



# First Quarter of Fiscal 2023 Supplementary Materials

*Property Data Bank, Inc.*

2022/7/28

Securities code 4389

**01**

Performance Highlights for the First Quarter

**02**

Company overview

**01**

## Performance Highlights for the First Quarter

## **Consolidated accounting begins in the first quarter of Fiscal 2023 Increased sales and profit(Y/Y) after consolidated accounting**

- Even the impact of the Covid-19 infection prolonged, the invest need to IT continues to recover which supports corporate DX (digital transformation)
- Steady progress project promotion activities for large-scale projects which have continued since the previous fiscal year
- Gain on bargain purchase associated with the acquisition of new consolidated subsidiaries is recorded as Extraordinary income

# Income statement (Year-on-year)

**Property Data Bank, Inc.**

※Shift to consolidated accounting from the Fiscal 2023

※ Truncated less than a Million

( : Million Yen)

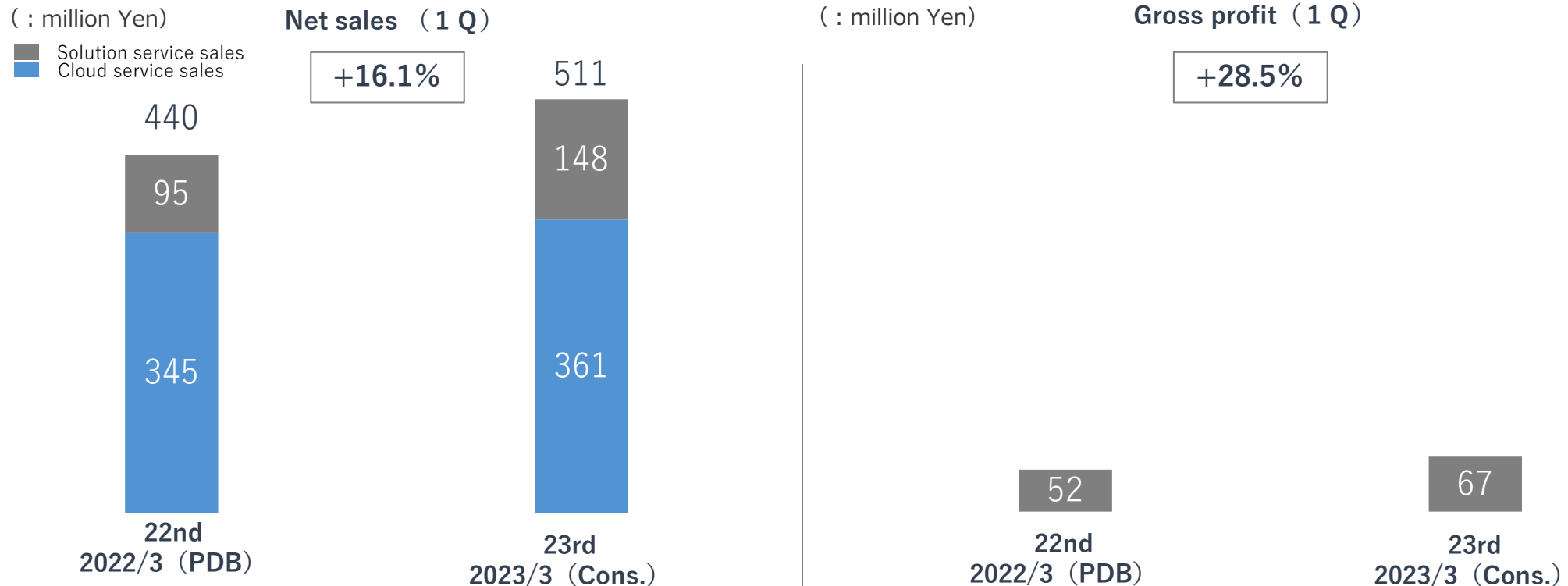
	< Ref. > 22 <sup>nd</sup> 2022/3 2021/4 - 2021/6 (PDB)	23 <sup>rd</sup> 2023/3 2022/4 - 2022/6 (Cons.)	Change	Ratio
<b>Net Sales</b>	<b>440</b>	<b>511</b>	<b>+71</b>	<b>+16.1%</b>
Cloud services	345	361	+16	+4.6%
Solution services	95	148	+53	+55.6%
Other	-	2	+2	-
<b>Gross profit</b>	<b>199</b>	<b>266</b>	<b>+66</b>	<b>+33.4%</b>
Gross profit margin	45.3%	52.0%	-	-
<b>Selling, general and administrative expenses</b>	<b>147</b>	<b>199</b>	<b>+51</b>	<b>+35.2%</b>
<b>Operating profits</b>	<b>52</b>	<b>67</b>	<b>+14</b>	<b>+28.5%</b>
operating profit on sales	11.8%	13.1%	-	-
<b>Ordinary Income</b>	<b>52</b>	<b>66</b>	<b>+14</b>	<b>+27.8%</b>
<b>Profit attributable to shareholders of the parent company.</b>	<b>35</b>	<b>103</b>	<b>+70</b>	<b>+194.5%</b>

\*Based on the Practical Guidelines for Capital Consolidation Procedures in the Consolidated Financial Statements, financial information prior to the acquisition date of control is not taken in.

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## Net sales were +71 million yen (up 16.1%) and operating profit was +14 million yen (up 28.5%)

- Sales of cloud services steadily increased by 16 million yen (up 4.6%)
- Solution service sales increased in sales +53 million yen (up 55.6%) activities for large-scale projects that have been ongoing since the previous fiscal year
- Operating income increased by sales and cost reduction effects by +14 million (up 28.5%)



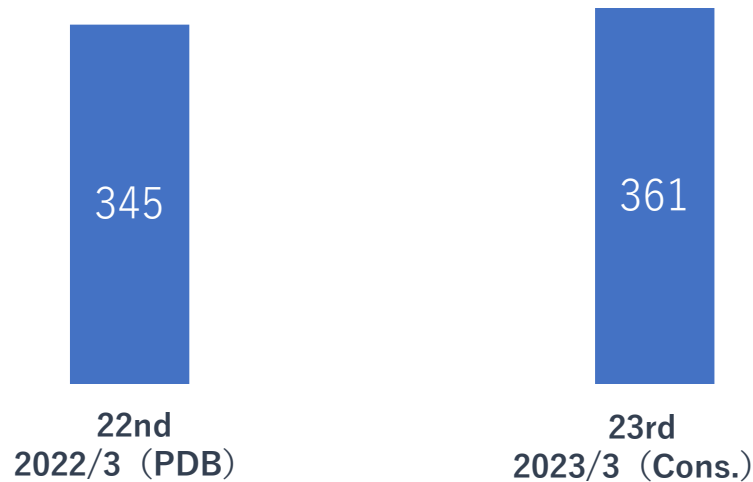
※ Truncated less than a Million

**Quarter Average of Monthly Cloud service fee +16million Yen(+4.6%)** (Year-on-year)  
**Solution service sales was +53million Yen(+55.6%)** (Year-on-year)

Quarter Average of Monthly Cloud service fee

( : million Yen)

+4.6%



Solution service sales

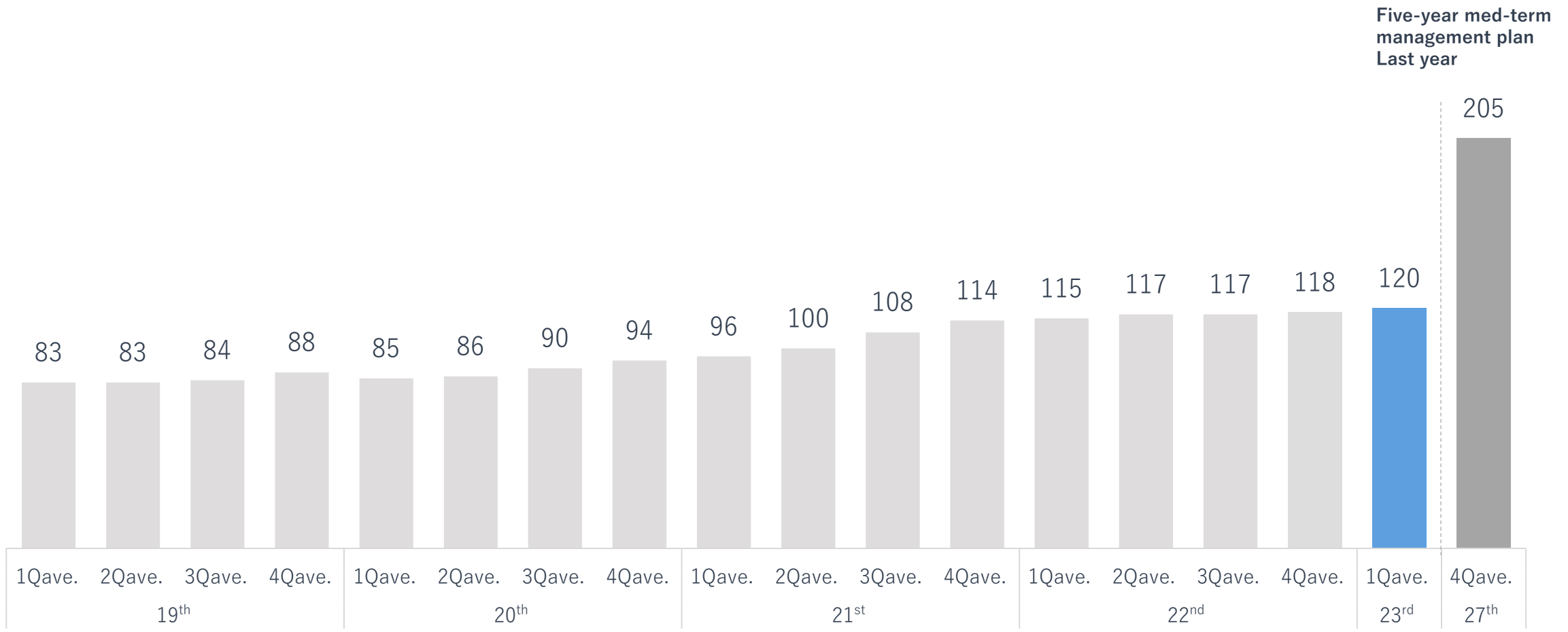
( : million Yen)

+55.6%



※ Truncated less than a Million

# Monthly Cloud service fee increased steady

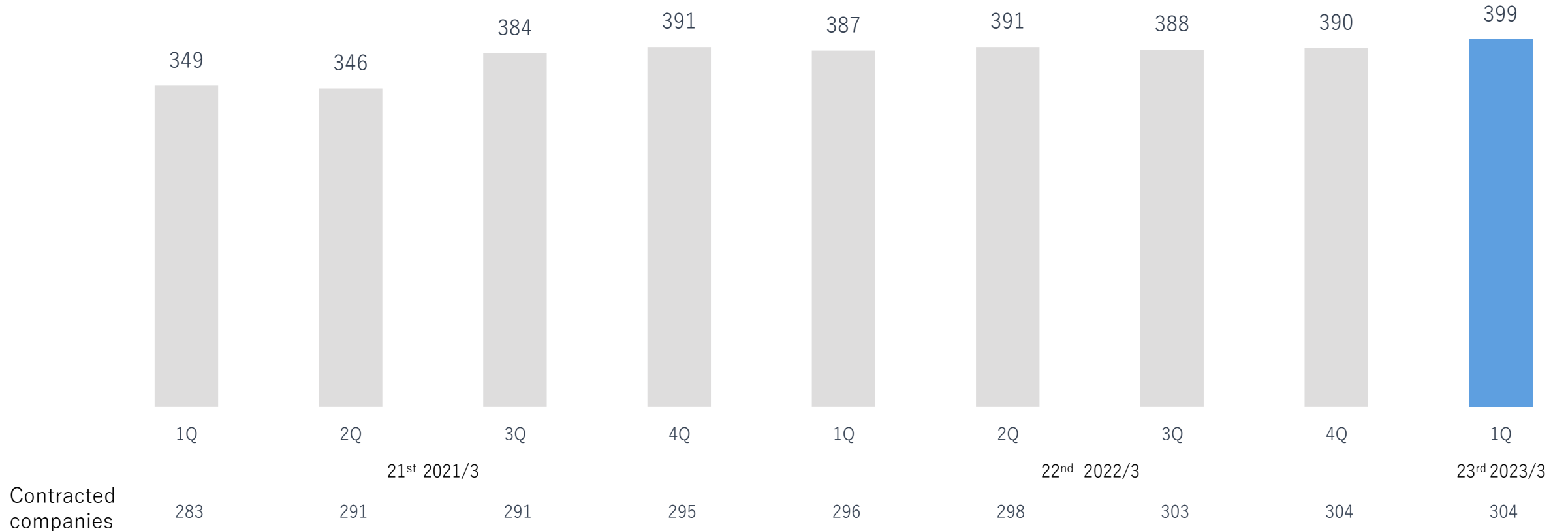




**Average of Monthly Cloud service per company was +3.0%  
+8 thousands yen (+2.1%) from previous Quarter**

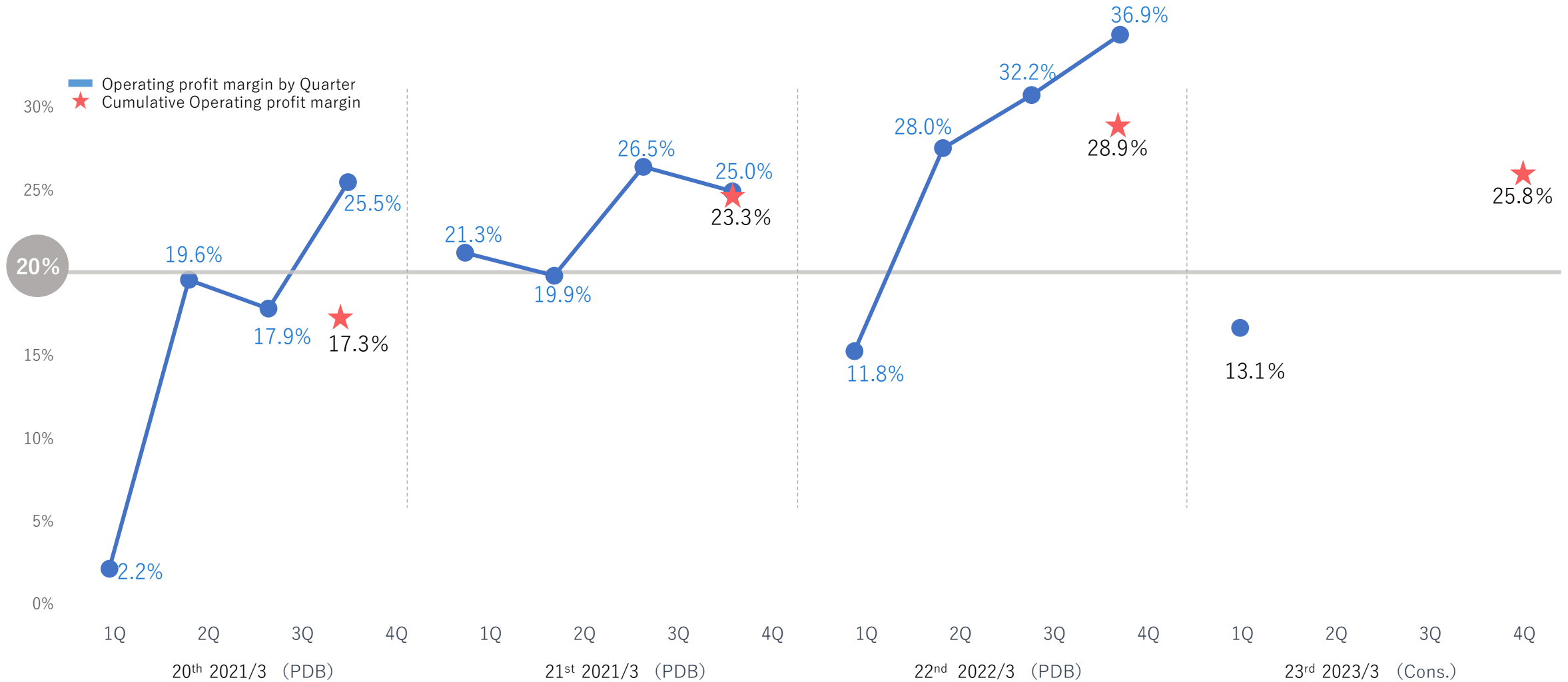
Monthly Cloud service per company

( : Thousand yen)



## Operating profit margin for the First quarter 2023/3 was 13.1%

※ Consolidated accounting from 2023/3



## Equity ratio keeps stable level as 76.2%

22nd (PDB)  
2022/3

(Million Yen)

<b>Current Assets</b> 2,047	<b>Current Liabilities</b> 495
	<b>Non-current Liabilities</b> 199
<b>Net Assets</b> 2,497	
<b>Tangible and intangible fixed assets</b> 555	
<b>Investments</b> 589	

**Total Assets 3,192**  
**Equity ratio 78.2%**

23rd (Cons.)  
2023/3 (1Q)

(Million Yen)

<b>Current Assets</b> 2,022	<b>Current Liabilities</b> 475
	<b>Non-current Liabilities</b> 295
<b>Net Assets</b> 2,517	
<b>Tangible and intangible fixed assets</b> 637	
<b>Investments</b> 628	

**Total Assets 3,288**  
**Equity ratio 76.2%**

**02**

## Company overview

### 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.

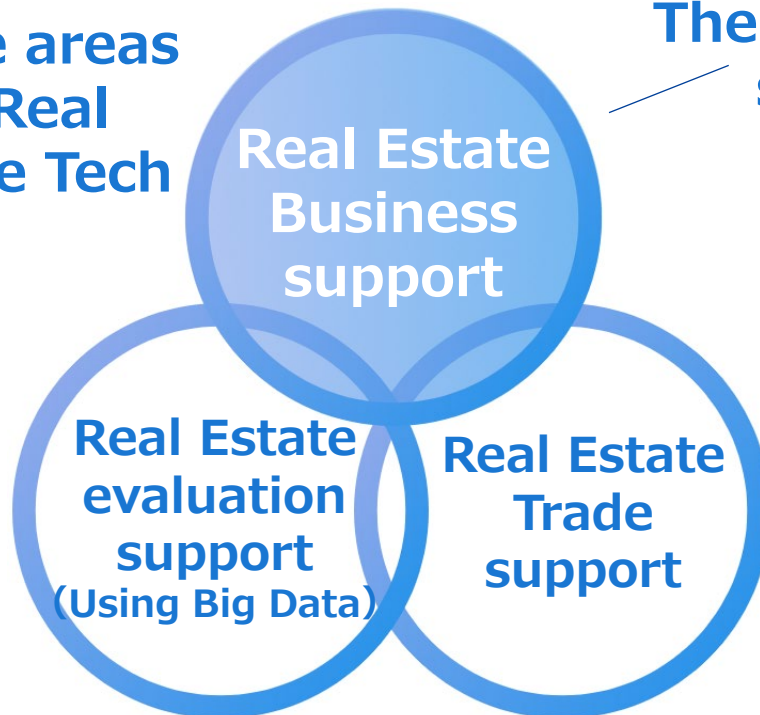
<b>Corporate Name</b>	Property Data Bank, Inc.
<b>President</b>	Sadahisa Takeno
<b>Date of Establishment</b>	October 2, 2000
<b>Location</b>	Hamamatsucho Square, 1-30-5, Hamamatsucho, Minato-ku, Tokyo
<b>Main Business Activities</b>	Cloud services business in relation to the operations and management 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
<b>Capital</b> ※	332 million Yen
<b>Listed</b>	Tokyo Stock Exchange Mothers (4389)
<b>Number of staff</b> ※	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

Three areas  
of Real  
Estate Tech



The area of our  
services

The areas of correspondences



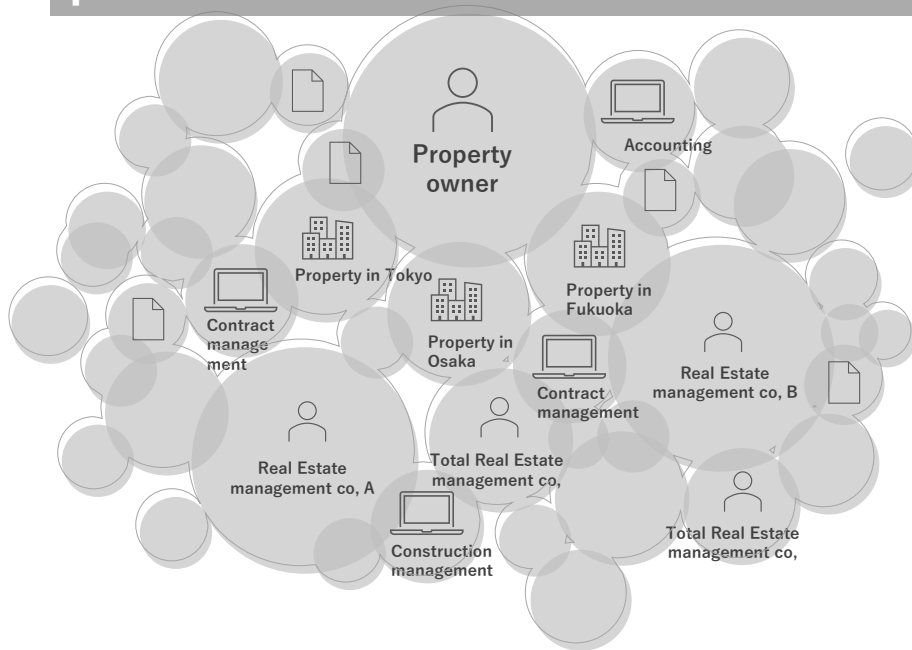
- \*Provide advanced software as a service (SaaS-Public Cloud)
- \*Support to streamline a variety of real estate-related operations and assets management



※ 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

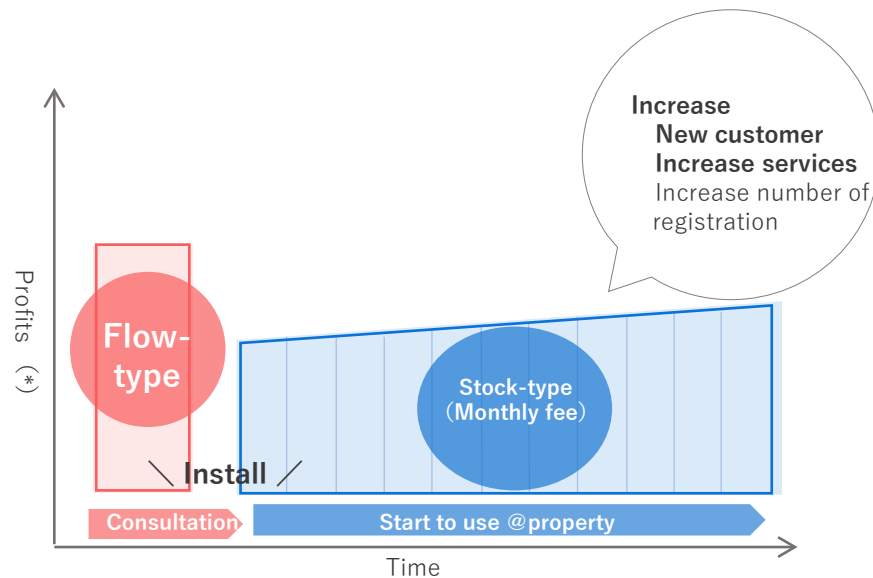
## Standard project introduction pattern

### Solution service sales

- @property
- Introduction consulting

### Cloud service sales

- @property
- Monthly fee



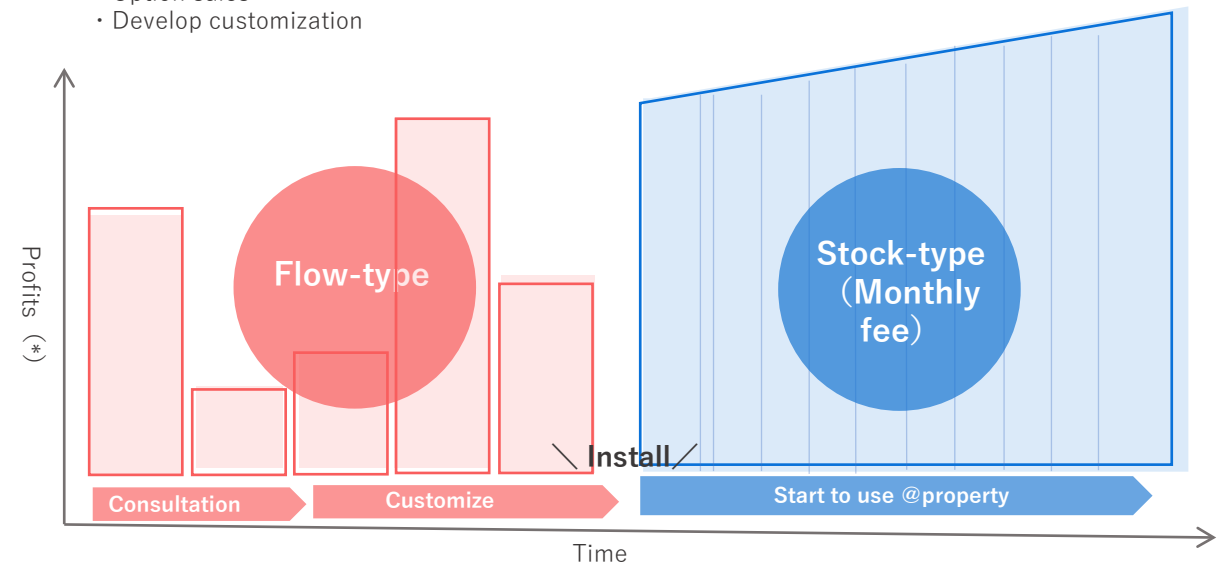
## Large-scale project introduction pattern

### Solution service sales

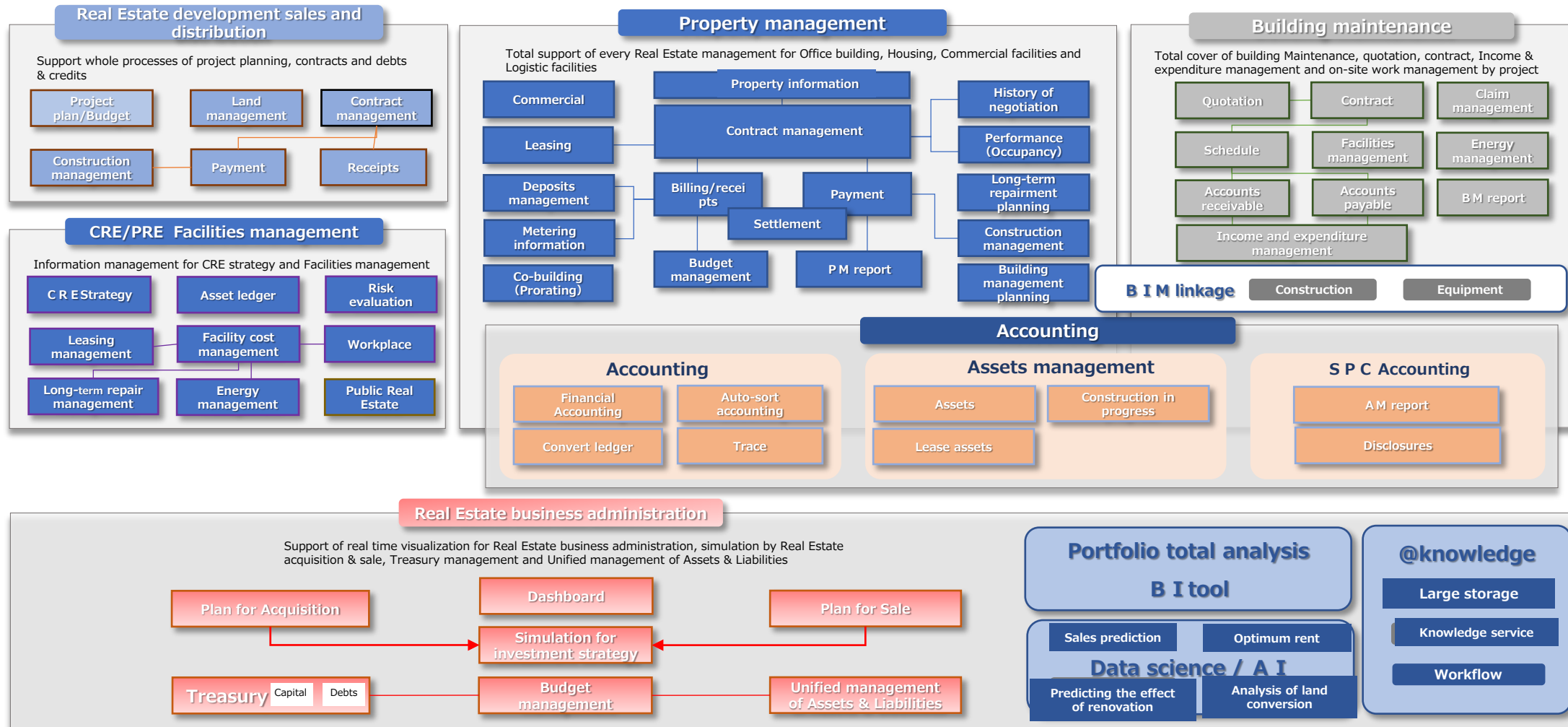
- @property
- Introduction consulting
- Option sales
- Develop customization

### Cloud service sales

- @property
- Monthly fee



## Provide solutions for Real Estate Business needs



3 Data centers

Solid security in 3 data centers

I P connection limit

@property <SaaS

Redundancy

Intrusion detection

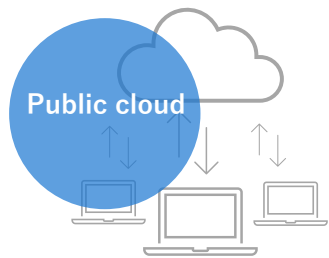
V P N

# Competitive advantage (Strong network externalities)

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

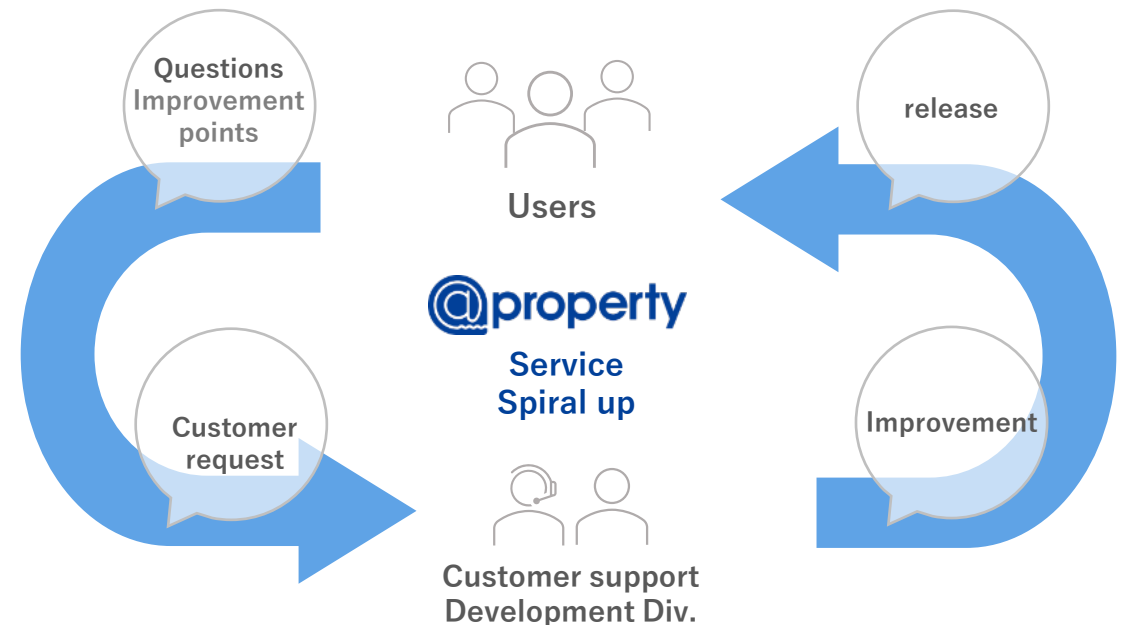


- No need to install
- Maintenance by PDB
- Version up by PDB
- Solid security environment base (ISO/IEC 27017)



- Need to set up and install
- Need to maintenance
- Need to version upgrade
- Need to establish security environment

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

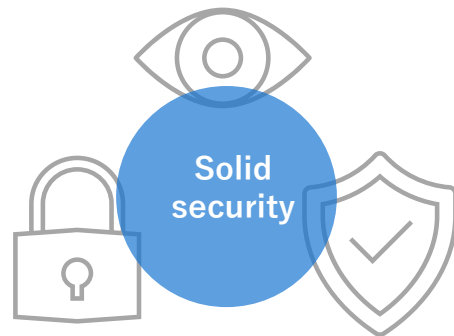


Obtained ISO27001 certification by applying Information Security Management System (ISMS) for business related to @property  
Transfer data to a remote data center and perform real-time backup in case of a disaster

## Solid security system

Managed by Solid security system

- collecting daily security info.
- 24/7 manned security 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



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



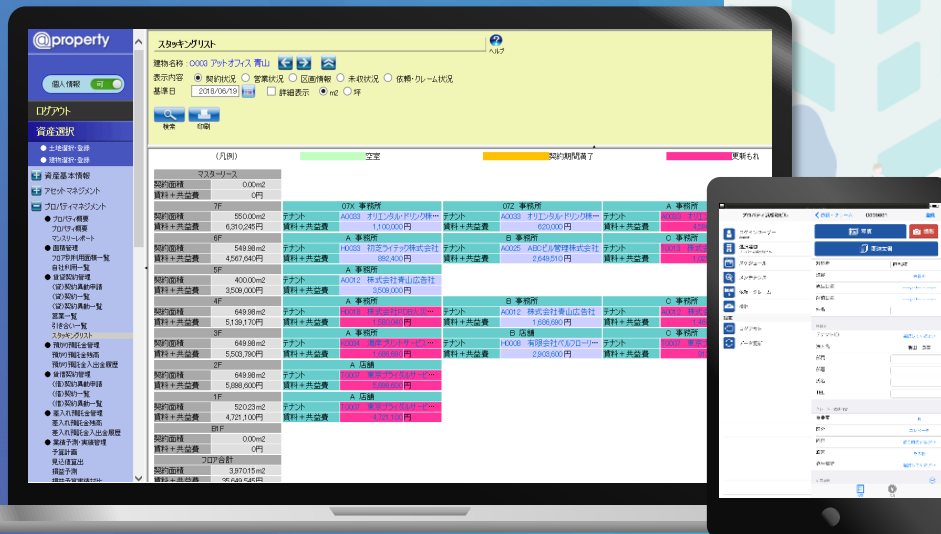
# Real Estate DX Platform

- 01 Digitize all your customers' operations
- 02 Enable real-time management of customers
- 03 Support customers' future strategies

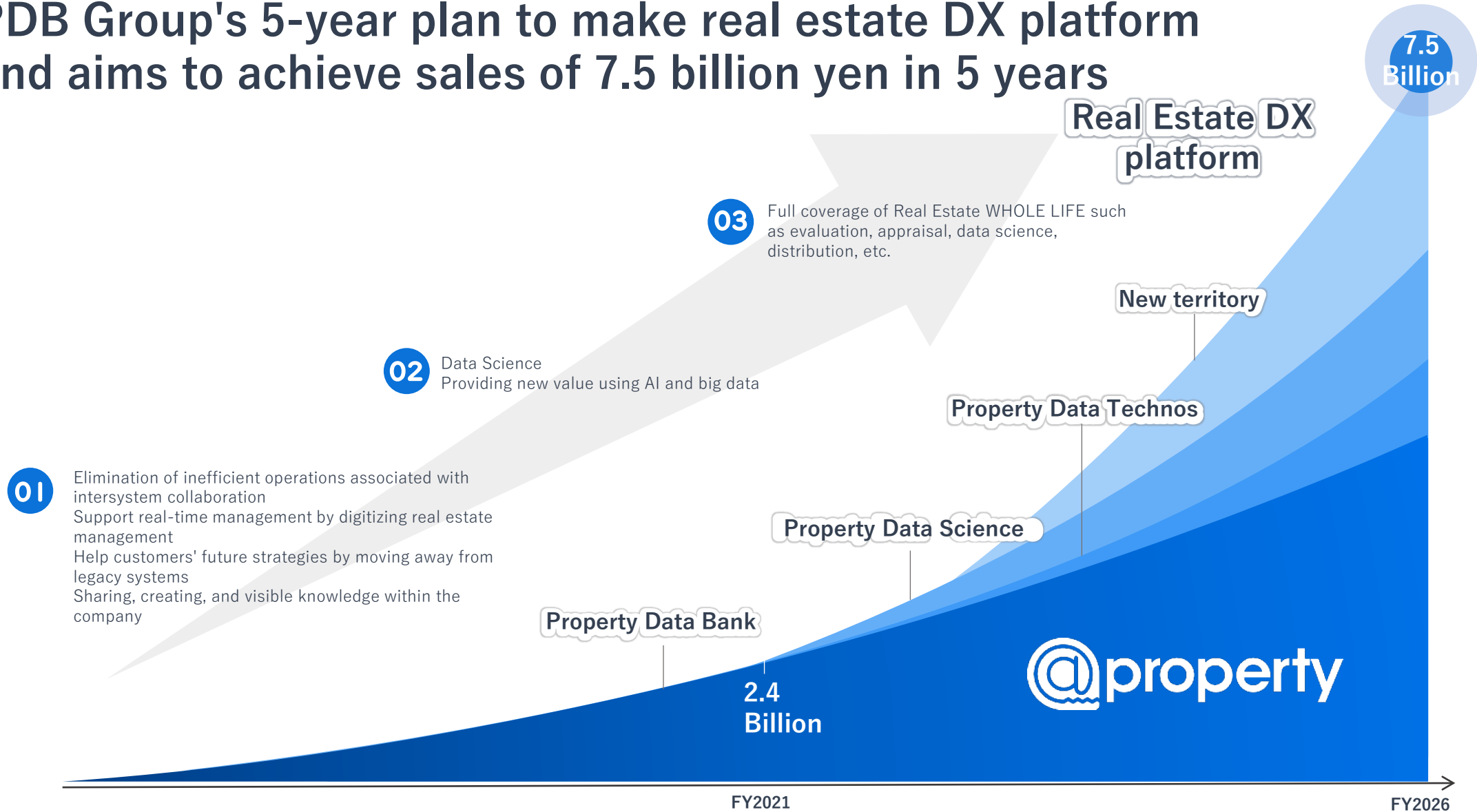
Digitize all information related to real estate management

Supporting customers' businesses from the ground up

Aiming for a "Real Estate DX Platform"



## 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



# *Property Data Bank, Inc.*

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

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

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

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