PROPERTY DATA BANK

FY2024 H1
Earnings Results Supplementary Materials

【TICKER】4389 /【TERM】2024.04 – 2024.09

November 8, 2024

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FY2024 H1 Earnings Summary

PROPERTY DATA BANK

FY2024 H1 Earnings Summary (consolidated)

Sales increased 26.1% YoY due to sales expansion of solution services and the consolidation of REIVO as a subsidiary.

Operating income increased by 116.9% YoY caused by improvement of sales and gross margin.

Sales	**1,563**Mil yen (＋26.1% YoY)	**Ordinary Profit**	**432**Mil yen (＋116.2% YoY)
Operating Income	**430**Mil yen (＋116.9% YoY)	**Net Profit**	**290**Mil yen (＋114.3% YoY)

※ Rounded down to the nearest million yen

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FY2024 H1 Summary

	FY2024 Plan	FY2024 H1 Results
Property Data Bank	(Sales 3,030Million yen) ■ Continue to appeal as real estate ERP ■ Continue strengthen getting orders for large projects from general business companies	(Sales 1,354Million yen) ■ New customers increased from July to September. “Origin Inheritance” effects positively for the results. ■ Solution projects completed as planned.
Property Data Technos	(Sales 300Million yen) ■ Continue to focus on expanding document management services. ■ Strive to expand businesses that generate ongoing income, such as BPO ■ Collaborate with PDB to expand new customers	(Sales 126Million yen) ■ Continued to develop sales channels for document management services to general business companies, then acquired several new customers ■ Acquired new customers in document management service that use @knowledge
Property Data Science	(Sales 300Million yen) ■ Increase sales personnel to expand @commerce sales ■ For Speed ANSWER, enhance its consulting function. ■ Work to expand data science business	(Sales 11Million yen) ■ For @commerce, continuously promoted to develop sales opportunities into projects ■ Participated in exhibitions, etc., then actively acquired lead customers ■ Added electronic file storage function into @commerce
New Service	(Sales 350Million yen) ■ Promote development of new businesses based on PDB-platform ■ Developing AI / Generation AI related services based on SCORER ■ REIVO seeks to strengthen cooperation with PDB ■ Promote M&A and business alliances, etc.	(Sales 77Million yen) ■ Strengthened cooperation with REIVO not only in sales but also in development ■ For Developing AI / Generation AI, we focused on improving @property functionality

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FY2024 H1 Earnings Highlights (YoY)

Sales increased 26.1% YoY due to sales expansion of solution services and the consolidation of REIVO as a subsidiary.

Operating income increased by 116.9% YoY caused by improvement of sales and gross margin.

(Unit : Million Yen)	FY2023 H1 Results	FY2024 H1 Results	YoY
Sales (consolidated)	1,240	1,563	+26.1%
Property Data Bank	810	874	+8.0%
Property Data Bank	310	479	+54.5%
Property Data Technos	111	126	+13.1%
Property Data Science	9	11	+17.6%
New Service	–	77	–
Operating income	198	430	+116.9%
Ordinary profit	200	432	+116.2%
Profit attributable to owner of the parent company	135	290	+114.3%

※Rounded down to the nearest million yen

※ REIVO's sales are included in new service.

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Progress Rate Against Full Year Earnings Forecast

Sales progress rate of Property Data Bank was almost in line with plan.

On the other hand, subsidiaries and new service were below initial plan.
In particular, Property Data Science could not promote to develop sales opportunities into projects for @commerce.

(Unit : Million Yen)		FY2024 H1 Results	FY2024 Full year Forecast	Progress rate
Sales (consolidated)		1,563	3,980	39.3%
Property Data Bank		874	1,790	48.9%
		479	1,240	38.6%
Property Data Technos		126	300	42.1%
Property Data Science		11	300	3.7%
New Service		77	350	22.2%
Operating income		430	830	51.8%
Ordinary profit		432	830	52.1%
Profit attributable to owner of the parent company		290	570	50.9%

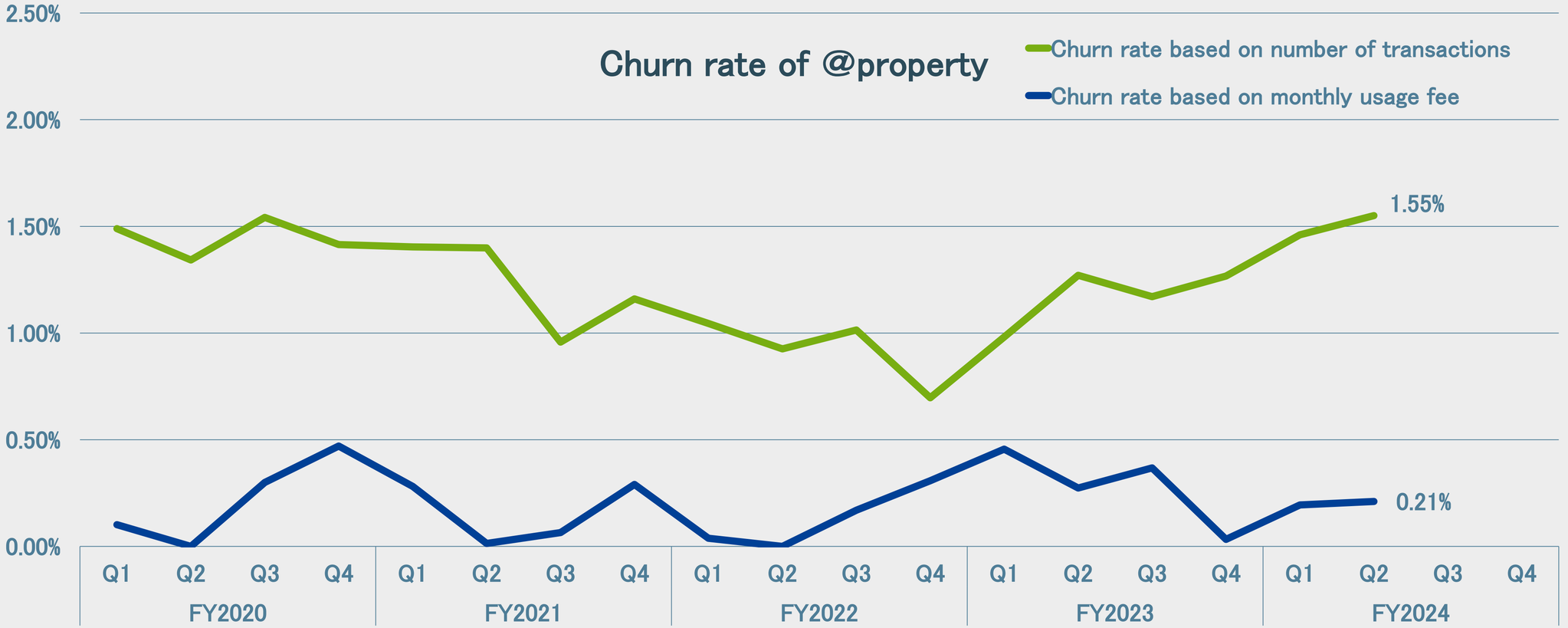
※Rounded down to the nearest million yen ※ REIVO's sales are included in new service.

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@property Churn Rate

Churn rate based on number of cases is 1.55%, and the one based on monthly usage fee is 0.21%. Customers with low monthly usage fees and who are not making progress in using @property tend to cancel the contract.

Although the impact of these churn is minimal in terms of monetary amount, we will strengthen the follow-up system for existing customers and strive to raise the bottom line of cloud usage fees and reduce the number of churn.

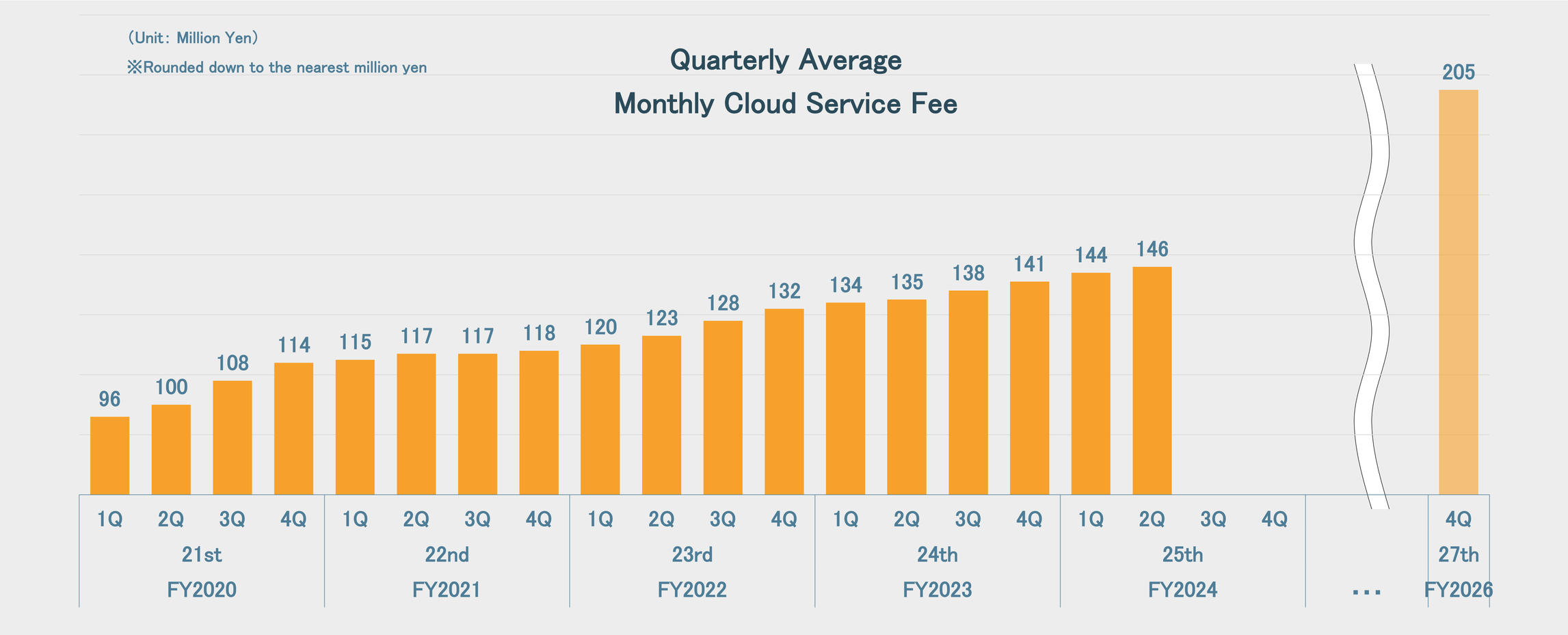


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Monthly Cloud Service Fee (Quarterly Average)

Monthly cloud service fee is increasing, but the rate of increase is not enough to achieve the mid-term business plan.

Launch of new services are necessary to achieve the mid-term business plan.



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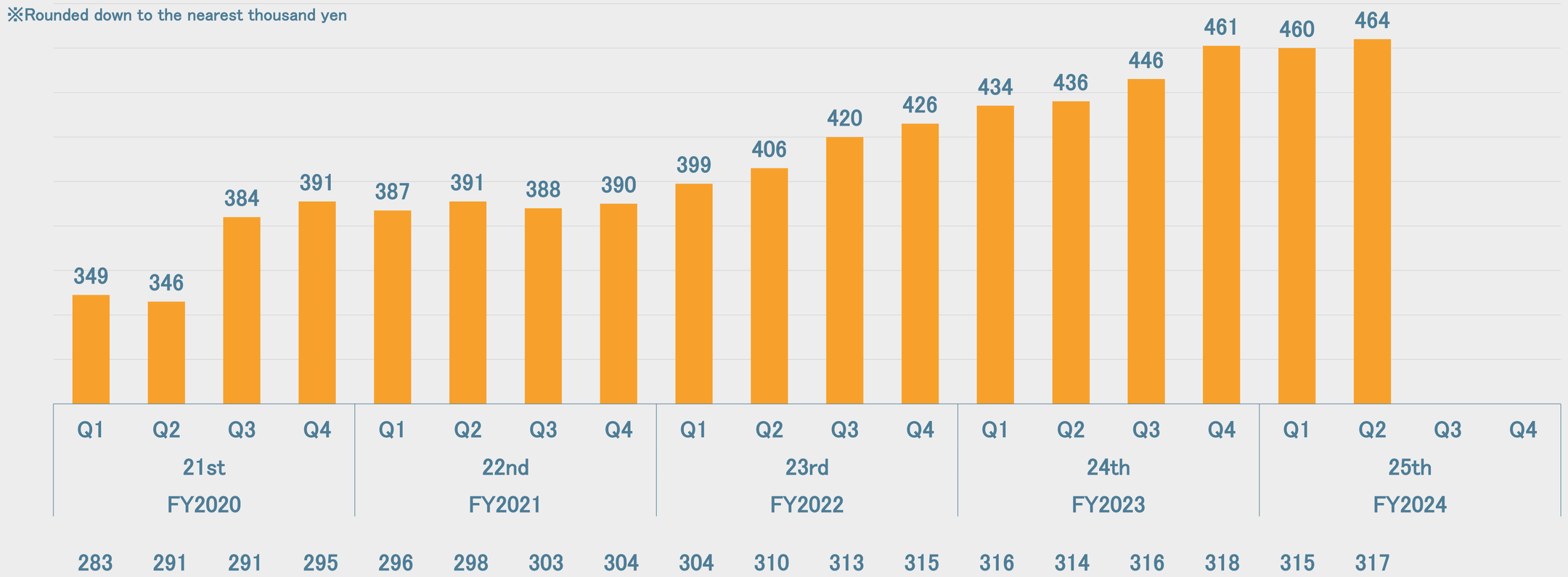
Monthly Cloud Service Fee Per Company

Average monthly fee per company continues to increase.

It has been increased as large projects completed. Acquisition of small and medium-sized projects also contributed to expand of average monthly fee per company.

Monthly Cloud Service Fee Per Company

(Unit: Thousand Yen)
※Rounded down to the nearest thousand yen

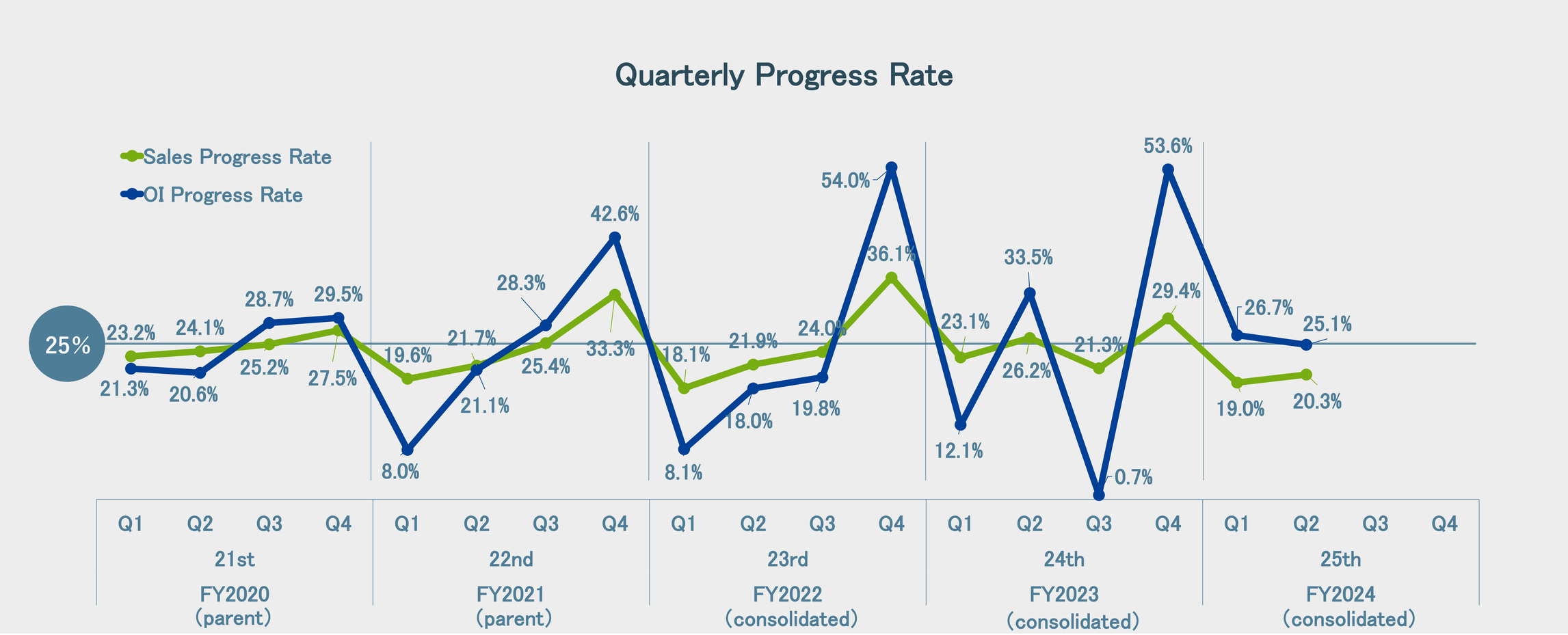


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Progress Rate By Quarter

Operating income progress rate is high due to improvement in gross margin of solution services.

On the other hand, sales progress rate is low because subsidiaries and new services are lower than expected.



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Initiatives From FY2024 Q3

FY2024 Plan	Initiatives from FY2024 Q3
Property Data Bank (Sales 3,030Million yen) ■ Continue to appeal as real estate ERP ■ Continue strengthen getting orders for large projects from general business companies	(Sales 3,030Million yen) ■ Continuously promote to acquire new customers ■ Continue to strengthen sales of large projects for general business companies
Property Data Technos (Sales 300Million yen) ■ Continue to focus on expanding document management services. ■ Strive to expand businesses that generate ongoing income, such as the BPO ■ Collaborate with PDB to expand new customers	(Sales 300Million yen) ■ Promote switching from DsmartPro to @knowledge ■ Expand projects for general business companies ■ Strive to expand “stock” type business
Property Data Science (Sales 300Million yen) ■ Increase sales personnel to expand @commerce sales ■ For Speed ANSWER, enhance its consulting function. ■ Work to expand data science business	(Sales 300Million yen) ■ For @commerce, focus on advertising campaign such as participation in exhibitions, etc. ■ Increase sales personnels and utilize PDB group network ■ Acquire new customers in data science business
New Service (Sales 350Million yen) ■ Promote development of new businesses based on PDB-platform ■ Developing AI / Generation AI related services based on SCORER ■ REIVO seeks to strengthen cooperation with PDB ■ Promote M&A and business alliances, etc.	(Sales 350Million yen) ■ Continue to explore M&A、business alliance ■ Increase collaborative projects and sales cooperation between REIVO and PDB ■ Continue to developing AI / Generation AI related services based on SCORER

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