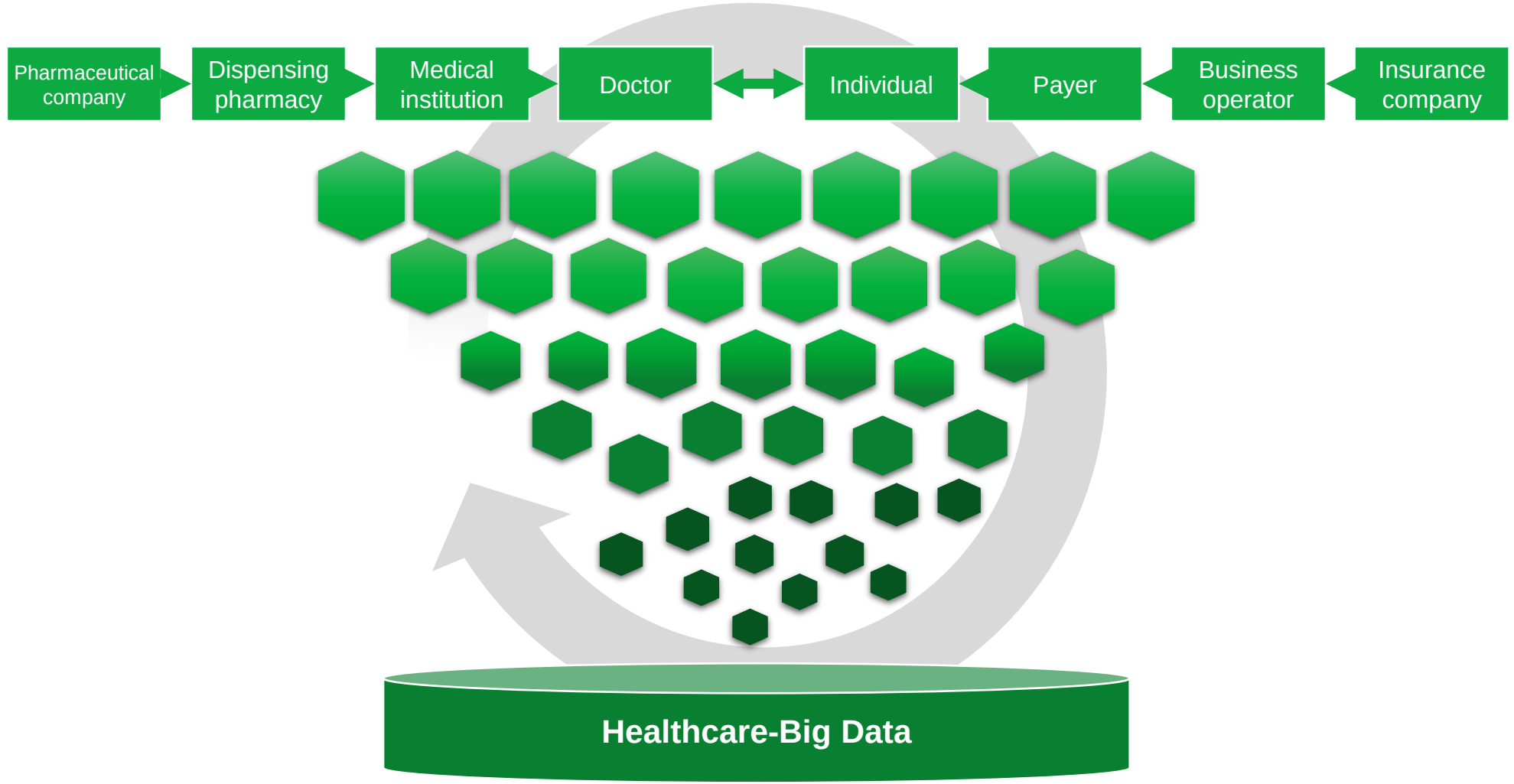


Key point

- The lead characters in medical care are healthcare professionals. It is typically difficult for patients and payers to assume an active role.
- We aim for a future in which all healthcare professionals, patients, and payers will become lead characters who actively participate in medical care.

Streamlining Data in the Healthcare Domain

JMDC aims to build and make available for use a data environment in all healthcare domains in Japan to realize medical care that is optimized between doctors and individuals.



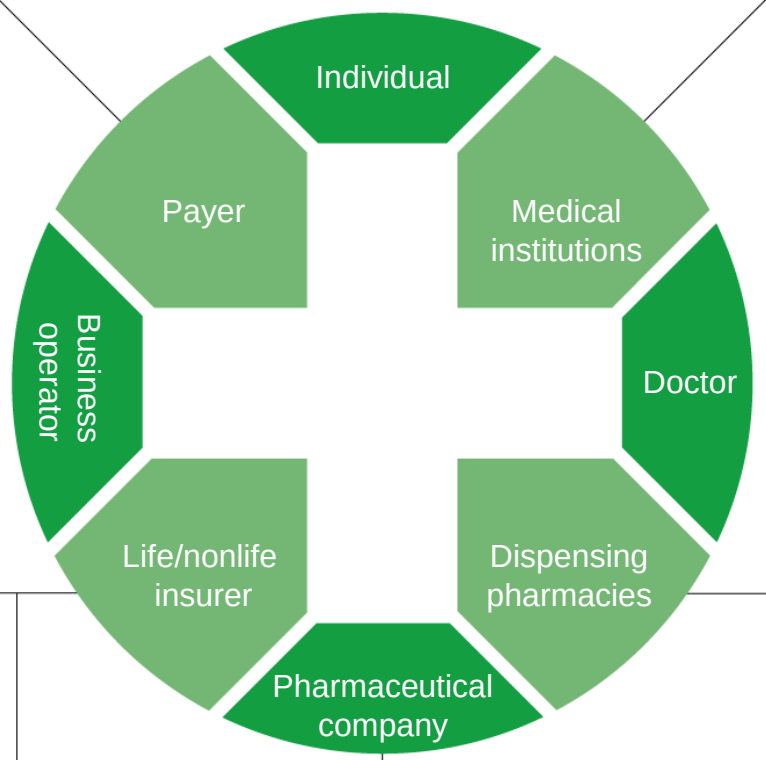
Balance of Businesses According to Customers

JMDC engages in businesses for any type of healthcare industry player in a well-balanced manner by carrying out diverse business activities on the basis of data.

2.0 billion JPY

- Analysis for Payers, provision of ICT tools
- Maintain a dominant business size and support deeper public health services.
- Expect a big potential for growth in providing services for business operators

Business size according to healthcare players (FY2020)



7.3 billion JPY

- Provision of remote diagnostic imaging, medicine DB, and management support tools
- Strengthen services including finance and web inquiry
- Also improve the facility DB and doctor DB.

4.8 billion JPY

- Develop the data utilization business.
- Continue to increase revenue per customer by Up-Selling/Cross-Sell.
- Also expand customers widely with a focus on open data, without limitation to pharmaceutical and insurance companies

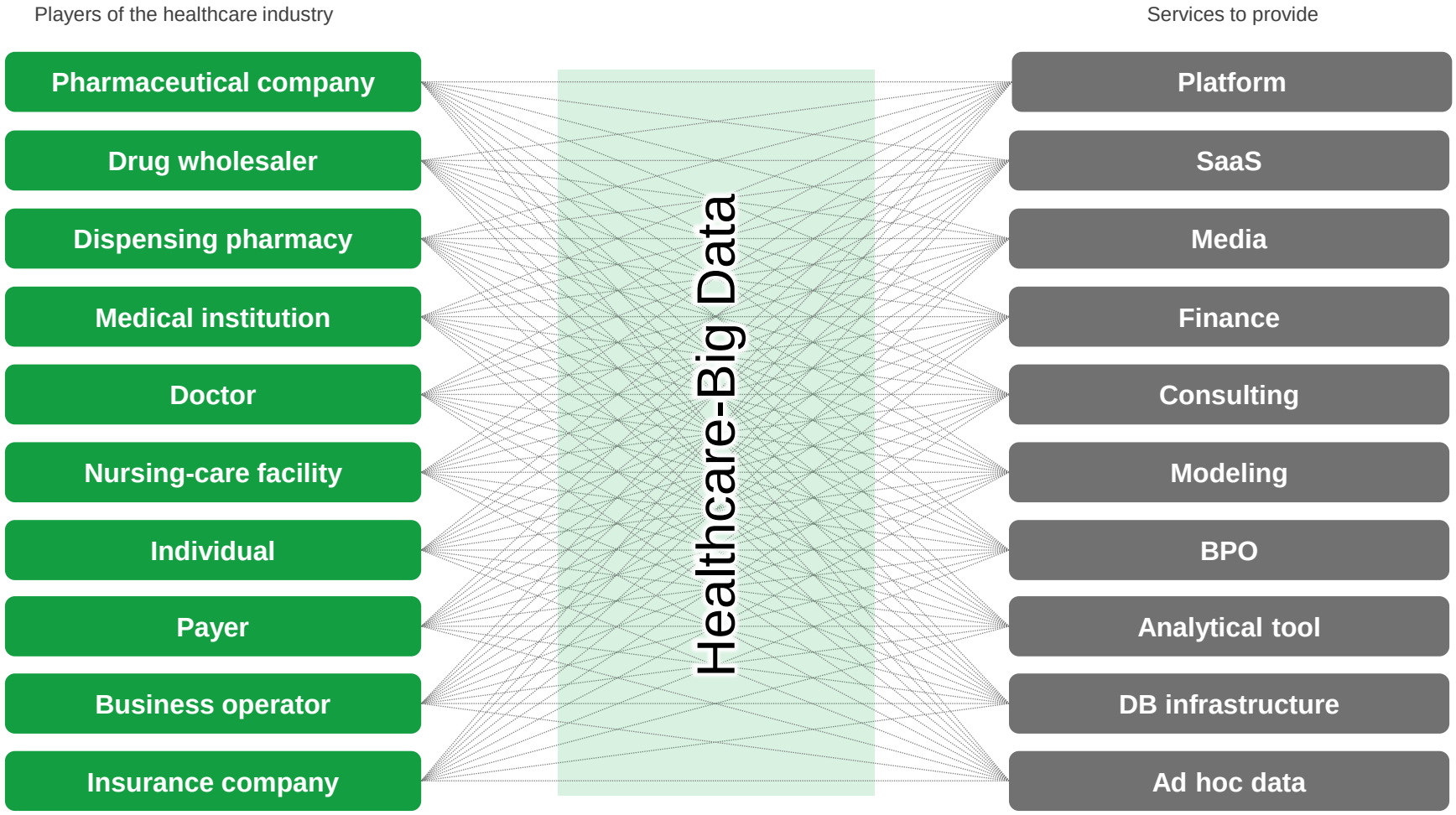
2.7 billion JPY

- Development/provision of electronic medication history and receipt computer.
- Operate an in-house dispensing pharmacy as a showroom.
- Strengthen online processing and medication instruction in the future.

Note: The business size is for JMDC's management and was prepared on a simple aggregation basis and the IFRS adjustment and internal segment transaction adjustment were not adjusted.

Expansion of the JMDC Group's Business

We will continue to provide data-based services of various kinds to healthcare industry players, accumulate new data on the basis of it and run a cycle of generating new services.



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