

The logo for JMDC, consisting of the letters J, M, D, and C in a bold, black, sans-serif font.

J M D C

A network diagram in the background, featuring a complex web of thin grey lines connecting various nodes. The nodes are represented by small circles in shades of green and grey, scattered across the page.

FY2023
Financial Briefing Material

May 7, 2024

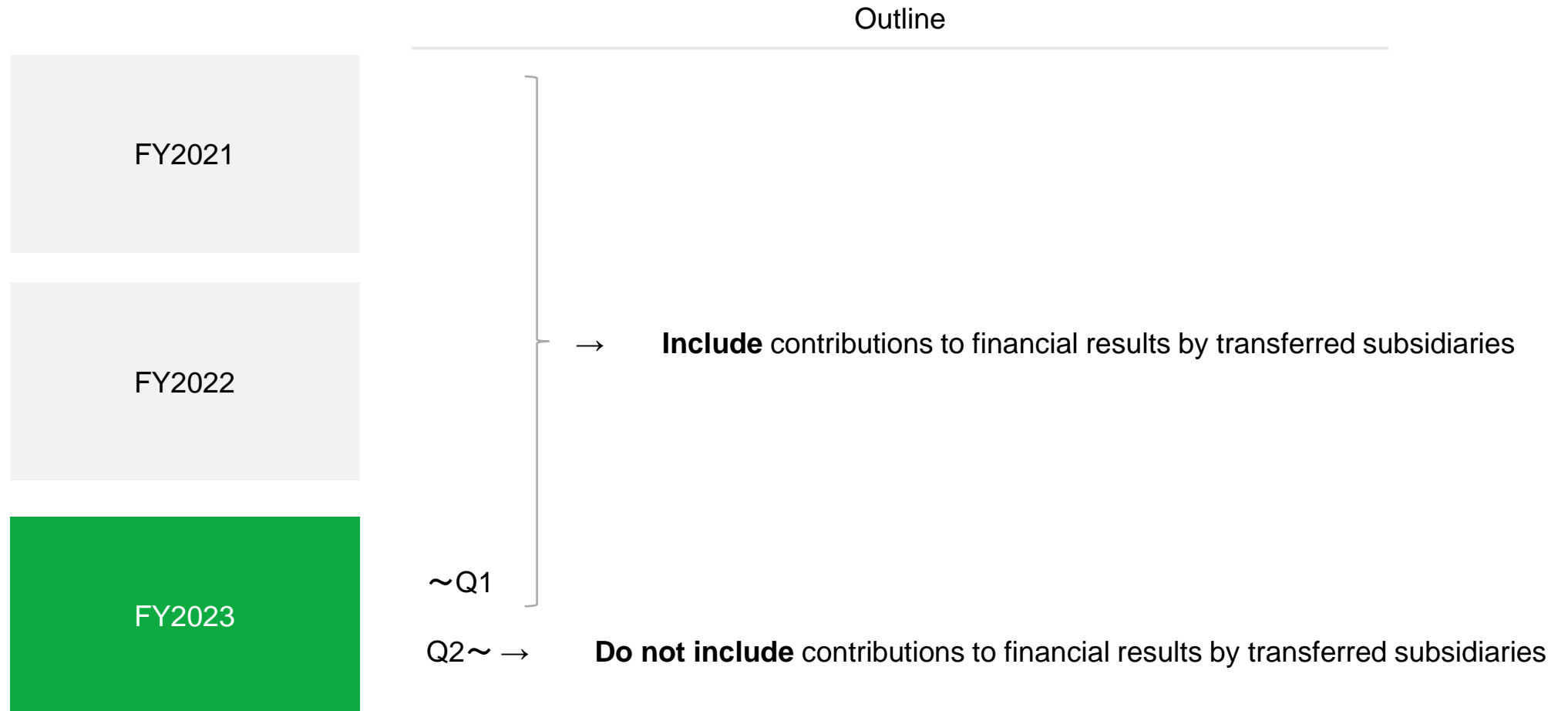
JMDC Inc.

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Introduction

At the end of June last year, we sold a subsidiary in the Dispensing Pharmacy Support Segment. Please be aware of the following in advance to understand JMDC Group's growth rate correctly.

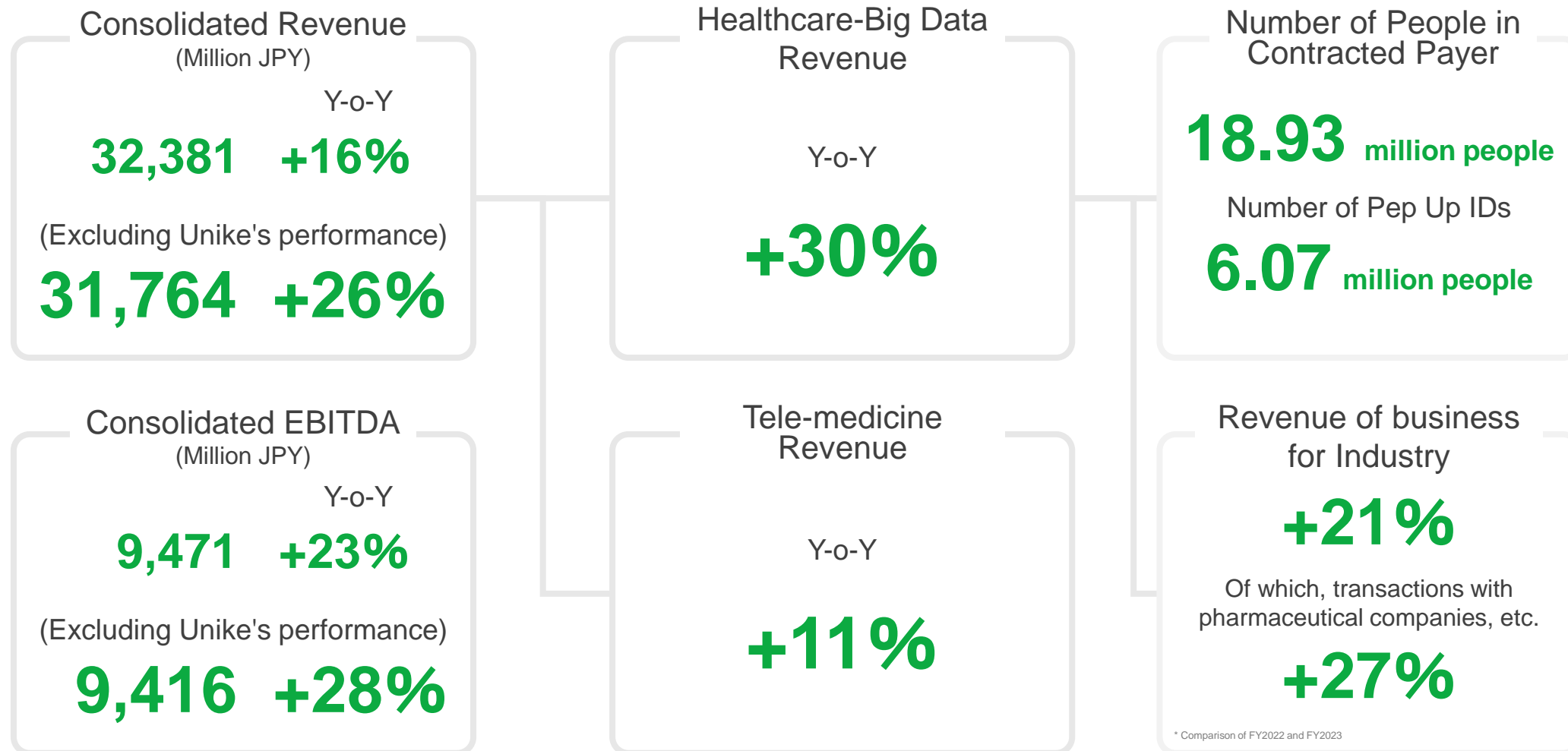


Section 1

Summary

FY2023: Performance Highlights

The core Healthcare-Big Data Business continued to grow steadily, and the data population, which is the foundation of the business, expanded at its largest level in the past year.









* Comparison of FY2022 and FY2023

Note: IFRS-based
EBITDA: Operating profit + Depreciation and amortization costs ± Other profits and/or losses
Above "Unike" represents Unike Software Research and the transferred company within the Unike Software Research Group.



FY2023: Business Segments of JMDC Group and Summaries

Healthcare-Big Data Business was successful in both business domain expansion and data asset expansion. Tele-medicine Business expanded steadily, supported by solid demand. Dispensing Pharmacy Support Business scaled down, but its performance remained stable.

	Business Outline		Summary of FY2024
Healthcare-Big Data	For Industry Data utilization service for pharmaceutical companies, insurance companies, etc.	Pharmaceutical:  Life and non-life insurance: 	<ul style="list-style-type: none"> In the pharmaceutical domain, growth is driven by the expansion of data applications. In the life and non-life insurance domain, development projects increased, but data provision was in a down cycle. Data assets are expanding, ready for the next generation of growth.
	For Payers and Individuals Data analysis for health insurance unions, provision of "Pep Up," an ICT product for health insurance union members, and services for local governments		<ul style="list-style-type: none"> Each KPI expanded significantly as development of payers and introduction of Pep Up accelerated. With the grouping of Cancerscan, the number and scale of transactions with local governments has expanded significantly.
	For Medical Service Providers Medicine DB, data analysis for medical institutions, management consulting/finance, web-based medical inquiries, system for attracting patients/taking reservations		<ul style="list-style-type: none"> The gap with competitors narrowed in terms of data volume due to an increase in the number of medical institution systems installed. Consulting business and financing for medical institutions are also performing well. Smart Clinic is growing rapidly, outpacing the competition.
Tele-medicine	Provision of remote diagnostic imaging service		<ul style="list-style-type: none"> Maintain high profitability due to solid demand and strengthened operations.
Dispensing Pharmacy Support	Development/provision of receipt computer and electronic medication history for pharmacies		<ul style="list-style-type: none"> Stable revenue and profit were generated despite the reduction in the scale of the business due to the sale of a subsidiary in Q1.

FY2023: Shareholder Return

With an awareness of the need to both secure investment capacity and return profits to shareholders, the Company will pay a dividend of 14 yen per share for the current fiscal year. The dividend forecast for FY2024 has not yet been determined. The level of shareholder dividends will be determined in consideration of future business performance trends, financial conditions, and other business results.

	FY2023	FY2024 (Forecast)
Record date	March 31, 2024	March 31, 2025
Dividend per share	JPY14	
Total amount of dividend	JPY914 million	To be determined
Effective date	June 6, 2023	

FY2024: Performance Forecast

We plan for solid revenue growth in light of increasing data demand and the steady expansion of our business domain. On the profit side, we aim to manage with an awareness of sound profit margins while continuing to invest aggressively for growth.

	FY2024 Consolidated Performance Forecast <small>(vs. FY2023 growth rate)</small>	Preconditions of forecast
Revenue	43.0 bil JPY (+33%)	<ul style="list-style-type: none"> • Healthcare-Big Data steadily grows through expansion of business areas • Tele-medicine is growing moderately, supported by solid demand • Future M&A not factored in
Operating profit <small>(Rate)</small>	9.3 bil JPY (22%) (+33%)	<ul style="list-style-type: none"> • Maintain healthy profitability despite a slight decline in profit margin due to rapid expansion of data infrastructure business • Plans to increase headcount by more than 15% of consolidated headcount through new Group hiring • Factoring in various cost increases associated with the strengthening of the structure, expansion of scale, and expansion of data assets
EBITDA <small>(Margin)</small>	12.0 bil JPY (28%) (+27%)	
Profit attributable to owners of parent <small>(Rate)</small>	6.2 bil JPY (14%) (+35%)	<ul style="list-style-type: none"> • Factoring in corporate taxes calculated logically • No concerns about goodwill impairment, not factored in

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



FY2023 and FY2024: Management Viewpoints

In order to further deepen the understanding of shareholders, investors and other stakeholders, we will provide management viewpoints.

Management Viewpoints

Evaluation of FY2023 performance

- Both revenue and profit grew steadily, but were slightly below the plan, a regrettable result. While sales to pharmaceutical companies were firm, sales to life and non-life insurance companies were affected by the down cycle of the product development cycle. Despite efforts to stock up on development projects, it was not enough to offset the impact. Profitability remained at the guidance level, excluding the impact of the Q4 group-in of Cancerscan. The No. 1 position in each of the data platforms is steadily growing as the data platform business (e.g., for Payers and for Medical Service Providers) is expanding significantly.
- In addition, this fiscal year, operating profit and below were affected by the transfer of a subsidiary's business and other factors, resulting in one-time gains and losses. While it was difficult to evaluate performance, progress was made in optimizing the business portfolio for the future.

The status of pharmaceutical companies' marketing budget execution

- We still do not feel that the overall marketing budgets of pharmaceutical companies are shrinking.
- On the other hand, many pharmaceutical companies are reviewing the digital promotions they actively used during COVID-19, and we feel that they are increasingly focusing on the concept of optimal resource allocation commensurate with ROI and efficient promotion methods.
- These changes are precisely where our data and analytical and consulting capabilities can make a significant contribution, and we intend to seize the momentum of budget reallocation as an opportunity to expand our proposals to meet the needs of our clients.

Future Business Outlook for the Healthcare-Big Data segment

- Until now, the revenue generated from payer data has been invested in activities to collect other data, such as medical institution data (DPC, electronic medical records, etc.) and dispensing pharmacy data. Since the primary purpose of these data infrastructure projects was to collect data, profitability was not so high, and the intent was more of an investment in the next generation.
- The current fiscal year was an epoch-making year in which the data infrastructure business took a major leap forward with the expansion of the payer population and the participation of Cancerscan in the Group. Going forward, the company will finally enter the phase of monetizing the greatly expanded data base.
- Specifically, in the data utilization business for Industry, expand the use of payer-derived data by expanding its applications and improving the unit price, and capture the apparent market of medical institution-derived data.
- In addition, the data infrastructure business, whose primary purpose has been to collect data, will begin to create appropriate revenue opportunities associated with providing essential value, such as reducing medical costs and operating efficient medical institutions.

Forecast for FY2024

- As in previous years, the plan focused on organic growth, without incorporating excessive expectations for future M&A or new business startups.
- In the health tech industry as a whole, it is difficult to make medium-term forecasts, but we believe that our business foundation is solid and that demand is strong in the future. In addition to our business performance forecast for the next fiscal year, we would like to explain our medium-term business vision (refer to page 46 onward).

Section 2

FY2023 Performance Report

FY2023: Summary of Consolidated Performance

Both revenue and profit grew steadily despite the impact of the transfer of the subsidiary.

(Unit: Million JPY)	FY2022	FY2023	Y-o-Y	[Reference] Excluding effect of transfer of subsidiaries, etc.
Revenue	27,809	32,381	+16%	+26%
Operating profit (Rate)	5,926 (21%)	7,006 (22%)	+18%	+26%
Profit before taxes (Rate)	5,876 (21%)	6,907 (21%)	+18%	-
Profit attributable to owners of parent (Rate)	4,267 (15%)	4,607 (14%)	+8%	-
EBITDA (Margin)	7,716 (28%)	9,471 (29%)	+23%	+28%

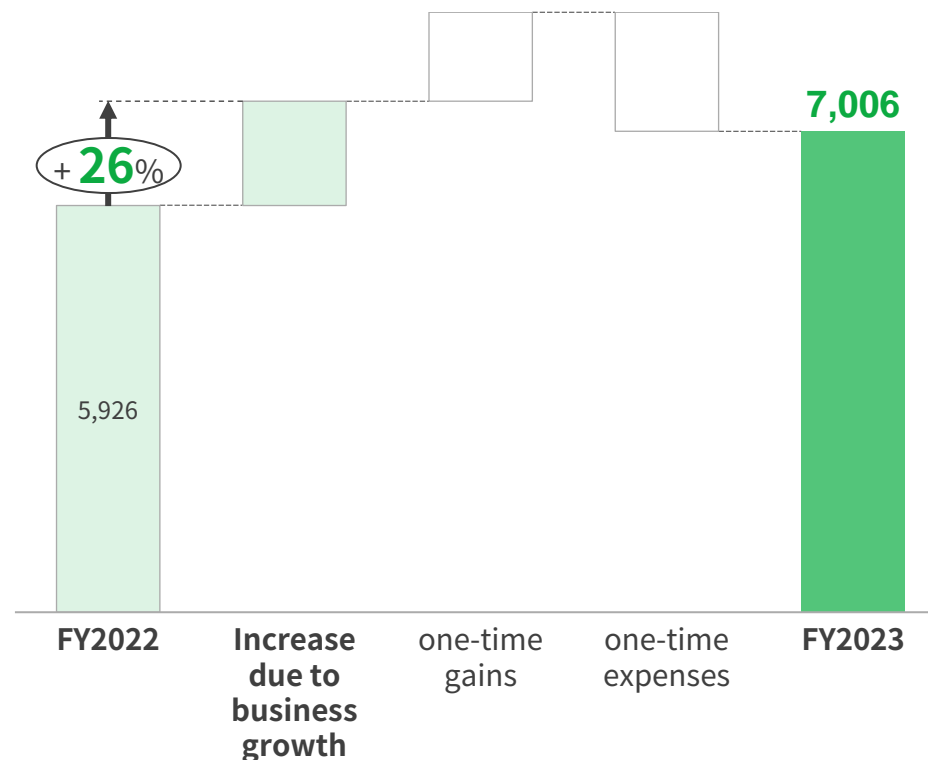
[Reference] FY2023:

One-time effects such as transfer of subsidiaries (changes in operating profit)

Although the profitability of the business is improving, consisting of business growth, FY2023 saw fluctuations in operating profit due to unplanned one-time gains and expenses throughout the year.

Consolidated operating profit as Compared to Last Year

(Unit: Million JPY)



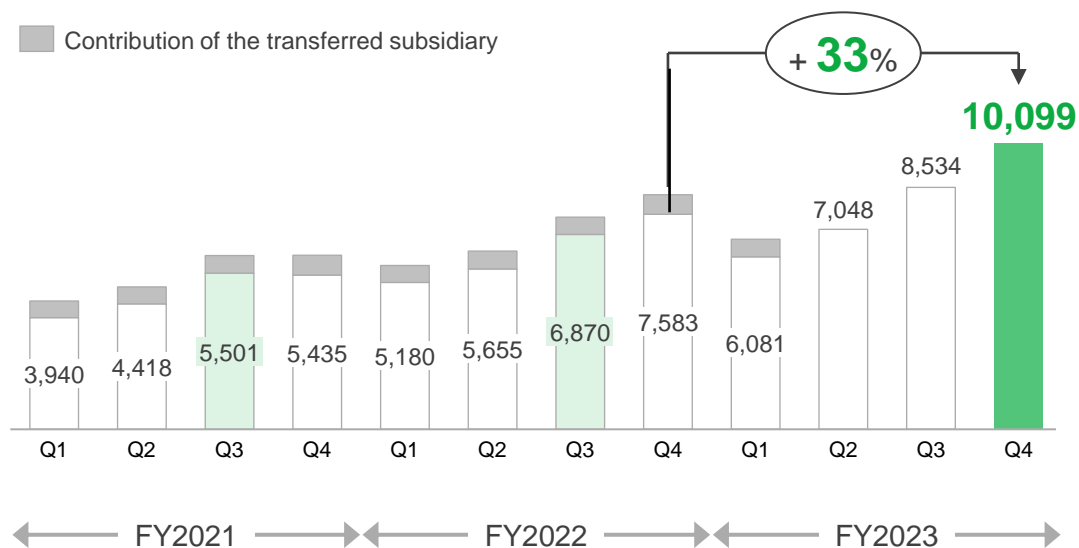
- **Normalized operating profit increased +26% Y-o-Y.**
- On the other hand, the following **one-time gains and expenses** occurred
 - ✓ One-time gains Total **JPY1.3 billion**
 - Transfer of dispensing pharmacy segment subsidiary, etc. (Q1)
 - ✓ One-time expenses Total **JPY1.7 billion**
 - TOB-related and other expenses (Q2: JPY80 million)
 - Settlement costs incurred with service providers of EDC subsidiary (Q3: JPY290 million)
 - Transfer of EDC subsidiary (Q4: JPY1.3 billion)

FY2023 Q3: Quarterly Consolidated Revenue/EBITDA

In this Q4, we were able to significantly expand our business performance due to sustained growth in Healthcare-Big Data Business. In addition, we were able to improve profitability while making aggressive investments in data acquisition.

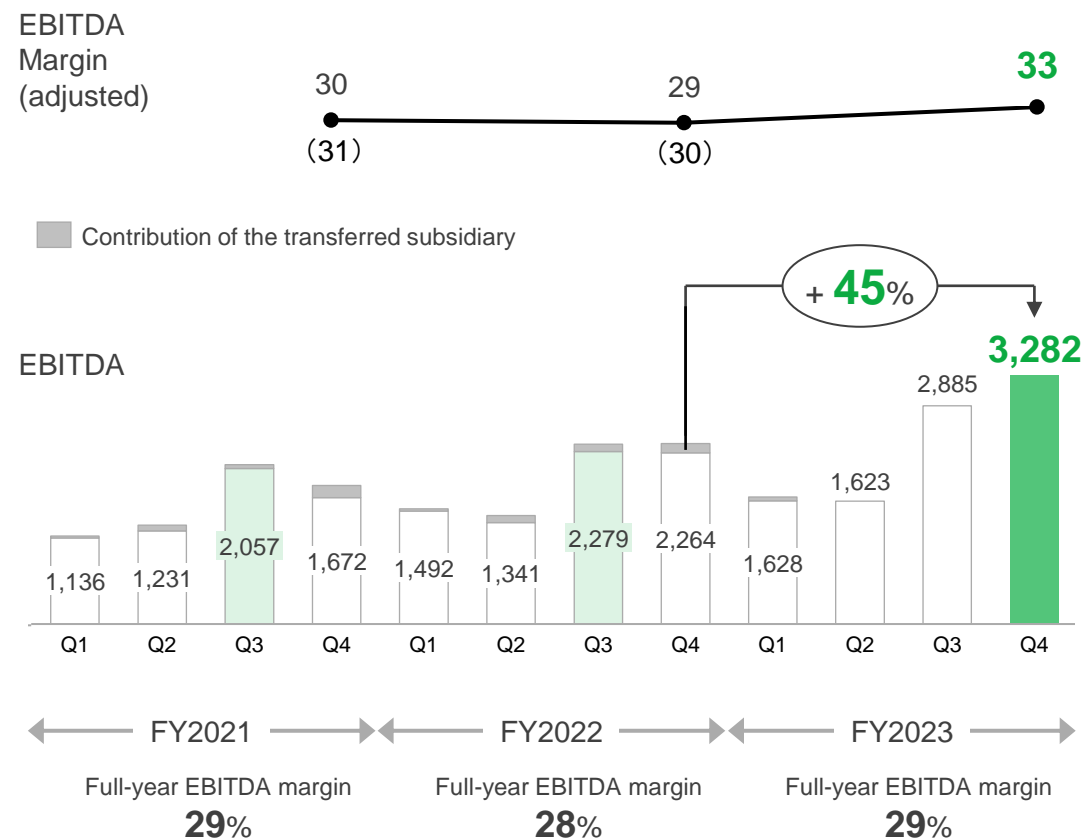
Quarterly Trends of Consolidated Revenue

(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



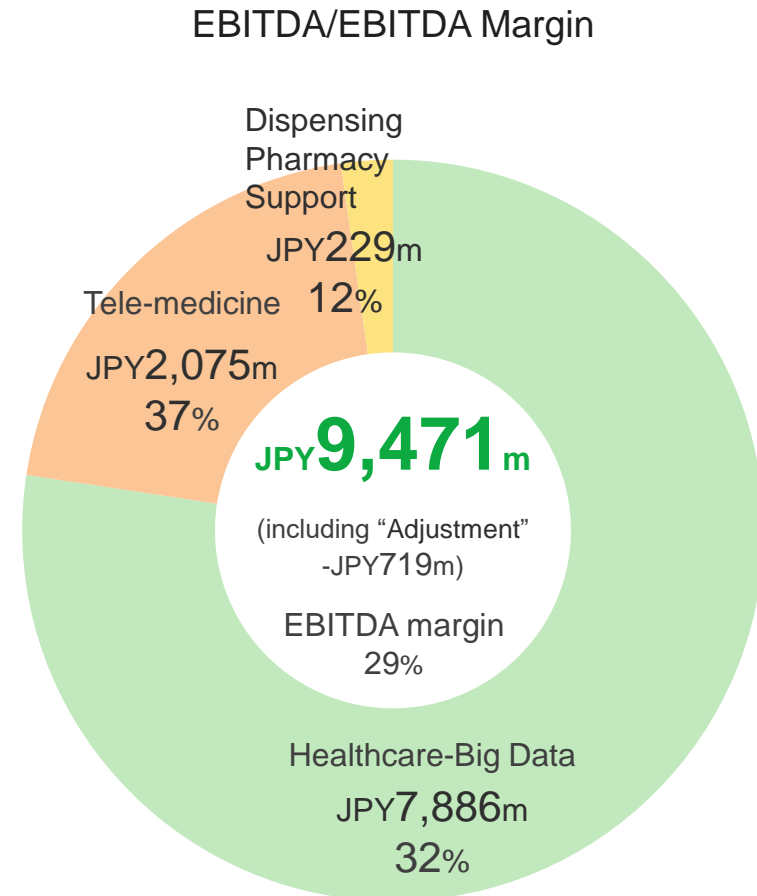
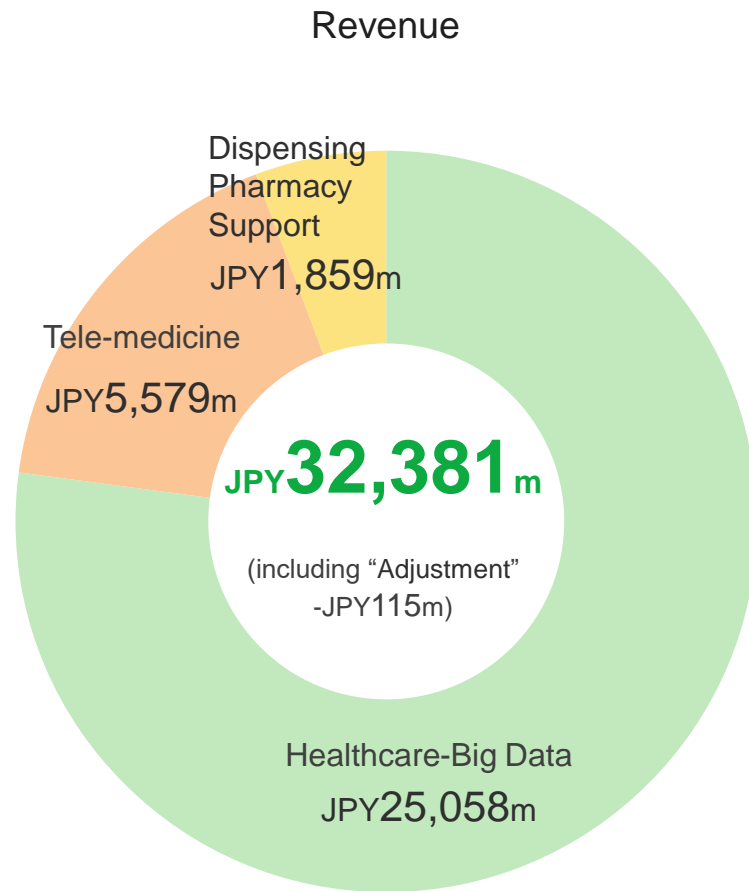
FY2023 Q3: Performance by Segment

Both the strong growth of Healthcare-Big Data segment and the high profitability of Tele-medicine segment are working well and generating sustained growth.

(Unit: Million JPY)		FY2022	FY2023	Y-o-Y
Healthcare-Big Data	Revenue	19,221	25,058	+30%
	EBITDA	6,137	7,886	+29%
	(Margin)	(32%)	(32%)	
Tele-medicine	Revenue	5,038	5,579	+11%
	EBITDA	1,768	2,075	+17%
	(Margin)	(35%)	(37%)	
Dispensing Pharmacy Support	Revenue	3,826	1,859	-51%
	EBITDA	459	229	-50%
	(Margin)	(12%)	(12%)	
Adjustment	Revenue	-277	-115	-
	EBITDA	-649	-719	-

[Reference] FY2023: Revenue/EBITDA by Segment

The core Healthcare-Big Data segment generates more than 70% of the Group's revenue and EBITDA. Tele-medicine segment continues to be highly profitable, while Dispensing Pharmacy Support segment generates stable revenue and profits.



Section 3

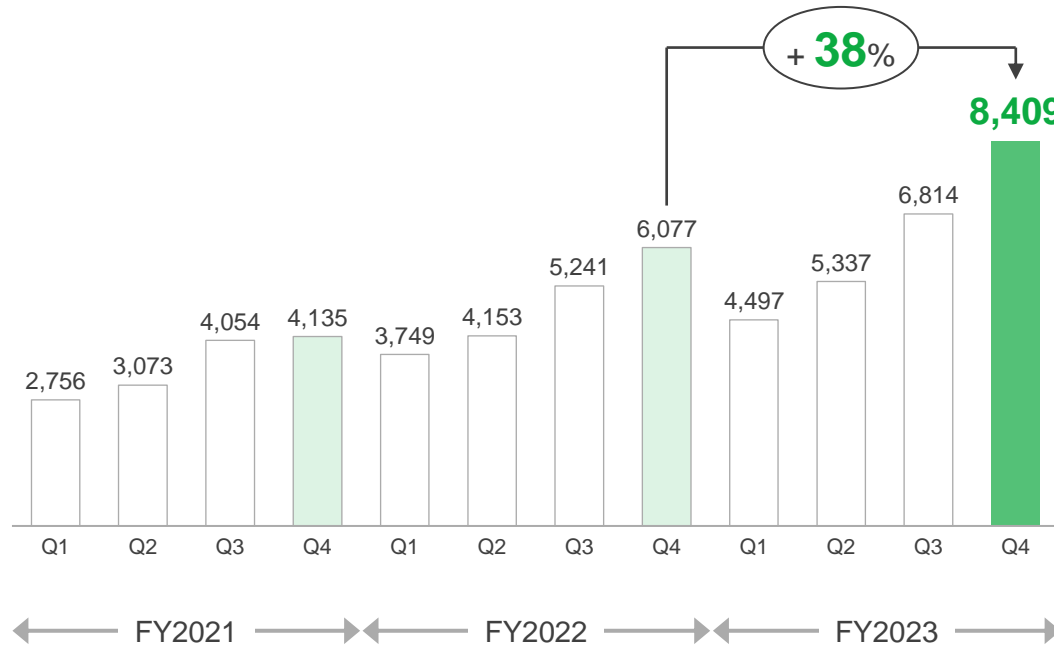
Healthcare-Big Data Business

Healthcare-Big Data Business: Revenue

Both revenue and EBITDA continue to grow at a high level due to the expansion of the business area, driven by the growing demand for data.

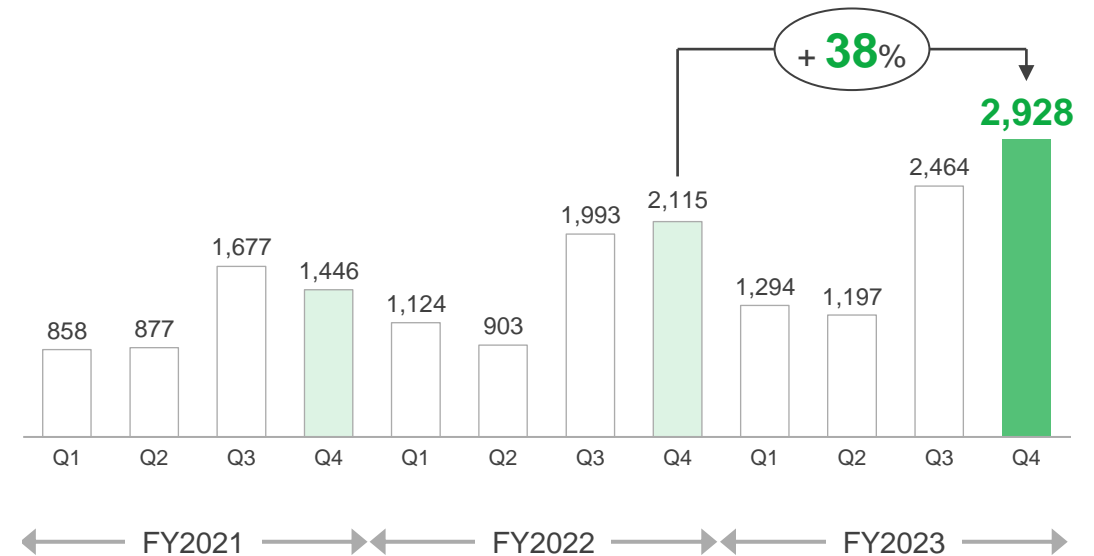
Quarterly Trends of Revenue

(Unit: Million JPY)



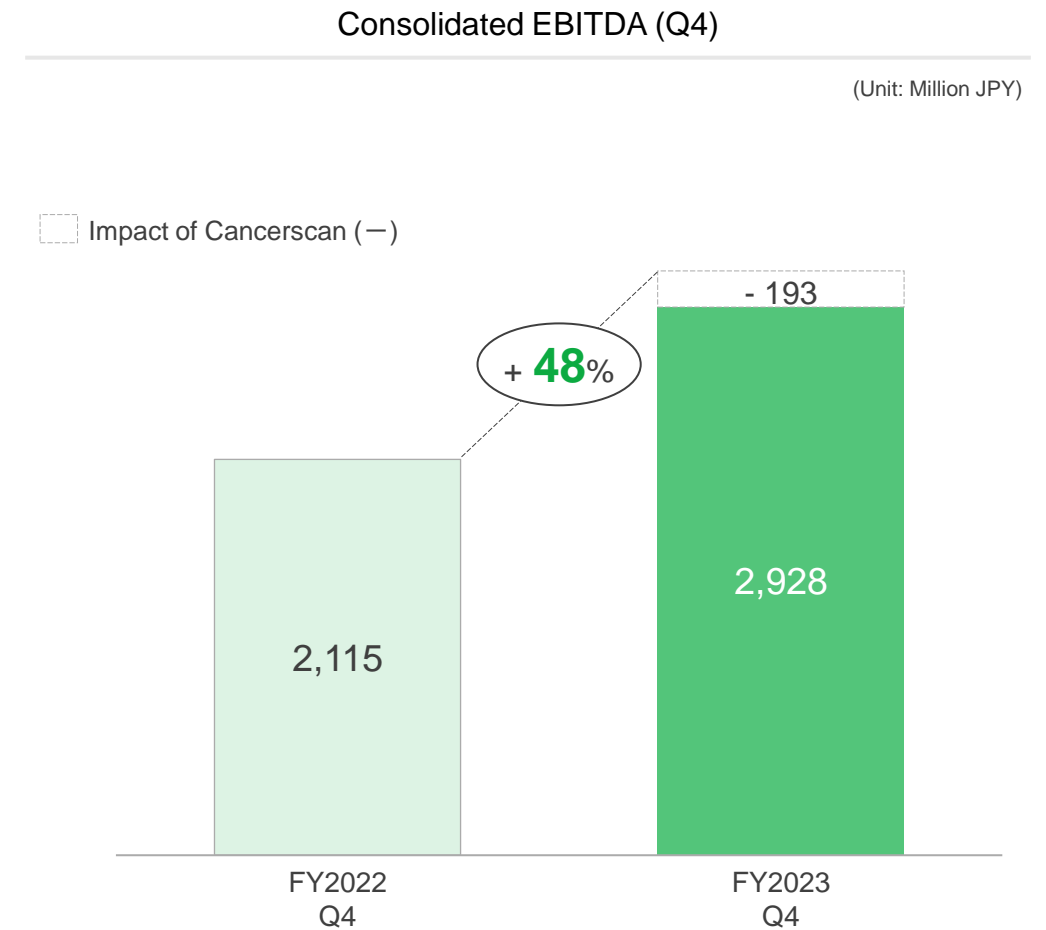
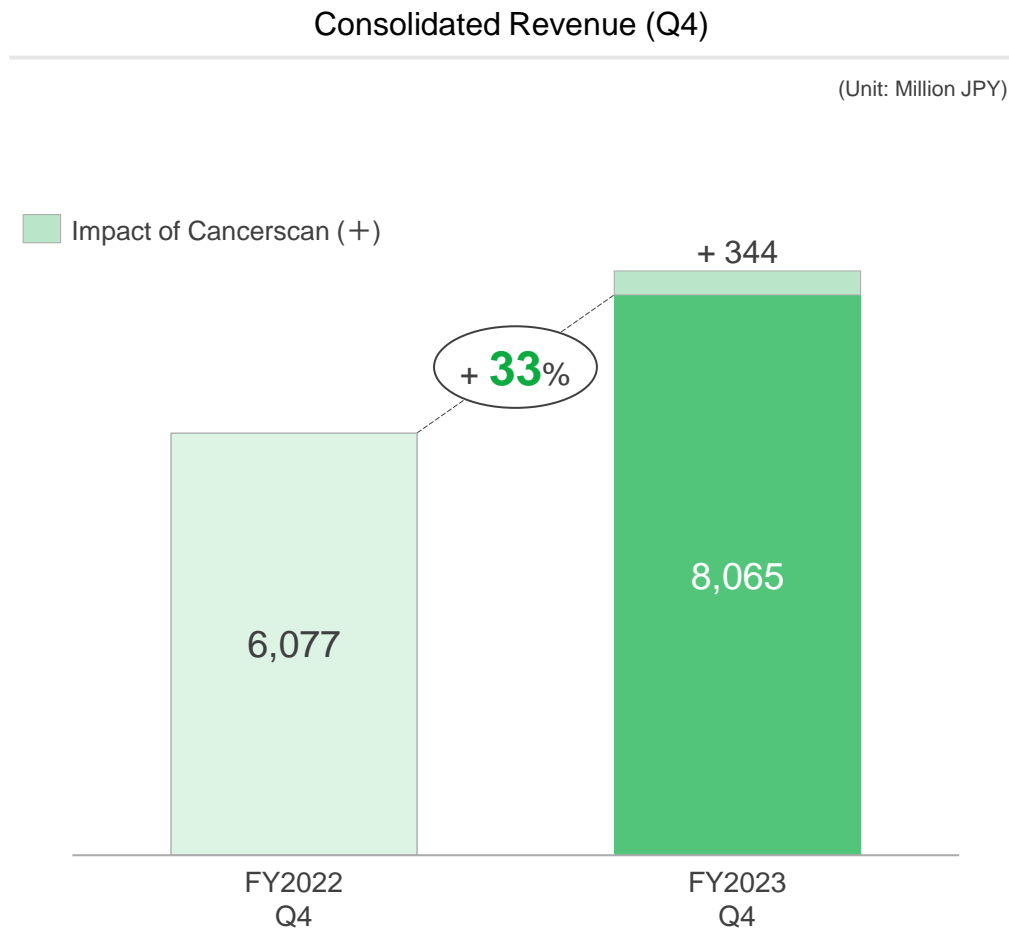
Quarterly Trends of EBITDA

(Unit: Million JPY)



[Reference] Healthcare-Big Data Business: Impact of Cancerscan's Participation on Q4 Results

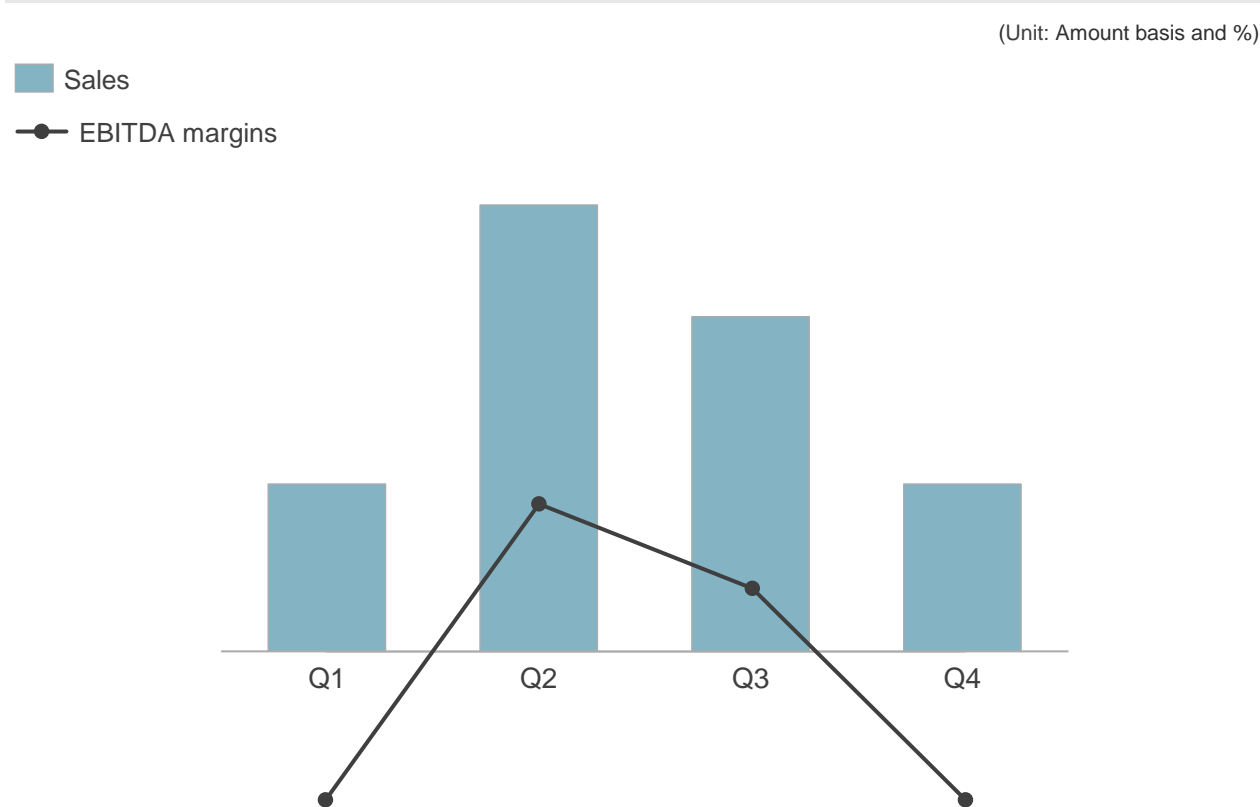
The impact of Cancerscan's participation on Q4 results was JPY344 million in sales and negative JPY193 million in EBITDA. This was due to the application of an accounting method that recognizes revenue over a certain period of time (refer to the next page).



[Reference] Healthcare-Big Data Business: Image of Cancerscan's quarterly sales and profits

Cancerscan's main business is medical checkup recommendation services for local governments, and seasonality exists in sales and profits for the quarter. JMDC's existing business for local governments is expected to continue to have a sales and profit bias in Q4.

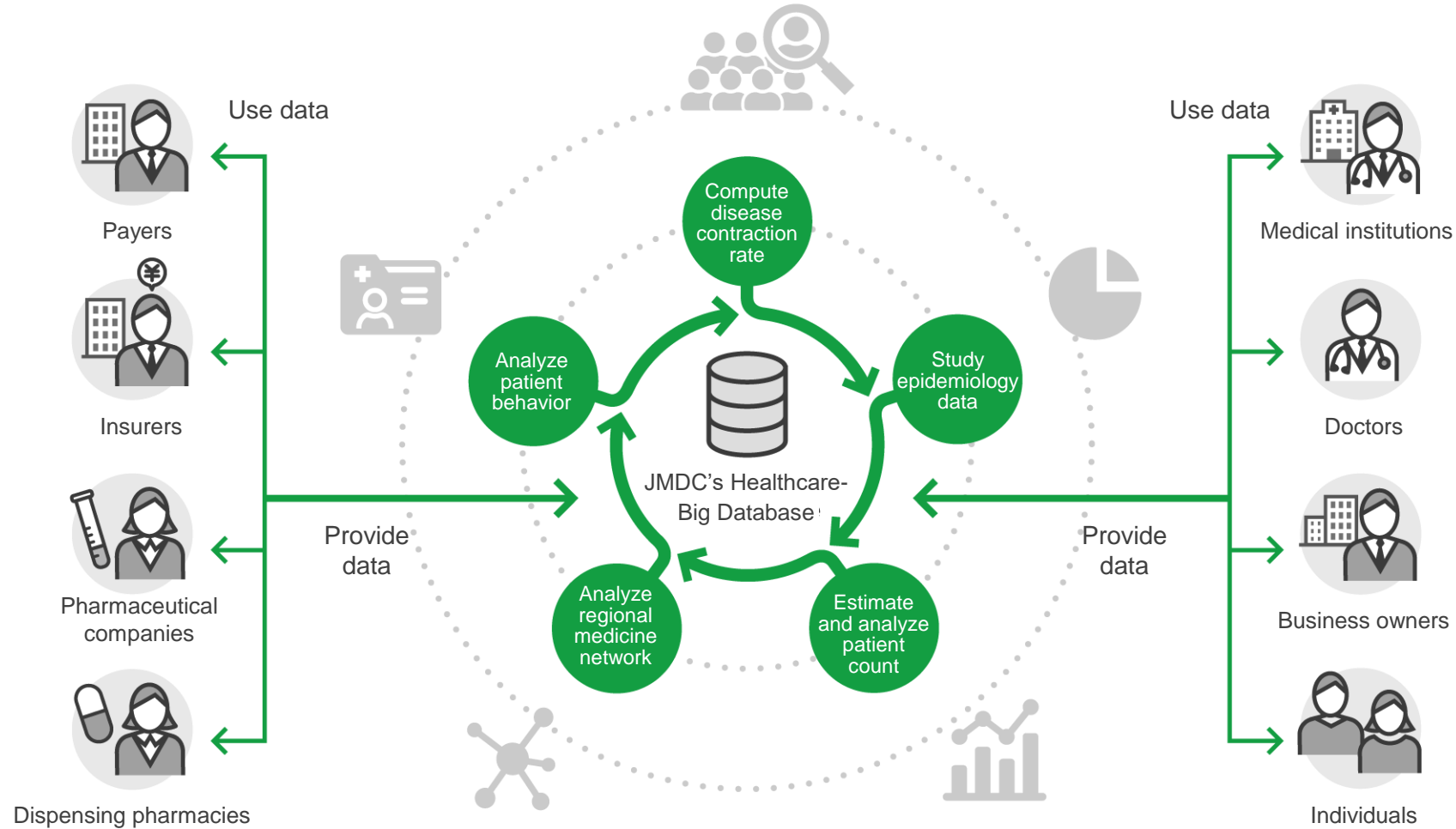
Quarterly sales and EBITDA margins of Cancerscan (FY2024 Outlook)



- The accounting method to recognize revenue over a certain period of time is applied. This corrected the excessive concentration of sales in Q4.
- **Sales are recorded on a prorated basis for the period** and weighted toward **Q2 and Q3**, when the implementation of medical checkup recommendation notices, etc. is more frequent.
- Since fixed costs are incurred on a regular basis, the business is expected to be **profitable in Q2 and Q3**, but **earnings are expected to decline in Q1 and Q4**.

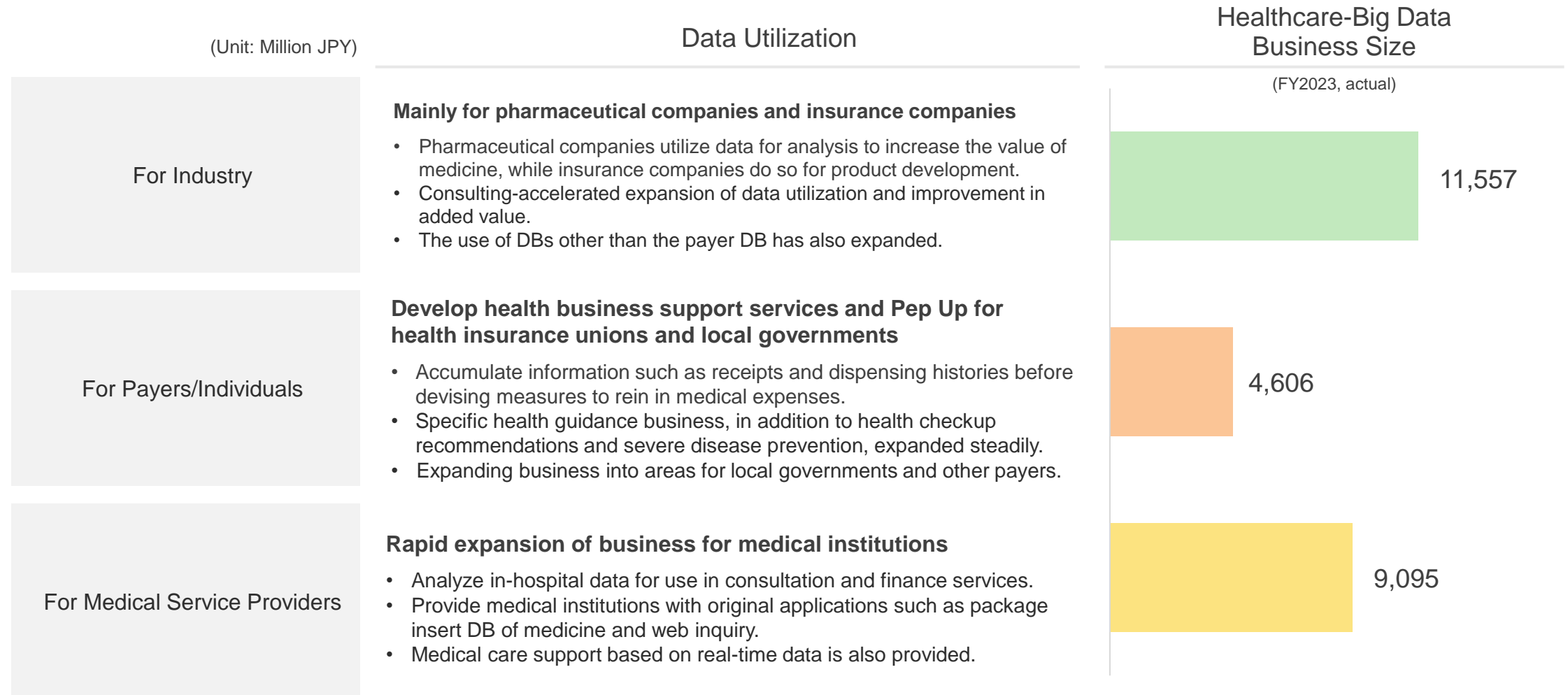
JMDC Healthcare-Big Data

JMDC will support the evolution of medicine by accumulating diverse healthcare data in Japan and building an environment enabling any player in the healthcare industry to use the data.



Healthcare-Big Data Business: Outline

We operate our business by offering data utilization-based services to a range of players in the healthcare industry, such as “For Industry” (mainly for pharmaceutical companies and insurance companies), “For Payers/Individuals,” and “For Medical Service Providers.”



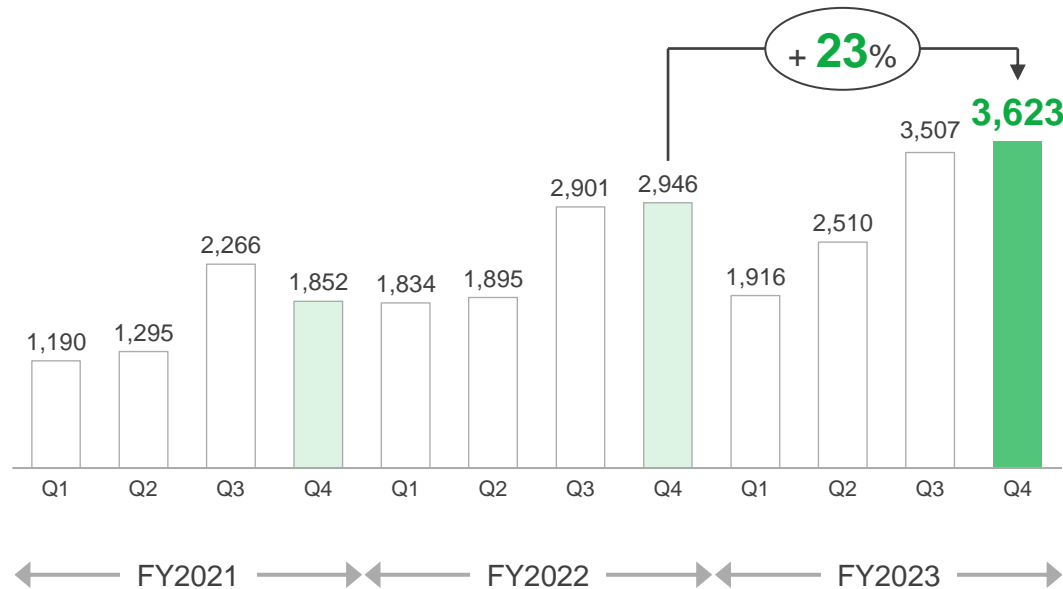
Note: Each business size value represents a simple sum for business management purposes. No adjustment was made to IFRS adjustment values and inter-segment transaction adjustment values.

For Industry: State of Business

In the business for Industry, which is the core of our revenue, the scale of business is steadily expanding, especially for pharmaceutical companies, due to the diversification of data-driven services. On the other hand, in the life and non-life insurance domain, high value-added services expanded, but data sales remained weak due to the down cycle of the product development cycle. (Refer to the next page.)

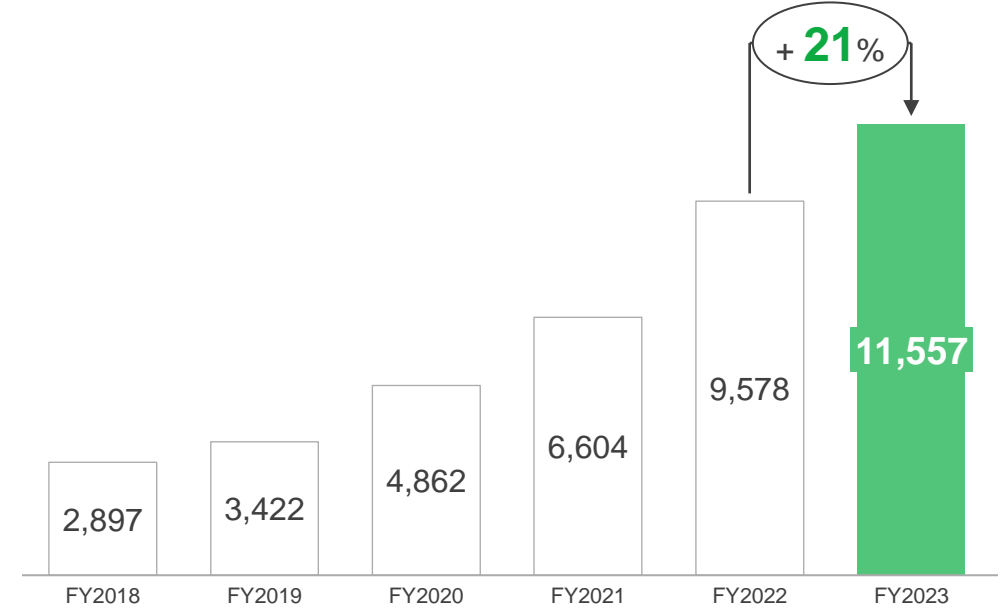
Quarterly Revenue Trends of Business for Industry

(Unit: Million JPY)



Yearly Revenue Trends of Business for Industry

(Unit: Million JPY)

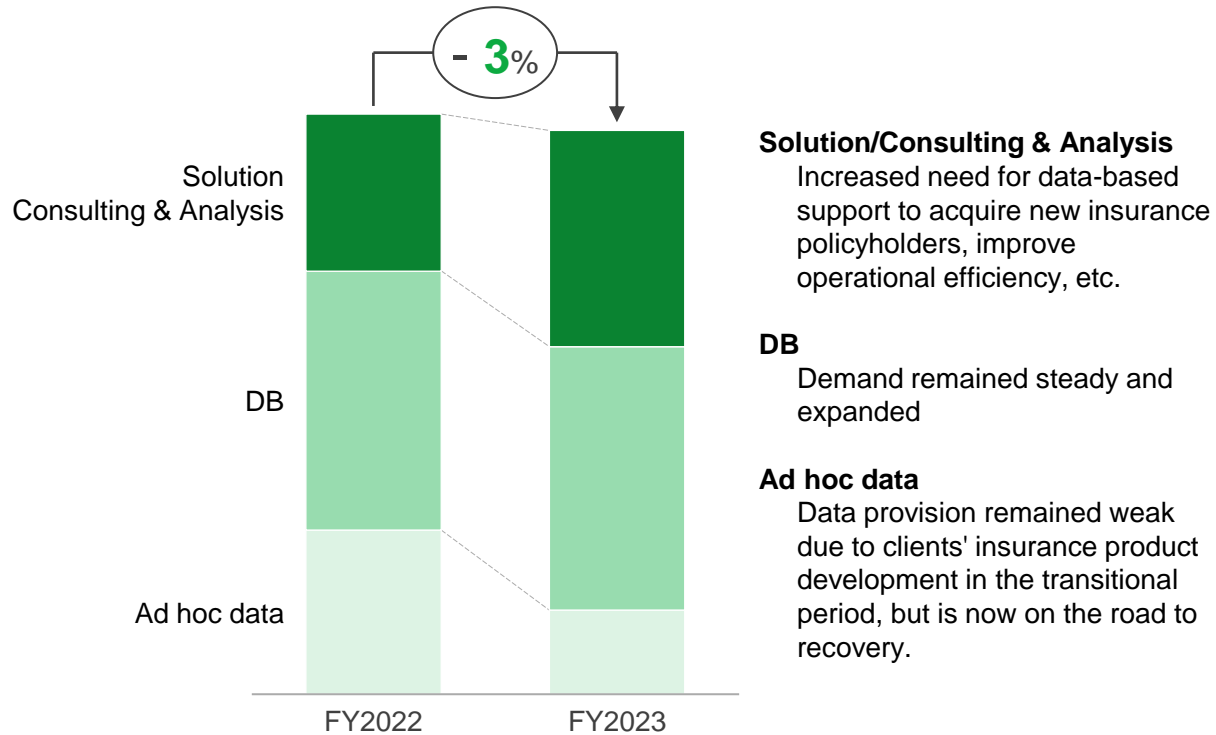


[Reference] For Industry: Changes in demand and sales volatility in the life and non-life insurance domain

In the business for life and non-life insurance companies, demand for solution development is growing, but demand for ad hoc data based on life and non-life insurance companies' product development needs has slowed down. However, we are now beginning to break out of that down cycle.

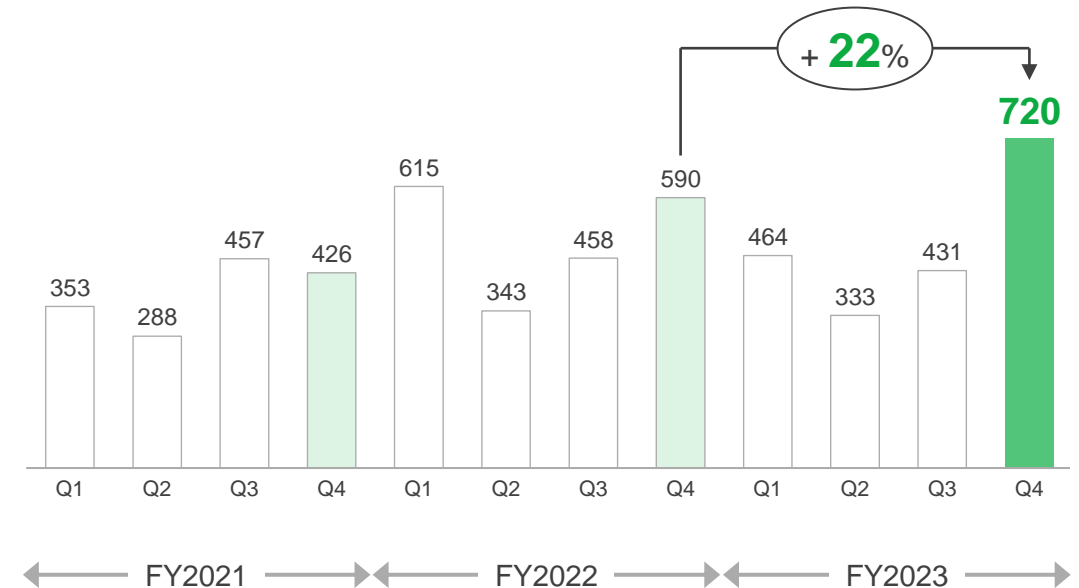
Sales in life and non-life insurance domain
as Compared to Last Year

(Amount basis)



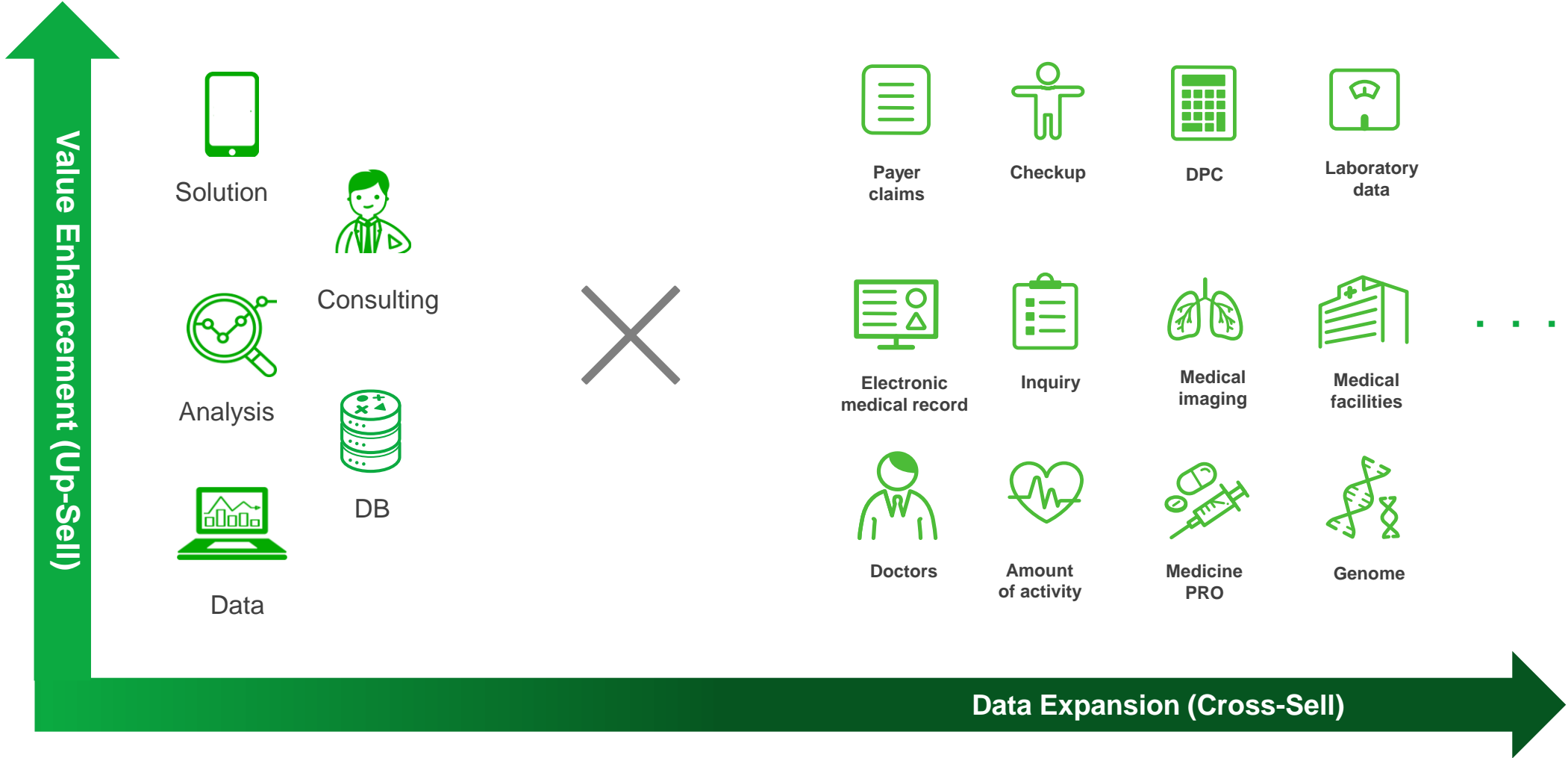
Quarterly Trends of sales in life and non-life insurance domain

(Unit: Million JPY)



For Industry: Maximize Revenue of Effective Data Usage

To expand data utilization, we will take measures in the form of raising value-added (Up-Sell) and widening data categories (Cross-Sell).

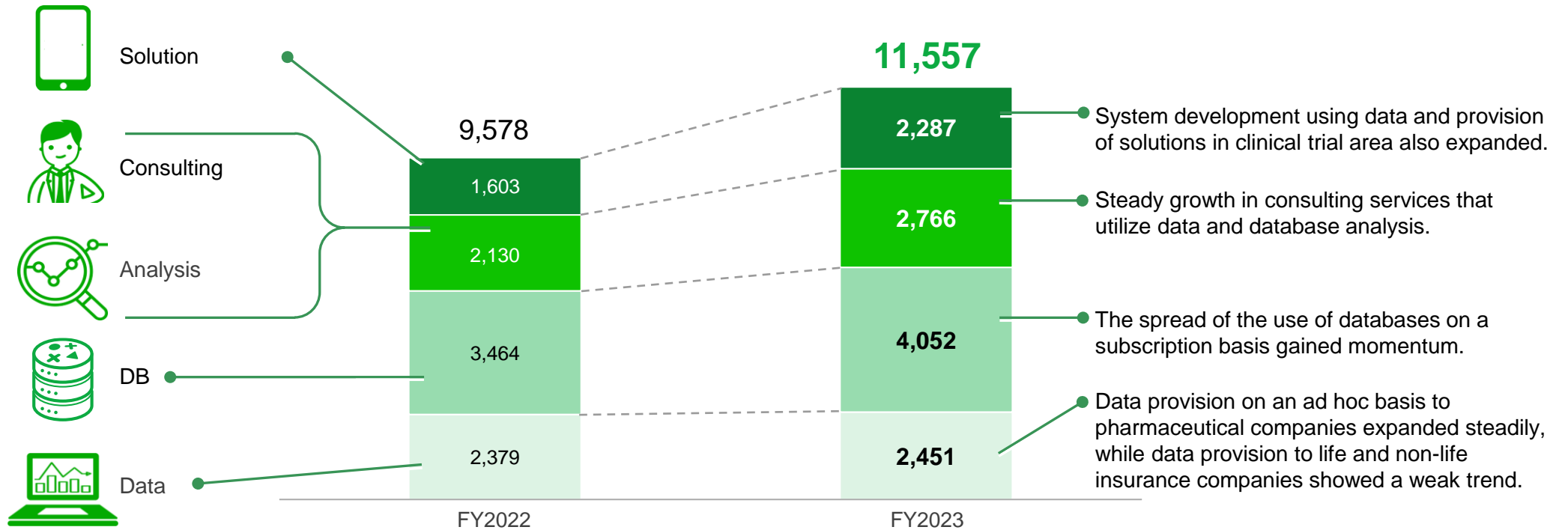


For Industry: Status of Up-selling in Pharmaceutical Domain

The scale of our business is steadily expanding as we diversify our high value-added data services, which include consulting, analysis, and solutions, in addition to data provision.

Status of Up-selling (Revenue by Service)

(Unit: Million JPY)

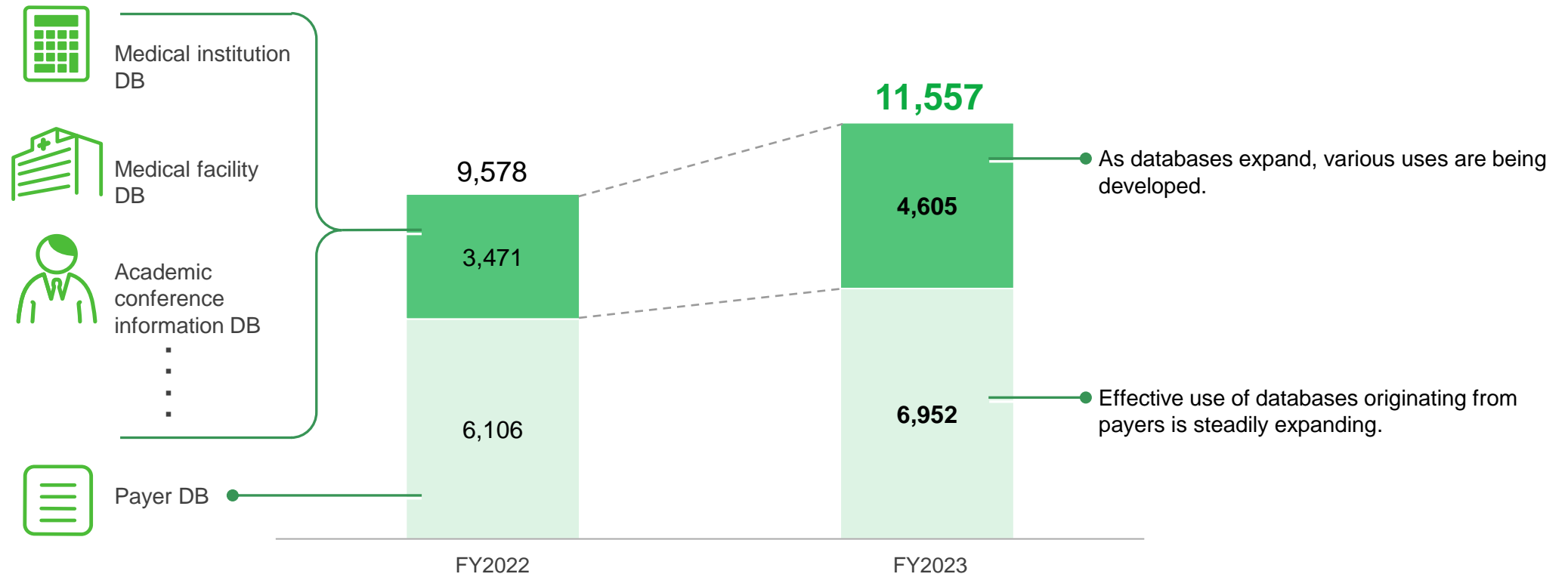


For Industry: Status of Cross-selling in Pharmaceutical Domain

Sales derived from data other than Payer DB, in which we have continued to invest in growth, are rising rapidly and driving growth.

Status of Cross-selling (Sales by Data Category)

(Unit: Million JPY)














[Reference] For Industry: Direction of digital utilization in pharmaceutical companies

In a survey of pharmaceutical companies, aggressive use of real-world data which we handle is planned. We will seize the momentum of reallocation of budgets that have been invested in other services to expand our business.

Survey of 150 people affiliated with pharmaceutical companies:

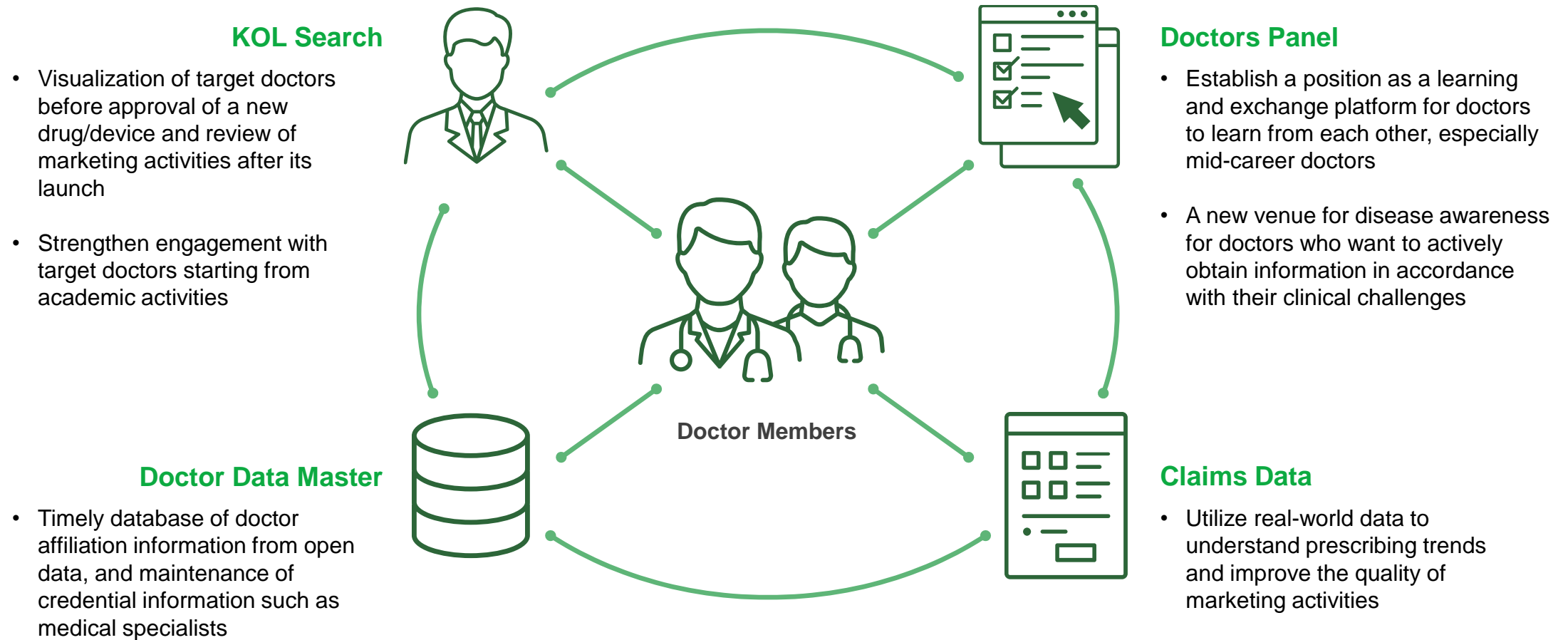
Status of use of digital services and future expectations (marketing, sales planning, product, and medical divisions)

(Response rate basis)

	Currently utilized	To be utilized in the future
Real world data such as claims data		
In-house product website		
Results of customer surveys		
Webinars (led by headquarters and distributed by 3rd media)		
3rd Party Media (m3.com, carenet, medpeer, Nikkei Medical Online, etc.)		
Information obtained through MR activities (customer prescribing trends, safety information, etc.)		
Product delivery record via drug wholesalers		

[Reference] For Industry: Uniqueness of JMDC Group's doctor-related data

Instead of spread-around-type promotions, we are using data to refine target groups that can be expected to have an impact, and we are promoting initiatives that meet the needs of pharmaceutical companies and satisfy ROI.

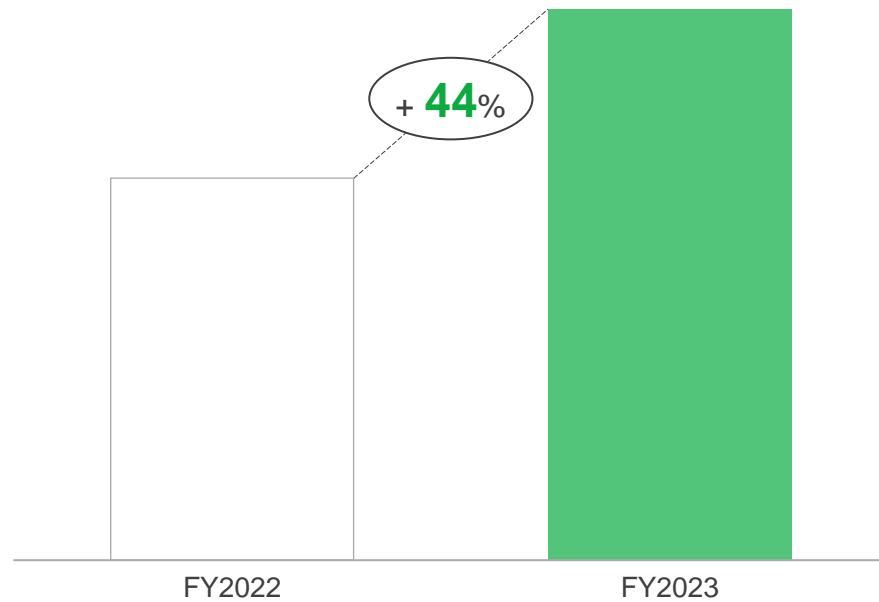


[Reference] For Industry: Expanding the use of data in pharmaceutical sales and marketing

In terms of business performance, utilization of our data by pharmaceutical companies in the sales and marketing domain is rapidly expanding. The doctor platform and other initiatives that we have been investing in growth and utilizing doctor-related data have sprouted in the hundreds of millions of JPY, and our unique combination of real-world data is proving to be successful.

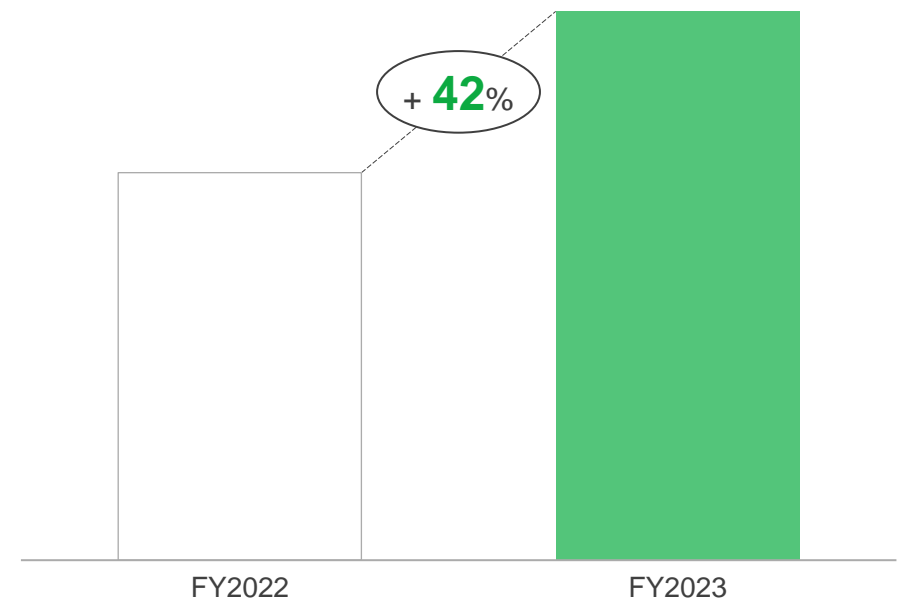
Business scale in the pharmaceutical sales and marketing domain

(Amount basis)



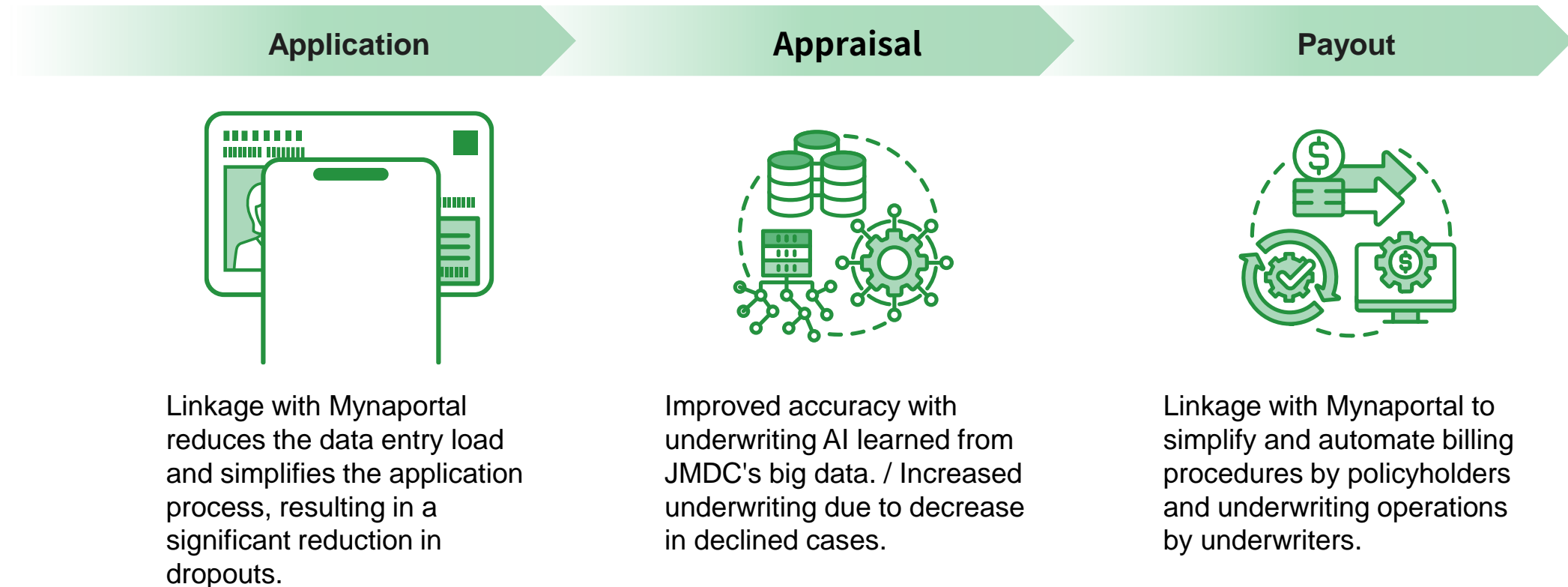
Sales for Industry using doctor-related data

(Amount basis)



[Reference] For Industry: New solution in the life and non-life insurance domain (AI underwriting)

In the life and non-life insurance domain, we are also developing services that are linked to customer operations, such as automatic underwriting using the underwriting AI developed with Mynaportal, which produces various benefits for both applicants and insurance companies, such as reducing the burden of procedures and decreasing the number of declined cases.



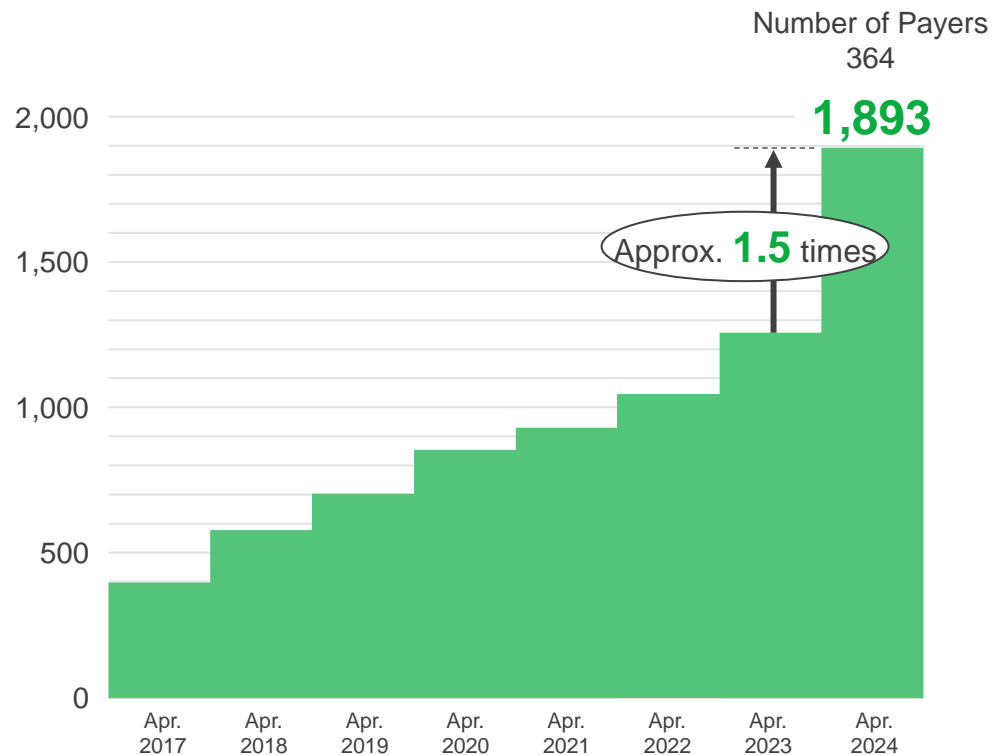
For Payers/Individuals: Accelerated expansion of payer data infrastructure

By converting the service know-how cultivated for health insurance unions and starting full-scale provision of services to mutual aid associations, our payer population has rapidly expanded and we have firmly maintained our dominant position.

JMDC Population Count Trend

The population rapidly expanding

(Unit: Million people)



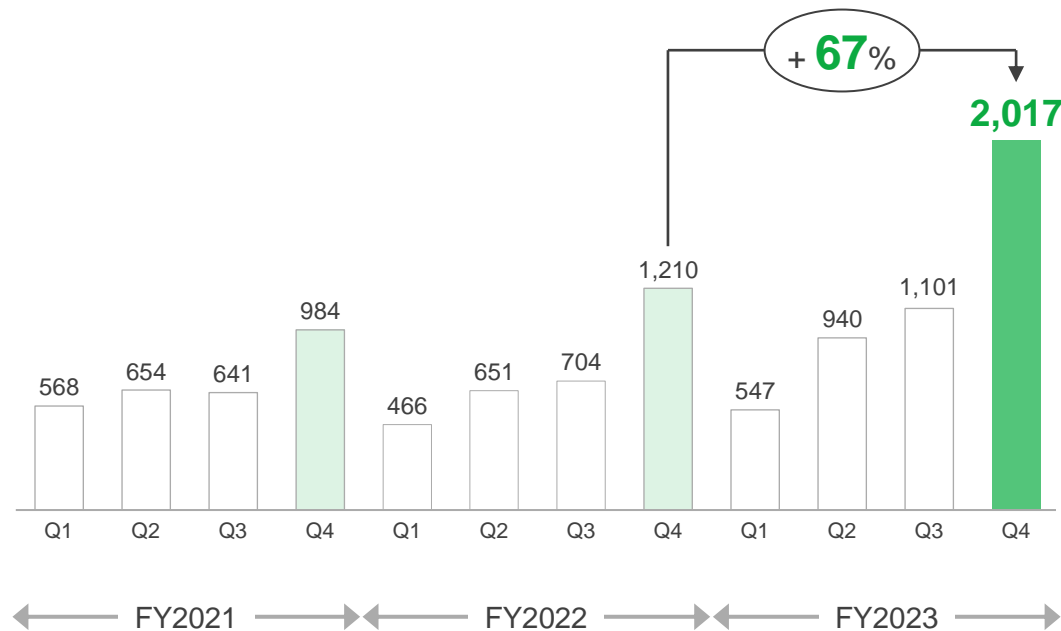
- **Accelerated expansion of payer business. Utilization of our services became de facto.**
 - ✓ Contracts with large health insurance unions increase.
 - ✓ Full-scale support for mutual aid associations started.
- **Unit price of data utilization is expected to increase due to the expansion of the number of data.**

For Payers/Individuals: State of Business

Through the provision of services that accurately meet data health needs, the scale of operations in each business area has expanded significantly.

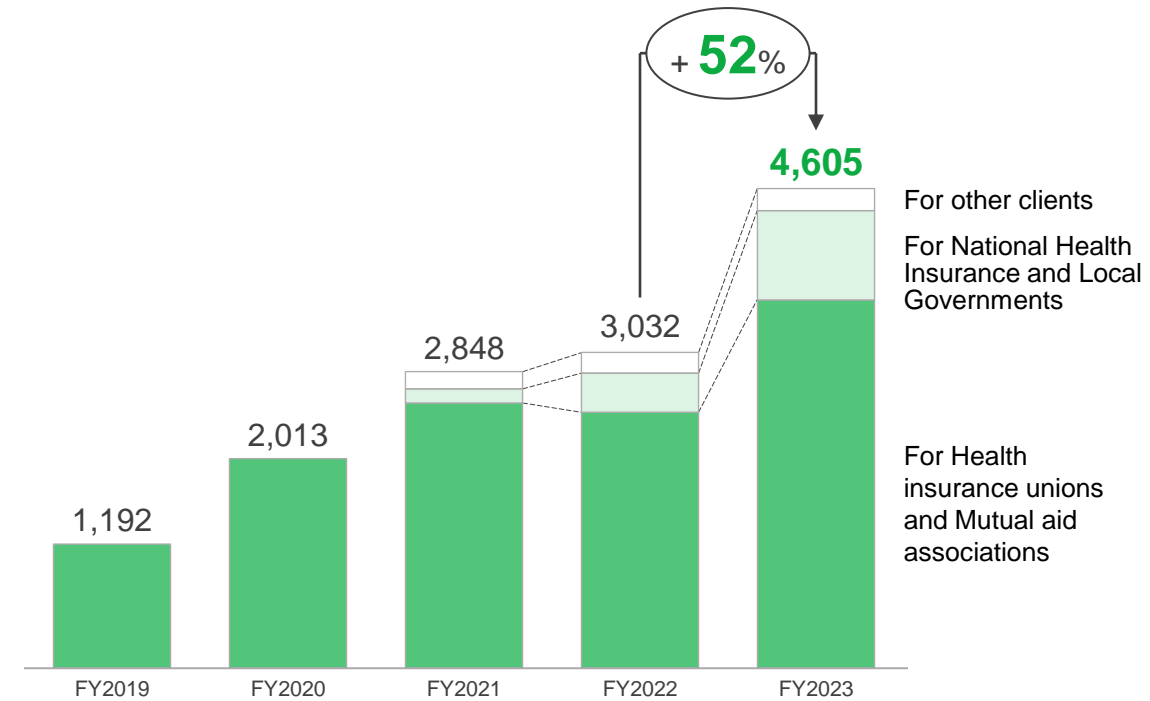
Quarterly Revenue Trends of Business for Payers/individuals

(Unit: Million JPY)



Yearly Revenue Trends of Business for Payers/individuals

(Unit: Million JPY)

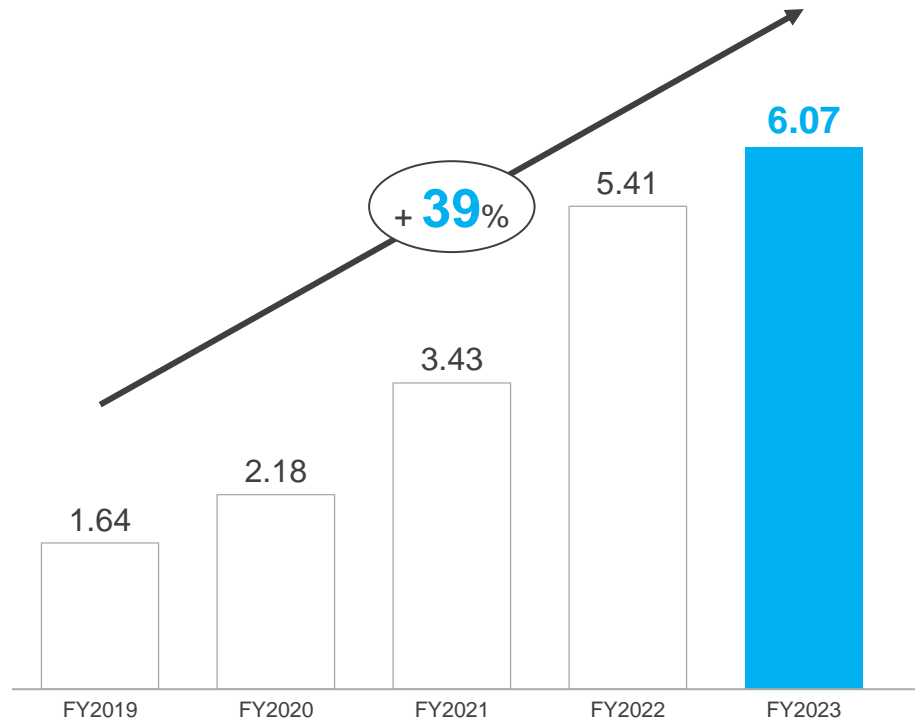


For Payers/Individuals: PHR service infrastructure (PepUp) and expansion of business scale

The cycle of service expansion leading to new user growth continues, and both the business base and business scale are growing steadily. In addition, further user expansion is expected in the future due to the remarkable growth of the payer population.

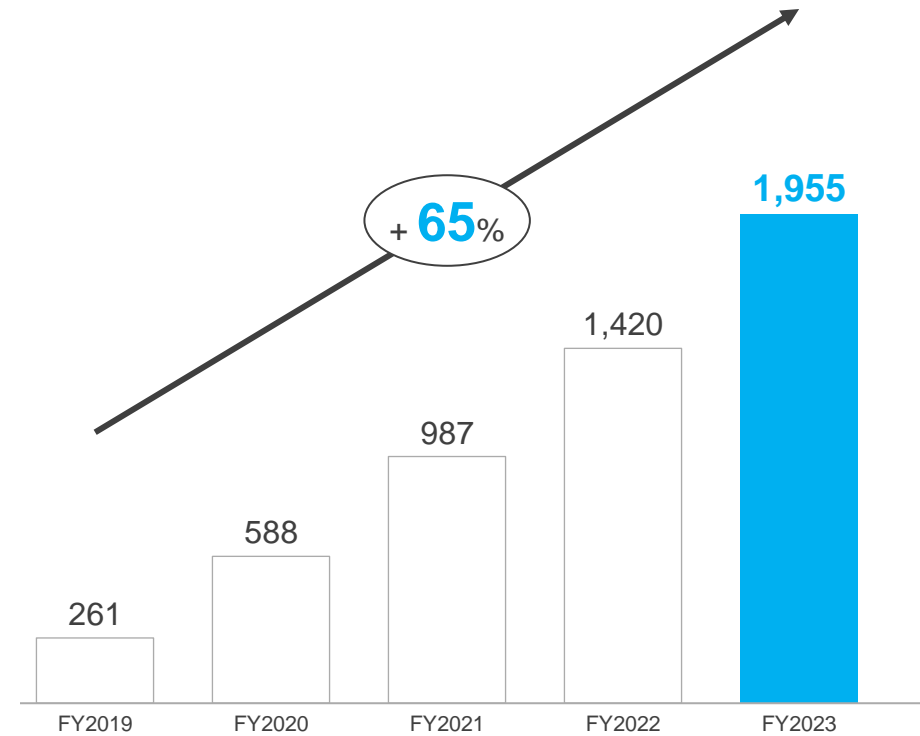
Pep Up: Number of User IDs

(Unit: Million people)



Yearly trends in Pep Up related sales

(Unit: Million JPY)

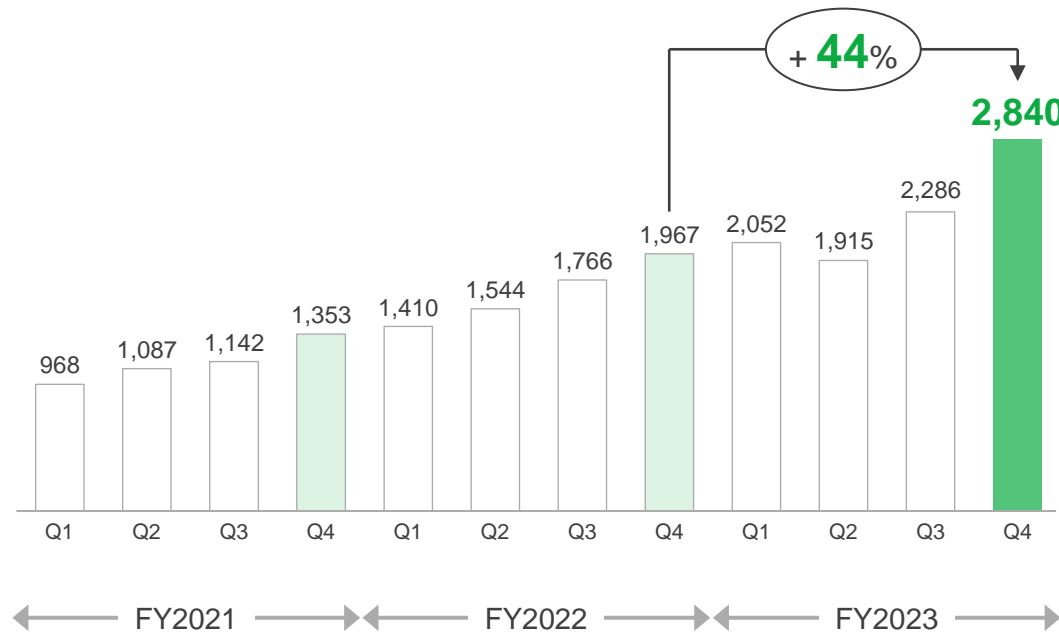


For Medical Service Providers: State of Business

By expanding its services for medical institutions and clinics, we continue to expand the scale of our business. In addition, the data utilization platform, backed by transactions with medical institutions (hospitals), is steadily expanding, and closely trailing the leading player.

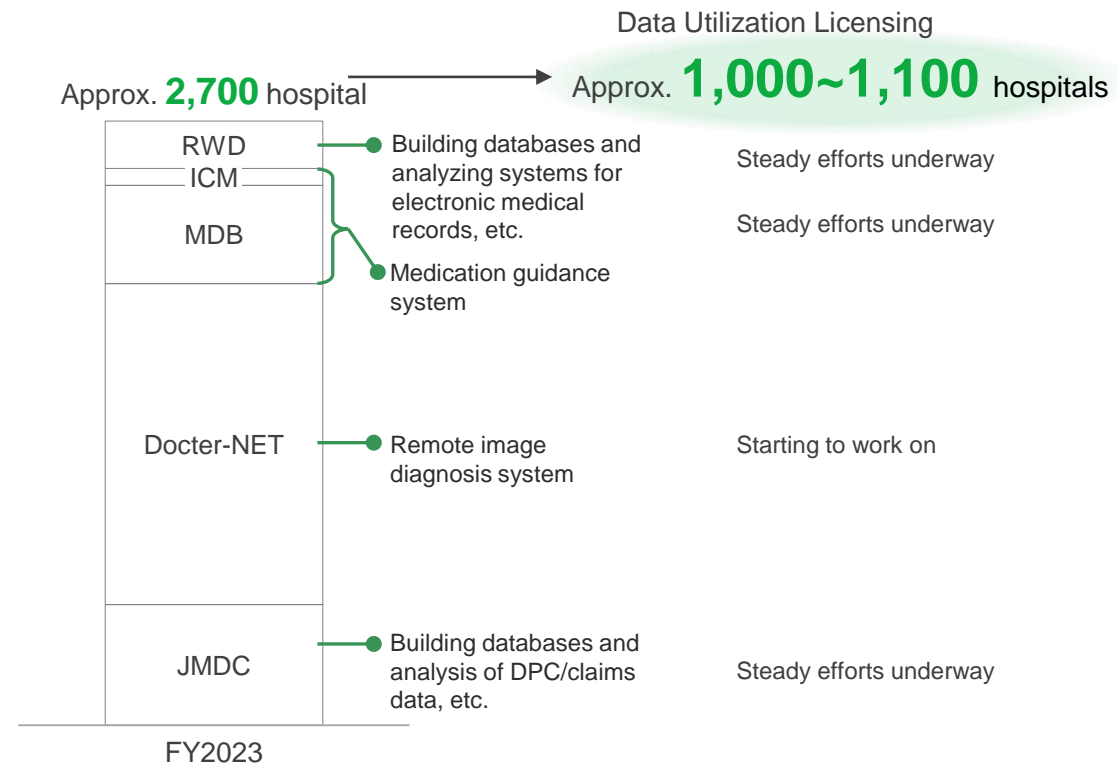
Quarterly Revenue Trends of Business for Medical Service Providers

(Unit: Million JPY)



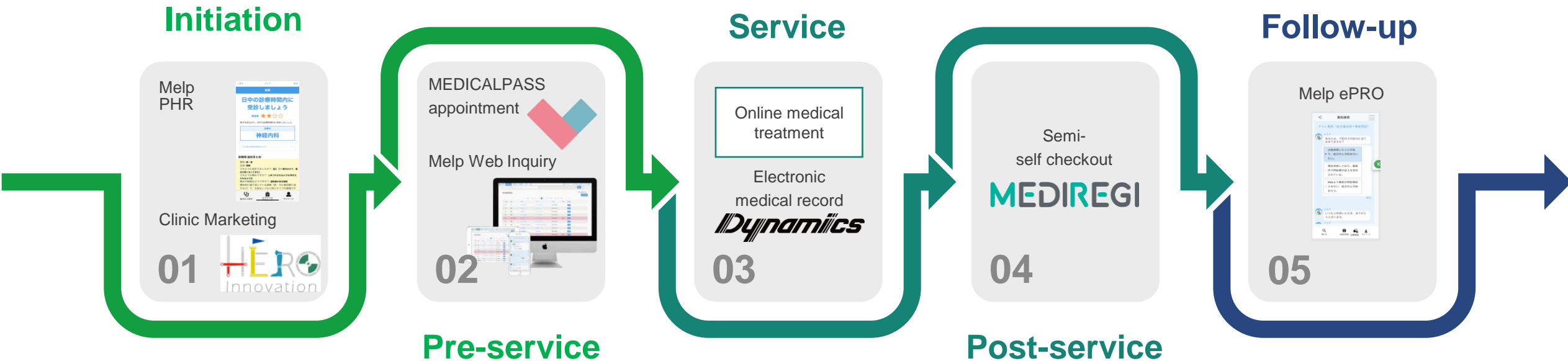
Number of systems provided to medical institutions (hospitals) by JMDC Group companies

(Number of facilities basis)



For Medical Service Providers: **Toward the Realization of Smart Clinics**

After Covid-19, there has been a change in the consultation behavior of social consumers. Against the backdrop of this change, we are strengthening our response to the entrance (attracting patients, making appointments, and web-based inquiries) and exit (payment and PROs) at first.

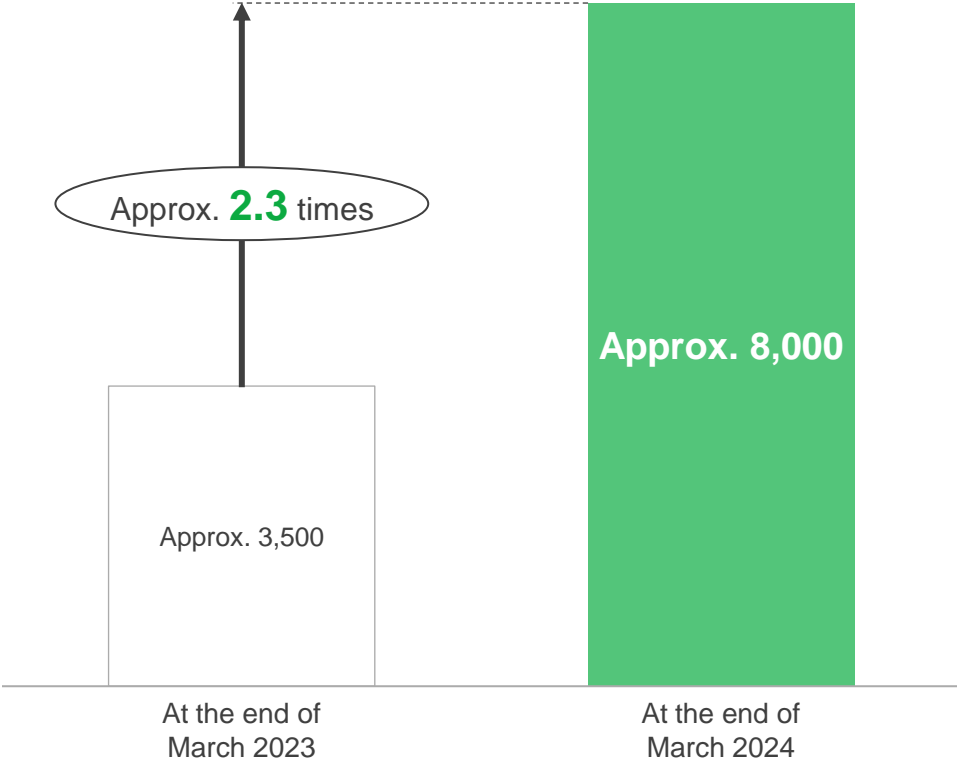


For Medical Service Providers: Penetration of Smart Clinics

Growth is accelerating in both the number of transaction and user patients, which are touch points with patients, and a good cycle is being maintained in which expansion of services leads to an increase in new users.

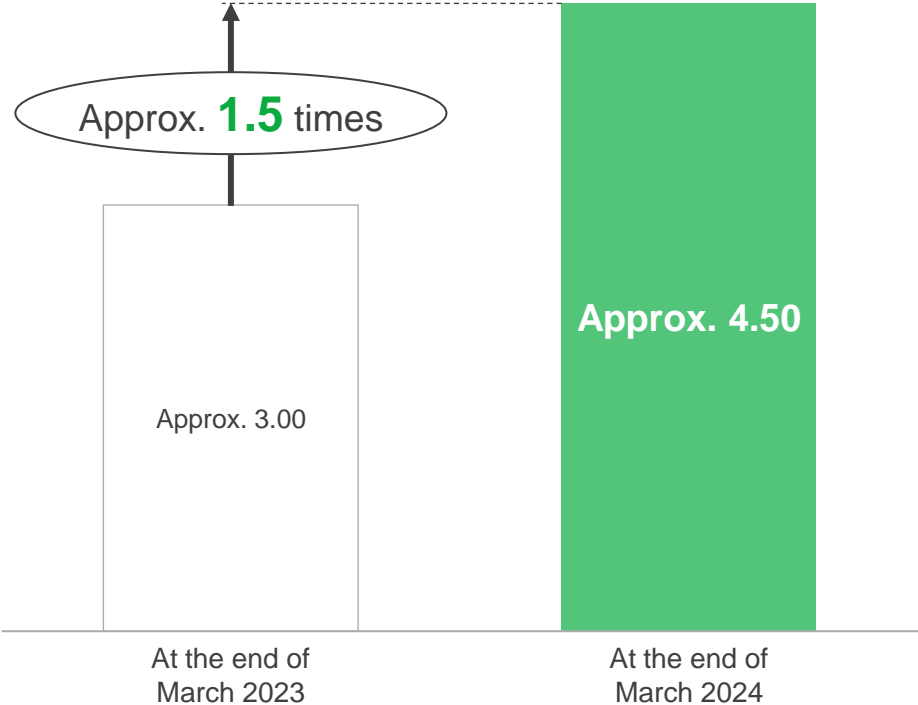
Number of transaction clinics

(Unit: facilities)



Number of user patients for web-based medical inquiries and appointment services

(Unit: Million people)

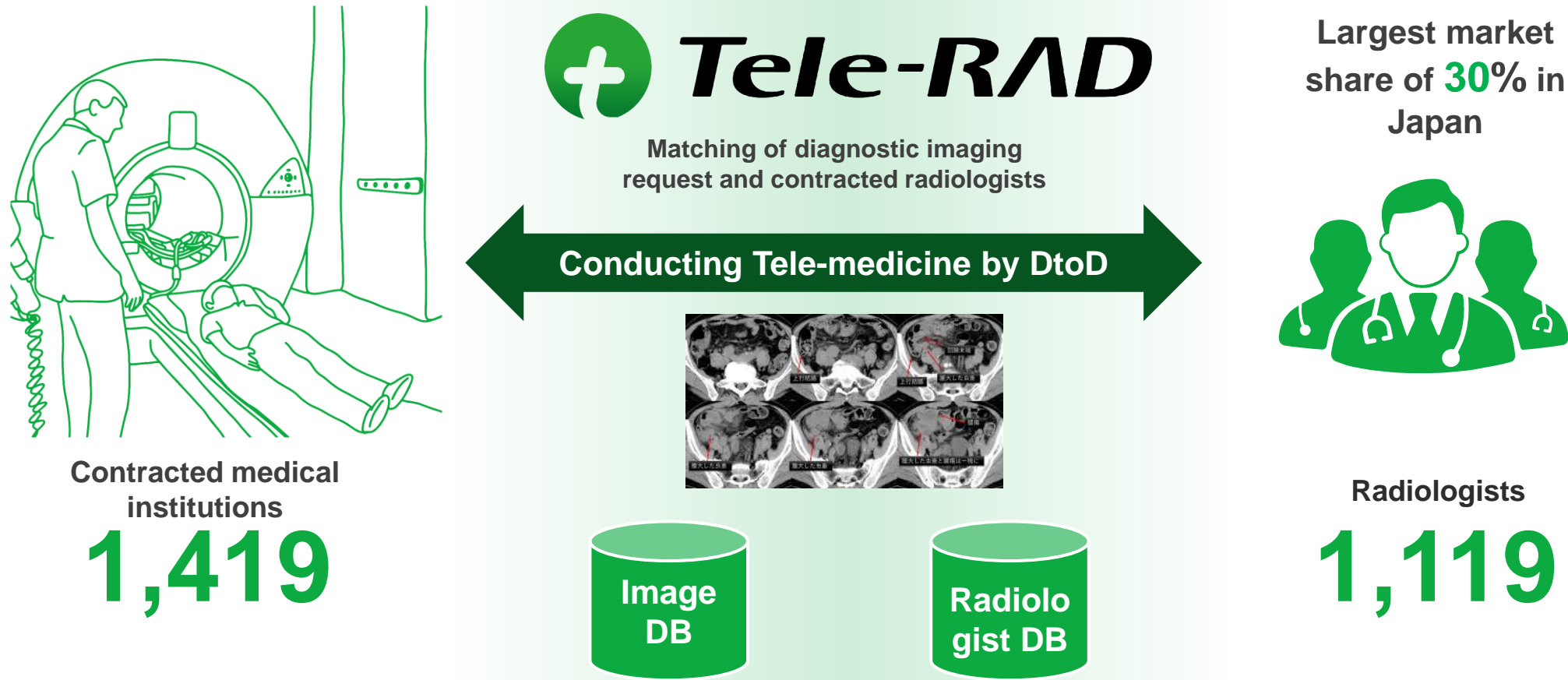


Section 4

Tele-medicine Business and Dispensing Pharmacy Support Business

Tele-medicine Business (Tele-RAD services): Summary

The number of radiologists is approx. 6,000 while there are 110,000 medical institutions and 150 million diagnostic images taken each year in Japan. JMDC aims to fill this gap through effective use of resources of radiologists.



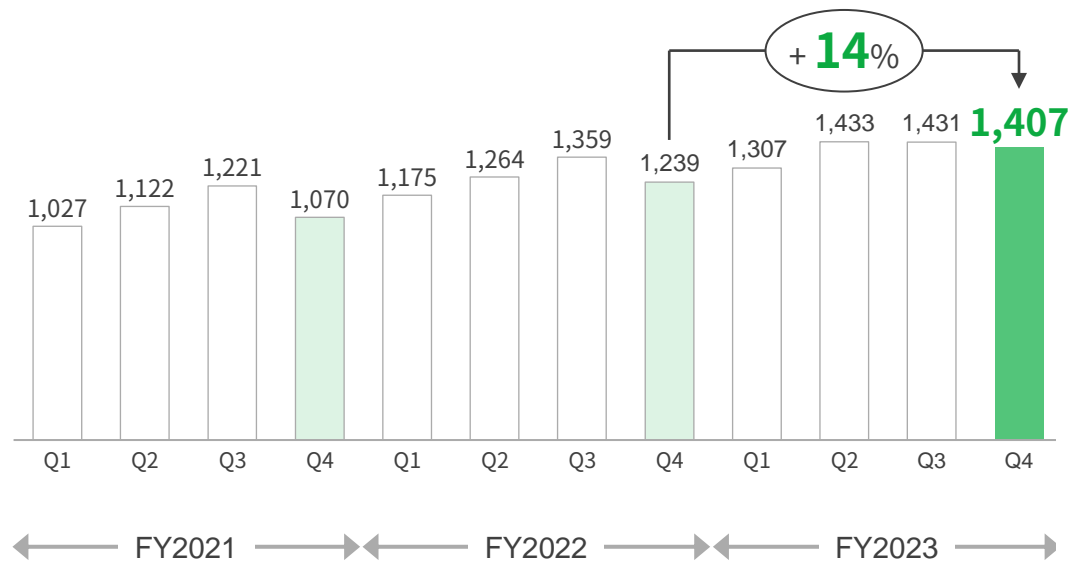
Note: Market share is calculated by Doctor Net based on the "Outlook and Strategy for the Medical Imaging System (PACS) and Related Equipment Market in 2021" published by Yano Research Institute.
The number of contracted medical institutions and radiologists are calculated based on the total number of institutions and radiologists with which Doctor Net has service contracts.
Source: Ministry of Health, Labour and Welfare "Survey on Medical Facility Dynamics in 2020," List of Radiologists on the website of the Japan Radiological Society.

Tele-medicine Business: Performance

Business performance has remained solid as the expansion of business scale, supported by solid demand, and improved profitability through enhanced operational capabilities have continued.

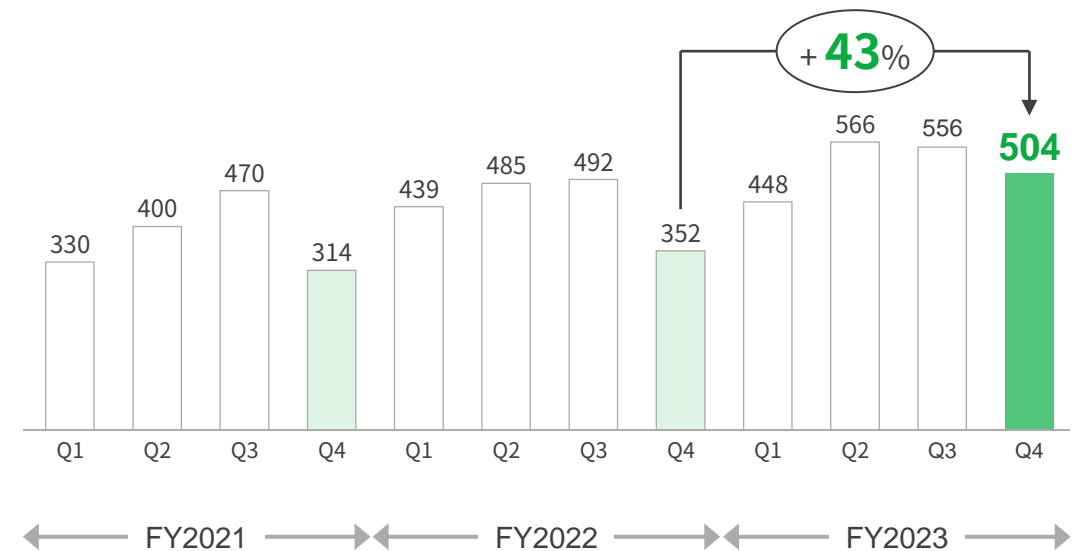
Quarterly Revenue Trends of Tele-medicine Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



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

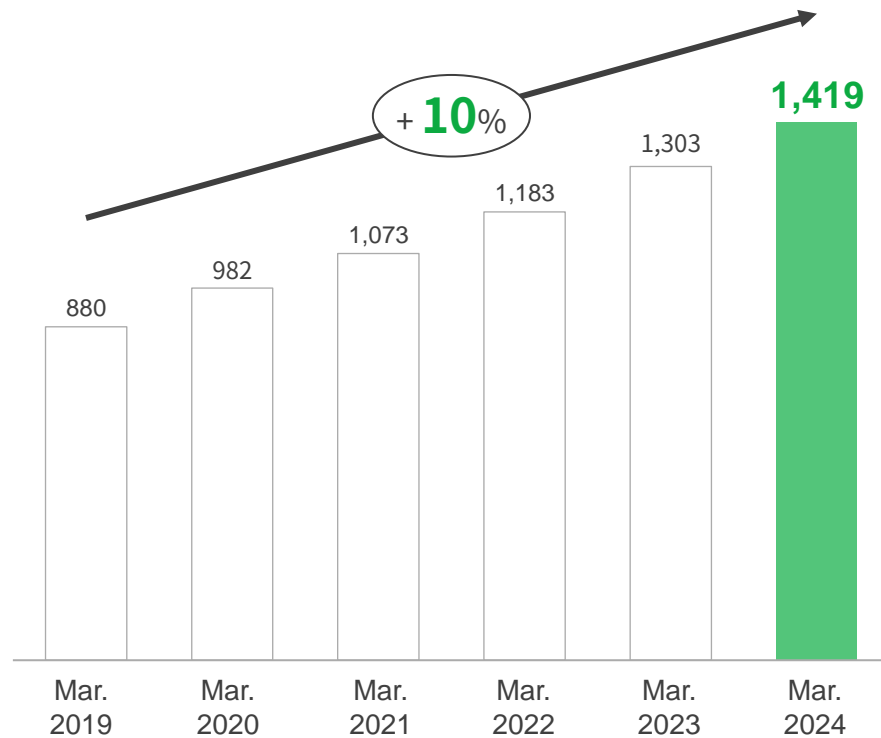


Tele-medicine Business: Expansion of the Remote Image Interpretation Platform

The business foundation of the largest remote image interpretation platform in Japan is strong and maintains a high appeal to institutions and radiologists.

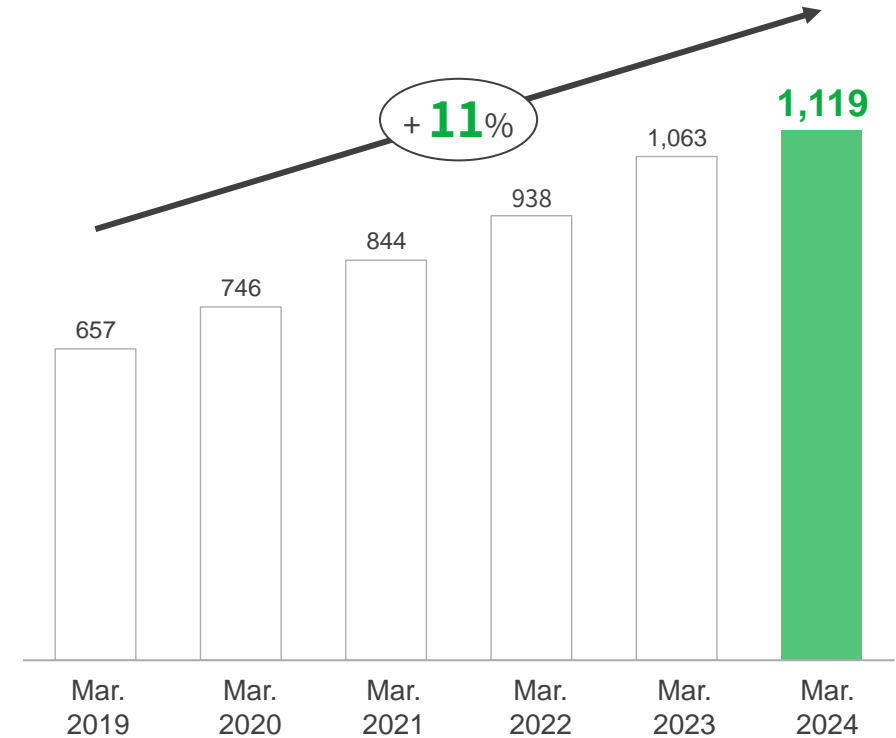
Trend in the Number of Contracted Facilities (Hospitals)

(Unit: facilities)



Changes in the Number of Radiologists

(Unit: persons)



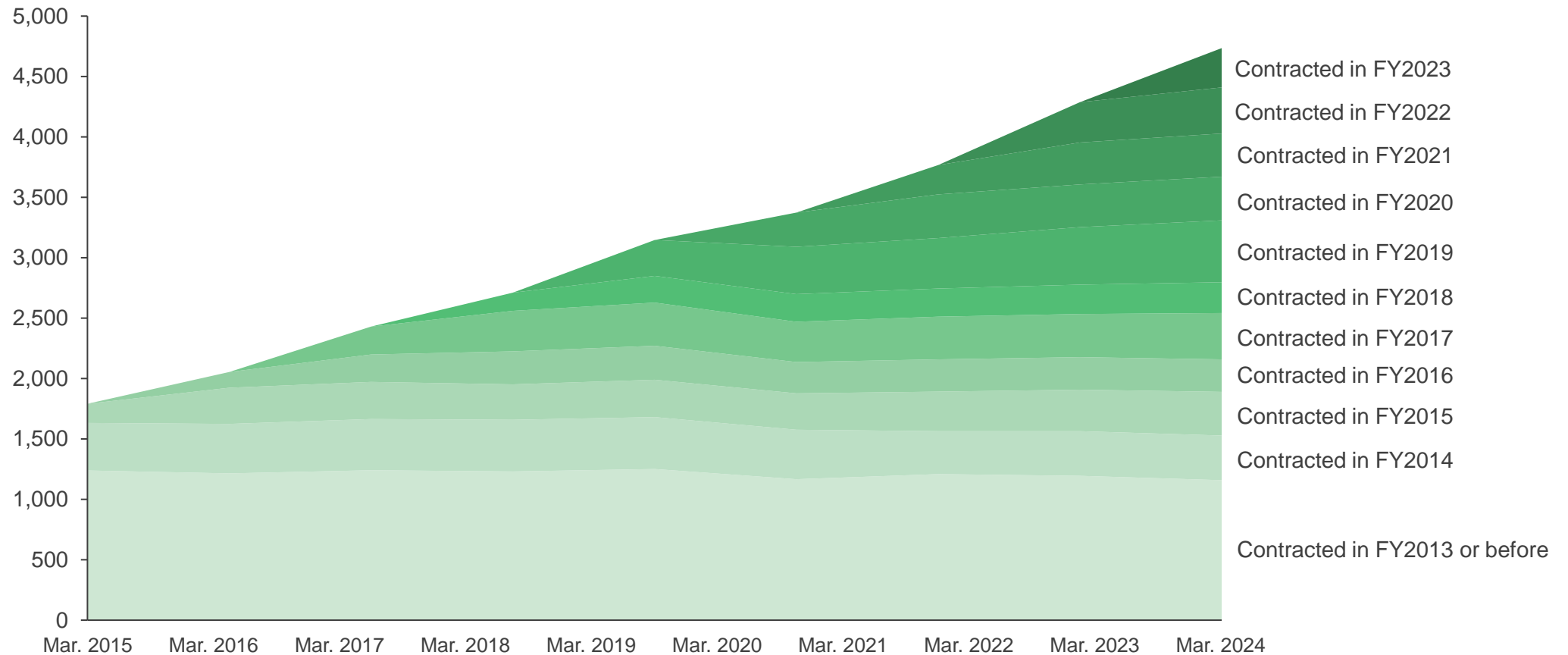
Note: The figures presented as the numbers of contracted facilities and the numbers of radiologists represent the total numbers of facilities and radiologists contracted for the services of Doctor-NET.



Tele-medicine Business: Accumulation of remote reading service sales

We believe that business performance will continue to expand steadily, supported by continued strong demand.

Revenue of Remote Image Interpretation Matching Services (Unit: Million JPY)



Note: Revenues in this slide are for JMDC's management. Doctor-NET has been consolidated since April 2018, but the above figures include Doctor-NET's revenue for the prior periods.

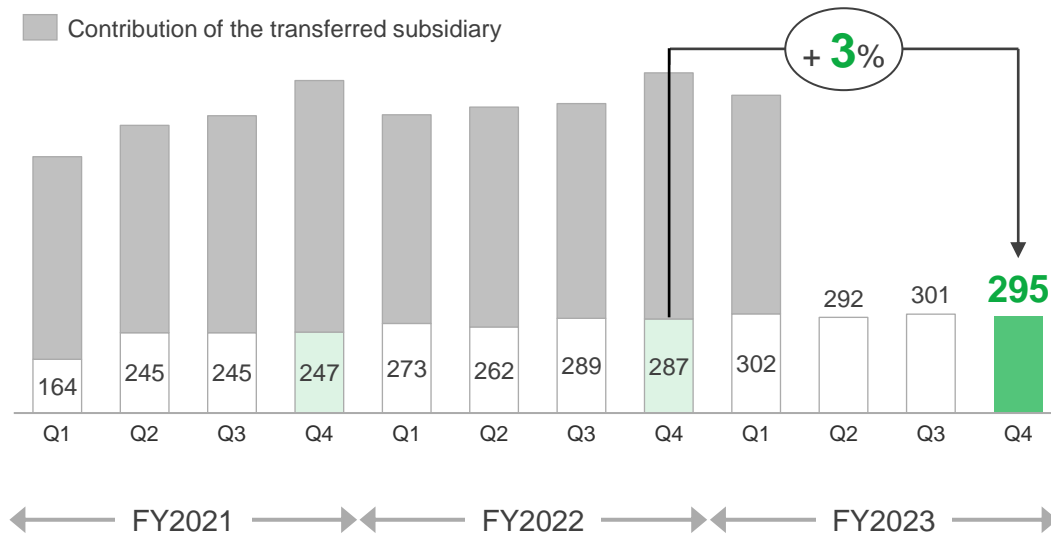


Dispensing Pharmacy Support Business: Performance

Although the sale of a subsidiary at the end of June last year reduced the size of this segment, it continues to generate stable revenue and profit.

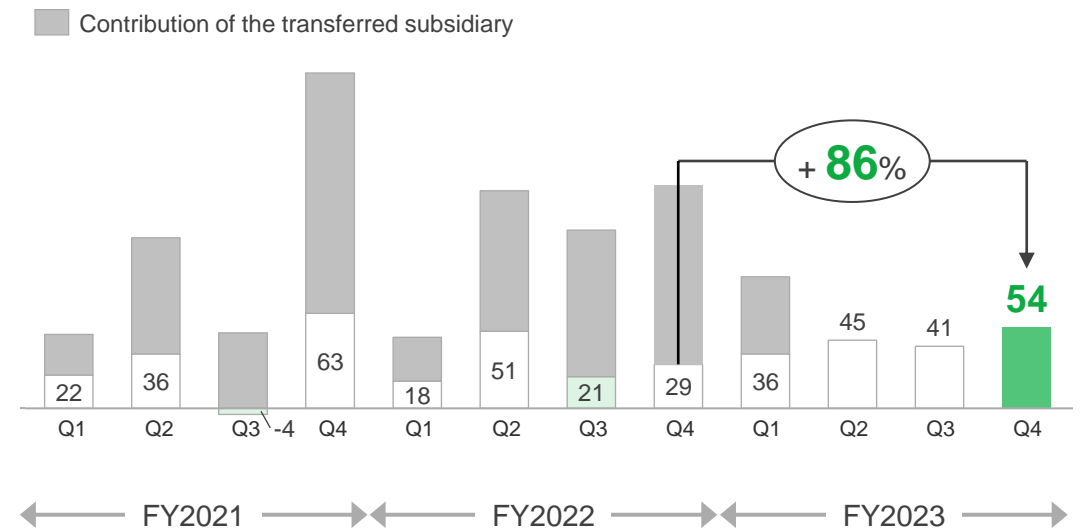
Quarterly Revenue Trends of Dispensing Pharmacy Support Business

(Unit: Million JPY)



Quarterly Trends of EBITDA

(Unit: Million JPY)



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



Section 5

FY2024 Performance Forecast

FY2024: Performance Forecast

The revenue and profit plan incorporates the organic growth of existing businesses with the full-year effects of M&A (e.g., Cancerscan). Although profit margins will decline slightly due to the expansion of the data infrastructure business, profitability will rapidly improve in the future as the expansion of the data infrastructure becomes profitable.

(Unit: Million JPY)	FY2023 Actual	FY2024 Plan	Y-o-Y
Revenue	32,381	43,000	+33%
Operating profit (Rate)	7,006 (22%)	9,300 (22%)	+33%
Profit before taxes (Rate)	6,907 (21%)	9,100 (21%)	+32%
Profit attributable to owners of parent (Rate)	4,607 (14%)	6,200 (14%)	+35%
EBITDA (Margin)	9,471 (29%)	12,000 (28%)	+27%

FY2024: Plans by Segment

The core Healthcare-Big Data segment continues to drive the Group's growth, and the plan is to maintain the current trend in each of the business segments.

(Unit: Million JPY)		FY2023 Actual	FY2024 Plan	Y-o-Y
Healthcare-Big Data	Revenue	25,058	36,000	+44%
	EBITDA	7,886	10,500	+33%
	(Margin)	(32%)	(29%)	
Tele-medicine	Revenue	5,579	6,000	+8%
	EBITDA	2,075	2,200	+6%
	(Margin)	(37%)	(37%)	
Dispensing Pharmacy Support	Revenue	1,859	1,000	-46%
	EBITDA	229	100	-56%
	(Margin)	(12%)	(10%)	
Adjustment	Revenue	-115	-	-
	EBITDA	-719	-800	-

Section 6

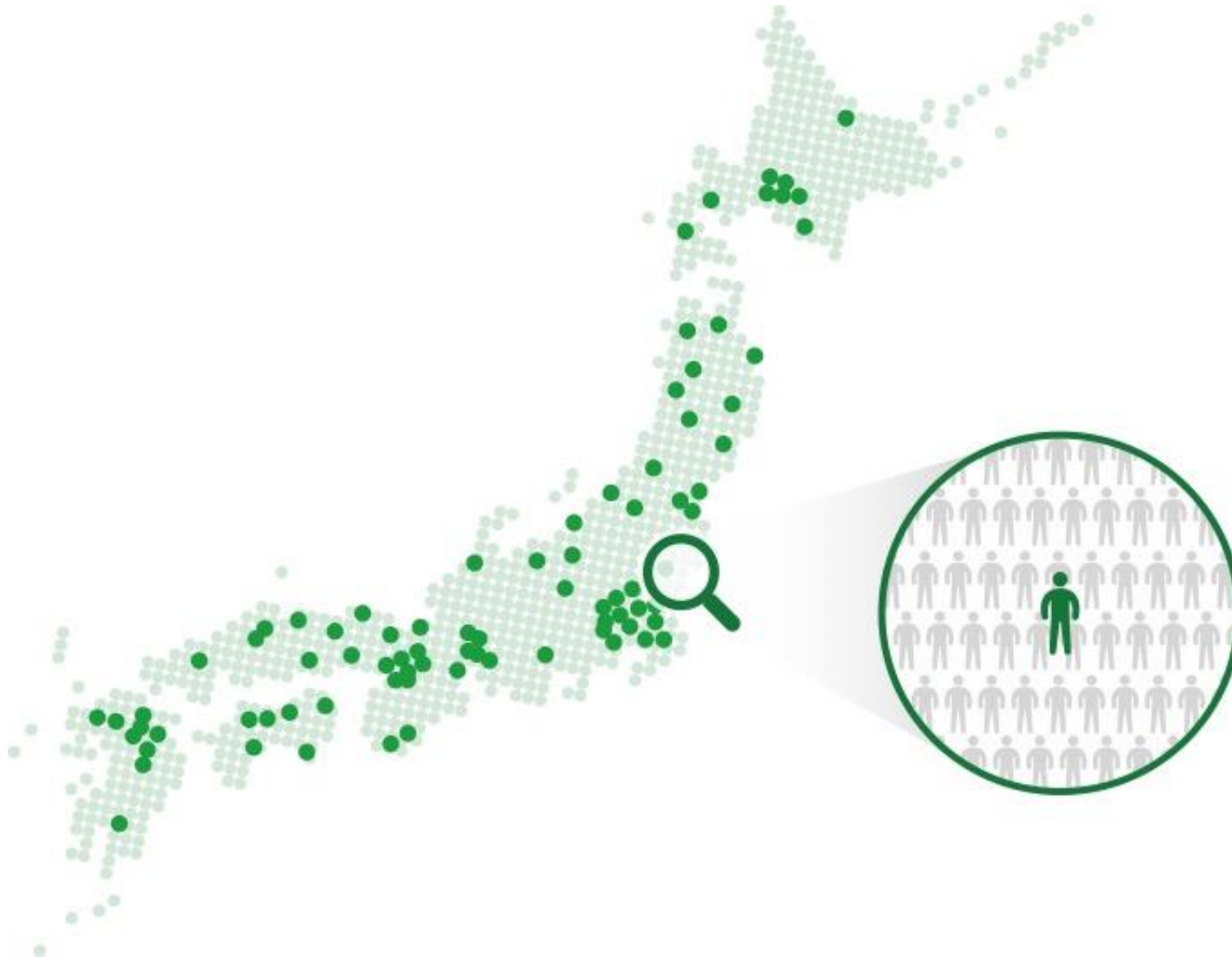
Business Outlook

"Providing a Healthy and Rich Life for All Individuals"

Leveraging data and ICT solutions
to create a sustainable healthcare system

JMDC has always aspired to expand data assets

The world we envisioned "if we could have data on 50 million payers" is about to become a reality.



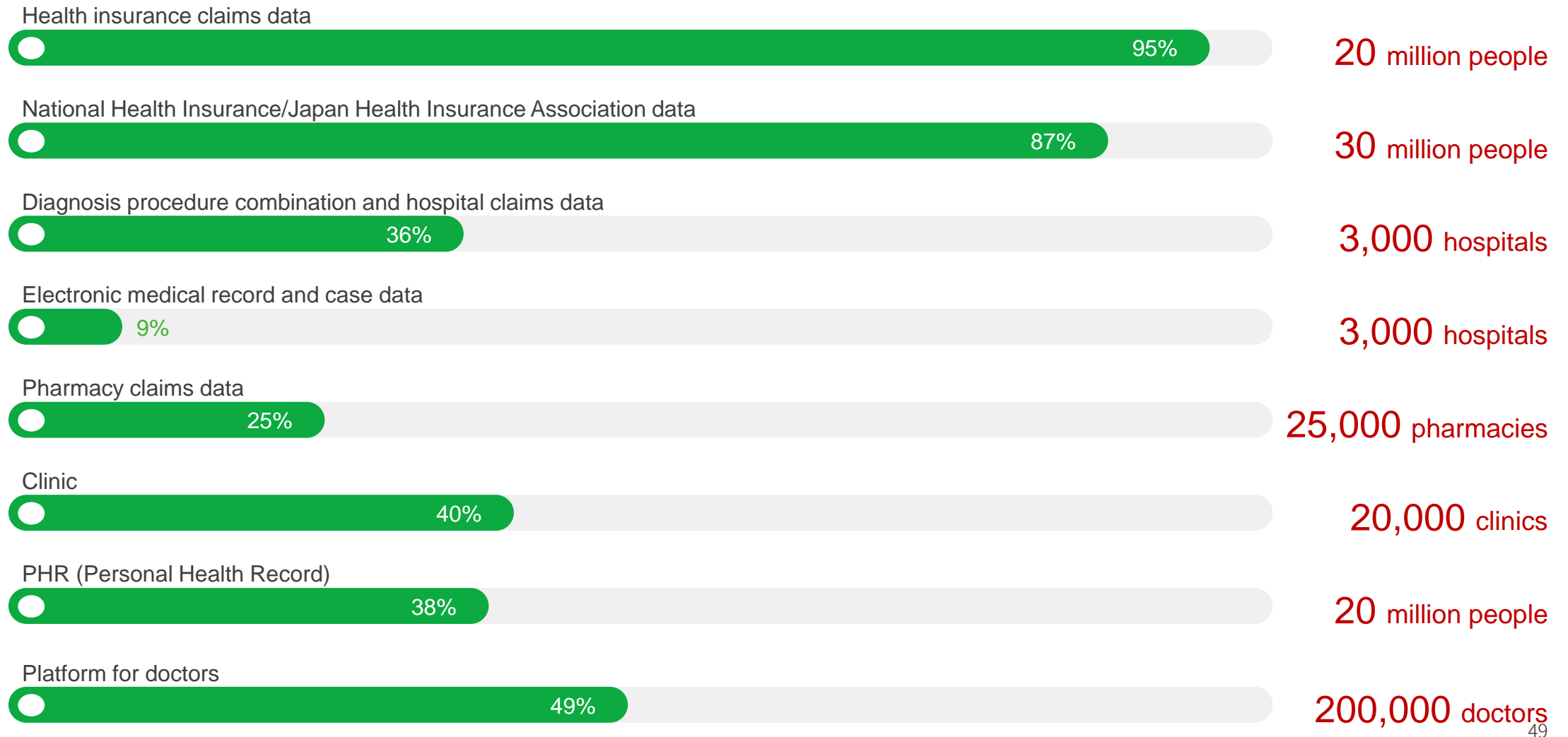
From Population to Individualization, From Primary to Rare Diseases

Data can be used in all aspects of healthcare to provide services to individuals.

Data can also be used to enhance the role of payers and develop financially difficult health businesses into ROI-oriented projects.

Over the past few years, our data assets have grown significantly and our domain has expanded.

Business assets, especially those derived from health insurance unions, continued to expand steadily.



Next, monetization.

Data-driven, high-value-added services are still marginal compared to potential. The room for growth is large.

...JMDC's penetration is still in its infancy.

Current status of JMDC monetization



JPY **358 thousand**
per capita medical expenditure

● **JPY100**
(0.03% of total financial resources)
Sales per individual



JPY **3-4 trillion**
Pharmaceutical marketing +
R&D expenses

● **JPY10 billion**
(0.3% of total financial resources)
Sales for pharmaceutical companies



JPY **2-3 trillion**
Market for services for
medical institutions

● **JPY9 billion**
(0.4% of total financial resources)
Sales for Medical Service Providers₅₀

While data is an essential asset in transforming the situation in healthcare...

Clinical
Trial Dx

AI Drug
Discovery

Marketing
Automation


Online
Consultation


Medical
Institution
Dx


PHR


Markets JMDC could capture in five years: Payers/Individuals domain


More than half of the service clients utilize a variety of health promotion services.

 **Subjects for super-serious disease prevention**
Estimated amount:
JPY100 thousand/person

 **Full-service users**
Estimated amount:
JPY10 thousand/person

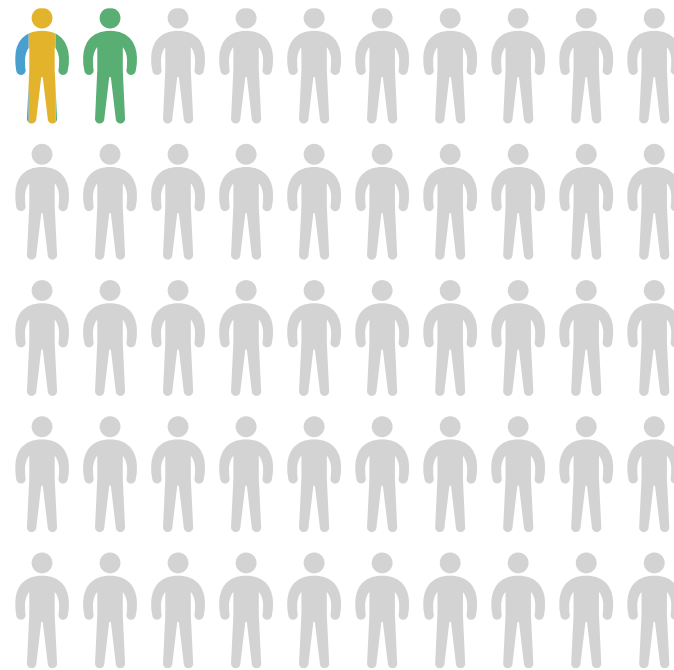
 **PHR full-spec users**
Estimated amount:
JPY2 thousand/person

 **Multiple service users**
Estimated amount:
JPY500/person

 **Data analysis users**
Estimated amount:
JPY100/person

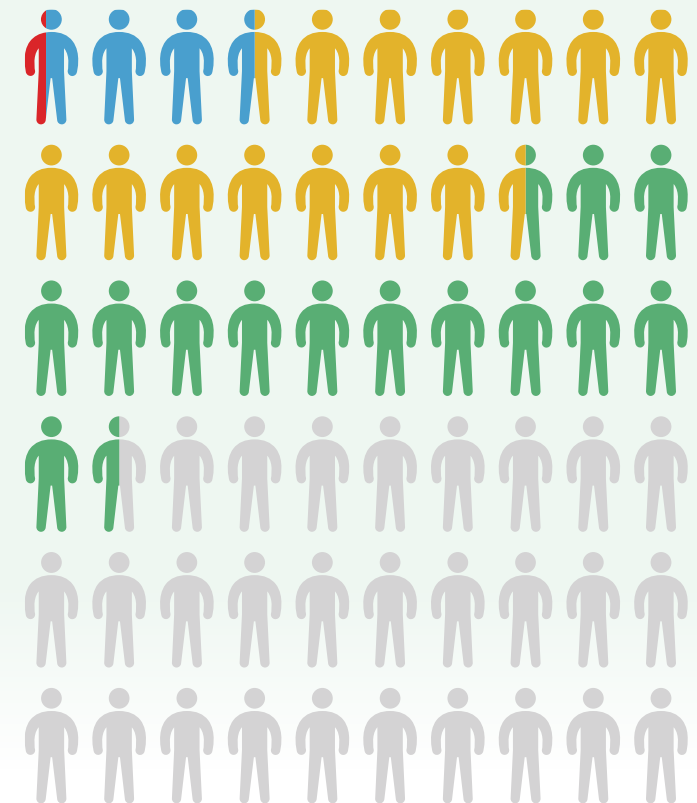
Present

Mostly for data analysis only



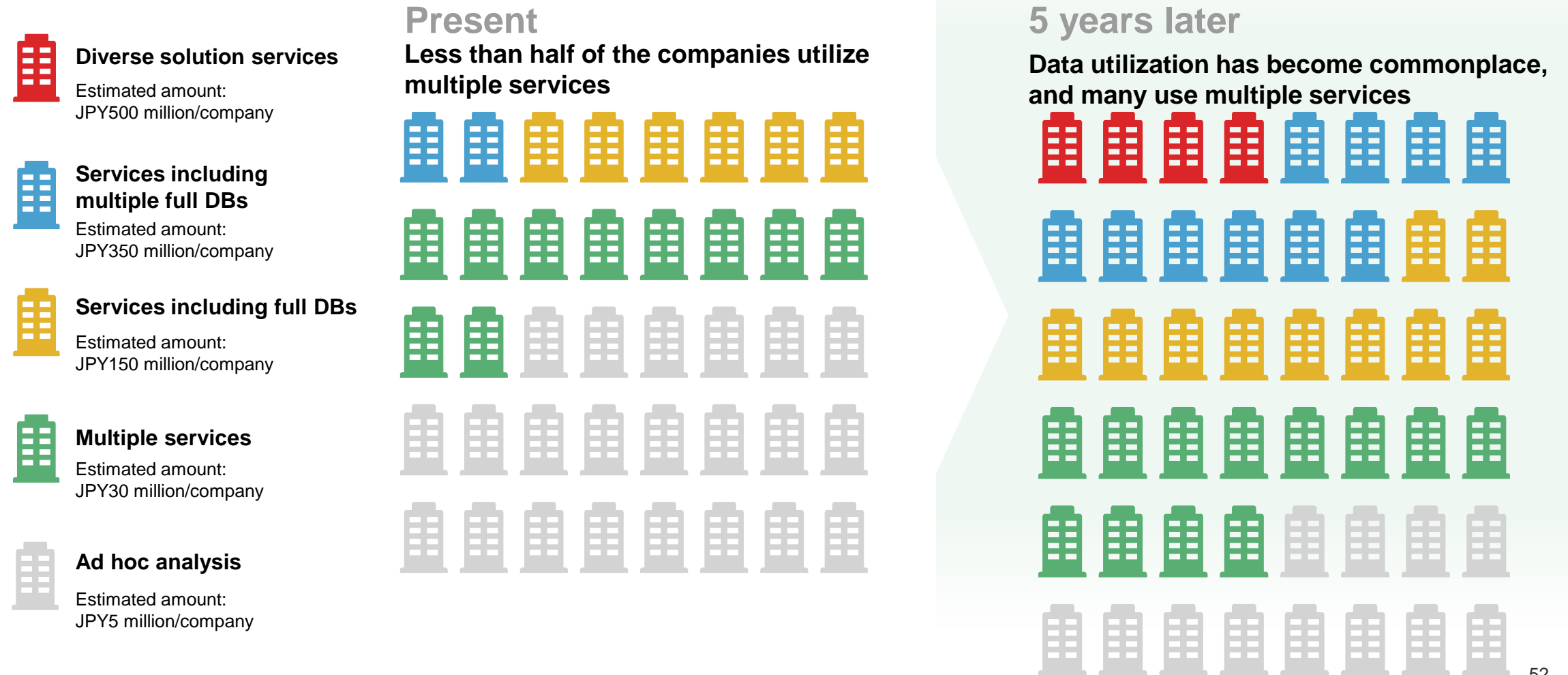
5 years later

More than half to multiple service users



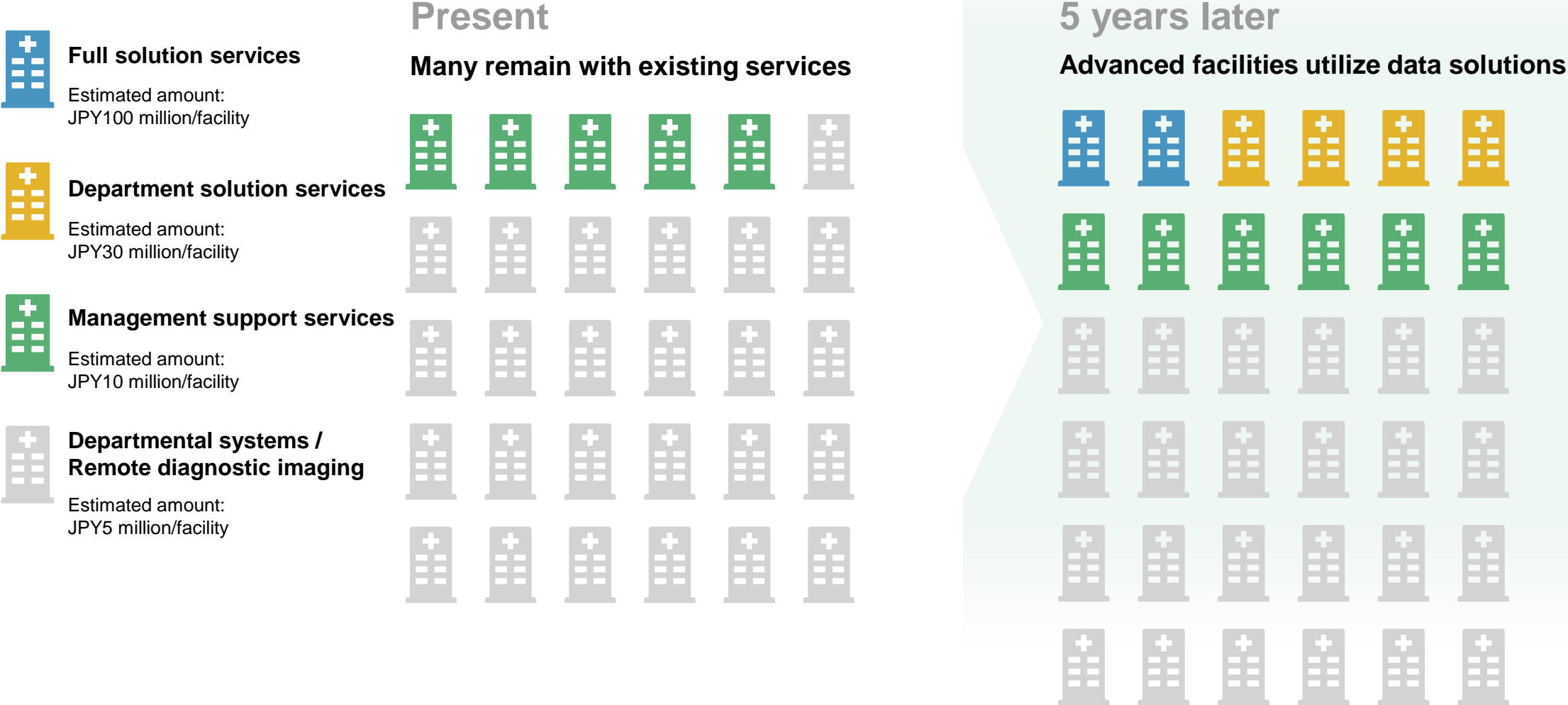
Markets JMDC could capture in five years: Industry domain

Many healthcare companies make full use of data in their business.



Markets JMDC could capture in five years: Medical service providers domain

Use high-level, data-driven solutions in advanced facilities.



Potential sizing of the market that JMDC could capture in five years

By maximizing the power of data, the scale of monetization is JPY250 billion. We will make every effort to deepen penetration.



For Payers/Individuals
JPY80-100 billion

For Industry
JPY40-50 billion

**For Medical Service
Providers**
JPY80-100 billion

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