PROPERTY DATA BANK

FY3/2027 H1
Earnings Supplementary Materials

[Securities code] 4389

Nov 11, 2026

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FY3/2027 H1 Financial Results Summary

PROPERTY DATA BANK

Performance Summary (consolidated)

Net sales and all profit measures increased year-on-year, with operating profit rising 27.5%, reflecting continued business growth.

Net sales	¥1,841M (+15.8% YoY)
Ordinary Profit	¥483M (+18.9% YoY)
Operating Profit	¥478M (+27.5% YoY)
Profit attributable to owners of parent (Net income)	¥321M (+20.0% YoY)

※Rounded down to the nearest million yen

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Earnings Highlights (YoY)

Cloud services continued to grow steadily, driven primarily by new customer acquisition and expansion of the customer base.Solution services achieved significant year-on-year revenue growth, driven by progress in the recognition of revenue from major projects.

(Unit: million yen)		FY2026 Q2 Results	FY2027 Q2 Results	YoY
Sales(consolidated)		1,589	1,841	+15.8%
Platform Business	Cloud services	938	1,034	+10.3%
	Solution services	651	809	+24.3%
Other		5	6	+22.2%
Operating profit		375	478	+27.5%
Ordinary profit		406	483	+18.9%
Profit attributable to owners of parent		267	321	+20.0%

※Rounded down to the nearest million yen

※Effective FY3/2027, financial disclosure has been revised from a subsidiary-based format to two business categories to more accurately reflect our business operations and revenue structure.

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Progress toward the full-year earnings forecast

Cloud services progressed largely in line with the plan.
The revenue mix of solution services is weighted toward the second half of the fiscal year, with progress following the same pattern as in previous years.

(Unit: million yen)		FY2027 Q2 Results	FY2027 Full-Year Forecast	Progress ratio
Sales(consolidated)		1,841	4,200	43.8%
Platform Business	Cloud services	1,034	2,090	49.5%
	Solution services	809	2,102	38.5%
Other		6	14	43.9%
Operating profit		478	1,340	35.7%
Ordinary profit		483	1,330	36.3%
Profit attributable to owners of parent		321	890	36.1%

※Rounded down to the nearest million yen
※Effective FY3/2027, financial disclosure has been revised from a subsidiary-based format to two business categories to more accurately reflect our business operations and revenue structure.

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FY3/2027 Q2 summary

FY3/2027 Plan	FY3/2027 Q2 Results

Cloud services

(Plan ￥2,090 M)

- Strengthen our positioning as a real estate ERP solution provider and secure major projects.
- Further expand adoption of cloud services centered on @property as the data platform supporting the Real Estate WHOLE LIFE concept.
- Expand customer touchpoints by leveraging the new lease accounting standards.
- Further strengthen our recurring revenue base through growth in monthly subscription revenue and reduced churn across cloud services as a foundation for long-term corporate value creation.

(Sales ￥1,034 M)

- The launch of large-scale projects and the accumulation of small- and mid-sized projects have contributed steadily to cloud services revenue.
- Growing recognition of @property as a real estate ERP solution。
- Captured demand for operational efficiency in the building and facility management sector to promote the adoption of @cmms and secure new projects.

Solution services

(Plan ￥2,102 M)

- Promote the acquisition of major and development projects by capturing demand for real estate digital transformation.
- Strengthen support for data utilization and operational enhancement through collaboration with cloud services to realize the Real Estate WHOLE LIFE concept.
- Expand proposal areas by leveraging the Group's comprehensive capabilities through collaboration with subsidiaries.
- Drive revenue growth and improve profitability by focusing on high-value-added projects.

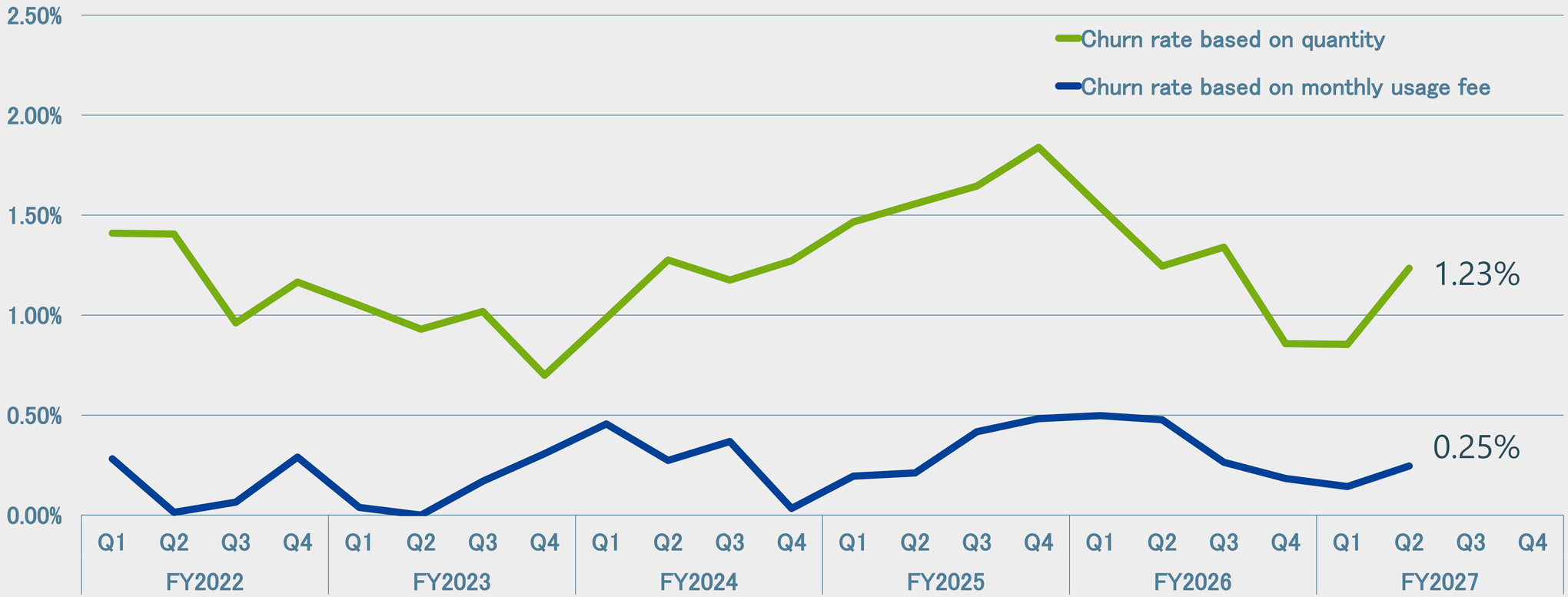
(Sales ￥809 M)

- Revenue recognition for projects supporting the new lease accounting standard progressed steadily.
- Inquiries for @cmms and data science projects remained solid, with acceleration expected in the second half of the fiscal year.
- Security-related options remained strong amid growing interest in security.

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Churn Rate (@property)

Churn rates remained low both on an account basis and a monthly fee basis, maintaining a stable customer base.



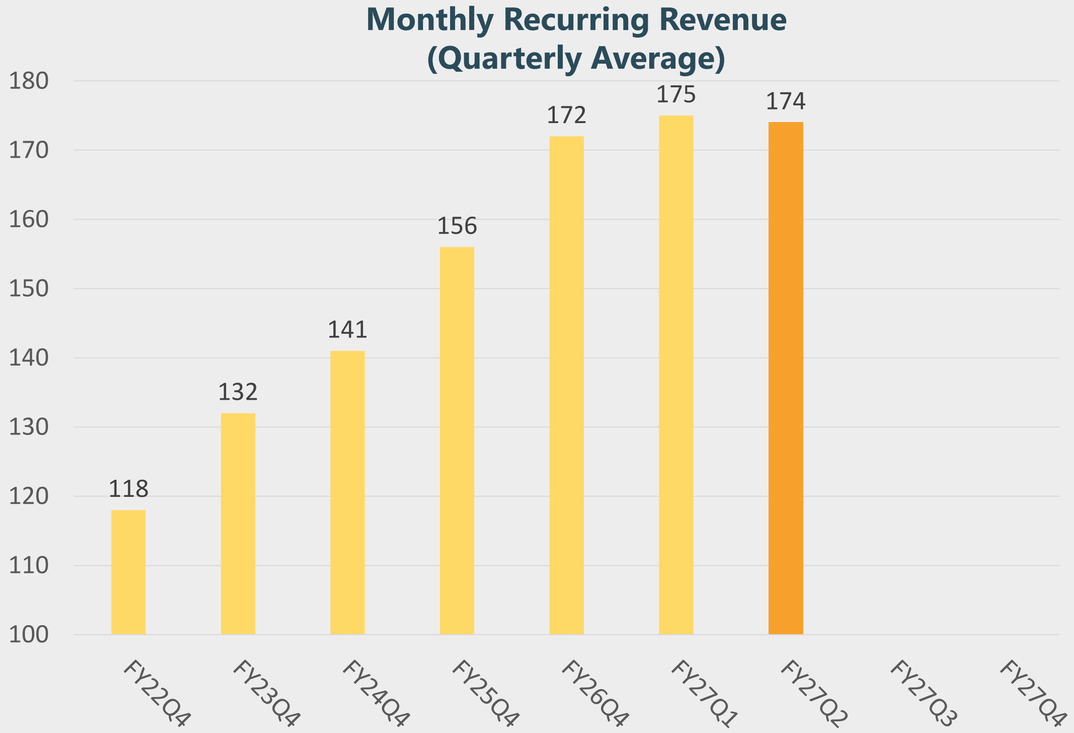
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Monthly Recurring Revenue

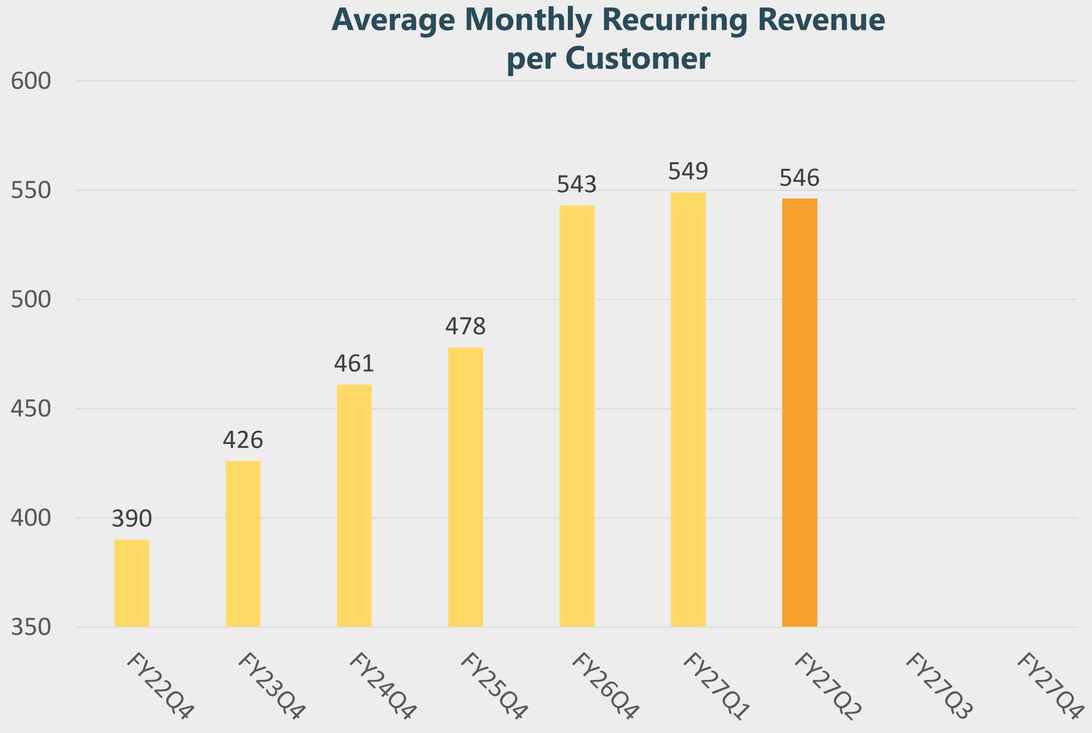
Monthly recurring revenue temporarily decreased following the completion of trial use ahead of the launch of large-scale projects. The projects were launched in October, with a significant increase in monthly recurring revenue expected going forward.

Monthly Cloud Services Fees (Quarterly Average)

(Unit: million yen, rounded down)



(Unit: thousand yen, rounded down)

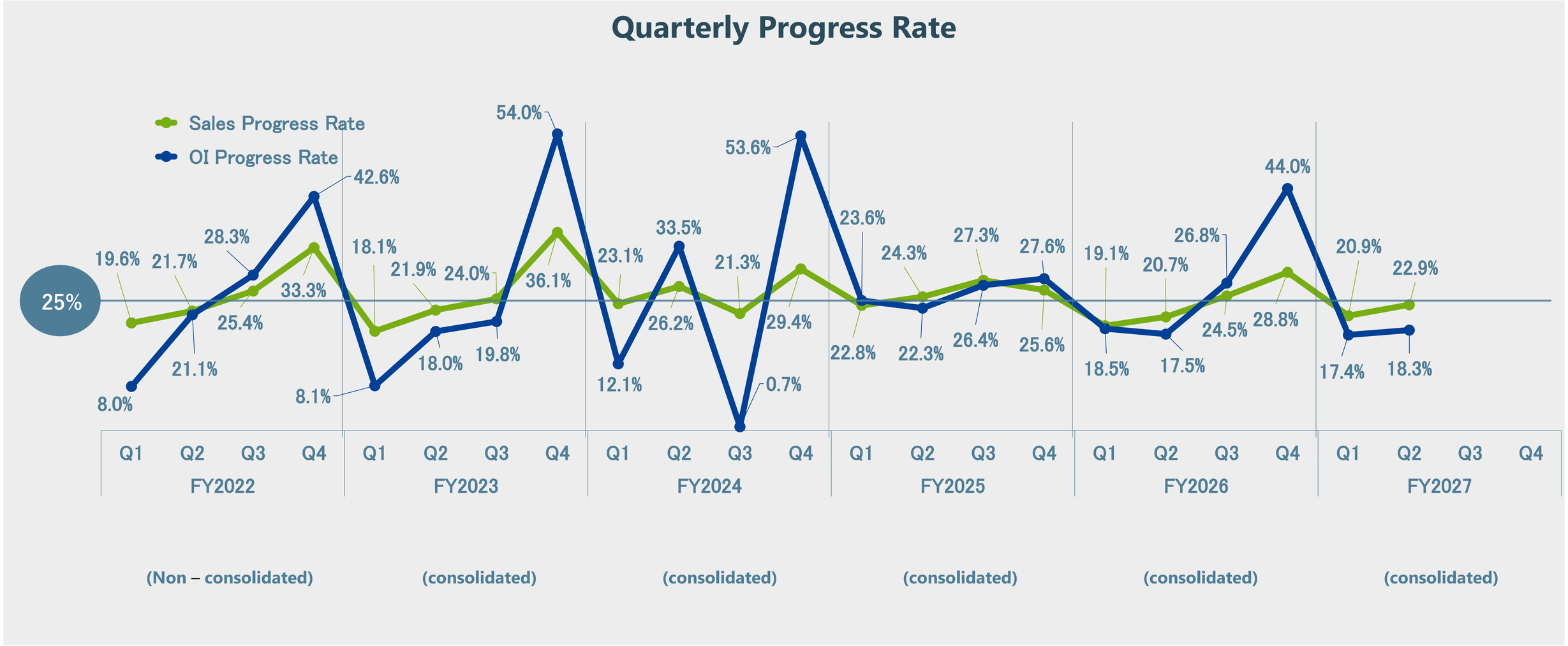


※The monthly recurring revenue forecast for Q4 of FY3/2027, which was disclosed through the previous fiscal year, has been removed due to a revision of the plan associated with the formulation of the Medium-Term Management Plan (FY3/2027–FY3/2029).

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Quarterly Progress Rate

Both net sales and operating profit are weighted toward the second half of the fiscal year, with progress following the same pattern as in previous years.



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FY3/2027 Q3 and Beyond: Initiatives

FY3/2027 Plan	FY3/2027 Future Initiatives

Cloud services (Plan ￥2,090 M)

- Strengthen our positioning as a real estate ERP solution provider and secure major projects.
- Further expand adoption of cloud services centered on @property as the data platform supporting the Real Estate WHOLE LIFE concept.
- Expand customer touchpoints by leveraging the new lease accounting standards.
- Further strengthen our recurring revenue base through growth in monthly subscription revenue and reduced churn across cloud services as a foundation for long-term corporate value creation.

- Continue to create customer touchpoints with new customers through exhibitions, seminars, and other events.
- The sales team has been steadily expanding its workforce. With an enhanced sales structure, promote the identification of potential customers by re-engaging with previously contacted prospects.
- Large-scale projects underway since the previous fiscal year have been launched. A significant increase in monthly recurring revenue is expected.

Solution services (Plan ￥2,102 M)

- Promote the acquisition of major and development projects by capturing demand for real estate digital transformation.
- Strengthen support for data utilization and operational enhancement through collaboration with cloud services to realize the Real Estate WHOLE LIFE concept.
- Expand proposal areas by leveraging the Group's comprehensive capabilities through collaboration with subsidiaries.
- Drive revenue growth and improve profitability by focusing on high-value-added projects.

- Revenue from multiple large-scale projects supporting the new lease accounting standards is expected to be recognized in the second half of the fiscal year.
- Promote data analysis and utilization projects for data center operators in collaboration with @cmms.
- Accelerate additional development and functional enhancements of the PDB-Platform in the second half of the fiscal year and beyond, aiming to capture emerging demand.
- Strengthen collaboration with each subsidiary and expand proposal activities by leveraging Group synergies.

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The forecasts and forward-looking statements in this document are based on information available to the Company at the time of preparation and involve certain risks and uncertainties.

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