

# FY2023 Q1 Supplementary Materials



Ticker : 4389

2023 / 8 / 7

# Performance Highlights

**Sales +13.4% YoY、OP : -21.4% YoY**

**NP was down due to negative goodwill that was accounted last year.**

**Sales**

**580**million yen

(+13.4% YoY)

**Ordinary  
Profit**

**52**million yen

( - 21.9% YoY )

**Operating  
Profit**

**52**million yen

( - 21.4% YoY )

**Net  
Profit**

**34**million yen

( - 66.3 YoY )

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## FY23 Initial Action Plan

### Property Data Bank



#### ■ Achieve a stable expansion of @property

- Continue to increase the size of solution service projects through BPR projects
- Aim to increase the size of cloud service projects through ERP proposals.
- Expand proposals to general companies

#### New services

##### ■ Launch new service development

- Developing multiple new services
  - Developing Speed ANSWER for web (tentative name)
  - Developing DX platform
- Fully update @knowledge this summer
- Move forward with commercialization of BIM

## FY23 Q1 Topics

### Property Data Bank



#### ■ Achieve a stable expansion of @property

- Got Big orders from general companies.

#### New services

##### ■ Launch new service development

- June 26th Press Release : the launch of Document Management BPO Services.
- July 10th Press Release : KJR Management adopted Document Management BPO Services.
- August 7th Press Release : the launch of “@commerce” services.



## FY23 Initial Action Plan

### Property Data Technos

#### Document management solution

- Expand digitalization services for real estate documents
- Expand document management solution proposals
- Enter the BPO\* business

\* Business process outsourcing (BPO) refers to outsourcing a range of operation processes, from planning and design through implementation, to a specialized service provider.

### Property Data Science



- Focus on increasing sales by transforming Speed ANSWER into a comprehensive store operation and management service, which extends from the store opening stage to post-opening operation and management.

## FY23 Q1 Topics

### Property Data Technos

#### Document management solution

- Strengthen the operation for the business expansion of Document Solution Services and Document Solution BPO Services.
- Got a large order for Document Solution Services.

### Property Data Science



- Completed on acquisition of 100% shares of Property Data Science.

# FY2023 Q1 Earnings Summary (YoY)

## Sales was up 13.4%、 Operating Profit was down 21.4%

- Earnings of Property Data Technos was accounted from this quarter, that was the biggest reason of strong sales growth.
- Cloud Services and Solution Services were almost in-line with initial estimates.

(Million Yen)		FY2022 Q1 Results (consolidated)	FY2023 Q1 Results (consolidated)	%Change
<b>Sales (Consolidated)</b>		<b>511</b>	<b>580</b>	<b>+13.4%</b>
Property Data Bank	Cloud services	361	404	+12.1%
	Solution services	148	118	- 20.4%
Property Data Technos		—	52	—
Property Data Science		3	4	+54.5%
<b>Operating profit</b>		<b>67</b>	<b>52</b>	<b>- 21.4%</b>
<b>Ordinary profit</b>		<b>66</b>	<b>52</b>	<b>- 21.9%</b>
<b>Profit attributable to shareholders of the parent company</b>		<b>103</b>	<b>34</b>	<b>- 66.3%</b>

\*Rounded down to nearest million yen

# Achieving rate for Full Year forecast.

## Though Achieving rate is low, but almost in-line.

- Achieving rate of cloud solution is almost flat yoy. The rate of solution services is lower than last year, but in-line with forecast.
- Achieving rate of subsidiaries also are almost in-line with initial forecast.

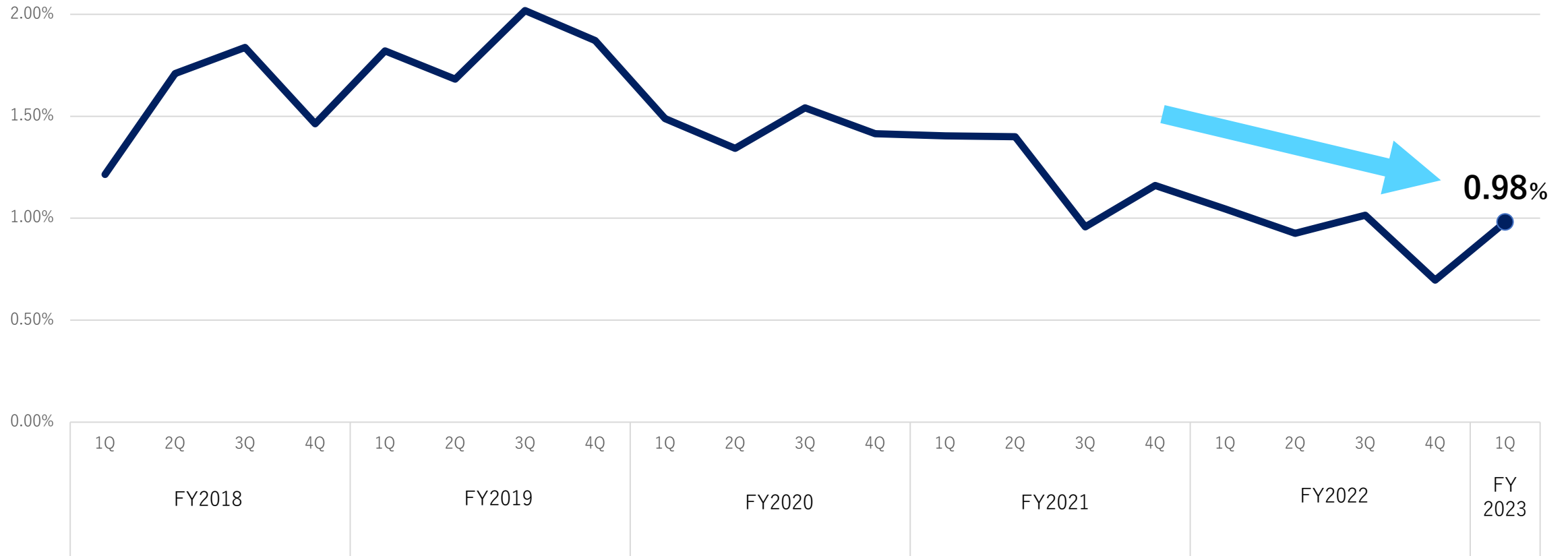
(Million Yen)		FY2023 Q1 Results (consolidated)	FY2023 Forecast (consolidated)	Achieving Rate
<b>Sales (Consolidated)</b>		<b>580</b>	<b>3,420</b>	<b>17.0%</b>
Property Data Bank	Cloud services	404	1,680	24.1%
	Solution services	118	1,240	9.5%
Property Data Technos		52	300	17.5%
Property Data Science		4	200	2.4%
<b>Operating profit</b>		<b>52</b>	<b>822</b>	<b>6.4%</b>
<b>Ordinary profit</b>		<b>52</b>	<b>822</b>	<b>6.3%</b>
<b>Profit attributable to shareholders of the parent company</b>		<b>34</b>	<b>559</b>	<b>6.2%</b>

\*Rounded down to nearest million yen

# 【KPI】 @property Churn rate

Churn rate is trending downward, 0.98% for Q1 2023.

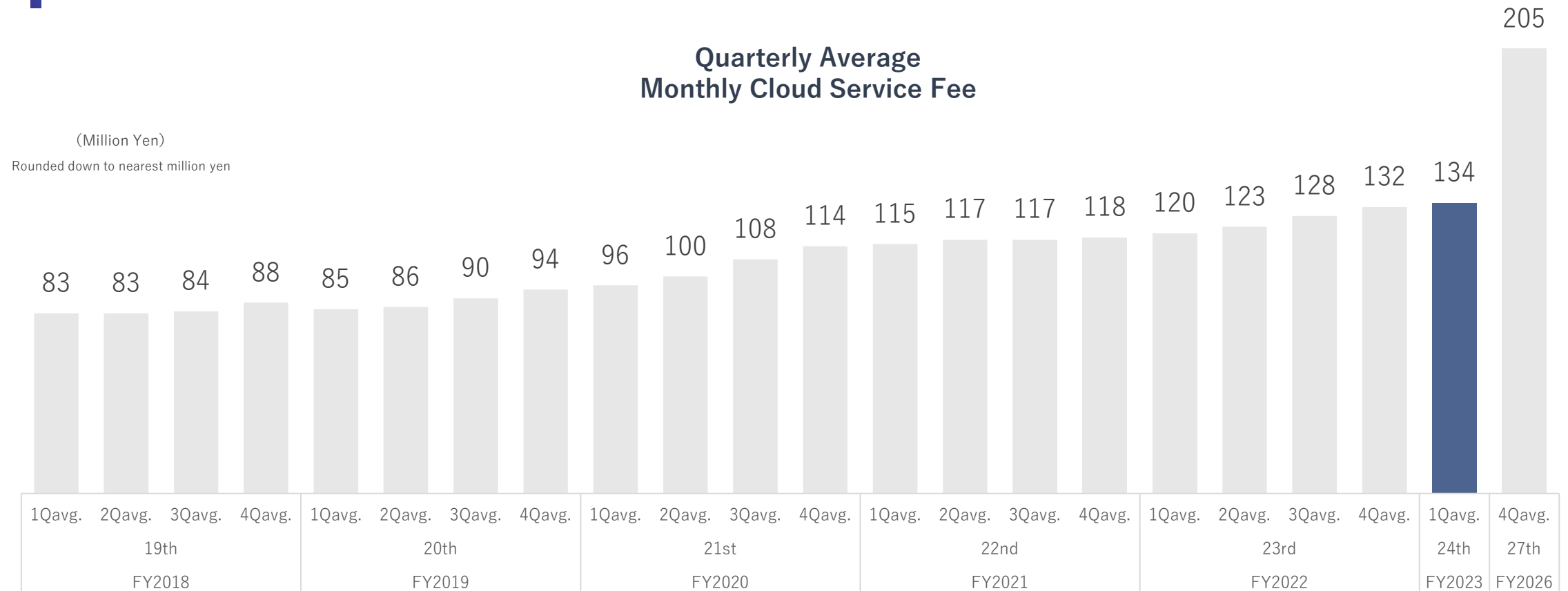
@property Churn Rate





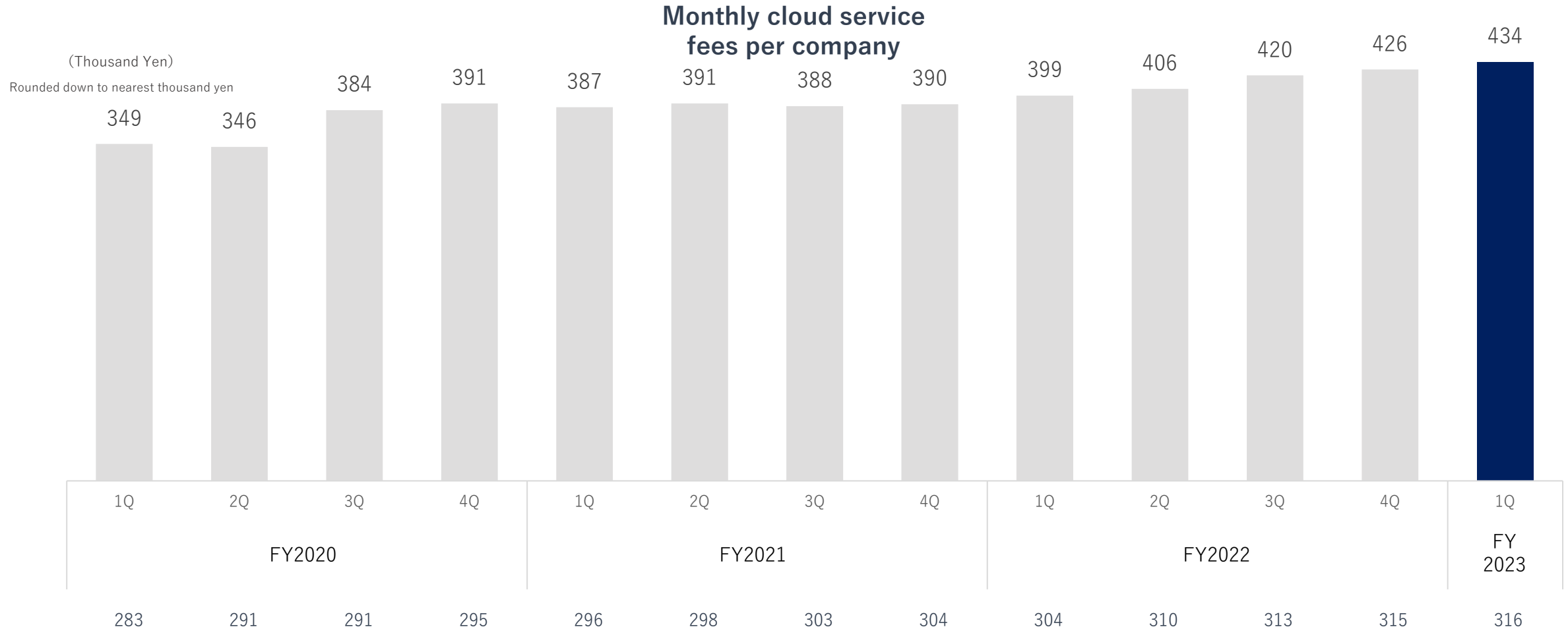
# Monthly Cloud Service Fee (Quarterly Average)

Steady increase due to upselling to existing customers and increase in size of projects from new customers



# Monthly cloud service fees per company

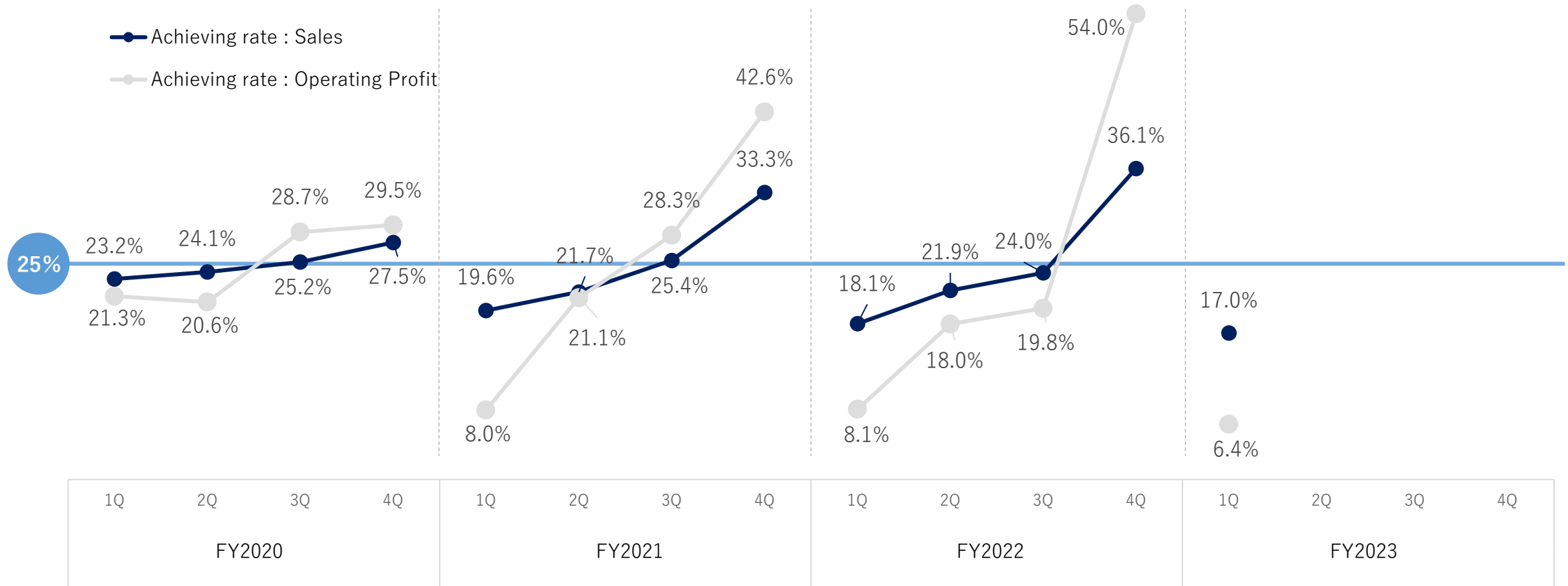
Continuing upward trend due to obtaining large projects of general companies (ex, Railway Companies)



# Quarterly Achieving Rate

## Q1 FY23 Achieving rate is as same level as FY21 and FY22.

- Thanks to expansion of Solution services, Q4 earnings is larger than the other quarter.
- H2 earnings would be larger than H1 in our internal plan.



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## FY23 Q1 Topics

### Property Data Bank



#### ■ Achieve a stable expansion of @property

- Still focusing on expansion of BPR projects.
- Accounting function is fully updated this autumn.

#### New services

##### ■ Launch new service development

- @commerce is launched, then focusing on sales.
- @knowledge is planned to fully updated this autumn.
- Expected to get new orders of BIM.

## FY23 Initial Action Plan

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### Property Data Science



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## Actions from Q2 2023

### Property Data Technos

#### Document management solution

- Enhancing hiring and sales for expansion of Document Solution Services.
- Enhancing co-operation with Property Data Bank.

### Property Data Science



- Expected to get new orders of Speed ANSWER.



**Contacts**

**Tel : +81-3-5777-3468**

**Mail : [PDB\\_IRinquiries@propertydbk.com](mailto:PDB_IRinquiries@propertydbk.com)**

*Next disclosure on Business Plan and Growth Strategy would be May 2024.*

*Earnings forecasts in this material are based on our judgement based on available information at the timing of preparation of this material, therefore potential risks and uncertainties would be included. Please be aware that due to various factors such as changes in the business environment, actual results would differ significantly from the forward-looking statements mentioned or described.*