PROPERTY DATA BANK

# FY2024 Q1
# Supplementary Materials

【TICKER】4389 /【TERM】2024.04 – 2024.06

August 8, 2024

2024 © Property Data Bank, Inc. All Right Reserved.

# FY2024 Q1 Earnings Summary

PROPERTY DATA BANK

# FY2024 Q1 Performance Summary (consolidated)

Net sales increased 30.2% YoY due to an increase in solution services and the consolidation of REIVO as a subsidiary.

Operating income increased by 320.5% YoY caused by increase of net sales and gross margin.

| | |
|---|---|
| Sales | 755Mil yen (＋30.2% YoY) |
| Ordinary Profit | 222Mil yen (＋326.7% YoY ) |
| Operating Profit | 221 Mil yen (＋320.5% YoY) |
| Quarter Net Profit | 148Mil yen (＋326.5% YoY ) |

※Rounded down to the nearest million yen


2024 © Property Data Bank, Inc. All Right Reserved.

# FY2024 Q1 Summary

| | FY2024 Plan | FY2024 Q1 Results |
|---|---|---|
| Property Data Bank | (Net Sales 3,030Million Yen)<br>■ Continue to appeal as a real estate ERP<br>■ Continue strengthen getting orders for large projects from general business companies | (Net Sales 653Million Yen)<br>■ New customers increased from April to June. This is effect of promoting @property's functions with "Origin Inheritance"<br>■ Projects in solution services were steadily completed. |
| Property Data Technos | (Net Sales 300Million Yen)<br>■ Continue to focus on expanding document management services.<br>■ Strive to expand businesses that generate ongoing income, such as the BPO<br>■ Collaborate with PDB to expand new customers | (Net Sales 56Million Yen)<br>■ Aimed to expand customer base. Developed sales channels from the conventional focus on J-REITs to general companies<br>■ Effects of collaboration with PDB also appeared. Launched a document management service using @knowledge |
| Property Data Science | (Net Sales 300Million Yen)<br>■ Increase sales personnel to expand @commerce sales<br>■ For Speed ANSWER, enhance its consulting function.<br>■ Work to expand data science business | (Net Sales 6Million Yen)<br>■ For @commerce, continuously promoted to develop sales opportunities into projects<br>■ Speed ANSWER acquired new customers |
| New Service | (Net Sales 350Million Yen)<br>■ Promote development of new businesses based on PDB-platform<br>■ Developing AI / Generation AI related services based on SCORER<br>■ REIVO seeks to strengthen cooperation with PDB<br>■ Promote M&A and business alliances, etc. | (Net Sales 42Million Yen)<br>■ Aimed to have sales cooperation with REIVO<br>■ Developing AI / Generation AI related services is under discussion |


2024 © Property Data Bank, Inc. All Right Reserved.

# FY2024 Q1 Earnings Highlights (YoY)

Net sales increased 30.2% YoY due to an increase in solution services and the consolidation of REIVO as a subsidiary.

Operating income increased by 320.5% YoY caused by increase of Net Sales and Gross Margin.

| (Unit : Million Yen) | | FY2023 Q1 Results | FY2024 Q1 Results | YoY |
|---|---|---|---|---|
| Net sales (consolidated) | | 580 | 755 | +30.2% |
| Property Data Bank | Cloud services | 404 | 434 | +7.3% |
| | Solution services | 118 | 219 | +85.6% |
| Property Data Technos | | 52 | 56 | +6.8% |
| Property Data Science | | 4 | 6 | +31.7% |
| New Service | | – | 42 | – |
| Operating profit | | 52 | 221 | +320.5% |
| Ordinary profit | | 52 | 222 | +326.7% |
| Profit attributable to owner of the parent company | | 34 | 148 | +326.5% |

※Rounded down to the nearest million yen ※ REIVO's sales are included in new service.


2024 © Property Data Bank, Inc. All Right Reserved.

# Progress Rate Against Full Year Earnings Forecast

Q1 progress rate was almost in line with plan.

Property Data Science strengthen sales of @commerce by increasing sales personnel, and results will be seen in the future.

| (Unit : Million Yen) | | FY2024 Q1 Results | FY2024 Full year Forecast | Progress rate |
|---|---|---|---|---|
| Net sales(consolidated) | | 755 | 3,980 | 19.0% |
| Property Data Bank | Cloud services | 434 | 1,790 | 24.2% |
| | Solution services | 219 | 1,240 | 17.7% |
| Property Data Technos | | 56 | 300 | 18.7% |
| Property Data Science | | 6 | 300 | 2.1% |
| New Service | | 42 | 350 | 12.2% |
| Operating profit | | 221 | 830 | 26.7% |
| Ordinary profit | | 222 | 830 | 26.9% |
| Profit attributable to owner of the parent company | | 148 | 570 | 26.1% |

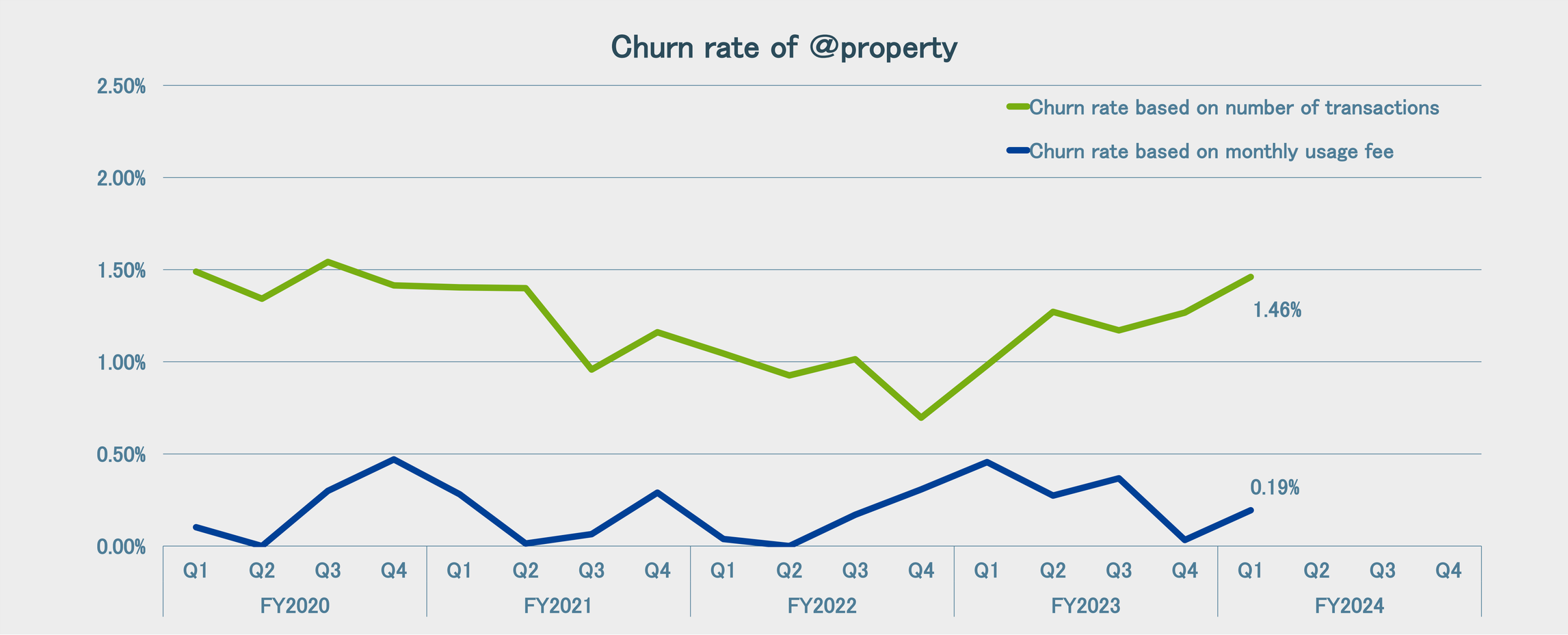
※Rounded down to the nearest million yen ※ REIVO's sales are included in new service.


2024 © Property Data Bank, Inc. All Right Reserved.

# @property Churn Rate

Churn rate based on number of cases is 1.46%, and the one based on monthly usage fee is 0.19%.

Customers with low monthly usage fees and who are not making progress in using @property tend to cancel the contract.





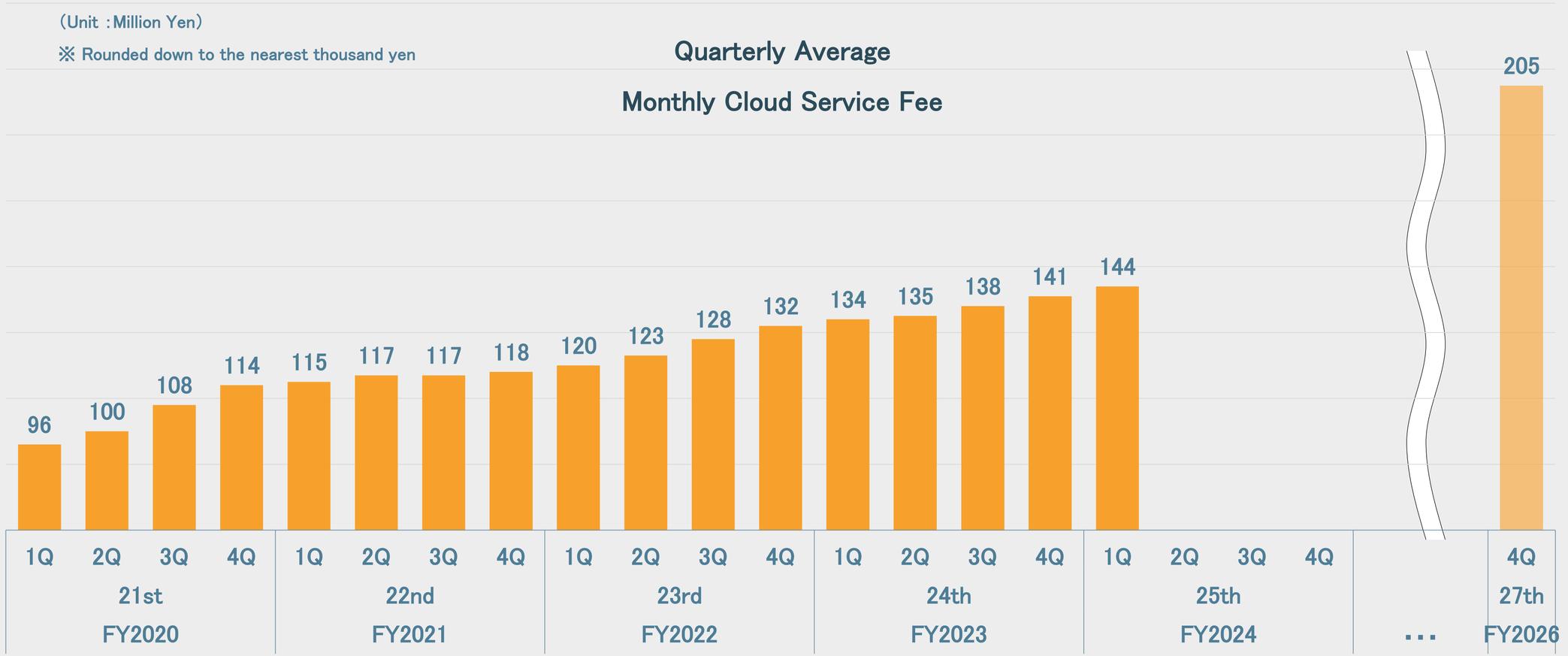
2024 © Property Data Bank, Inc. All Right Reserved.

# Monthly Cloud Service Fee (Quarterly Average)

## Cloud services monthly usage fees continue to expand.

(Unit :Million Yen)

※ Rounded down to the nearest thousand yen






2024 © Property Data Bank, Inc. All Right Reserved. 

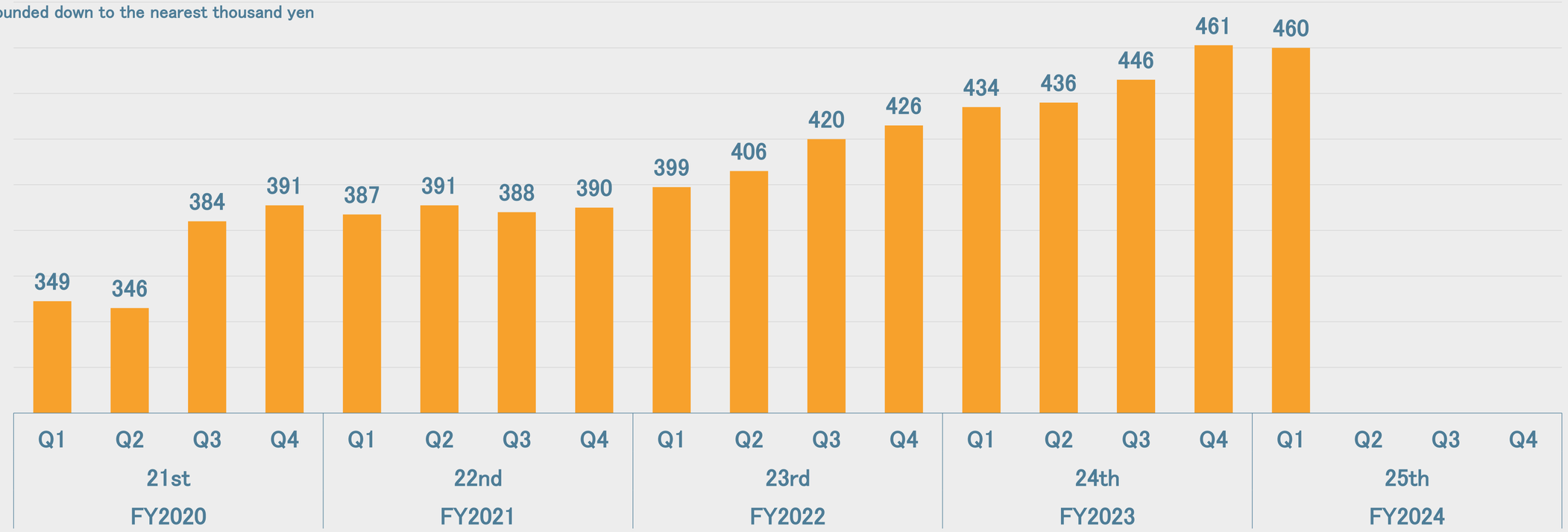
# Monthly Cloud Service Fees Per Company

**Average monthly fee per company continues to increase and grow steadily as large projects (general companies) were completed.**
**In addition, we received orders from existing customers.**

## Monthly Cloud Service Fee

(Unit：Thousand Yen)

※ Rounded down to the nearest thousand yen



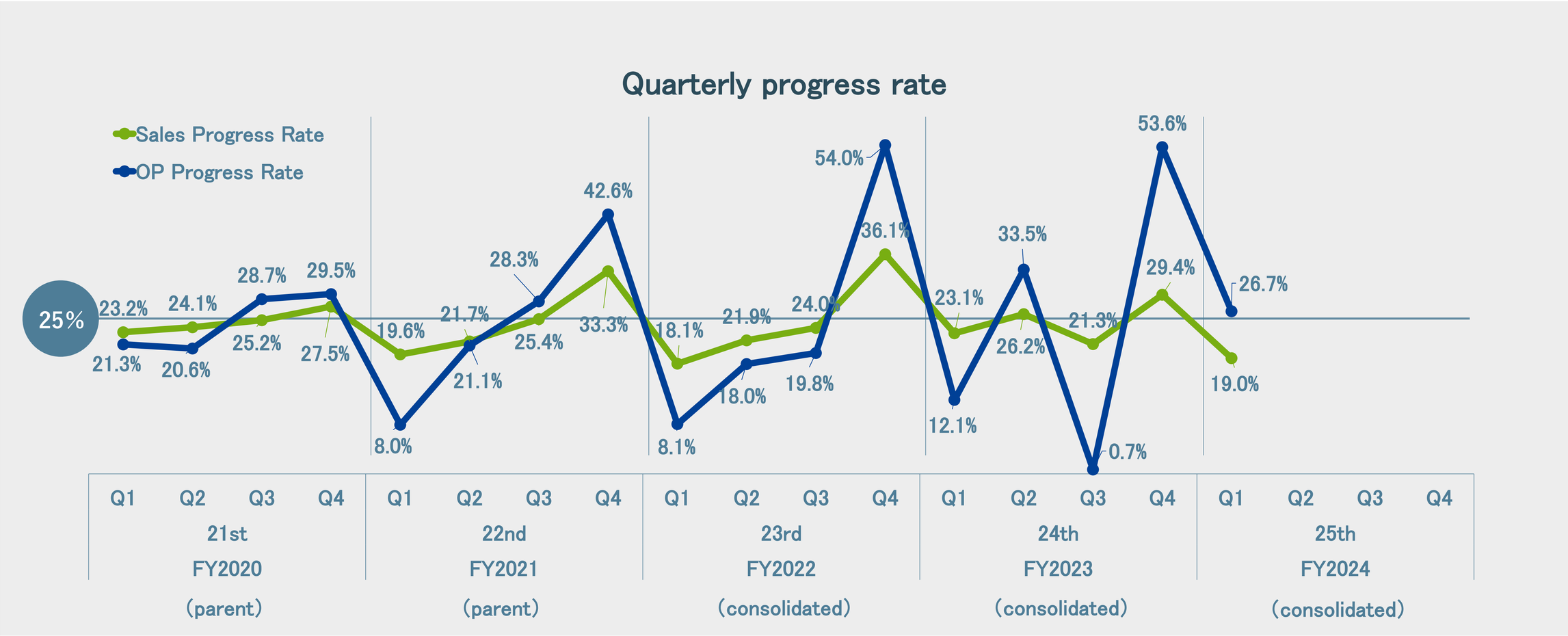


2024 © Property Data Bank, Inc. All Right Reserved.

# Progress Rates By Quarter

Sales progress rate is low as expected as business is concentrated in H2.

Operating margin was high for the first quarter due to improvement in gross margin of solution services.





2024 © Property Data Bank, Inc. All Right Reserved.

# Initiatives From FY2024 Q2

| | FY2024 Plan | Initiatives from FY2024 Q2 |
|---|---|---|
| Property Data Bank | (Net Sales 3,030Million Yen)<br>■ Continue to appeal as a real estate ERP<br>■ Continue strengthen getting orders for large projects from general business companies | (Net Sales 3,030Million Yen)<br>■ Continuously promote to acquire new customers<br>■ Orders for large projects from general business companies remain strong |
| Property Data Technos | (Net Sales 300Million Yen)<br>■ Continue to focus on expanding document management services.<br>■ Strive to expand businesses that generate ongoing income, such as the BPO<br>■ Collaborate with PDB to expand new customers | (Net Sales 300Milion Yen)<br>■ Promote switching from DsmartPro to @knowledge<br>■ Expand projects that ordered by general companies<br>■ Strive to expand stock business |
| Property Data Science | (Net Sales 300Million Yen)<br>■ Increase sales personnel to expand @commerce sales<br>■ For Speed ANSWER, enhance its consulting function.<br>■ Work to expand data science business | (Net Sales 300Million Yen)<br>■ For @commerce, invest in advertising expenses, such as participation in exhibitions, etc.<br>■ Increase sales personnels and utilize PDB group network<br>■ Acquire new customers in data science business |
| New Service | (Net Sales 350Million Yen)<br>■ Promote development of new businesses based on PDB-platform<br>■ Developing AI / Generation AI related services based on SCORER<br>■ REIVO seeks to strengthen cooperation with PDB<br>■ Promote M&A and business alliances, etc. | (Net Sales 350Million Yen)<br>■ Continue to explore M&A、business alliance<br>■ Increase collaborative projects and sales cooperation between REIVO and PDB<br>■ Continue to developing AI / Generation AI related services based on SCORER |


2024 © Property Data Bank, Inc. All Right Reserved.

PROPERTY DATA BANK

Contacts
Tel : +81-3-5777-3468
Mail : PDB_IRinquiries@propertydbk.com

The forecasts and forward-looking statements in this document are based on information available to the Company at the time this document was prepared and include potential risks and uncertainties. Therefore, please be aware that changes in the business environment and various other factors may cause actual results to differ materially from those discussed or implied in the forward-looking statements.

2024 © Property Data Bank, Inc. All Right Reserved.