

# Fiscal Year 2022/3 Supplementary Materials

*Property Data Bank, Inc.*

- Summary for the Fiscal Year March 2022
- Appendix

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Both amount of sales and stage profit increased compared to the previous fiscal year

Achieved the highest profit since we founded

Because our target market tends to recover investment for IT strategies, which had temporarily refrained under uncertain situation due to the spread of COVID-19, both amount of sales and profits at each stage have increased compared to the previous fiscal year.

Average monthly Cloud service fees increased stably (+11.3% year-on-year, 143 million)

	2021/3	2022/3		
( : Million Yen)	2020/4 - 2021/3	2021/4 - 2022/3	Change	Ratio
<b>Net Sales</b>	<b>2,165</b>	<b>2,249</b>	+83	+3.9%
Cloud services	1,263	1,406	+143	+11.3%
Solution services	902	843	△59	△6.6%
<b>Gross profit</b>	<b>1,068</b>	<b>1,274</b>	+206	+19.3%
Gross profit margin	49.3%	56.7%	-	-
Selling, general and administrative expenses	<b>564</b>	<b>625</b>	+61	+10.9%
<b>Operating profit</b>	<b>504</b>	<b>649</b>	+144	+28.8%
Operating profit on sales	23.3%	28.9%	-	-
<b>Ordinary Income</b>	<b>519</b>	<b>652</b>	+132	+25.5%
<b>Net income</b>	<b>350</b>	<b>448</b>	+98	+28.0%

Net sales were +83 million yen (up 3.9%) and operating profit was +144 million yen (up 28.8%)

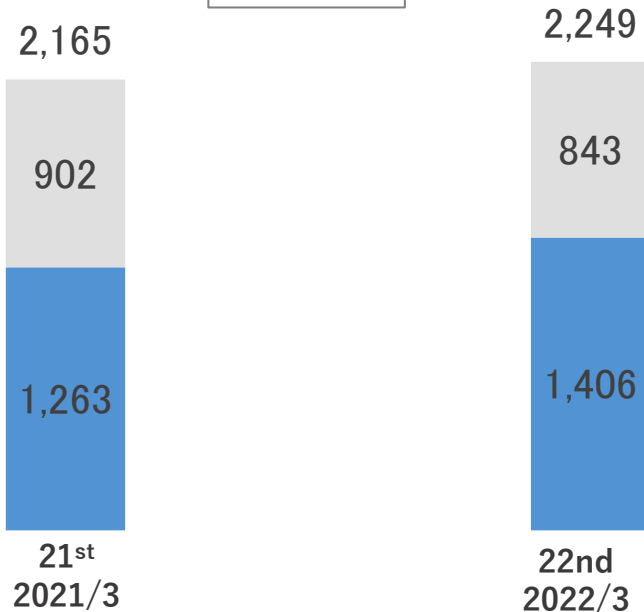
- Sales of cloud services steadily increased by 143 million (up 11.3%)
- Solution service sales decreased in sales -59 million yen (down 6.6%) due to prolonged impact of the spread of COVID-19 infections in some projects
- Operating income increased by ¥144 million (up 28.8%)

( : million Yen)

■ Solution service sales  
■ Cloud service sales

**Net sales (Y/Y)**

**+3.9%**



( : million Yen)

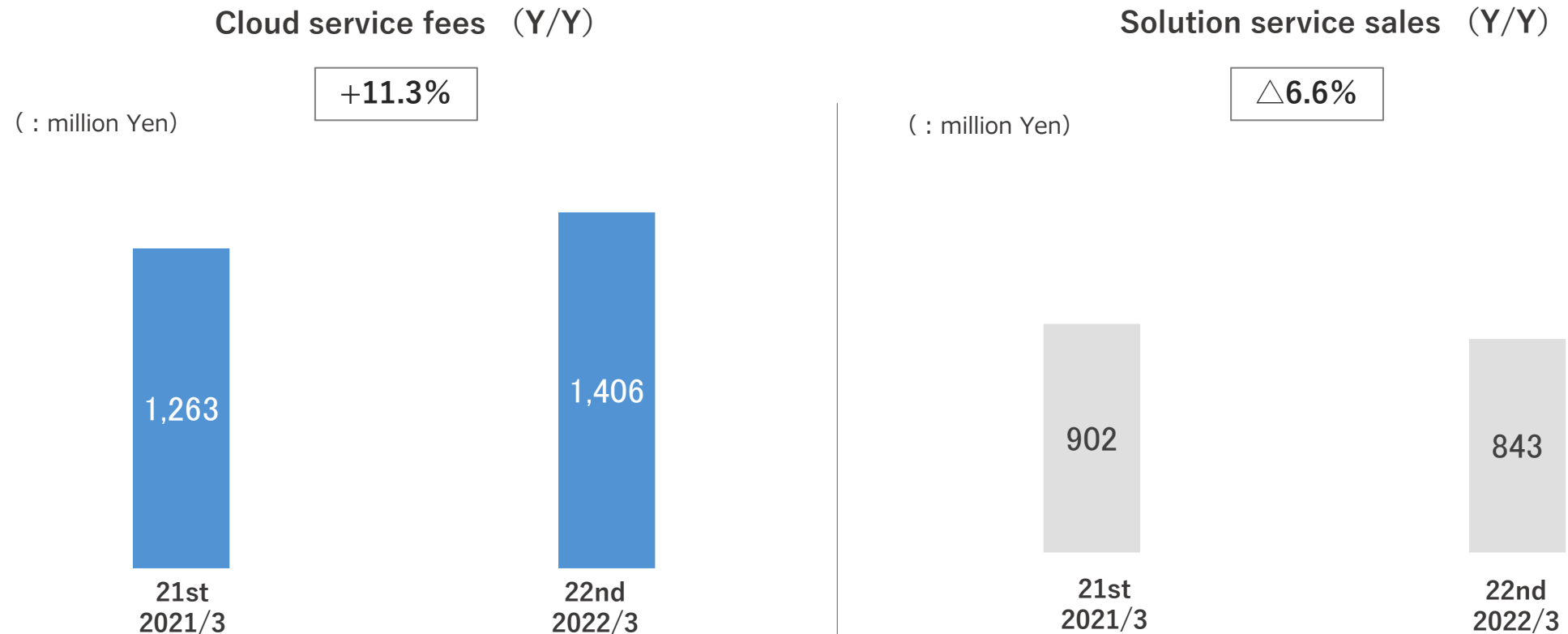
**Operating profit (Y/Y)**

**+28.8%**



# Cloud service fees and Solution service sales *Property Data Bank, Inc.*

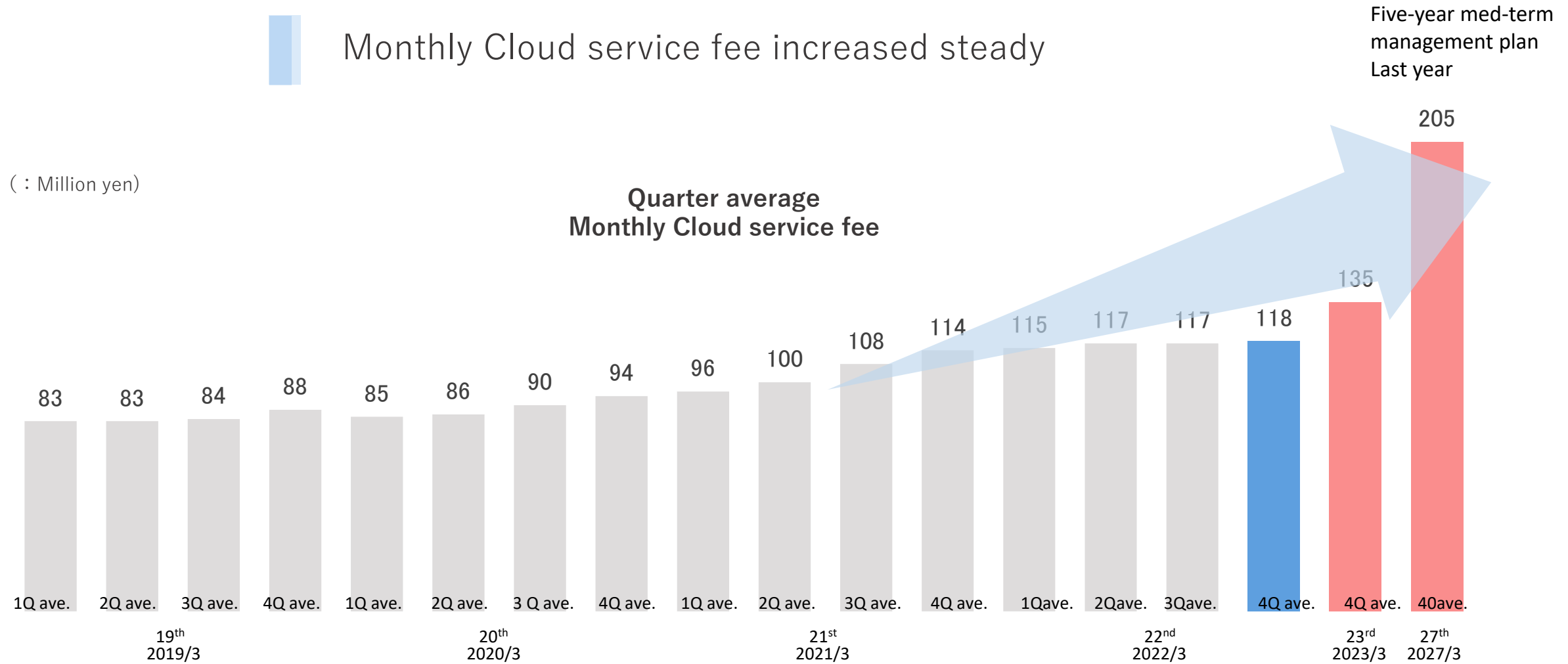
Cloud service fees +143million Yen, +11.3% year-over-year  
Solution service sales was △59million Yen, △6.6% year-over-year





# 【KPI】 Monthly Cloud service fee (Quarter average) *Property Data Bank, Inc.*

Monthly Cloud service fee increased steady

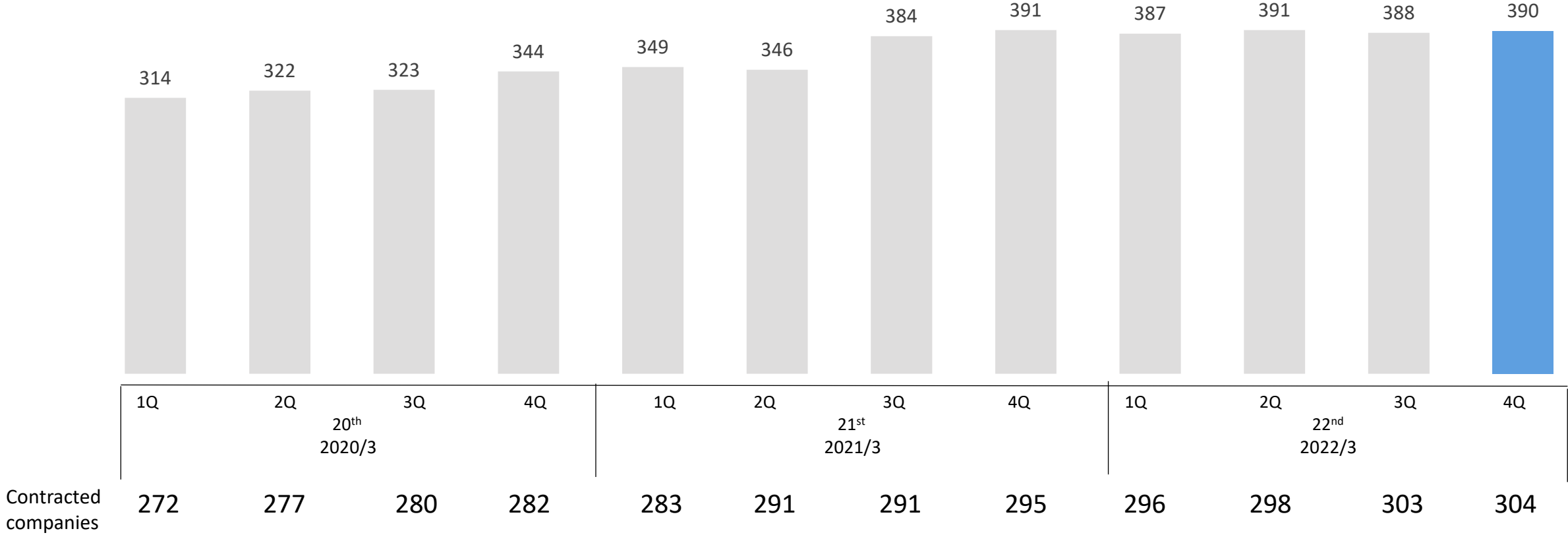




Average of Monthly Cloud service per company  $\triangle 0.2\%$   
+2 thousands yen (+0.7%) from previous Quarter

Monthly Cloud service per company

( : Thousand yen)

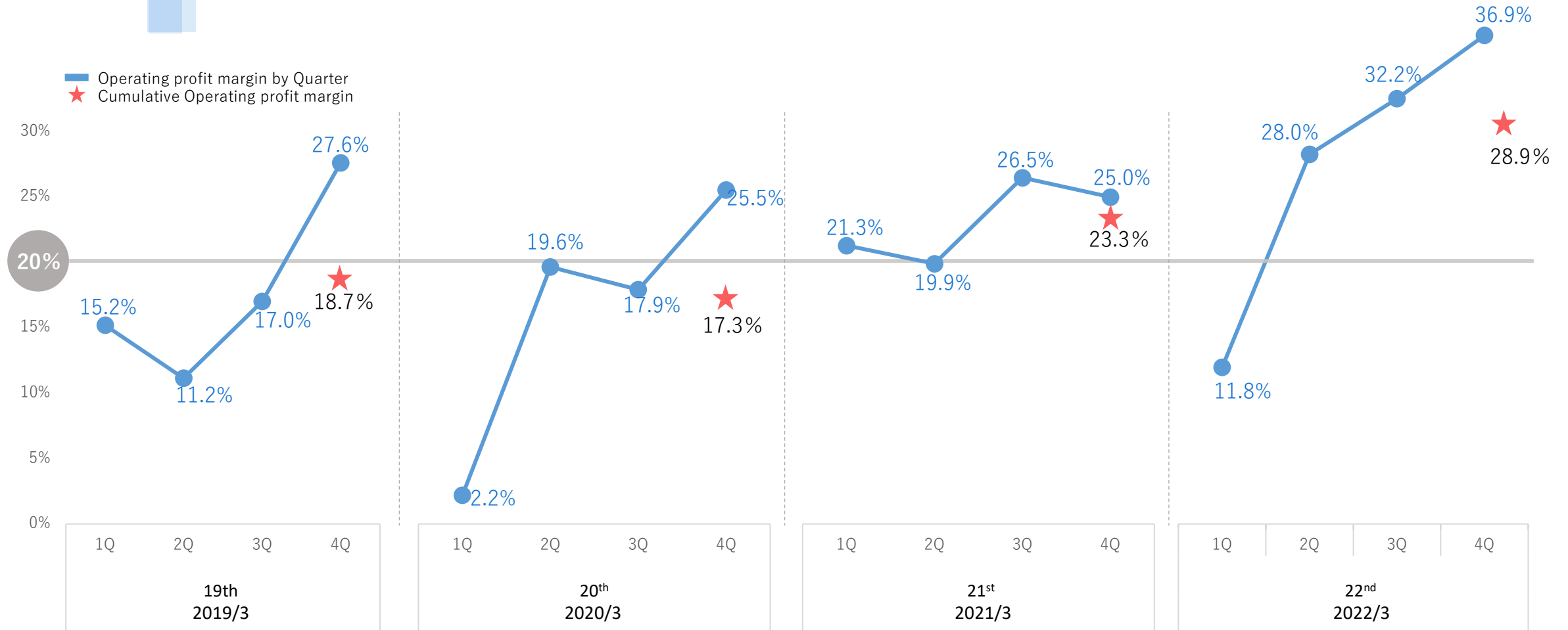


※ Truncated less than a Million

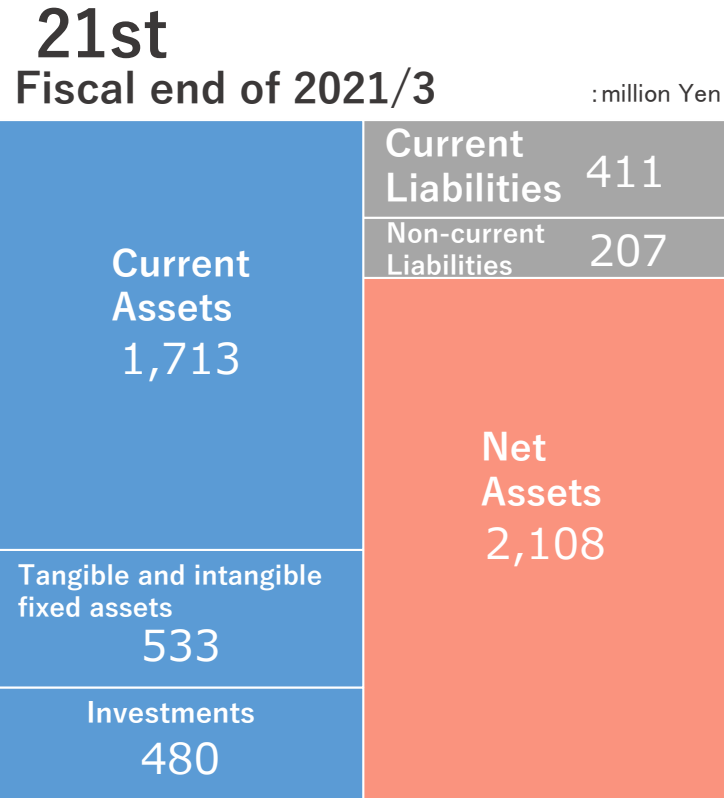
# 【KPI】 Operating profit margin by Quarter

*Property Data Bank, Inc.*

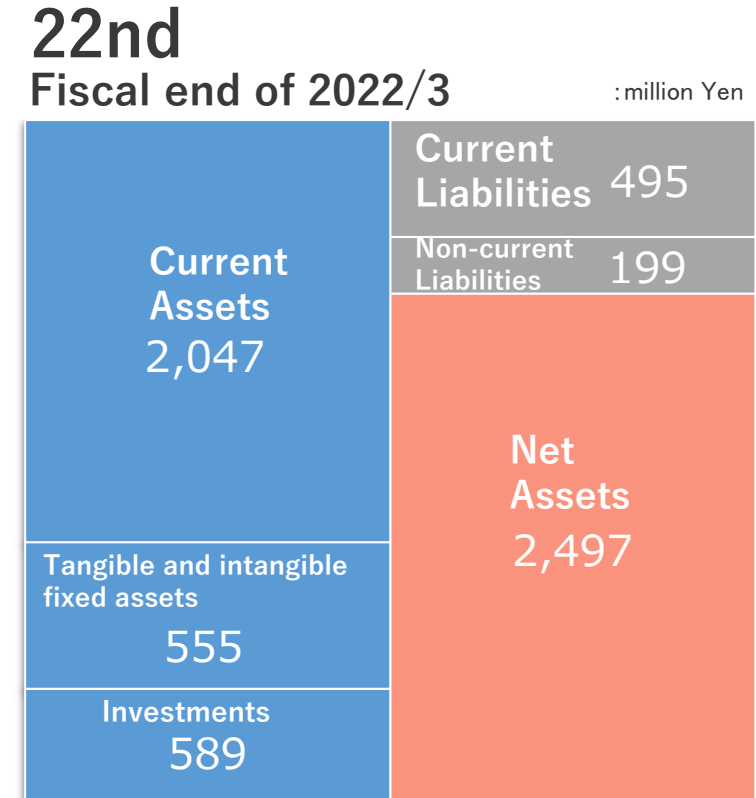
Operating profit margin for the Forth quarter 2022/3 was 36.9%  
A cumulative operating profit margin keeps target figure of 20%.



Equity ratio keeps stable level as 78.2%



**Total Assets 2,727**  
**Equity ratio 77.3%**



**Total Assets 3,129**  
**Equity ratio 78.2%**

# Statement of Cash Flows

**Property Data Bank, Inc.**

	21st	22nd
( : Million yen)	2021/3	2022/3
Cash and cash equivalents, beginning of the year	934	1,412
CF from Operating activities	1,025	411
CF from Investing activities	△386	△352
CF from Financing activities	△161	△82
Cash and cash equivalents	1,412	1,388

Details:		2022/3
CF from Operating activities	Quarter net profit before Tax	652
	Increase in receivables	△385
	Depreciation	261
CF from Investing activities	Acquisition of intangible fixed assets	△246
CF from Financing activities	Dividends paid	△69

While securing internal reserves for strengthening the management base and actively developing business, will decide returning profits to shareholders, taking into account the financial situation, business results, and cash flow

## Year-end dividend forecast

<b>2022/3 (Plan)</b>	<b>16.00 Yen per share</b>	<b>Dividend Payout Ratio 20.6%</b>
<b>2023/3 (Forecast)</b>	<b>18.00 Yen per share</b>	<b>Dividend Payout Ratio 19.9%</b>

- Summary for the 3Q of Fiscal Year March 2022
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### Mission

Become a leader to create a new knowledge society by providing ever greater number of customers with our services.

### Aspiration

Aspire to maintain our venture spirit and inquiring mind to seek technological innovation as well, and we would like to promptly reflect our customers' needs in our services. Evolving our services beyond simple business areas such as data processing and management into the most sought-after service available in a knowledge society.

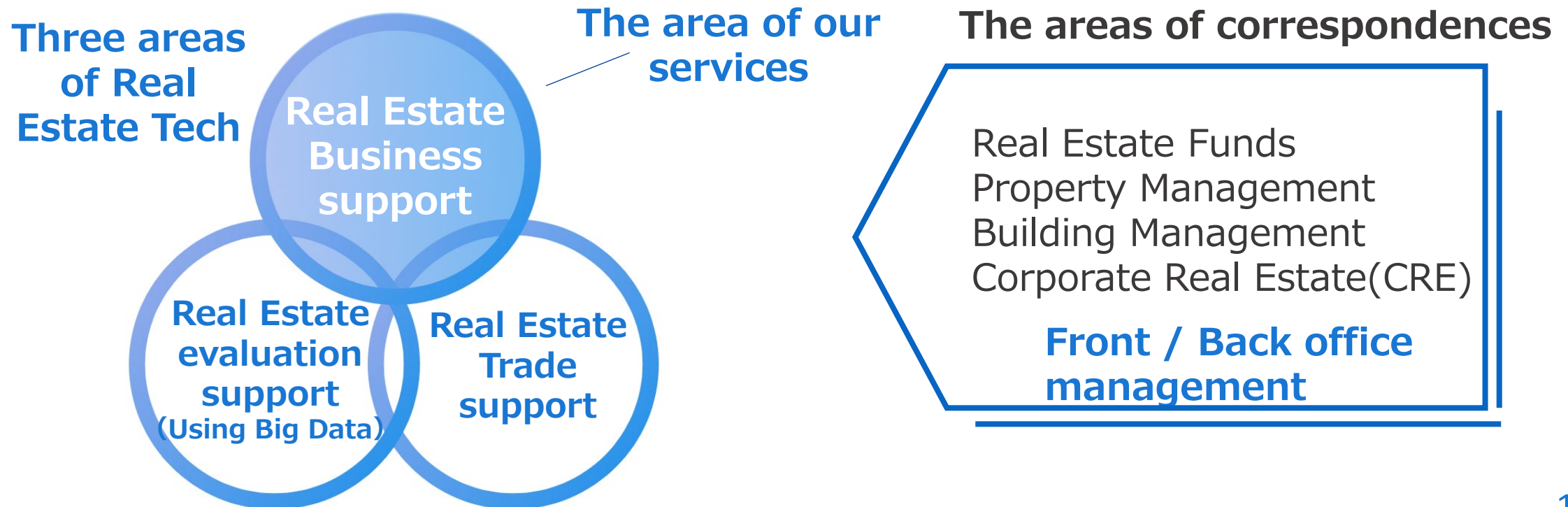
Corporate Name	Property Data Bank, Inc.
President	Sadahisa Takeno
Date of Establishment	October 2, 2000
Location	Hamamatsucho Square, 1-30-5, Hamamatsucho, Minato-ku, Tokyo
Main Business Activities	Cloud services business in relation to the operations and management of assets, facilities and real estate. Information management work in relation to the operations and management of assets, facilities and real estate. System integrator work in relation to cloud services.
Capital※	332 million Yen
Listed	Tokyo Stock Exchange Growth (4389)
Number of staff※	55

※2022/3/31



[B to B Real Estate Tech company] to streamline a variety of real estate-related operations

Real Estate  $\times$  Technology = Real Estate Tech



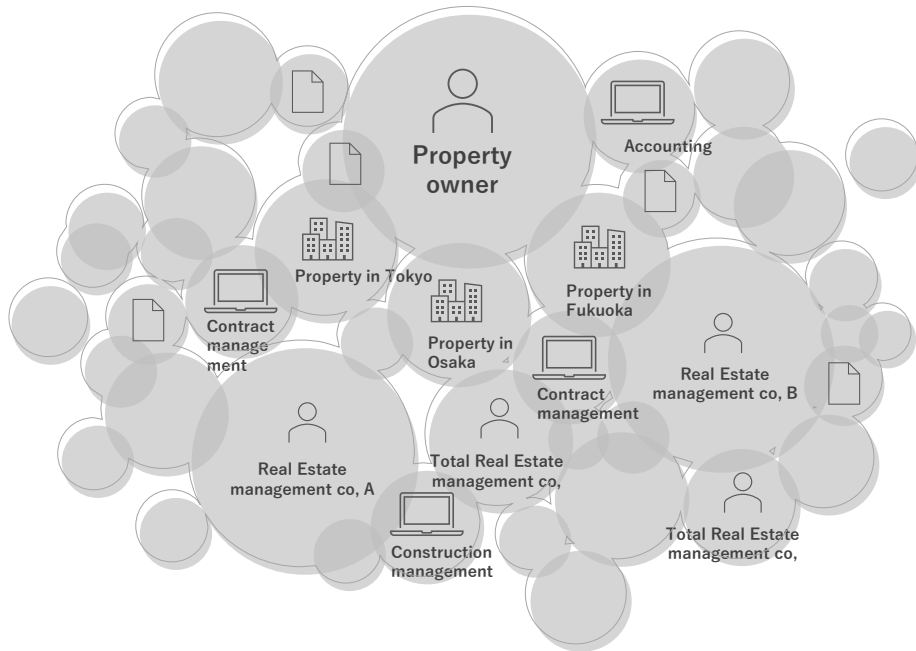
- \*Provide advanced software as a service (SaaS-Public Cloud)
- \*Support to streamline a variety of real estate-related operations and assets management



※ The public cloud is defined as computing services over the public Internet, making available to anyone (Companies, organizations) who wants to use.

Consolidate into “ONE CLOUD” from all operations related to real estate  
Elimination of inefficient operations associated with inter-system cooperation  
Supporting real-time management by digitizing real estate management

## Data management by separated platforms



@property  
Install



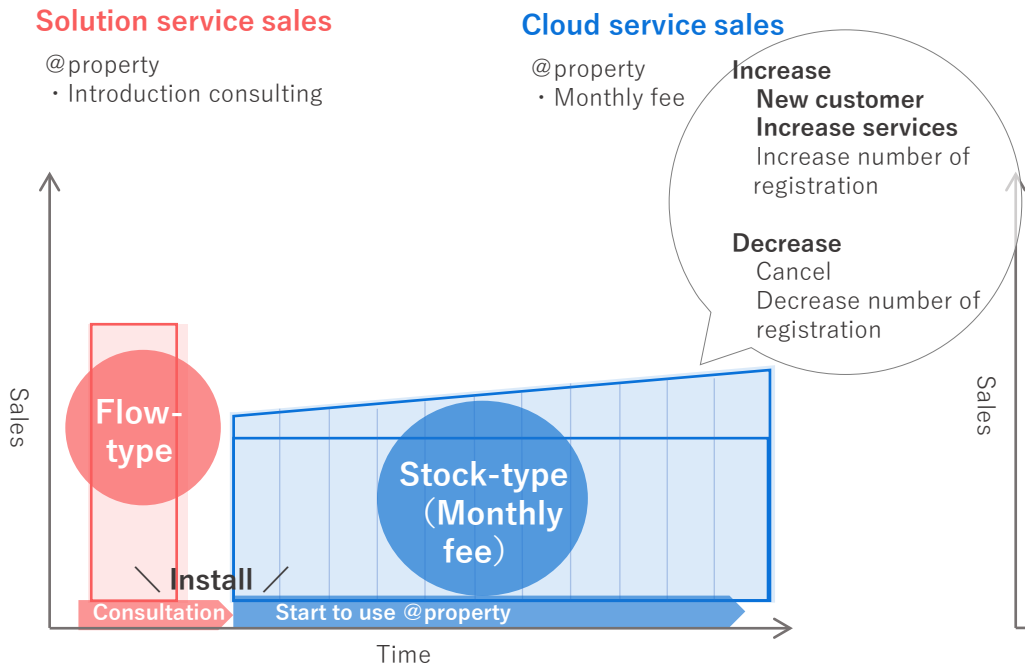
## “ONE CLOUD”



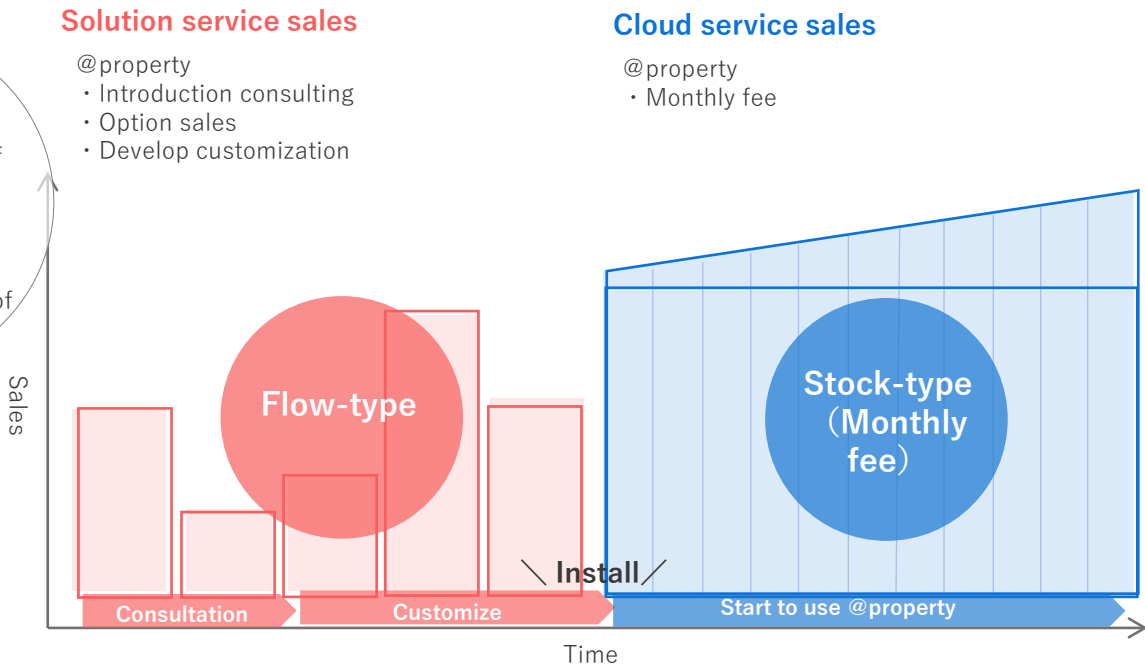
**Full coverage of real estate management operations such as Real Estate Funds and General Companies**

Established a solid earnings with both stock-type sales and flow-type sales by targeting customers seeking advanced Real Estate management

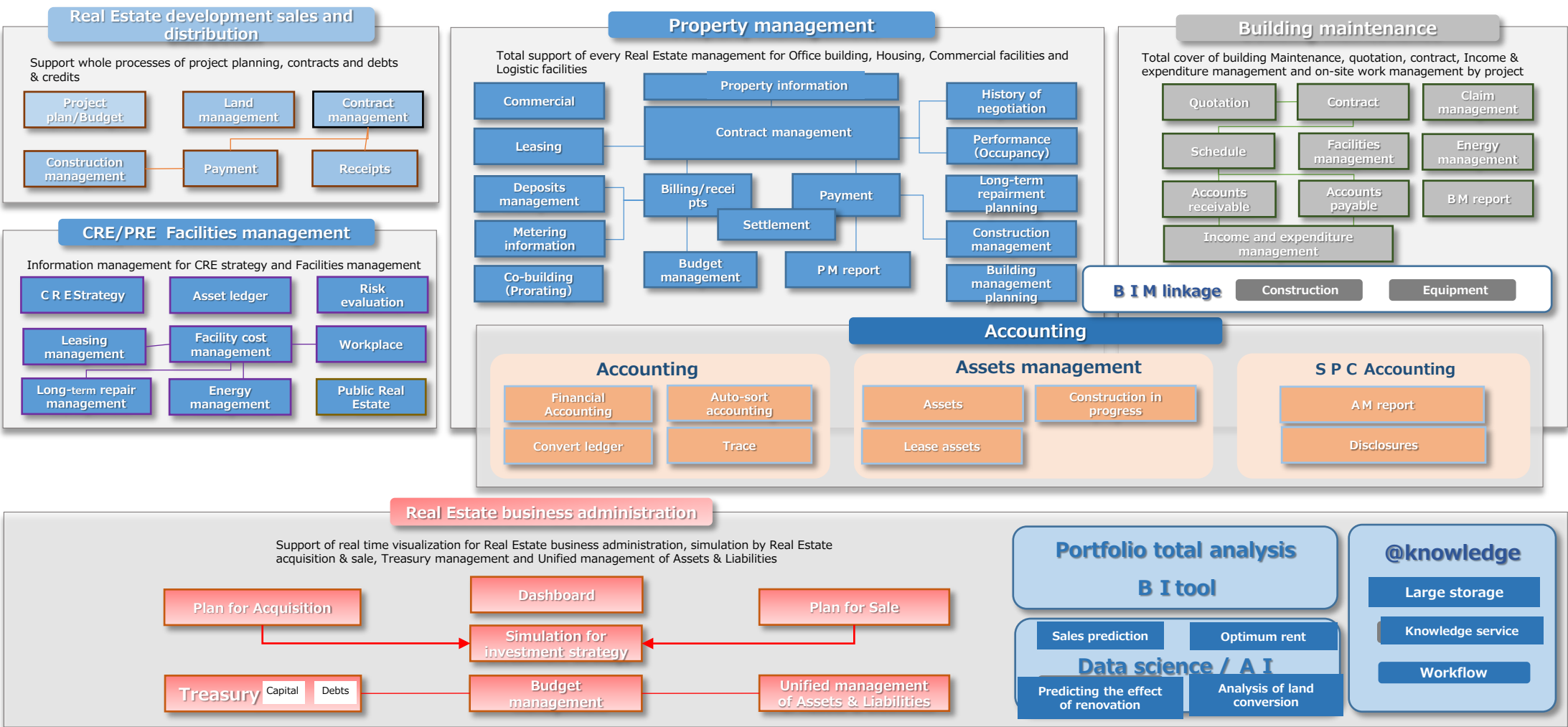
## Standard project introduction pattern



## Large-scale project introduction pattern



Provide solutions for Real Estate Business needs



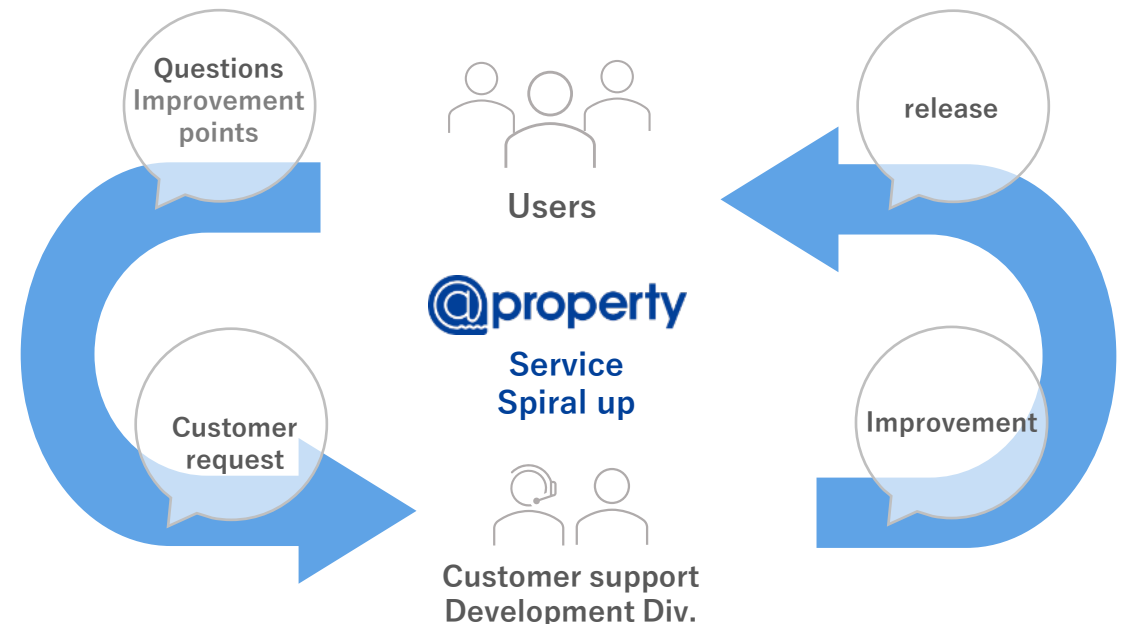
Improving service quality with users since its inception as a pioneer of public cloud-based services in Real Estate management

As the number of users increases, the utility value of the service increases, so it is easier to form a large barrier to entry compared to another package software

### As a pioneer of public cloud services



### As a public cloud services evolves to reflect the voice of users

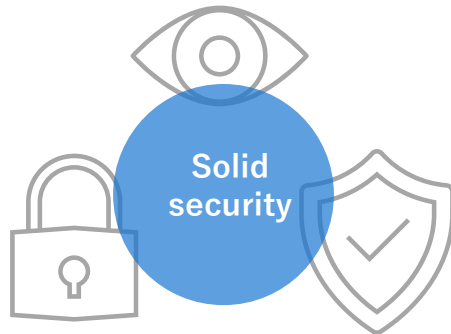


Obtained ISO27001 certification by applying Information Security Management System (ISMS) for business related to @property  
Transfer data to a remote data center and perform real-time backup in case of a disaster

## Solid security system

Managed by Solid security system

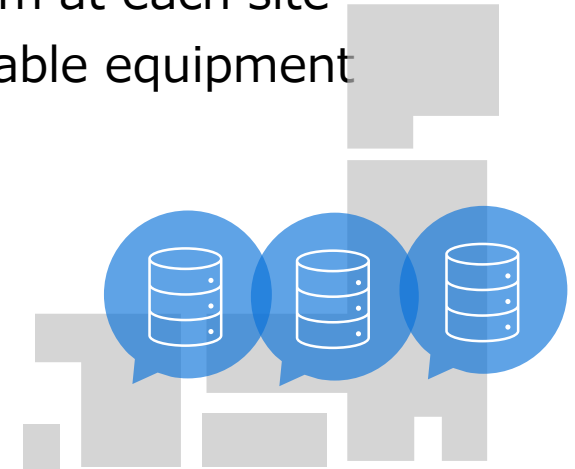
- collecting daily security info.
- 24/7 manned monitoring service
- Obtained ISO27001
- Perform regular vulnerability diagnosis



## Using 3 remote data centers in Japan

Configuration without data loss

- Using 3 data centers
- Redundant system at each site
- Select highly reliable equipment



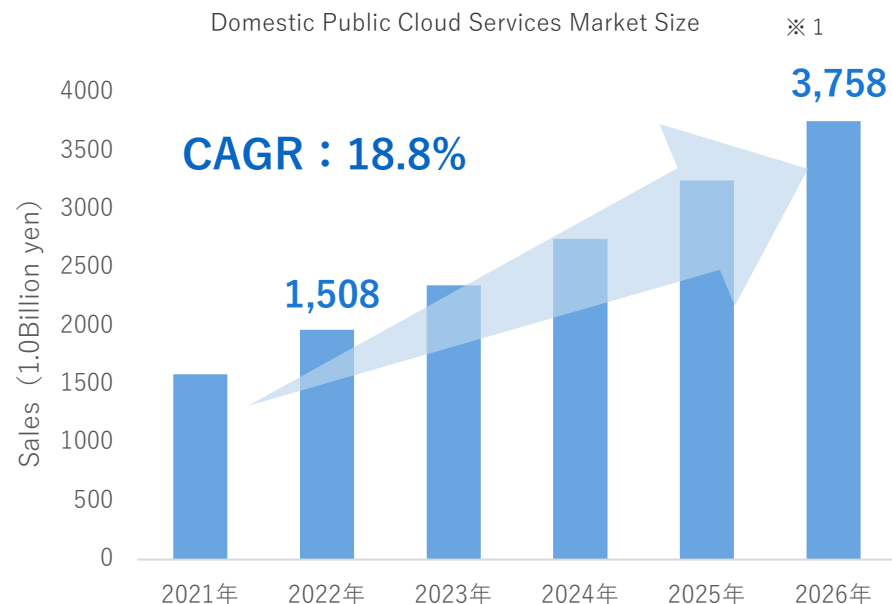


Increasing number of companies recognize DX as a high priority management issue in order to respond to the changing era

Driving high growth in the public cloud services market

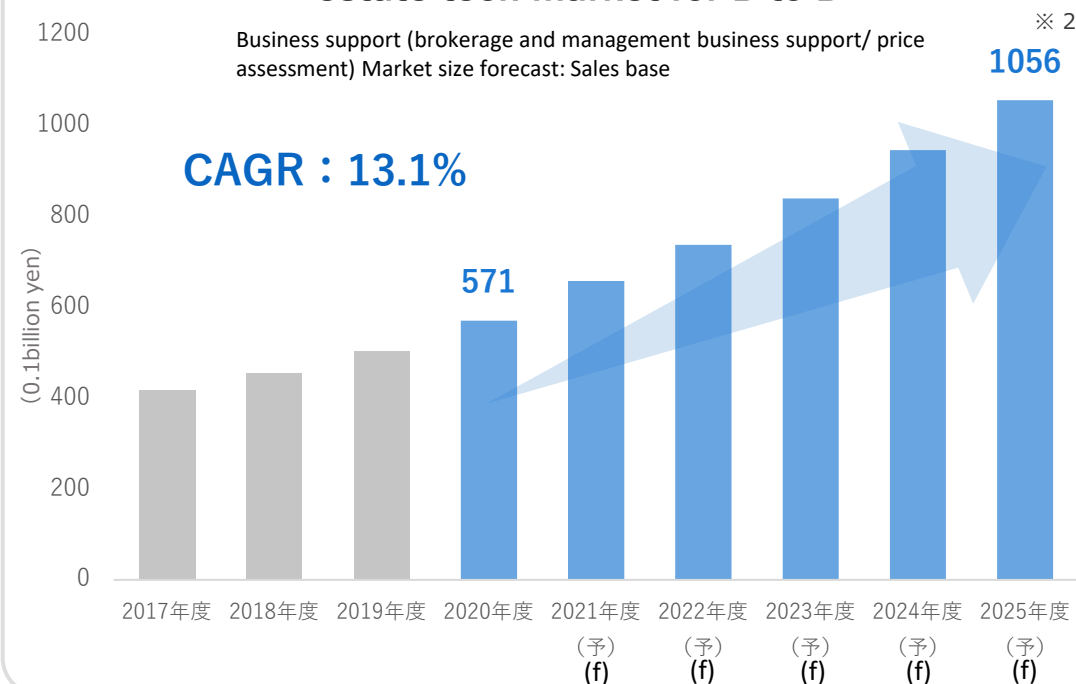
Business support real estate tech market is also expected to expand in the long term

## Growth Power of the Public Cloud Services Market



※1 IDC Japan press release "Domestic Public Cloud Services Market Sales Forecast, 2021-2026" (31, March 2022)

## Growth potential of the business support real estate tech market for B to B

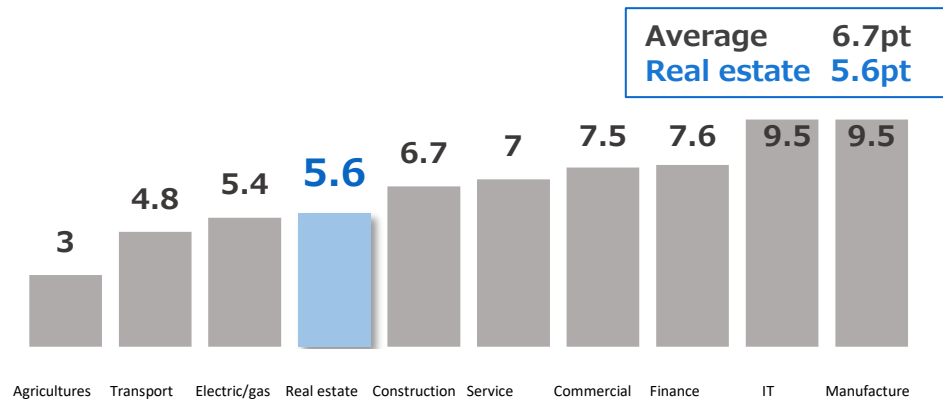


※2 Yano Research Institute, Inc. "2021 Real Estate Tech Market Reality and Outlook" (28 July 2021)

Using of ICT in domestic real estate market has left behind from other industries, then there is a room to improve productivity and efficiency  
Idea of Digital Transformation※1 (DX) accelerates IT of real estate business.  
Trend is reviewing legacy systems ※2 & changing the systems.

## Use of ICT situation in real estate market has left behind

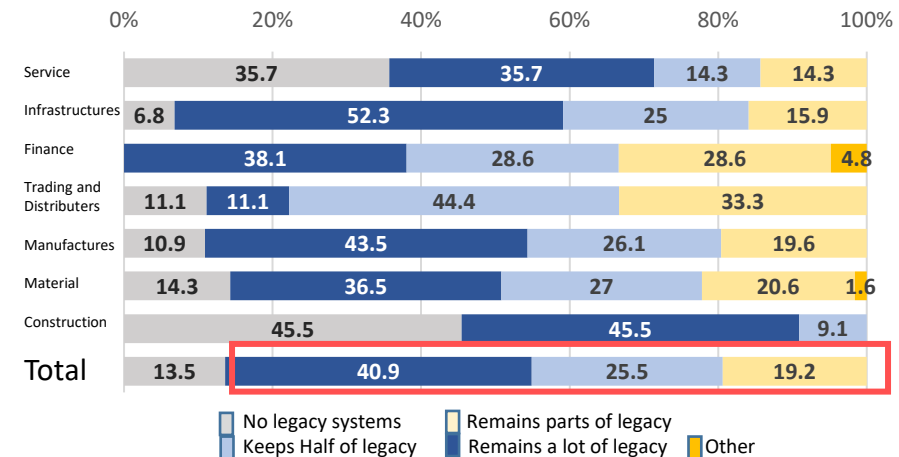
Use of ICT by industries(Score) ※3



There is a room to improve efficiency

## Many companies keep legacy systems

80% companies keep legacy systems ※4



DX accelerates ICT from legacy systems

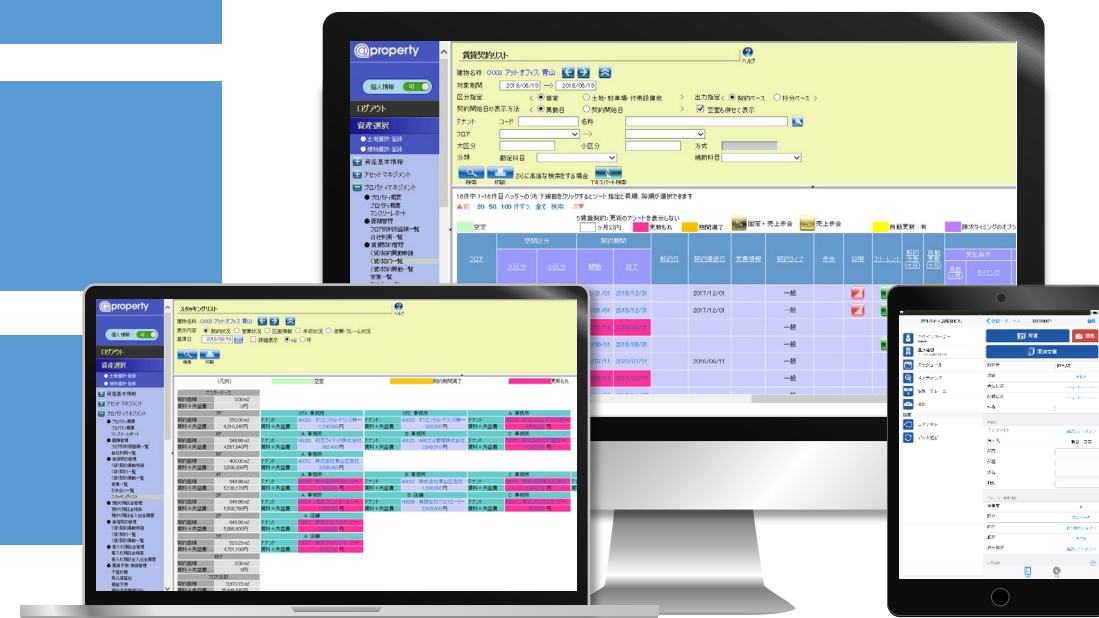
The sources ※1 Digital transformation is the process of using digital technologies to create new — or modify existing — business processes, culture, and customer experiences to meet changing business and market requirements.  
※2 Legacy system is the outdated and non-efficiency system  
※3 Making graph by using database of Ministry of Internal Affairs  
※4 Making graph by using database of Ministry of Economy, Trade and Industry

PDB creates “Real Estate DX Platform” which can support basic of customer business by digitalize all Real Estate information

- Make more efficiency

- Establish real-time management

- Support customer's future strategy





**For more IR information, please feel free to contact**  
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