FY2023 Q1
Financial Briefing Material

August 9, 2023

JMDC Inc.

Section 1

FY2023 Q1 Performance Report

FY2023 Q1: Summary of Consolidated Performance

Although profit (EBITDA) for this Q1 started off rather slowly, we understand that this is not a problem for the full year, given the business structure that is heavily weighted toward the second half of the year. In addition, each of the profits below operating profit increased significantly due to a gain from the transfer of a subsidiary.

(Unit: Million JPY)	FY2022 Q1	FY2023 Q1	Y-o-Y
Revenue	5,776	6,698	+16%
Operating profit (Rate)	1,081 (19%)	2,546 (38%)	+136%
Profit before taxes (Rate)	1,120 (19%)	2,552 (38%)	+128%
Profit attributable to owners of parent (Rate)	765 (13%)	2,040 (31%)	+167%
EBITDA (Margin)	1,521 (26%)	1,679 (25%)	+10%

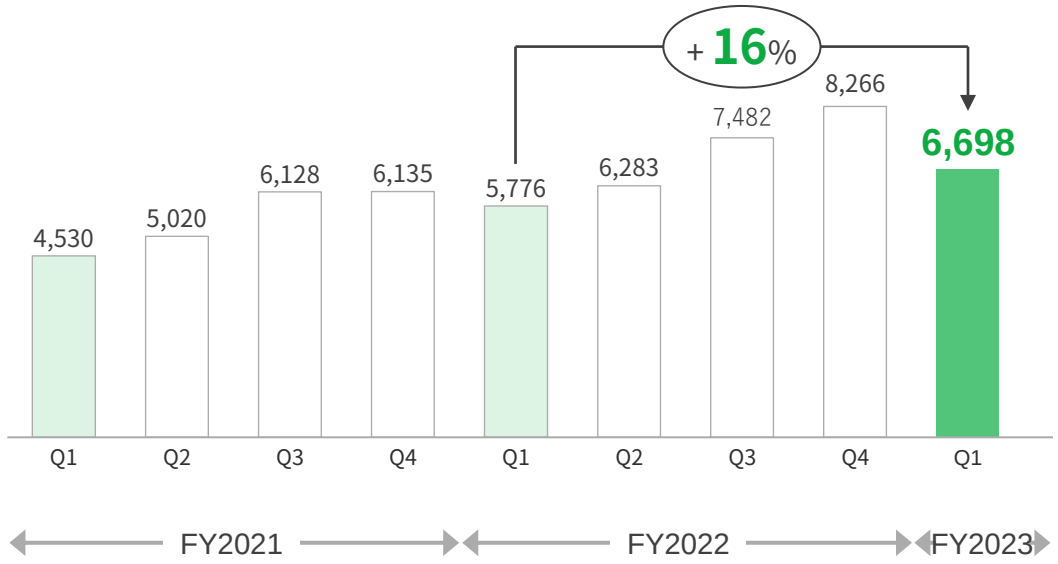
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

FY2023 Q1: Quarterly Consolidated Revenue/EBITDA

Given the strong performance in Q1 of the previous fiscal year, we believe that this Q1 is off to a good start in terms of both revenue and profit.

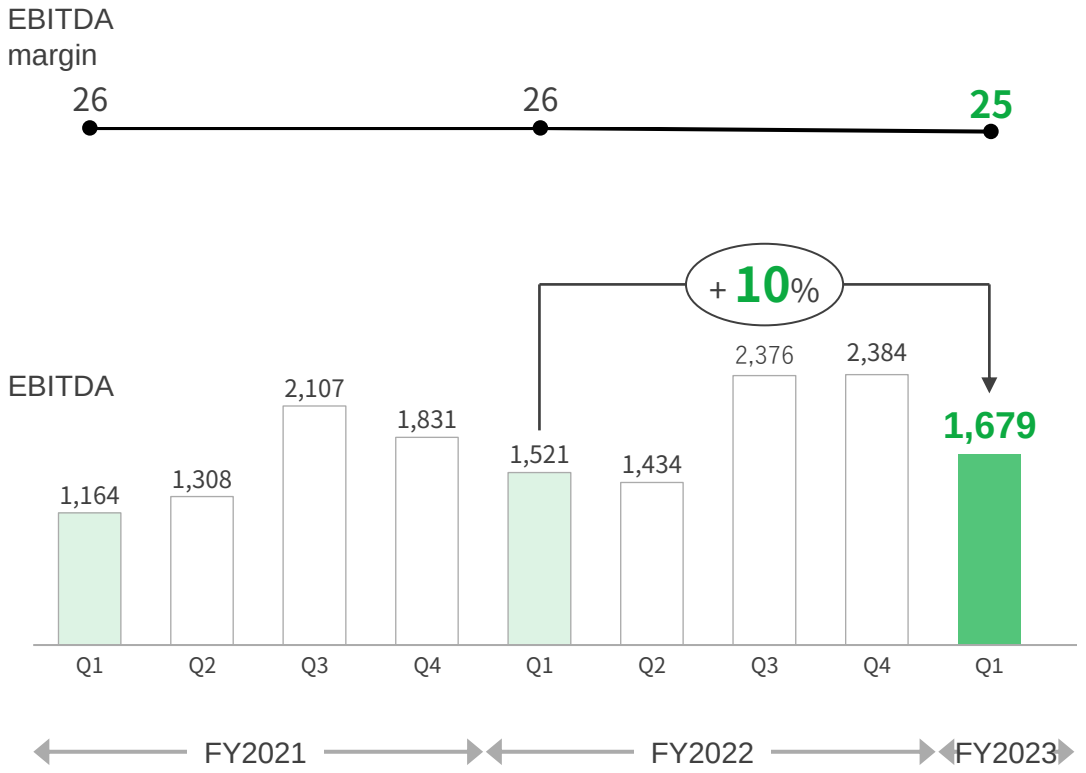
Quarterly Trends of Consolidated Revenue

(Unit: Million JPY)



Quarterly Trends of Consolidated EBITDA/margin

(Unit: Million JPY and %)



Full-year EBITDA margin
29%

Full-year EBITDA margin
28%

Full-year EBITDA margin
30%

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

FY2023 Q1: Performance by Segment

Revenue and profit grew in all segments.

(Unit: Million JPY)

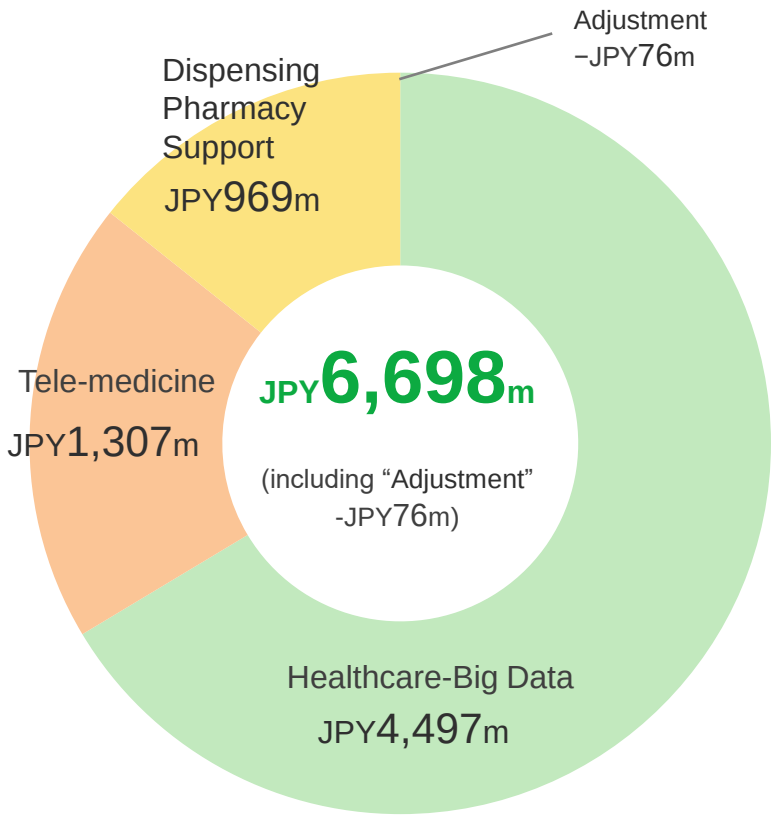
		FY2022 Q1	FY2023 Q1	Y-o-Y
Healthcare-Big Data	Revenue	3,749	4,497	+20%
	EBITDA	1,124	1,294	+15%
	(Margin)	(30%)	(29%)	
Tele-medicine	Revenue	1,175	1,307	+11%
	EBITDA	439	448	+2%
	(Margin)	(37%)	(34%)	
Dispensing Pharmacy Support	Revenue	910	969	+7%
	EBITDA	47	87	+84%
	(Margin)	(5%)	(9%)	
Adjustment	Revenue	-58	-76	-
	EBITDA	-90	-151	-

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

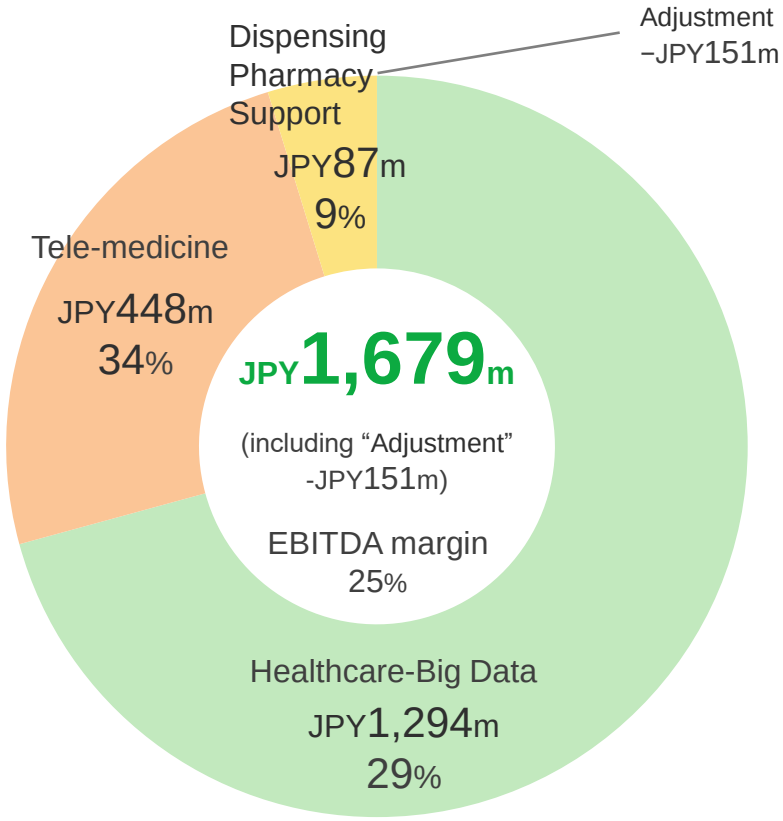
[Reference] FY2023 Q1: Revenue/EBITDA by Segment

Healthcare-Big Data Business generates approximately 70% of the Group's revenue and over 70% of its EBITDA. Tele-medicine Business continues to be highly profitable, while Dispensing Pharmacy Support Business maintains stable profitability.

Revenue



EBITDA/EBITDA Margin



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

Section 2

Revision of FY2023 Performance Forecast

FY2023: Revision of FY2023 Performance Forecast (Consolidated)

Although business progress is in line with our expectations, we revised our performance forecast by factoring in a gain on the transfer of a subsidiary in Dispensing Pharmacy Support segment.

(Unit: Million JPY)	FY2022 Actual	(Revised on Aug. 9) FY2023 Plan	Y-o-Y
Revenue	27,809	33,000	+19%
Operating profit (Rate)	5,926 (21%)	8,800 (27%)	+48%
Profit before taxes (Rate)	5,876 (21%)	8,750 (27%)	+49%
Profit attributable to owners of parent (Rate)	4,268 (15%)	6,500 (20%)	+52%
EBITDA (Margin)	7,716 (28%)	9,750 (30%)	+26%

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

FY2023: Revision of FY2023 Performance Forecast (by Segment)

We revised our performance forecast by segment for Dispensing Pharmacy Support segment and Adjustment.

(Unit: Million JPY)

		FY2022 Actual	(Revised on Aug. 9) FY2023 Plan	Y-o-Y
Healthcare-Big Data	Revenue	19,221	25,600	+33%
	EBITDA	6,134	8,100	+32%
	(Margin)	(32%)	(32%)	
Tele-medicine	Revenue	5,038	5,700	+13%
	EBITDA	1,768	2,000	+13%
	(Margin)	(35%)	(35%)	
Dispensing Pharmacy Support	Revenue	3,826	1,800	-53%
	EBITDA	459	150	-67%
	(Margin)	(12%)	(8%)	
Adjustment	Revenue	-277	-100	-
	EBITDA	-649	-500	-

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

Section 3

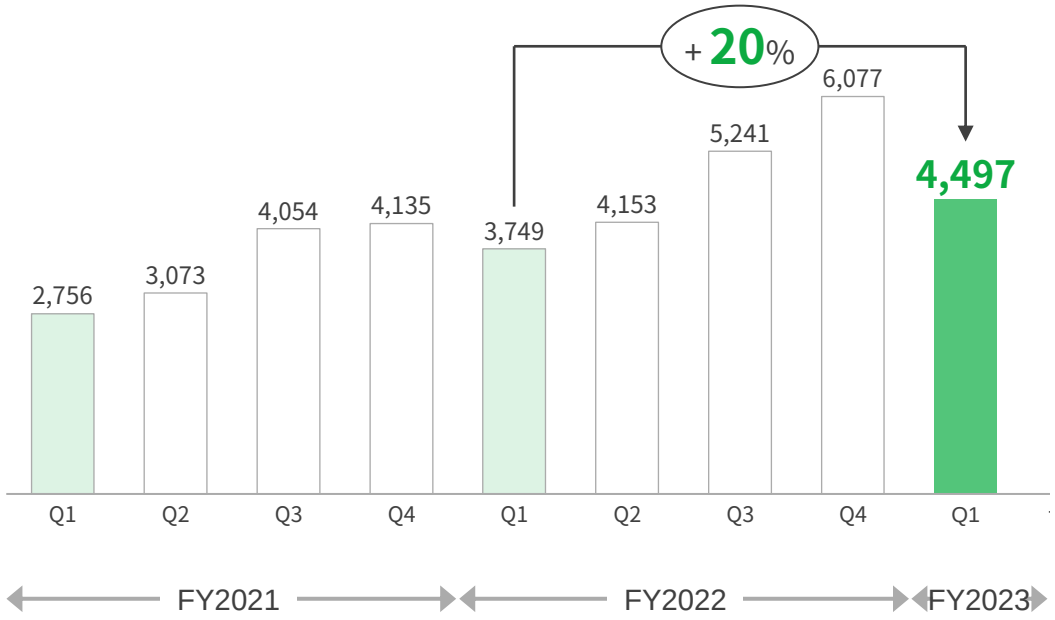
Healthcare-Big Data Business

Healthcare-Big Data Business: Performance

Both Revenue/EBITDA continue to show steady growth.

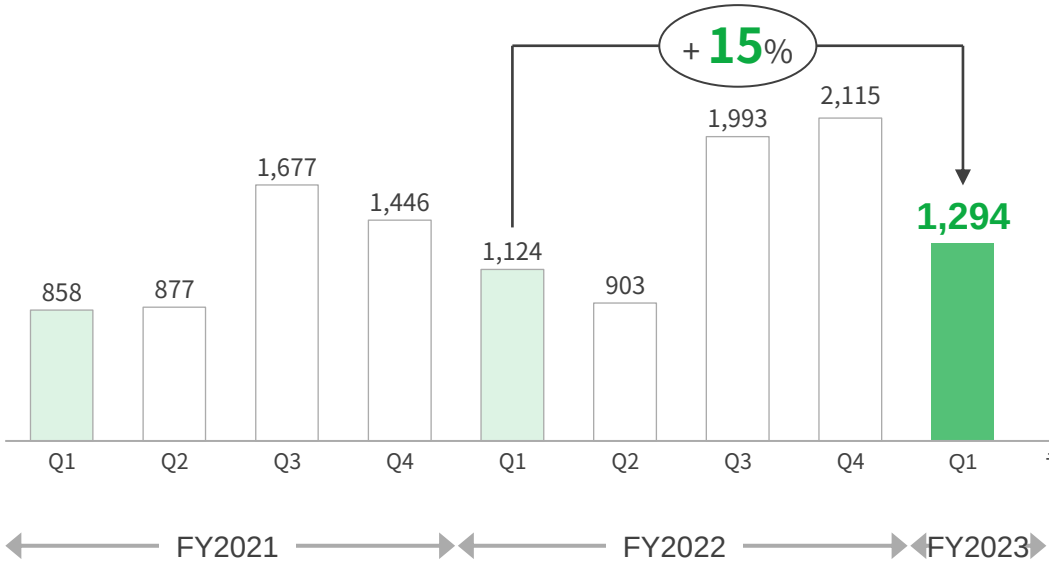
Quarterly Trends of Revenue

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



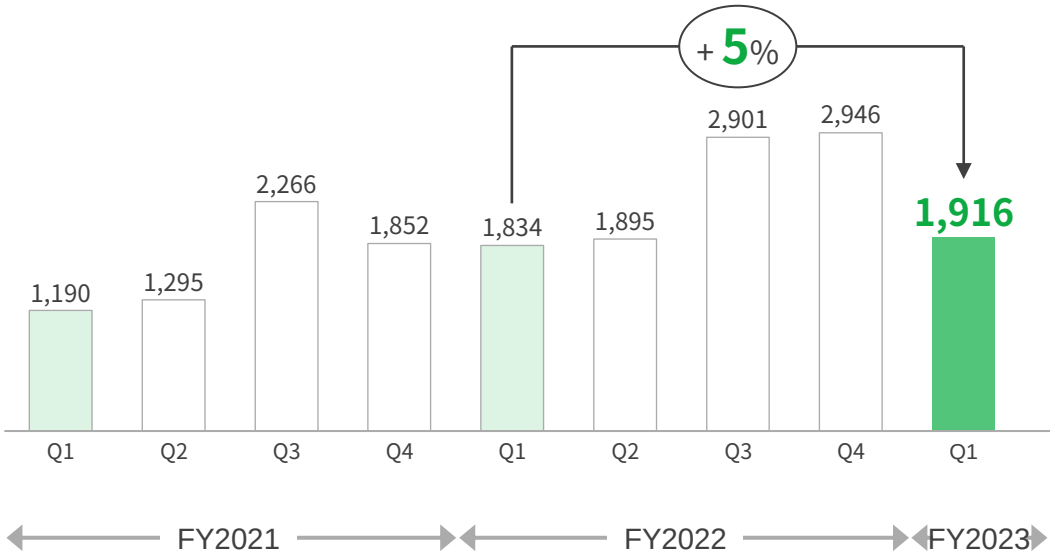
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

For Industry: Business Status of Data Utilization

Business for Industry grew at a low rate in Y-o-Y due to a particularly strong Q1 in the previous fiscal year. However, solid growth was achieved on an LTM basis, and the market for data utilization continues to expand.

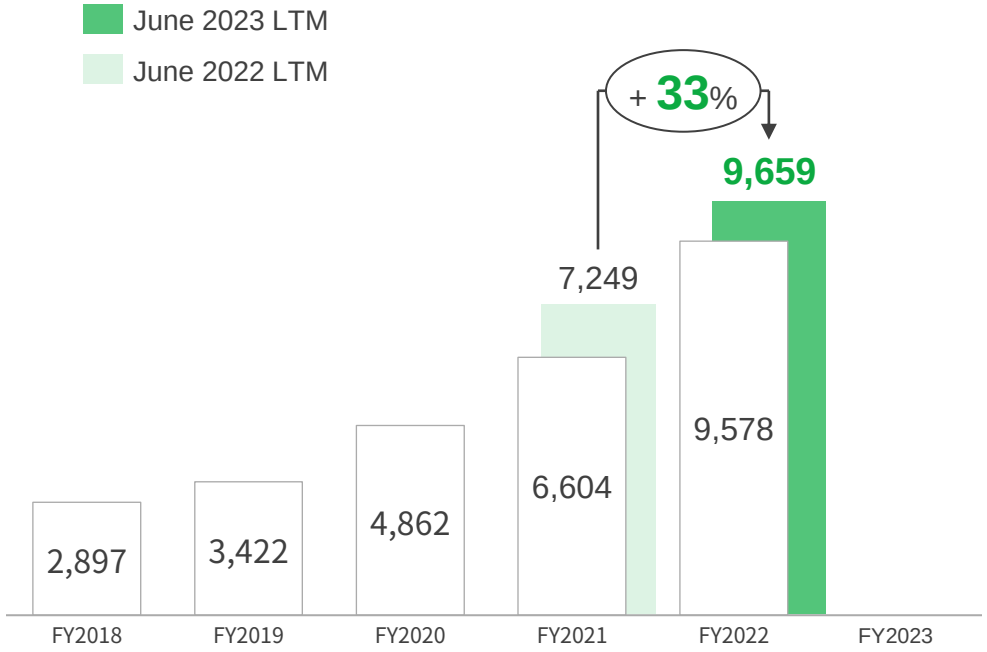
Quarterly Revenue Trends of Business for Industry

(Unit: Million JPY)



Yearly Revenue Trends of Business for Industry

(Unit: Million JPY)



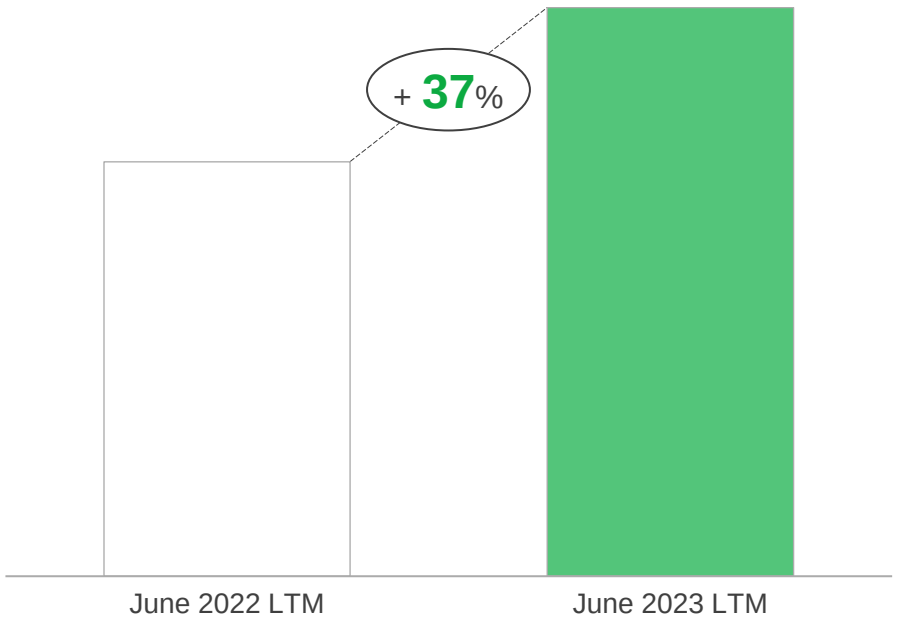
LTM: Last Twelve Months (the past 12 months from the latest quarter)

[Reference] For Industry: Expanding of Data Utilization by Pharmaceutical Clients

Transactions with pharmaceutical companies, the main target of Business for Industry, are steadily growing at +37% on an LTM basis. The number of pharmaceutical clients also increased by +19%, and the user base continues to expand.

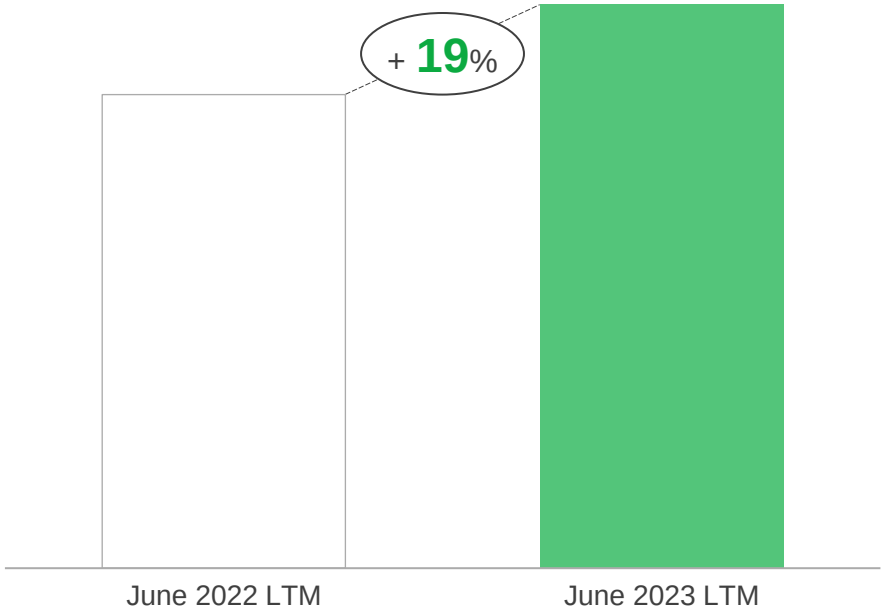
Transactions with pharmaceutical clients

(Amount basis)



Number of pharmaceutical clients

(Number of companies basis)



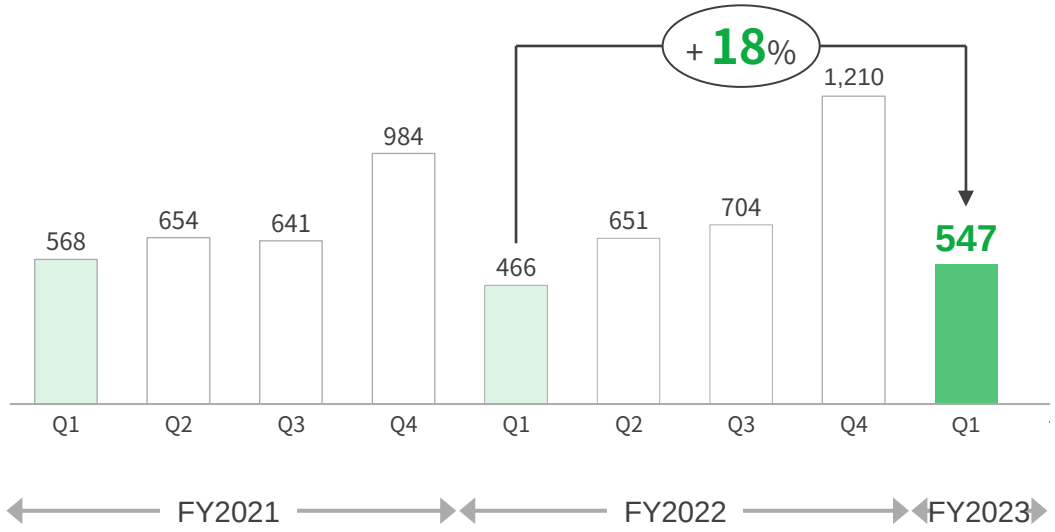
LTM: Last Twelve Months (the past 12 months from the latest quarter)

For Payers, Individuals, and Medical Service Providers: Status of Business

In Business for Payers/individuals, growth is driven by Pep Up-related sales. In Business for Medical Service Providers, the scale of the business continues to expand due to the widening of the service lineup.

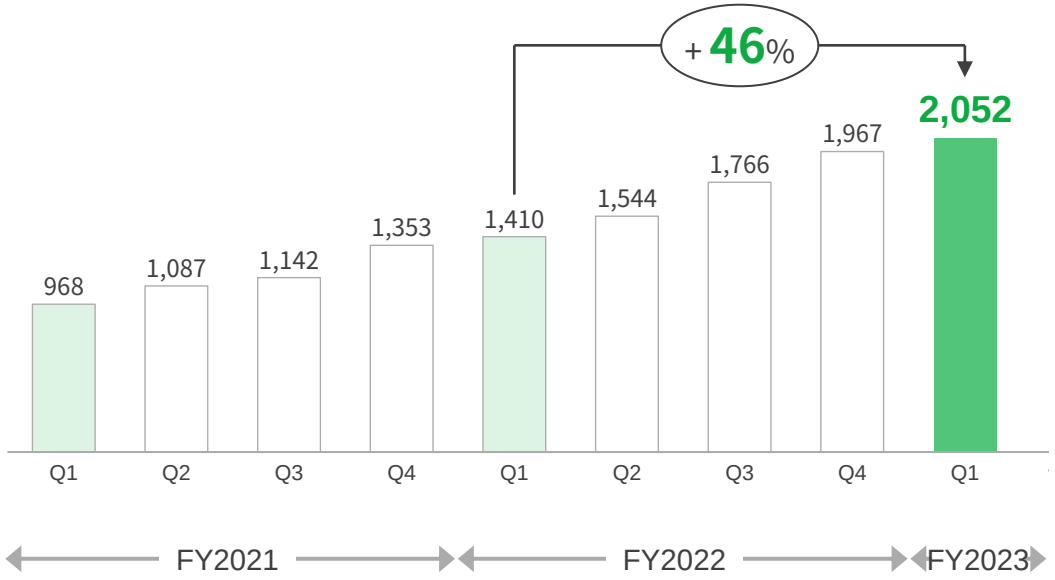
Quarterly Revenue Trends of Business for Payers/Individuals

(Unit: Million JPY)



Quarterly Revenue Trends of Business for Medical Service Providers

(Unit: Million JPY)



Section 4

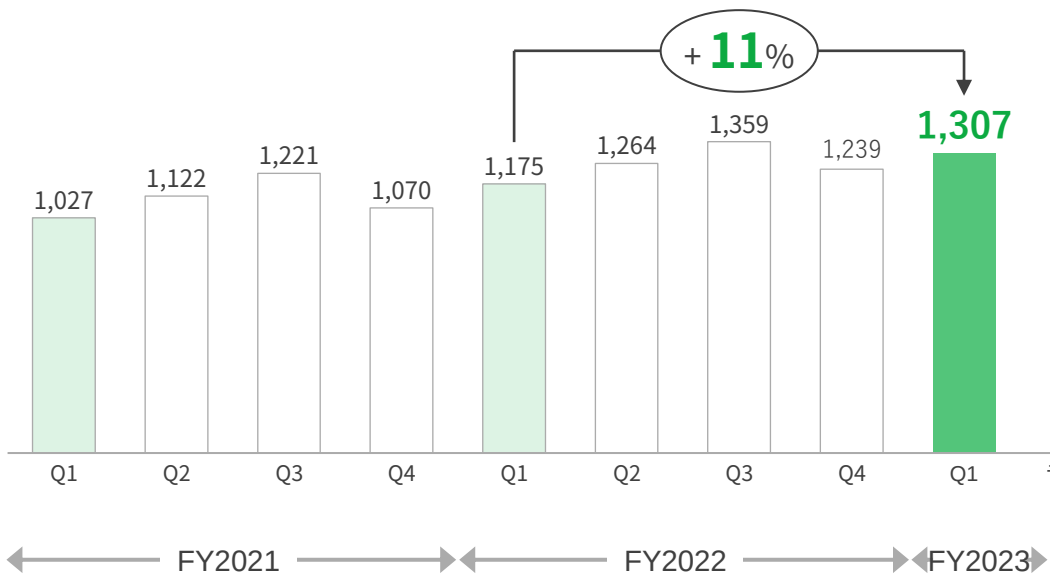
Tele-medicine Business and Dispensing Pharmacy Support Business

Tele-medicine Business: Performance

Supported by solid demand, business performance has been favorable.

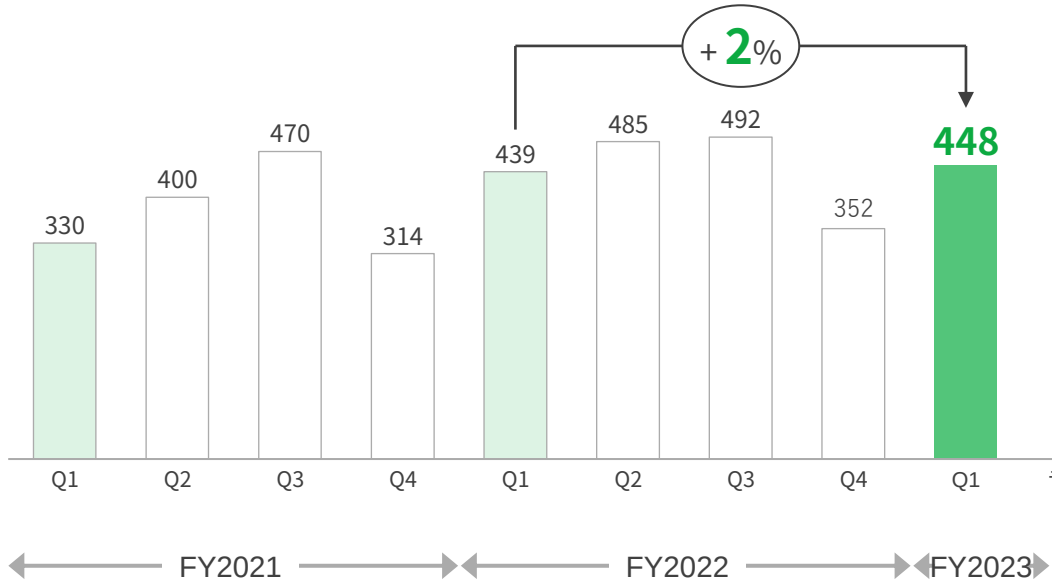
Quarterly Revenue Trends of Tele-medicine Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



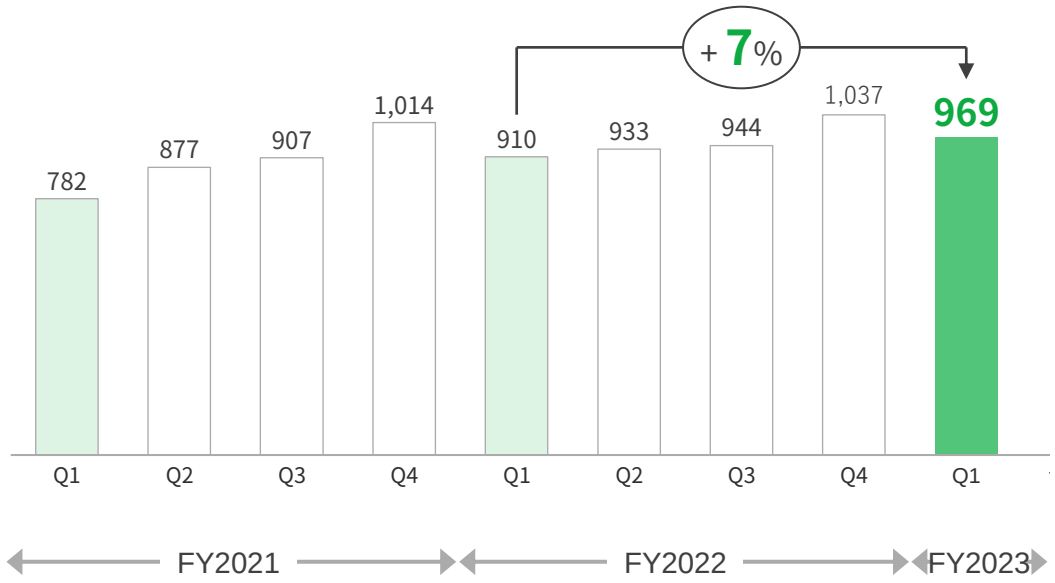
Note: EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

Dispensing Pharmacy Support Business: Performance

Stable revenue and profit are generated in this segment. Due to the transfer of a subsidiary at the end of June, the scale of business in this segment will be reduced from Q2 onward.

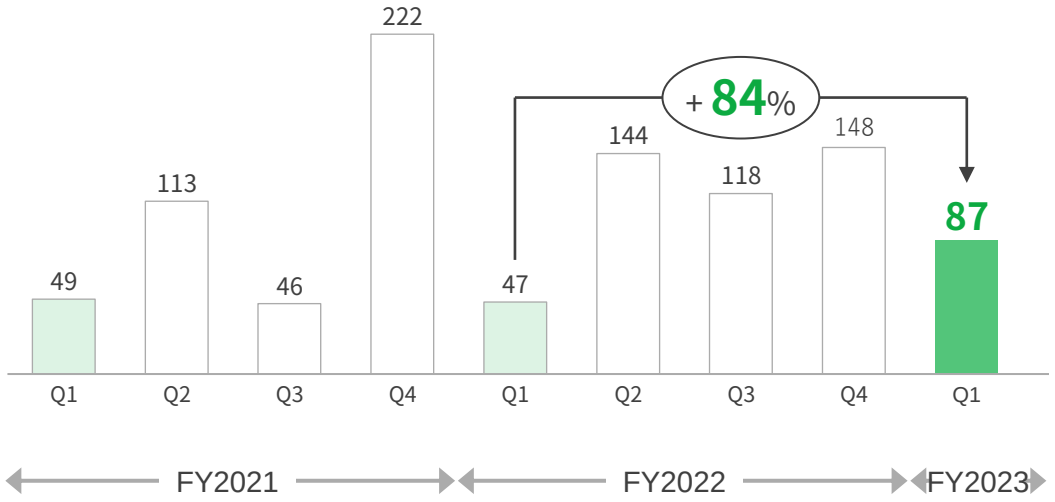
Quarterly Revenue Trends of Dispensing Pharmacy Support Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



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

Appendix

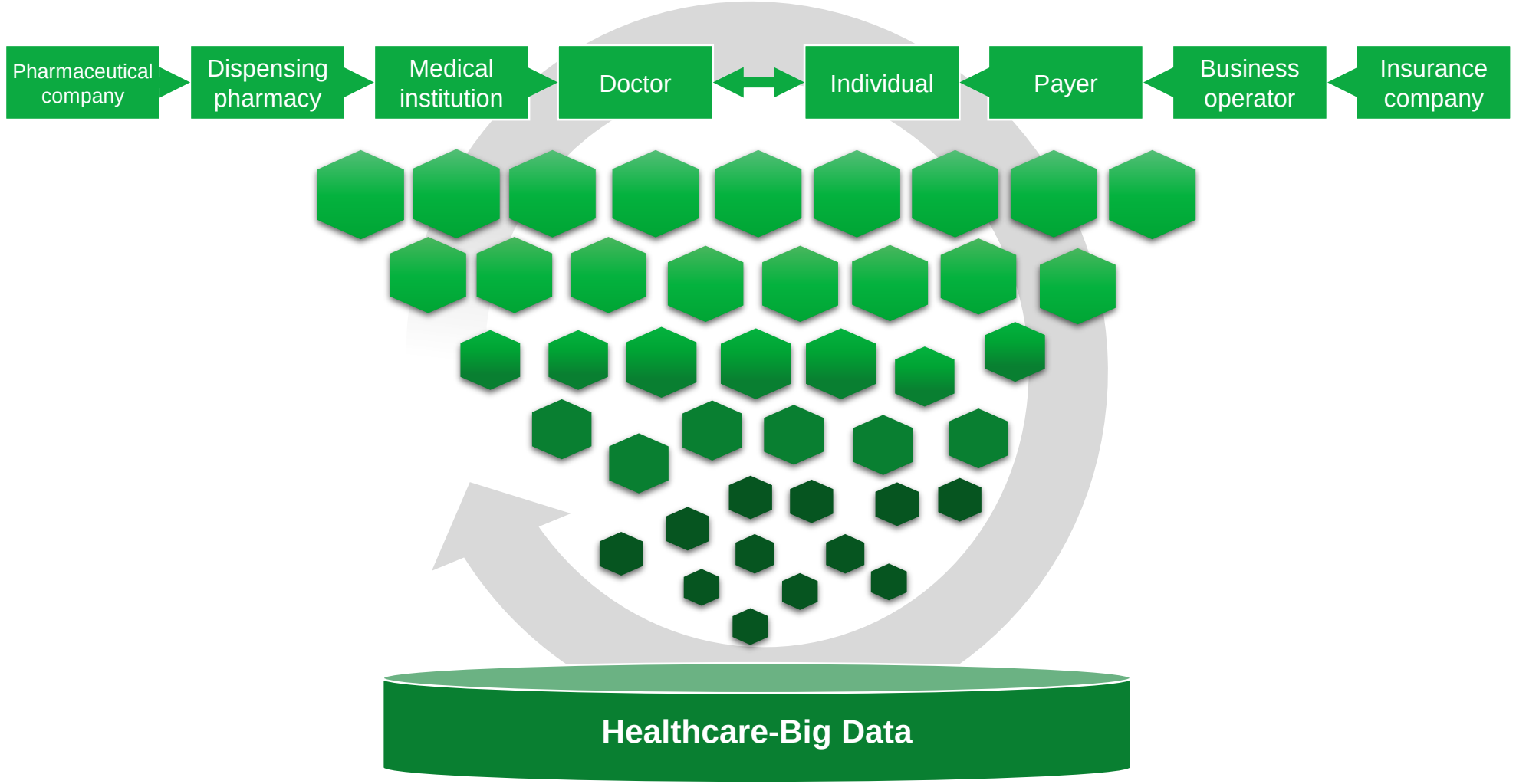
Business Outlook

"Providing a Healthy and Rich Life for All Individuals"

Leveraging data and ICT solutions
to create a sustainable healthcare system

Future Policies

We will expand our data and business areas in an ecosystem where we provide data-driven services in various areas in the healthcare industry, receive data returns, and further evolve our services.



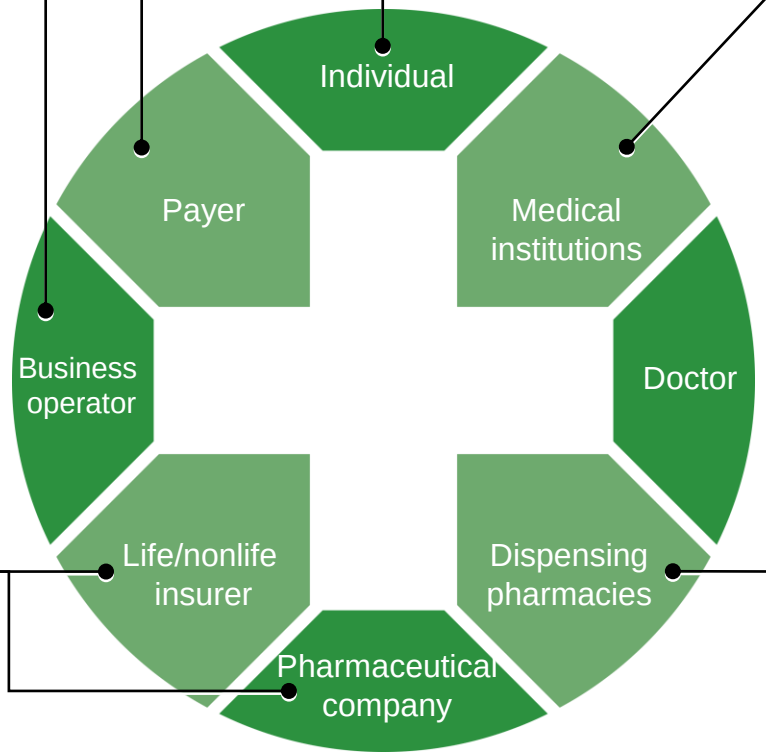
Business Scale by Healthcare Player

We have a good balance of business to various healthcare players by enhancing our data-based services.

(FY2022)

3.0 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 and local governments



11.7 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.

9.5 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

3.8 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.

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