



Third Quarter of FY2022 Supplementary Materials

Property Data Bank, Inc.

31st January 2023
Securities code 4389

01

Performance Highlights for the Third Quarter

02

Company overview

01

Performance Highlights for the Third Quarter

Q3 sales and profit up Y/Y after consolidated accounting Consolidated accounting began in the first quarter of FY2022

- Under the normalization process of economic activities despite the prolonged impact of the Covid-19 infection, more apparent recovery of the investment needs to IT leads to acceleration of corporate DX (digital transformation) as well as more orders received to us
- Cloud services posted steady sales growth of 67 million yen (up 6.4%)
Monthly Cloud service fee increased steadily due to acquisition of new costumers including large accounts
- Solution services sales significantly increased by +133 million yen (up 29.6%)
backed by strong orders and large-scale projects with railway group companies
- The forecast of consolidated financial results for FY2022 remains unchanged.
For reference, please find the description of the forecast on page 3 of Summary of Consolidated Financial Results for the third Quarter of the Fiscal Year Ending 31st March 2023 in Japanese

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 nd 2022/3 2021/4 - 2021/12 (PDB)	23 rd 2023/3 2022/4 - 2022/12 (Cons.)	Change	Ratio
Net Sales	1,501	1,811	+310	+20.7%
Cloud services	1,050	1,118	+67	+6.4%
Solution services	450	583	+133	+29.6%
Other	-	110	+110	-
Gross profit	815	1,024	+208	+25.5%
Gross profit margin	54.3%	56.5%	-	-
Selling, general and administrative expenses	443	645	+202	+45.6%
Operating profits	372	378	+6	+1.6%
operating profit on sales	24.8%	20.9%	-	-
Ordinary Income	372	378	+6	+1.7%
Profit attributable to shareholders of the parent company.	252	314	+61	+24.3%

*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 310 million yen (up 20.7%) and that of operating profit was 6 million yen (up 1.6%)

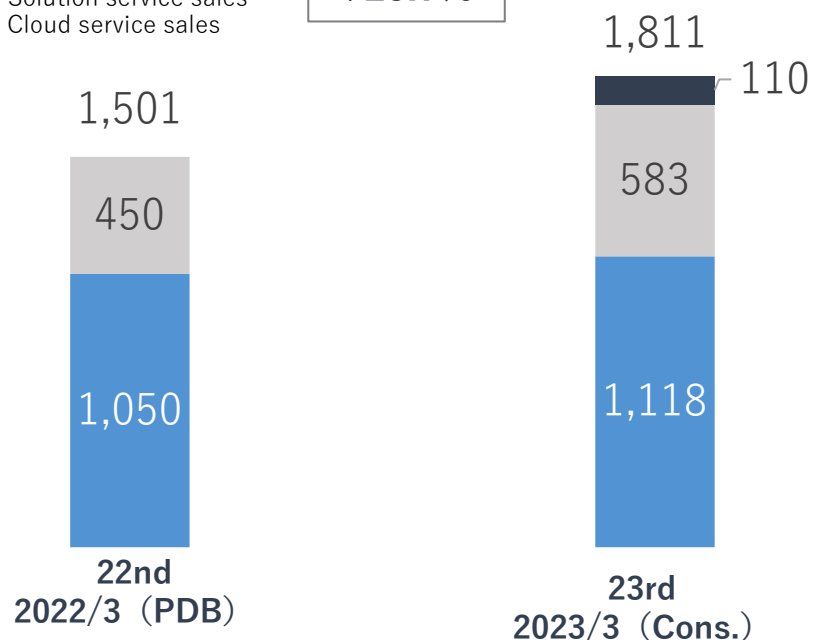
- Cloud services posted steady sales growth of 67 million yen (up 6.4%) due to acquisition of new customers
- Solution services significantly increased in sales +133 million yen (up 29.6%) backed by strong orders and large-scale projects
- Operating income increased only by +6 million (up 1.6%) due to cost increases on outsourcing and Head office

(: million Yen)

Net sales (Q3)

Other
 Solution service sales
 Cloud service sales

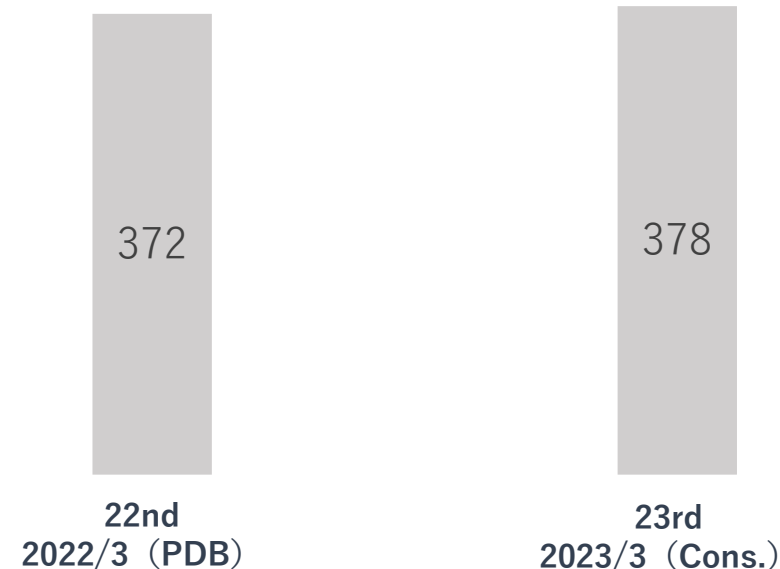
+20.7%



(: million Yen)

Gross profit (Q3)

+1.6%



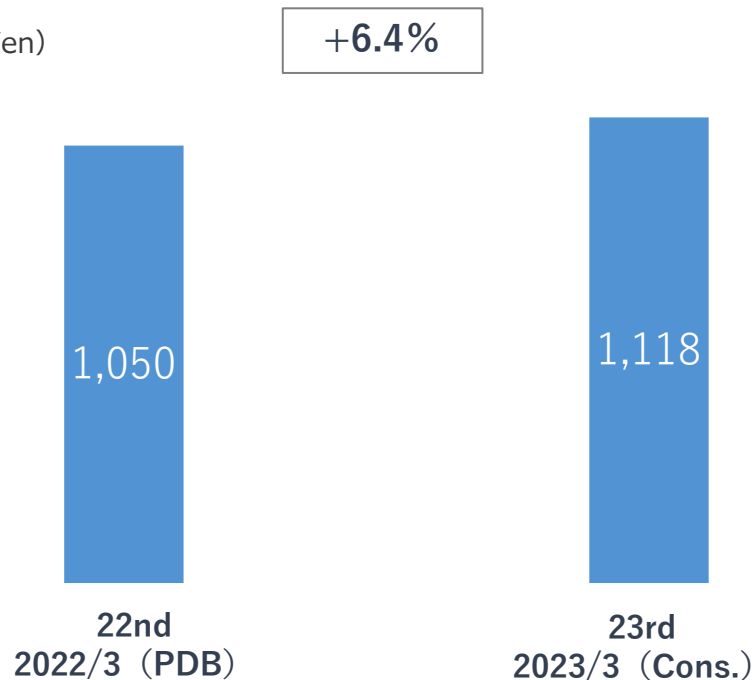
※ Truncated less than a Million

Cloud services sales up by 67million Yen(+6.4%) (Year-on-year)

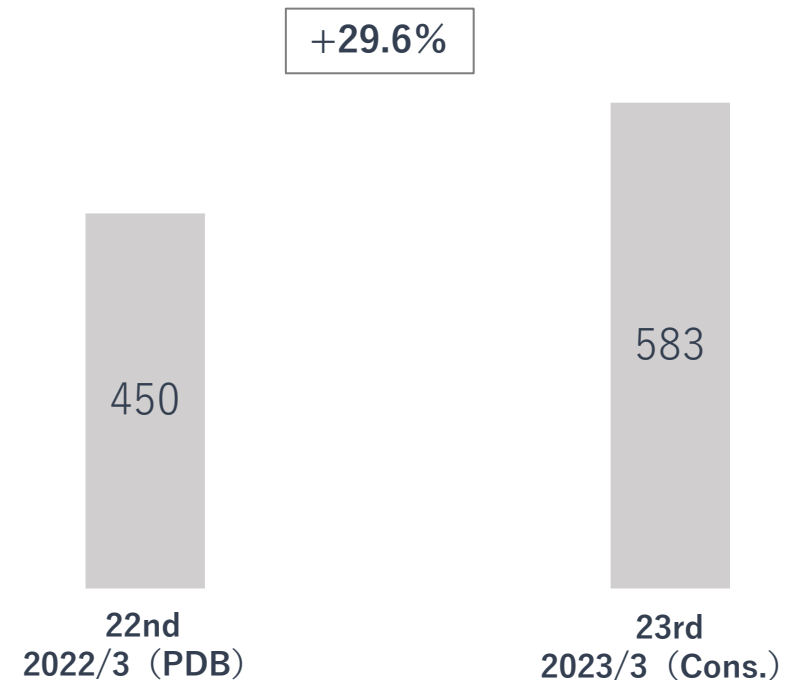
Solution services increased significantly in sales +133million Yen(+29.6%) (Year-on-year)

Cloud service sales (Q3)

(: million Yen)

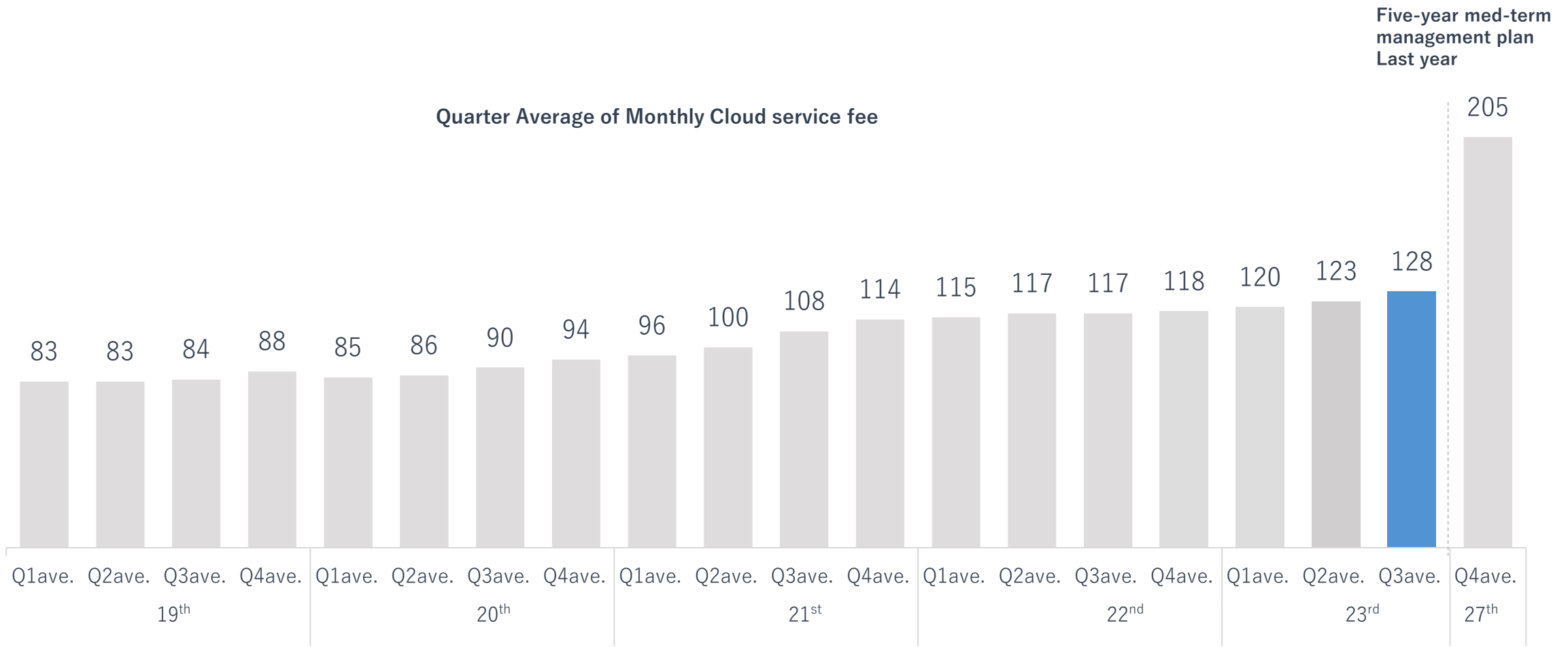


Solution service sales (Q3)



※ Truncated less than a Million

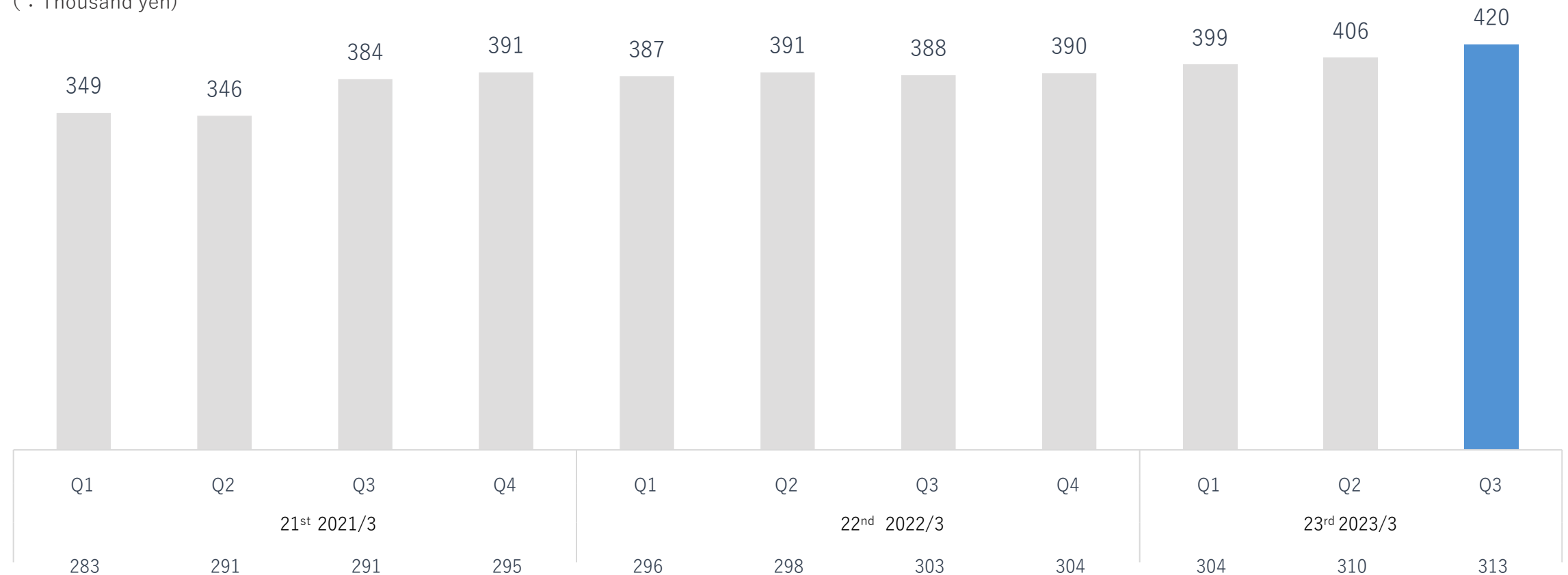
Monthly Cloud service fee increased steadily due to acquisition of new customers including large accounts



Average of Monthly Cloud services per company increased by +8.3% +14 thousands yen (+3.5%) compared with previous Quarter

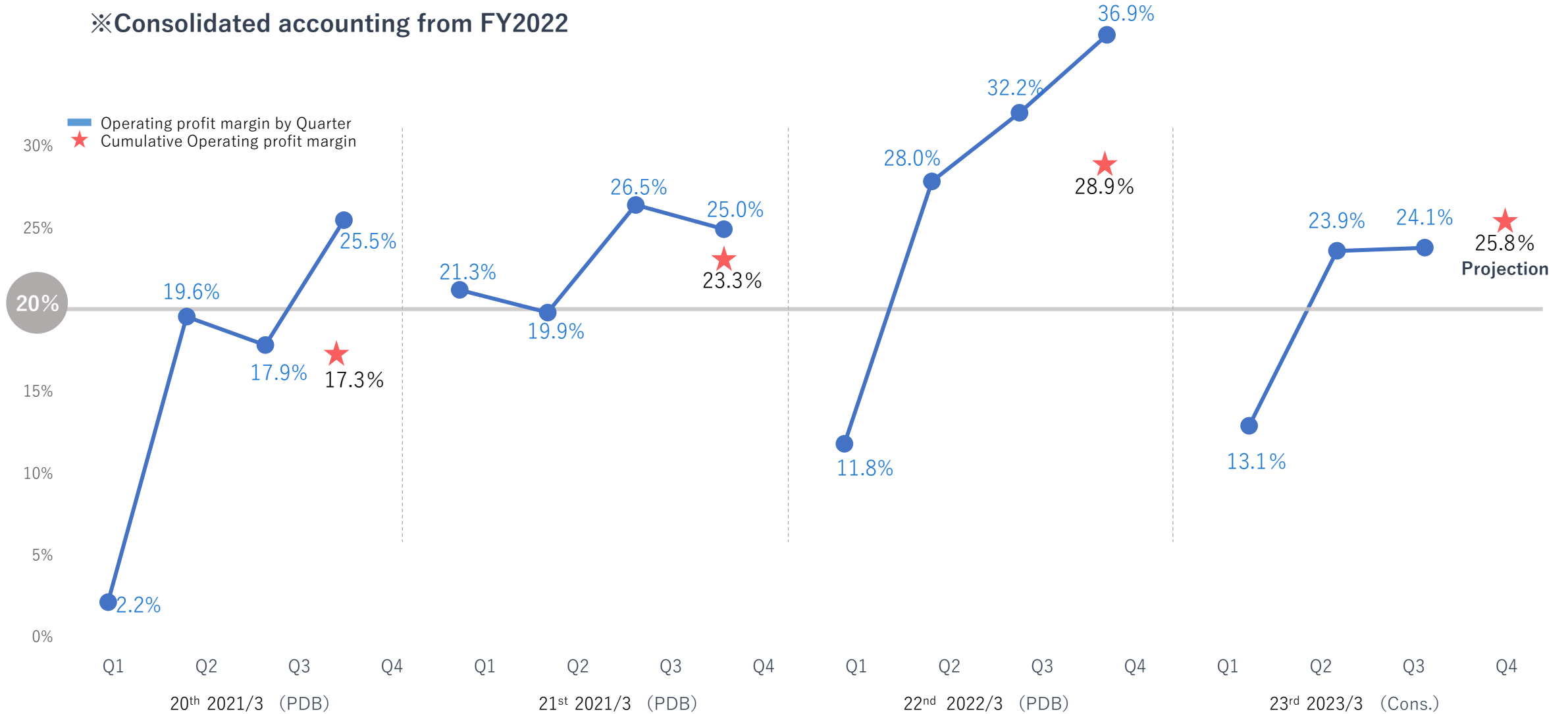
Average of Monthly Cloud service per company

(: Thousand yen)



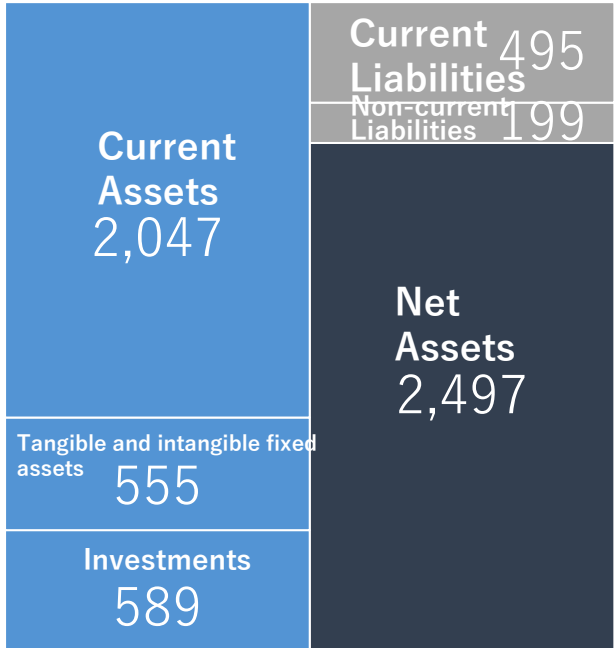
Operating profit margin for the Third quarter of FY2022 was 24.1%

※ Consolidated accounting from FY2022



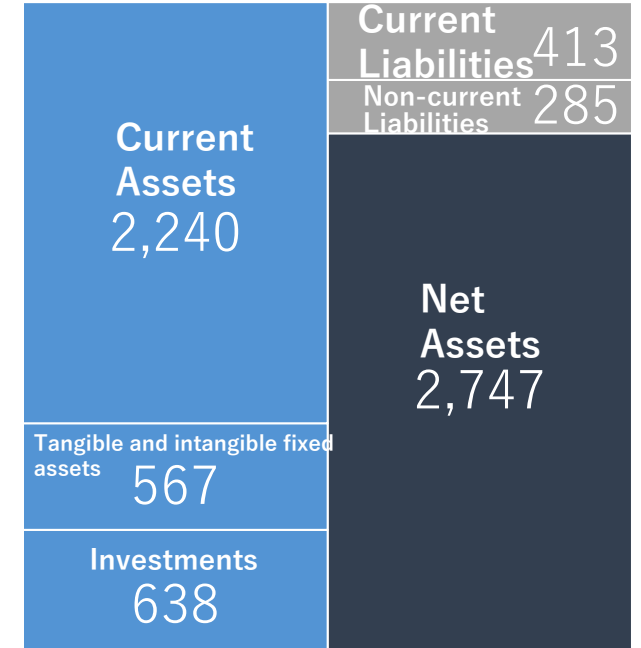
Level of equity ratio remains stable as 79.4%

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



Total Assets 3,192
Equity ratio 78.2%

23rd (Cons.)
2023/3 (Q3) (Million Yen)



Total Assets 3,446
Equity ratio 79.4%

※Truncated less than a Million

02

Company overview

Mission

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

Aspiration

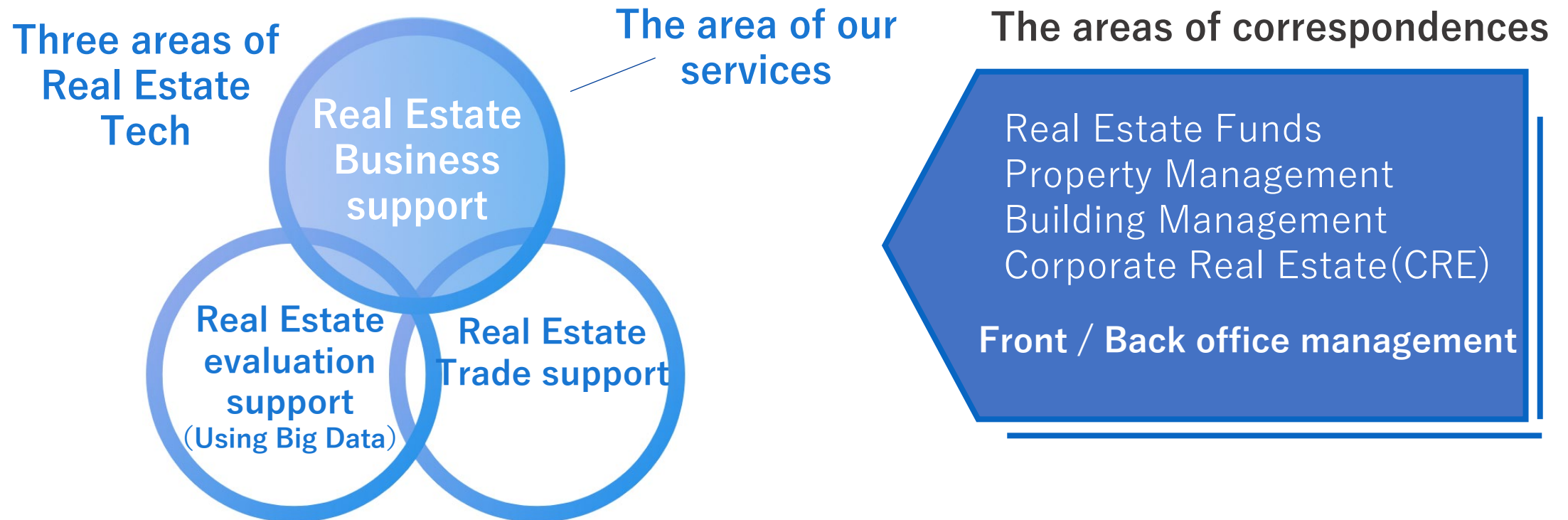
Aspire to maintain our venture spirit and inquiring mind to seek technological innovation as well, and we would like to promptly reflect our customers' needs in our services. Evolving our services beyond simple business areas such as data processing and management into the most sought-after service available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

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 Mothers (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



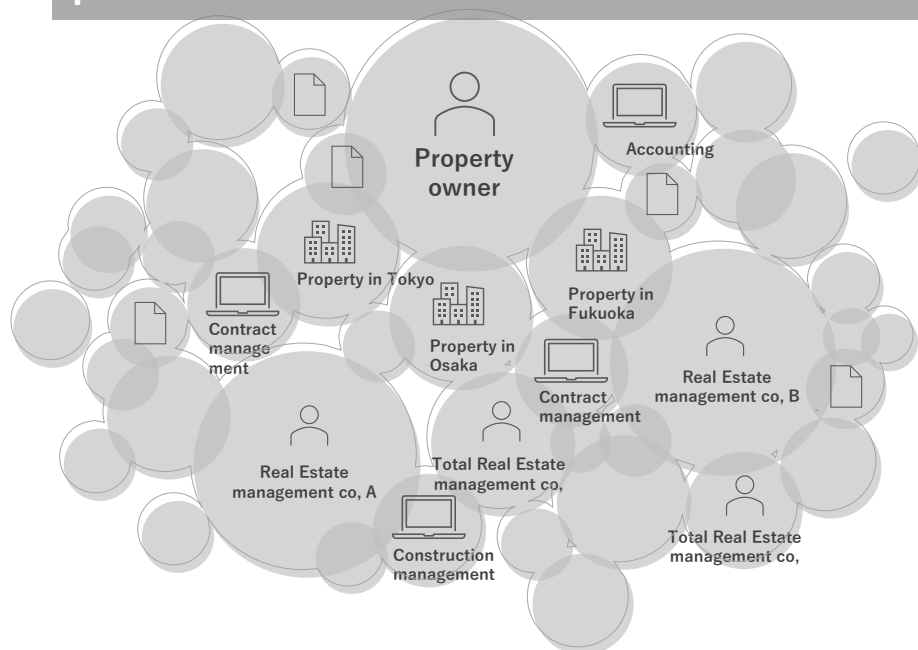
- *Provide advanced software as a service (SaaS-Public Cloud)
- *Support to streamline a variety of real estate-related operations and assets management



※ 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

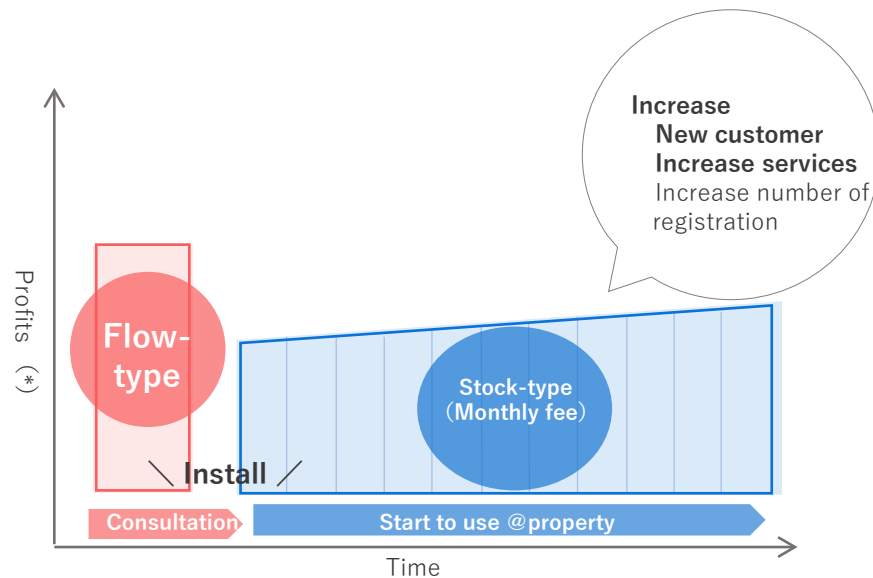
Standard project introduction pattern

Solution service sales

- @property
- Introduction consulting

Cloud service sales

- @property
- Monthly fee



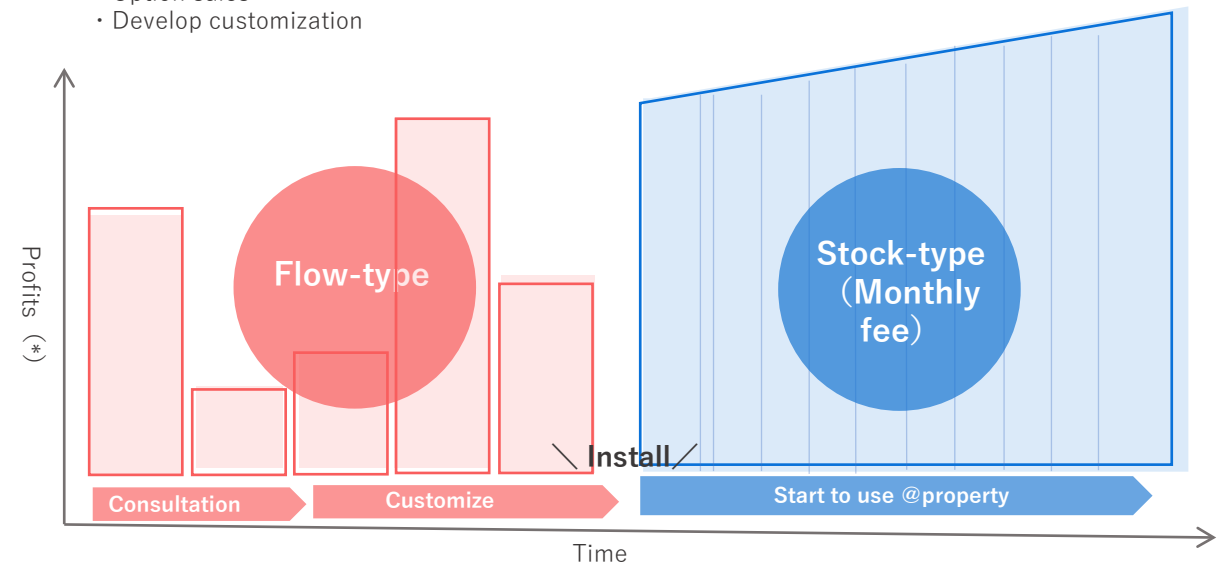
Large-scale project introduction pattern

Solution service sales

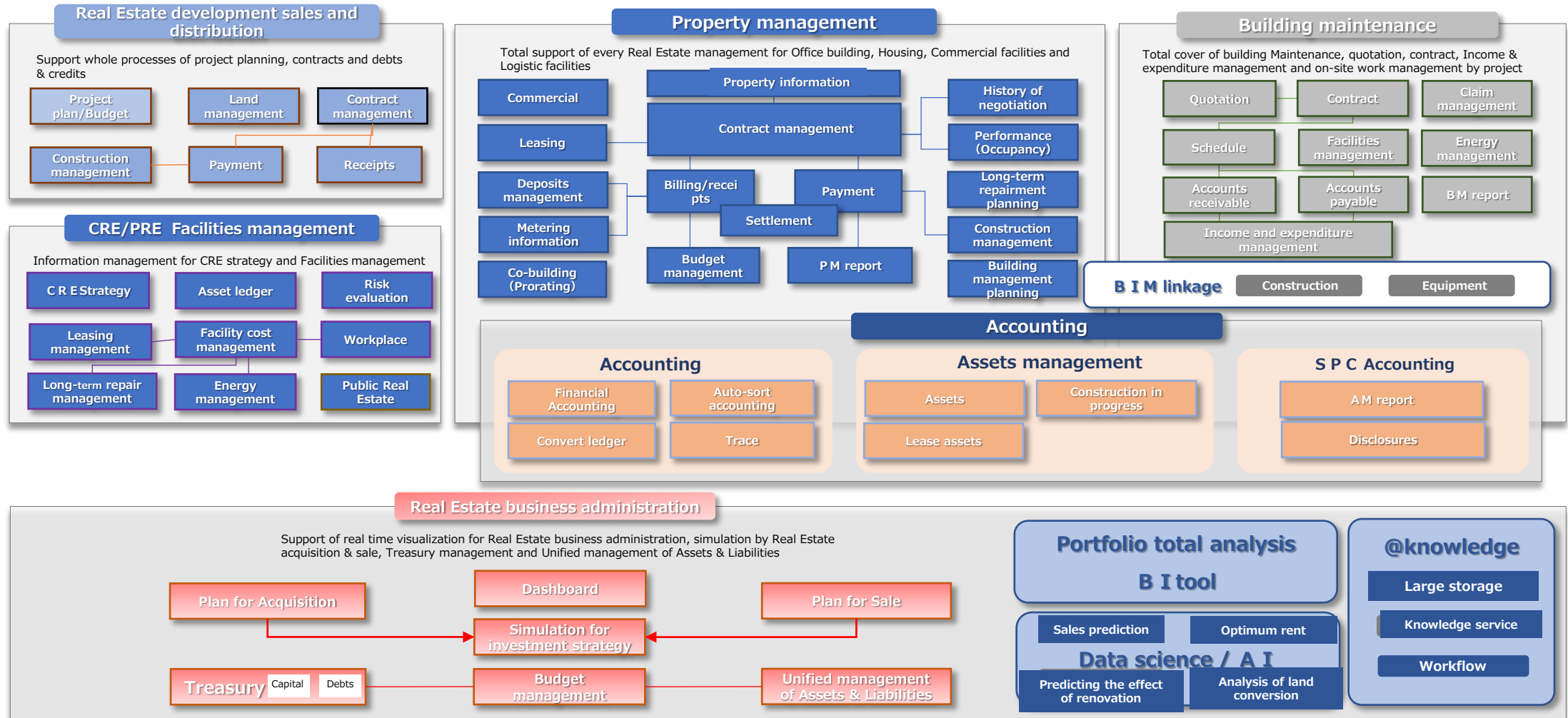
- @property
- Introduction consulting
- Option sales
- Develop customization

Cloud service sales

- @property
- Monthly fee

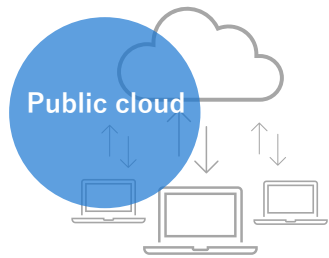


Provide solutions for Real Estate Business needs



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

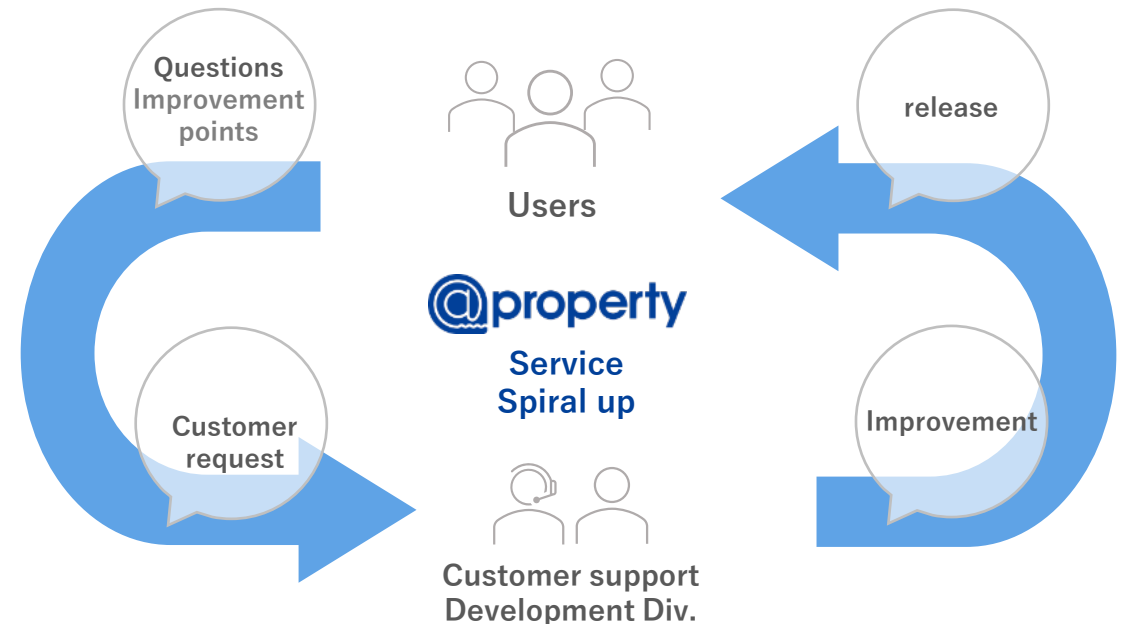


- No need to install
- Maintenance by PDB
- Version up by PDB
- Solid security environment base (ISO/IEC 27017)



- 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

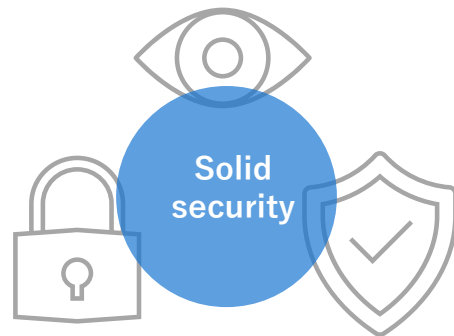


Obtained ISO27001 certification by applying Information Security Management System (ISMS) for business related to @property
Transfer data to a remote data center and perform real-time backup in case of a disaster

Solid security system

Managed by Solid security system

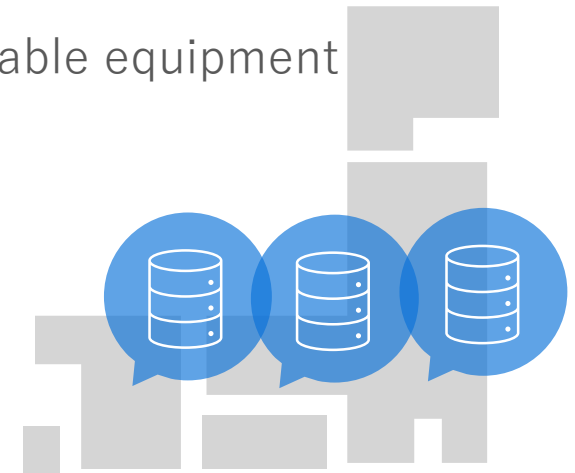
- collecting daily security info.
- 24/7 manned security monitoring service
- Obtained ISO27001
- Perform regular vulnerability diagnosis



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 >>>
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 	



Real Estate DX Platform

01 Digitize all your customers' operations

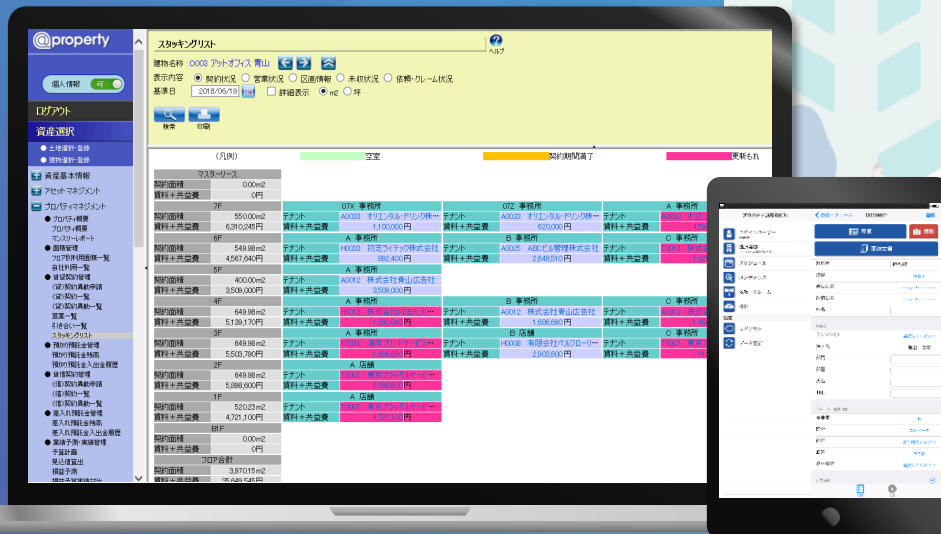
02 Enable real-time management of customers

03 Support customers' future strategies

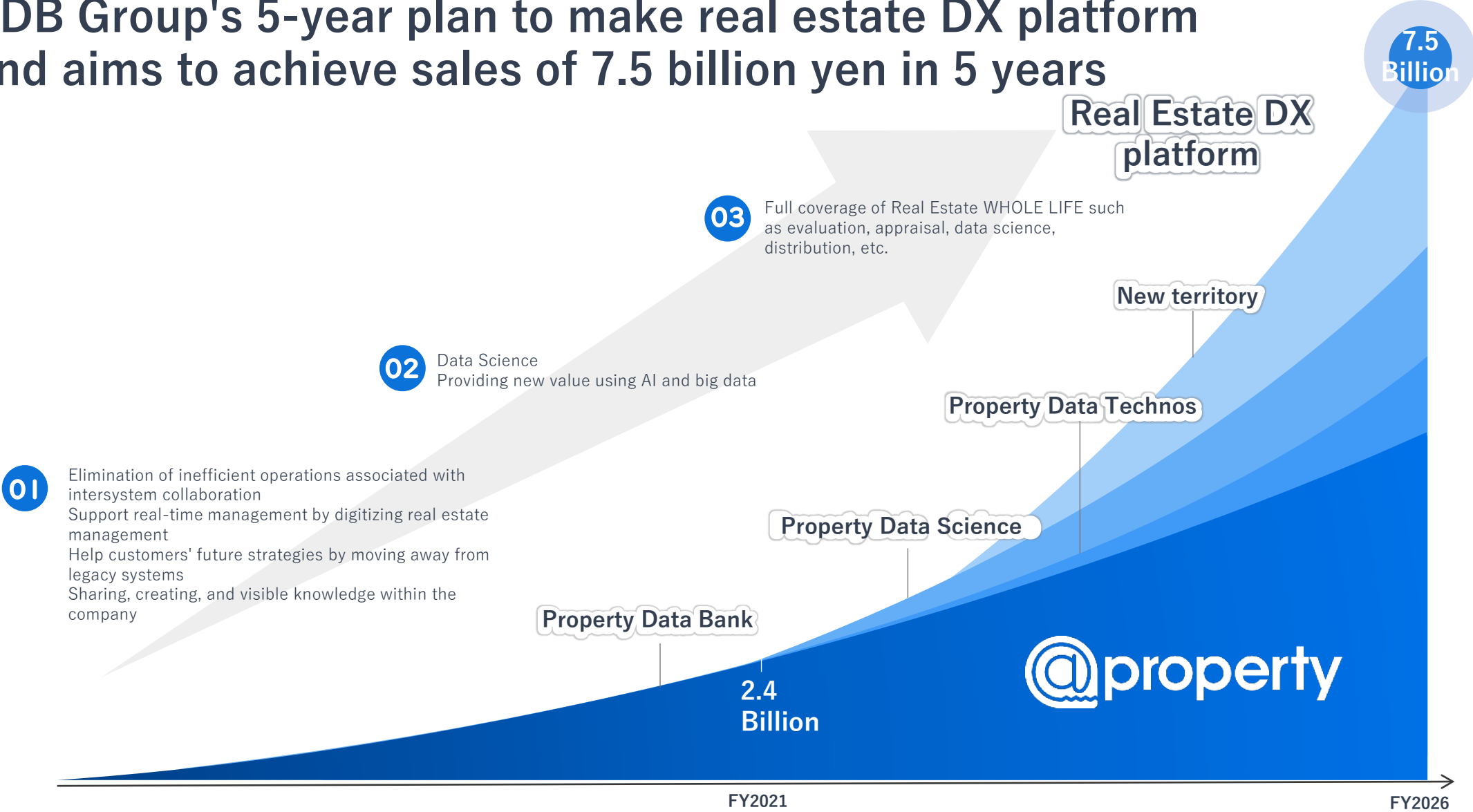
Digitize all information related to real estate management

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.

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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.