

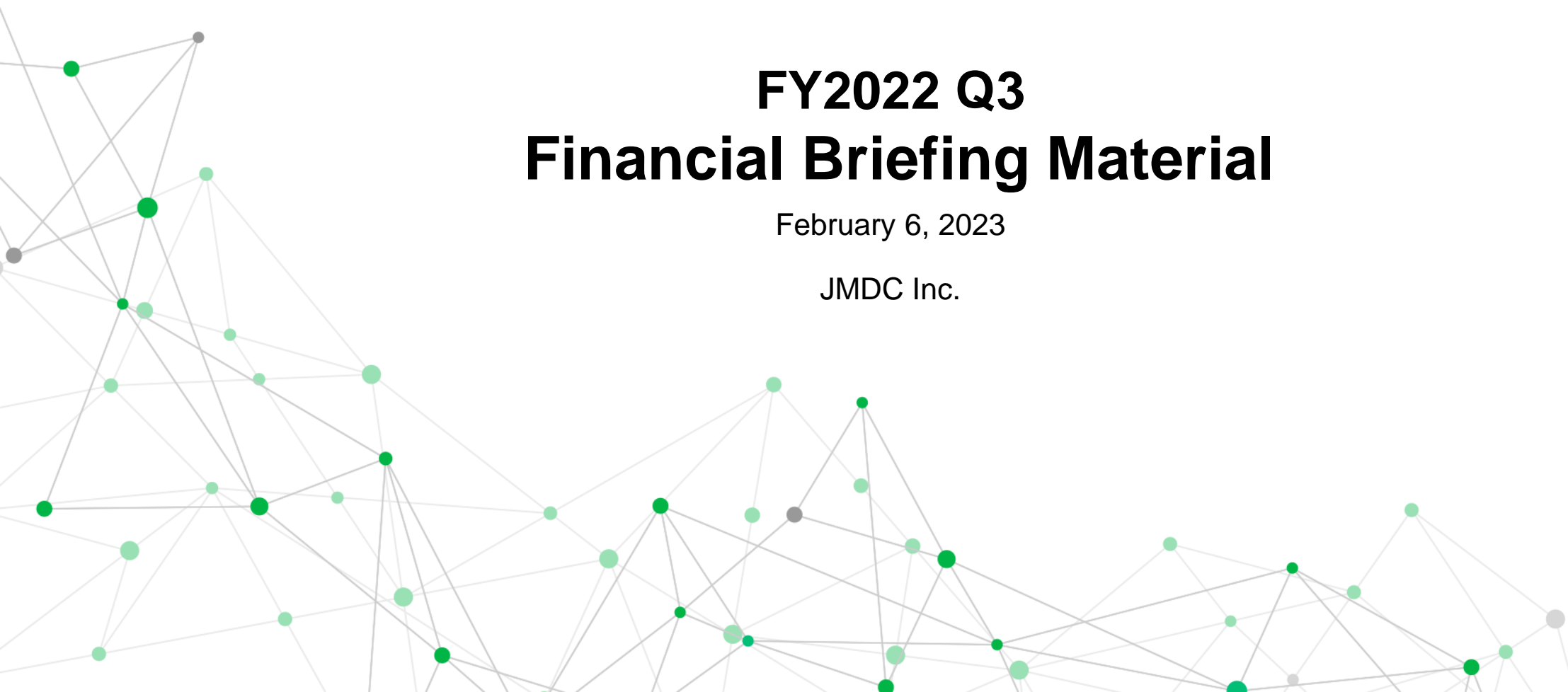
JMDC



FY2022 Q3 Financial Briefing Material

February 6, 2023

JMDC Inc.

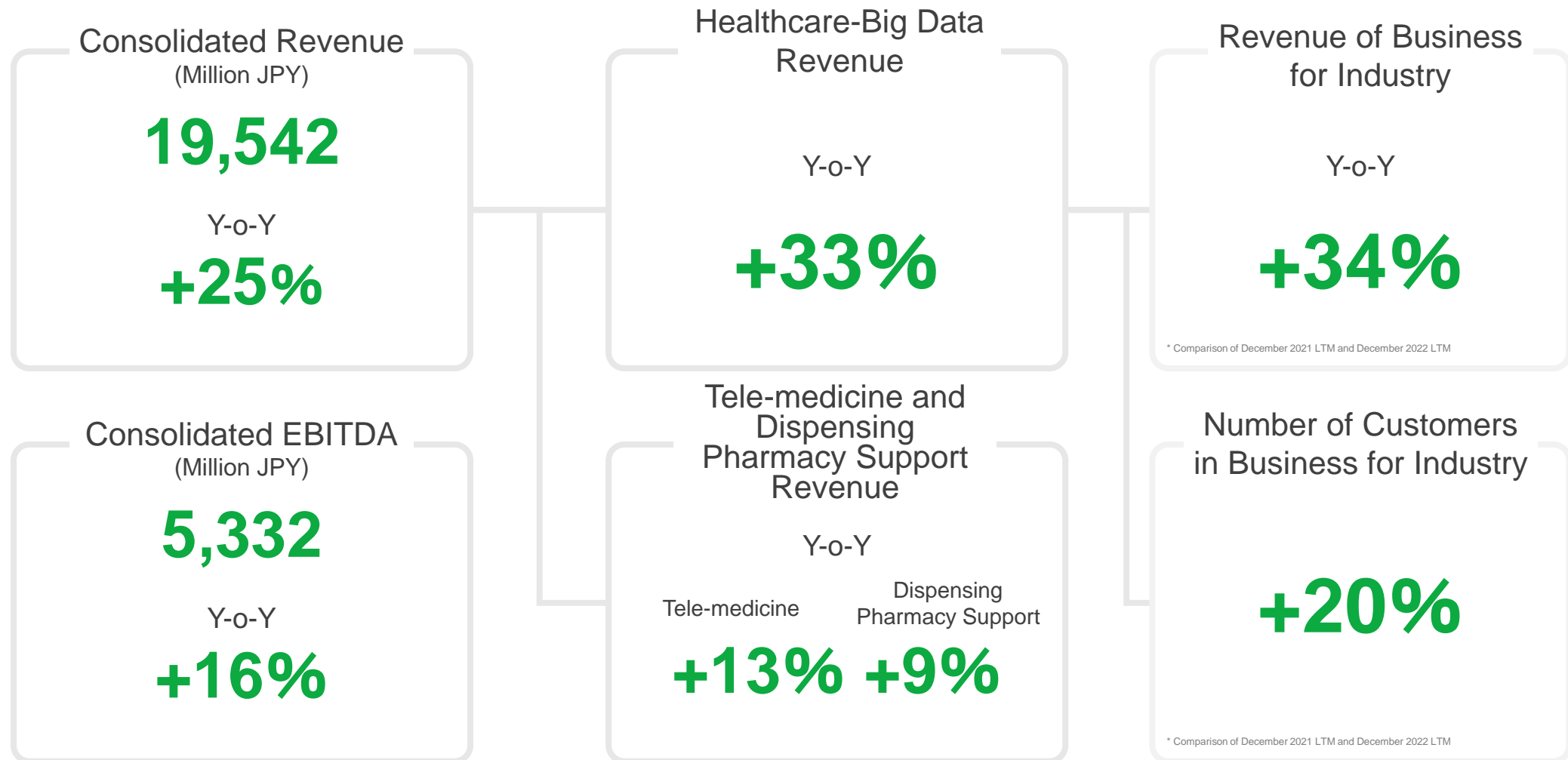


Section 1

Performance Report for FY2022 Q3

FY2022 Q3: Performance Highlights

All business segments remained steady. In particular, the core business segment, the use of data for industry, is expanding well.



FY2022 Q3: Summary of Consolidated Performance

Performance figures are steady in all categories.

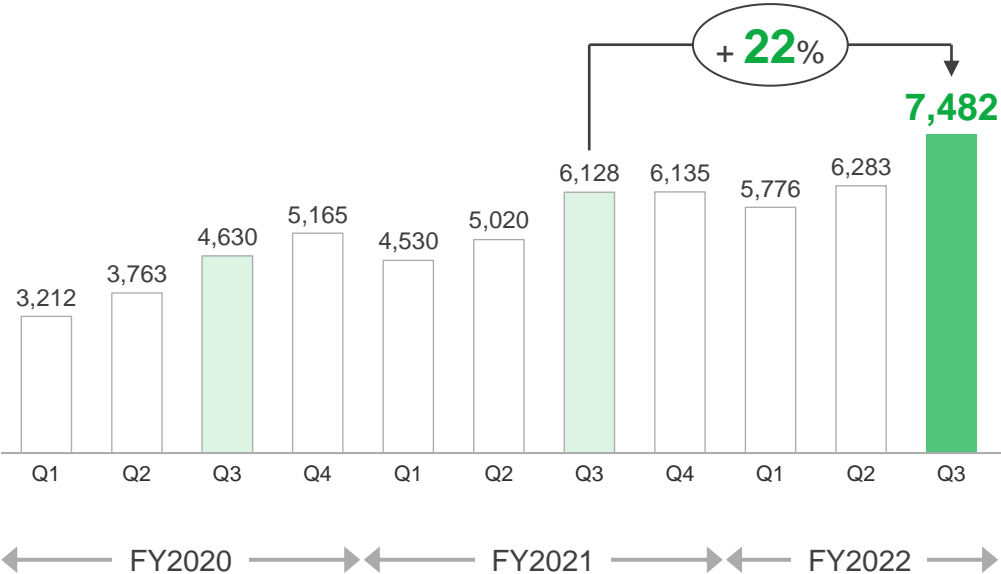
(Unit: Million JPY)	FY2021 Q3	FY2022 Q3	Y-o-Y
Revenue	15,679	19,542	+25%
Operating profit (rate)	3,405 (22%)	4,028 (21%)	+18%
Profit before taxes (rate)	3,396 (22%)	4,007 (21%)	+18%
Profit attributable to owners of parent (rate)	2,272 (15%)	2,654 (14%)	+17%
EBITDA (margin)	4,580 (29%)	5,332 (27%)	+16%

FY2022 Q3: Consolidated Revenue/EBITDA

Revenue growth was solid even compared to the previous Q3, which performed strongly. On the other hand, profits were slightly lower due to the investment load for growth. The high profitability of existing businesses remained unchanged, but this was due to the intensification of activities aimed at becoming No. 1 in all healthcare data areas.

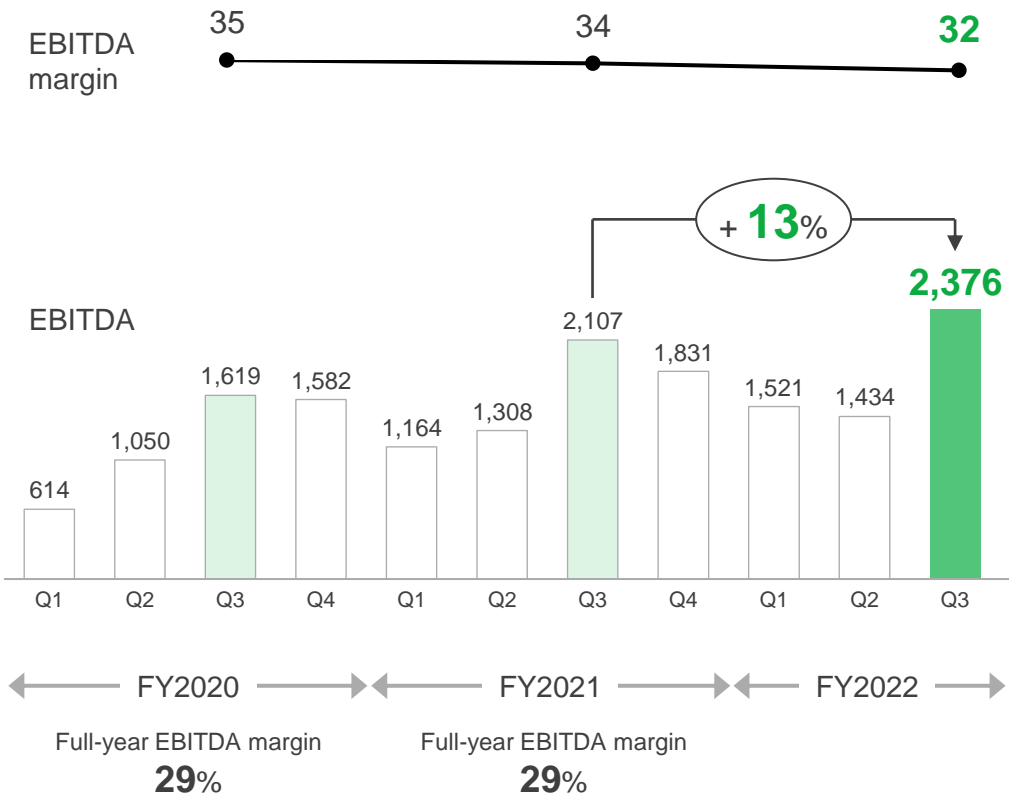
Quarterly Trends of Consolidated Revenue

(Unit: Million JPY)



Quarterly Trends of Consolidated EBITDA/Margin

(Unit: Million JPY and %)

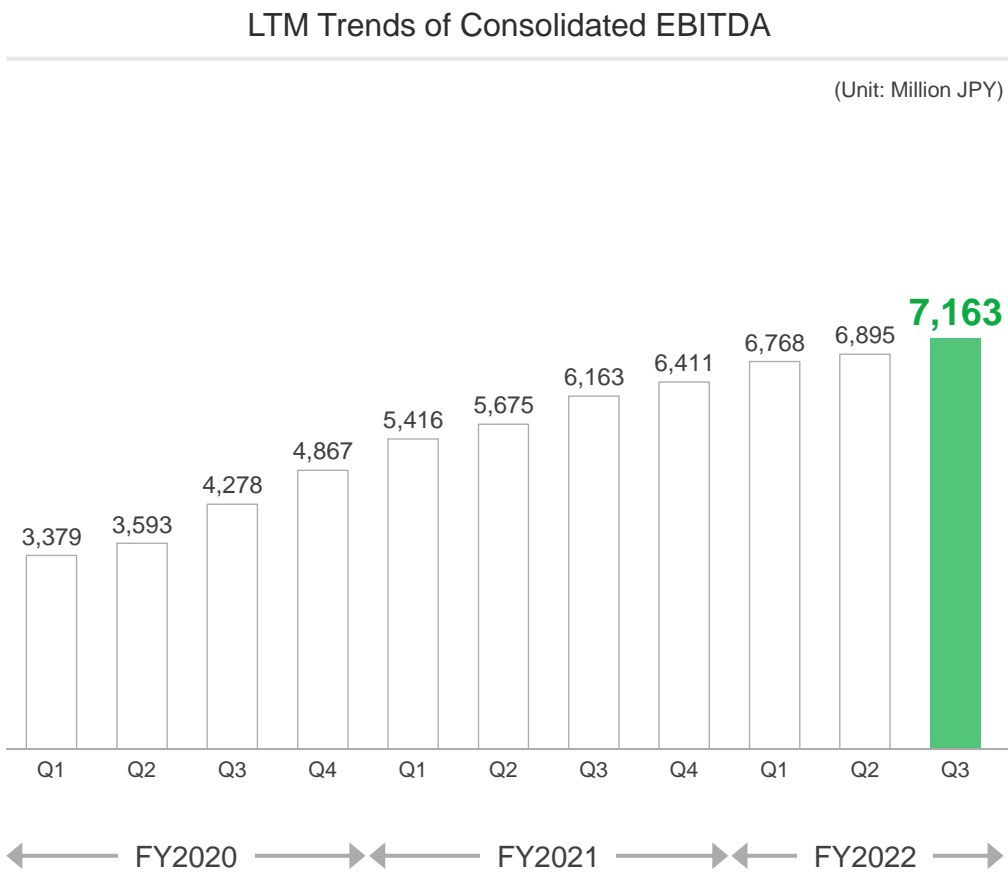
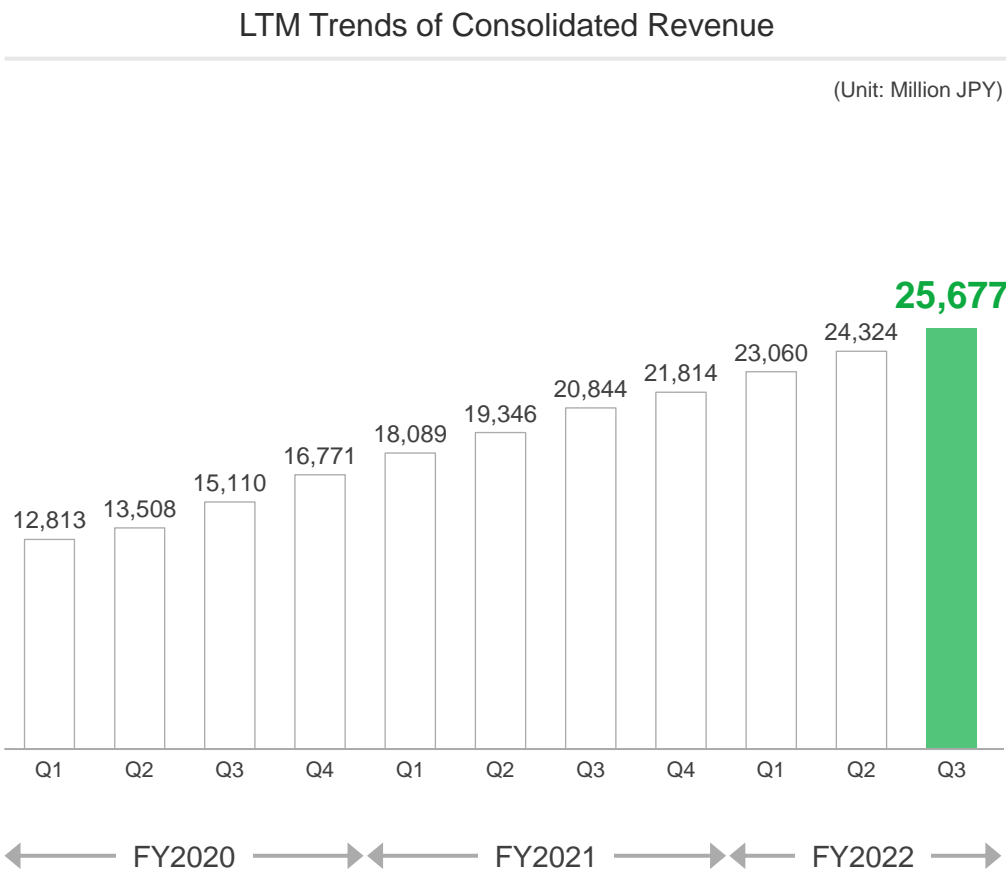


Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses, EBITDA margin: EBITDA/Revenue



[Reference] FY2022 Q3: Consolidated Revenue/EBITDA (LTM Basis)

On a LTM basis, which excludes seasonality, both revenue and EBITDA are growing steadily.
The profit growth curve is expected to rise significantly in the future as data acquisition in new areas progresses and the No 1 position in multiple areas is established.



Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses
LTM: Last Twelve Months (the past 12 months from the latest quarter)

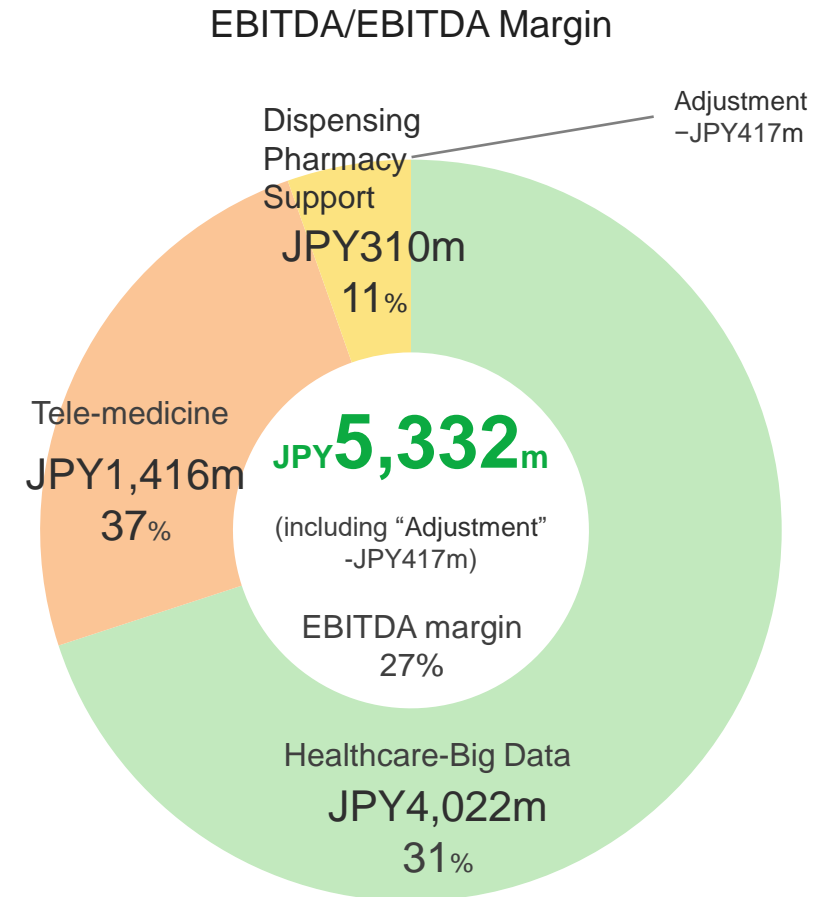
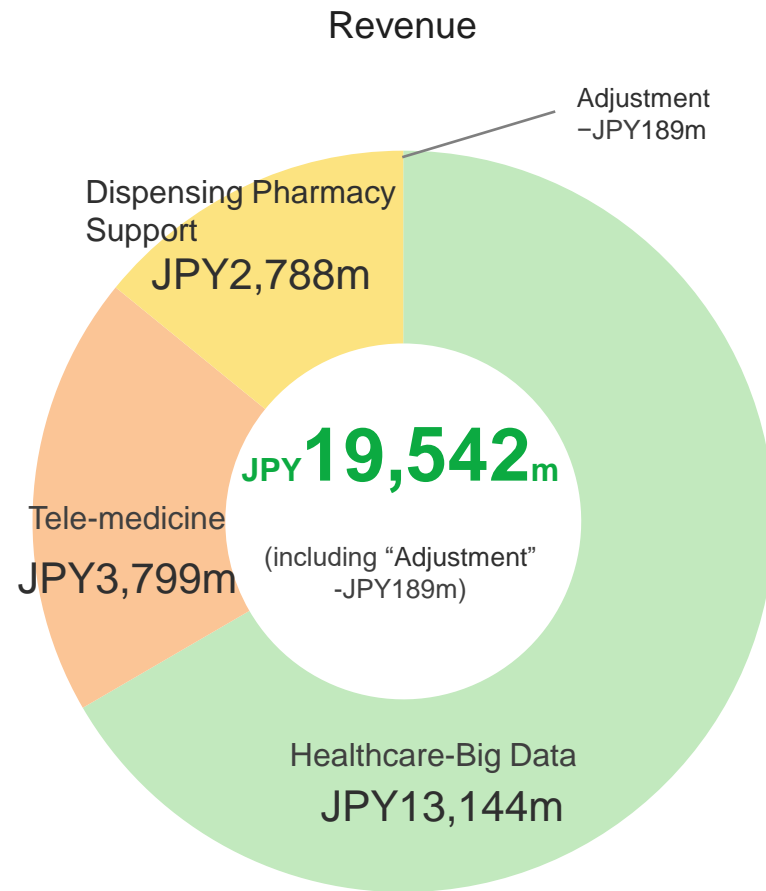
FY2022 Q3: Performance by Segment

Revenues and profits increased in all segments.

(Unit: Million JPY)		FY2021 Q3	FY2022 Q3	Y-o-Y
Healthcare-Big Data	Revenue	9,883	13,144	+33%
	EBITDA	3,412	4,022	+18%
	(Margin)	(35%)	(31%)	
Tele-medicine	Revenue	3,370	3,799	+13%
	EBITDA	1,200	1,416	+18%
	(Margin)	(36%)	(37%)	
Dispensing Pharmacy Support	Revenue	2,567	2,788	+9%
	EBITDA	209	310	+48%
	(Margin)	(8%)	(11%)	
Adjustment	Revenue	-143	-189	-
	EBITDA	-242	-417	-

[Reference] FY2022 Q3: Revenue/EBITDA by Segment

Healthcare-Big Data Business generates more than 60% of JMDC Group's revenue and more than 70% of its EBITDA. Tele-medicine Business also continues to be highly profitable due to enhanced operational capabilities.



Section 2

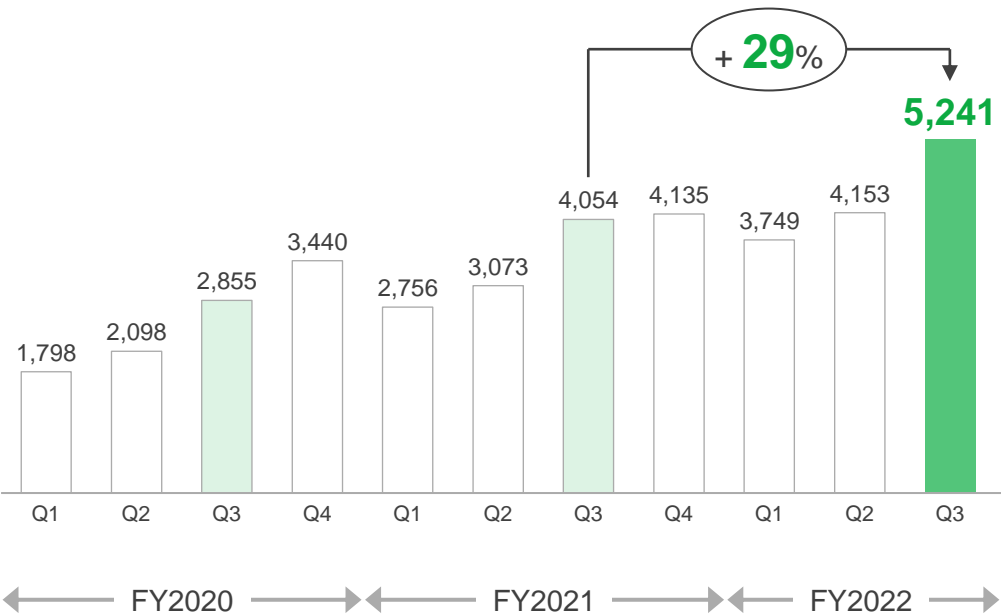
Healthcare-Big Data Business

Healthcare-Big Data Business: Performance

Revenue and EBITDA in Healthcare-Big Data Business continue to grow steadily, despite active investment and expansion of business areas to acquire new datasets.

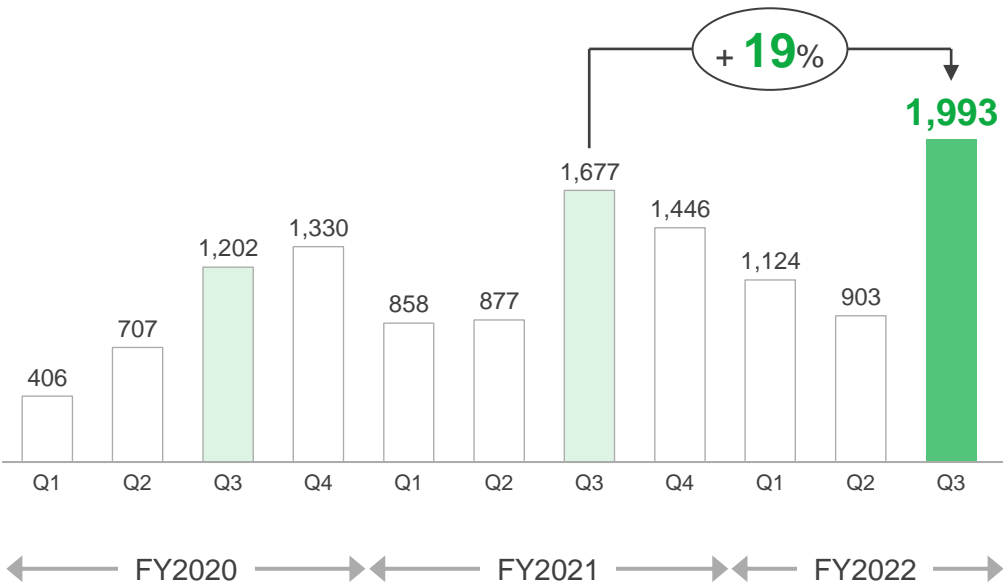
Quarterly Trends of Revenue

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



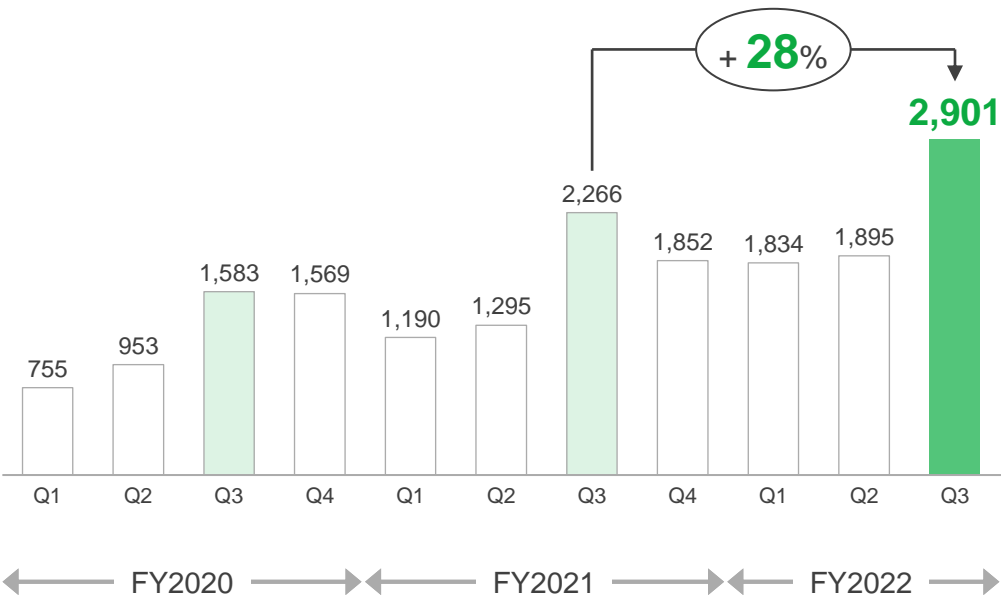
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For Industry: Business Status of Data Utilization

The scale of business is growing steadily, exceeding the high hurdles of the previous Q3, as data-driven consulting services continue to diversify. In addition, LTM to December continued to grow strongly at +34% Y-o-Y.

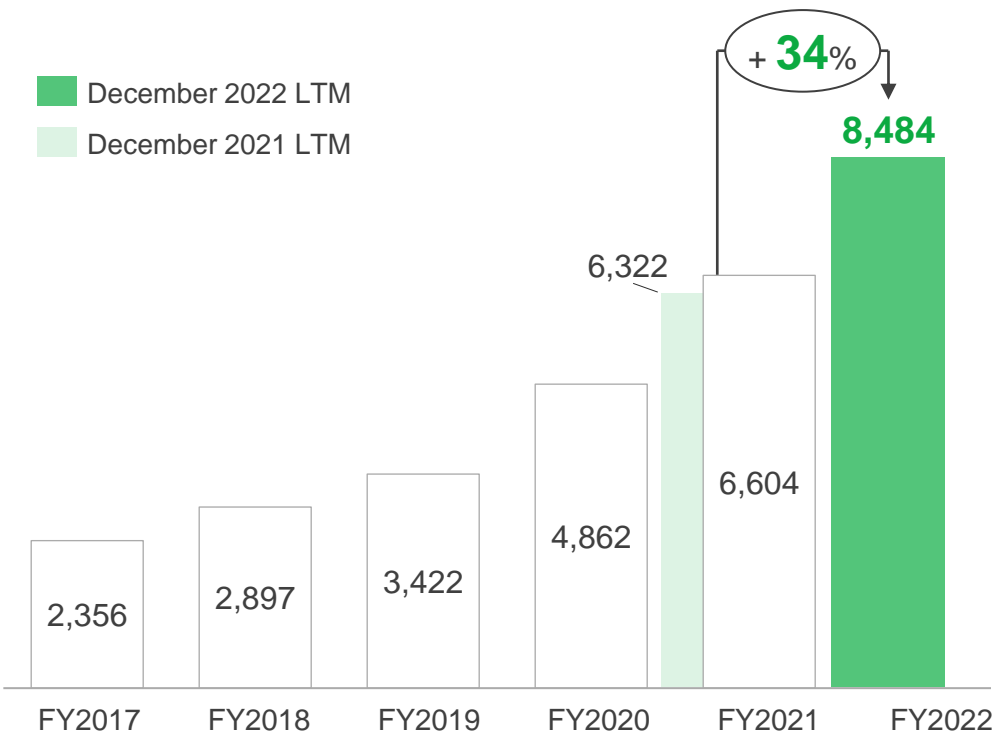
Quarterly Revenue Trends of Business for Industry

(Unit: Million JPY)



Yearly and LTM Revenue Trends of Business for Industry

(Unit: Million JPY)



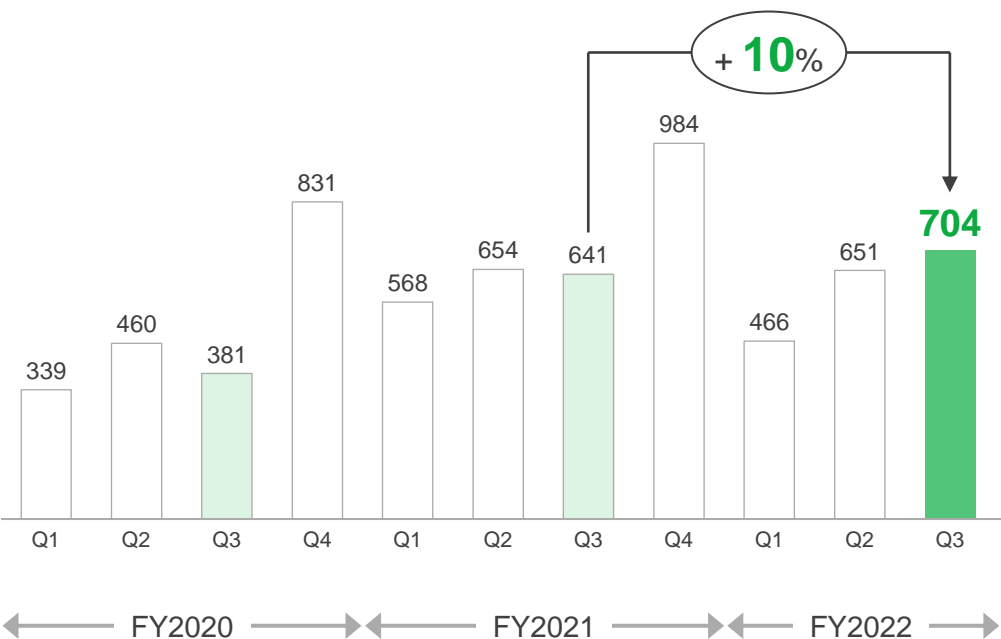
Note: Y-o-Y stood for Year on Year and is a comparison to the previous year.
LTM: Last Twelve Months (the past 12 months from the latest quarter)

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

The business for payers and individuals grew thanks to the expanding provision of solutions through Pep Up, which more than compensated for the decline in sales of wearables. The business for medical service providers is also expanding rapidly, thanks to increased resources and expanded services through new business investments.

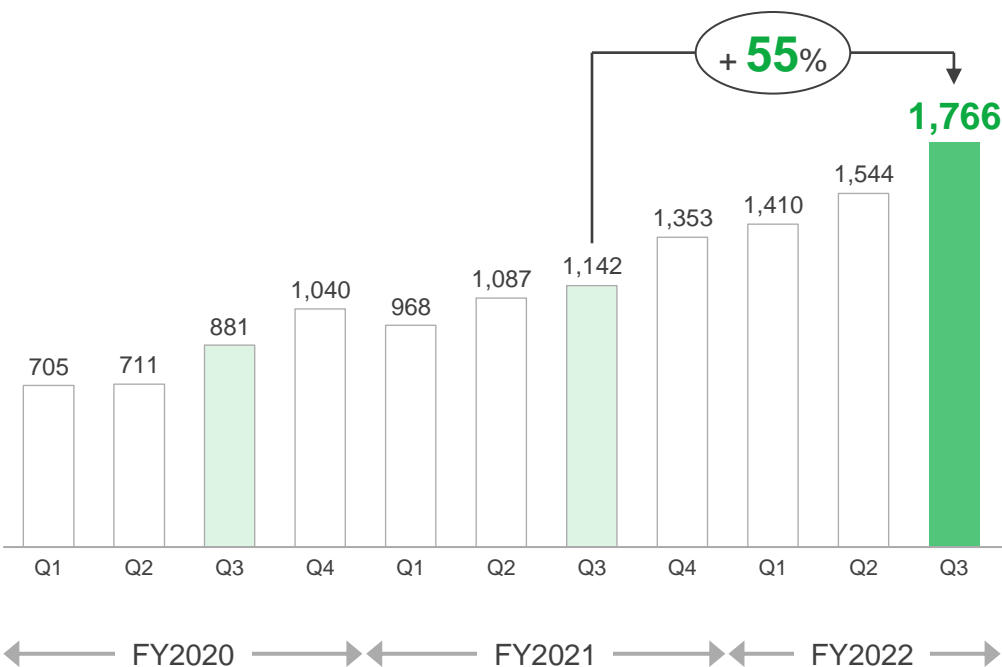
Quarterly Revenue Trends of Business for Payers/Individuals

(Unit: Million JPY)



Quarterly Revenue Trends of Business for Medical Service Providers

(Unit: Million JPY)



Section 3

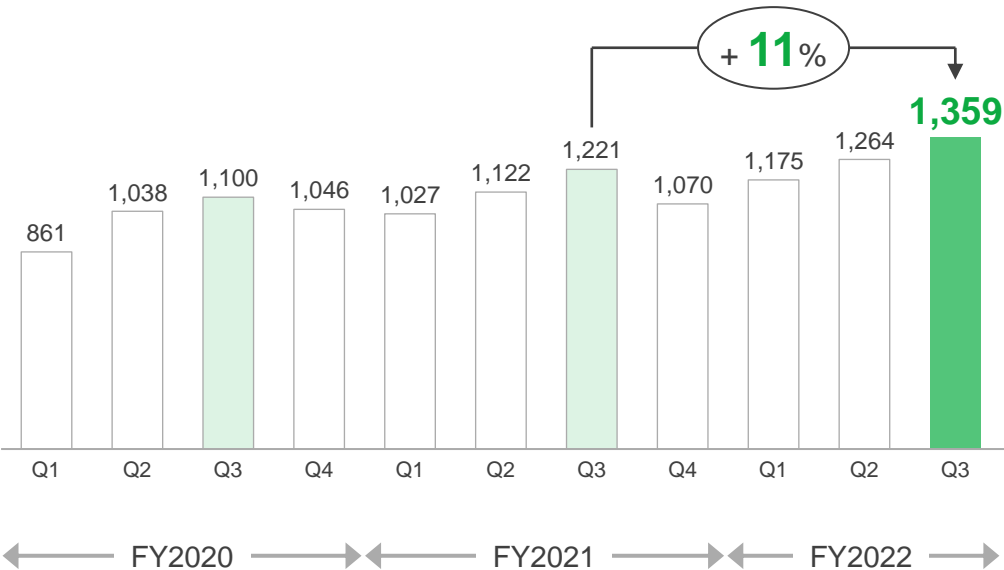
Tele-medicine Business and Dispensing Pharmacy Support Business

Tele-medicine Business: Performance

Although partially affected by Covid-19, business performance continues to show steady growth as operational capabilities have been strengthened.

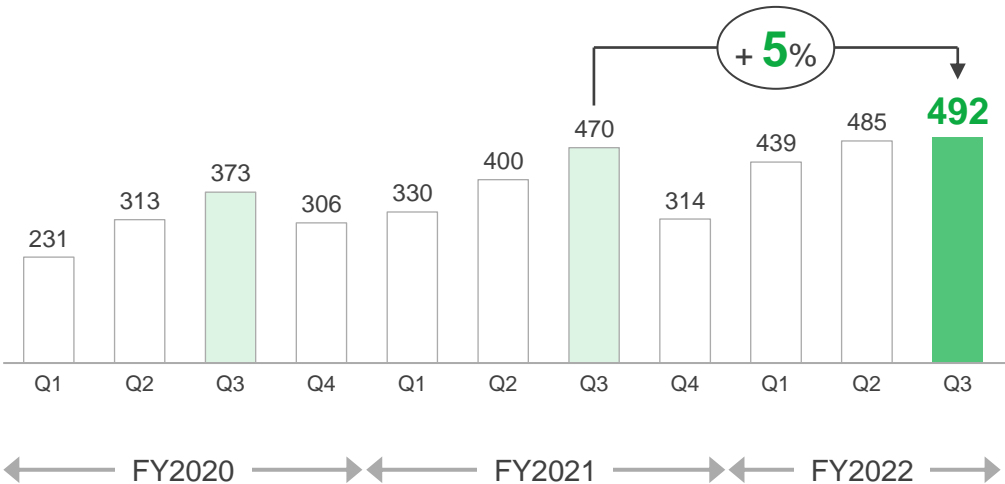
Quarterly Revenue Trends of Tele-medicine Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



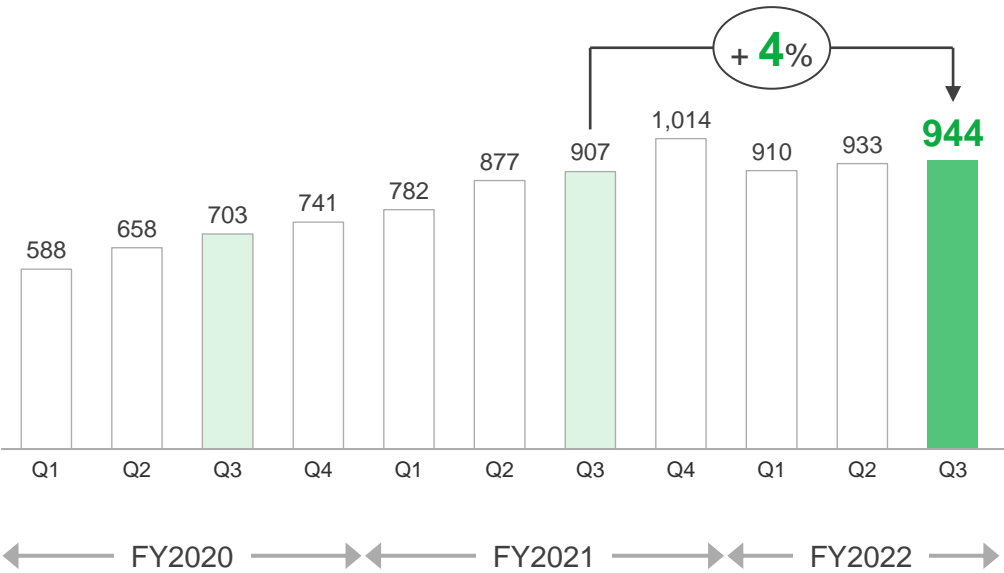
Note: IFRS-based
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Dispensing Pharmacy Support Business: Performance

Both revenue and profit are stable, though still partly affected by investment restraints in dispensing pharmacies.

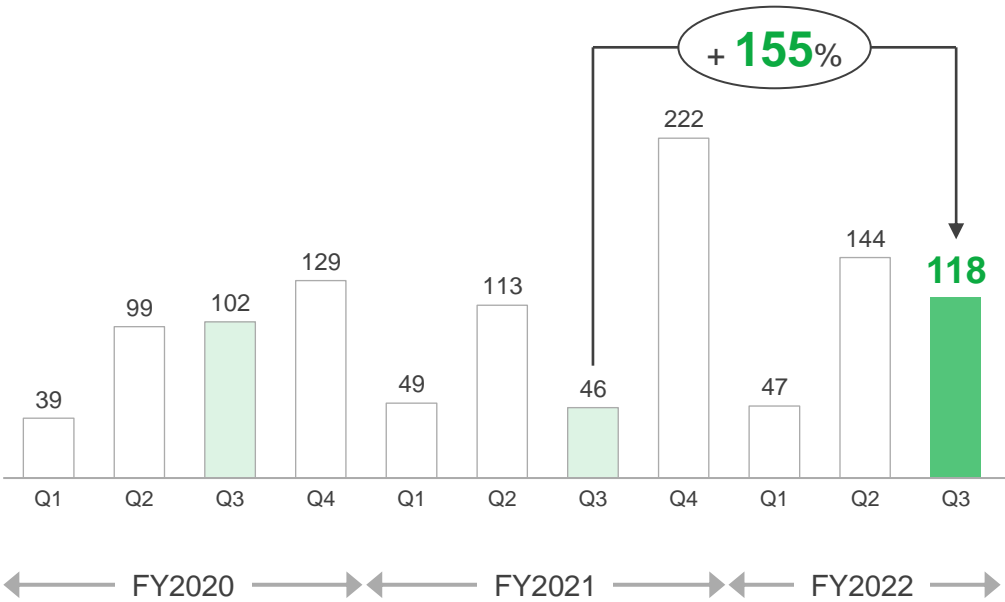
Quarterly Revenue Trends of Dispensing Pharmacy Support Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



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

Appendix

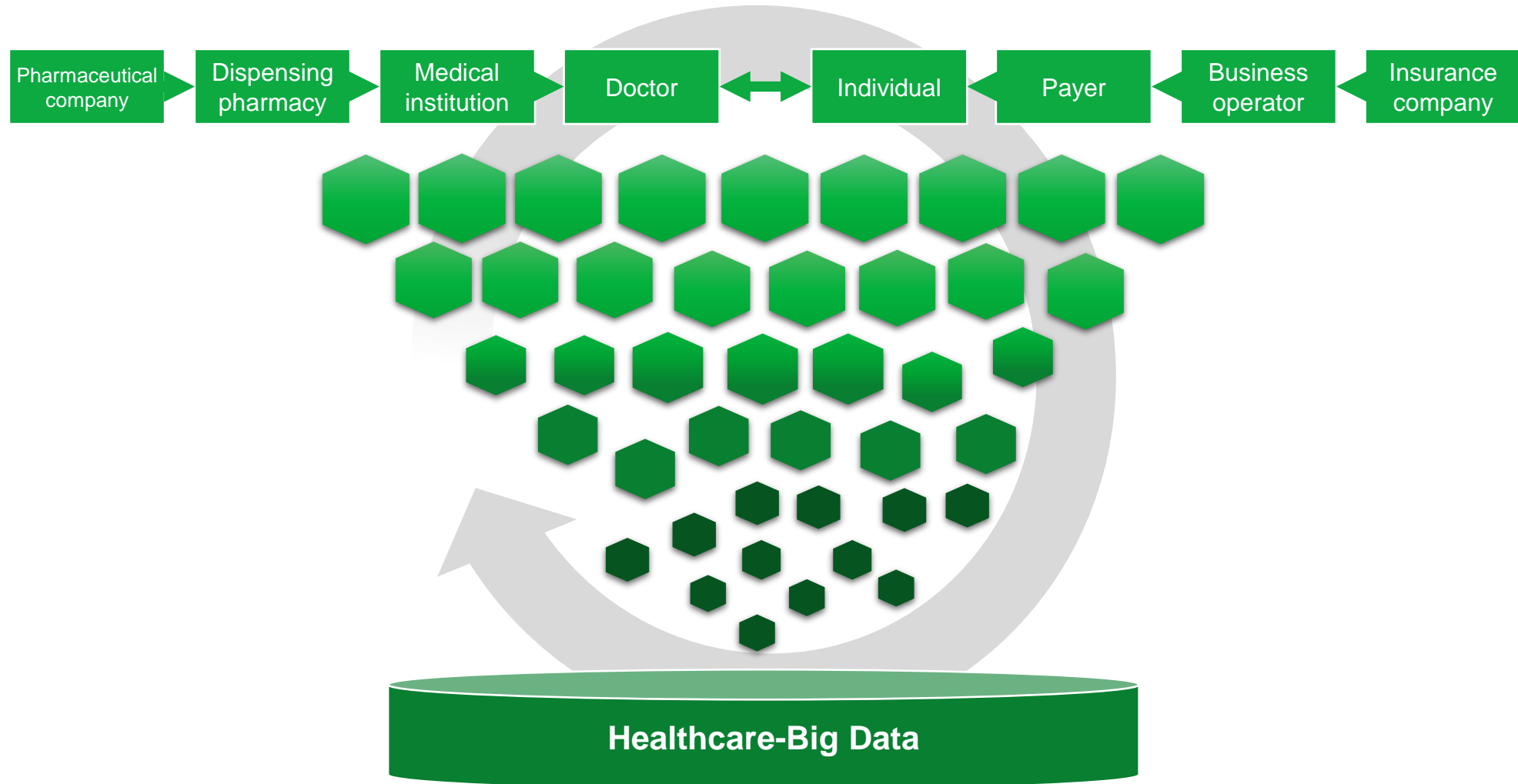
Business Outlook

"Providing a Healthy and Rich Life for All Individuals"

Leveraging data and ICT solutions
to create a sustainable healthcare system

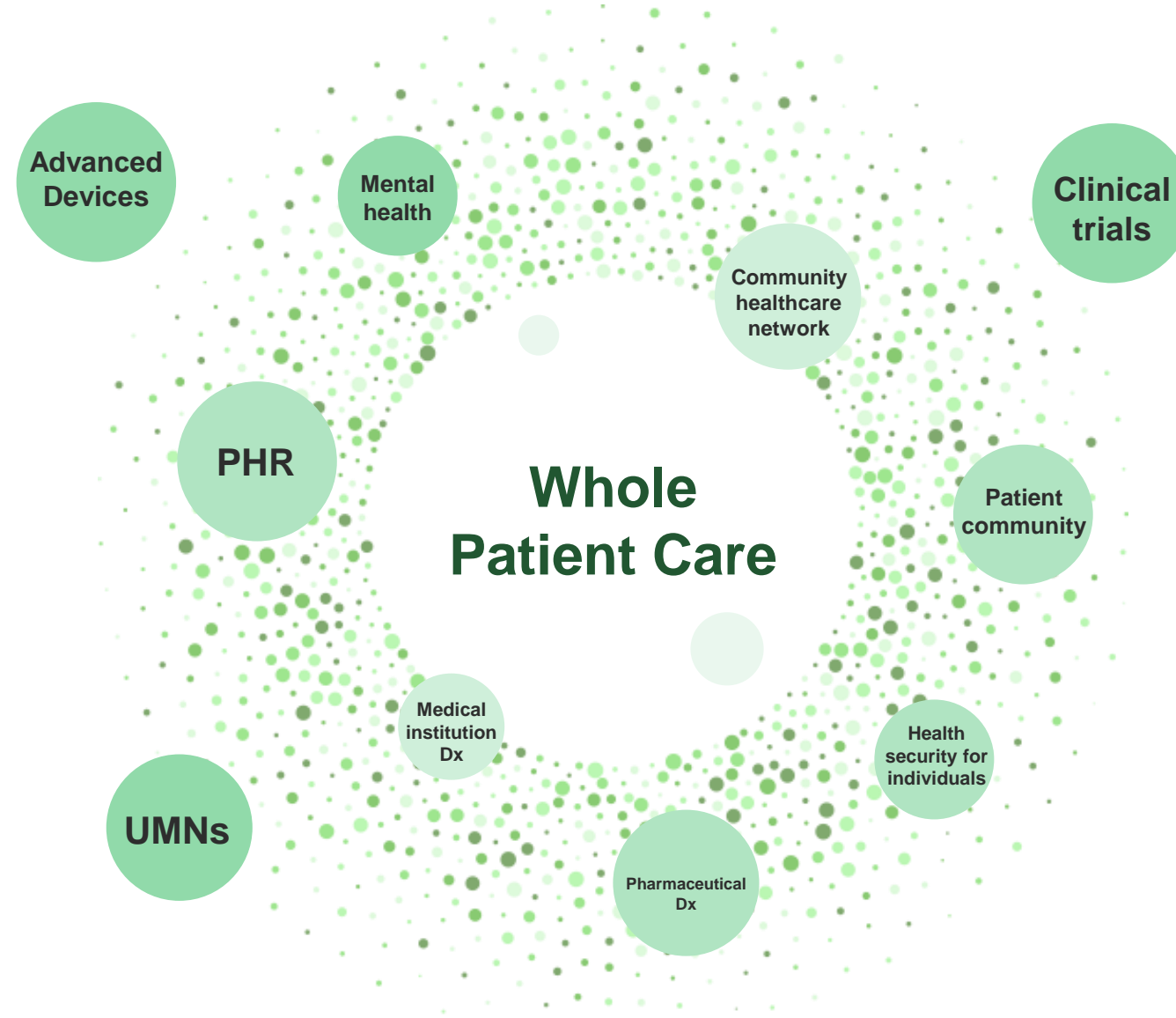
Future Policies

We will expand our data and business areas in an ecosystem where we provide data-driven services in various areas in the healthcare industry, receive data returns, and further evolve our services.



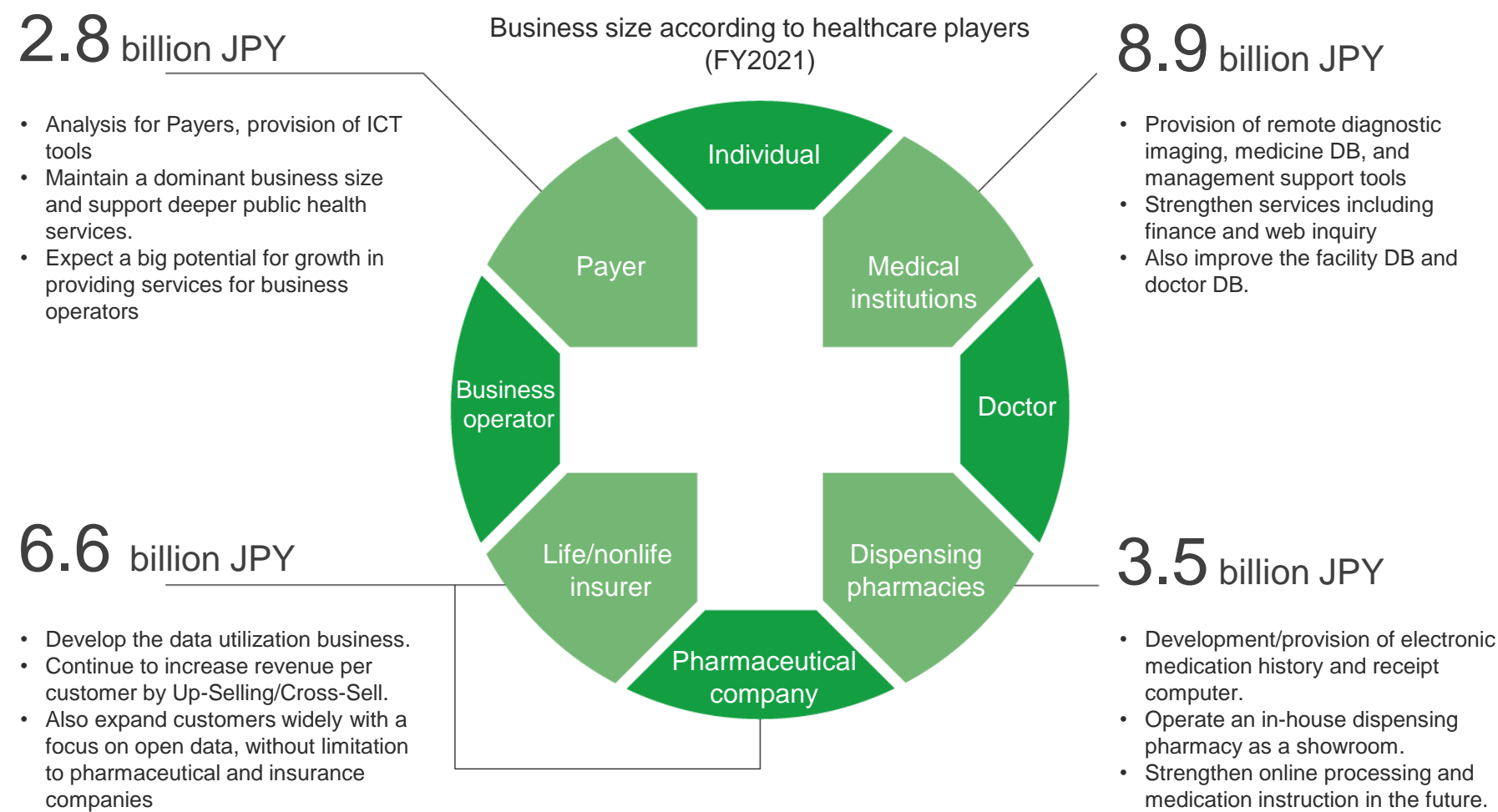
Whole Patient care using data

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.



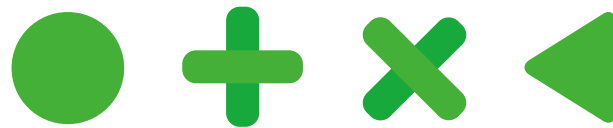
Note: The business size is for JMDC's management and was prepared on a simple aggregation basis and the IFRS adjustment and internal segment transaction adjustment were not adjusted.

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