

FY3/2026 Q3

Earnings Supplementary Materials

[Securities code] 4389

Feb 10, 2026

FY3/2026 Q3 Financial Results Summary



○ Performance Summary (consolidated)

Net sales increased, driven by higher revenue from cloud services and newly launched services. Operating profit declined due to increased outsourcing costs and depreciation costs; however, net income increased as a result of gain on cancellation of insurance subsidiaries.

Net sales

¥ 2,569M

(+4.0% YoY)

Ordinary Profit

¥ 683M

(+0.6% YoY)

Operating Profit

¥ 654M

(-3.4% YoY)

Profit attributable to owners of parent (Net income)

¥ 454M

(+0.4% YoY)

※Rounded down to the nearest million yen

○ Earnings Highlights (YoY)

Cloud services revenue remained solid, supported by ongoing contributions from a large-scale project completed in the previous year. Solution services experienced a temporary decline, reflecting the absence of large-scale projects following higher revenue in FY3/2024 due to timing differences. New services continued to grow steadily, driven by increased sales at REIVO Inc. and contributions from new @cmms projects.

(Unit: million yen)		FY2025 Q3	FY2026 Q3	YoY
		Results	Results	
Sales (consolidated)		2,471	2,569	+2.4%
Property Data Bank	Cloud services	1,327	1,441	+8.6%
	Solution services	812	740	-8.8%
Property Data Technos		173	153	-11.9%
Property Data Science		15	18	+18.1%
New services *		151	221	+45.2%
Operating profit		677	654	-3.4%
Ordinary profit		679	683	+0.6%
Profit attributable to owners of parent		452	454	+0.4%

※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.)

○ Progress toward the full-year earnings forecast

Property Data Bank is showing improved progress, driven by the execution of a large-scale project secured in Q3. Subsidiaries and new services are working toward realizing synergies with Property Data Bank.

(Unit: million yen)		FY2026 Q3	FY2026 Full-Year	Progress ratio
		Results	Forecast	
Sales (consolidated)		2,569	4,000	64.2%
Property Data Bank	Cloud services	1,441	2,010	71.7%
	Solution services	740	1,200	61.7%
Property Data Technos		153	300	51.1%
Property Data Science		18	40	46.9%
New services *		221	450	49.2%
Operating profit		654	1,040	62.9%
Ordinary profit		683	1,040	65.7%
Profit attributable to owners of parent		454	750	60.5%

※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.)

FY3/2026 summary

FY3/2026 Plan

FY3/2026 Q3 Results

Property Data Bank

(Plan **¥3,210 M**)

- Enhance real estate ERP appeal and secure large-scale projects
- Acquire mid - to small - scale projects without customization needs
- Develop and acquire orders for IFRS 16 (Leases) optional features



(Sales **¥2,182 M**)

- Secured large-scale solution projects in the second half.
- Development related to IFRS 16 (Leases) is progressing smoothly, with multiple large-scale projects secured in Q3.
- The transition to the new service structure is progressing smoothly.

Property Data Technos

(Plan **¥300 M**)

- Expand real estate document services using @knowledge
- Expand orders for the BPO business
- Establish group synergies (e.g., data registration in @property)



(Sales **¥153 M**)

- Developing transaction schemes for new services leveraging @knowledge.
- Received orders for a portion of solution projects from PDB.

Property Data Science

(Plan **¥40 M**)

- Enhance and expand data science service offerings
- Continue to acquire projects as a sales agent for @commerce



(Sales **¥18 M**)

- Secured consulting engagements from major enterprises in collaboration with PDB.
- Continuing to focus sales efforts on securing large-scale data science projects.

New services

(Plan **¥450 M**)

- Develop new businesses centered on PDB-Platform
- Enhance collaboration between REIVO and PDB
- Demand for @cmms with BIM integration has started to emerge



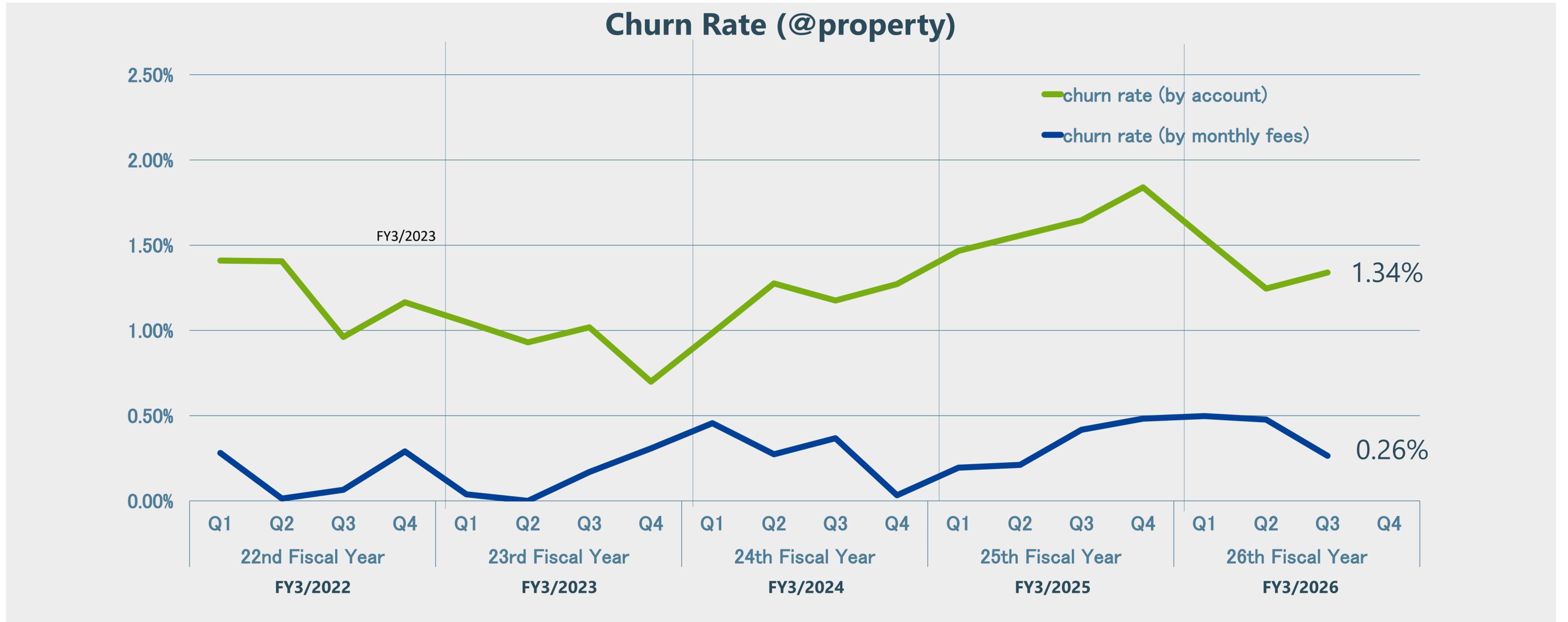
(Sales **¥221 M**)

- Enhanced @property integration through additional BIM development.
- Strengthened the sales structure to expand sales of @commerce.
- REIVO Inc. contributed to revenue growth by steadily executing large-scale projects.

Churn Rate (@property)

On a churn rate (by account) increased slightly from 1.25% in Q2 to 1.34%.

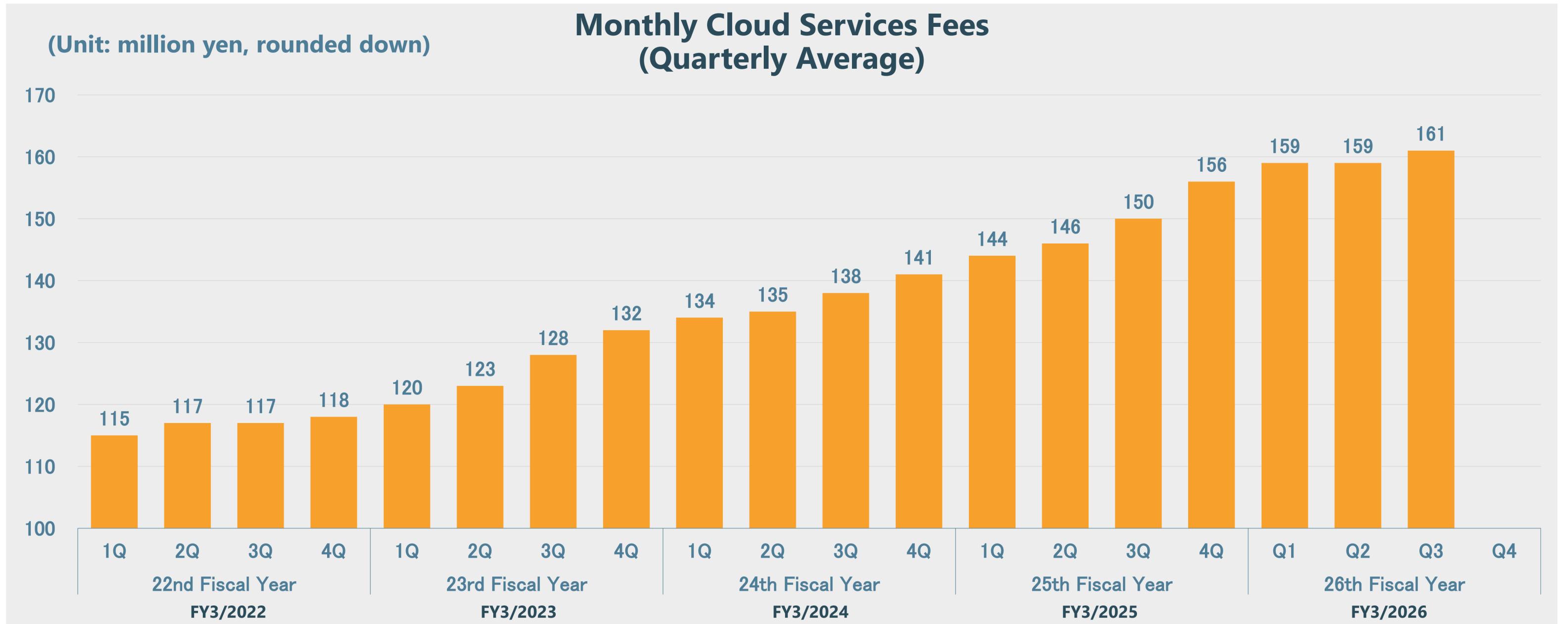
On a churn rate (by monthly fees) declined from 0.48% in Q2 to 0.26%.



○ Monthly Cloud Services Fees (Quarterly Average)

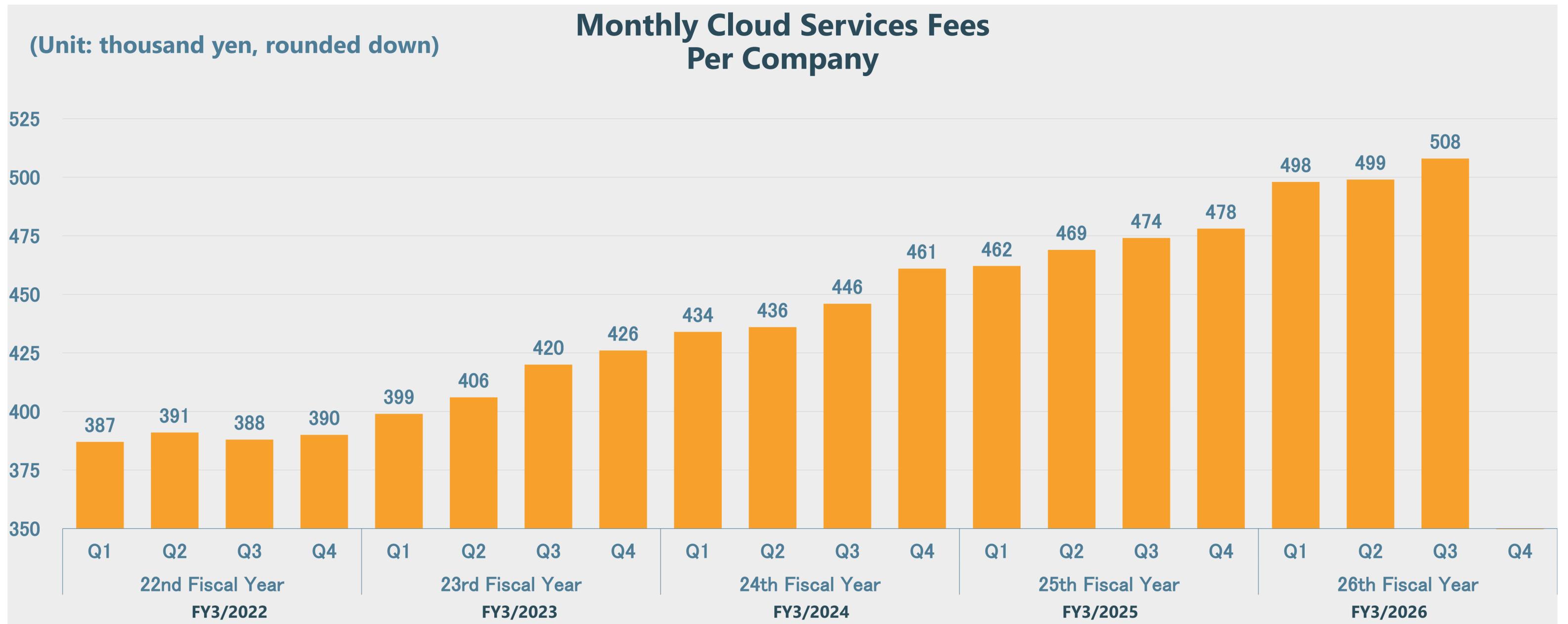
Monthly Cloud services fees continued to grow steadily, increasing by 7.3% year on year.

A large-scale project completed in the previous fiscal year has contributed to a stable increase in fees since Q1.



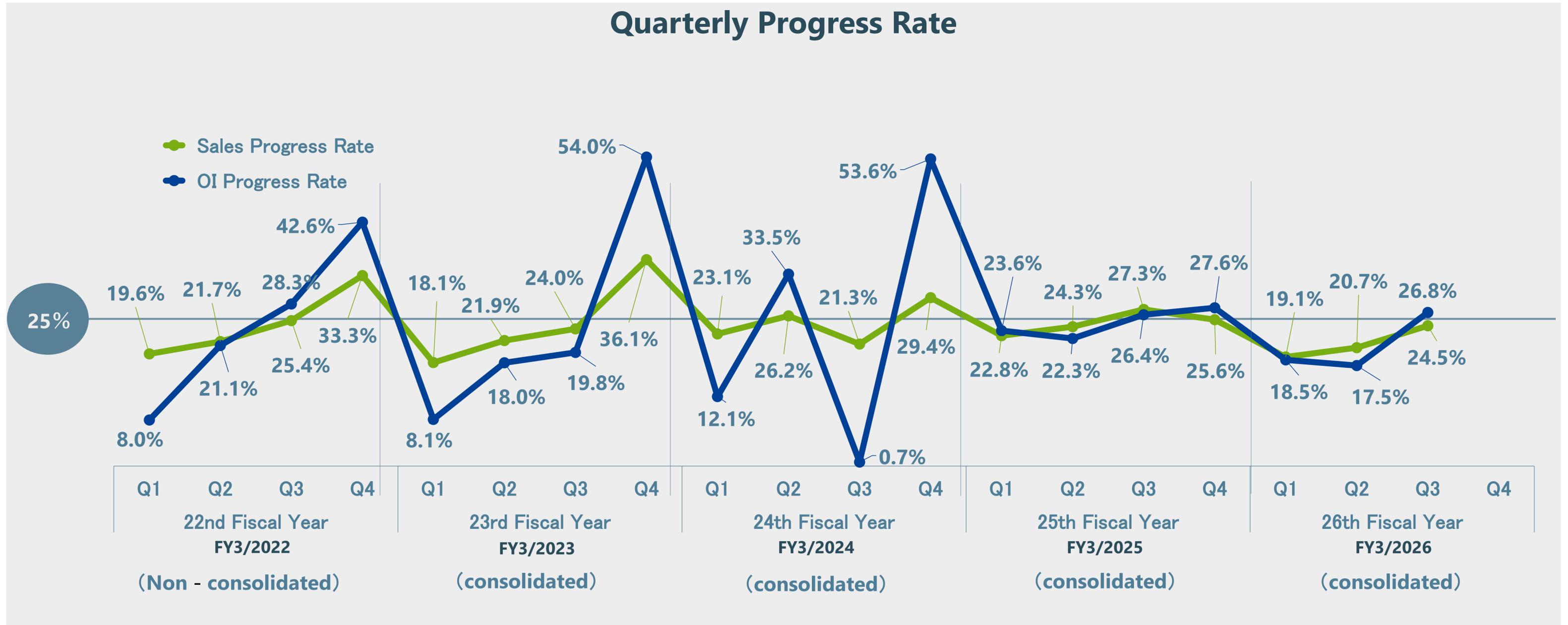
○ Monthly Cloud Services Fees Per Company

Driven by contributions from a large-scale project completed in the previous fiscal year and higher support and maintenance fees, cloud service MRR has continued to expand steadily since Q1. Revenue from customers that began using the service in Q3 has contributed to a significant increase in unit revenue.



Quarterly Progress Rate

In recent years, earnings have become more stable as the cloud service sales ratio has increased. While the progress rate was slightly weak through Q2, progress in both revenue and profit has been improving toward the fiscal year-end.



○ FY3/2026 Q4 Initiatives

FY3/2026 Plan

FY3/2026 Q4 Initiatives

Property Data Bank

(Plan ¥3,210M)

- Enhance real estate ERP appeal and secure large-scale projects
- Acquire mid - to small - scale projects without customization needs
- Develop and acquire orders for IFRS 16 (Leases) optional features



- Focusing on securing large-scale solution projects for the next fiscal year.
- Advancing option development for the adoption of IFRS 16 (Leases) and aiming to secure additional orders from both new and existing customers.
- Continuing the transition to the new service structure, with effects expected to gradually materialize in the next fiscal year.

Property Data Technos

(Plan ¥300M)

- Expand real estate document services using @knowledge
- Expand orders for the BPO business
- Establish group synergies (e.g., data registration in @property)



- Strengthening sales capabilities for real estate document services.
- By undertaking data input and related operations for @property, we will further pursue synergies within the group.

Property Data Science

(Plan ¥40M)

- Enhance and expand data science service offerings
- Continue to acquire projects as a sales agent for @commerce



- Executing projects secured in the current fiscal year and building a track record.
- Continuing to focus on securing large-scale data science projects.

New services

(Plan ¥450M)

- Develop new businesses centered on PDB-Platform
- Enhance collaboration between REIVO and PDB
- Demand for @cmms with BIM integration has started to emerge



- Executing projects that leverage BIM to improve the efficiency of facility maintenance and management, and building a track record.
- Considering enhancements to the @cmms mobile version to improve usability.
- Stepping up sales activities to secure orders for the next fiscal year.



PROPERTY DATA BANK

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The forecasts and forward-looking statements in this document are based on information available to the Company at the time of preparation and involve certain risks and uncertainties.