FY2021 Q2
Financial Briefing Material

November 5, 2021

JMDC Inc.

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Section 1

Summary

FY2021 Q2: Performance Highlights

Thanks to growing demand for Healthcare-Big Data and steady growth in Tele-medicine and Dispensing Pharmacy Support, performance was good in terms of results and major KPIs.

Consolidated revenue
(Million JPY)

9,550

Y-o-Y

+37%

Consolidated EBITDA
(Million JPY)

2,472

Y-o-Y

+49%

Healthcare-Big Data

Y-o-Y

+50%

Tele-medicine and Dispensing Pharmacy Support

Y-o-Y

Tele-medicine	Dispensing Pharmacy Support
+13%	**+33%**

Number of the population of contracted health insurance unions

9.88 mil people

Number of Pep Up IDs

3.01 mil people

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

Revenue of Healthcare-Big Data

Average revenue of Top 10 customers

+50%

* Comparison of LTM for September 30, 2020 and LTM for September 30, 2021

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses
LTM: Last Twelve Months (the past 12 months from the latest quarter)

(Reference) The JMDC Group's Business Segments

Healthcare-Big Data fared well, while the impact of COVID-19 infections on Tele-medicine and Dispensing Pharmacy Support continued in part.

	Business outline	Remarks
Healthcare-Big Data	**For Industry** Data utilization service for pharmaceutical companies and insurance companies	• Consulting service for pharmaceutical companies and insurance companies expanded steadily. • Launched the provision of pharmacy-derived data
	For Payers and individuals Data analysis for health insurance unions and provision of ICT product “Pep Up” to health insurance union members	• Adoption of Pep Up accelerated, with the number of issued IDs exceeding three million. • Expanded the functions of Pep Up (vaccination records, prescription notebooks, etc.)
	For Medical Service Providers Data analysis, system provision, consulting and finance for medical institutions as well as platforms for doctors	• Expanded the service for medical institutions as ICM joined our Group • Launched “Ishiyaku,” an app for doctors, and embarked on the development of a platform for doctors as Antaa joined our Group
Tele-medicine	Provision of the remote diagnostic imaging service	• Demand dropped more sharply than expected due to the fifth wave of COVID-19 infections, but the performance was good compared to last year
Dispensing Pharmacy Support	Development/provision of receipt computer and electronic medication history for pharmacies	• Expanded the business via M&As despite lower investments by dispensing pharmacies • Started an initiative toward the commercialization of an AI-driven optimized medicine inventory management service

Section 2

Performance Report for FY2021 Q2

FY2021 Q2: Summary of Consolidated Performance

Performance far exceeded the H1 plan (revenue: 9 billion JPY; operating profit: 1.25 billion JPY).

(Unit: Million JPY)	FY2020 Q2	FY2021 Q2	Y-o-Y	FY2021 First-half forecast	Achievement ratio
Revenue	6,975	9,550	+37%	9,000	106%
Operating profit (Rate)	1,107 (16%)	1,740 (18%)	+57%	1,250 (14%)	139%
Profit before taxes (Rate)	1,101 (16%)	1,722 (18%)	+56%	1,200 (13%)	144%
Profit attributable to owners of parent (Rate)	729 (11%)	1,141 (12%)	+57%	800 (9%)	143%
EBITDA (Margin)	1,664 (24%)	2,472 (26%)	+49%	2,100 (23%)	118%

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

(Reference) FY2021: Progress toward the FY2021 Performance Forecast

JMDC Group tends to perform markedly well in H2. Considering this, we made good progress in H1.

(Unit: Million JPY)	FY2021 Q2	(Revised on Nov. 5) FY2021 Plan	Progress ratio
Revenue	9,550	21,550	44%
Operating profit (Rate)	1,740 (18%)	4,800 (22%)	36%
Profit before taxes (Rate)	1,722 (18%)	4,750 (22%)	36%
Profit attributable to owners of parent (Rate)	1,142 (12%)	3,250 (15%)	35%
EBITDA (Margin)	2,472 (26%)	6,400 (30%)	39%

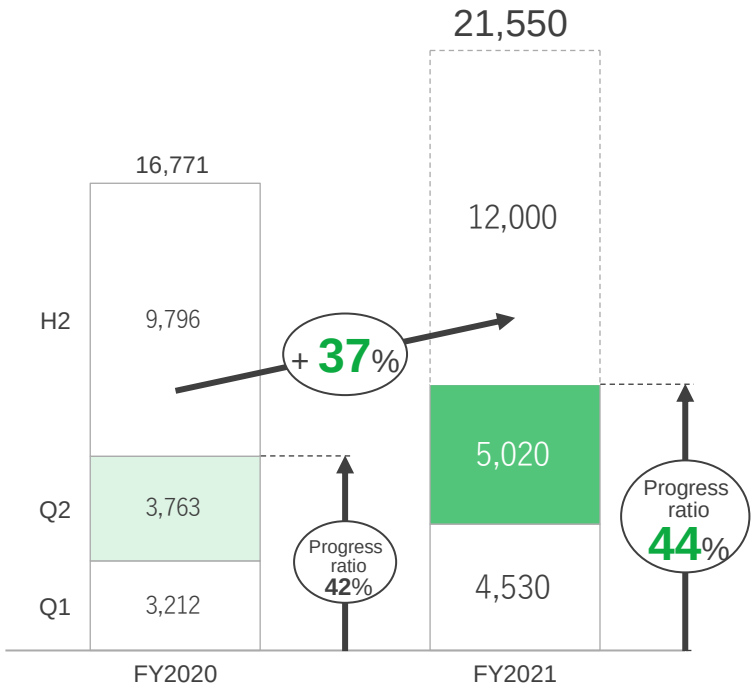
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2021 Q2: Consolidated Revenue

Data demand continues to expand, leading the growth of the entire Group.

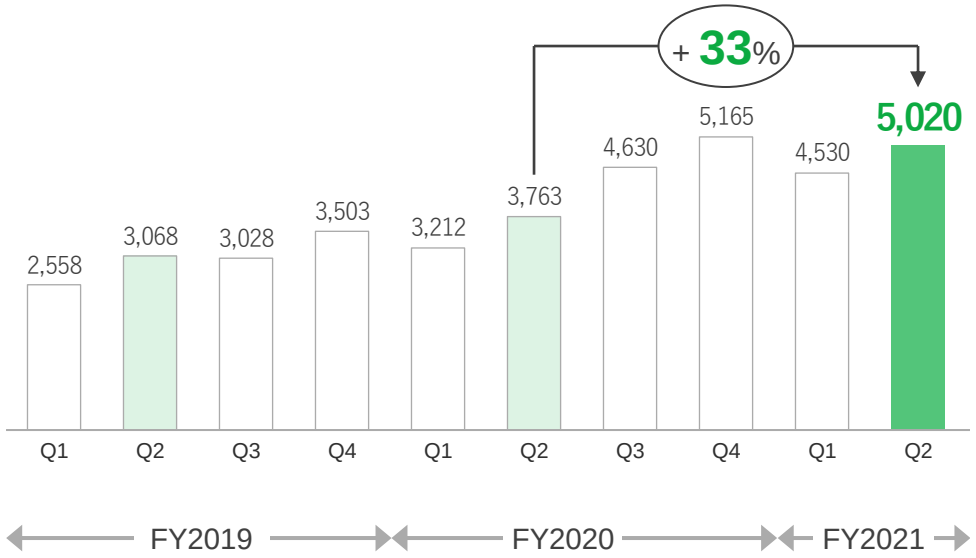
First half consolidated revenue as compared to last year

(Unit: Million JPY)



Quarterly trends of consolidated revenue

(Unit: Million JPY)



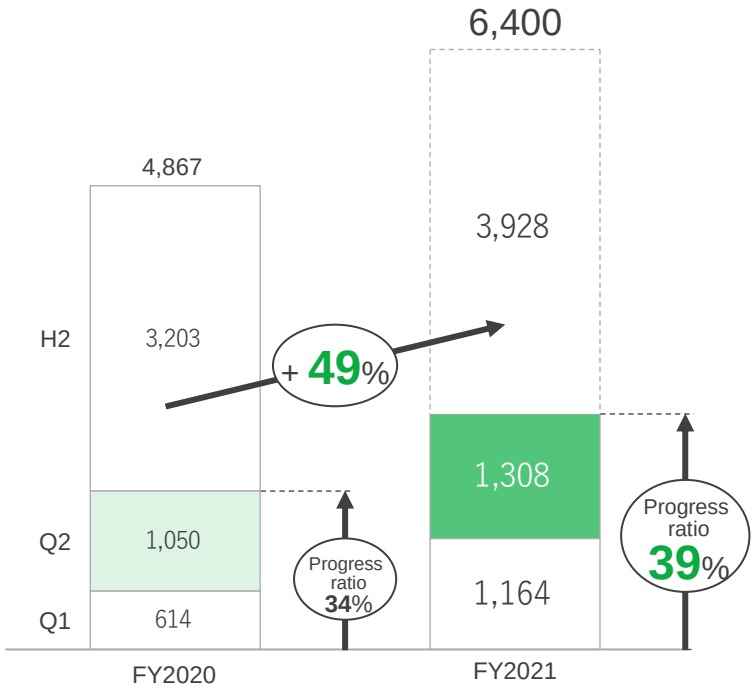
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2021 Q2: Consolidated EBITDA

On the other hand, profitability fell slightly, as we recorded one-time costs, such as hiring costs (agent fees) and M&As in Q2.

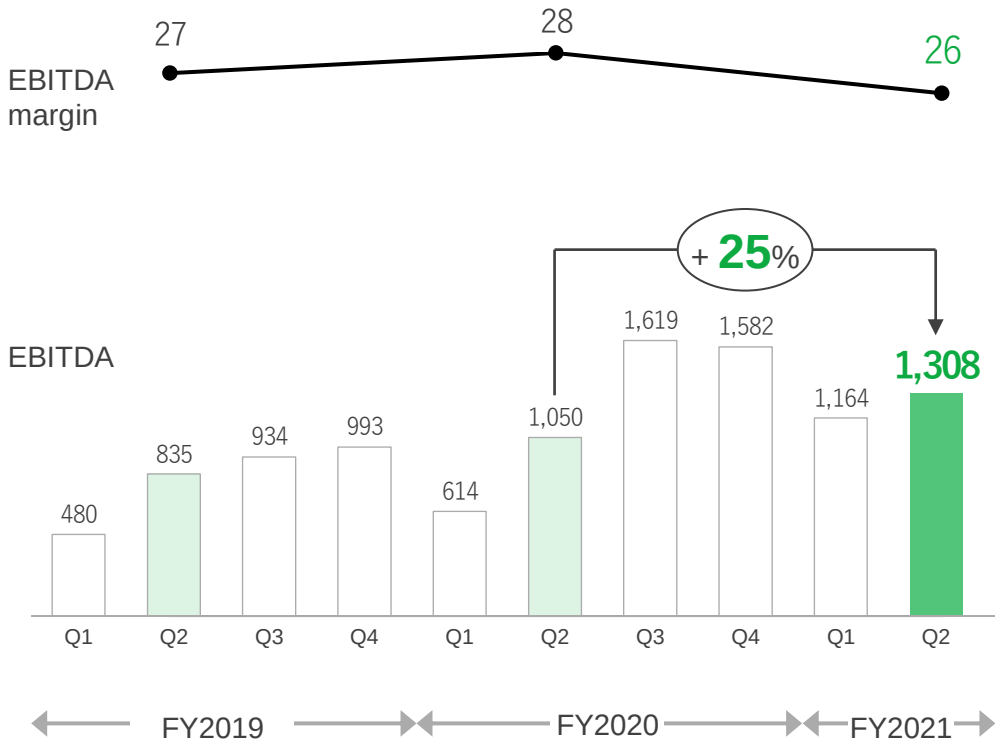
First half consolidated EBITDA as compared to last year

(Unit: Million JPY)



Quarterly trends of consolidated EBITDA/margin

(Unit: Million JPY and %)



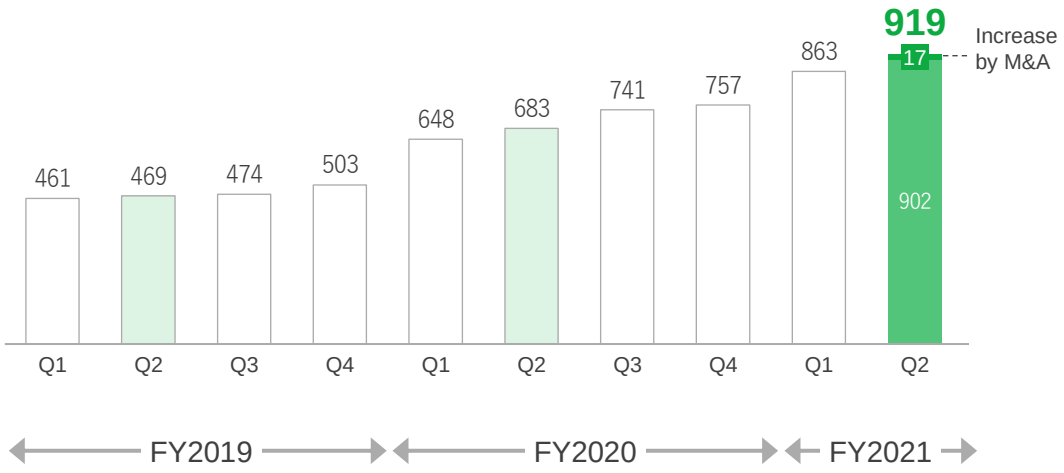
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2021 Q2: Employees/SG&A Expenses (Consolidated)

Our efforts toward hiring engineers started to bear fruit, and we are gradually overcoming hiring difficulty.
Costs rose as compared to last year, mainly due to an increase in the number of Group companies over the past year.

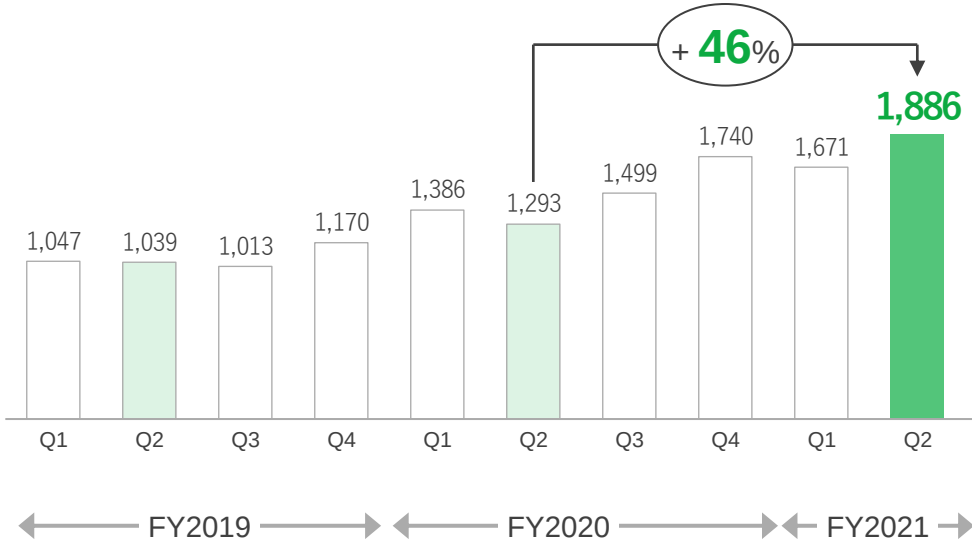
Quarterly trends of the number of employees (consolidated)

(Unit: persons)



Quarterly trends of SG&A expenses (consolidated)

(Unit: Million JPY)



Note: IFRS-based

FY2021 Q2: Performance by Segment

Both the revenue and profit in all segments grew steadily, although they were partially affected by COVID-19 infections.

(Unit: Million JPY)

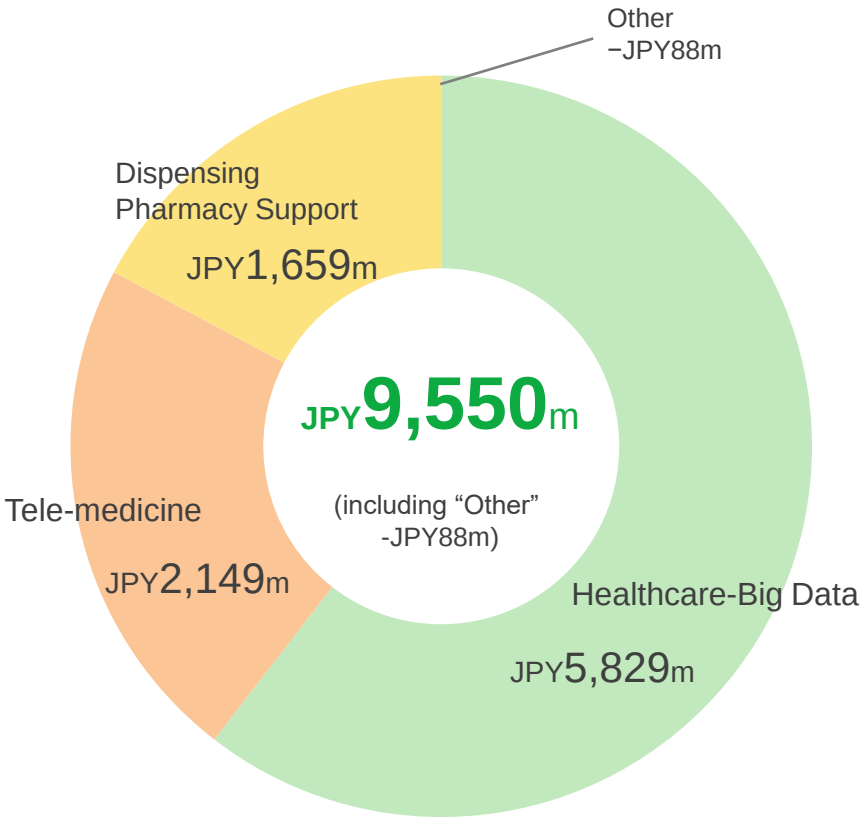
		FY2020 Q2	FY2021 Q2	Y-o-Y
Healthcare-Big Data	Revenue	3,897	5,829	+50%
	EBITDA	1,114	1,735	+56%
	(Margin)	(29%)	(30%)	
Tele-medicine	Revenue	1,900	2,149	+13%
	EBITDA	545	730	+34%
	(Margin)	(29%)	(34%)	
Dispensing Pharmacy Support	Revenue	1,247	1,659	+33%
	EBITDA	139	163	+18%
	(Margin)	(11%)	(10%)	
Adjustment	Revenue	−68	−88	—
	EBITDA	−133	−157	—

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

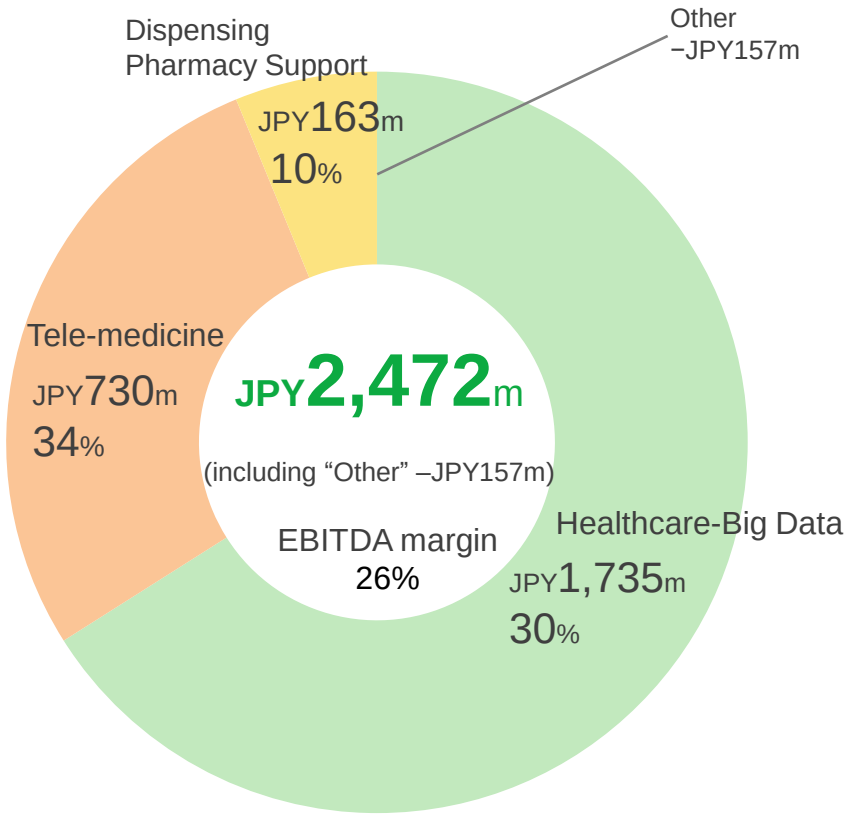
(Reference) FY2021 Q2: Revenue/EBITDA by Segment

Healthcare-Big Data generates more than 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

Section 3

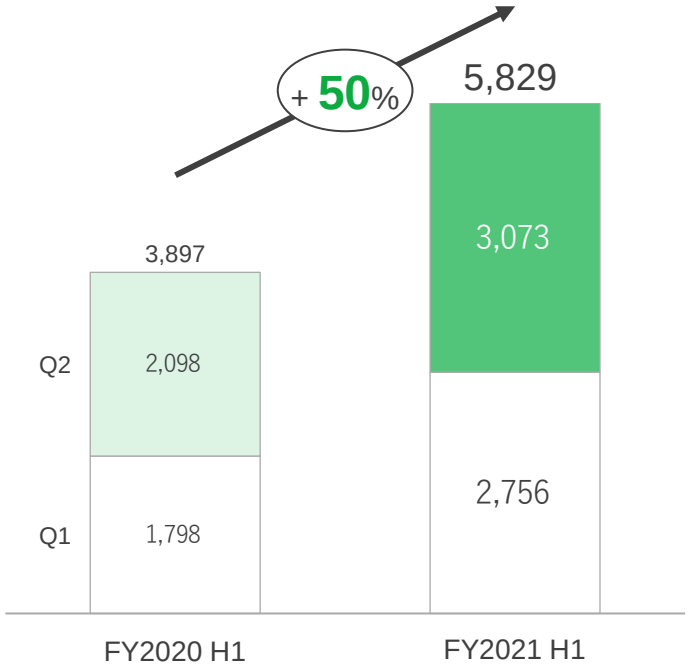
Healthcare-Big Data Business

Healthcare-Big Data Business: Revenue

Revenue of the Healthcare-Big Data Business continues to show strong growth.

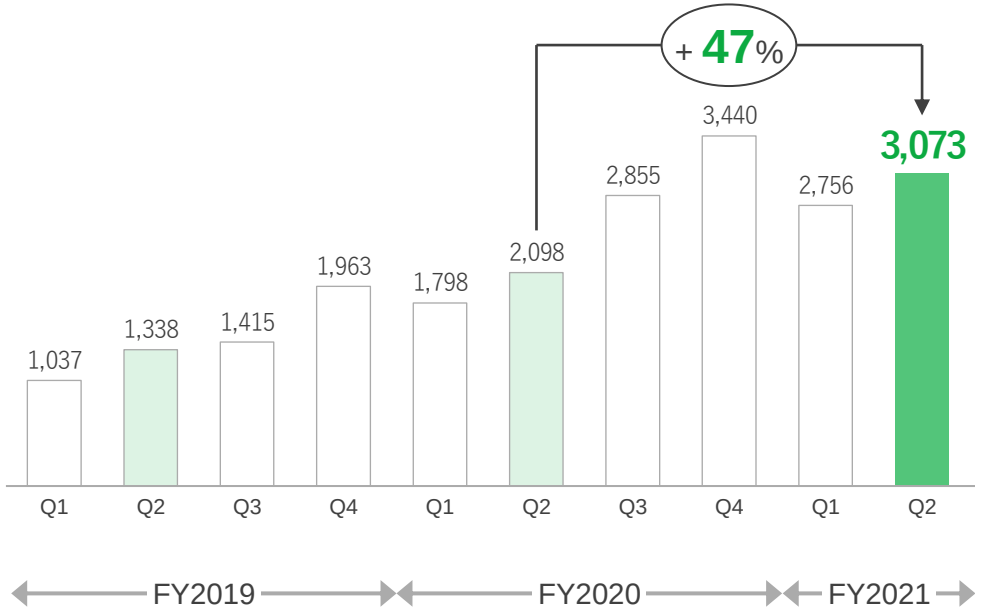
Revenue of the Healthcare-Big Data Business as compared to past years

(Unit: Million JPY)



Quarterly revenue trends

(Unit: Million JPY)

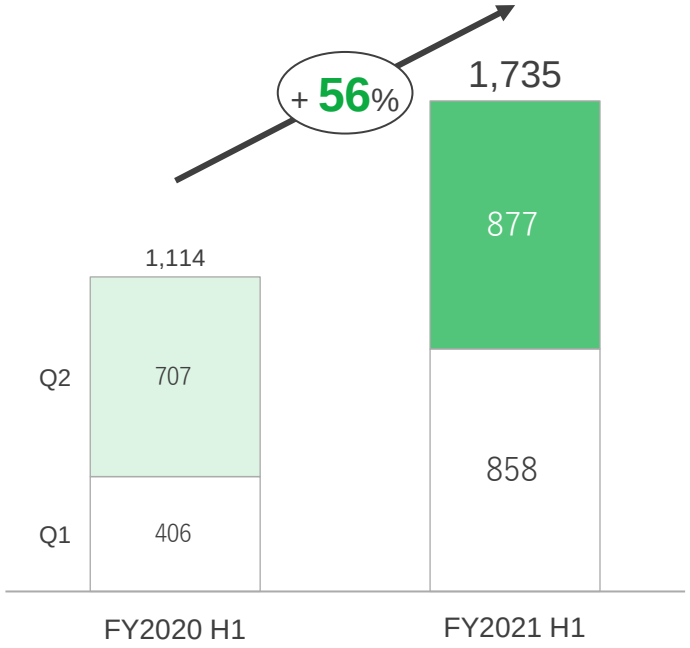


Healthcare-Big Data Business: EBITDA

Although the profit grew sharply as compared to H1 last year, it only showed slight quarter-on-quarter growth for Q2 alone, due to an increase in hiring costs, M&A costs, among others.

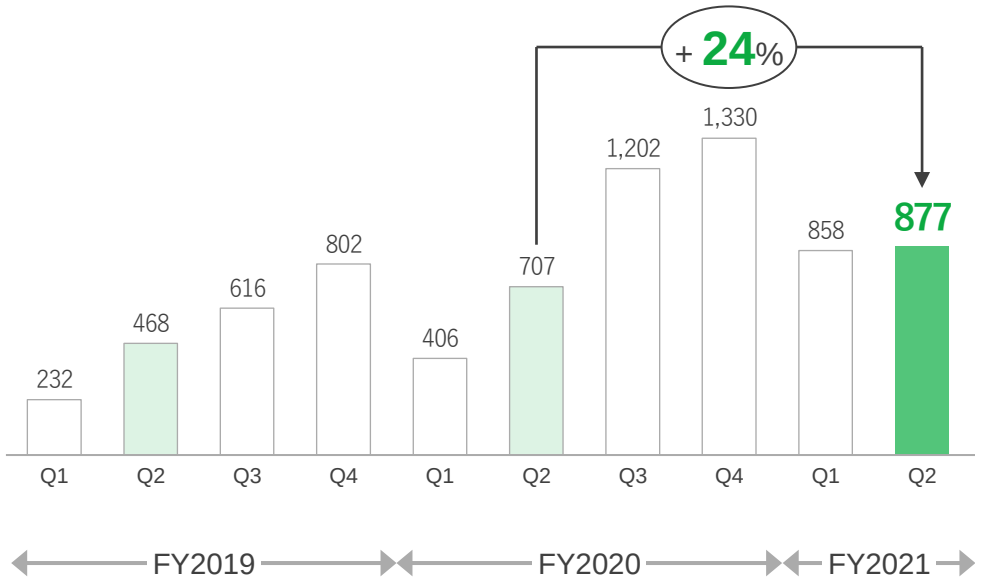
EBITDA of the Healthcare-Big Data Business as compared to past years

(Unit: Million JPY)



Quarterly trends of EBITDA

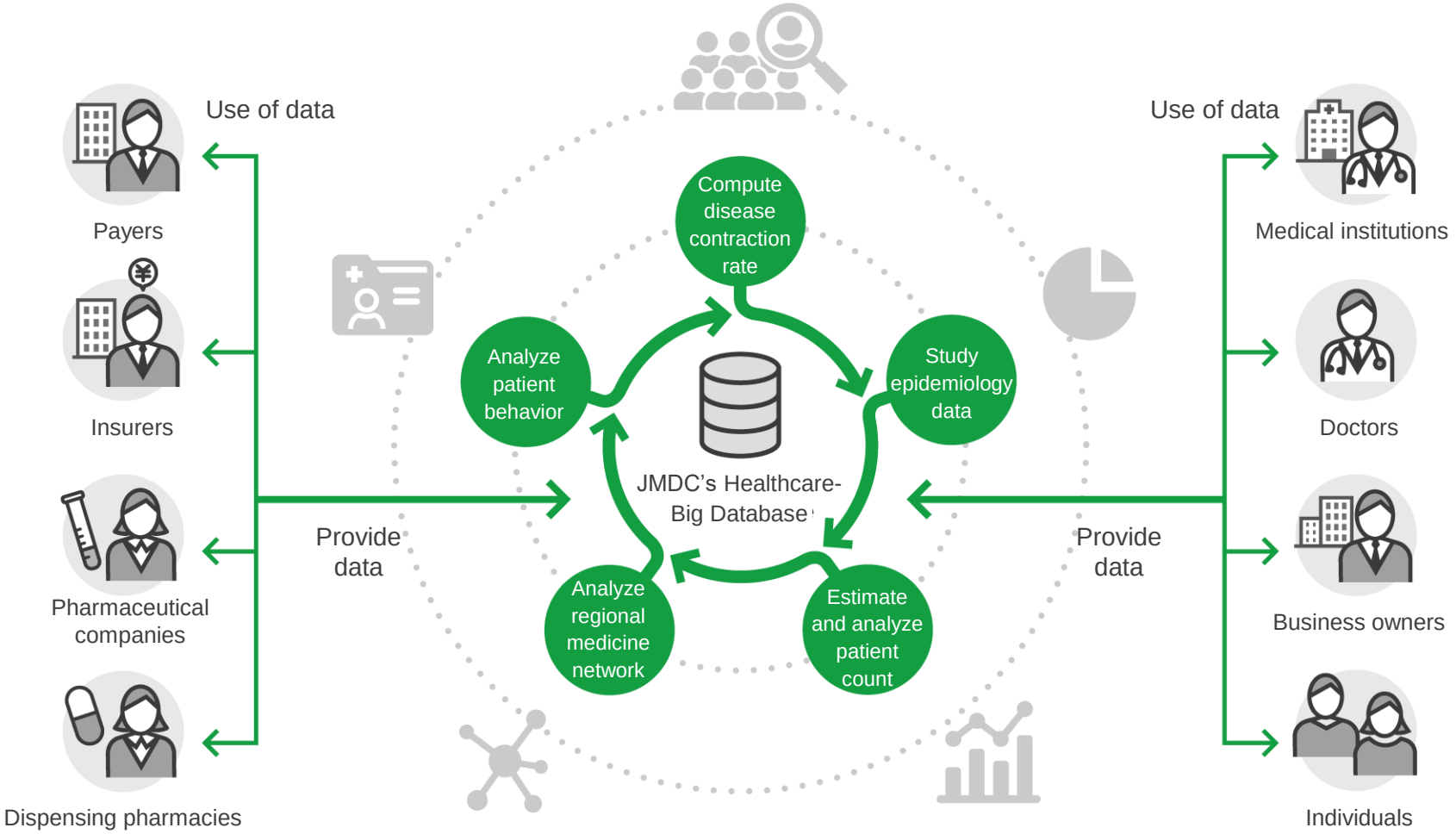
(Unit: Million JPY)



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

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.”

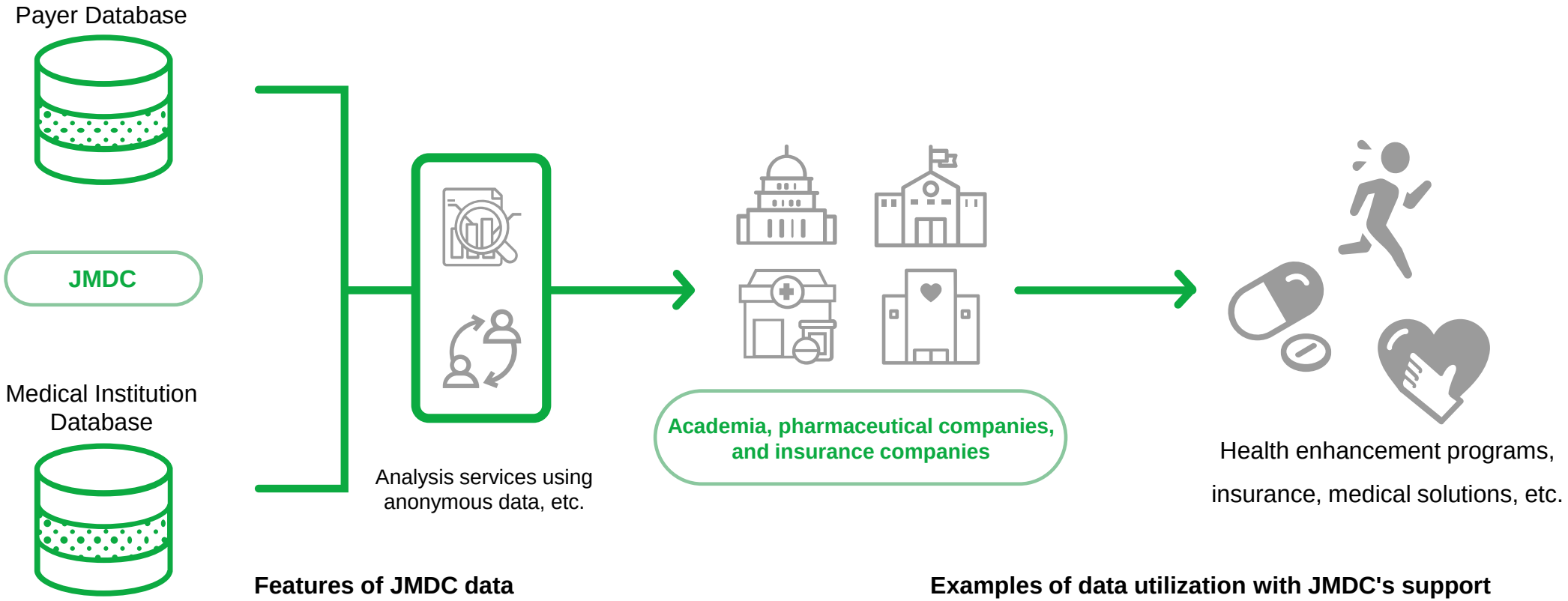
(Unit: Million JPY)

	Data utilization	Healthcare-Big Data Business size (FY2021 H1, 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. • Expansion of data utilization and improvement in added value accelerated through consulting • Actively offers proposals to major financial institutions and others that seek to launch healthcare services, in line with the trends of information banks, Mynaportal compatibility, etc.	2,485
For Payers/Individuals	**Develop the service for health insurance unions and Pep Up** • 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	1,222
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	2,055

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.
- Ample data on DPC, medical charts and pharmacies, along with those on payers, enable us to offer complex proposals.

Examples of data utilization with JMDC's support

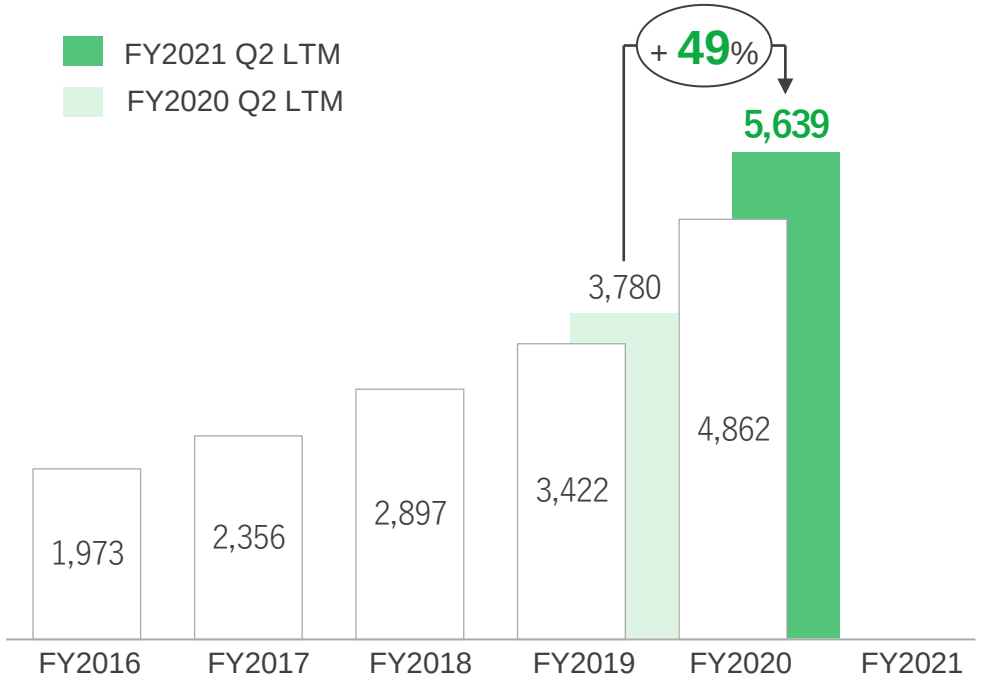
- Grasp unmet medical needs with epidemiological data.
- Post-marketing surveillance with the database.
- Exploration of new security needs with population data.
- Optimization of underwriting standards at insurance companies.
- Formulation of a health enhancement program by analyzing physical checkup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

For Industry: Business Status of Data Utilization

Revenue continues to increase in all client segments. In particular, the expansion of utilization by top clients is accelerating.

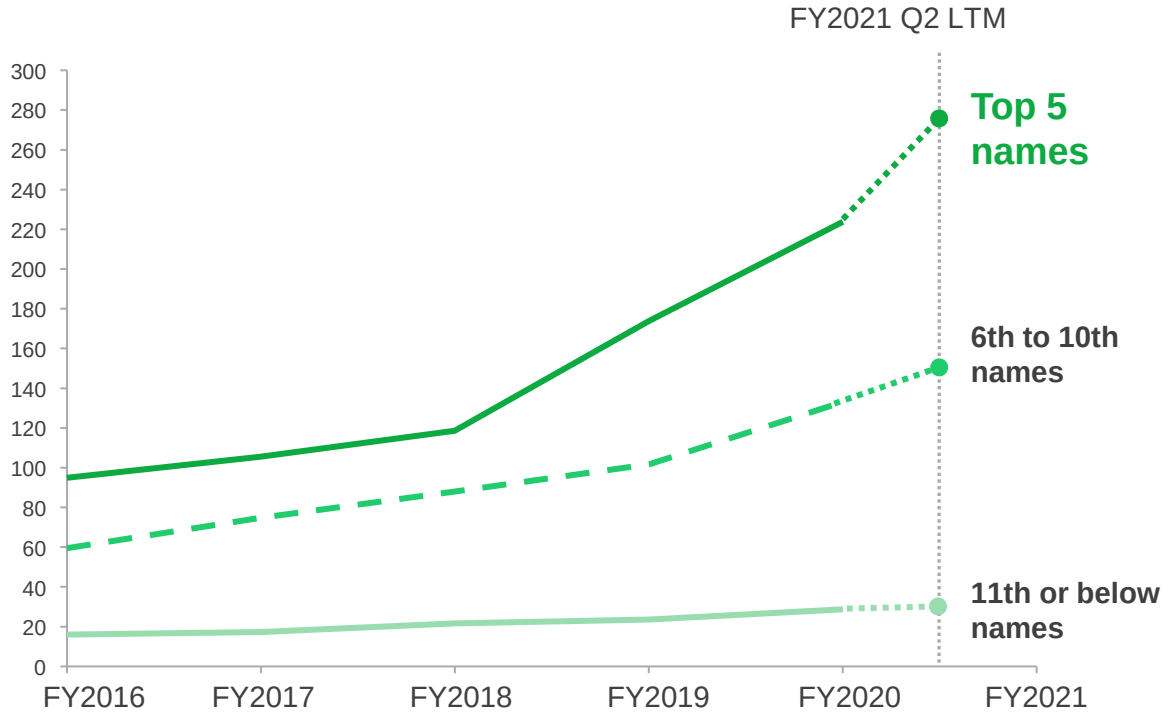
Data utilization for the industry: revenue

(Unit: Million JPY)



Annual per-company revenue by customer segment

(Unit: Million JPY)

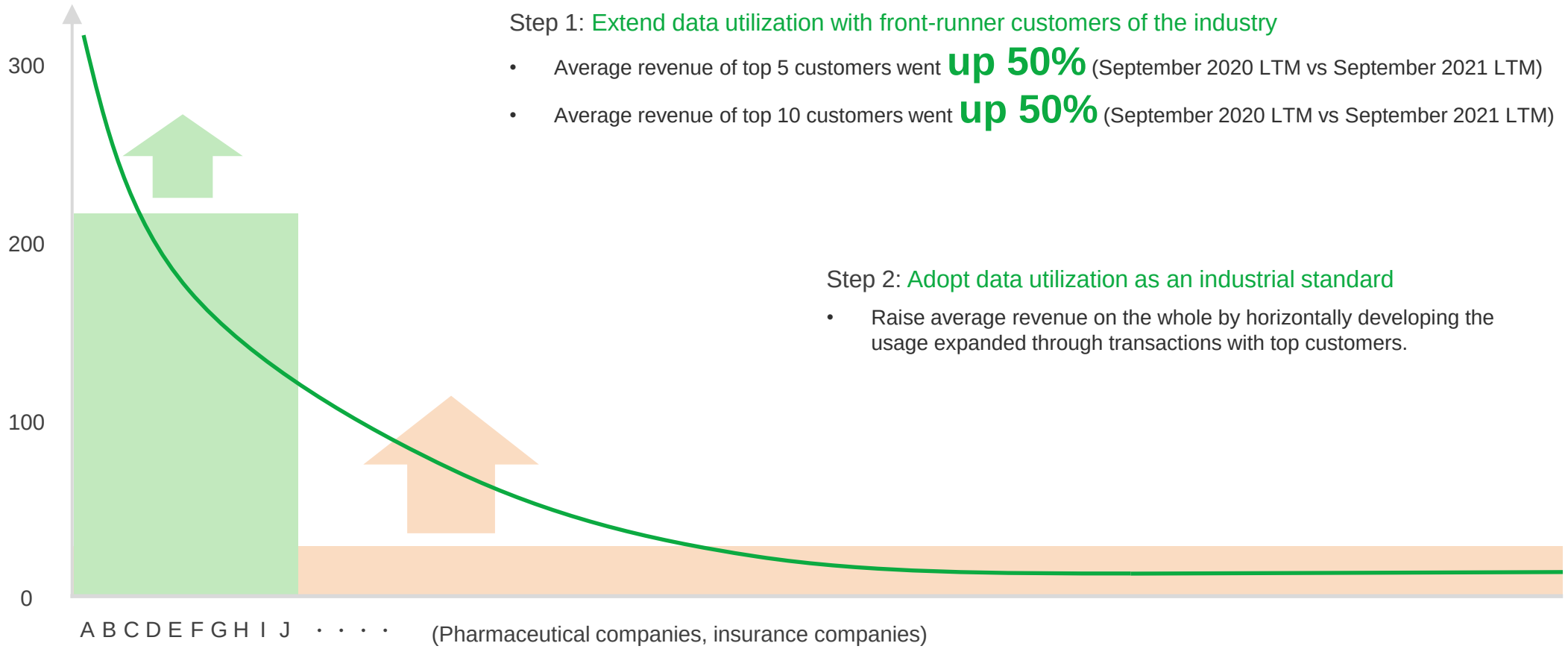


Note: Top 5 names were top 5 firms in revenue value for each fiscal year. Names from the 6th to 10th were firms ranked 6th to 10th in revenue value for each fiscal year. Names from ranked 11th or below were computed according to revenue value for each fiscal year.
LTM: Last Twelve Months (the past 12 months from the latest quarter)

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 50%** (September 2020 LTM vs September 2021 LTM)
- Average revenue of top 10 customers went **up 50%** (September 2020 LTM vs September 2021 LTM)

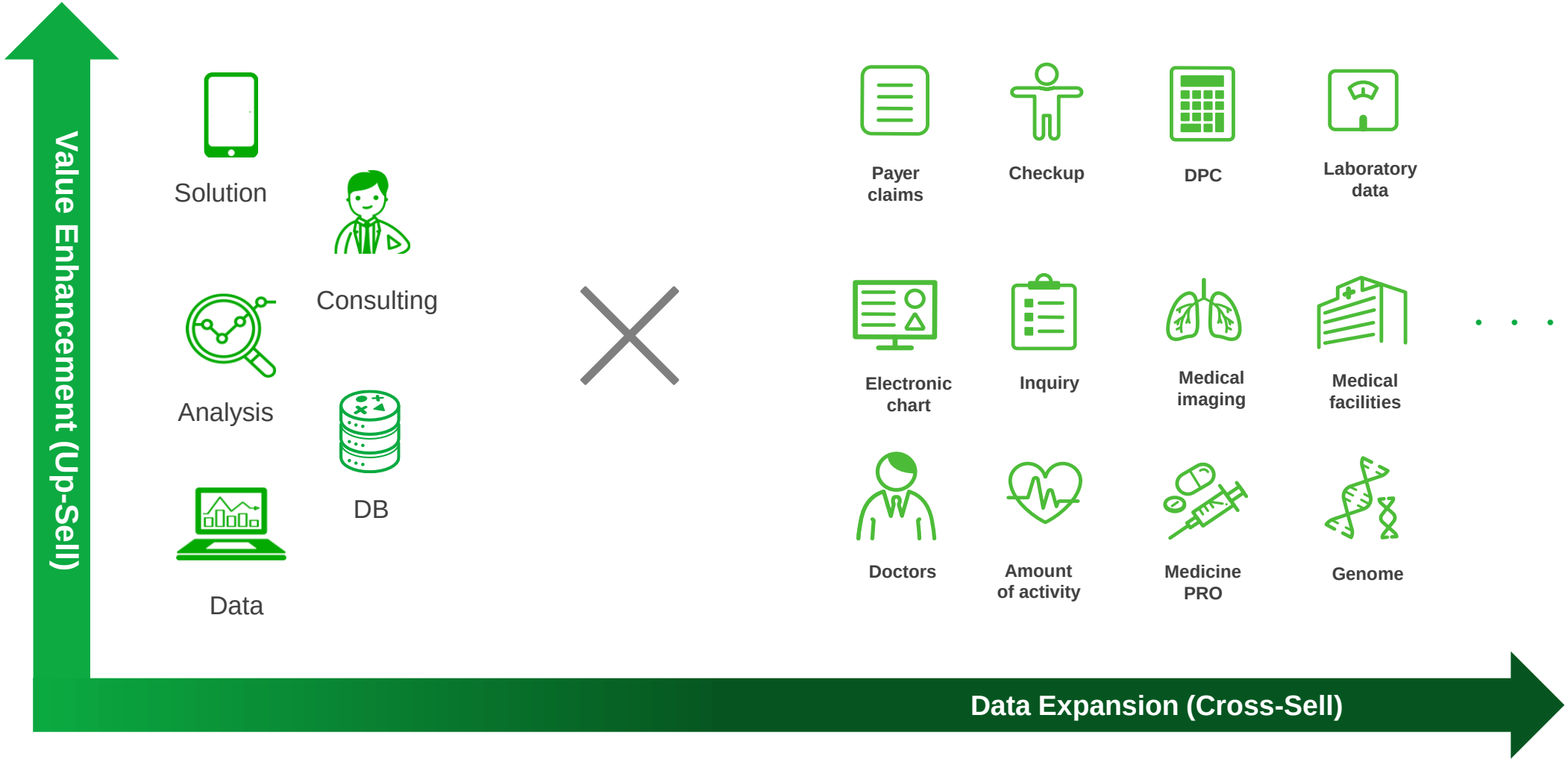
Step 2: Adopt data utilization as an industrial standard

- 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 Effective Data Usage

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

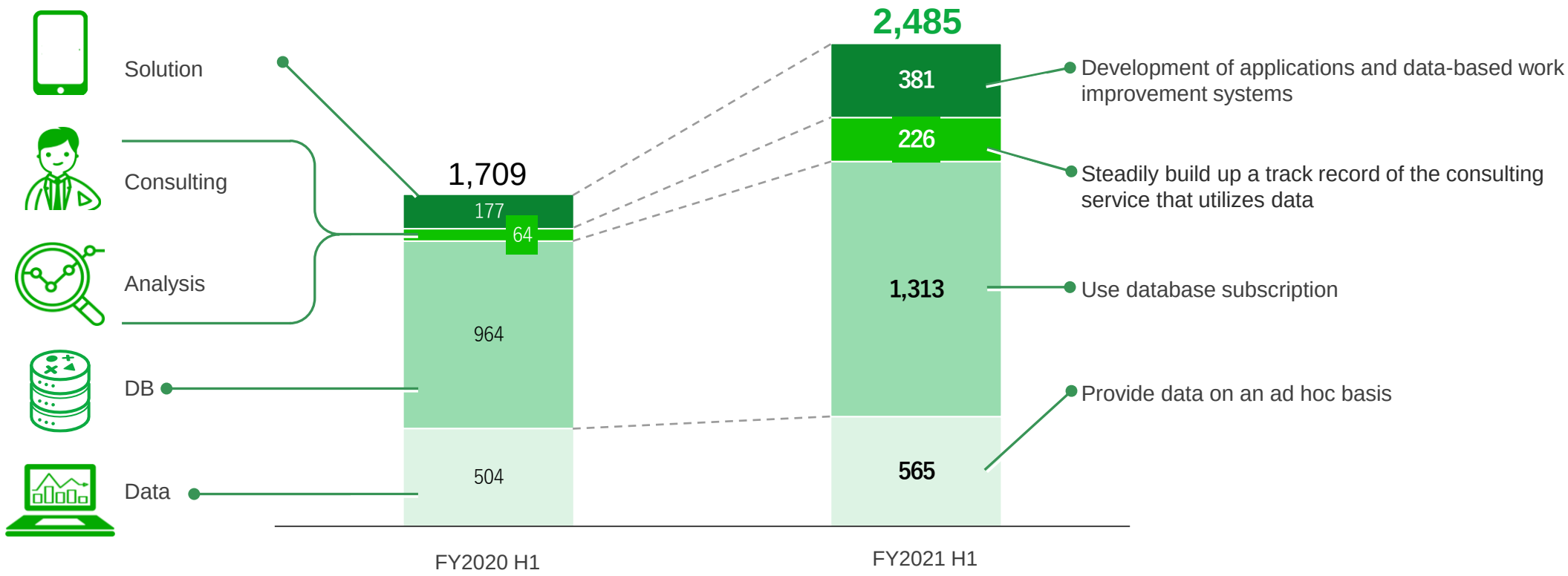


For Industry: Efforts Aimed for Up-Sell

In addition to quantitative expansion of data utilization, high value-added services, such as consulting services and solution, are steadily being launched.

Status of Up-Sell (Revenue by service)

(Unit: Million JPY)



For Industry: Up-Sell Examples (Specific Examples of the Consulting Service for Pharmaceutical Companies)

Themes of projects with pharmaceutical companies are wide-ranging (including those in progress), and we offer support in a wide variety of domains from formulating pre-launch strategies to digital issues,

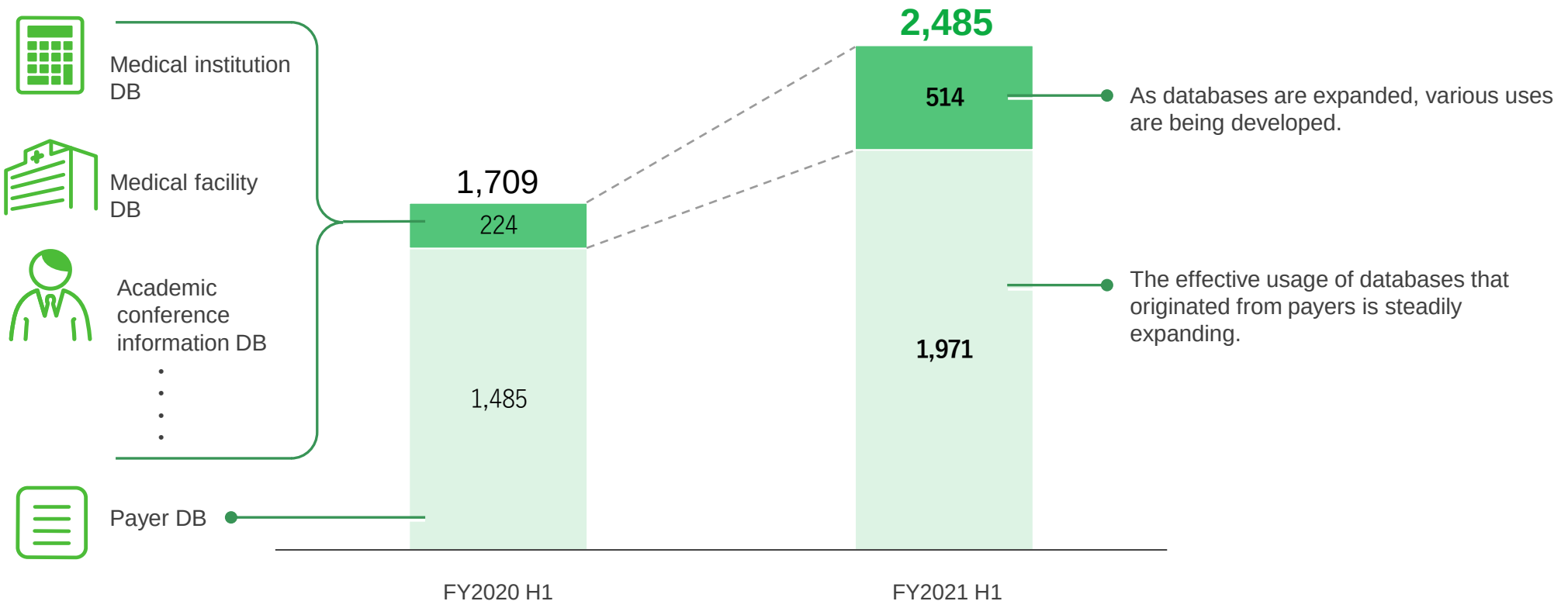
	Company	Theme	Disease Area	Content
1	Domestic pharma	New digital business	Psychiatry	Planning and development of digital services for psychiatric patients
2	Domestic pharma	Number of patients by region	Rare diseases	More precise number of patients with rare diseases whose insurance disease names are different from reality
3	Domestic pharma	Treatment flow	Gastroenterology	Checking treatment flow in the procedural level in a more detailed manner than on payer claims
4	Foreign pharma	Analysis of primary diseases of diseases	Neurology	Identifying and sharing the source of a disease with multiple primary diseases
5	Foreign pharma	New business utilizing RWD	—	Holding workshops on planning new businesses utilizing RWD
6	Domestic pharma	Identifying business potential	Gastroenterology	Analysis of efficient approaches to targeted patients
7	Foreign pharma	Identifying business potential	Gastroenterology	Understanding the actual treatment situation of individual patients utilizing RWD
8	Domestic pharma	Streamlining development	Metabolism/endocrinology	Support for streamlining test protocols utilizing RWD
9	Domestic pharma	New digital business	Psychiatry	Drawing up business plans for digital services
10	Foreign pharma	Understanding the actual situation of treatment	Cardiology	More precise numbers of patients with incorrect insurance disease names and their actual situation of treatment
⋮	⋮	⋮	⋮	⋮

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

We utilize various types of data to generate new values unique to JMDC Group.

Cross-sell performance (sales by data category)

(Unit: Million JPY)



For Industry: Cross-Sell Examples (Provision of Pharmacy-Derived Data)

We began to offer pharmacy-derived data, allowing us to provide an even wider variety of information, catering to the needs of pharmaceutical companies and academia. In addition, we will utilize its features, including timeliness, for our consulting service.

	Outline
Size	**3,500 pharmacies** • One of Japan's largest databases of pharmacies that covers 5% of around 60,000 pharmacies across the country • Will continue to expand its size, making it an even more convenient service
Quick reporting	Reflected in **3 business days** at the earliest • Latest data on pharmacies obtained in a timely manner are utilized to understand the market situation swiftly.
Nationwide representation	**Well-balanced** pharmacy portfolio • Little bias in the distribution of pharmacies by region across the country, scale of pharmacies or specific pharmacy chains

In addition to further expansion of the size of the database, we will make the most of its strengths of quick reporting and representation, among others, thereby aiming to be a leading company in pharmacy receipts and to use it as a complement to receipts for payers and medical institutions as well.

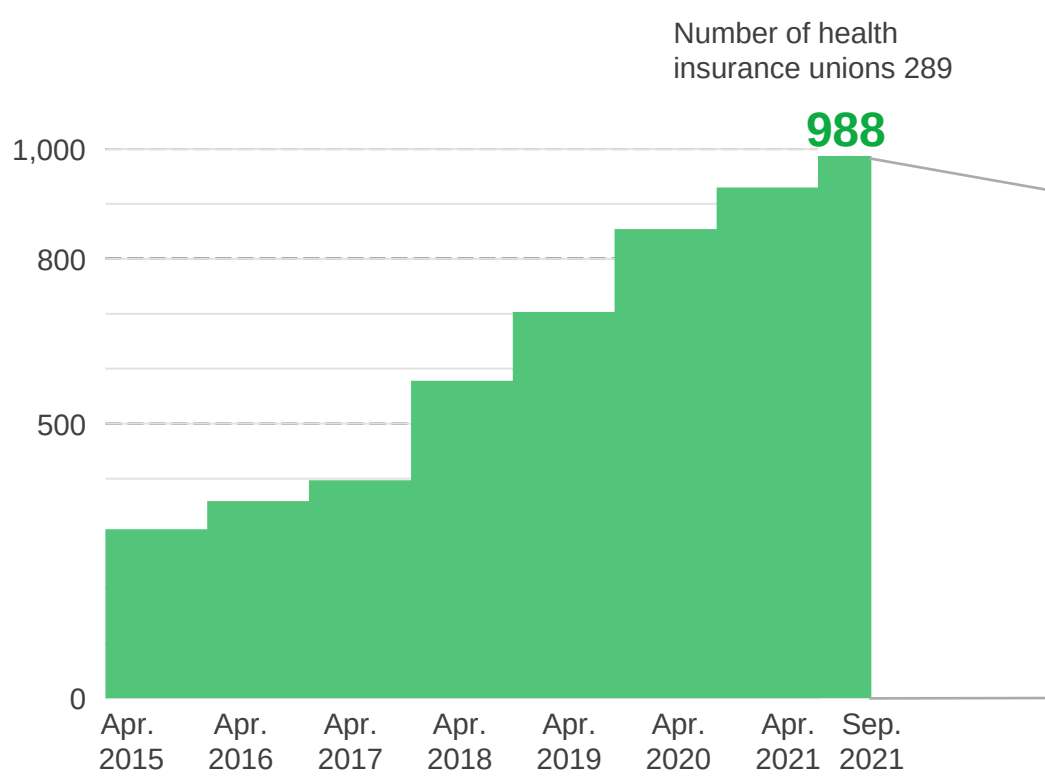
For Payers/Individuals: Widening the Data Platform

Expecting the size of the population to reach 10 million at an early stage, we will set a higher goal and establish a dominant position in health insurance unions. Moreover, we will also accelerate the provision of services to local governments and the Japan Health Insurance Association.

JMDC population count trend

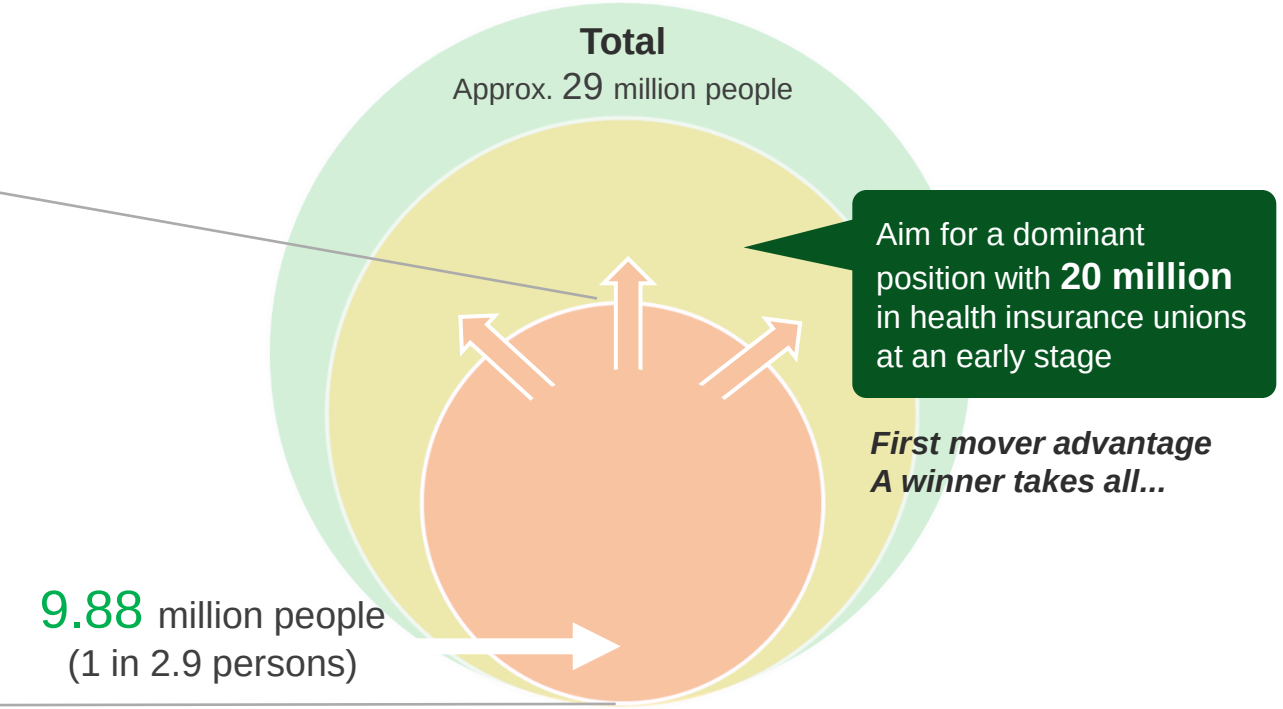
The population has been steadily increasing even during the COVID-19 pandemic

(Unit: 10,000 people)



Penetration in health insurance unions

Traceable targets: 1 in 2.9



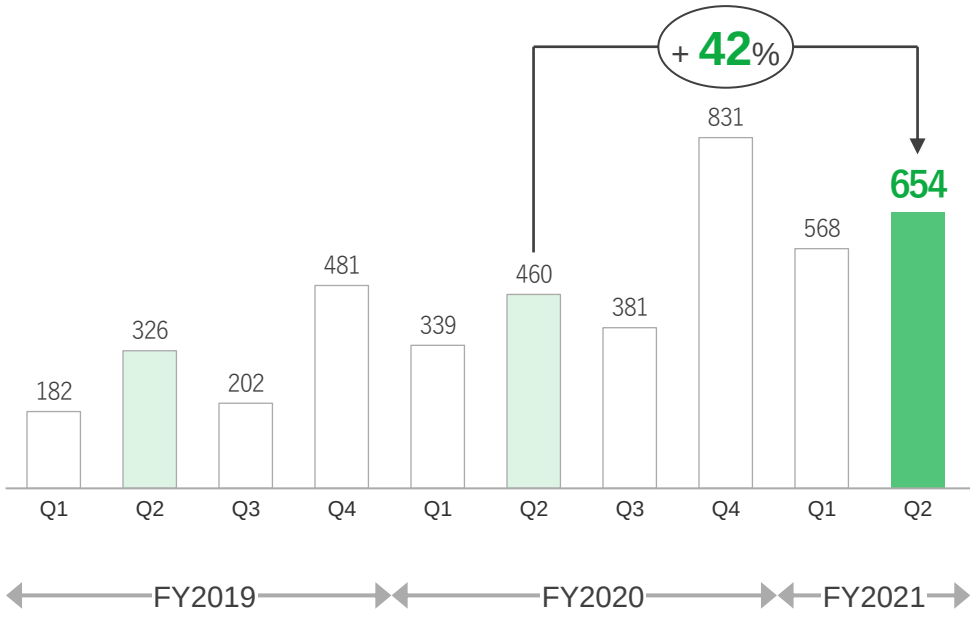
Note: Members represent the total number of members of health insurance unions that have continuous contracts with us as of the end of April and September each year (excluding one-time transactions. Rounded off), provided that the numbers for April 2015 through 2020 are the total numbers of members as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

For Payers/Individuals: State of Business

We see the acceleration of the cycle of the expansion of the service and the increase in new users.

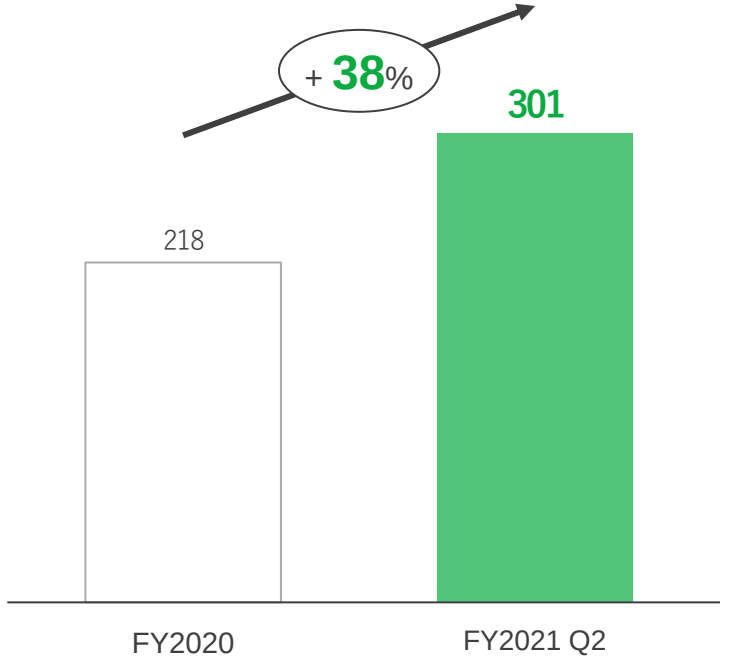
Quarterly trends in the revenue of the business for payers/individuals

(Unit: Million JPY)



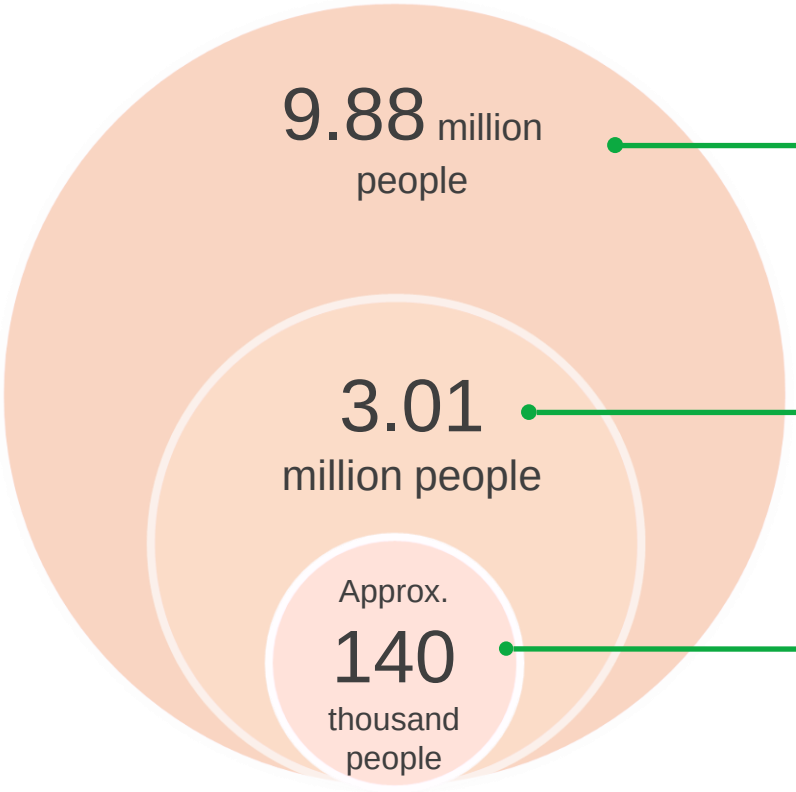
Pep Up: Number of user IDs

(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 developing health insurance population (healthcare data platform) into a user platform.



		Five-year target for the business with health insurance unions (by FY2025)
9.88 million people	Population Healthcare data platform	Expansion with a view to 20 million people
3.01 million people	Pep Up user User platform	Expansion to 50% of the population
Approx. 140 thousand people	Service user (Annually 5,000 yen or more per person)	A user rate of 10%

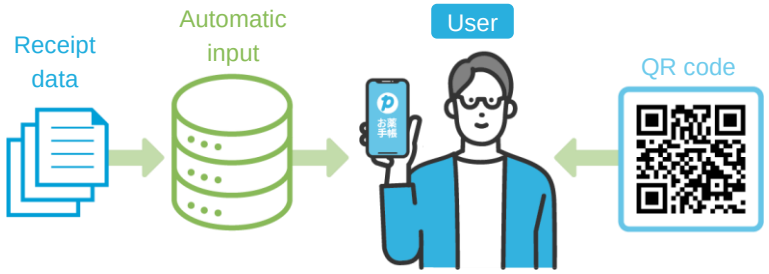


Note: Estimation of the number of continually-contracted health insurance unions and the number of issued IDs at end of September 2021.

For Payers/Individuals: Expansion of the Functions and Wider Use of Pep Up

By making COVID-19 vaccination records, we will explore the possibility of data utilization that will benefit society more, such as safety surveys and epidemiological research through subsequent comparison with receipts.

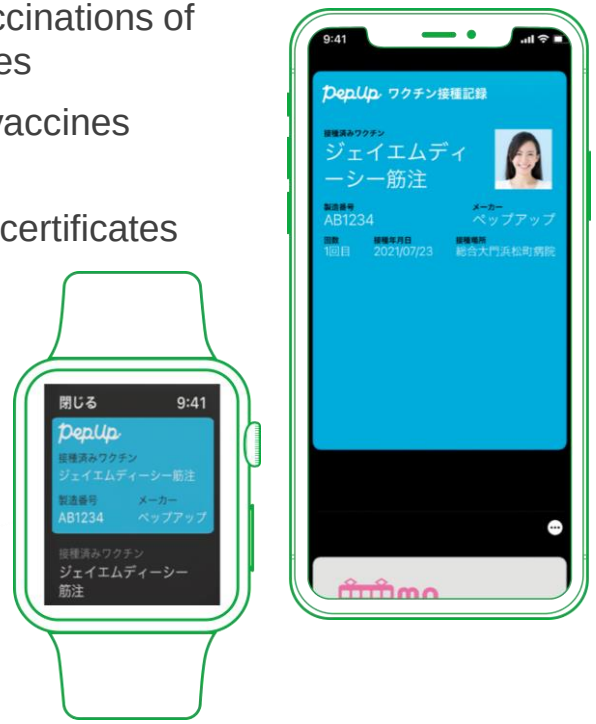
Pep Up Prescription Notebook



- Automatically links data on all prescription records of dispensing pharmacies based on receipts
- Compatible with other electronic prescription notebooks

Pep Up Vaccination Records

- Electronic certificates on vaccinations of COVID-19 and other diseases
- Provision of information on vaccines administered
- Management of vaccination certificates of family members
- Management of vaccination dates



Combination of inputs by 150,000 people and receipts will be a large base for research.

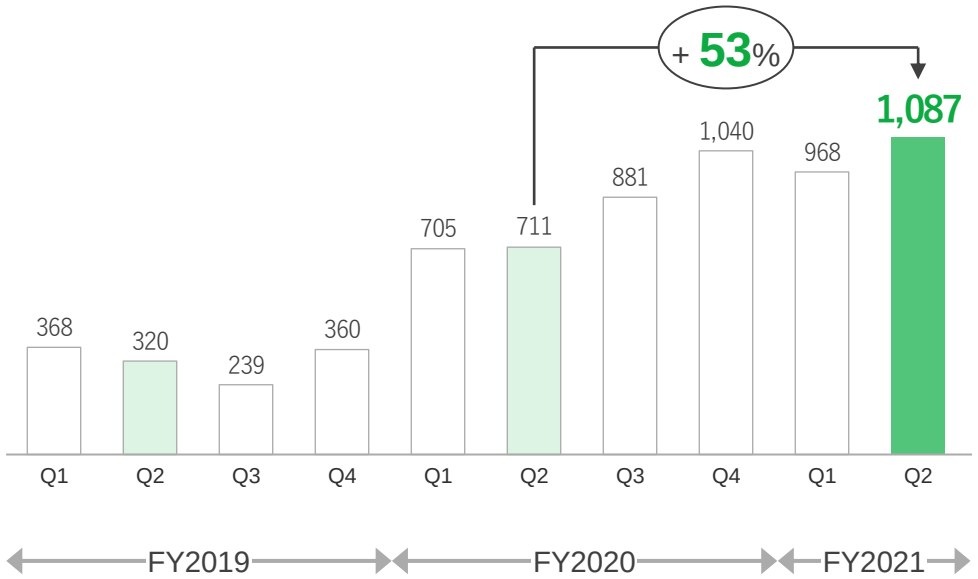
- Surveys on the safety, etc. of COVID-19 vaccines, among others **(in preparation)**
- Epidemiological research with academic institutions and pharmaceutical companies
- Recruiting subjects
- Polypharmacy reduction
- Adherence recommendation
- Prevention of extremely serious disease

For Medical Service Providers: State of Business

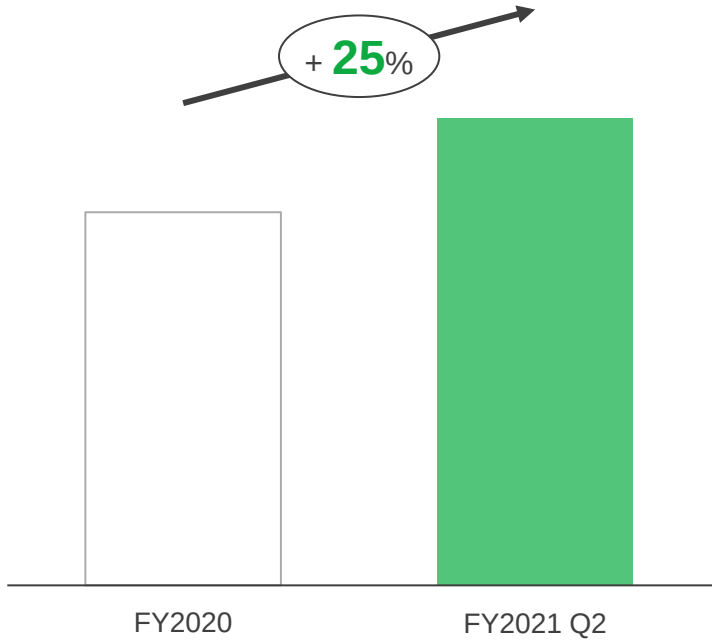
We further strengthened and expanded the service for medical service providers as ICM joined JMDC Group. Furthermore, the number of contracted institutions, which is the foundation of medical institution-derived data, continues to increase steadily.

Quarterly trends of revenue from business for medical service providers

(Unit: Million JPY)



Medical institution DB: Trend in the number of contracted facilities

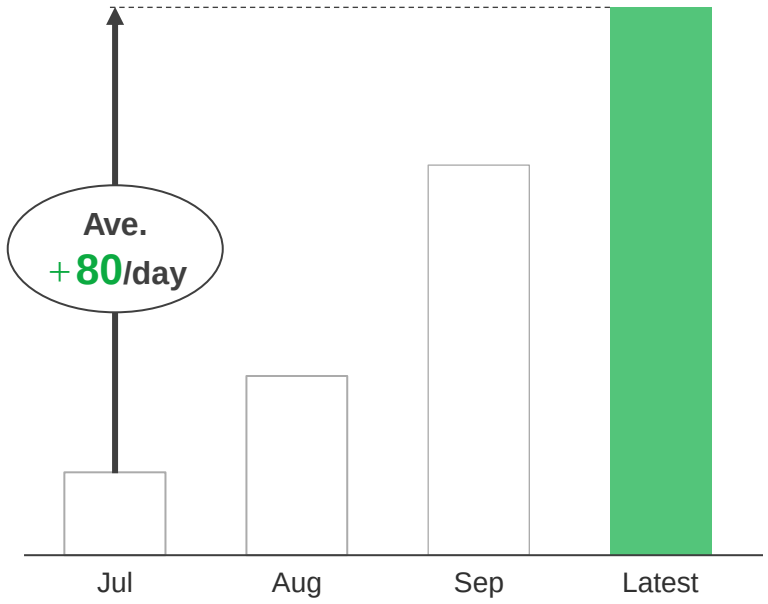


For Medical Service Providers: Development of Platforms for Doctors (Launch of Ishiyaku)

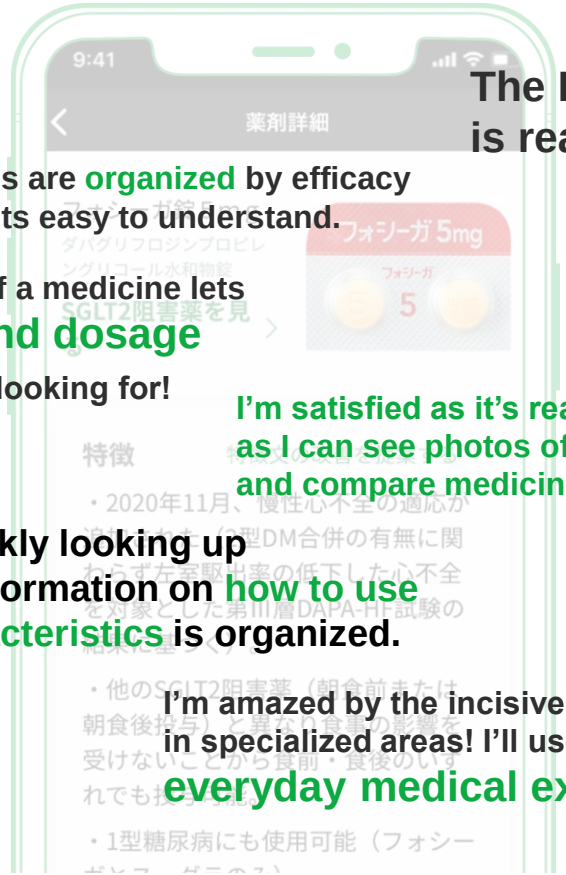
Thanks to its convenience, the user base has been growing by word of mouth since its launch. We will continue to expand membership and enhance the content, with cooperation from the circle of specialists.

Number of Ishiyaku user IDs

(Unit: persons)



Voices of Ishiyaku users



The Ishiyaku app is really useful!

Drugs are organized by efficacy and its easy to understand.

Just entering the name of a medicine lets me know the effect and dosage of the medicine I'm looking for!

I'm satisfied as it's really easy to use, as I can see photos of actual drugs and compare medicines.

It's useful when quickly looking up medicines, as the information on how to use them and their characteristics is organized.

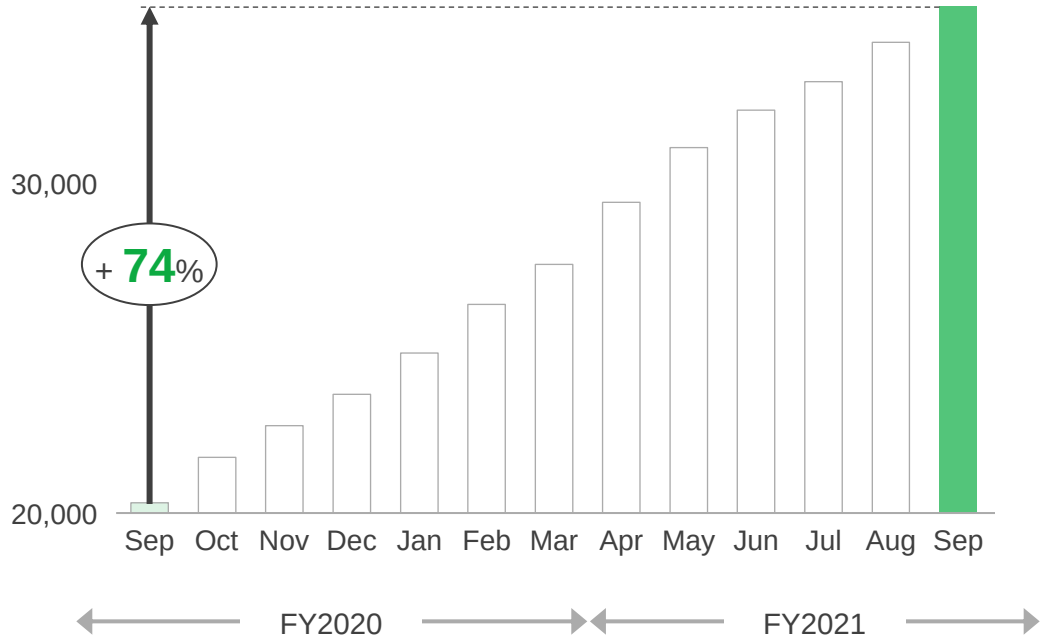
I'm amazed by the incisive comments, even in specialized areas! I'll use it in everyday medical examinations!

For Medical Service Providers: Development of Platforms for Doctors (Antaa joining in JMDC Group)

As Antaa joined JMDC Group, the platform for doctors developed rapidly, We will enrich the content for doctor members who are highly motivated to learn and expand doctor membership, thereby supporting clinical capabilities,

Number of Antaa doctor member accounts

(Unit: persons)



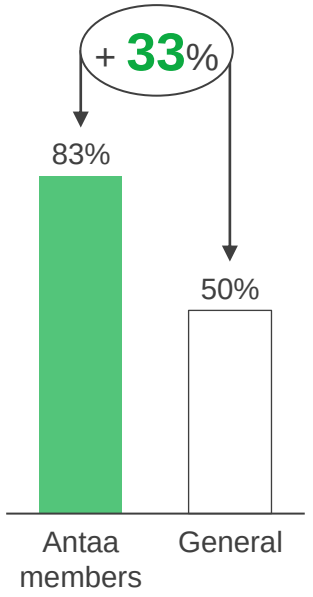
Services offered by Antaa and profile of users

Antaa Slide — Sharing the stock of insights

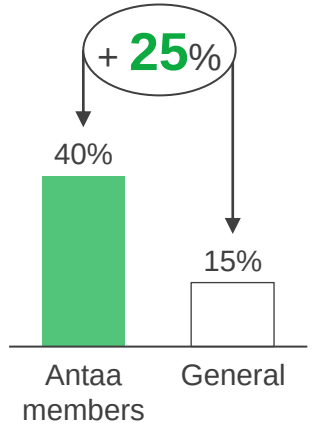
Antaa QA — Q&As among doctors

Antaa Channel — Online study sessions

Participation in external training sessions at their own expense



Self-learning for over 1 hour per day



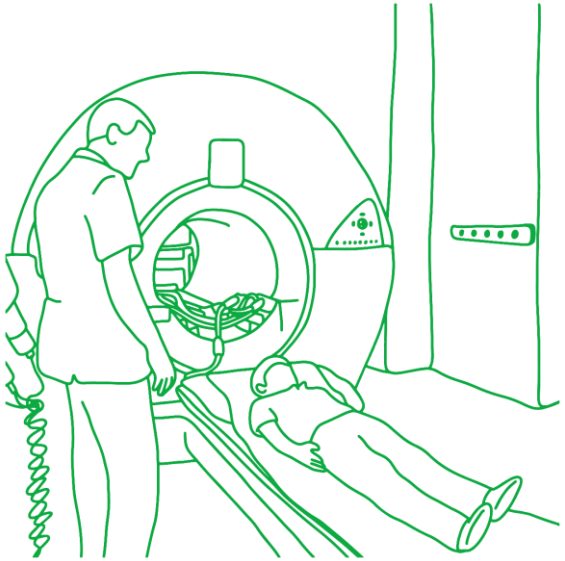
Note: Survey by Antaa

Section 4

Tele-medicine Business

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

The number of radiologists is approx. 6,000 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

954

Tele-RAD

Matching of diagnostic imaging request and contracted radiologists

Conducting Tele-medicine by DtoD

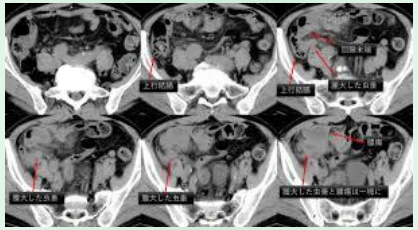


Image DB

Radiologist DB

Largest market share of 26% in Japan

Radiologists

789

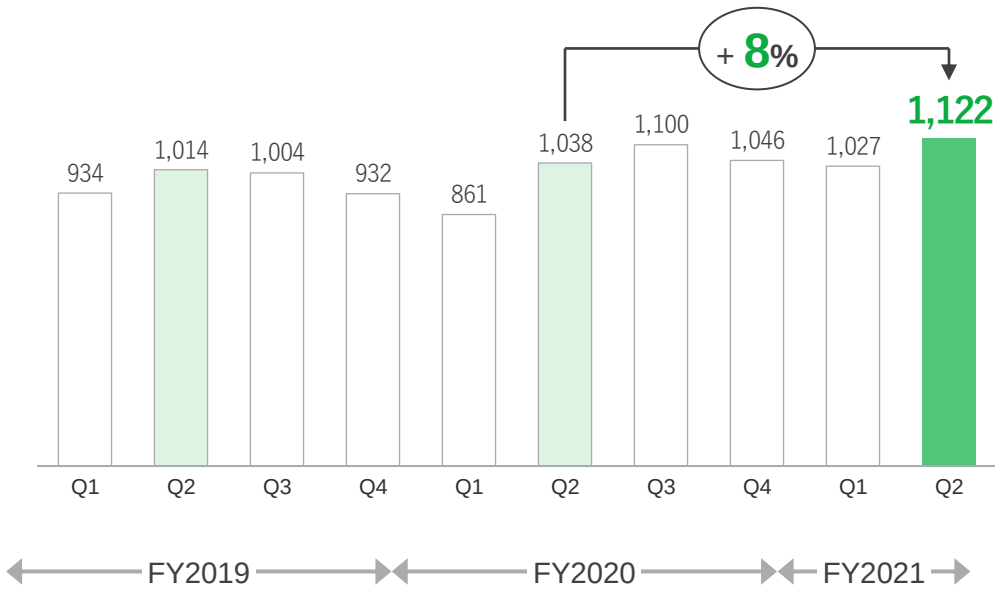
Note: DtoD refers to cooperation between medical institutions and radiologists (Doctor to Doctor). Market share is calculated by dividing Doctor-NET's revenue of the remote image interpretation matching service of 3,731 million JPY (FY2020) by the market size of remote image interpretation service of 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

Although the impact of COVID-19 continues in part, the number of diagnostic imaging requests is on a moderately recovering trend, backed by robust demand. On the other hand, we achieved record-high revenue thanks to internal reforms amid the COVID-19 pandemic.

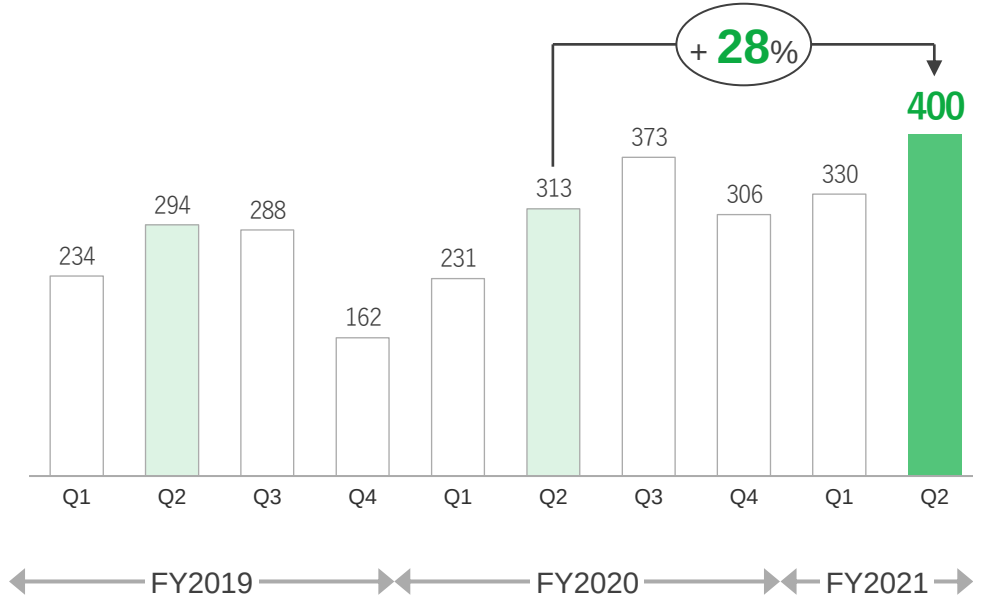
Quarterly revenue trends of Tele-medicine Business

(Unit: Million JPY)



Quarterly trends of EBITDA

(Unit: Million JPY)

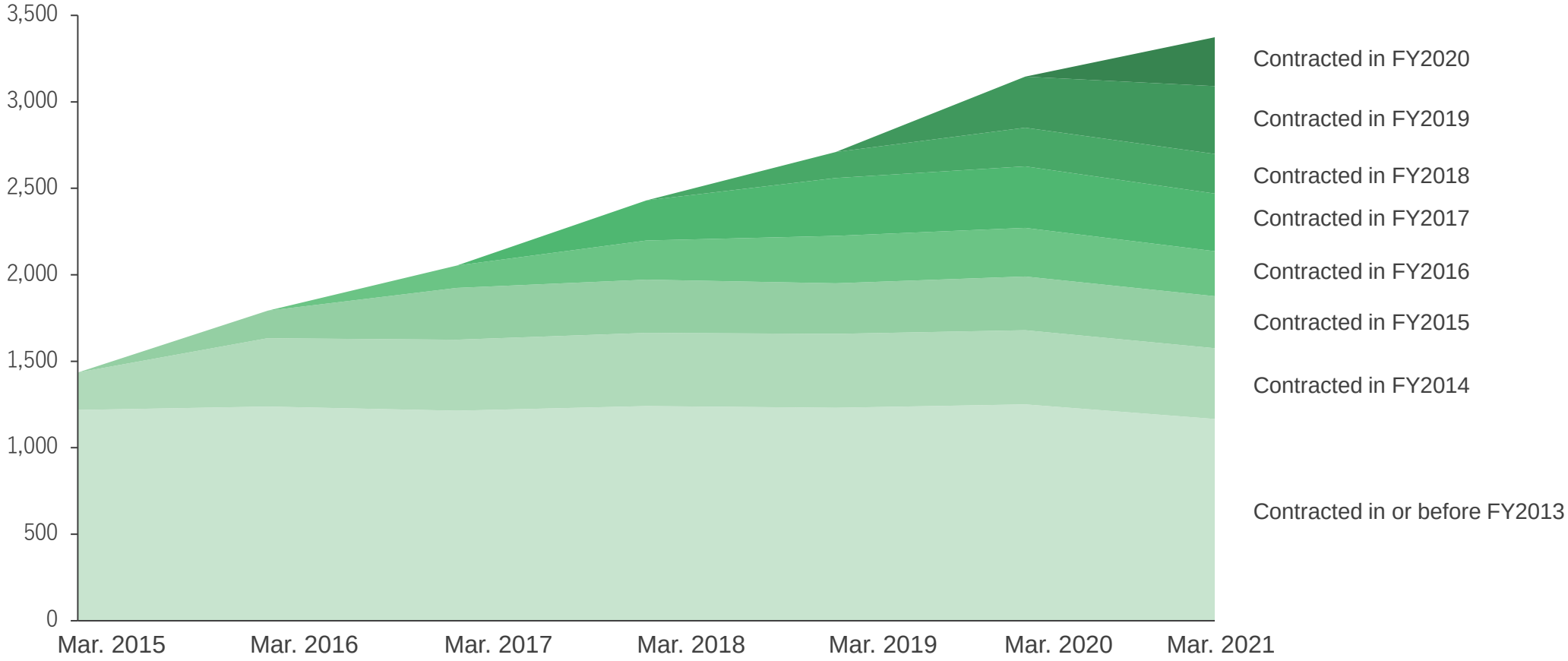


Note: EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

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

As it is difficult for contracted medical institutions to replace our services with substitute ones, we expect as the number of inspections recovers at each institution, the number of diagnostic imaging requests will increase, leading to performance expanding.

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 (P-CUBE n): Summary

We offer “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, we provide ICT services to support next-generation pharmacies.

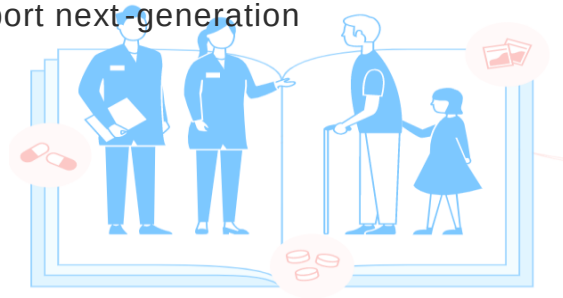
P-CUBE *n*

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

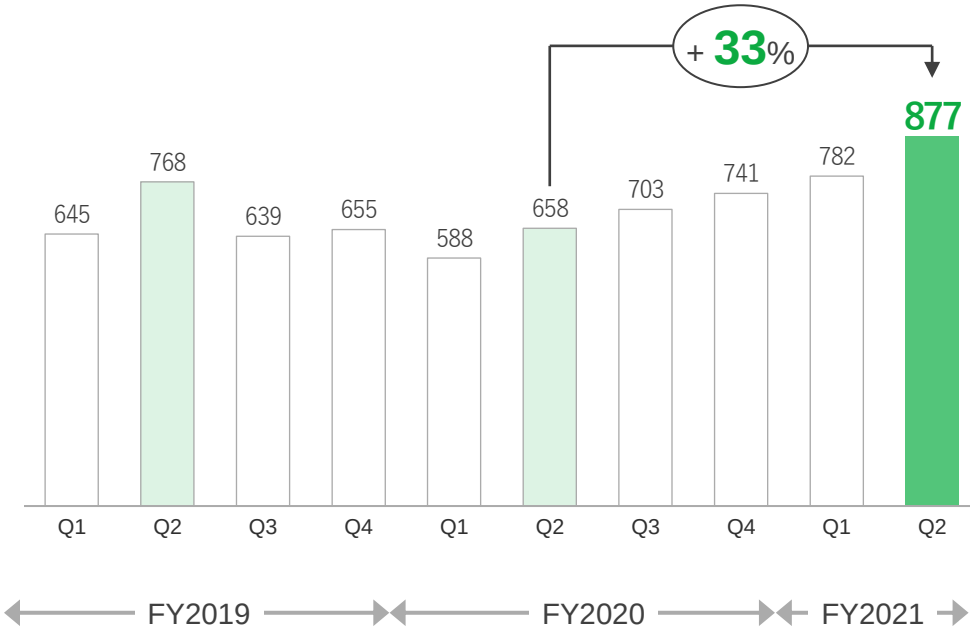
Equipped with content on key instruction points that are specific to various prescription drugs and symptoms. Automation of communication for medication follow-up.

Dispensing Pharmacy Support Business: Performance

Dispensing Pharmacy Support Business is still partially affected by lower investments by dispensing pharmacies. Nevertheless, the business size expanded owing to the M&A in Q1.

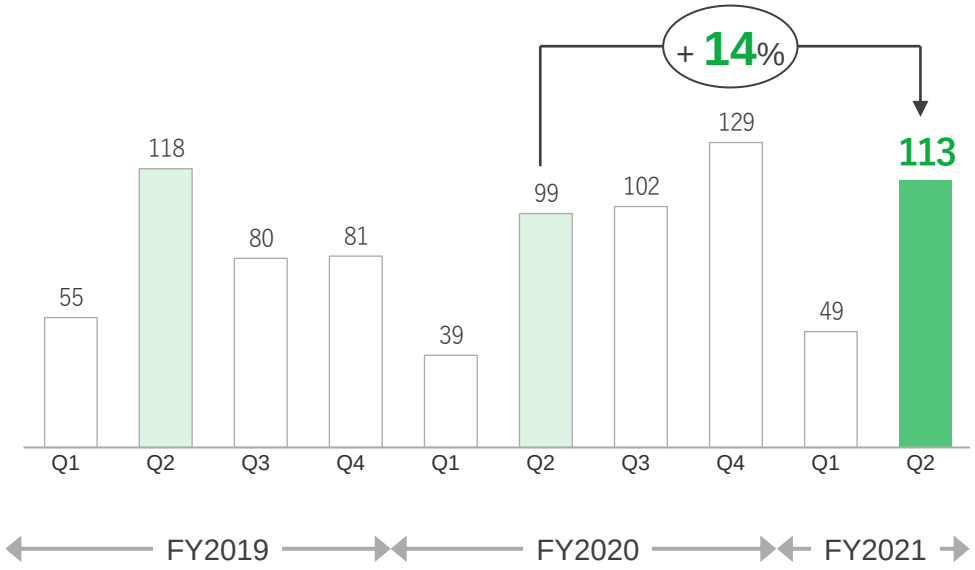
Quarterly revenue trends of the Dispensing Pharmacy Support Business

(Unit: Million JPY)



Quarterly trends of EBITDA

(Unit: Million JPY)



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

Section 6

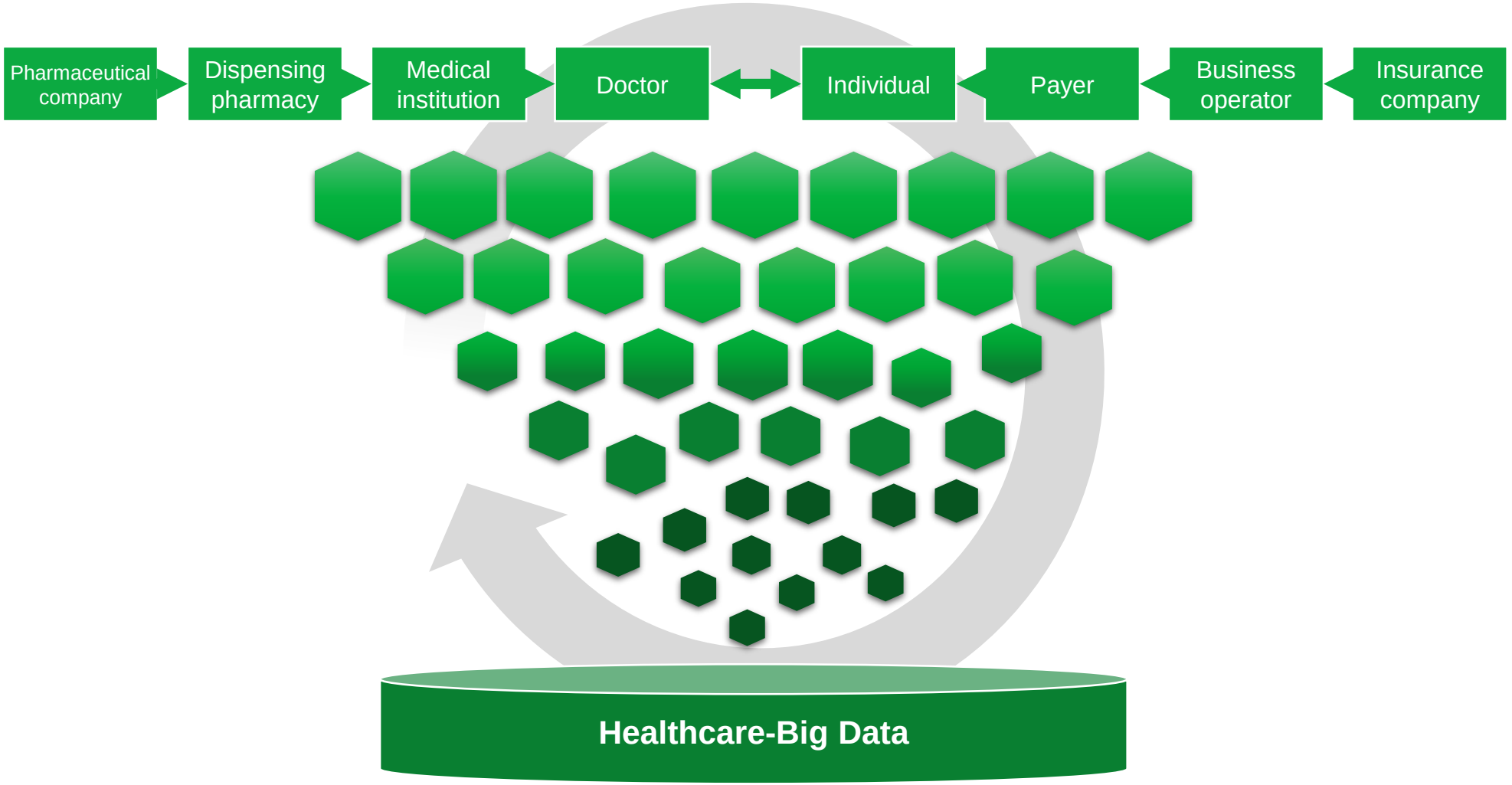
Business Outlook

"Providing a Healthy and Rich Life for All Individuals"

Leveraging data and ICT solutions
to create a sustainable healthcare system

Ambition for Healthcare-Big Data

We have been building a data environment in major healthcare domains in Japan. We will continue to pursue lofty goals toward the development of true medical care that utilizes data.



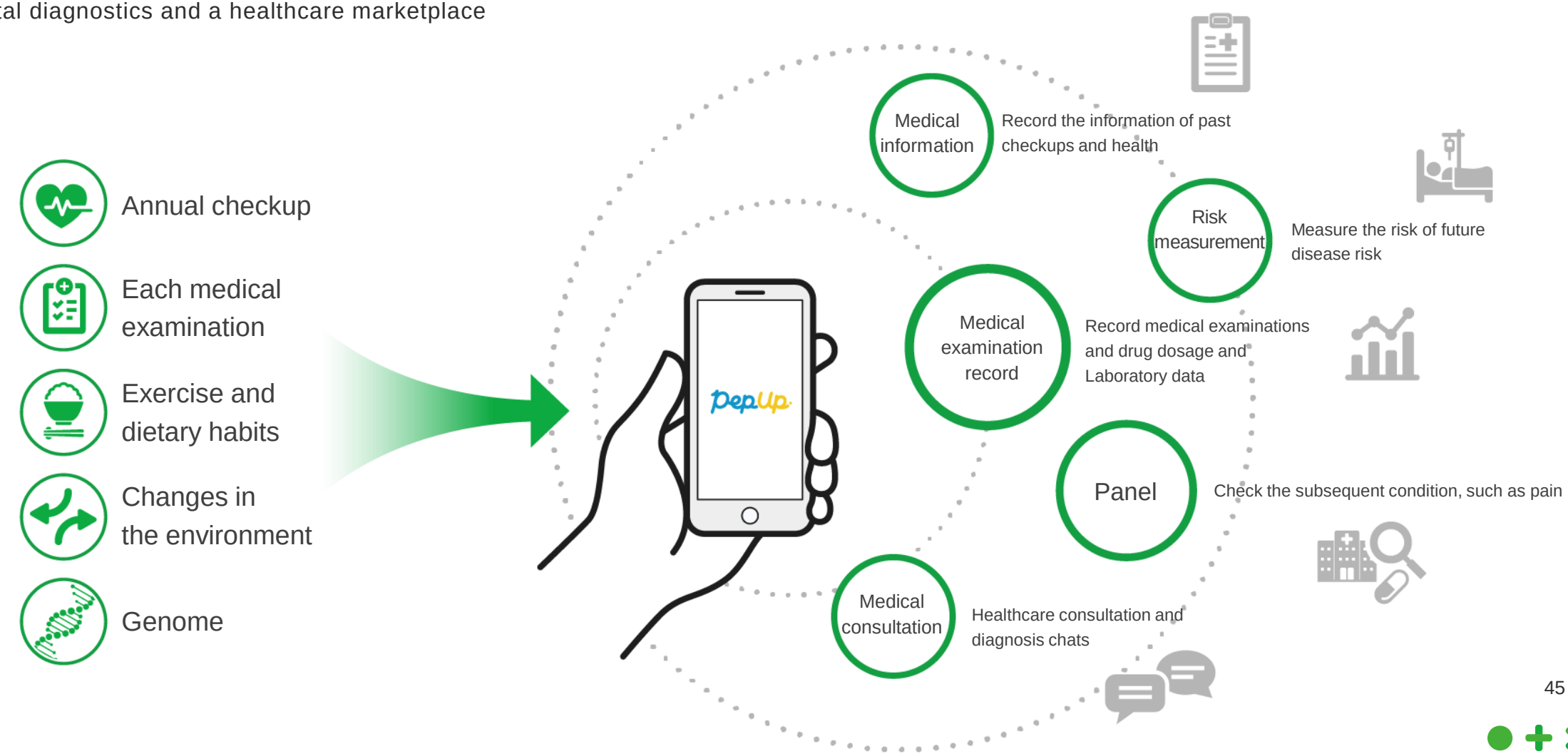
By Holding Data on **50 million** Payers

It will be possible to utilize data on every aspect of medicine, from the population to individualization, from primary care to rare diseases. In addition, we will aim to convert financially unviable healthcare businesses into growth businesses with a decent ROI, by increasing the sophistication of the role of payers through data.



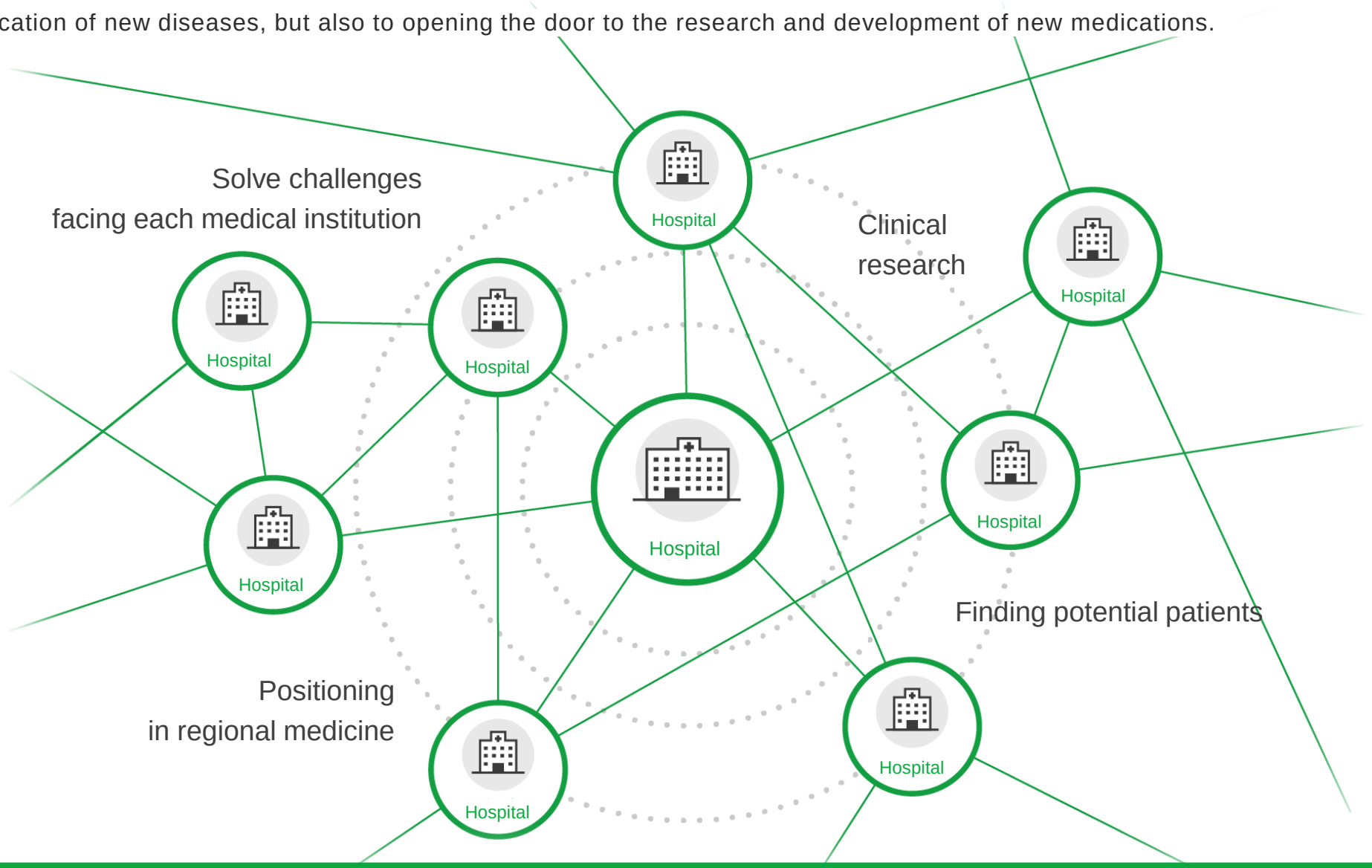
By connecting with **20 million** individuals through PHR

By linking annual checkup results with records on each medical examination, as well as with exercise and dietary habits, living environment and genome, it will be possible to present disease risks and ways to prevent them to each individual while staying close to them, thereby guiding them to engage in health enhancement activities. We expect a huge business potential for personalized medicine, finding patients, digital diagnostics and a healthcare marketplace



By Analyzing Case Data of **3,000 Medical Institutions (Hospitals)**

Organizing unused data held by medical institutions will contribute to solving the management challenges facing each institution and improving clinical effect. Moreover, treatment and surgery records, imagery data and biometric data collected in the institutional registry will lead not only to the clarification of new diseases, but also to opening the door to the research and development of new medications.



By Checking Prescription Data of **25,000 Pharmacies** on a Real-time Basis

Checking data of pharmacies, which provide prescribed medications, will lead to effective solutions to medication-related issues, such as contraindication and polypharmacy. At the same time, checking prescriptions in a timely manner will enable very swift and highly accurate measurements of the effect of marketing measures taken by pharmaceutical companies.



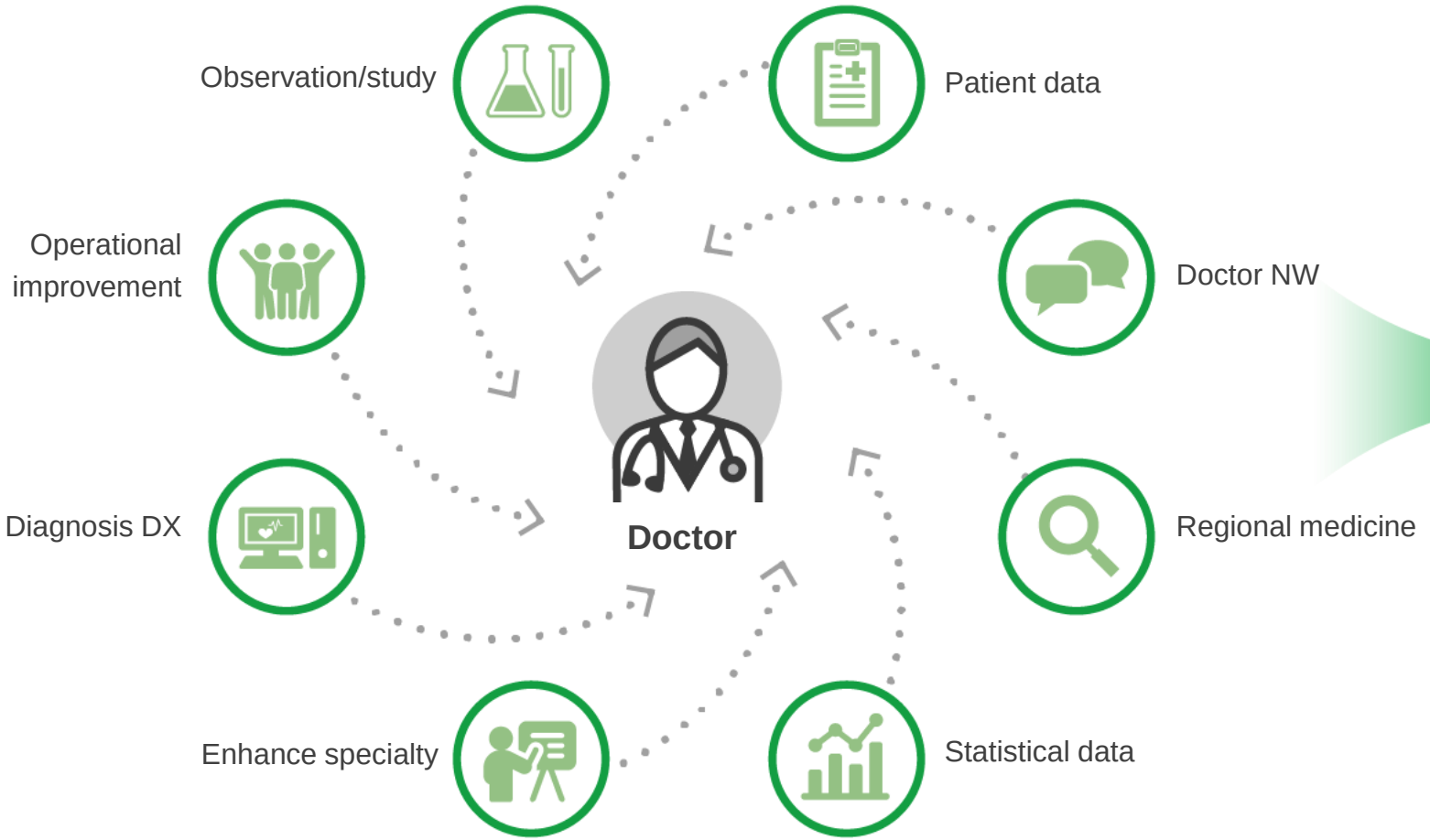
Pharmacies
across the country

Real-time
Prescription data



By Sharing Data-Driven Insights with **200,000 Doctors**

Enhanced data literacy among doctors through the observation of patient data and real-world data is the key to considerable improvement of doctors' expertise in their clinical and academic research. It will also help pharmaceutical companies shifting from primary care to personalized medicine to build relationship with next-generation KOLs.





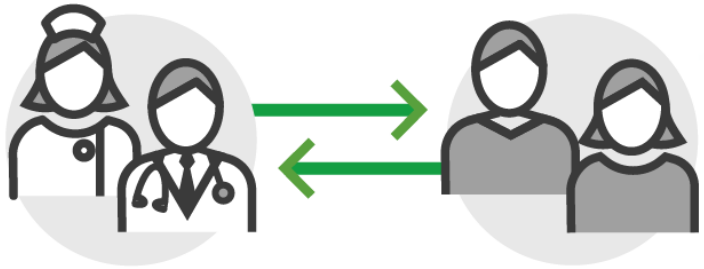
Doctors make full use of data and digital tools and evolve medicine

By Connecting **20 Million Patients** and **200,000 Doctors** through DX

Complementing communication between patients and doctors via digital tools will serve as a catalyst for treatment and observation based on medical examination history and medication records. Accordingly, the role of medicine will shift from symptomatic treatment to health risk management. Moreover, all the data generated at the interface between patients and medicine will be highly meaningful for the industry in providing medical support.

Significant data-driven enrichment in medical insights and knowledge

Networks among doctors



Medical professionals

Patients

Collection and analysis of data on checkups, medical examinations and medication history

Health risk analysis of each individual

Beyond the Current Business

Field	From sample representation to exhaustiveness covering all
Output	From anonymized databases to networks to mutually utilize data
Value	From observational study to offering solutions optimized for each individual
Market	From demand for data utilization to medical expenses and the entire healthcare market

We will realize this ambition by joining forces with the medical side, payer side and partner companies that share our aspiration for supporting the evolution of medicine.

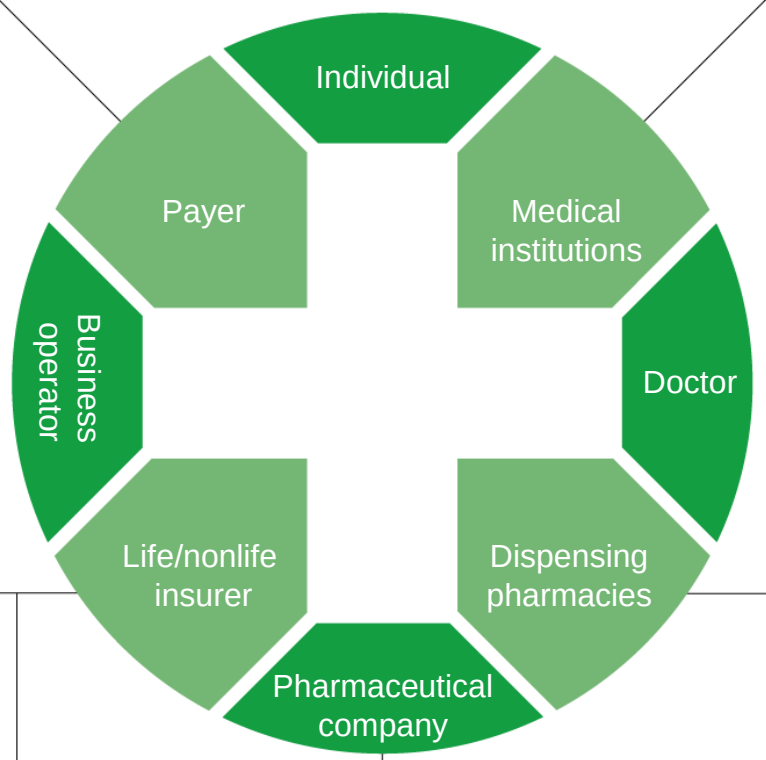
Balance of Businesses According to Customers

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

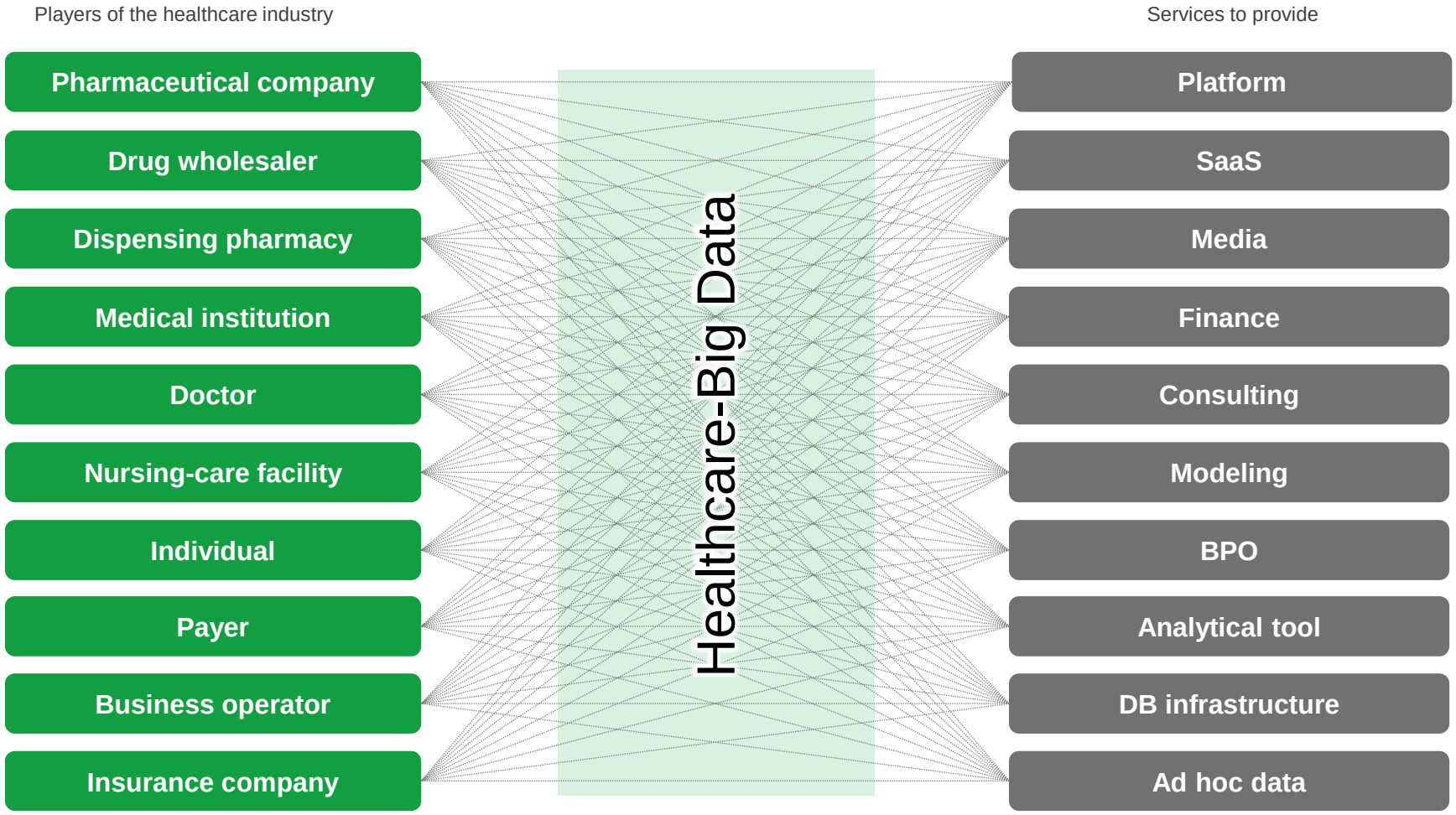
2.7 billion JPY

- 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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