

# FY2024 Earnings Results Supplementary Materials

【TICKER】 4389 / 【TERM】 2024.04 – 2025.03

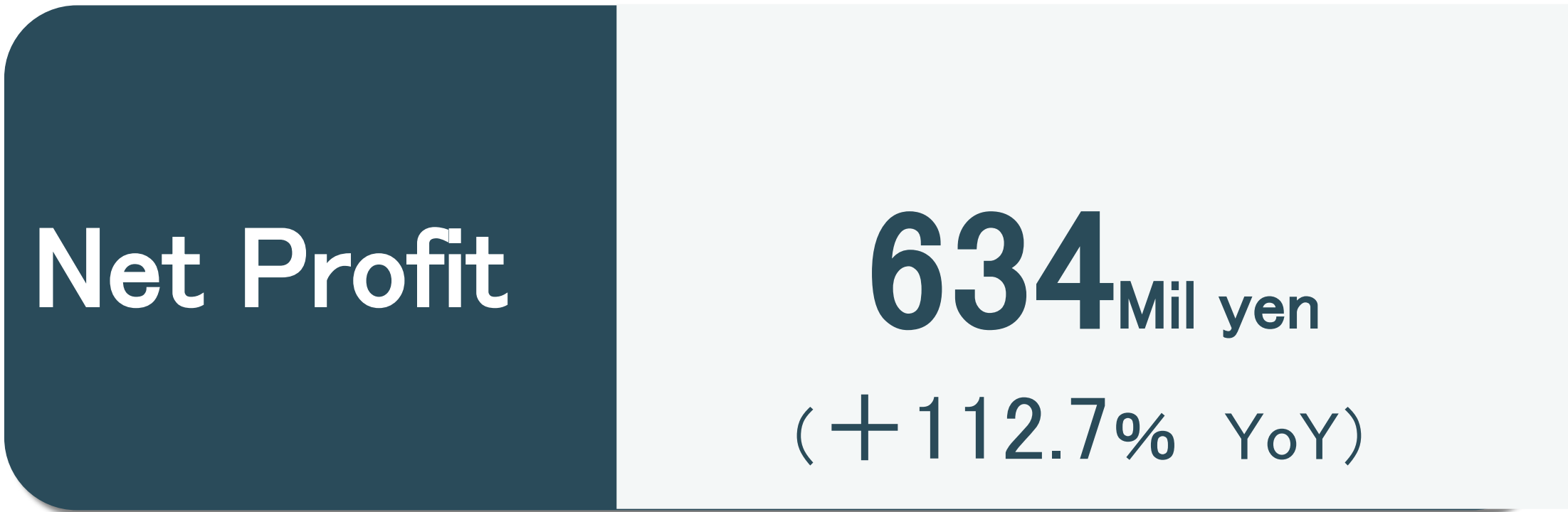
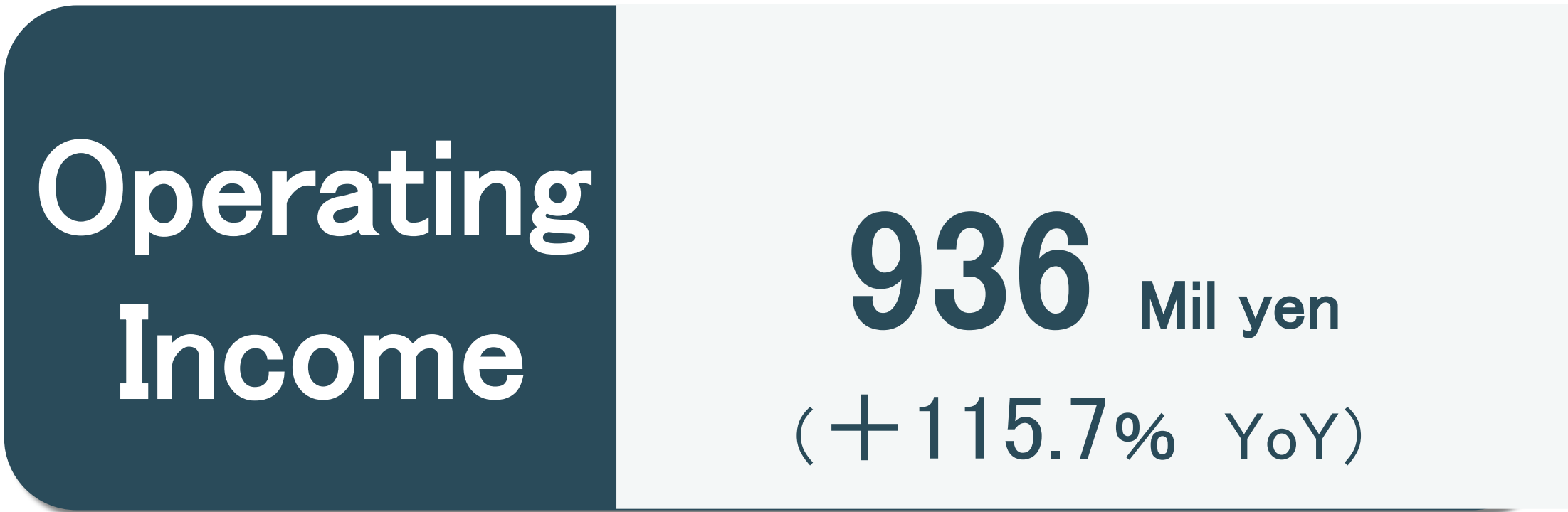
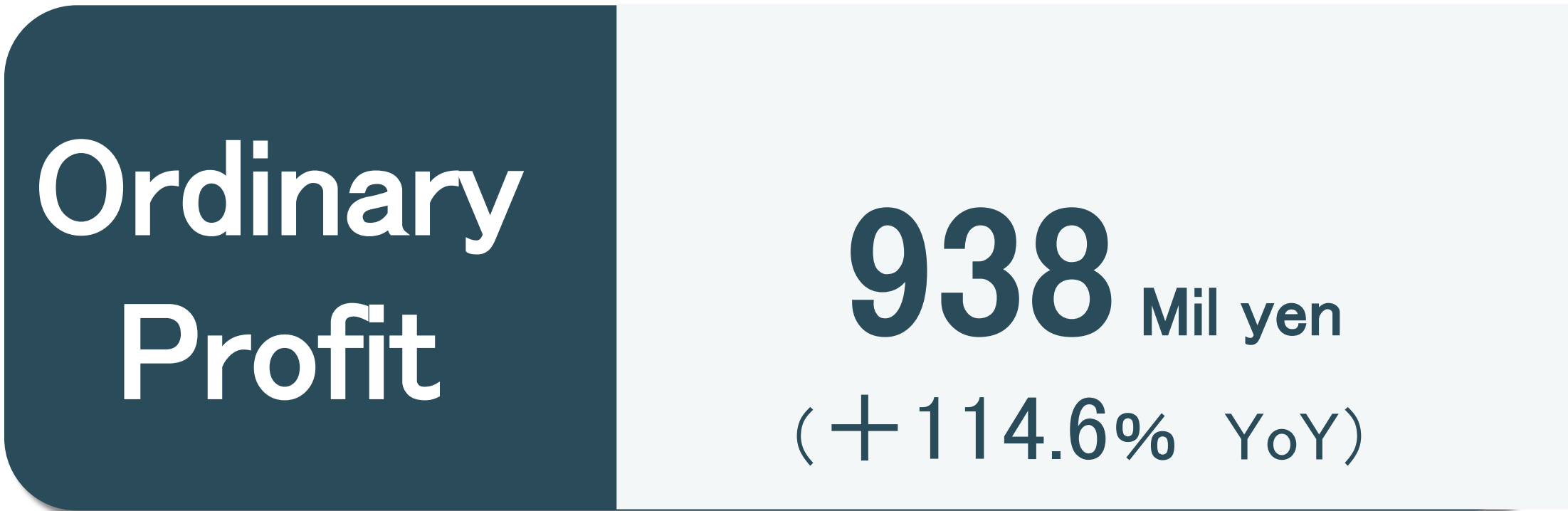
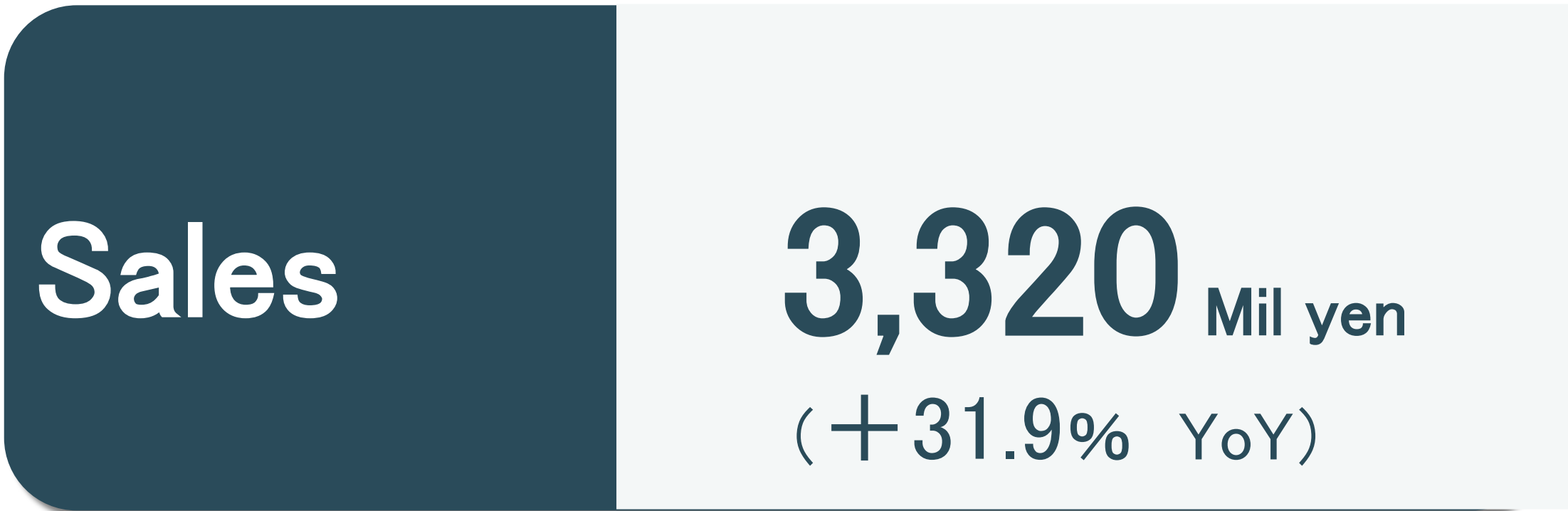
May 14, 2025

# FY2024 Earnings Summary



# FY2024 Performance Summary (consolidated)

The core service, “@property”, continued to grow steadily, then total sales and profit achieved record-high.



※ Rounded down to the nearest million yen

# FY2024 Earnings Highlights (YoY)

The solution service improved significantly, thanks to smooth progress of large projects. Subsidiaries' earnings improved due to some new business. Revenue growth and effective cost control contributed profit improvement.

| (Unit : Million Yen)                               |                   | FY2023 | FY2024 | YoY     |
|--|-------------------|--------|--------|---------|
|  |                   | Result | Result |         |
| Sales (consolidated)                               |                   | 2,516  | 3,320  | +31.9%  |
| Property Data Bank                                 | Cloud services    | 1,650  | 1,797  | +8.9%   |
|  | Solution services | 635    | 1,070  | +68.5%  |
| Property Data Technos                              |                   | 215    | 231    | +7.5%   |
| Property Data Science                              |                   | 17     | 27     | +54.6%  |
| New Service*                                       |                   | —      | 209    | —       |
| Operating income                                   |                   | 434    | 936    | +115.7% |
| Ordinary profit                                    |                   | 437    | 938    | +114.6% |
| Profit attributable to owner of the parent company |                   | 298    | 634    | +112.7% |

※Rounded down to the nearest million yen      \*New Service: REIVO、@cmms、@iwms、@knowledge( The cloud-related part is recorded under cloud services, while the solution-related part is accounted for as part of new services.)

## ○ Difference from Initial Earnings Forecast for FY2024

The earnings were below initial plans primarily due to delays in launching new services and Property Data Science. On the cost side, SG&A expenses were significantly lower than forecasts. In total, profits were above the initial forecasts despite sluggish sales.

| (Unit : Million Yen)                                  |                   | FY2024   | FY2024 | relative change<br>from forecast |
|---|-------------------|----------|--------|----------------------------------|
|   |                   | Forecast | Result |                                  |
| Sales (consolidated)                                  |                   | 3,980    | 3,320  | △16.6%                           |
| Property Data Bank                                    | Cloud services    | 1,790    | 1,797  | +0.4%                            |
|   | Solution services | 1,240    | 1,070  | △13.7%                           |
| Property Data Technos                                 |                   | 300      | 231    | △22.7%                           |
| Property Data Science                                 |                   | 300      | 27     | △90.9%                           |
| New Service*  |                   | 350      | 209    | △40.2%                           |
| Operating income                                      |                   | 830      | 936    | +12.8%                           |
| Ordinary profit                                       |                   | 830      | 938    | +13.1%                           |
| Profit attributable to owner of<br>the parent company |                   | 570      | 634    | +11.3%                           |

※Rounded down to the nearest million yen

\*New Service: REIVO、@cmms、@iws、@knowledge( The cloud-related part is recorded under cloud services, while the solution-related part is accounted for as part of new services.)

○ Difference from Revised Earnings Forecast

Operating income improved significantly due to reduction of SG&A expenses.

| (Unit : Million Yen)                                  |                   | FY2024   | FY2024 | relative change<br>from forecast |
|---|-------------------|----------|--------|----------------------------------|
|   |                   | Forecast | Result |                                  |
| Sales (consolidated)                                  |                   | 3,300    | 3,320  | +0.6%                            |
| Property Data Bank                                    | Cloud services    | 1,778    | 1,797  | +1.1%                            |
|   | Solution services | 1,075    | 1,070  | △0.4%                            |
| Property Data Technos                                 |                   | 231      | 231    | +0.0%                            |
| Property Data Science                                 |                   | 27       | 27     | +1.6%                            |
| New Service*  |                   | 202      | 209    | +3.6%                            |
| Operating income                                      |                   | 830      | 936    | +12.8%                           |
| Ordinary profit                                       |                   | 830      | 938    | +13.1%                           |
| Profit attributable to owner of<br>the parent company |                   | 570      | 634    | +11.3%                           |

※Rounded down to the nearest million yen      \*New Service: REIVO、@cmms、@iwms、@knowledge( The cloud-related part is recorded under cloud services, while the solution-related part is accounted for as part of new services.)



# FY2025 Earnings Forecast

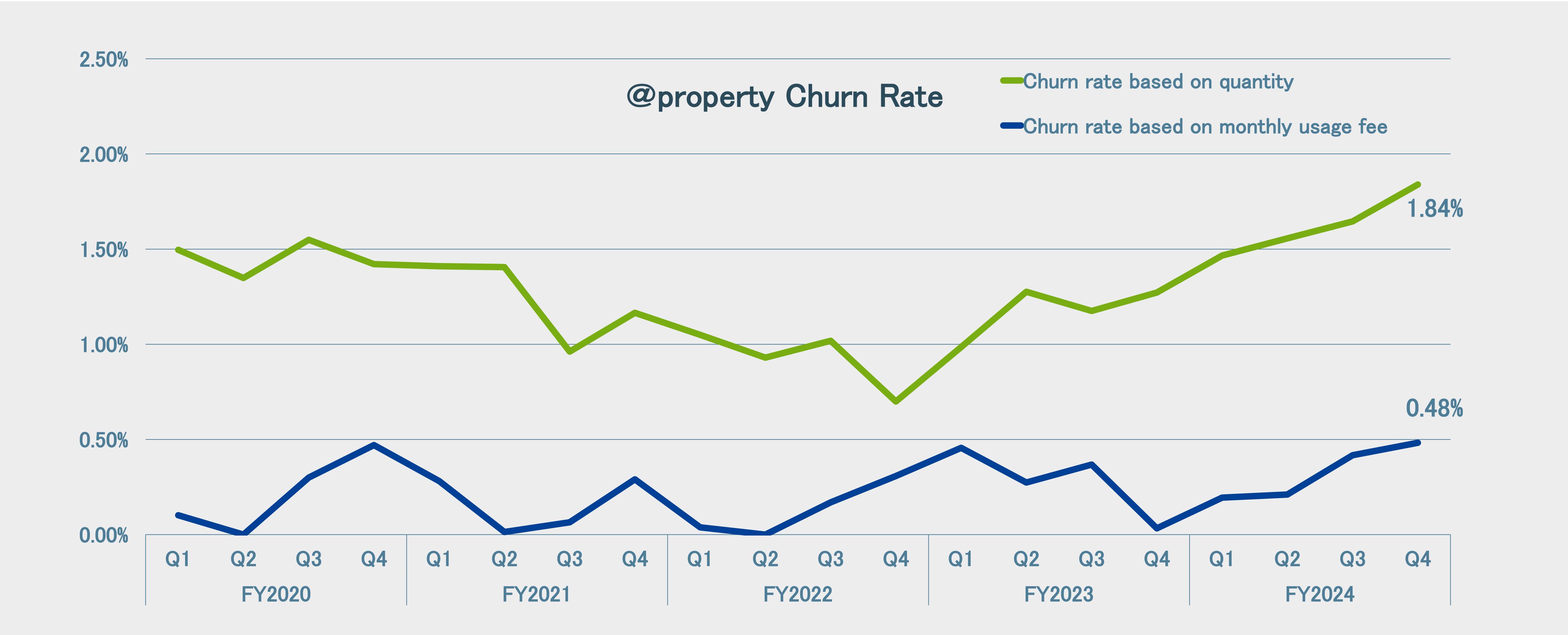
“@property” is expected to record steady expansion, thanks to the demands from “new lease accounting standards”. Regarding new services, “@cmms”, which work with BIM, and REIVO are main factors of the sales growth.

| (Unit : Million Yen)                               |                   | FY2024 | FY2025   | YoY     |
|--|-------------------|--------|----------|---------|
|  |                   | Result | Forecast |         |
| Sales (consolidated)                               |                   | 3,320  | 4,000    | +20.5%  |
| Property Data Bank                                 | Cloud services    | 1,797  | 2,010    | +11.8%  |
|  | Solution services | 1,070  | 1,200    | +12.1%  |
| Property Data Technos                              |                   | 231    | 300      | +29.4%  |
| Property Data Science                              |                   | 27     | 40       | +45.8%  |
| New Service*                                       |                   | 209    | 450      | +115.0% |
| Operating income                                   |                   | 936    | 1,040    | +11.0%  |
| Ordinary profit                                    |                   | 938    | 1,040    | +10.8%  |
| Profit attributable to owner of the parent company |                   | 634    | 750      | +18.2%  |

※Rounded down to the nearest million yen      \*New Service: REIVO、@cmms、@iwms、@knowledge( The cloud-related part is recorded under cloud services, while the solution-related part is accounted for as part of new services.)

# @property Churn Rate

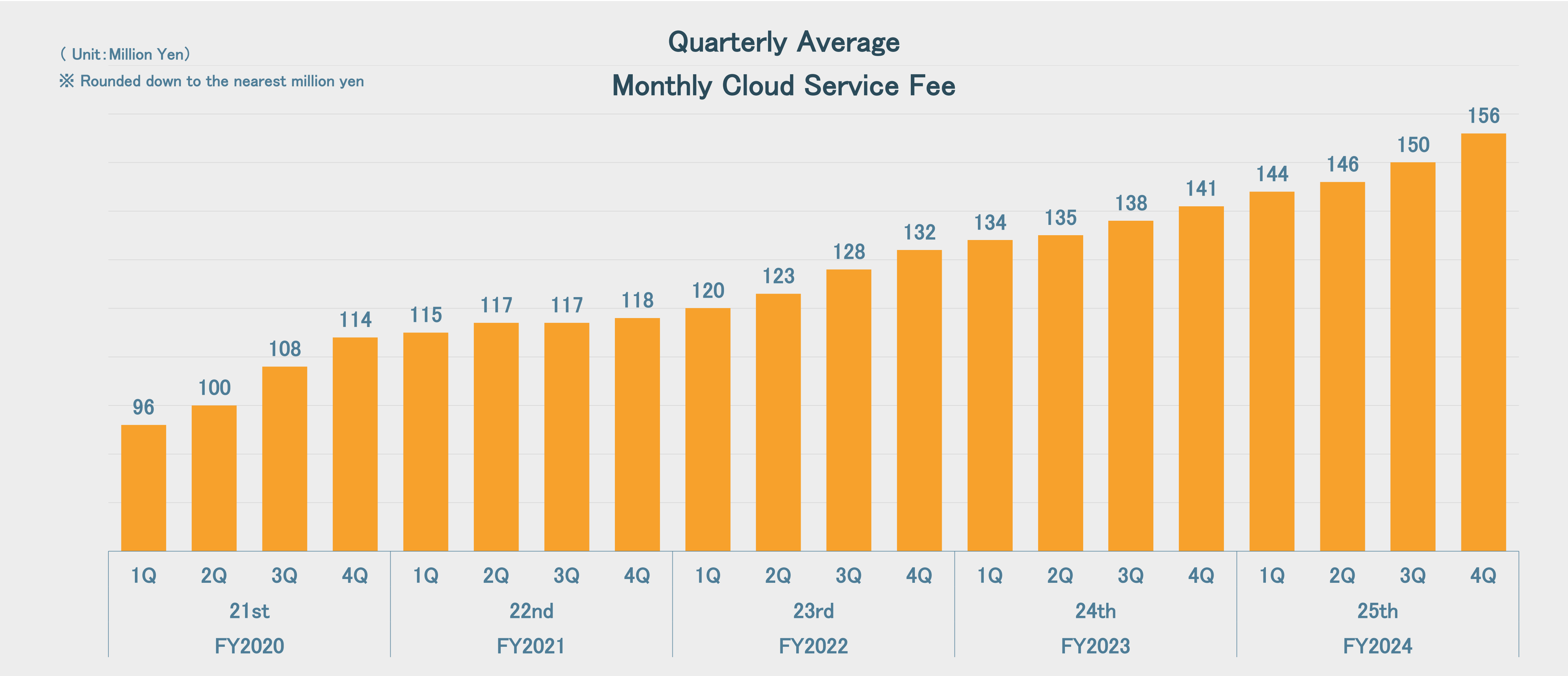
Churn rate, quantity-based, has increased. On the other hands, the one monthly usage fee-based remains low. Impact on earnings was limited.





# Monthly Cloud Service Fee (Quarterly Average)

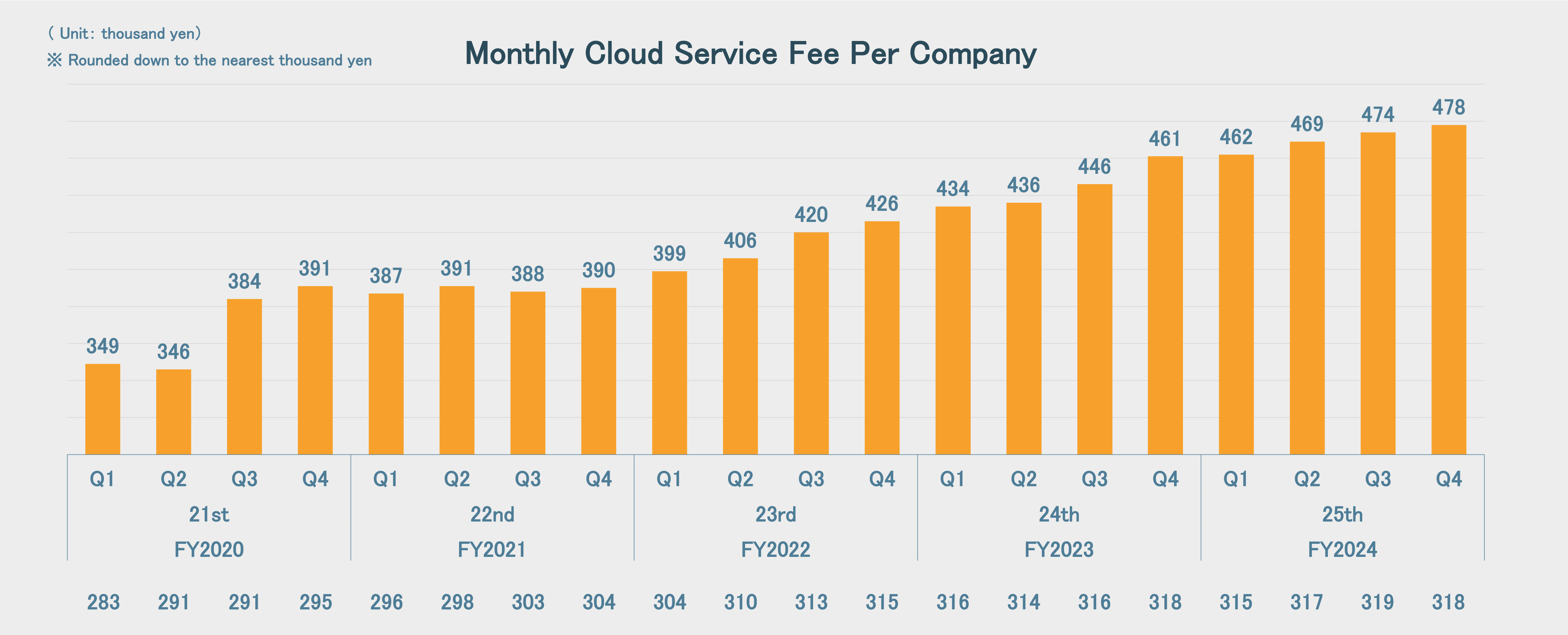
Monthly cloud services fee expanded continuously. The growth rate was accelerated by large-scale projects.



# Monthly Cloud Service Fee per Company

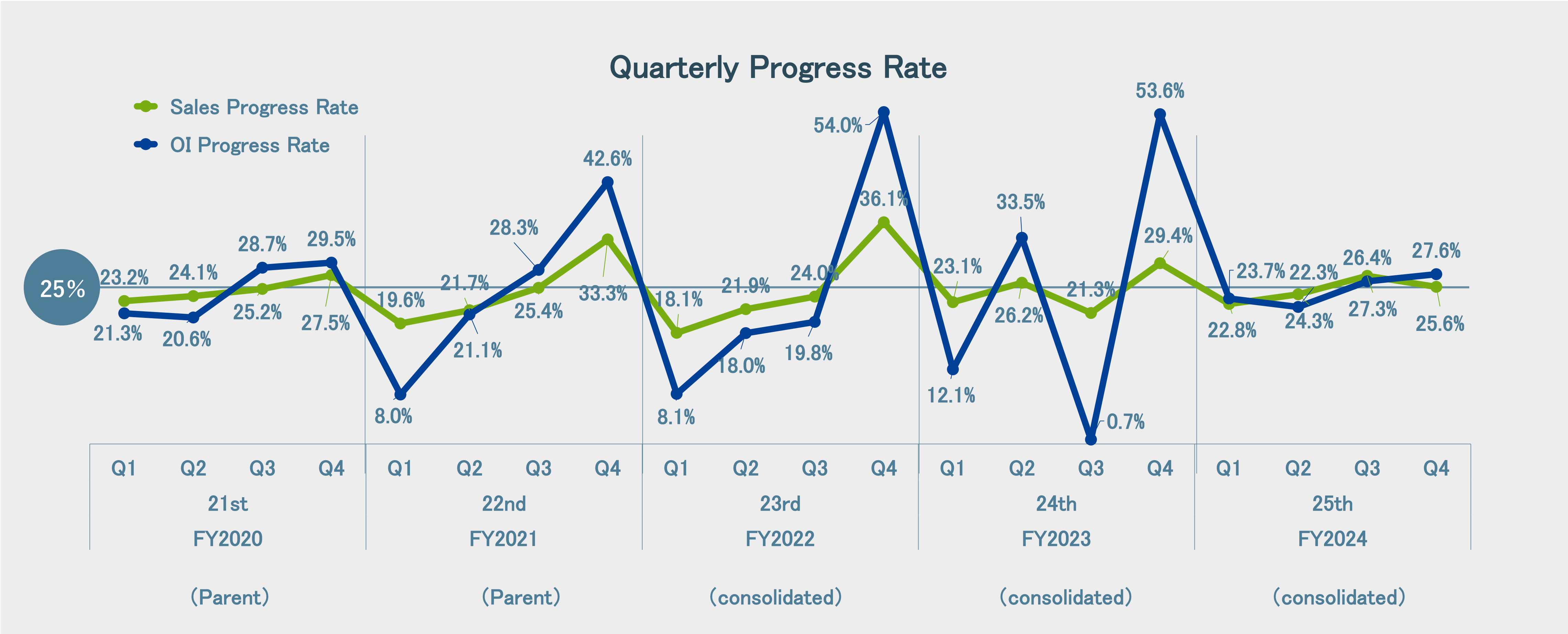
“Average monthly cloud service fee per company” has been increased steadily. This was attributed by the existing customers increased number of IDs and buildings.

*Note: Projects that should be recorded monthly were accounted at the end of the period. Then, these were adjusted retrospectively.*



# Progress Rate by quarter

Earnings in this FY was stable than ever. This was primarily due to percentage of completion accounting which was adopted to large projects, and these were little project delays that had occurred in the previous year.





# PROPERTY DATA BANK

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