



# Second Quarter of FY2022 Supplementary Materials

*Property Data Bank, Inc.*

**31<sup>st</sup> October 2022**  
**Securities code 4389**

**01**

Performance Highlights for the Second Quarter

**02**

Company overview

**01**

## Performance Highlights for the Second Quarter

## **Consolidated accounting began in the first quarter of FY2022 Q2 & H1 sales and profit up Y/Y after consolidated accounting**

- Under the normalization process of economic activities despite the prolonged impact of the Covid-19 infection, the investment needs to IT which accelerate corporate DX (digital transformation) continue to recover more apparently
- Cloud services posted steady sales growth of 33 million yen (up 4.8%) due to acquisition of new customers
- Solution services sales significantly increased by +113 million yen (up 48.7%) backed by strong orders together with large-scale projects

# Income statement (Year-on-year)

*Property Data Bank, Inc.*

※Shift to consolidated accounting from the FY2022

※ Truncated less than a Million

( : Million Yen)

	< Ref. > 22 <sup>nd</sup> 2022/3 2021/4 - 2021/9 (PDB)	23 <sup>rd</sup> 2023/3 2022/4 - 2022/9 (Cons.)	Change	Ratio
<b>Net Sales</b>	<b>929</b>	<b>1,132</b>	<b>+203</b>	<b>+21.8%</b>
Cloud services	697	731	+33	+4.8%
Solution services	232	345	+113	+48.7%
Other	-	56	+56	-
<b>Gross profit</b>	<b>479</b>	<b>614</b>	<b>+134</b>	<b>+28.1%</b>
Gross profit margin	51.6%	54.3%	-	-
<b>Selling, general and administrative expenses</b>	<b>290</b>	<b>399</b>	<b>+108</b>	<b>+37.3%</b>
<b>Operating profits</b>	<b>188</b>	<b>215</b>	<b>+26</b>	<b>+14.1%</b>
operating profit on sales	20.3%	19.0%	-	-
<b>Ordinary Income</b>	<b>189</b>	<b>215</b>	<b>+26</b>	<b>+13.9%</b>
<b>Profit attributable to shareholders of the parent company.</b>	<b>128</b>	<b>204</b>	<b>+76</b>	<b>+59.5%</b>

\*Based on the Practical Guidelines for Capital Consolidation Procedures in the Consolidated Financial Statements, cumulated financial information of Property Data Technos is taken in from the second quarter of FY2022.

## Increase of net sales was 203 million yen (up 21.8%) and that of operating profit was 26 million yen (up 14.1%)

- Cloud services posted steady sales growth of 33 million yen (up 4.8%) due to acquisition of new customers
- Solution services significantly increased in sales +113 million yen (up 48.7%) backed by strong orders and large-scale projects
- Operating income increased only by +26 million (up 14.1%) due to sales increase as well as cost increase

( : million Yen)

**Net sales (Q2)**

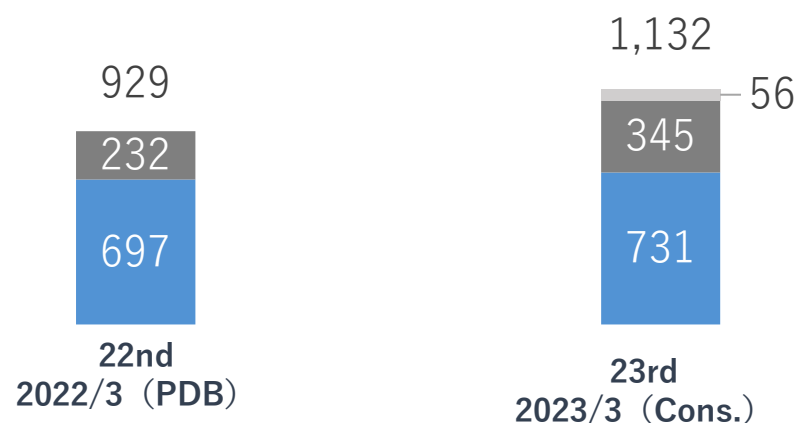
( : million Yen)

**Gross profit (Q2)**

- Other
- Solution service sales
- Cloud service sales

**+21.8%**

**+14.1%**



※ Truncated less than a Million

Cloud services sales up by 33million Yen(+4.8%) (Year-on-year)

Solution services increased significantly in sales +113million Yen(+48.7%) (Year-on-year)

Cloud service sales (Q2)

( : million Yen)

+4.8%



Solution service sales (Q2)

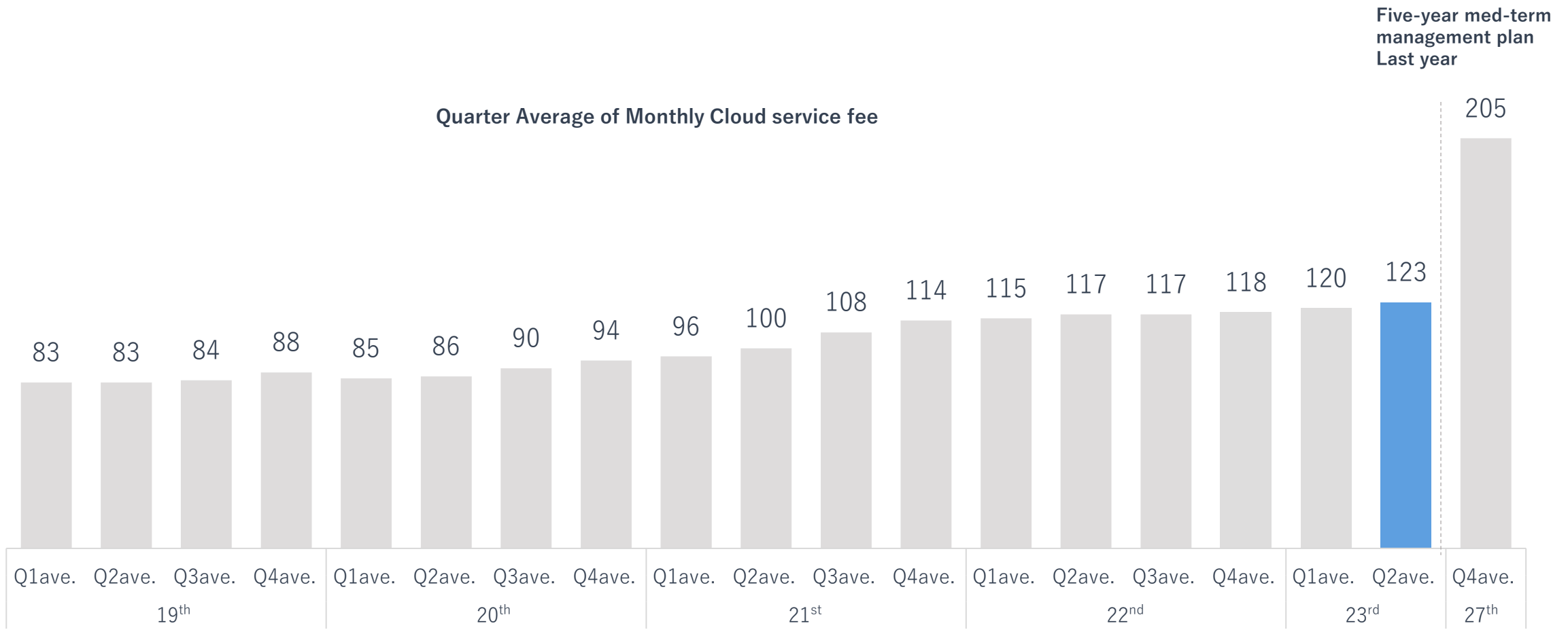
( : million Yen)

+48.7%



※ Truncated less than a Million

# Monthly Cloud service fee increased steadily due to increase of large-scale projects





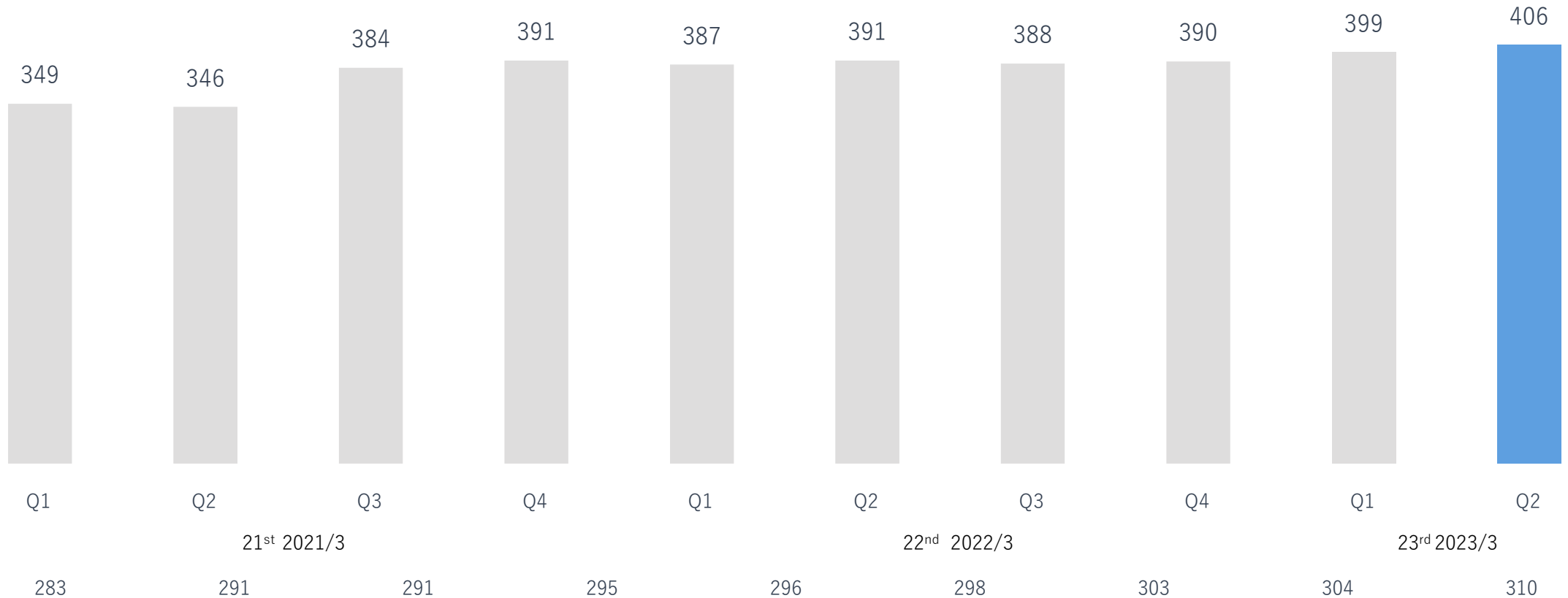
# Monthly Cloud services per company

*Property Data Bank, Inc.*

**Average of Monthly Cloud services per company was +3.7%  
+7 thousands yen (+1.8%) compared with previous Quarter**

Average of Monthly Cloud service per company

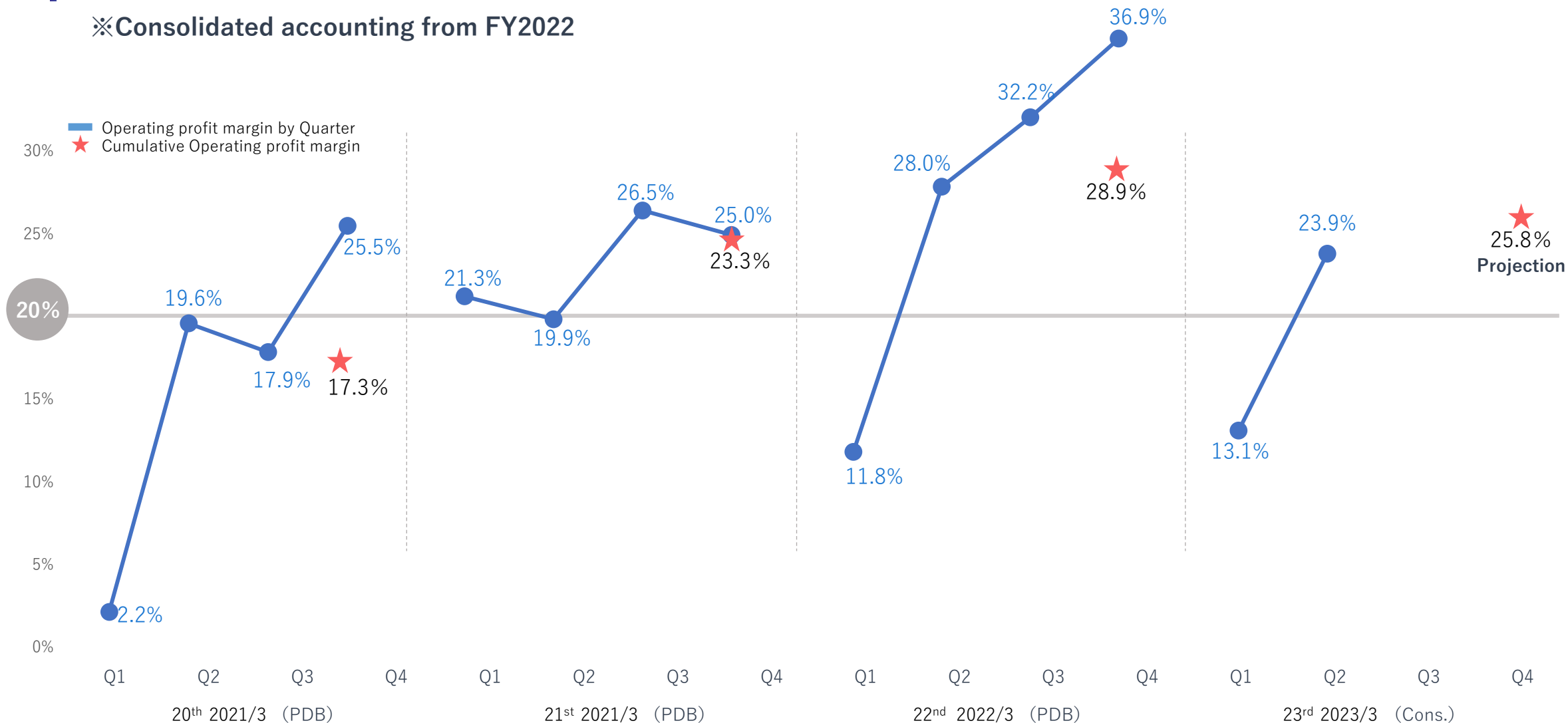
( : Thousand yen)



Contracted companies

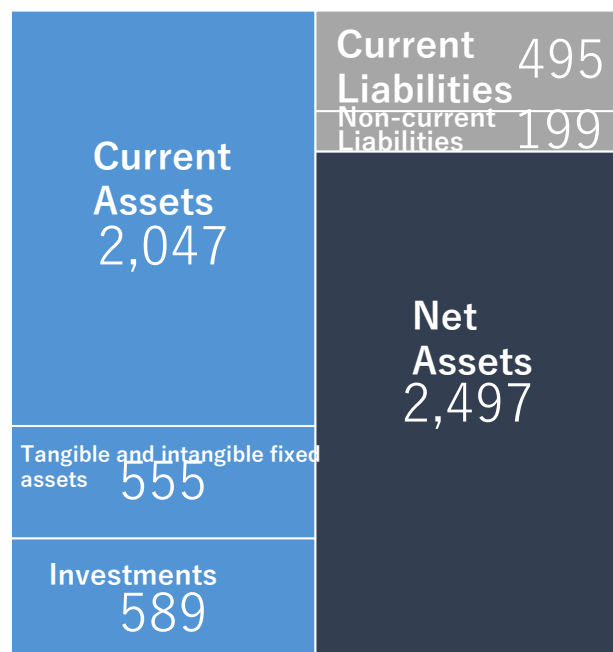
## Operating profit margin for the Second quarter of FY2022 was 23.9%

※ Consolidated accounting from FY2022



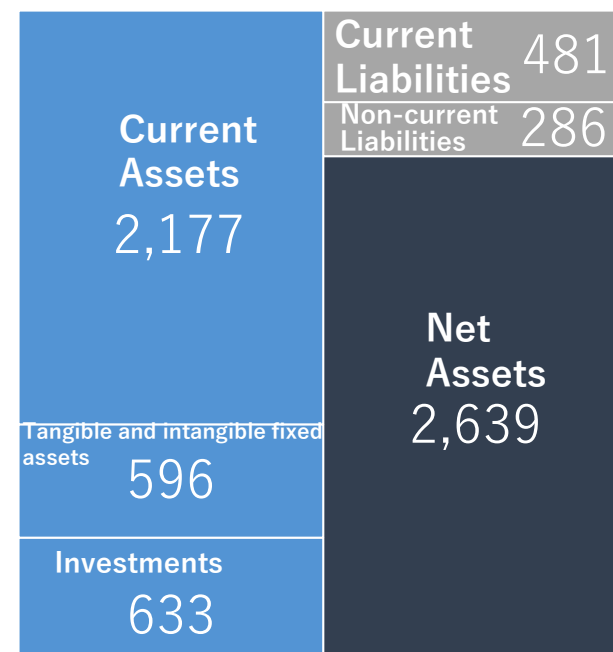
## Level of equity ratio remains stable as 77.1%

22nd (PDB)  
2022/3 (Million Yen)



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

23rd (Cons.)  
2023/3 (Q2) (Million Yen)



**Total Assets 3,407**  
**Equity ratio 77.1%**

# Cash Flow statement

(: million Yen)	< Ref. >	
	22nd (PDB)	23rd (Cons.)
	2022/3 (Q2)	2023/3 (Q2)
Cash and cash equivalents, beginning of the year	1,412	1,388
CF from Operating activities	255	653
CF from Investing activities	△175	△180
CF from Financing activities	△76	△100
Cash and cash equivalents, end of Q2	1,415	1,796

**Details :**

		2023/3 (Q2)
<b>CF from Operating activities</b>	Decrease of account receivables	371
	Quarter net profit before Tax	280
	Depreciation	149
<b>CF from Investing activities</b>	Payments for purchases of fixed Intangible assets	△82
	Acquisition of shares from subsidiary	△80
<b>CF from Financing activities</b>	Dividends paid	△92

**02**

## Company overview

### Mission

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

### Aspiration

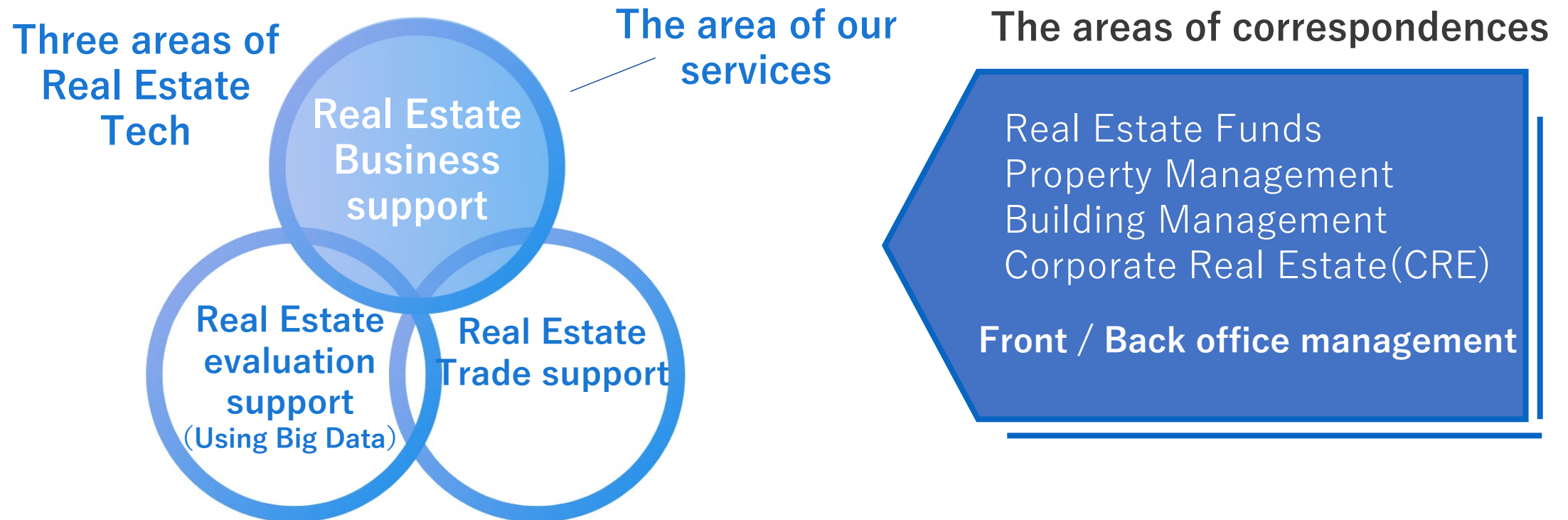
Aspire to maintain our venture spirit and inquiring mind to seek technological innovation as well, and we would like to promptly reflect our customers' needs in our services. Evolving our services beyond simple business areas such as data processing and management into the most sought-after service available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



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

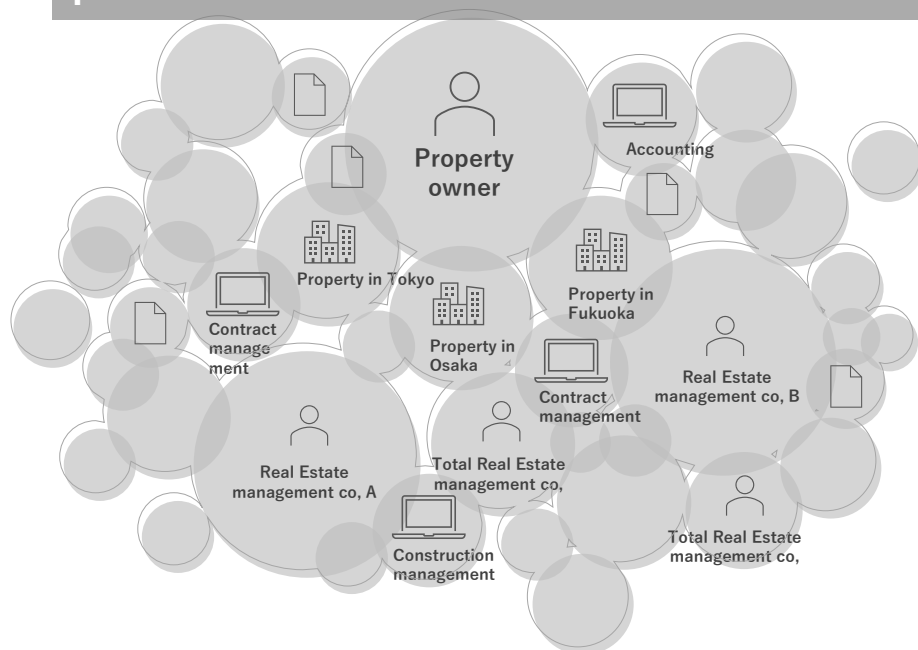


※ The public cloud is defined as computing services over the public Internet, making available to anyone (Companies, organizations) who wants to use.



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

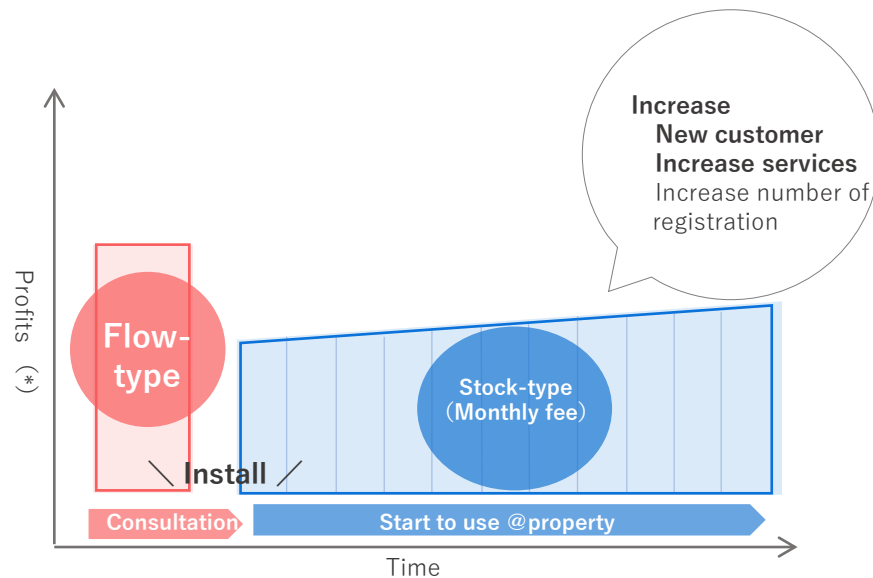
## Standard project introduction pattern

### Solution service sales

- @property
- Introduction consulting

### Cloud service sales

- @property
- Monthly fee



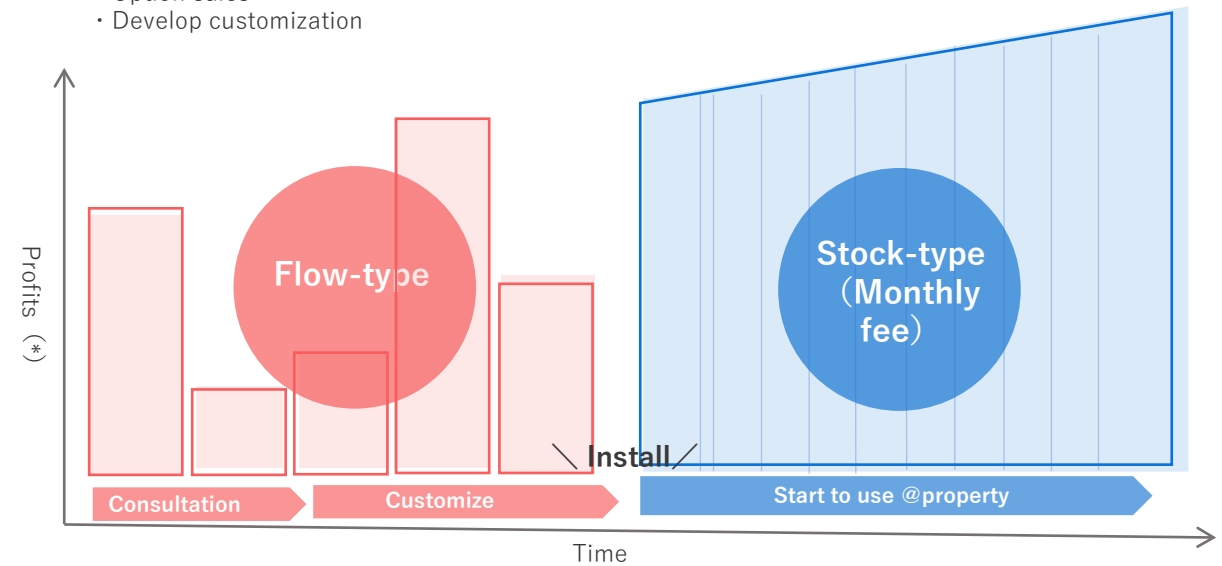
## Large-scale project introduction pattern

### Solution service sales

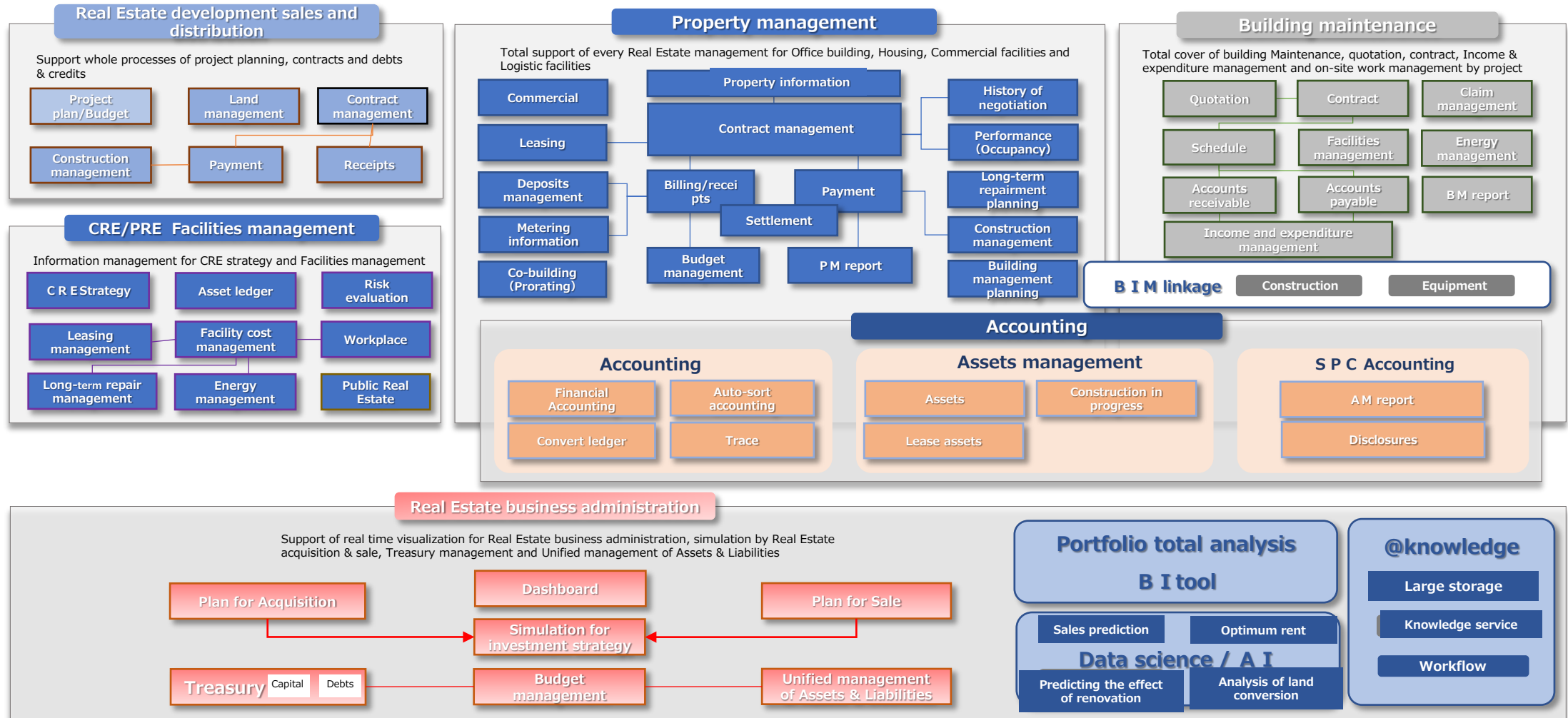
- @property
- Introduction consulting
- Option sales
- Develop customization

### Cloud service sales

- @property
- Monthly fee

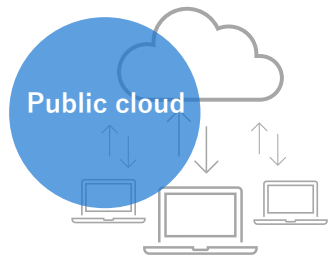


## Provide solutions for Real Estate Business needs



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

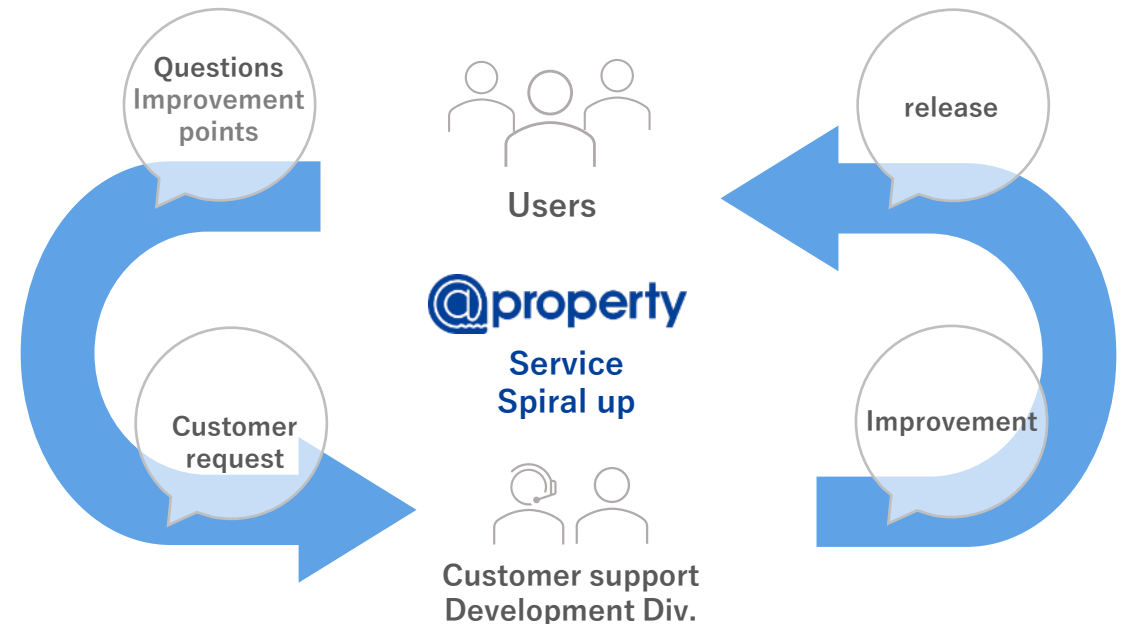


- No need to install
- Maintenance by PDB
- Version up by PDB
- Solid security environment base (ISO/IEC 27017)



- 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

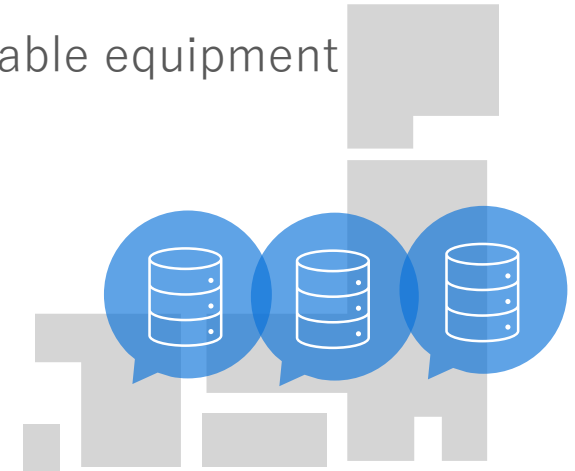
- collecting daily security info.
- 24/7 manned security monitoring service
- Obtained ISO27001
- Perform regular vulnerability diagnosis



## 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>	



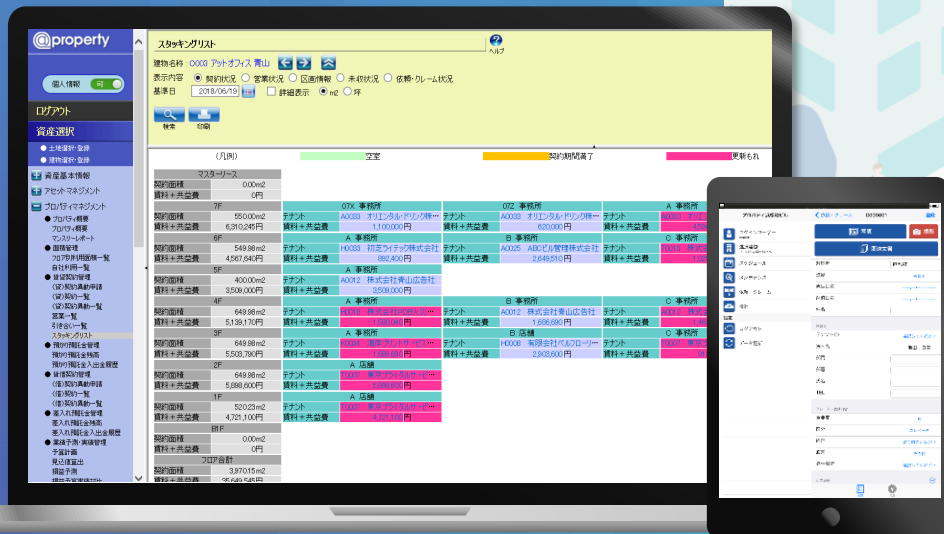
# Real Estate DX Platform

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

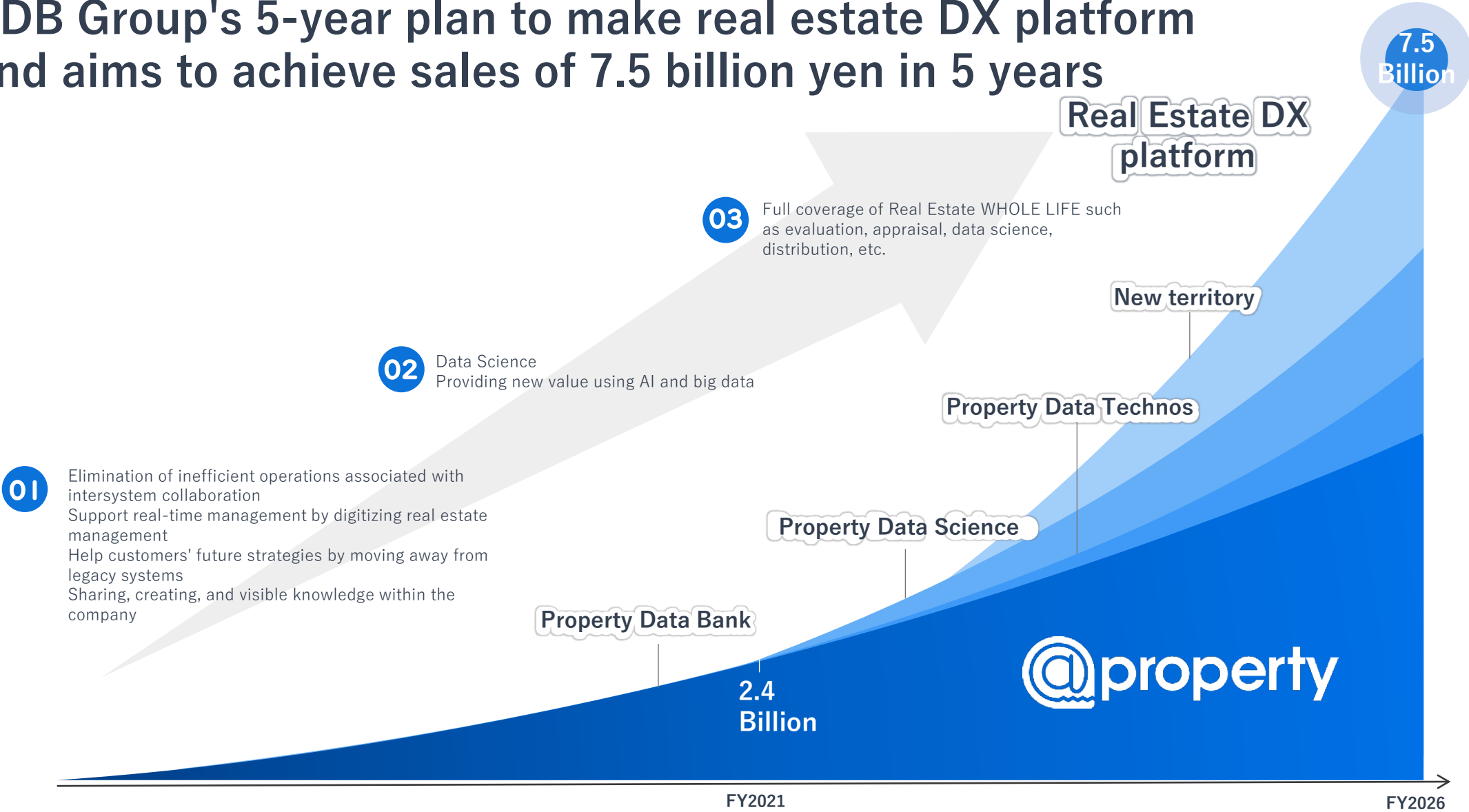
Digitize all information related to real estate management

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)

This material contains forward-looking statements, which are based on current expectations, forecasts and assumptions that involve risks.

These forward-looking statements contain uncertainties, and actual results may differ substantially from these statements.

These risks and uncertainties include general industry and market conditions. *Property Data Bank, Inc.* has no obligation to update or correct the forward-looking statements contained in this material, regardless of any new information, future events, etc.