

JMDC



FY2022 Q1 Financial Briefing Material

August 9, 2022

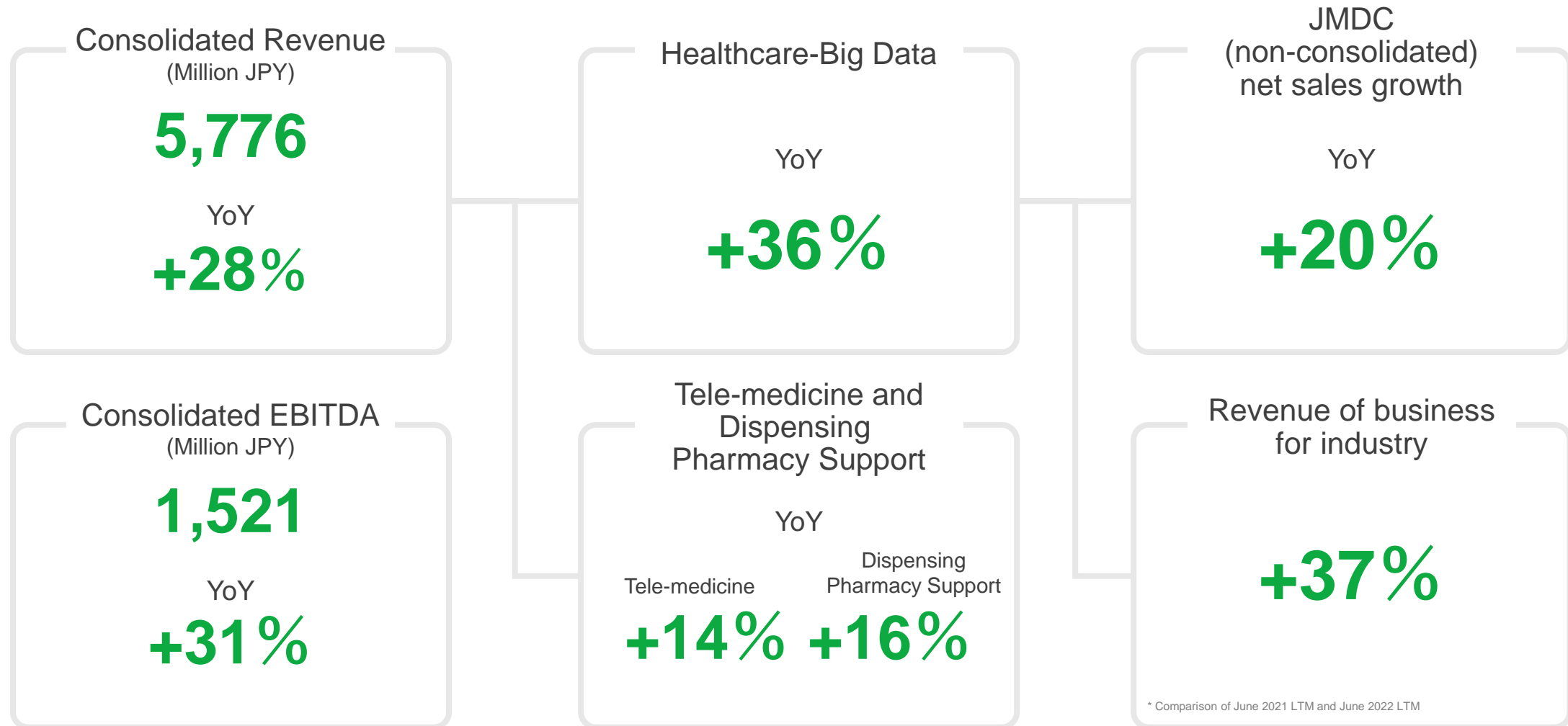
JMDC Inc.

Section 1

FY2022 Q1 Performance Report

FY2022 Q1: Performance Highlights

All business segments achieved steady growth, especially in Healthcare-Big Data Business, where transactions for industry continued to be strong.



FY2022 Q1: Summary of Consolidated Performance

Performance figures are steadily increasing in each category.

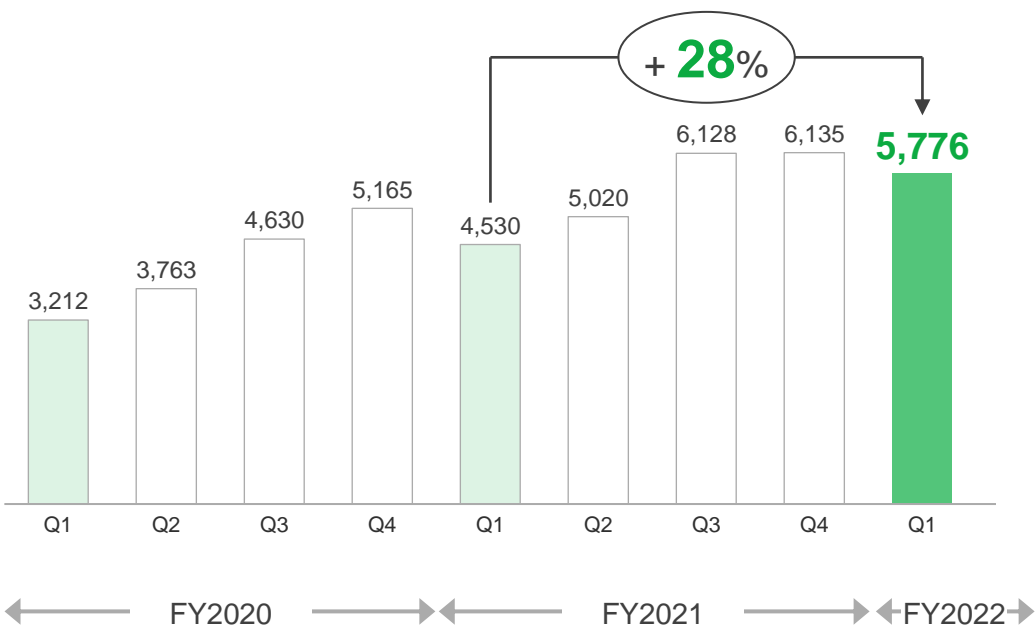
(Unit: Million JPY)	FY2021 Q1	FY2022 Q1	YoY
Revenue	4,530	5,776	+28%
Operating profit (rate)	823 (18%)	1,081 (19%)	+31%
Profit before taxes (rate)	806 (18%)	1,120 (19%)	+39%
Profit attributable to owners of parent (rate)	538 (12%)	765 (13%)	+42%
EBITDA (margin)	1,164 (26%)	1,521 (26%)	+31%

FY2022 Q1: Consolidated Revenue/EBITDA

Compared to the same period in the previous year, when performance was favorable, revenue grew steadily, and profits exceeded expectations even in Q1, which tends to be a weak period for earnings.

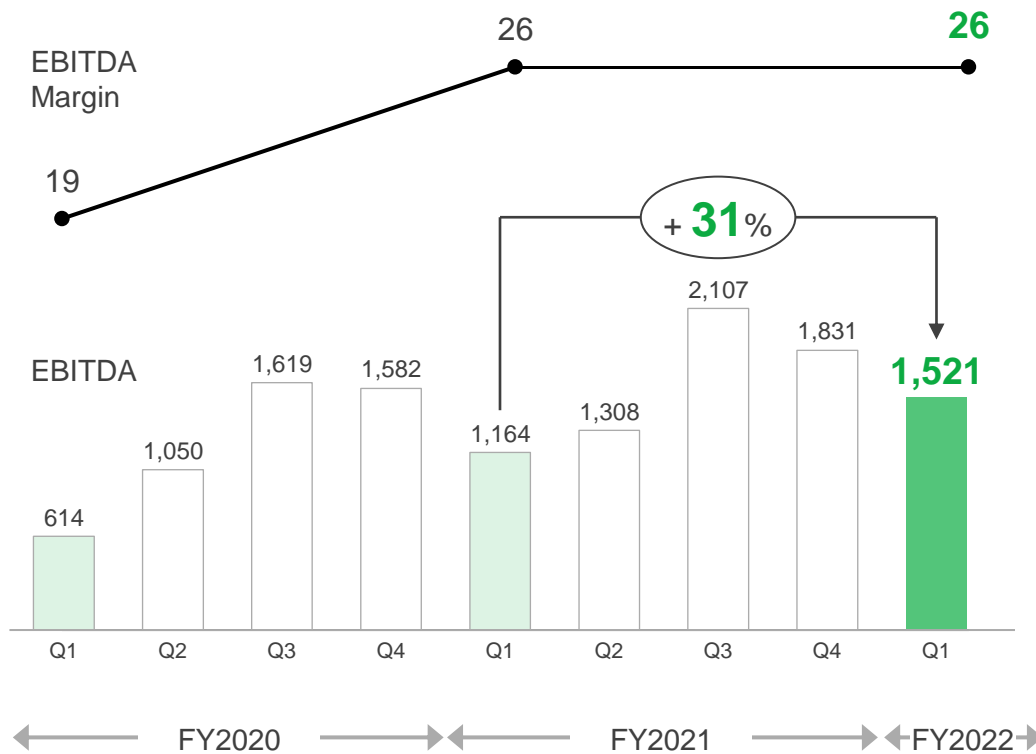
Quarterly Trends of Consolidated Revenue

(Unit: Million JPY)



Quarterly Trends of Consolidated EBITDA/Margin

(Unit: Million JPY and %)



Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

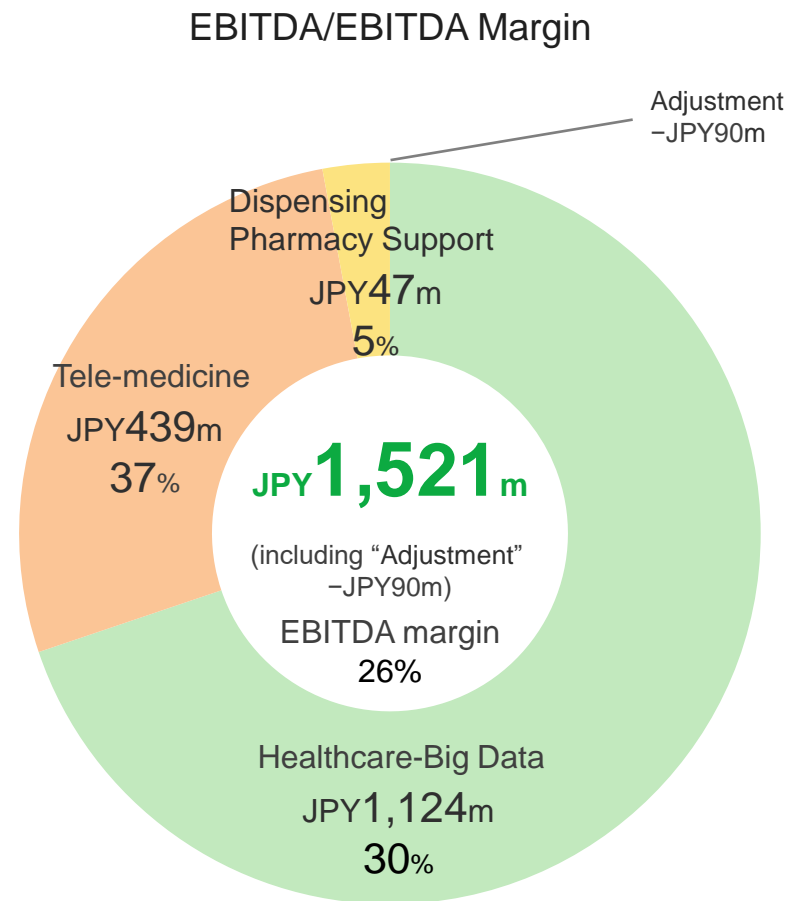
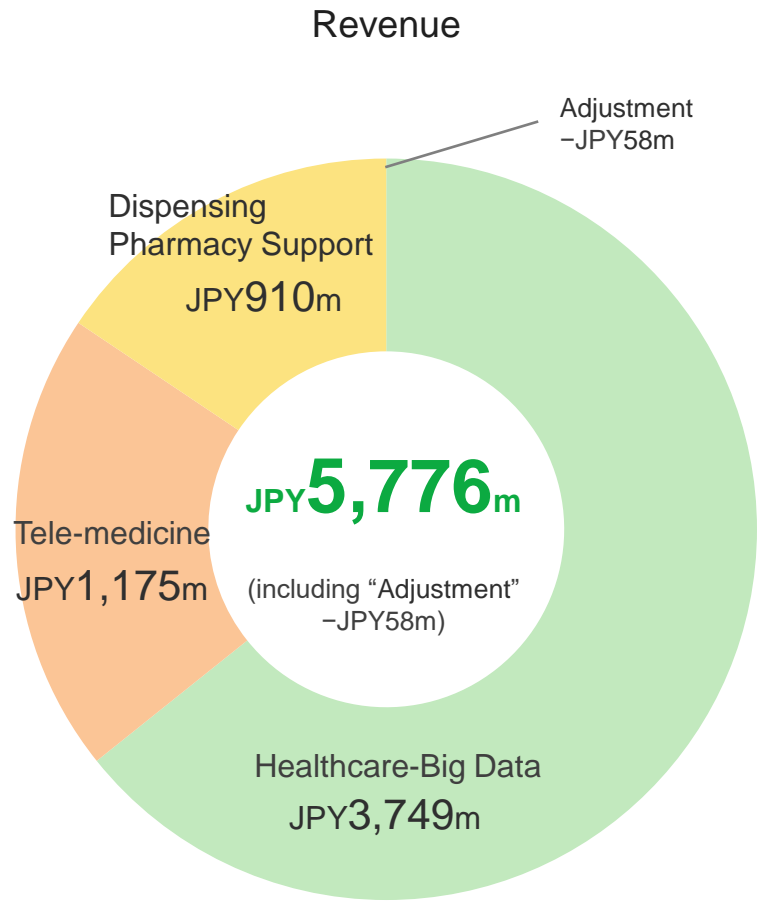
FY2022 Q1: Performance by Segment

Tele-medicine and Dispensing Pharmacy Support Business also performed well in this Q1 as the impact of Covid-19 calmed down.

(Unit: Million JPY)		FY2021 Q1	FY2022 Q1	YoY
Healthcare-Big Data	Revenue	2,756	3,749	+36%
	EBITDA	858	1,124	+31%
	(Margin)	(31%)	(30%)	
Tele-medicine	Revenue	1,027	1,175	+14%
	EBITDA	330	439	+33%
	(Margin)	(32%)	(37%)	
Dispensing Pharmacy Support	Revenue	782	910	+16%
	EBITDA	49	47	-4%
	(Margin)	(6%)	(5%)	
Adjustment	Revenue	-35	-58	-
	EBITDA	-74	-90	-

[Reference] FY2022 Q1: Revenue/EBITDA by Segment

Healthcare-Big Data Business generates over 60% of the Group's revenue and 70% of its EBITDA.
Tele-medicine Business continues to be highly profitable.



Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue

Section 2

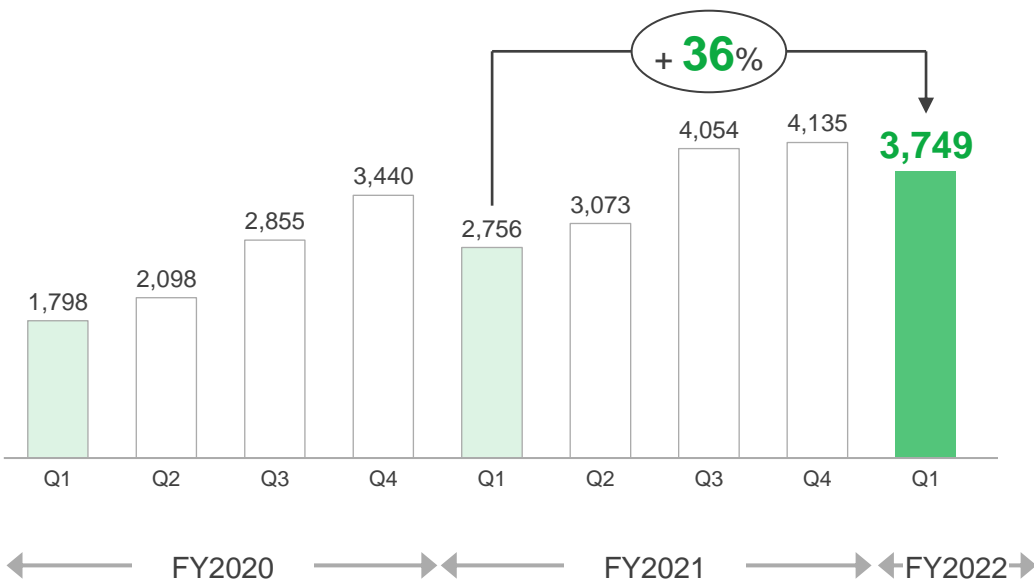
Healthcare-Big Data Business

Healthcare-Big Data Business: Performance

Both Revenue/EBITDA continue to show stable growth.

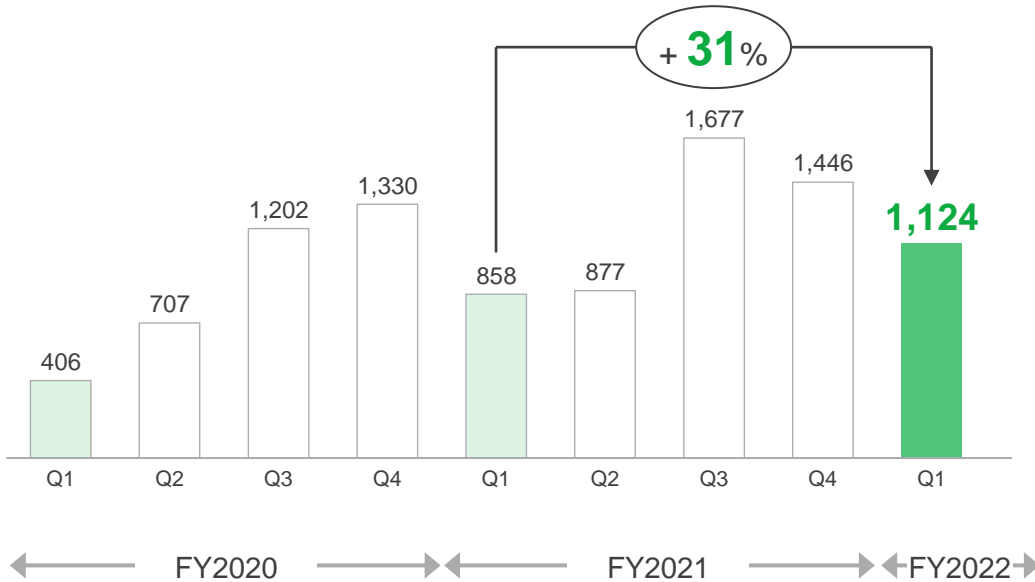
Quarterly Revenue Trends

(Unit: Million JPY)



Quarterly EBITDA Trends

(Unit: Million JPY)



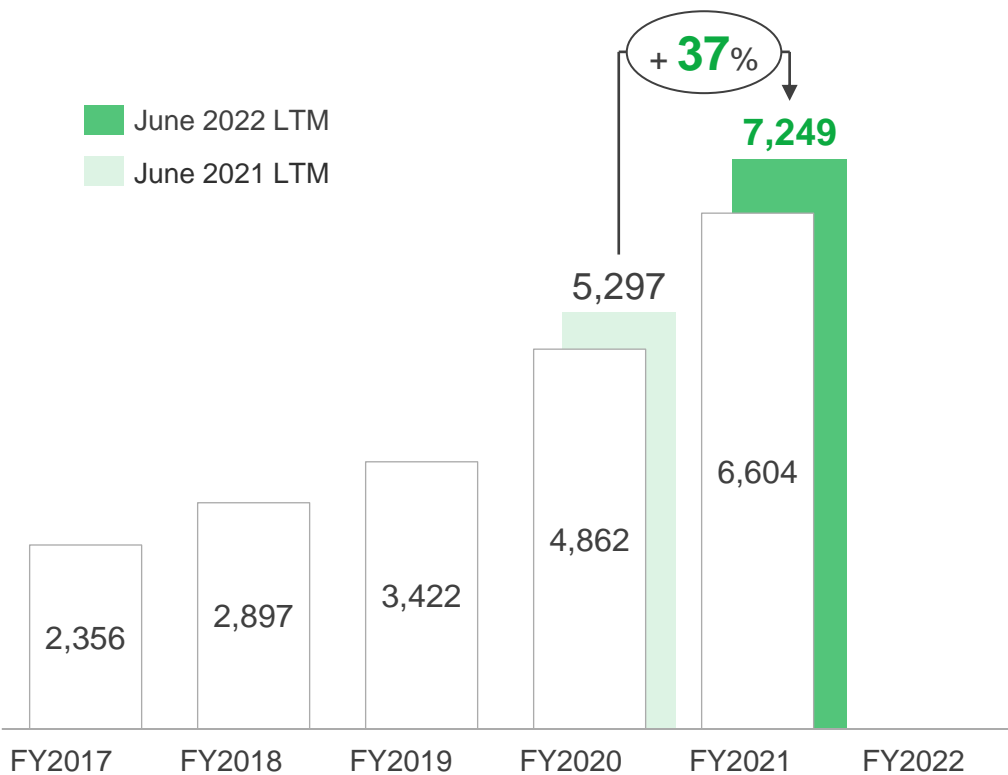
Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

For Industry: Business Status of Data Utilization

With both annual per-company transactions and the number of customers expanding steadily, LTM through June 2022 grew at +37% YoY (over 1.5x YoY in Q1 alone).

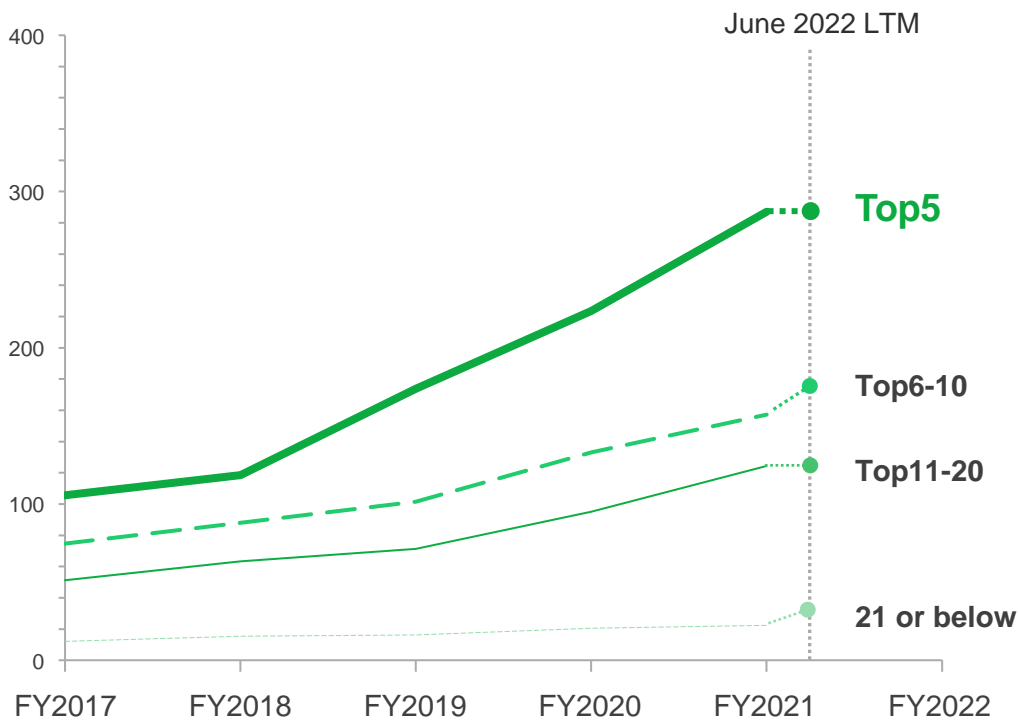
Data Utilization for Industry: Revenue

(Unit: Million JPY)



Annual Per-Company Transactions by Customer Segment

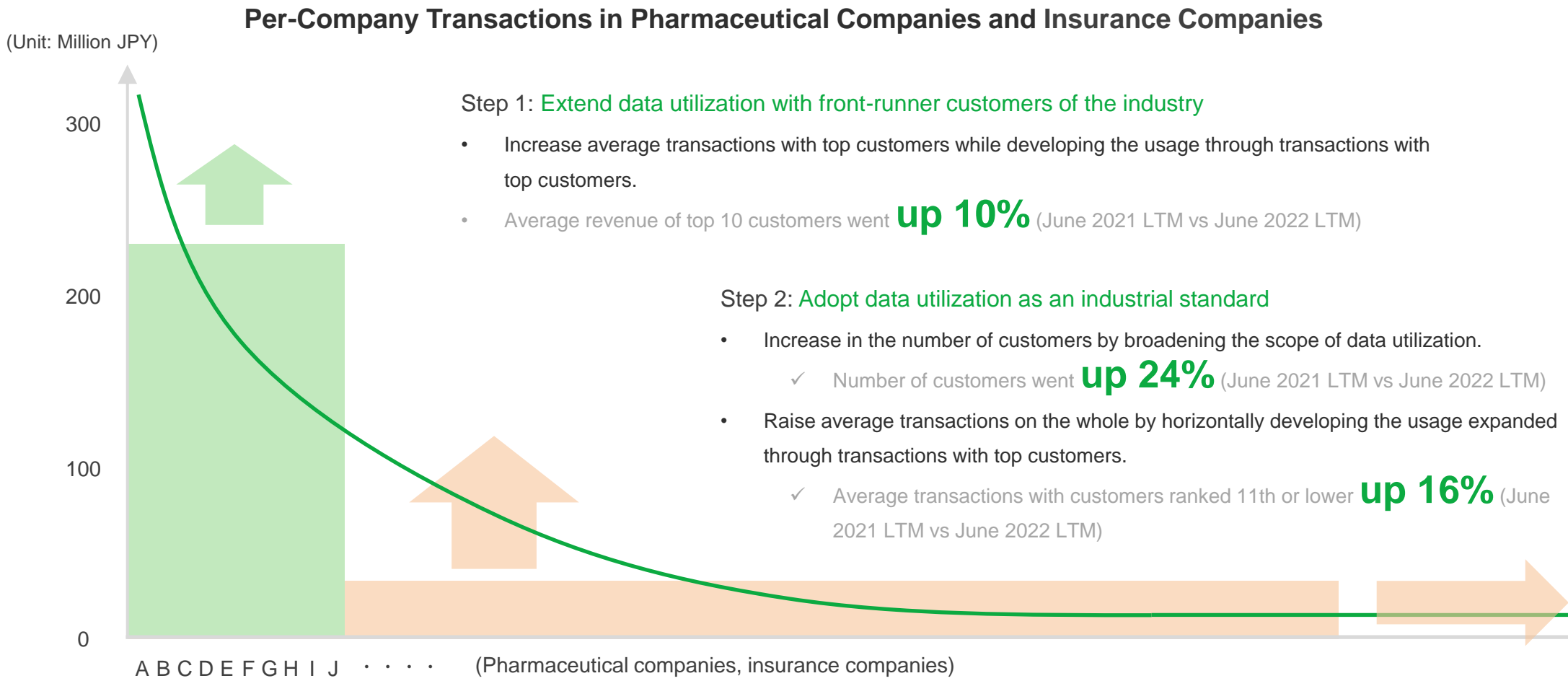
(Unit: Million JPY)



Note: Revenue figures for the top 5, top 6–10, top 11–20, and 21 or below were computed according to the revenue value for each fiscal year.
YoY stood for Year on Year and is a comparison to the previous year.
LTM: Last Twelve Months (the past 12 months from the latest quarter)

[Reference] For Industry: Business Policy on Data Utilization

In addition to increasing per-company transactions, the scope of data utilization in industry is broadening.



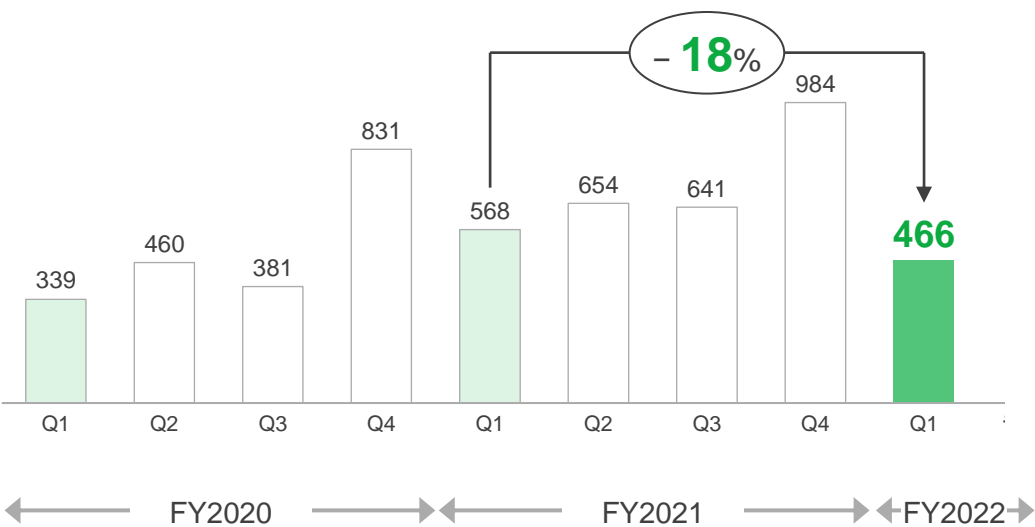
Note: The graph above is image-based.
LTM: Last Twelve Months (the past 12 months from the latest quarter)

For Payers, Individuals, and Medical Service Providers: Status of Business

Although key KPIs for Payers and Individuals grew steadily (number of health insurance unions from 299 to 306, population from 10.44 million to 10.77 million), revenue growth was not achieved due to a large wearables project in the previous Q1. On the other hand, the scale of business for Medical Service Providers is expanding due to the enhancement of services for medical institutions.

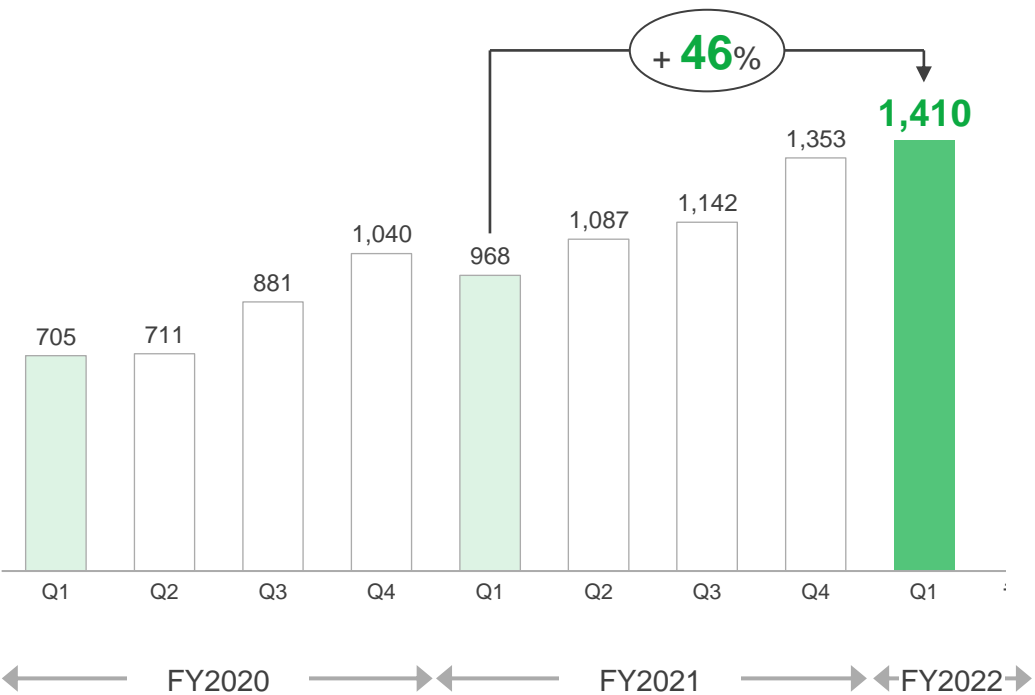
Quarterly Revenue Trends of Business for Payers/Individuals

(Unit: Million JPY)



Quarterly Revenue Trends of Business for Medical Service Providers

(Unit: Million JPY)



Section 3

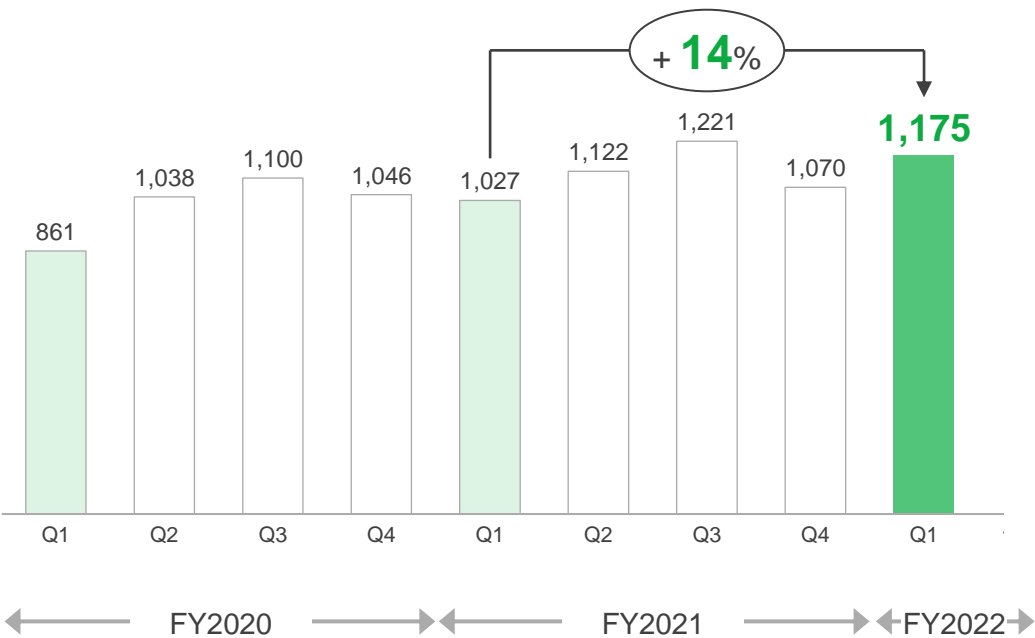
Tele-medicine Business and Dispensing Pharmacy Support Business

Tele-medicine Business: Performance

Strong growth and enhanced profitability have been achieved as the impact of Covid-19 has calmed down, as well as ongoing operational improvements.

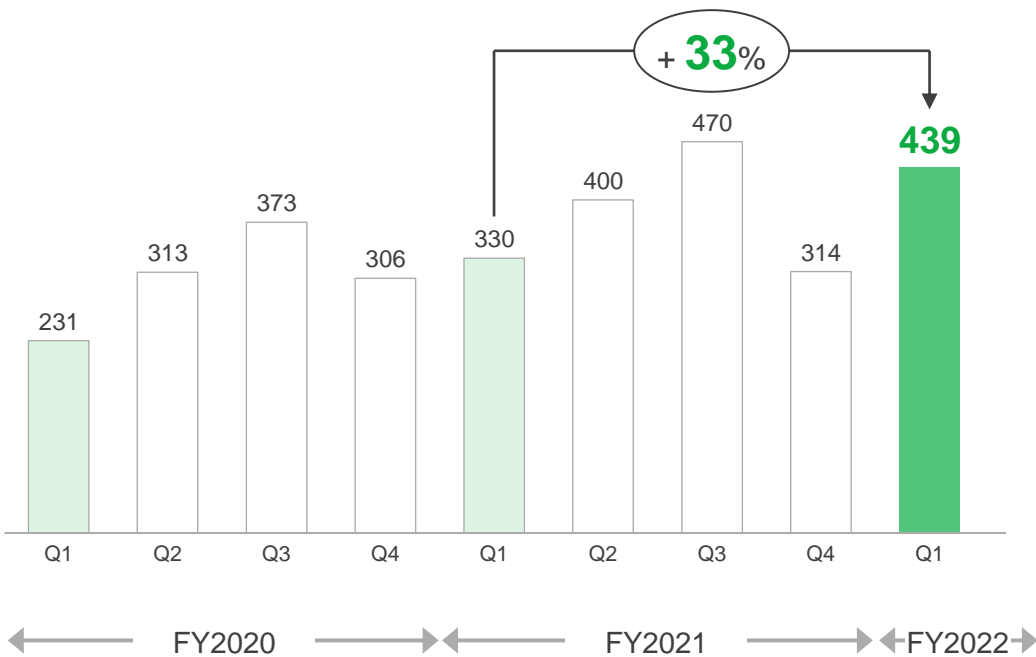
Quarterly Revenue Trends of Tele-medicine Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



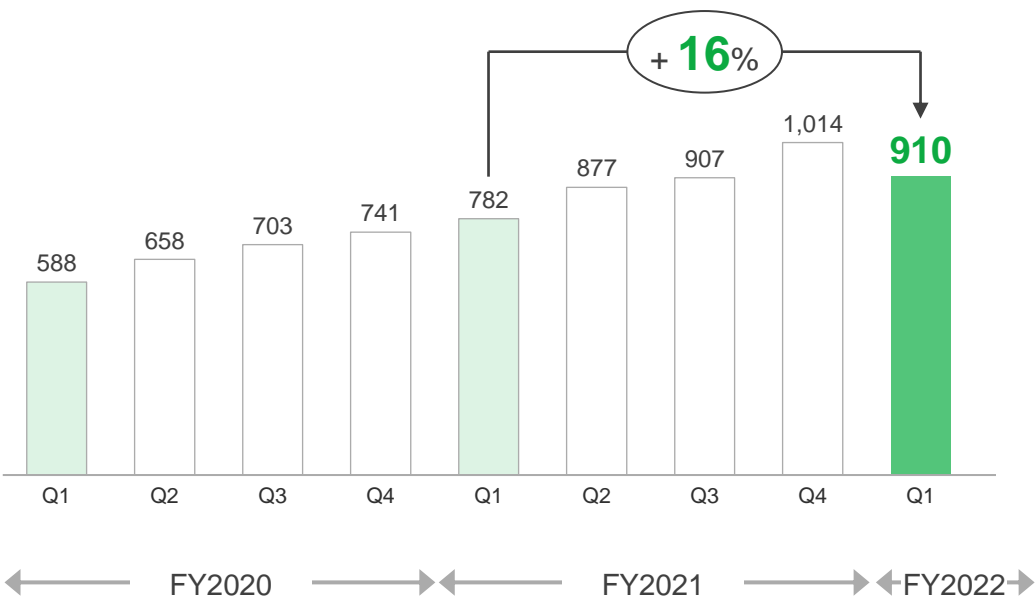
Note: EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

Dispensing Pharmacy Support Business: Performance

Although still partially affected by investment restraints at our client dispensing pharmacies, the business has remained stable.

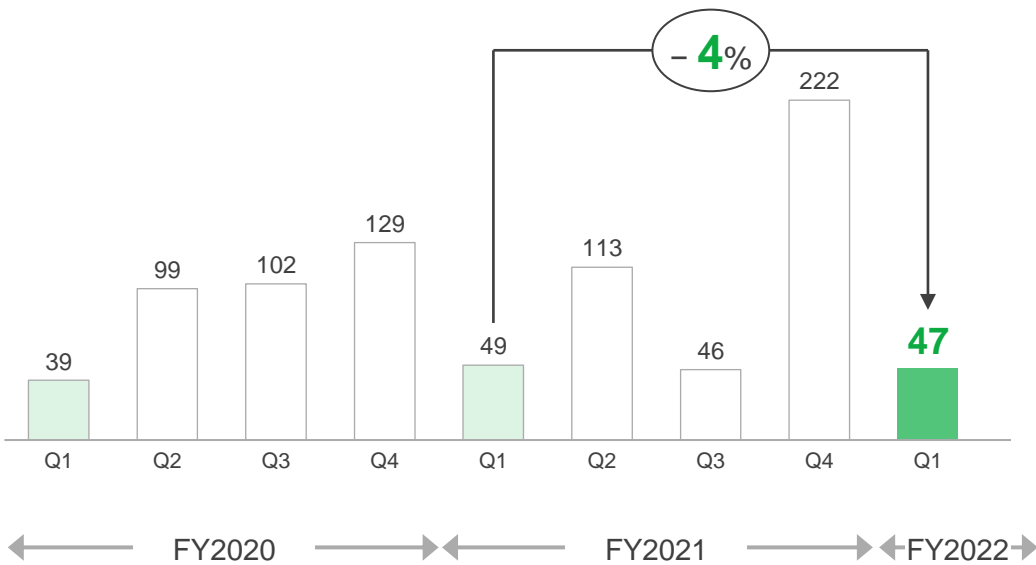
Quarterly Revenue Trends of Dispensing Pharmacy Support Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



Note: EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses

Appendix

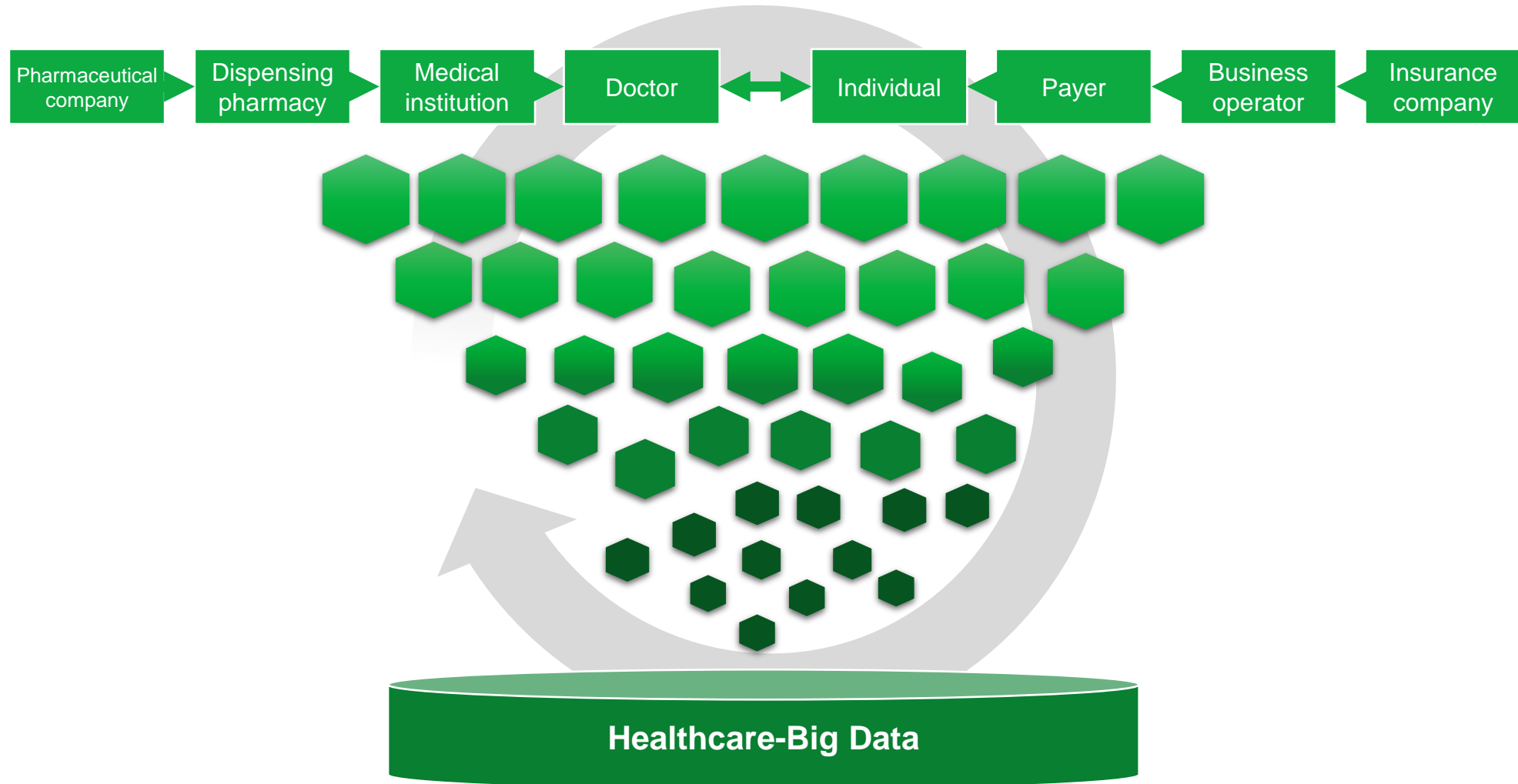
Business Outlook

"Providing a Healthy and Rich Life for All Individuals"

Leveraging data and ICT solutions
to create a sustainable healthcare system

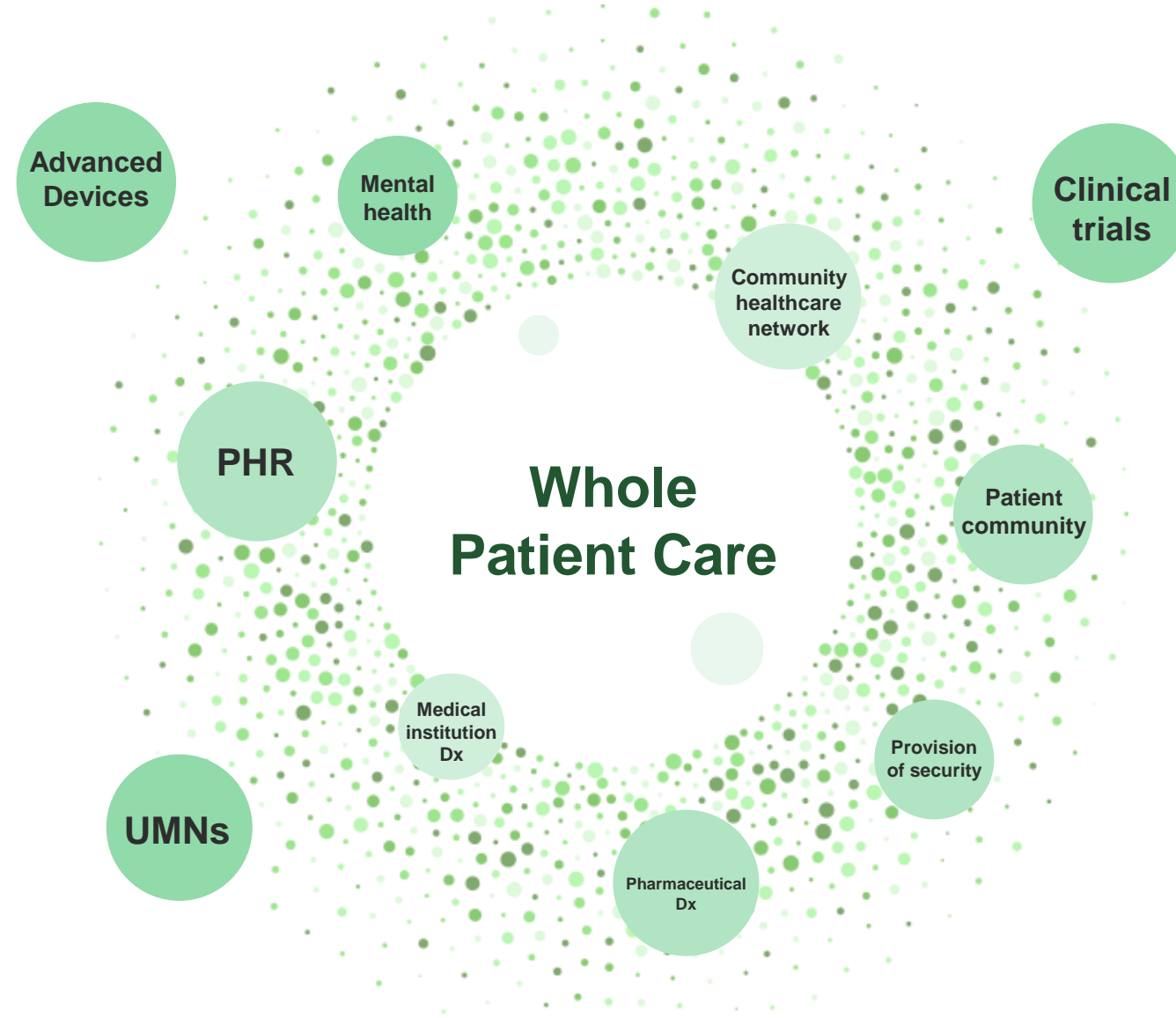
Building Healthcare-Big Data

We have been building a data environment in major healthcare domains in Japan.



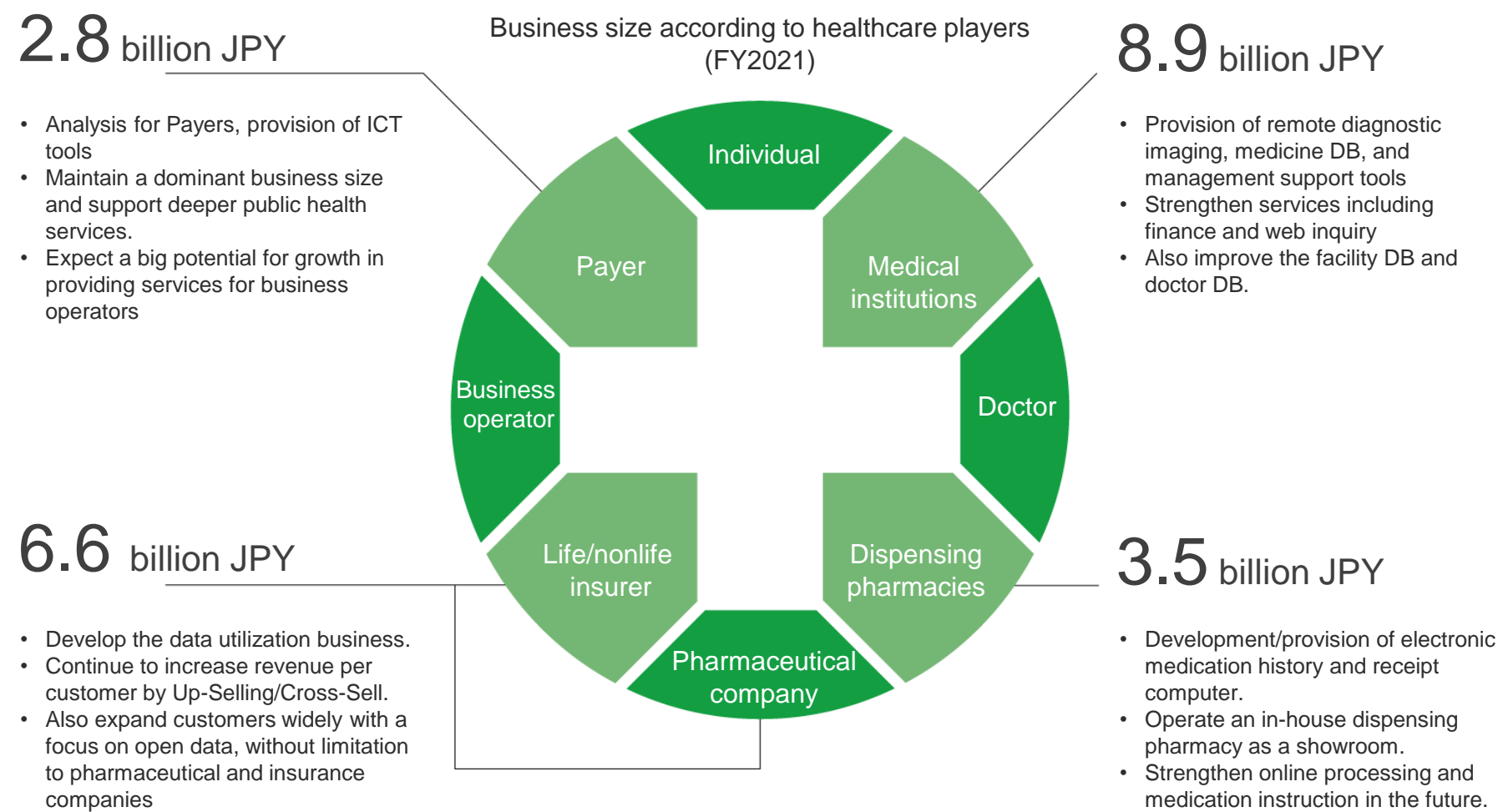
Whole Patient care using data

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.



Balance of Businesses According to Customers

JMDC engages in businesses for any type of healthcare industry player in a well-balanced manner by carrying out diverse business activities.



Note: The business size is for JMDC's management and was prepared on a simple aggregation basis and the IFRS adjustment and internal segment transaction adjustment were not adjusted.

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