

FY2025 Q1

Earnings Results Supplementary Materials

【TICKER】 4389 / 【TERM】 2025.04 – 2025.06

August 7, 2025

FY2025 Q1 Earnings Summary



○ Q1 Performance Summary (consolidated)

Sales growth in cloud services and new services contributed to overall performance. Increase in COGS ratio of subsidiaries negatively affected overall COGS ratio (+2.8% YoY). SG&A expenses also increased, influenced by secondment fees and advertising expenses. Nevertheless, overall performance remained largely in line with the plan.

Sales

¥762million
(+0.9% YoY)

**Ordinary
Profit**

¥192million
(−13.7% YoY)

**Operating
Income**

¥192million
(−12.9% YoY)

Net Profit

¥127million
(−14.3% YoY)

※ Rounded down to the nearest million yen

○ Q1 Earnings Highlights (YoY)

Cloud service sales remained solid, supported by large projects completed in the previous fiscal year. Sales in the solution services segment declined in FY2025 due to a rebound from FY2024, when large projects originally scheduled in FY2023 was shifted to FY2024. New services continued to grow steadily, driven by increased sales by REIVO and new project “@cmms”.

(unit : million)		FY2024 Q1	FY2025 Q1	YoY
		result	result	
Sales (consolidated)		755	762	+0.9%
Property Data Bank	Cloud services	434	477	+9.9%
	Solution services	219	157	—28.5%
Property Data Technos		56	46	—18.0%
Property Data Science		6	4	—29.3%
New Service*		42	77	+81.6%
Operating income		221	192	—12.9%
Ordinary profit		222	192	—13.7%
Profit attributable to owner of the parent company		148	127	—14.3%

※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.)

Progress Rate Against Full Year Earnings Forecast

Progress rate in Q1 was relatively low mainly because the current fiscal year’s plan, excluding cloud services, is weighted toward the second half. Accordingly, performance remained largely in line with expectations. Progress in solution services was slow, reflecting a timing gap between large projects.

(unit : million)		FY2025 Q1	FY2025 Full Year	Progress Rate
		result	forecast	
Sales (consolidated)		762	4,000	19.1%
Property Data Bank	Cloud services	477	2,010	23.7%
	Solution services	157	1,200	13.1%
Property Data Technos		46	300	15.4%
Property Data Science		4	40	11.2%
New Service*		77	450	17.3%
Operating income		192	1,040	18.5%
Ordinary profit		192	1,040	18.5%
Profit attributable to owner of the parent company		127	750	17.0%

※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.)

Q1 Summary

FY 2025 plan

Property Data Bank

(plan ¥3,210million)

- Continue to appeal as real estate ERP, getting orders for large project
- Get orders non-customized small to mid-sized projects
- Secure orders of “Option”, which is developed for the adoption of the new lease accounting standards



FY 2025 Q1 result

(sales ¥634million)

- Strong demand for large-scale projects continued, and focused on securing new orders.
- We secured multiple new orders for small to mid-sized projects. Revenue recognition scheduled to begin in the second half of the current fiscal year.
- We held a seminar on the new lease accounting standards in June.

Property Data Technos

(plan ¥300million)

- Expanded orders for “real estate document management services” utilizing @knowledge
- Securing orders of BPO business, which utilizing “@knowledge”
- Initiated data entry operations for @property (which aims to enhance synergies across the group)



(sales ¥46million)

- While demand for the real estate document management service remained strong, processing delays occurred.
- Continued sales efforts to secure orders for the document management service utilizing “@knowledge”.
- Accelerated sales activities to realize synergies across the group.

Property Data Science

(plan ¥40million)

- Expand “data science service”
- Regarding @commerce, PDS works as a sales agent of PDB, and contribute to expand sales.



(sales ¥4million)

- Concentrated on cultivating interests and inquiries for new projects.
- “Speed ANSWER” was as expected.
- Advanced commercialization efforts for @commerce, including participation in trade shows to acquire new clients.

New services

(plan ¥450million)

- Develop new businesses relating to “PDB-Platform”
- REIVO is enhancing collaboration with PDB.
- Signs of demand for @cmms with BIM integration capabilities has been picking up.

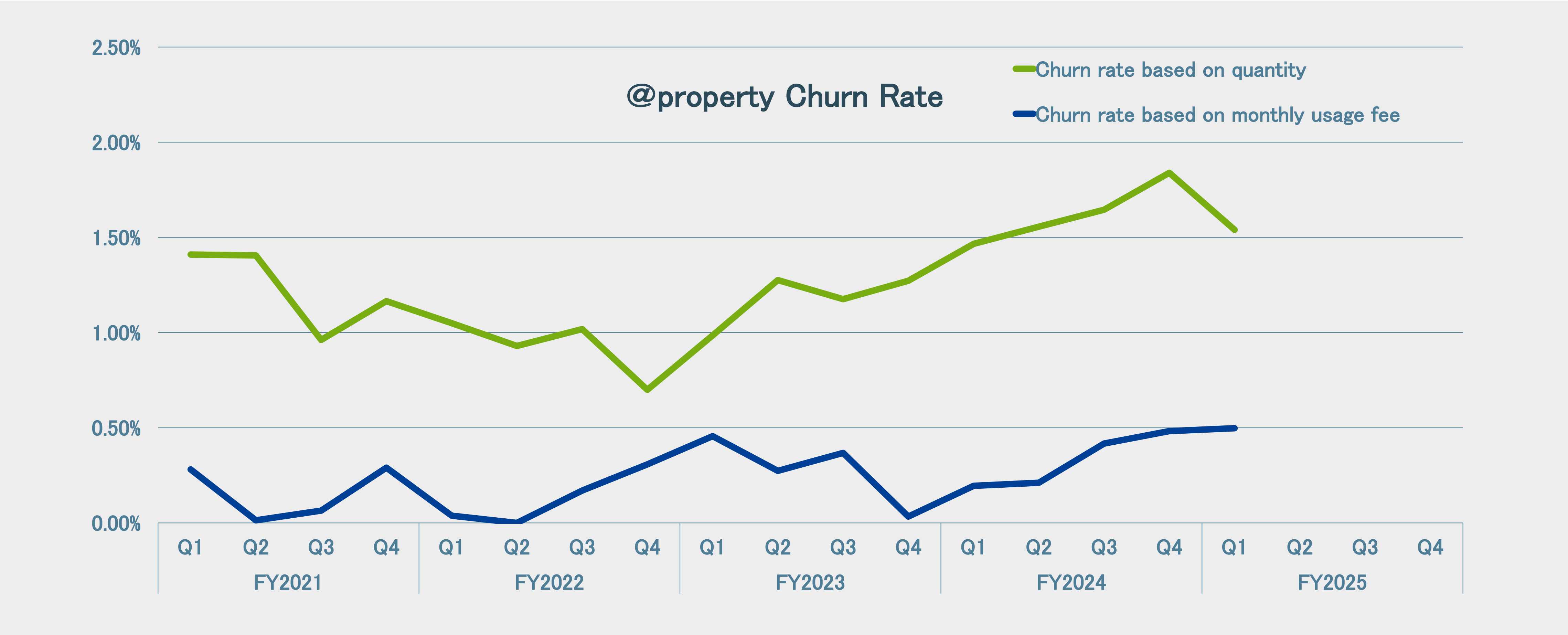


(sales ¥77million)

- New functionalities such as “online invoicing” and “workorder” were released, contributing to progress in the expansion of the PDB-Platform.
- REIVO performed largely in line with expectations in Q1. The company continued its involvement in a project with a major automotive manufacturer.
- For “@cmms”, we received several new orders and recognized a certain amount of revenue. .

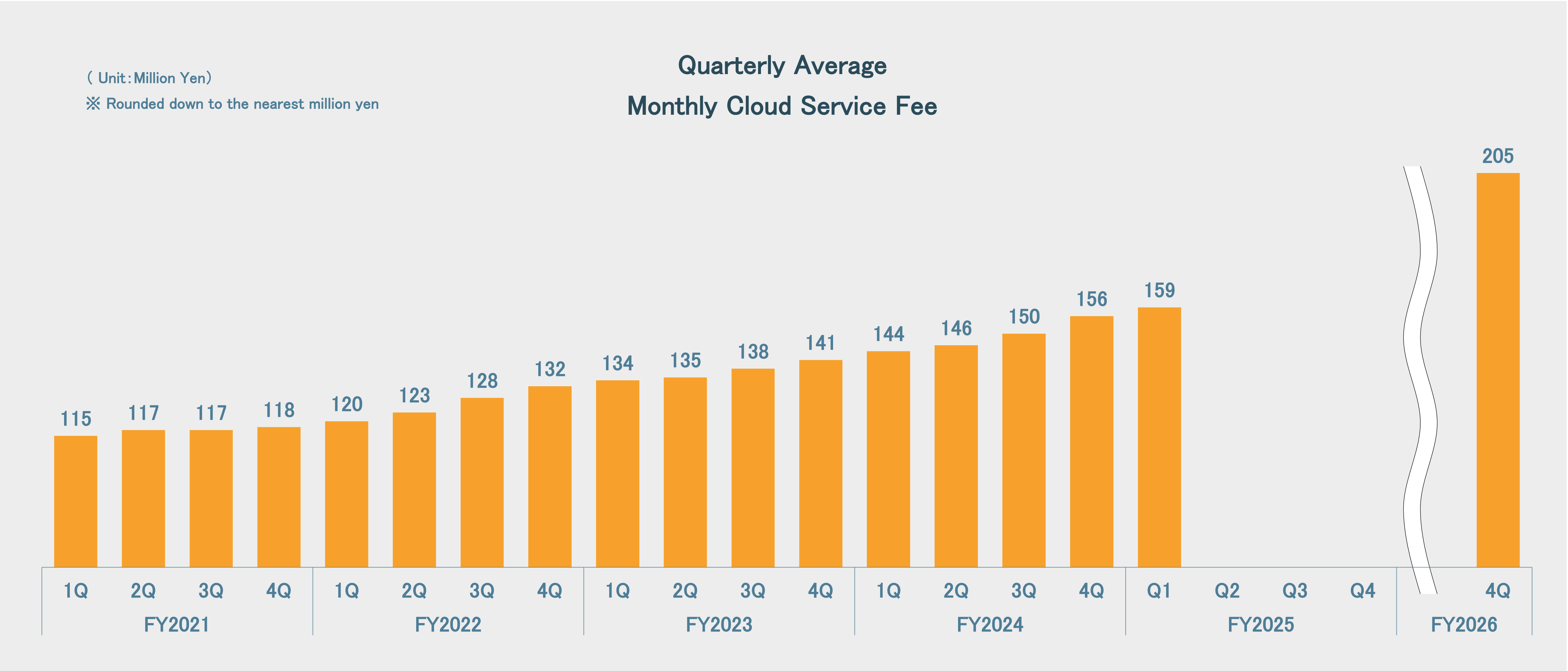
@property Churn Rate

Churn rate based on quantity improved to 1.54% from 1.84% in the previous quarter.
While churn based on monthly usage fees rose slightly QoQ, it remained low with minimal impact on overall earnings.



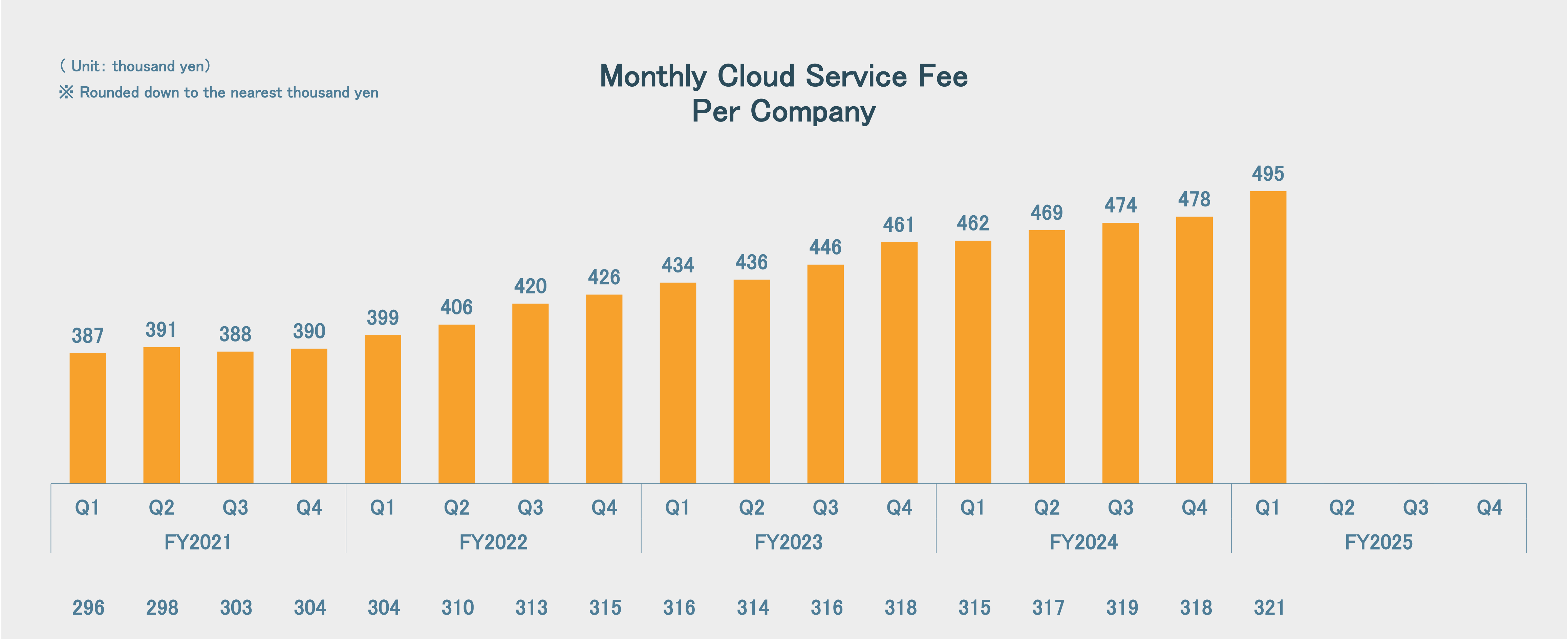
Monthly Fee (Quarterly Average)

Monthly recurring revenue from cloud services continued to grow steadily, supported by large projects whose customization were completed last fiscal year.



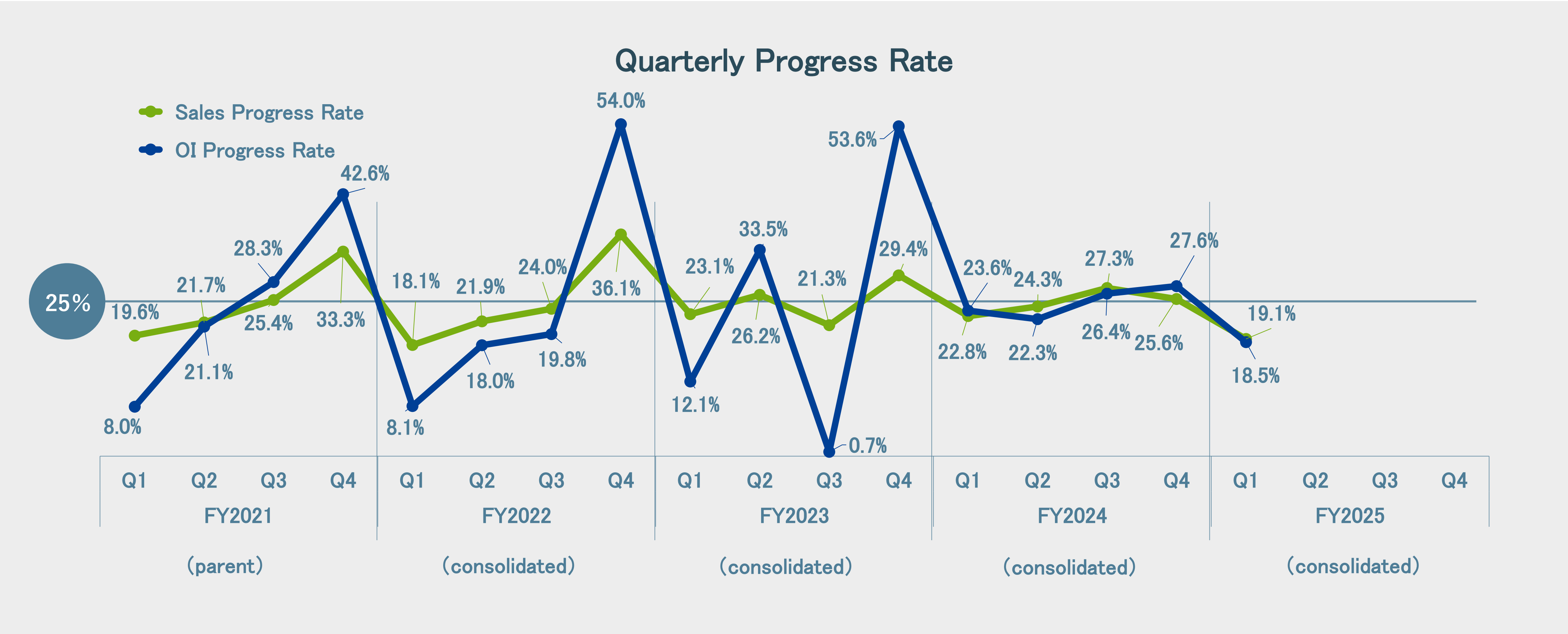
Monthly Fee (per Company)

Monthly cloud service fee increased steadily in Q1, driven by higher maintenance fees and large-scale projects completed in the previous fiscal year.



Quarterly Progress Rate

The proportion of cloud service revenue has increased compared to previous years, that contributed more stable performance. In the current fiscal year, Q1 progress was generally in line with expectation, as sales from solution services and subsidiaries are planned to be concentrated in the second half.



○ Initiatives from FY2025 Q2

FY 2025 plan

Property Data Bank (plan ¥3,210million)

- Continue to appeal as real estate ERP, getting orders for large project
- Get orders non-customized small to mid-sized projects
- Secure orders of “Option”, which is developed for the adoption of the new lease accounting standards



- Drive the development of options for the new lease accounting standards and expanding order acquisition
- Strive to win large-scale solution projects
- The transition to a new pricing model is currently underway, and its impact is expected to emerge gradually in the second half of the fiscal year.

Property Data Technos (plan ¥300million)

- Expanded orders for “real estate document management services” utilizing @knowledge
- Securing orders of BPO business, which utilizing “@knowledge”
- Initiated data entry operations for @property (which aims to enhance synergies across the group)



- Processing capacity of the real estate document management service has been enhanced, and we aim to drive revenue growth by increasing volume.
- Pursue group-wide synergies through initiatives such as data migration operations for “@property”

Property Data Science (plan ¥40million)

- Expand “data science service”
- Regarding @commerce, PDS works as a sales agent of PDB, and contribute to expand sales.



- Focus on getting orders for large-scale data science projects
- Strive to secure new orders through exhibition participation and other initiatives

New services (plan ¥450million)

- Develop new businesses relating to “PDB-Platform”
- REIVO is enhancing collaboration with PDB.
- Signs of demand for @cmms with BIM integration capabilities has been picking up.



- Enhance PDB-Platform functionalities
- Build a collaborative sales structure to generate group synergies
- Strengthen sales activities to boost sales of “@cmms”

Initiatives from Q2



PROPERTY DATA BANK

Contacts

Tel : +81-3-5777-3468

Mail : PDB_IRinquiries@propertydbk.com

The forecasts and forward-looking statements in this document are based on information available to the Company at the time this document was prepared and include potential risks and uncertainties. Therefore, please be aware that changes in the business environment and various other factors may cause actual results to differ materially from those discussed or implied in the forward-looking statements.