



JMDC meets Real World Data Co., Ltd.

JMDC Inc.

July 12, 2022



Overview of Real World Data Co., Ltd.

On July 12, 2022, Real World Data Co., Ltd. joined the JMDC Group by agreeing that JMDC took 92.67% of its shares from existing shareholders.

Company overview

Company name: Real World Data Co., Ltd.

Address: 76, Nakano-cho, Marutamachi-sagaru, Ogawa-dori, Nakagyo-ku, Kyoto-shi

Representative: Yasuko Oita

Corporate philosophy: My data for our future

Strengths

1

Uniqueness of databases to be built

Building the unprecedented Life Course Databases, including local governments' data on medical examinations and medical institutions' electronic medical record data (information on diagnosis and treatment)

2

Involvement by experts from various fields

Team of experts consisting mainly of qualified healthcare workers (doctors, nurses, clinical technologists, and pharmacists) which also includes epidemiologists and statisticians

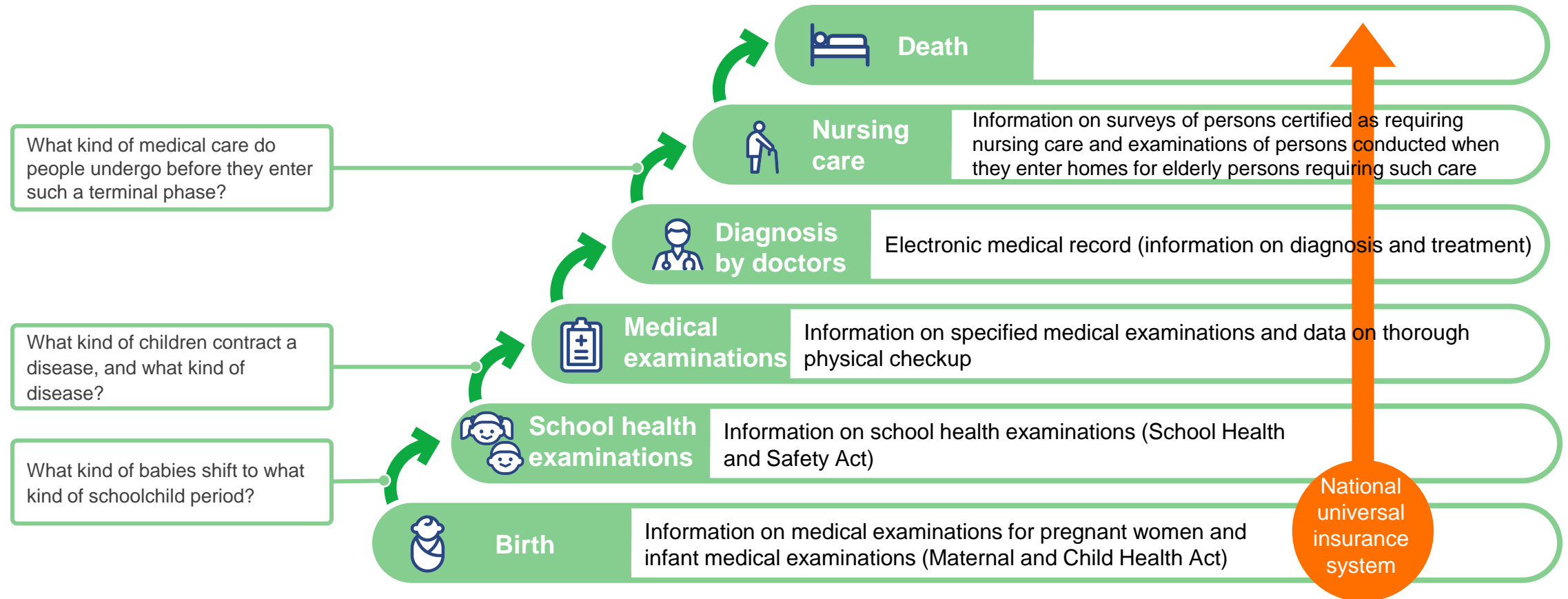
3

Connections with academia

Having connections with academics who excel in epidemiology and statistics and engaging in operations while receiving support from distinguished doctors

World at which Real World Data Data Co., Ltd. aims

Building Life Course Databases to advance medical care through epidemiological approaches mainly by gathering information on school health examinations and infant medical examinations from local governments and medically reliable information on diagnosis and treatment from medical institutions to clarify relationships between the causes of diseases and their effects over the years



Data assets that Real World Data Co., Ltd. is accessible to

Since its foundation in 2015, Real World Data has received support from distinguished doctors, extending a circle of cooperation with local governments and medical institutions to improve its Life Course Data.

RWD-DB Database of information on diagnosis and treatment based on electronic medical record

Number of medical institutions



225
(As of Mar 2022)

Number of patients



About **24.4** million

SHR-DB Database based on information on school health examinations

Number of local governments



162
(As of Mar 2022)

Number of persons covered by information on school and infant medical examinations



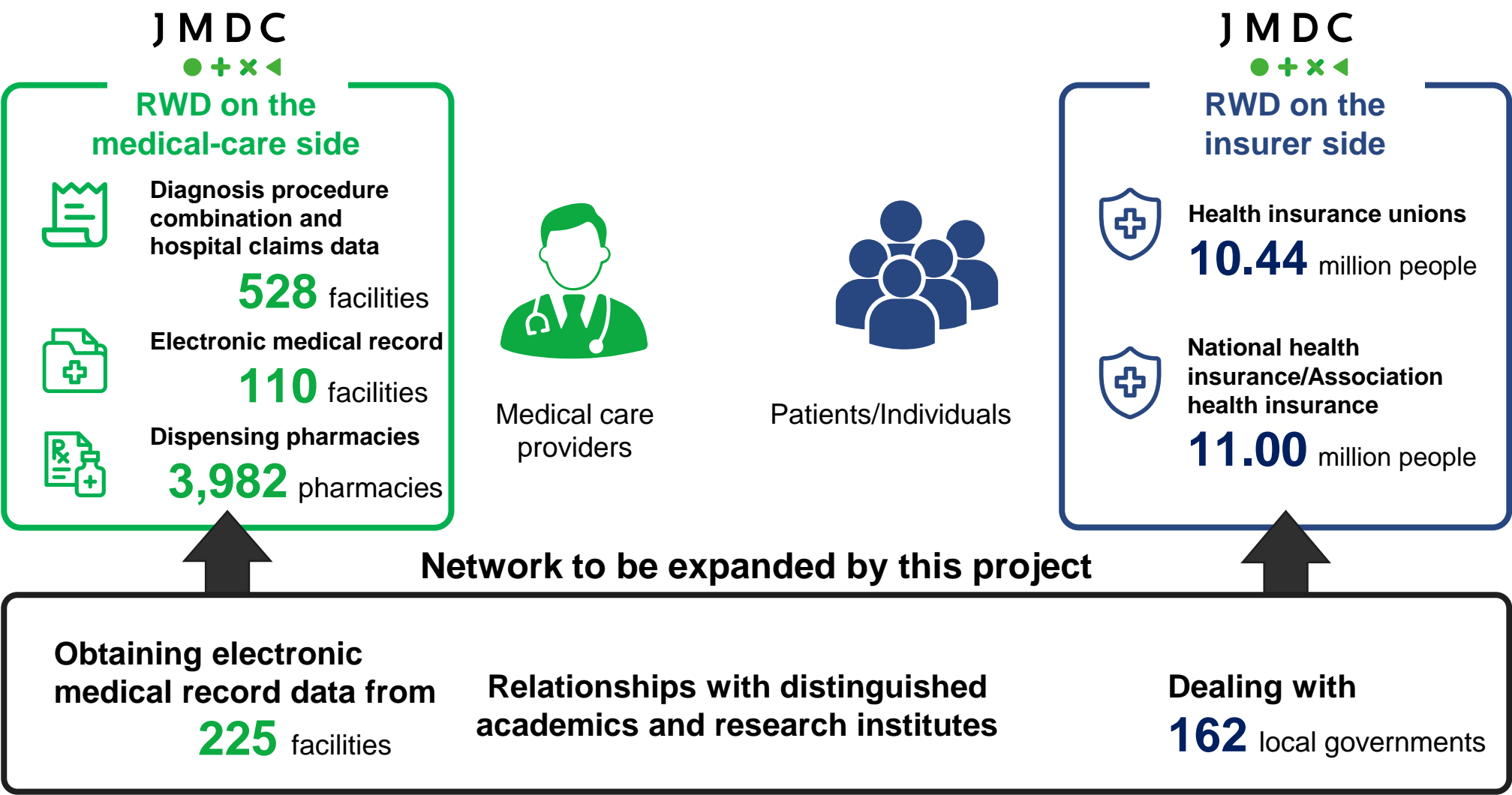
About **350,000**



* Real World Data (RWD) is a generic name for data on patients' health and medical care provided, which are collected from various sources on a daily basis.
* Figures are all as of March 31, 2022.

Impact on JMDC Group: Expansion of networks

The strong networks Real World Data has greatly help JMDC to realize its vision: Using data to support the progress of medical care.



* Figures for health insurance unions are the number of members of health insurance unions that have concluded continuing contracts as of April 30, 2022 and all other figures are as of March 31, 2022.

Potential revenue opportunities on JMDC Group : Expanding possibilities for data utilization

Electronic medical record data (information on diagnosis and treatment) with extremely high value added, mainly from large medical institutions, have the latent potential to be widely used by pharmaceutical firms in particular as evidence when they take epidemiological approaches.

Approx. **10** billion yen

Analysis of medical-institution data



Obtaining high competitiveness making the most of the two companies' consulting capabilities by combining their data assets in the market for DPC and itemized statements of medical expenses, which has already emerged

Approx. **3** billion yen

Thesis writing and validation



The addition of data highly useful as evidence and highly academic perspectives to JMDC's data analysis capabilities enables HTA and other sorts of medical-care assessments

Approx. **1** billion yen

PMS

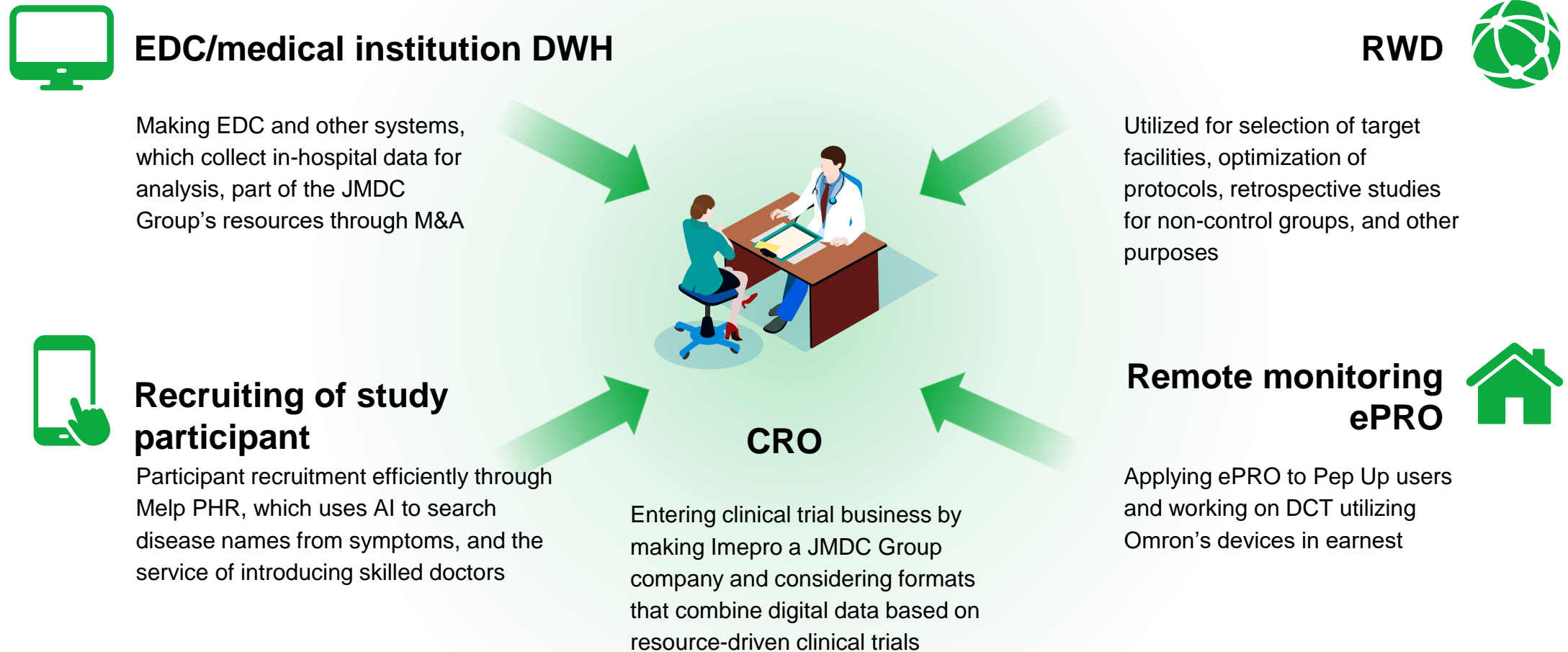


It becomes possible to provide integrated support from epidemiological and pharmaceutical consulting to PMDA support and PMS implementation based on data on diagnosis and treatment that include outcomes

Expectations for data utilization: Hybrid clinical trial models

JMDC aims at developing new models that combine digital data and real data in clinical trials, which require an extremely large amount of resources (Please refer to the JMDC news release of July 1).

The joining of Real World Data in the JMDC Group allows JMDC to take a great step toward the achievement of the goal.



[Reference] Huge potential for digitalization in clinical trials

Clinical trials have enormous business potential, and in addition, there is tremendous room for digitization.

**Domestic
clinical trial
market**

**250-260
billion yen**

×

Digital potential

Approx. **30%**

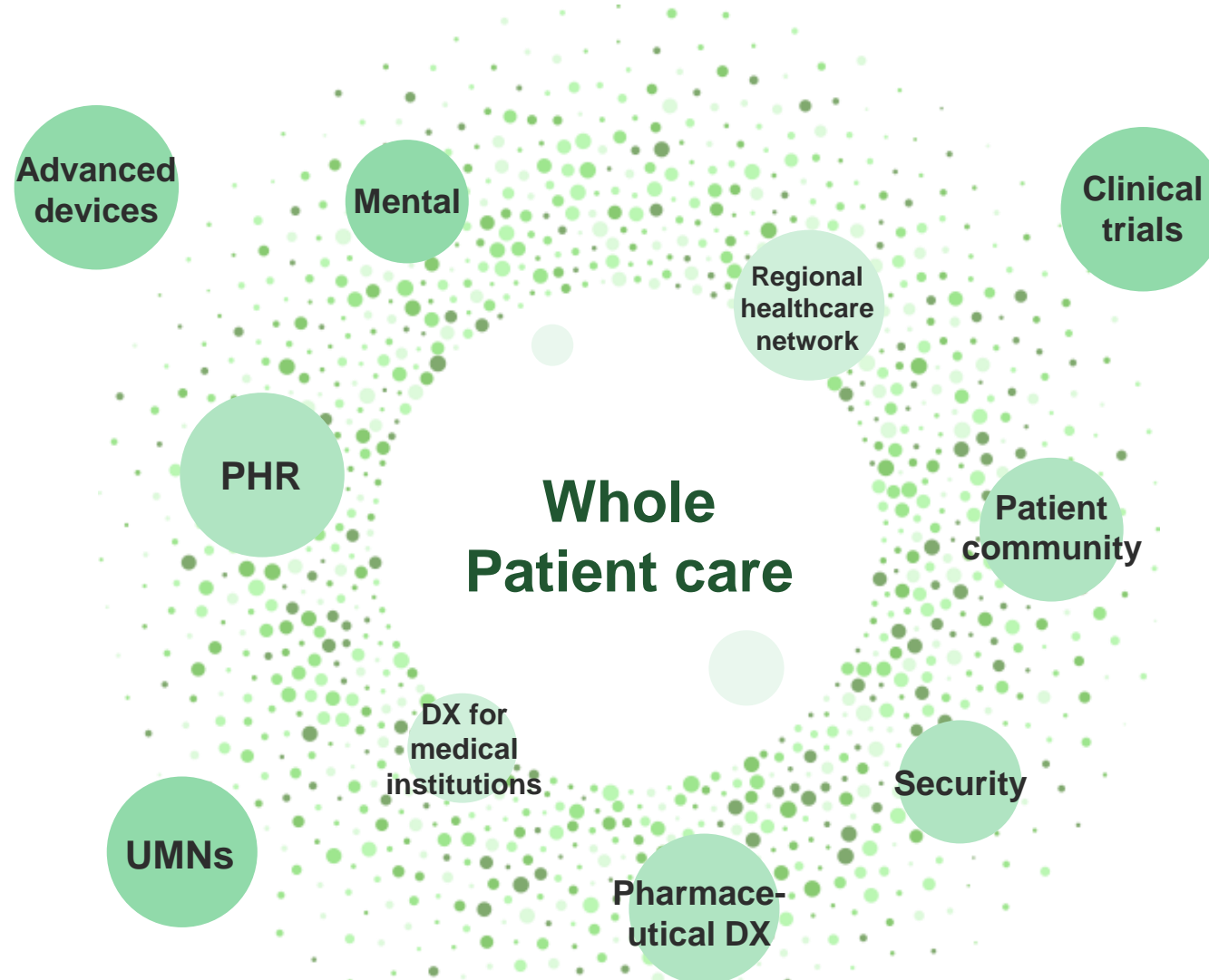
* The size of the domestic clinical trial market is a simple aggregate of the total sales of 225.6 billion yen of total revenue of Japan CRO Association members in 2021 in the "Report 2021" and 34.3 billion yen of total revenue of the Japan Association of Site Management Organizations members in 2021 in the "JASMO Data 2021".

Digital Potential (percentage of expected cost savings from digitizing clinical trials) is based on the statement in the source below that "the cost of traditional clinical trials has been reduced by approximately 30%".

Source: Clinical Trials Transformation Initiative (CTTI), "Expansion of Expected Net Present Value Framework for Evaluating Patient Engagement Methods"

[Reference] JMDC's business concept: Whole Patient care

JMDC will use the power of data and ICT to advance business so that it brings the optimal and satisfactory medical care to all people.



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