

FY2022 Financial results Supplementary Materials

Property Data Bank, Inc.

28th April 2023

Securities code 4389

(2022/4~2023/3)

■ Performance Highlights for FY2022

Summary for Consolidated financial results of FY2022

Property Data Bank, Inc.

126% YoY in Sales, 127% YoY in Operating Profit
Driven by good order of large project for @property

Net Sales

2,832 Mil. Yen
(125.9% YoY)

Current Profit

823 Mil. Yen
(126.2% YoY)

Operating Profit

822 Mil. Yen
(126.8% YoY)

Profit attributable to shareholders of the parent company.

626 Mil. Yen
(139.6% YoY)

※ Truncated less than a million

※ Shift to consolidated accounting from the FY2022

Sales and Step profit up significantly Increase in revenue and profit for 6 consecutive years with historical record

Original action plan in FY2022

- To establish consolidated fundamental management structure to achieve mid-term management plan
- To realize synergy between PDB and PDT swiftly
- To realize synergy between PDB and PDS
- To make @property obtain market share 1. in corporate client space & 2. in REIT and fund space through new functions and collaboration with PDT
- To enhance CS through 1. actions for each target market, 2. revision of fee schedule & 3. active system development

Topics on FY2022

Property Data Bank

- Acquired large-scale projects of @property from corporate clients
- @property gained de facto standard position in domestic railway sector
- 3 project teams have been established for strengthening competitiveness of @property
 - next generation strategic project
 - frontier business promotion project
 - product design strategy project

Property Data Technos

- Determination to grow digitalizing service to document management BPO business led to several enquiries from existing clients
- Existing businesses such as printing and income real estate remains stable

Property Data Science

- Acquired orders from supermarket as promising sector and from home-center in Central District
- Gained one client for data sales

126% Y/Y in Sales, 127% Y/Y in Operating profit

- Cloud services posted steady sales growth by 107million yen (7.7%) Y/Y due to acquisition of new client on top of the existing clients
- Solution services significantly increased in sales +307million yen (up 36.5%) backed by large-scale customizing projects and sales of options to corporate clients such as domestic railway companies' groups

(Million Yen)		March 2022 (a) Results	March 2023 (b) Results	% Change (b)/(a)
Net Sales (Consolidated)		2,249	2,832	125.9%
Property data Bank	Cloud Service	1,406	1,514	107.7%
	Solution Service	843	1,150	136.5%
Others		—	167	—
Operating profit		649	822	126.8%
Current profit		652	823	126.2%
Profit attributable to shareholders of the parent company		448	626	139.6%

※ Truncated less than a million

95% in Sales、 107% in Operating profit compared with the forecast

- While sales of @property almost met the forecasts, sales of others was 50% compared with the forecasts
In particular, PDS significantly failed to achieved the target sales due to poor sales of prediction services for new store opening
- OP exceeded the forecast backed by better margin in @property businesses despite R&D and advertisement costs

(Million Yen)		March 2022 (a) Forecasts	March 2023 (b) Results	% Change (b)/(a)
Net Sales (Consolidated)		2,977	2,832	95.1%
Property data Bank	Cloud Service	1,520	1,514	99.6%
	Solution Service	1,120	1,150	102.8%
Others		337	167	49.7%
Operating profit		769	822	107.0%
Current profit		769	823	107.0%
Profit attributable to shareholders of the parent company		523	626	119.8%

※ Truncated less than a million

Full-year forecasts of FY2023 remains unchanged due to the results in FY2022 which almost met the forecast of the first year in mid-term management plan

- FY2023 is the second year in Mid-term management plan and important for the profit growth in the next year onward
- To activate HR investment, R&D and advertisement from long-term-growth perspective

(Million Yen)		March 2023 Results	March 2024 Forecasts	% Change
Net Sales (Consolidated)		2,832	3,420	120.7%
Property data Bank	Cloud Service	1,514	1,680	111.0%
	Solution Service	1,150	1,240	107.7%
Others		167	500	298.0%
Operating profit		822	822	100.0%
Current profit		823	822	99.9%
Profit attributable to shareholders of the parent company		626	559	89.2%

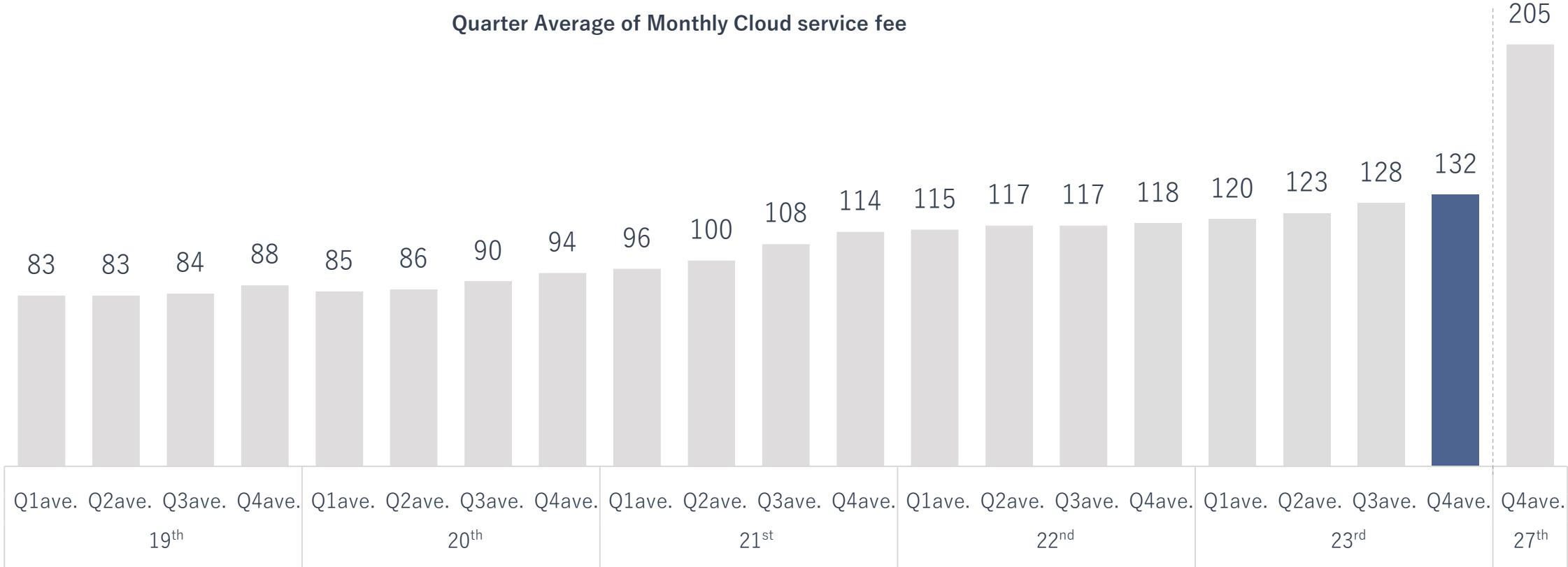
Monthly Cloud service fee (Quarter average)

Monthly Cloud service fee increased steadily due to acquisition of new customers including large accounts on top of the existing fees

(: Thousand yen)

Quarter Average of Monthly Cloud service fee

Five-year med-term management plan Last year

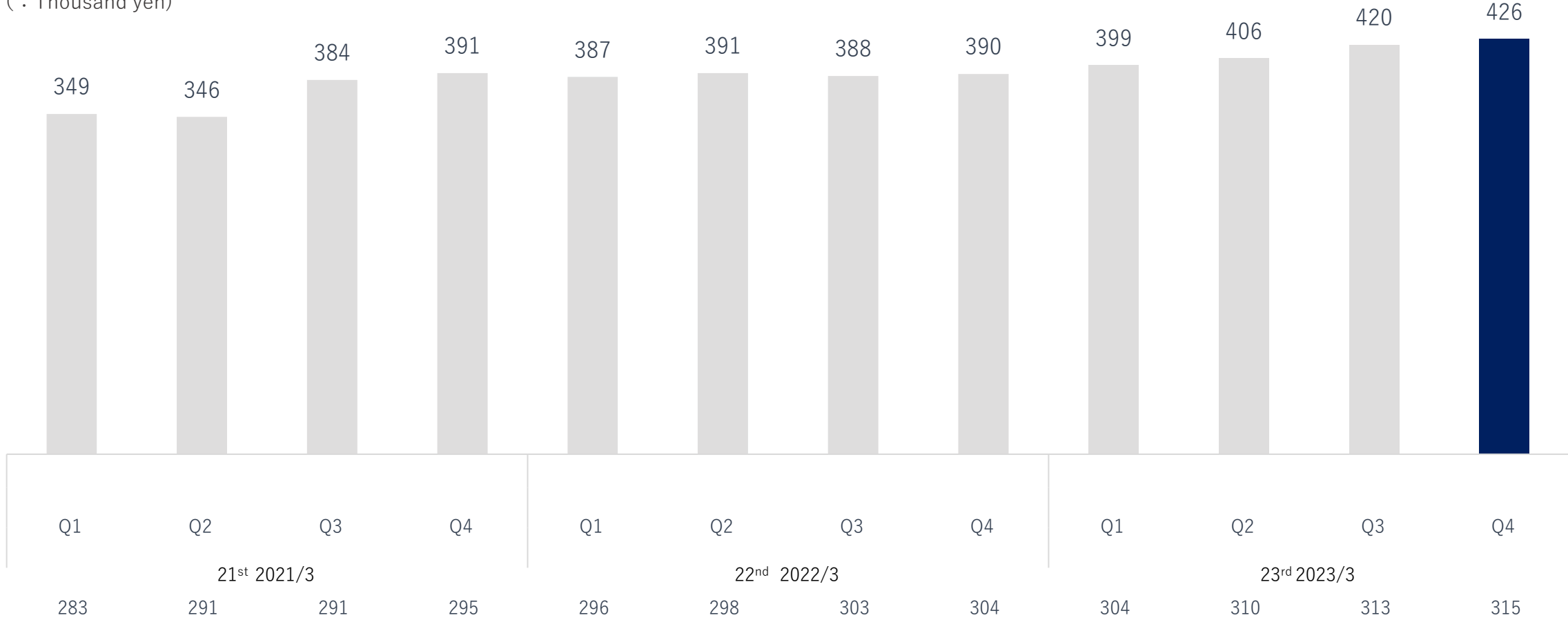


Monthly Cloud services per company

Average of Monthly Cloud services per company increased by 36 thousands yen (+9.2%) backed by large-scale projects to corporate clients such as domestic railway companies' groups

Average of Monthly Cloud service per company

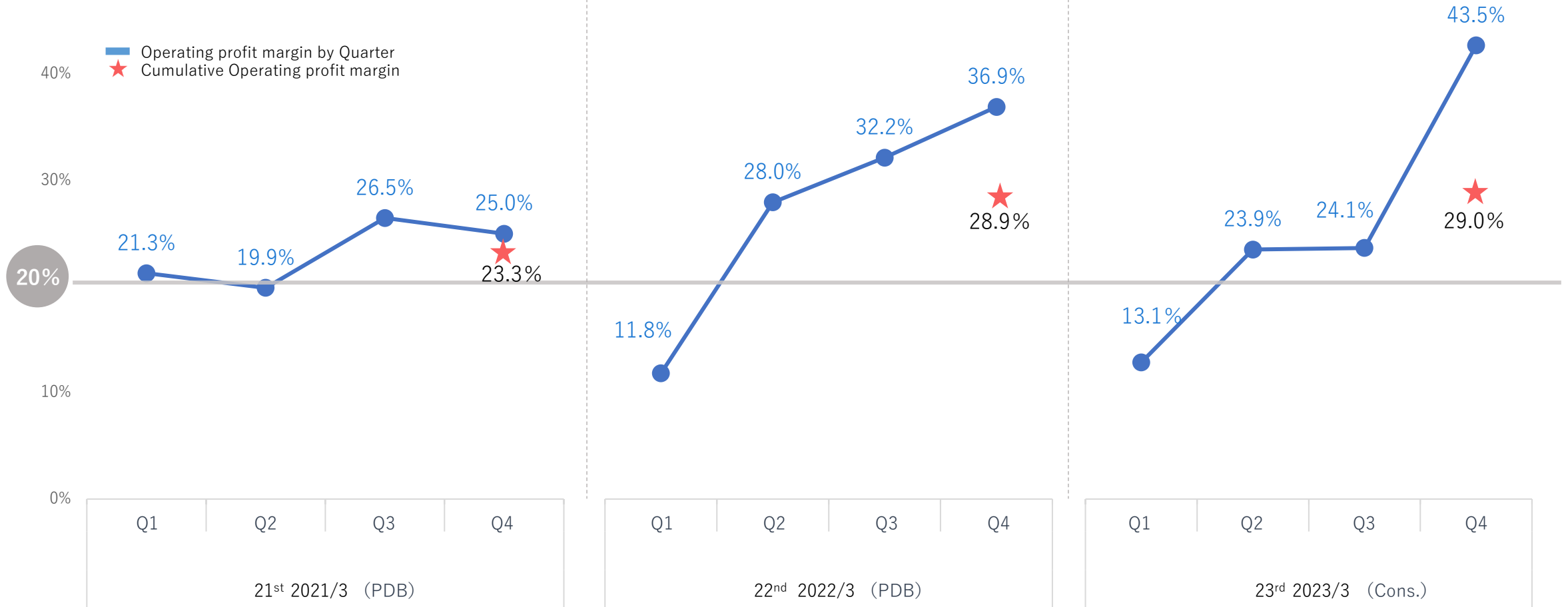
(: Thousand yen)



Operating profit margin by Quarter

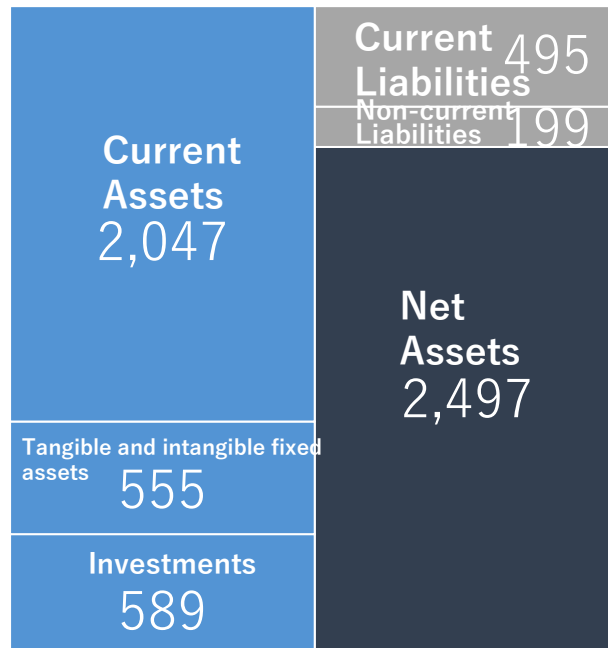
Operating profit margin for the FY2022 was 29.0%

※Consolidated accounting from FY2022



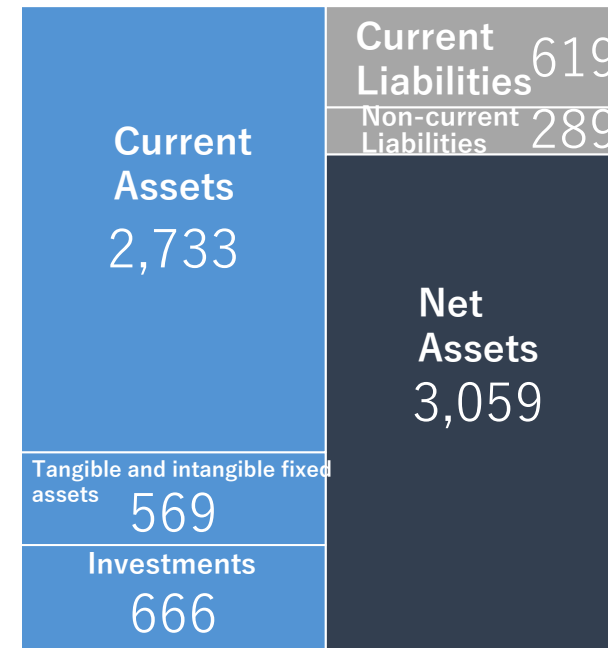
Level of equity ratio remains stable as 76.8%

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



Total Assets 3,192
Equity ratio 78.2%

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



Total Assets 3,969
Equity ratio 76.8%

While securing internal reserves for strengthening the management base and actively developing business, will decide returning profits to shareholders, taking into account the financial situation, business results, and cash flow

March 2023 (Scheduled)
20.00 Yen per share

Dividend
payment
ratio

18.5%

March 2024 (Forecast)
20.00 Yen per share

Dividend
payment
ratio

20.8%

Property Data Bank, Inc.

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