



Third Quarter of Fiscal 2022/3 Supplementary Materials

Property Data Bank, Inc.

2022/1/31
Securities code 4389

- Summary for the 3Q of Fiscal Year March 2022
- Appendix

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Cloud service sales increased same pace with the Second Quarter's trend.

Solution service sales decreased by delay in orders due to the prolonged impact of the spread of Covid-19 in some projects, but the customer's willingness to invest in IT has slightly improved from last Quarter.

Profit at each stage increased year-over-year due to a decrease in cost of sales such as outsourced costs

Income statement (Financial Results for the Nine Months Ended December 31, 2021)

Property Data Bank, Inc.

	3Q 2021/3	3Q 2022/3		
(: Million Yen)	2020/4 - 2020/12	2021/4 - 2021/12	Change	Ratio
Net Sales	1,570	1,501	△69	△4.4%
Cloud services	918	1,050	+132	+14.5%
Solution services	652	450	△202	△31.0%
Gross profit	765	815	+50	+6.6%
Gross profit margin	48.7%	54.3%	-	-
Selling, general and administrative expenses	410	443	+33	+8.1%
Operating profit	355	372	+17	+4.8%
Operating profit on sales	22.6%	24.8%	-	-
Ordinary Income	354	372	+18	+5.2%
Net income	244	252	+8	+3.4%

※ Truncated less than a Million

Net sales decreased $\triangle 69$ million Yen, $\triangle 4.4\%$ year-over-year

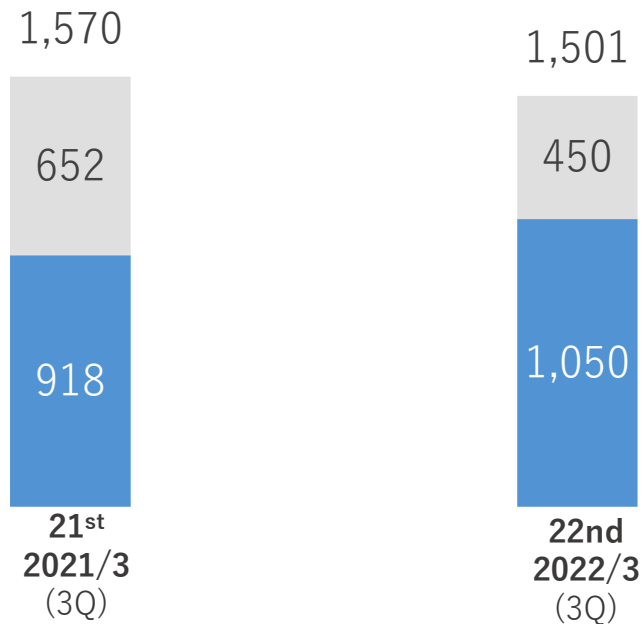
- Cloud Service Sales increased steady +132million Yen, +14.5% year-over-year
- Solution Service sales received the prolonged impact of the spread of coronavirus infections in some projects. $\triangle 202$ million Yen, $\triangle 31.0\%$ year-over-year
- Operating profit increased +17million Yen, +4.8% year-over-year

(: million Yen)

■ Solution service sales
■ Cloud service sales

Net sales (Y/Y)

$\triangle 4.4\%$



(: million Yen)

Operating profit (Y/Y)

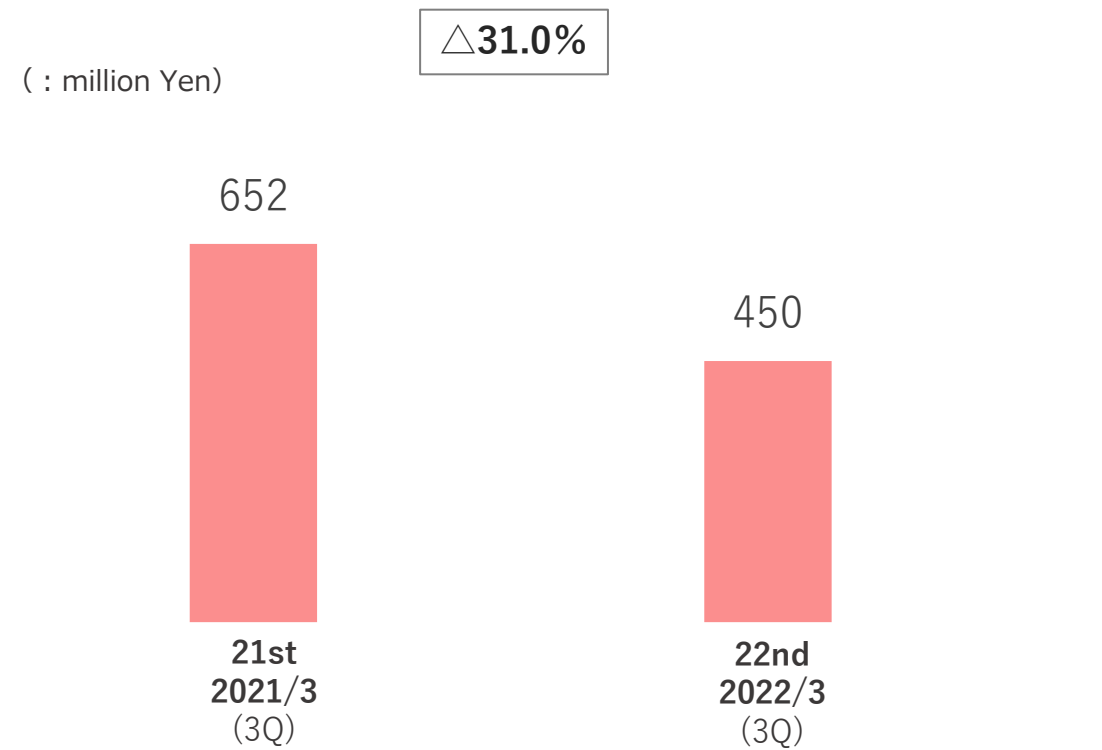
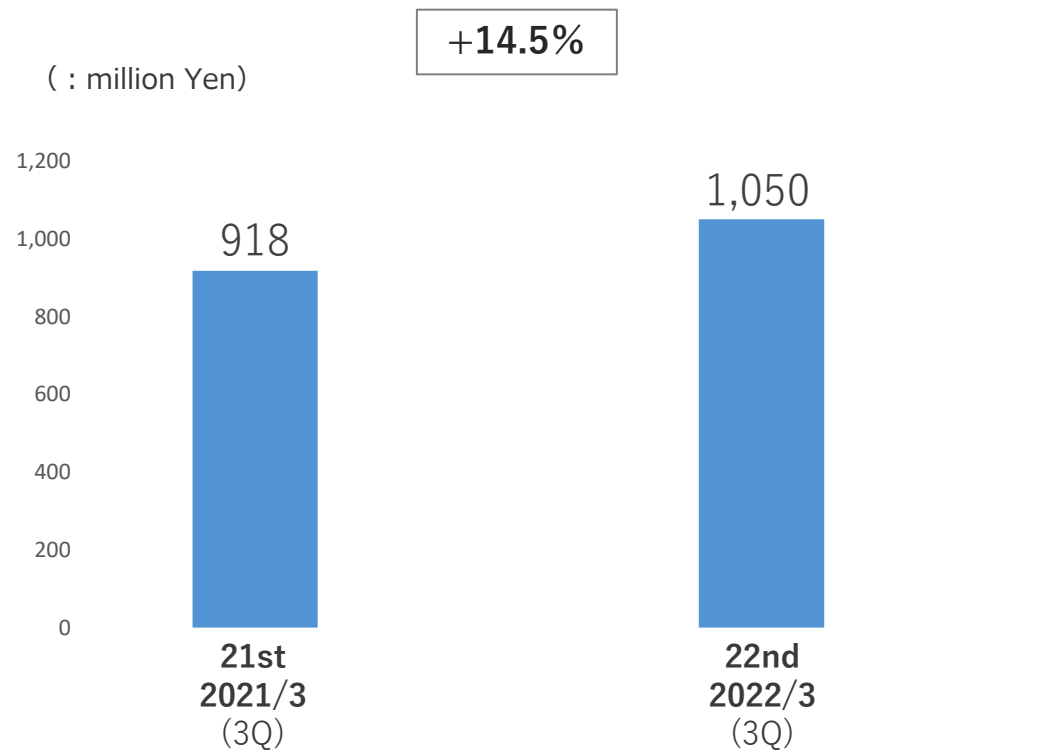
+4.8%



Cloud service fees +132million Yen, +14.5% year-over-year
 Solution service sales was Δ 202million Yen, Δ 31.0% year-over-year

Cloud service fees (Y/Y)

Solution service sales (Y/Y)

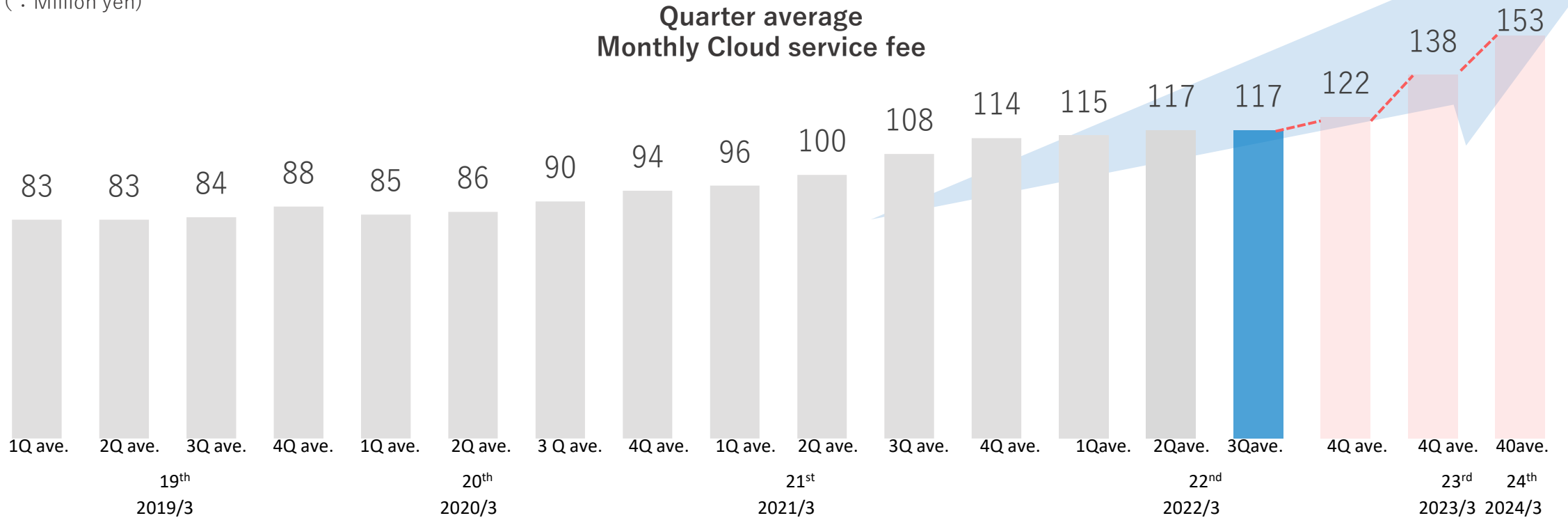


※ Truncated less than a Million

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

Monthly Cloud service fee increased steady

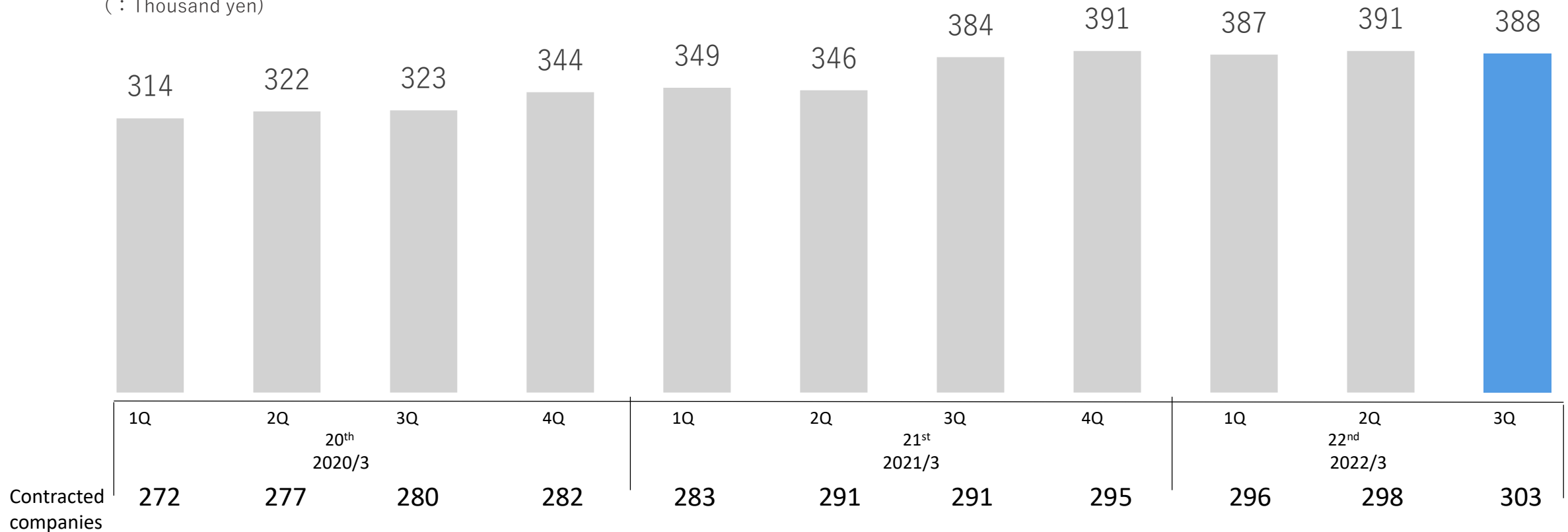
(: Million yen)



Average of Monthly Cloud service per company +3 thousands yen (+1.0%)
 △3 thousands yen (△0.8%) from previous Quarter

Monthly Cloud service per company

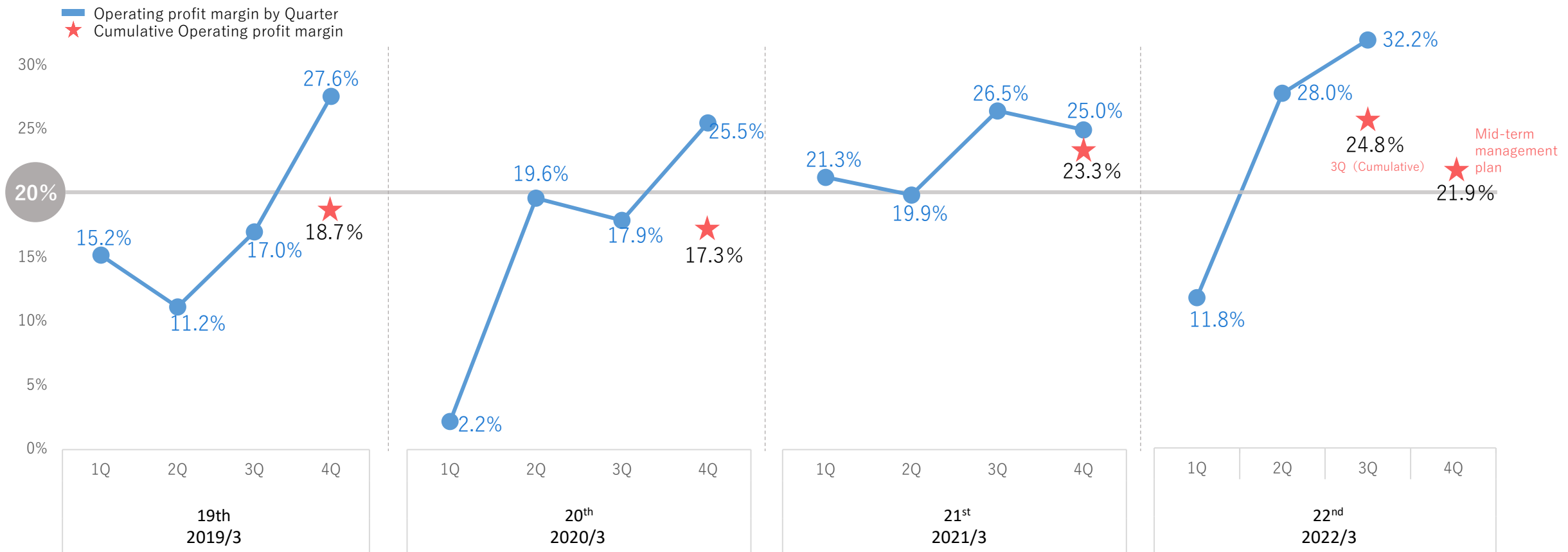
(: Thousand yen)



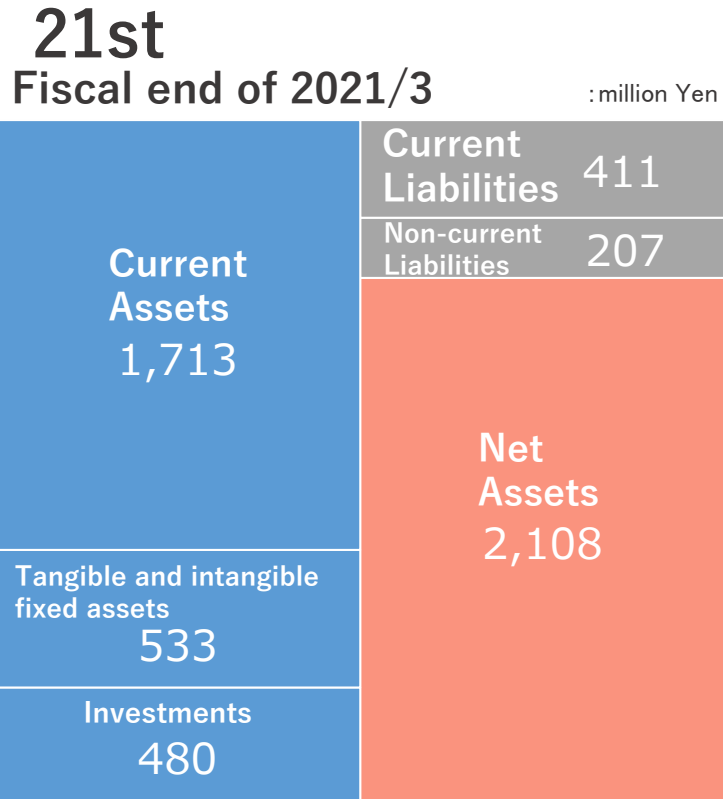
※ Truncated less than a Million

[KPI] Operating profit margin by Quarter

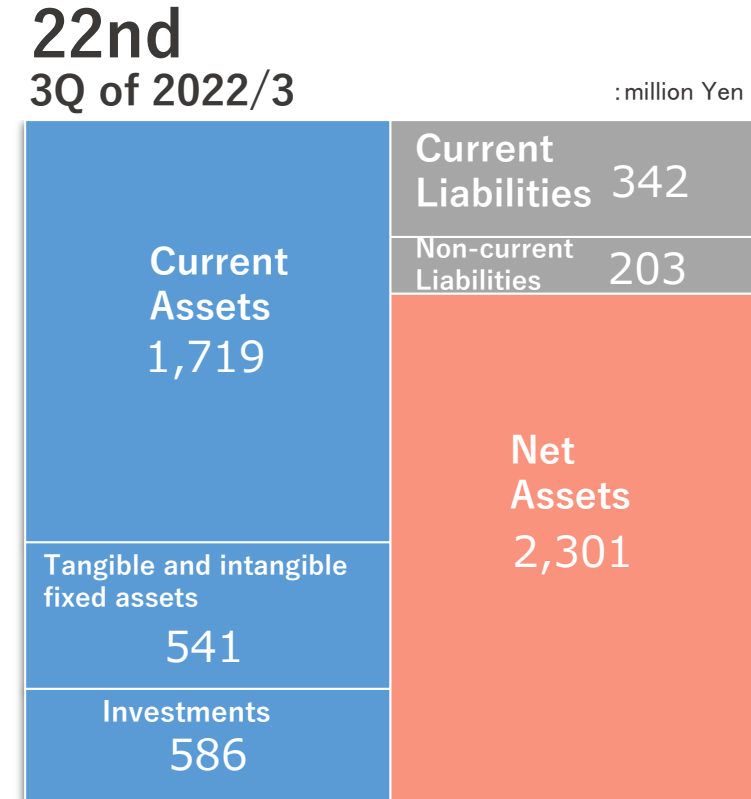
Operating profit margin for the third quarter 2022/3 was 32.2%
A cumulative operating profit margin as of the 3Q keeps target figure of 20%.



Equity ratio keeps stable level as 80.8%



Total Assets 2,727
Equity ratio 77.3%



Total Assets 2,847
Equity ratio 80.8%

※ Truncated less than a Million

Notice Regarding Acquisition of FUJI TECHNOS Co. Ltd. (new subsidiary)

Property Data Bank, Inc (“PDB”) have decided the acquisition of all outstanding shares of FUJI TECHNOS Co. Ltd.(“FUJI TECHNOS”) at Board of Directors meeting January 31, 2022.

FUJI TECHNOS is a company that provides electronic services and document management solutions based on its extensive experience and technology in real estate document management. Main software product, the real estate document management program “DSmartPro”, is used by many customers in the REIT and fund market, which is our target market.

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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

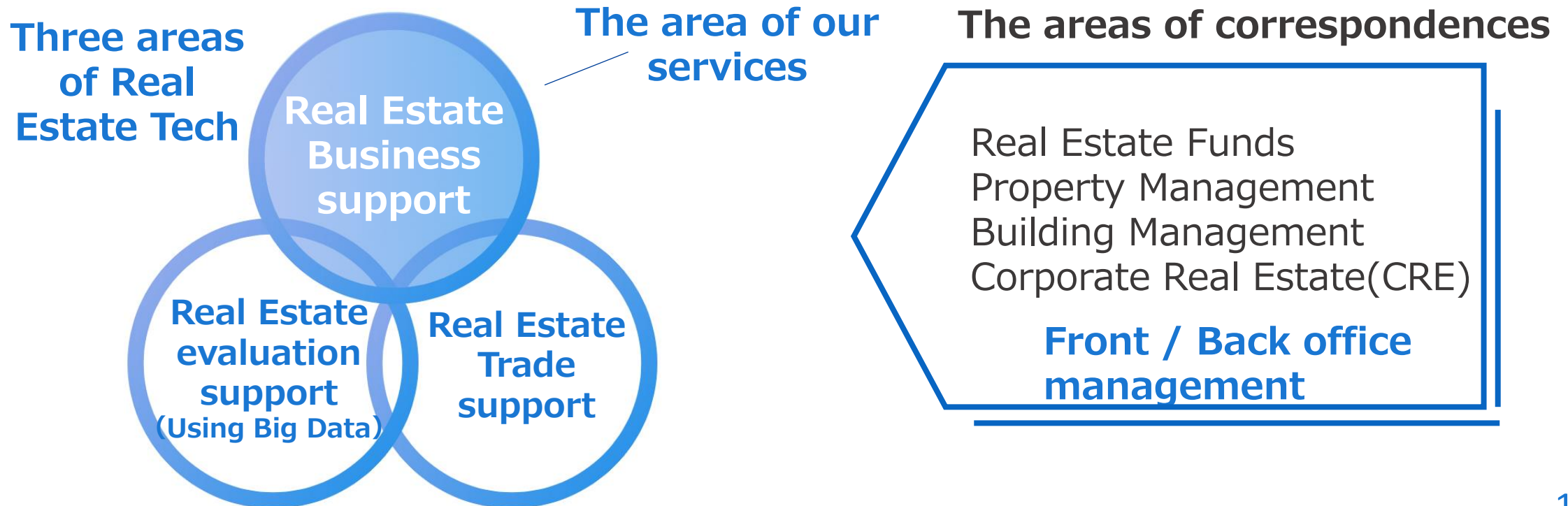
Aspire to maintain our venture spirit and inquiring mind to seek technological innovation as well, and we would like to promptly reflect our customers' needs in our services. Evolving our services beyond simple business areas such as data processing and management into the most sought-after service available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

Corporate Name	Property Data Bank, Inc.
President	Toshimasa Itaya
Date of Establishment	October 2, 2000
Location	Hamamatsucho Central Building, 1-29-6, 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 Mothers (4389)
Number of staff ※	68

※2021/3/31

[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



Land Building management

Property management

Real Estate accounting

Billing-Payment (Payment management)

Lease contract management

Construction management

Outsourcing management

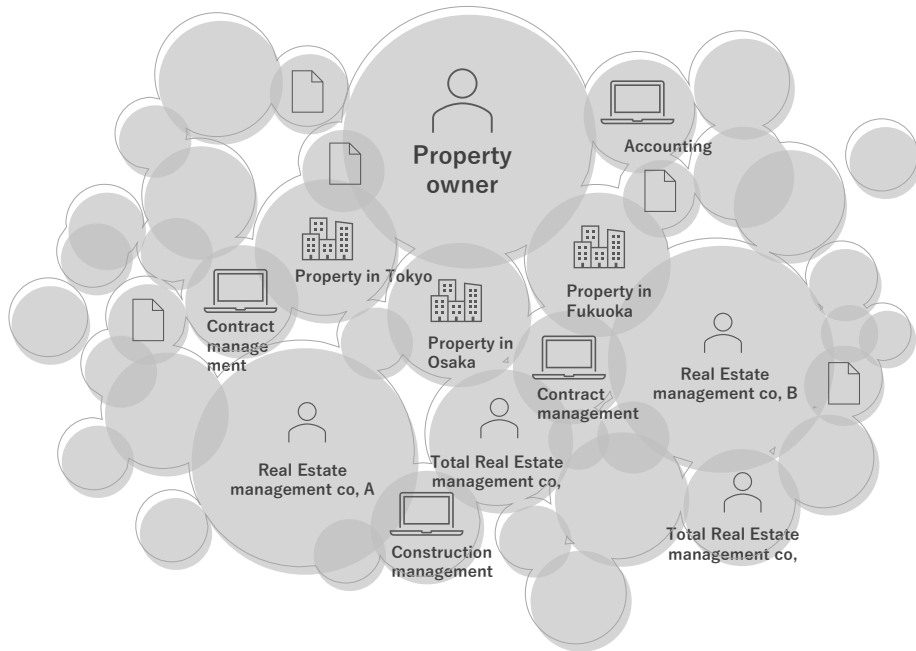
Management analysis



※ 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



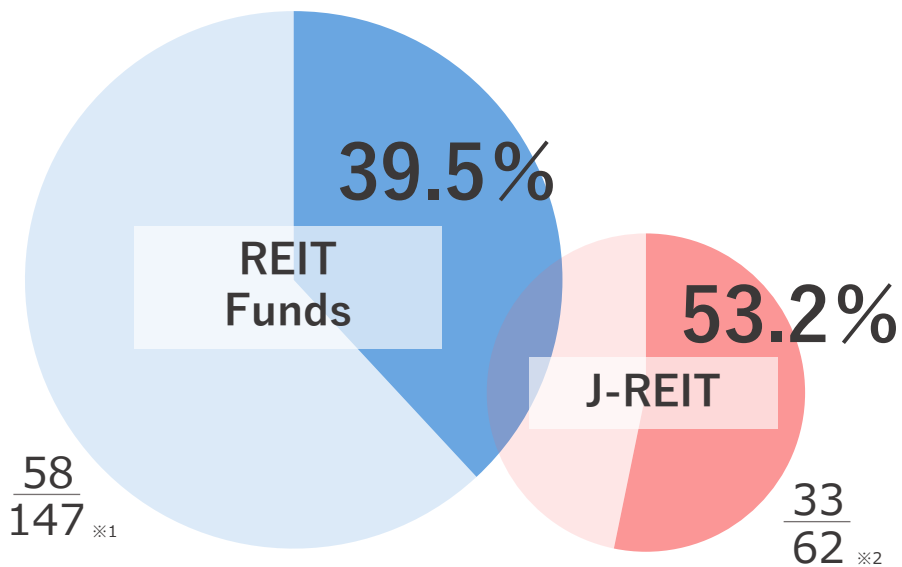
“ONE CLOUD”



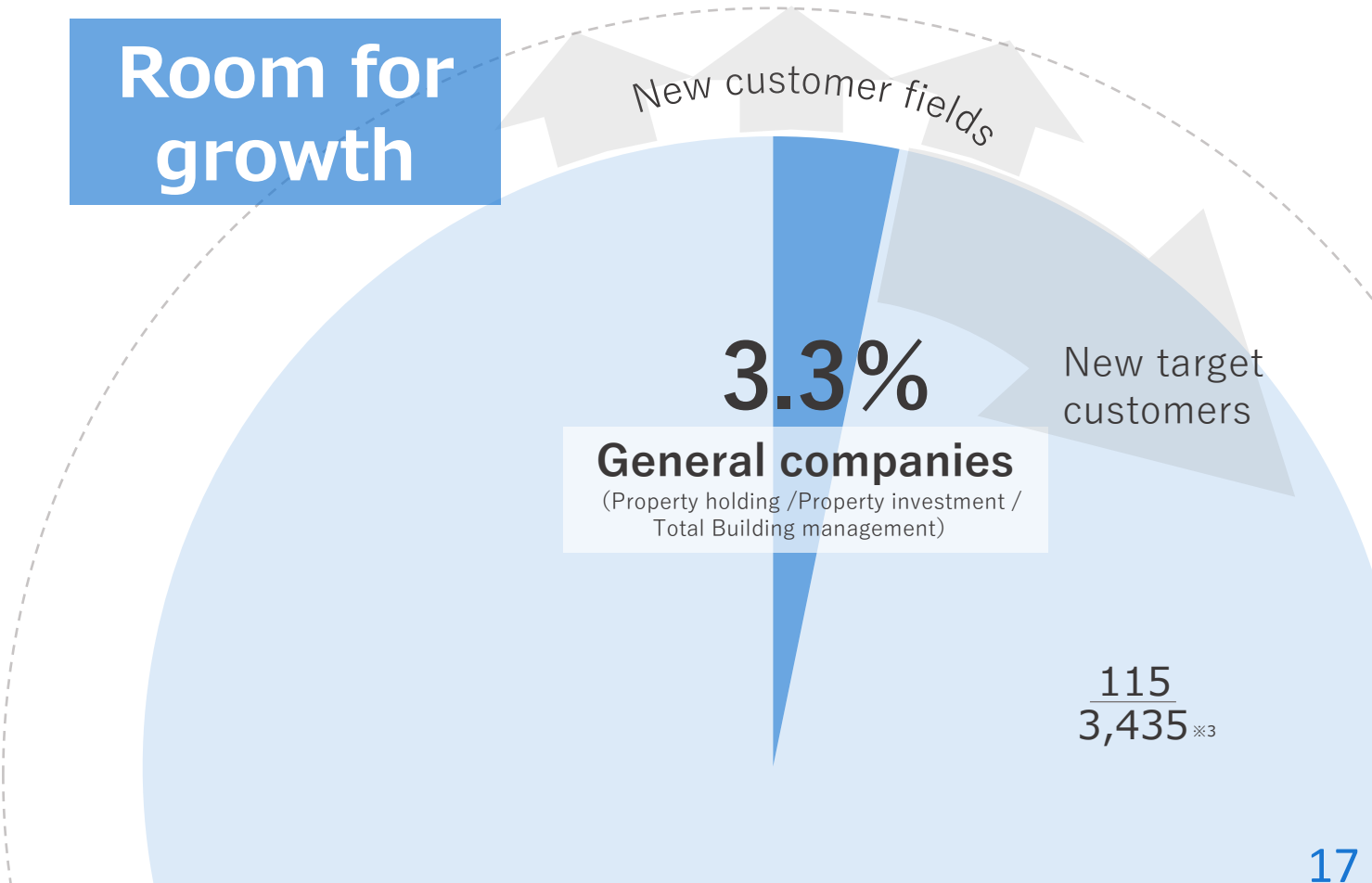
Full coverage of real estate management operations such as Real Estate Funds and General Companies

Establish defact standard in REIT•Funds market
 There is a room to expand market share in General companies for CRE needs

Market leader



Room for growth



Source : calculated by PDB using following sources

※1 「Monthly Property Management」

※2 「ARES Monthly report(2021 Sep.)」

※3 (Selecting existing 47 business areas, Sales 3billion yen or more and Profits 100million yen or more)

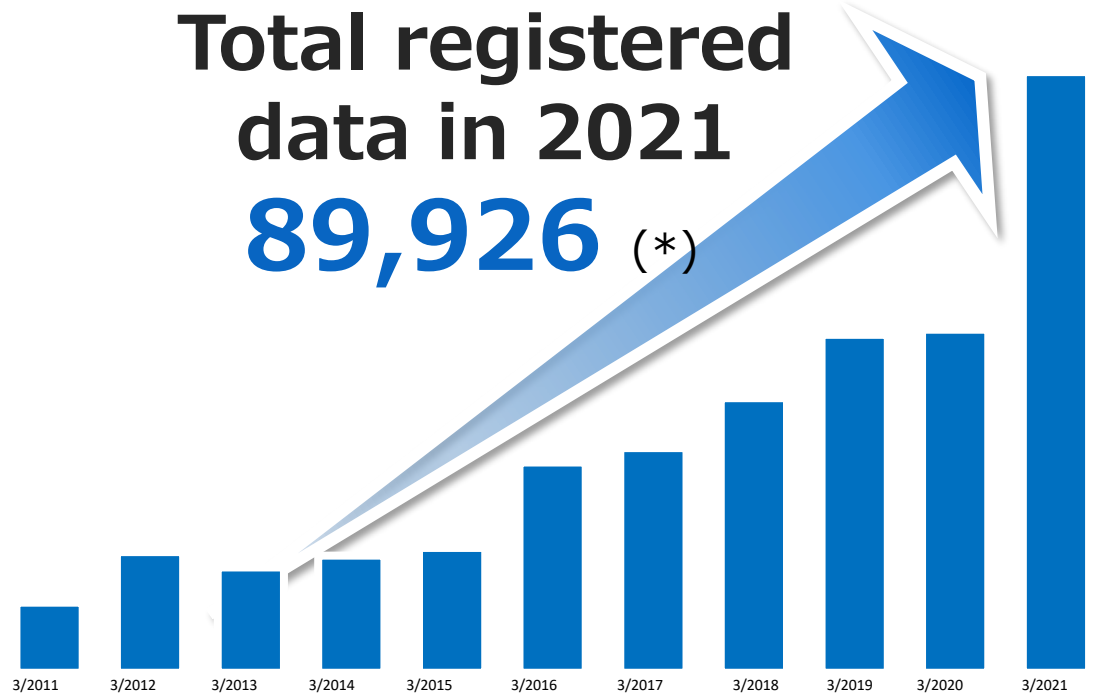
Supporting the use of real estate DX in various business categories

Implementation results

- J-REIT
- Real Estate Co.
- Real Estate management
- Real Estate Funds
- Developers
- Life Insurance
- Railways
- Electric Power

Almost 90k registered buildings

Number of registered buildings



(*) Includes the number of registered buildings which only store building database.

*As of 2021/3

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

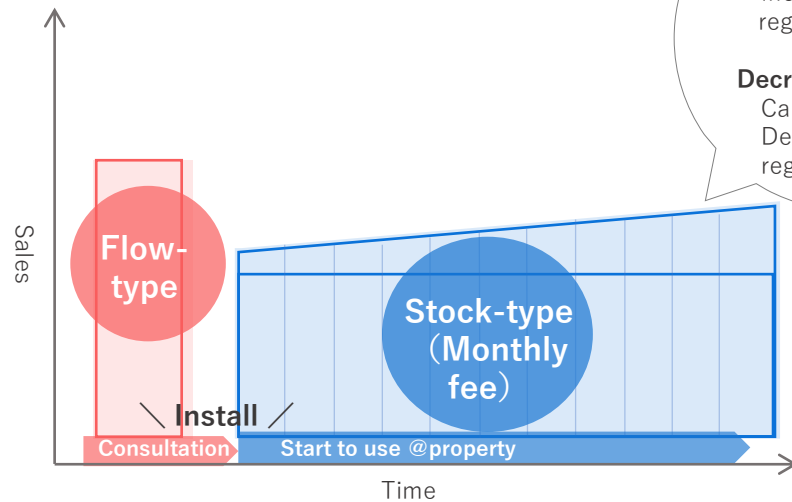
Standard project introduction pattern

Solution service sales

- @property
- Introduction consulting

Cloud service sales

- @property
- Monthly fee



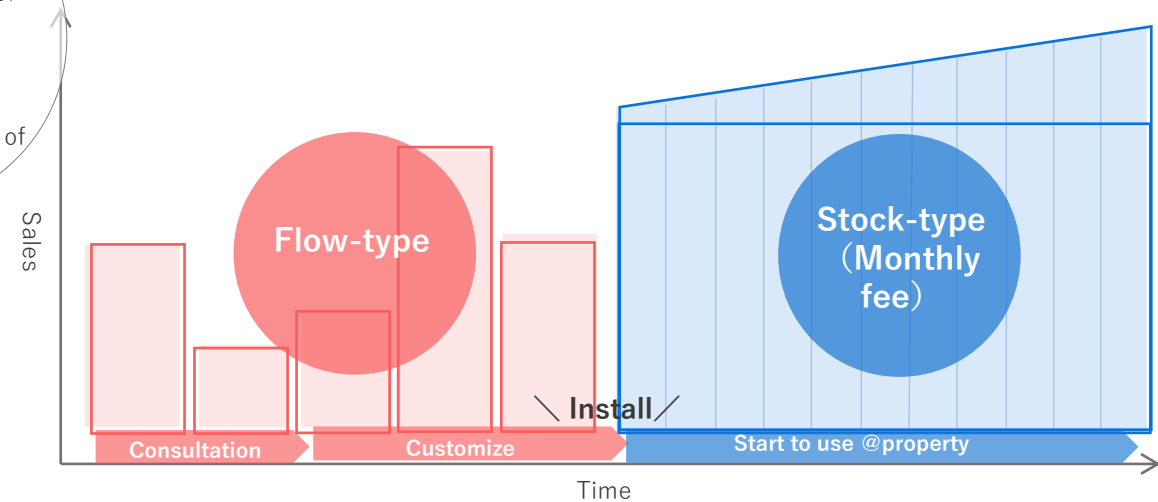
Large-scale project introduction pattern

Solution service sales

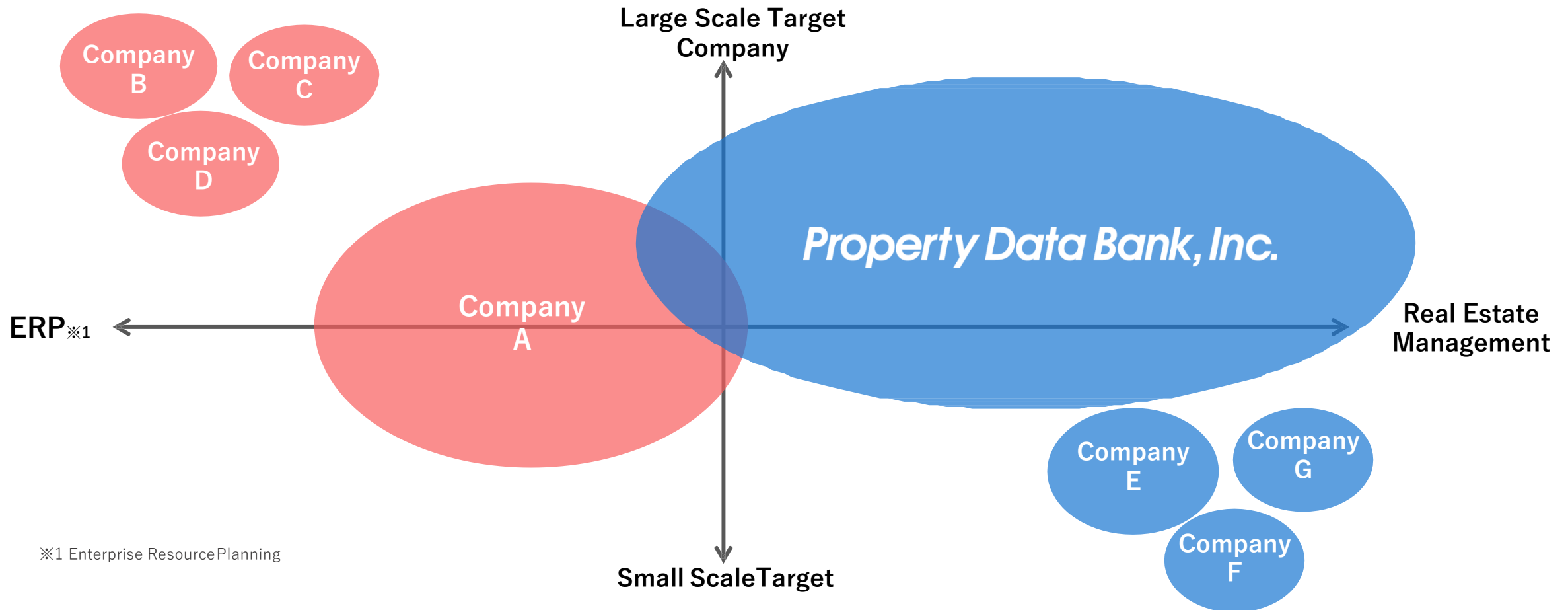
- @property
- Introduction consulting
- Option sales
- Develop customization

Cloud service sales

- @property
- Monthly fee

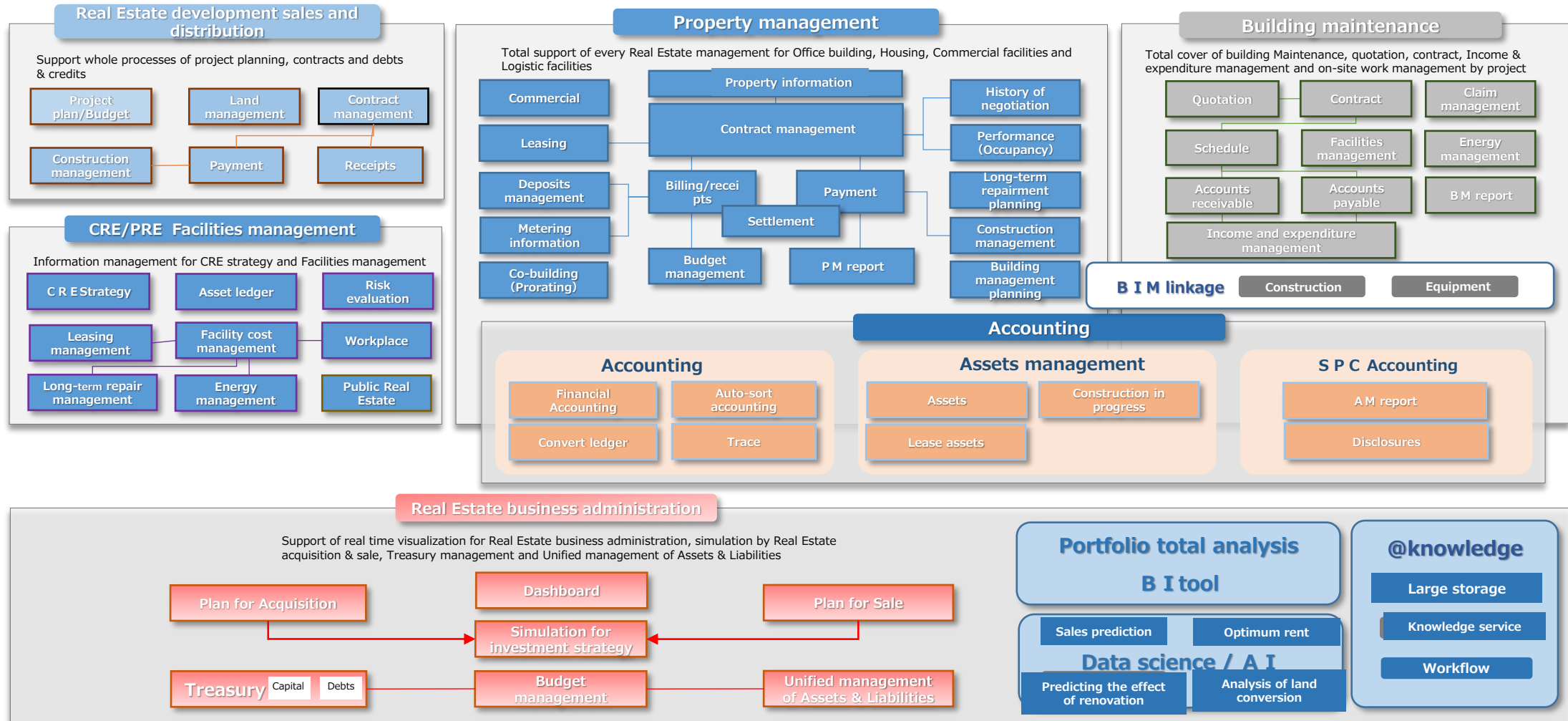


Comprehensive real estate management service for companies in various industries and business types related to real estate such as J-REIT, real estate fund, real estate company, real estate management company, developer, life insurance company, electric railway company, electric power company, etc.. System integration is possible with any accounting system.



※1 Enterprise Resource Planning

Provide solutions for Real Estate Business needs



3 Data centers

Solid security in 3 data centers

I P connection limit

@property <SaaS>

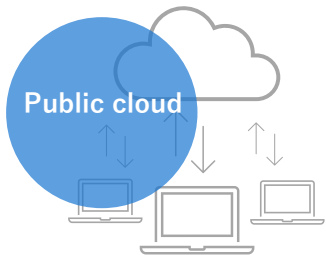
Redundancy

Intrusion detection

V P N

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

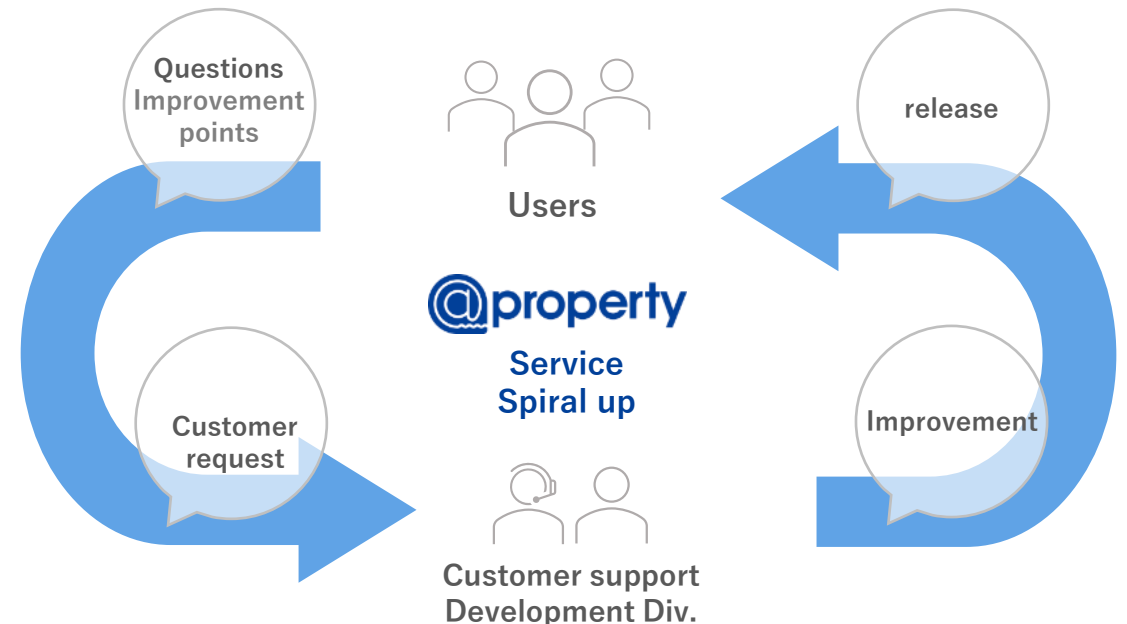


- No need to install
- Maintenance by PDB
- Version up by PDB
- Solid security environment base (ISO/IEC 27017)



- 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

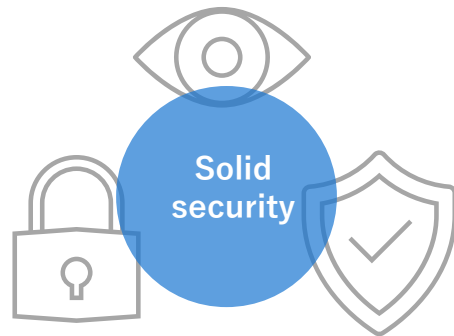


Obtained ISO27001 certification by applying Information Security Management System (ISMS) for business related to @property
Transfer data to a remote data center and perform real-time backup in case of a disaster

Solid security system

Managed by Solid security system

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



Using 3 remote data centers in Japan

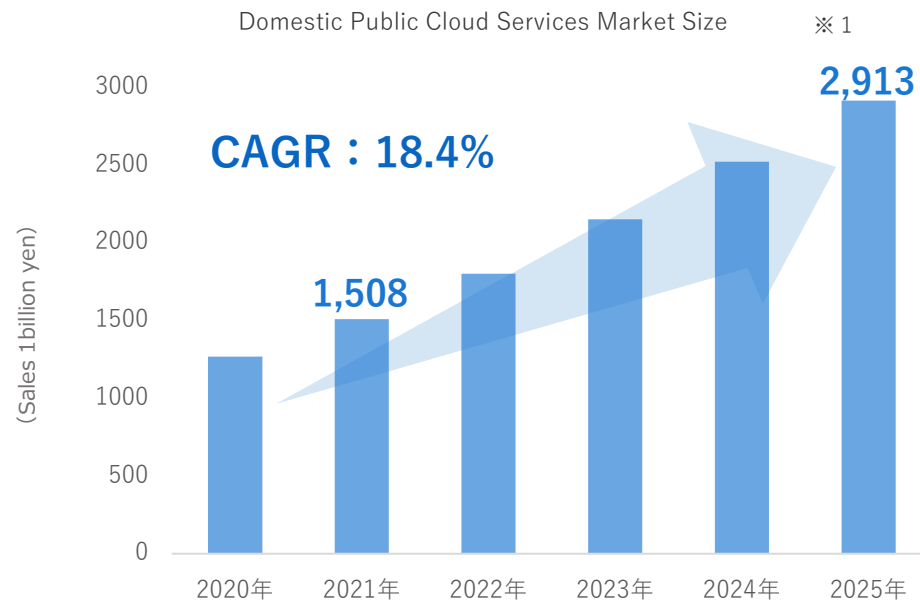
Configuration without data loss

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



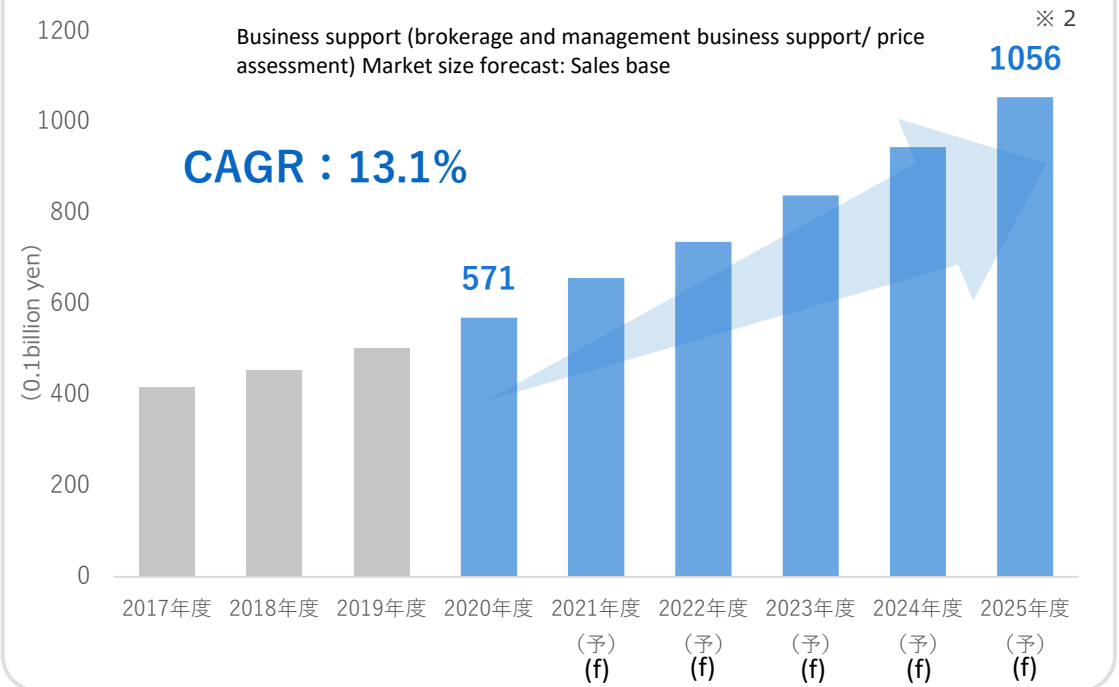
Increasing number of companies recognize DX as a high priority management issue in order to respond to the changing era
 Driving high growth in the public cloud services market
 Business support real estate tech market is also expected to expand in the long term

Growth Power of the Public Cloud Services Market



※1 IDC Japan press release "Domestic Public Cloud Services Market Sales Forecast, 2020-2025" (4, October 2021)

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

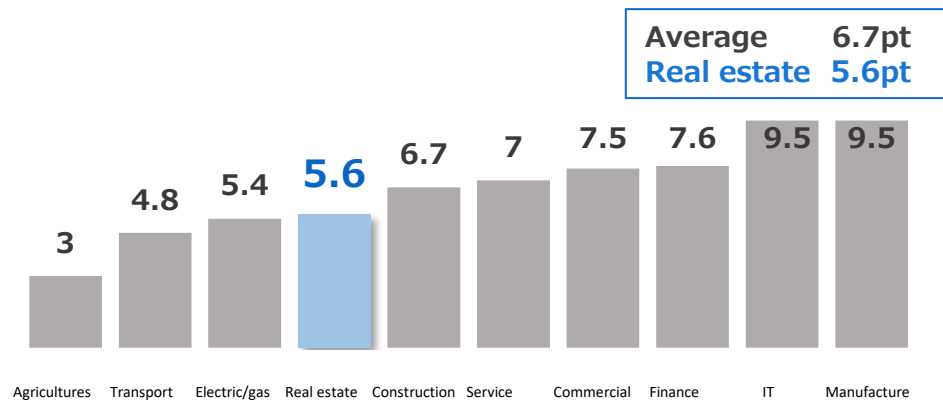


※2 Yano Research Institute, Inc. "2021 Real Estate Tech Market Reality and Outlook" (28 July 2021)

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

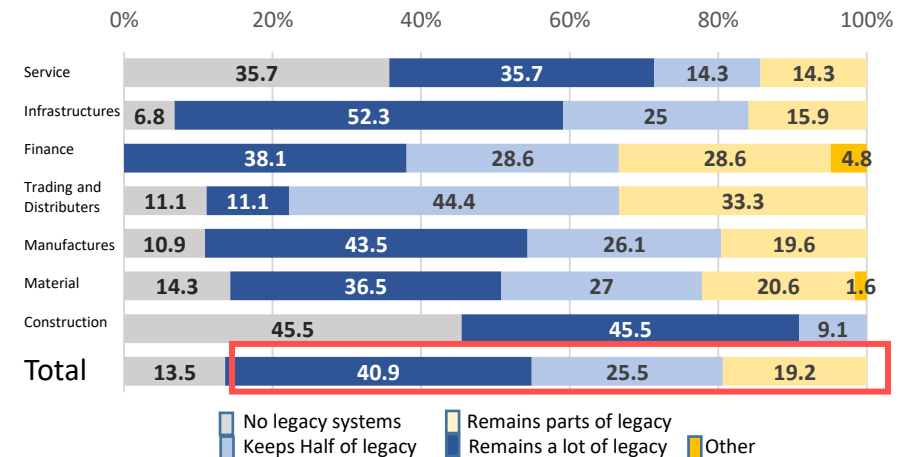
Use of ICT by industries(Score) ※3



There is a room to improve efficiency

Many companies keep legacy systems

80% companies keep legacy systems ※4



DX accelerates ICT from legacy systems

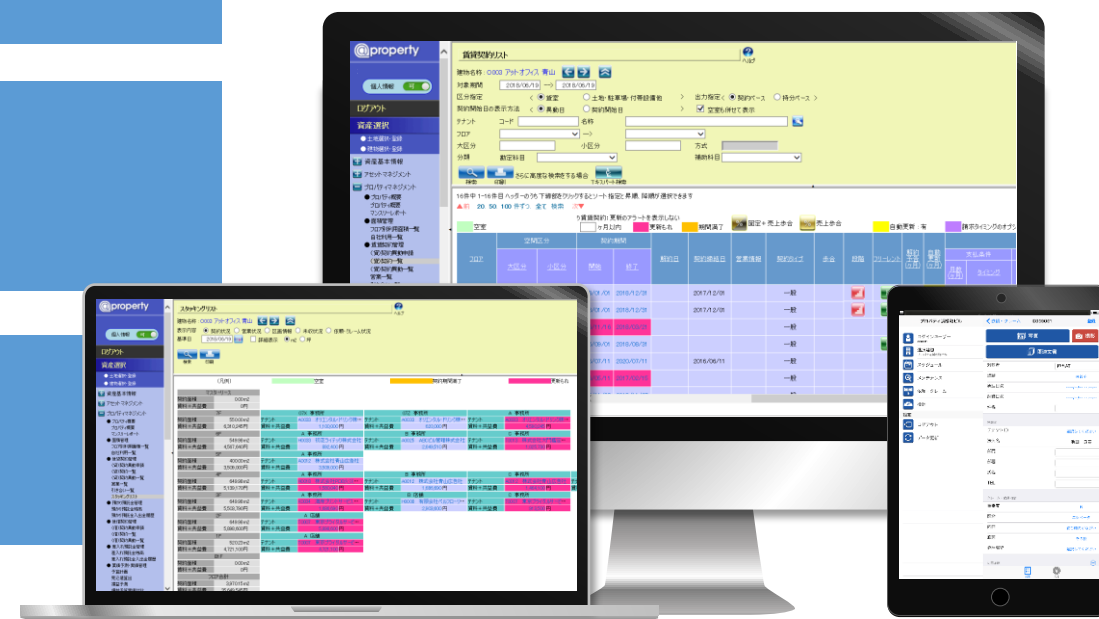
The sources ※1 Digital transformation is the process of using digital technologies to create new — or modify existing — business processes, culture, and customer experiences to meet changing business and market requirements.
 ※2 Legacy system is the outdated and non-efficiency system
 ※3 Making graph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

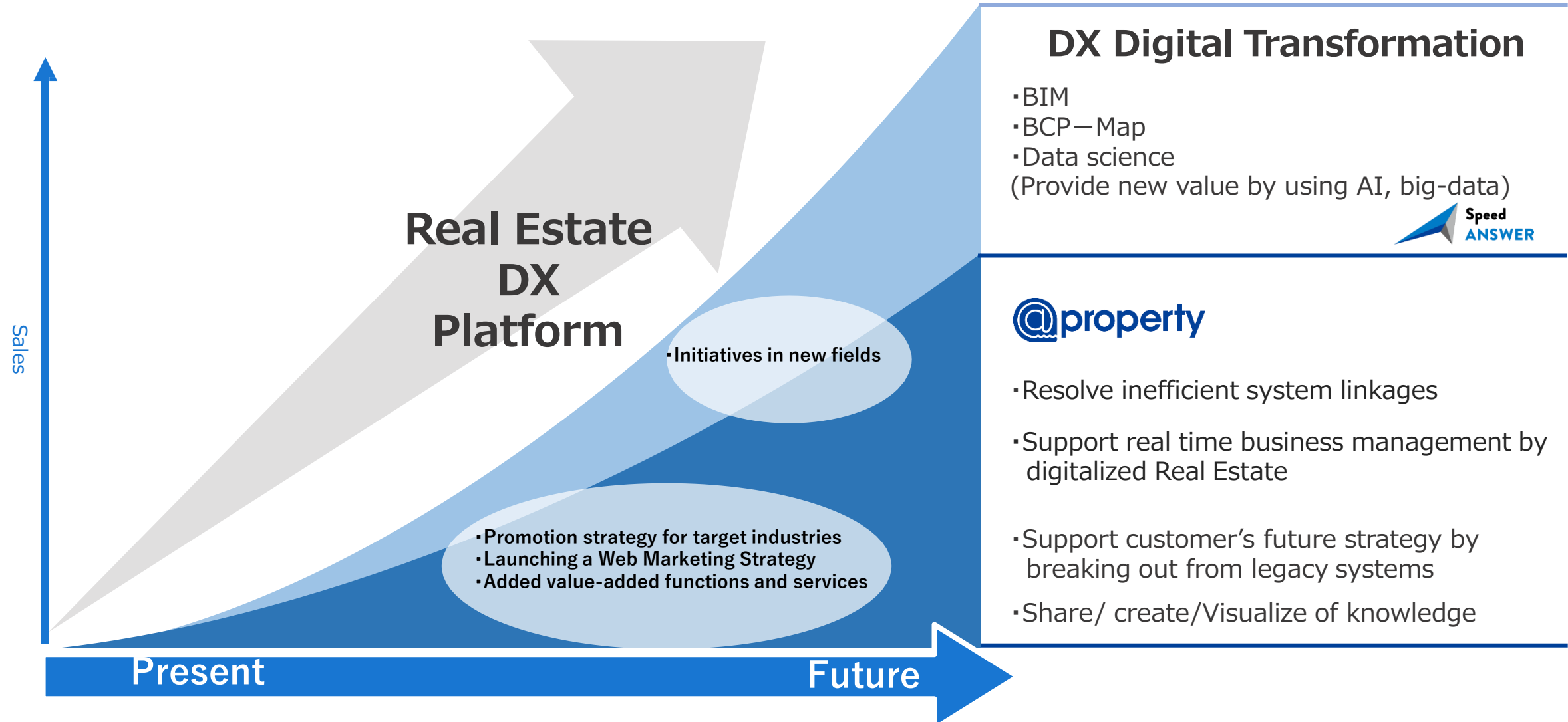
PDB creates “Real Estate DX Platform” which can support basic of customer business by digitalize all Real Estate information

- 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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