

FY2022~FY2026

Mid-term management plan

Property Data Bank, Inc.

2022/4/28

Securities code 4389



Changed the Medium-term Management from a 3-year rolling to a 5-year fixed

Aiming for sales 7.5 billion yen and operating profits 1.7 billion yen in five years

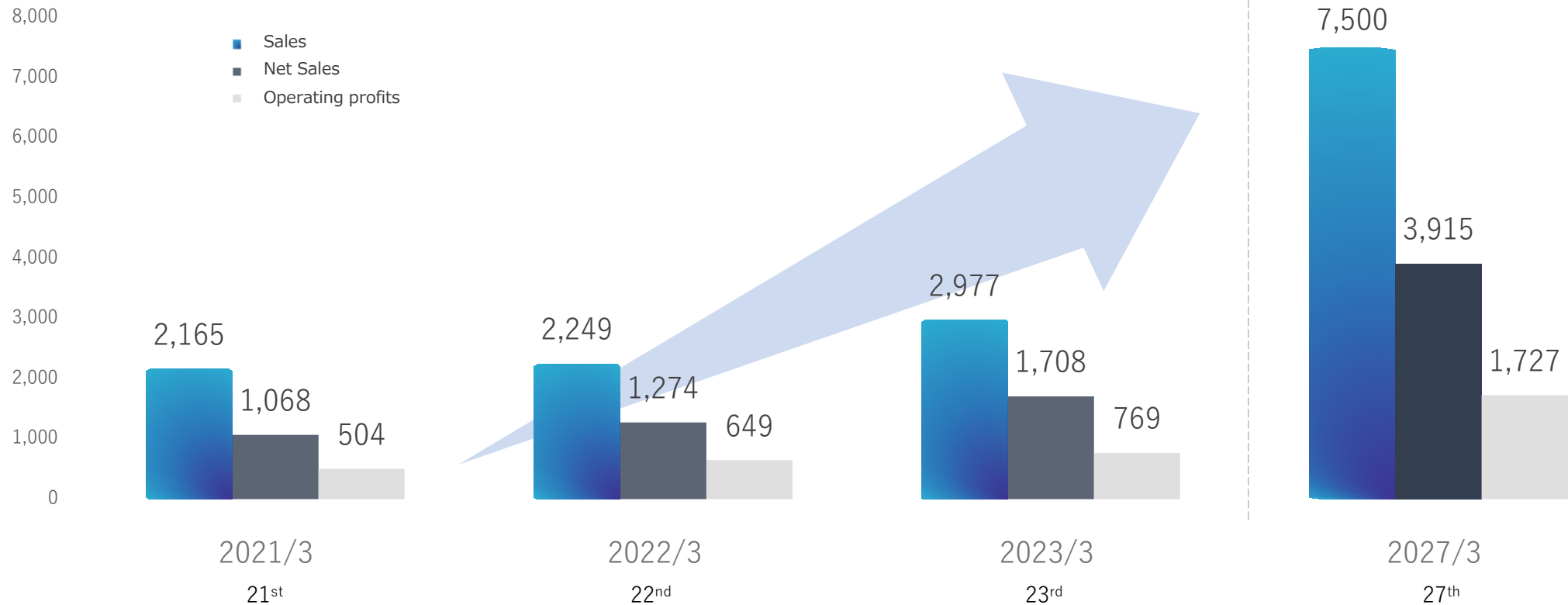
In addition to further expanding the functions provided through the PDB Group, we will expand into new fields.

Fully covered “Real Estate WHOLE LIFE ”

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

Five years from now, we will aim to exceed sales of 7.5 billion yen and operating profits of 1.7 billion yen

(: Million yen)



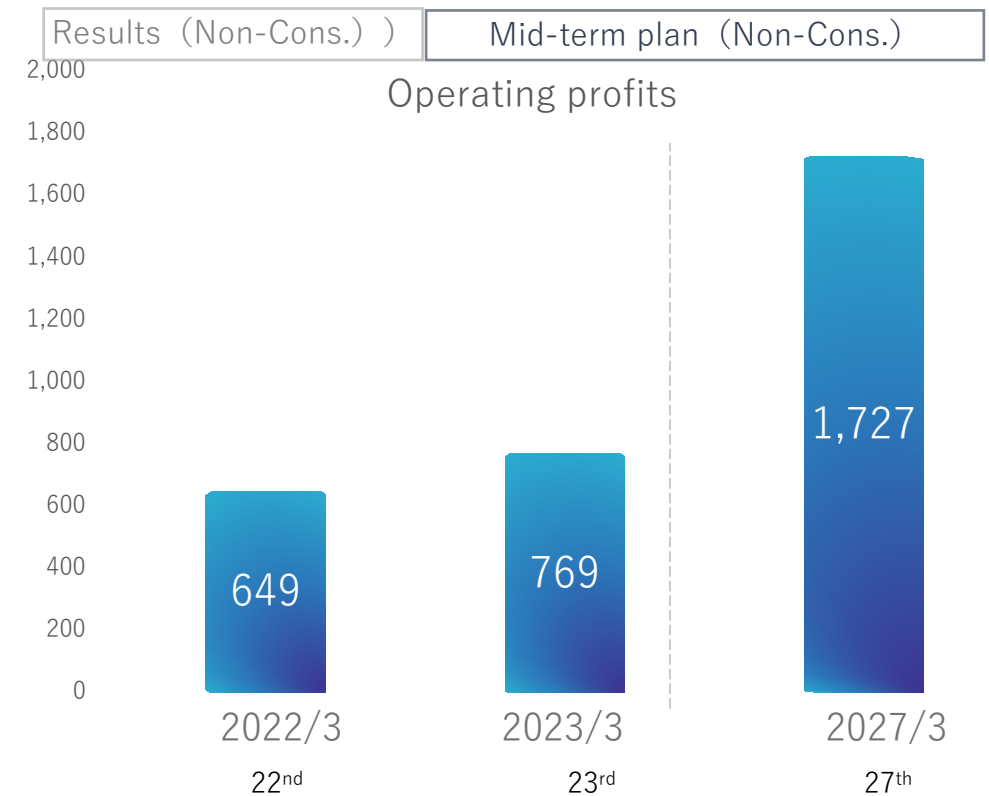
Results(Non-consolidated)

Mid-term management plan 5year(Consolidated)

Consolidated Performance Targets (profit at each stage)

Increase our corporate value by expanding its functions and enlarging into new areas

	Results (Non-Cons.))	Mid-term plan (Non-Cons.)	
(: Million yen)	(Now) 22nd 2022/3	23rd 2023/3	27th 2027/3
Net Sales	1,274	1,708	3,915
Selling, general and administrative expenses	625	939	2,187
Operating profits	649	769	1,727
Ordinary incomes	652	769	1,727
Net income	448	523	1,174

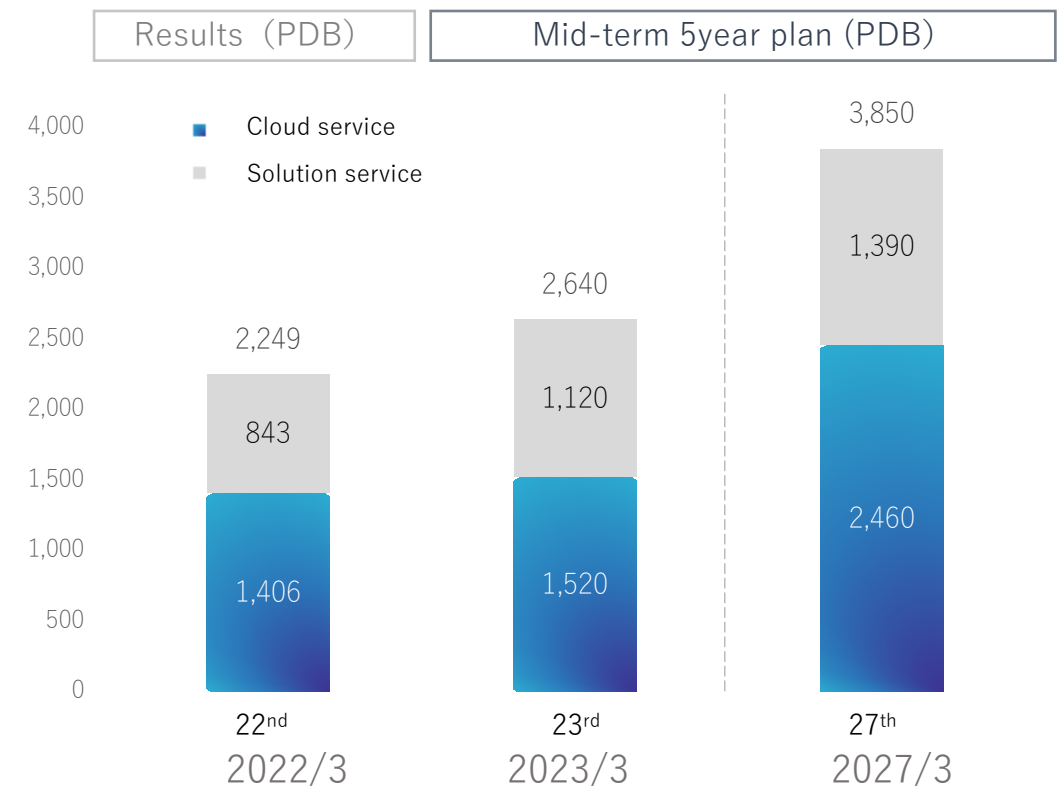


Implement various measures from a medium- to long-term perspective and expand the scale of profits

	Results (Non-Consolidated)		Mid-term plan 5 year (Consolidated)		
	22nd 2022/3		23rd 2023/3		27th 2027/3
(: Million yen)	Results	Change	Plan	Ref: Change (Compared Non-Cons.)	Plan
Sales	2,249	+83 +3.9%	2,977	+728 +32.4%	7,500
PDB Cloud service	1,406	+143	1,520	+113	2,460
Only Solution service	843	△59	1,120	+276	1,390
PDB Group	—	—	337	+327	3,650
Cost of Sales	975	△122	1,269	+294	3,585
Gross Profits	1,274	+206	1,708	+433	3,915
(Gross Profit margin)	56.7%		57.4%		52.2%
Selling, general and administrative expenses	625	+61	939	+313	2,187
(Expenses ratio on sales)	27.8%		31.5%		29.2%
Operating profits	649	+144	769	+120	1,727
(Operating profits on sales)	28.9%		25.8%		23.0%
Ordinary income	652	+132	769	+116	1,727
(Ordinary income margin)	29.0%		25.8%		23.0%
Net income	448	+98	523	+74	1,174
(Net income ratio)	20.0%		17.6%		15.7%

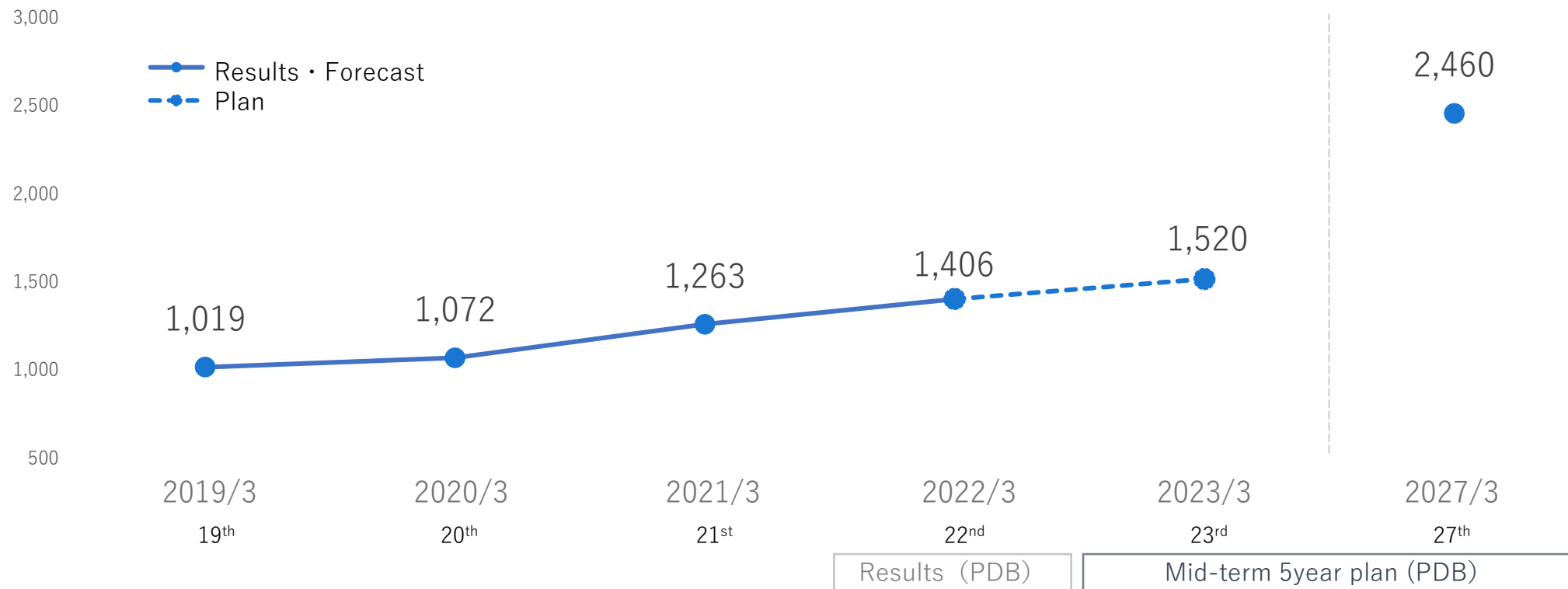
As needs for IT in the real estate field become more sophisticated, we promote more systematic and activities for receiving continuous order on large-scale projects. Aiming to renew sales for each fiscal year after the FY23rd following the FY22nd.

(: Million yen)	Results (PDB)	Mid-term 5year plan (PDB)	
	(Now) 22nd 2022/3	23rd 2023/3	27th 2027/3
Sales	2,249	2,640	3,850
Cloud service	1,406	1,520	2,460
Solution service	843	1,120	1,390



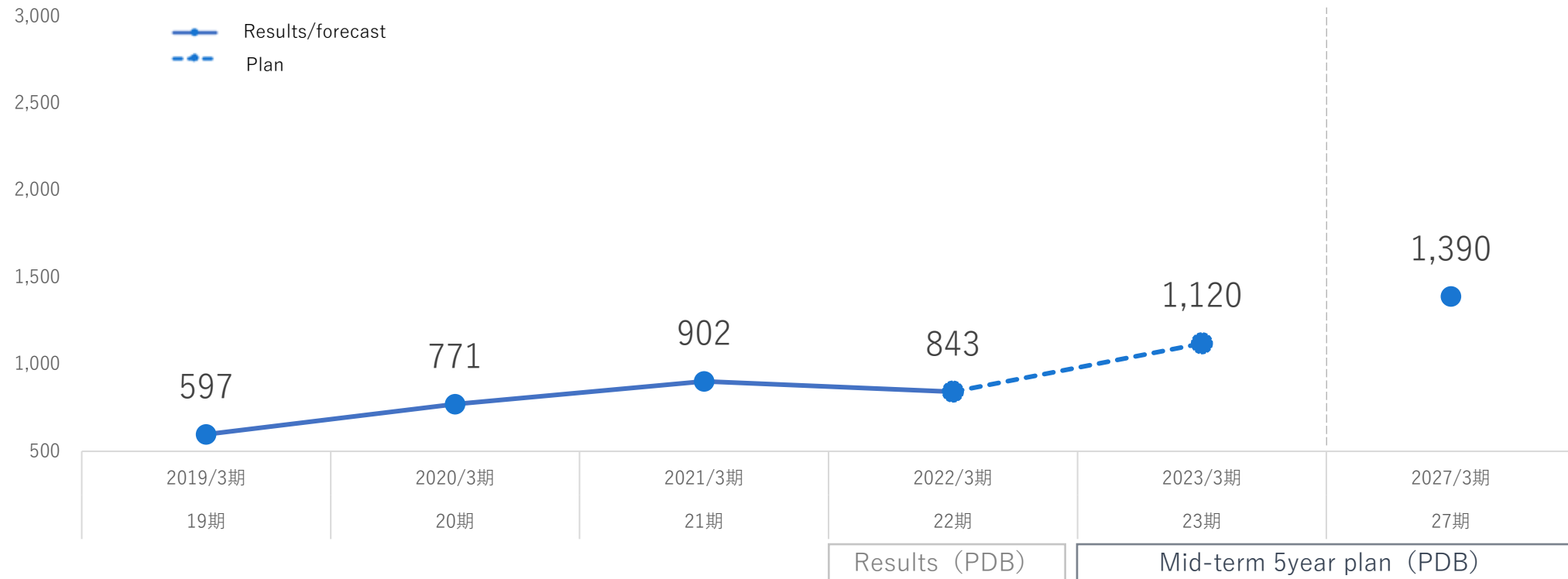
We will focus on further improving competitiveness in existing fields and developing strategic priority areas,
Continuous expansion of revenue-driven our cloud services.

(: Million yen)



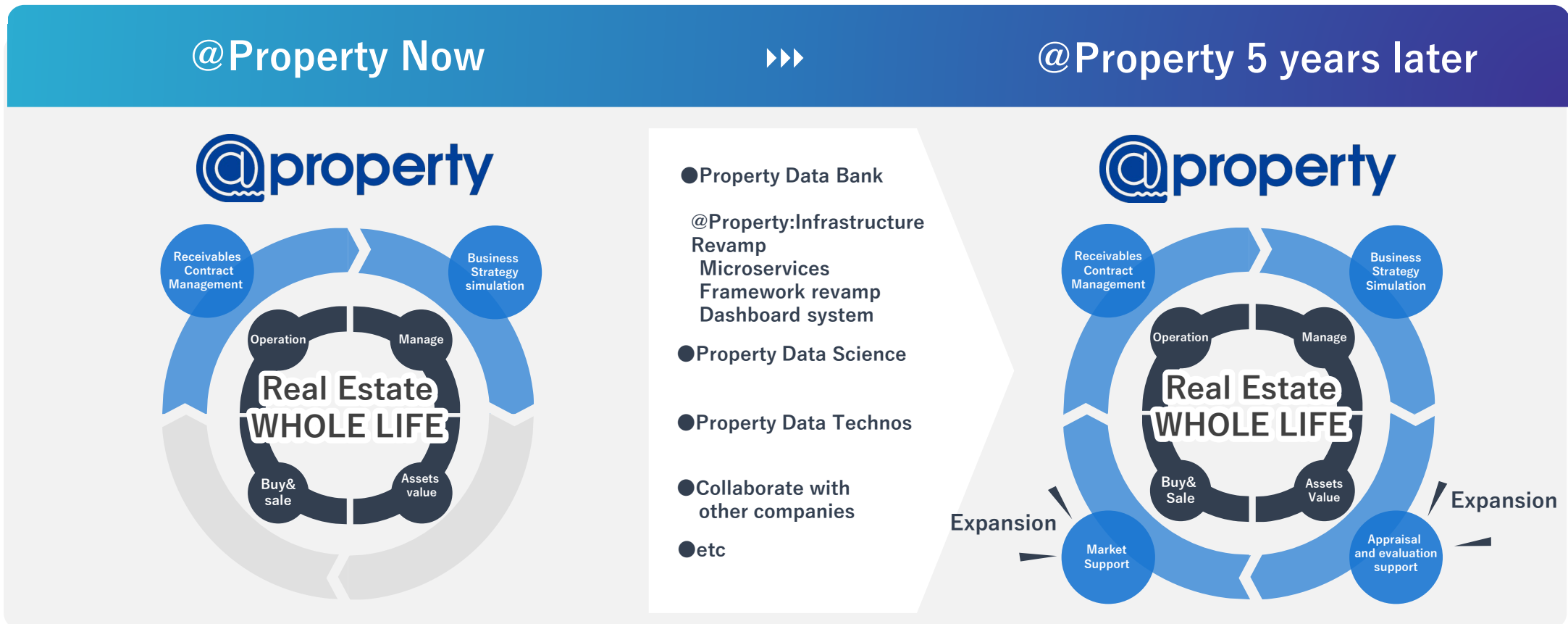
Expand solution services and accelerate cloud service growth

(: Million yen)



@Property and Real Estate WHOLE LIFE

Full coverage of real estate WHOLE LIFE * with @Property representing the life until "acquisition, management, and sale" of real estate assets held by companies, etc. Challenging to be a real estate DX platform that supports the business from the foundation, closely related to the life of customers' real estate assets. In addition to revamping the foundation of @Property, we will expand our business through synergies with group companies and cooperative companies



* Real Estate WHOLE LIFE = represents the life of real estate assets. Whole Life Cost, a new concept to replace LCC(Life Cycle Cost), is based on an international concept that manages and evaluates expenses and income over the life of real estate assets held by companies, etc., and evaluates efforts to improve the value of assets.

Real Estate Market Support Platform for Corporations

Realize a highly transparent corporate real estate market support platform by utilizing the amount of real data accumulated in @Property

Development of real estate market support for corporations

- **Property Data Science**

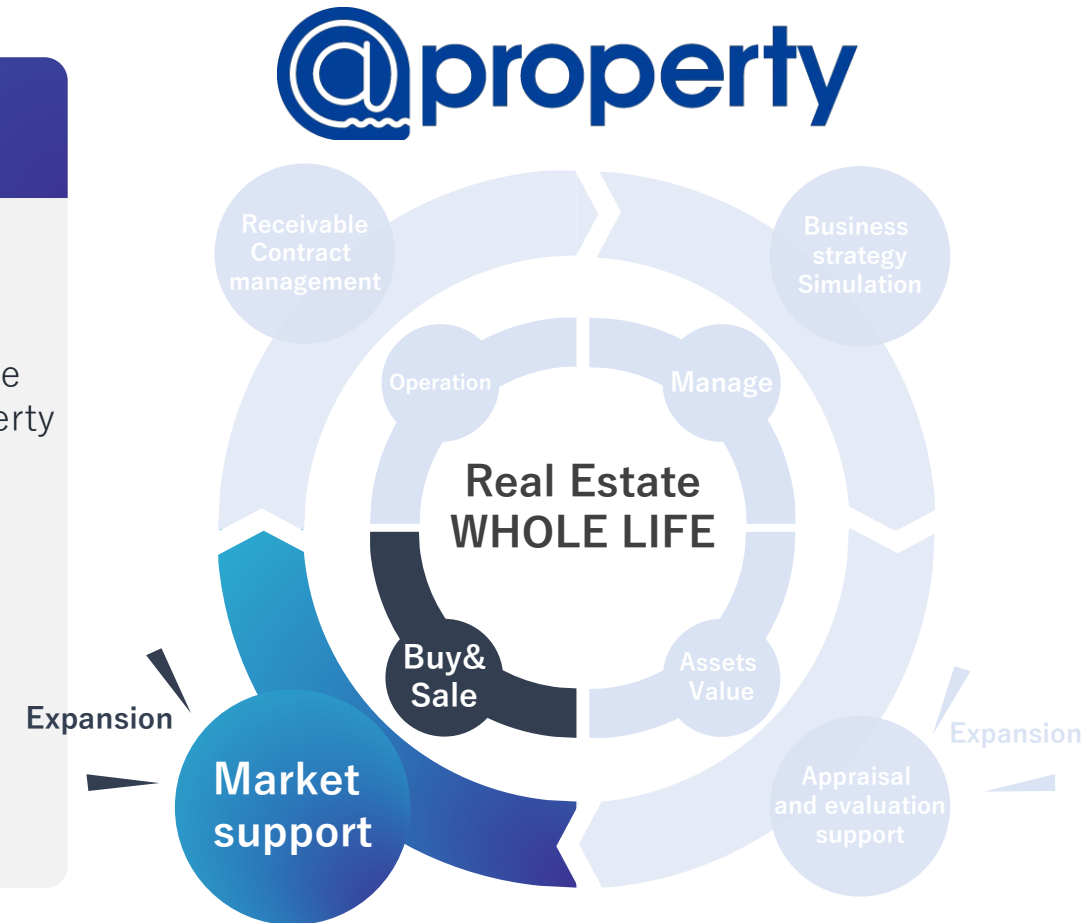
Utilizing the know-how cultivated in appropriate price analysis, store opening forecast analysis, business forecast analysis, etc., we estimate highly transparent real estate prices and create synergies with @property

- **Property Data Technos**

Supporting the smooth distribution of real estate information through the digitization of real estate management documents

- **etc.**

Establish a new business category and a new company that fully covers Real Estate WHOLE LIFE



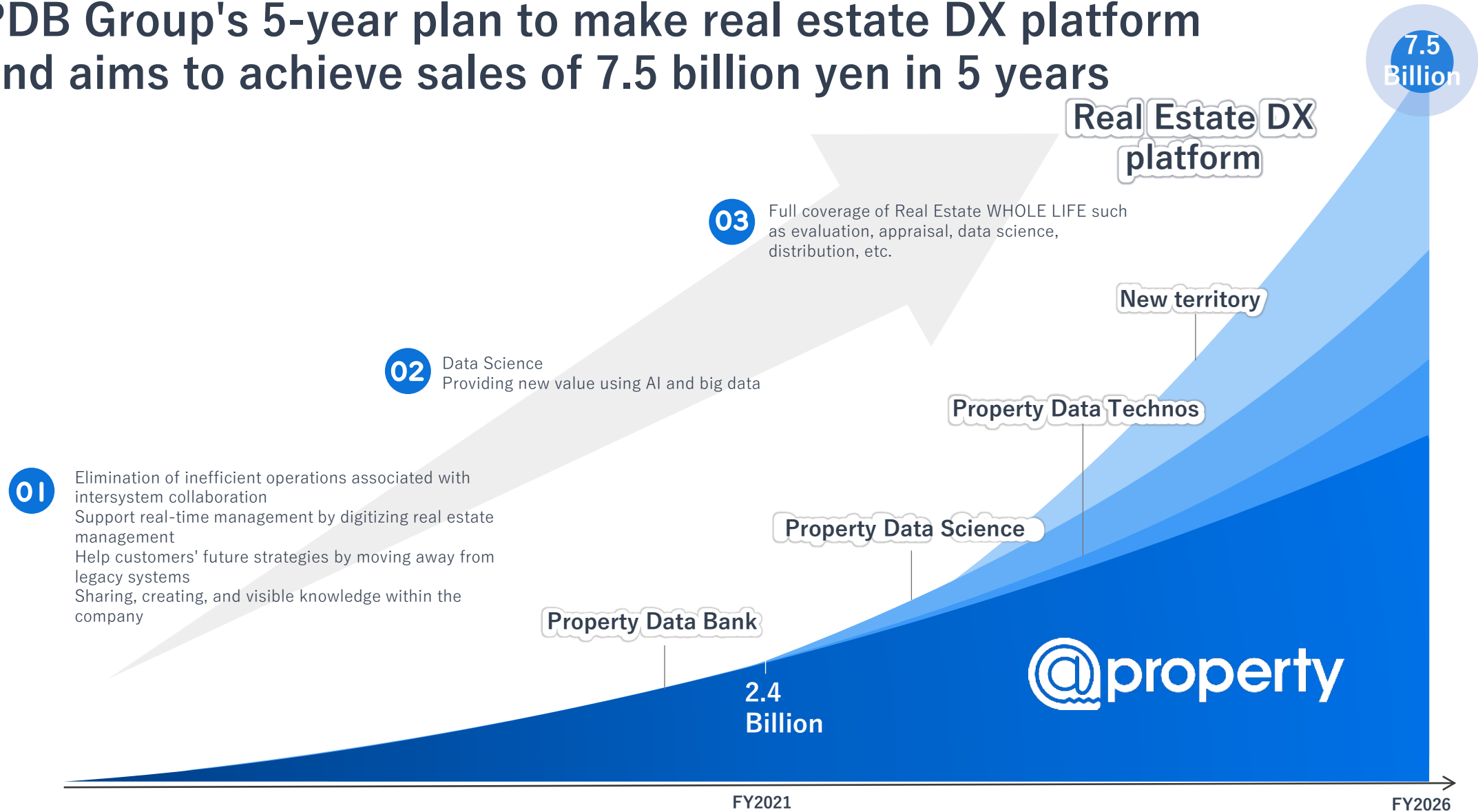
Roadmap for achieving the Medium-Term Management Plan

Based on infrastructure renovation of @Property, further enhancements and new functions will be developed to meet market needs.

We plan to develop innovation through synergies with Group companies and support for real estate distribution for corporations that we have never dealt with before.

	PRESENT >>>	FUTURE >>>
Enhancement New Feature Development	<ul style="list-style-type: none"> ▶ Response to ordinances and tax reforms ▶ Strengthen management of business facilities ▶ Enhanced leasing report 	<ul style="list-style-type: none"> ▶ Version up of @Knowledge ▶ Project Management Features ▶ Release Comfort version
Real estate market Support platform for corporations	<ul style="list-style-type: none"> ▶ Release required functions sequentially 	
Data Science	<ul style="list-style-type: none"> ▶ Store opening forecast analysis ▶ Store opening area search 	<ul style="list-style-type: none"> ▶ Appropriate price analysis, business forecast analysis, management maintenance analysis, AI management analysis, etc. ▶ Synergies within the PDB Group
@Property Infrastructure renovation	<ul style="list-style-type: none"> ▶ @Property framework renewal ▶ Micro service (Containerization) 	<ul style="list-style-type: none"> ▶ Dashboard system ▶ New @ Property Design Revamped
Business alliances, etc.	<ul style="list-style-type: none"> ▶ Business alliances ▶ M & A 	

PDB Group's 5-year plan to make real estate DX platform and aims to achieve sales of 7.5 billion yen in 5 years





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