

1Q FY2020 Financial Results

Medical Data Vision Co., Ltd.

(Code: 3902)

May 13, 2020

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<1Q results> Record-high sales and profit Steady progress against FY targets

Sales Y1,042 mn

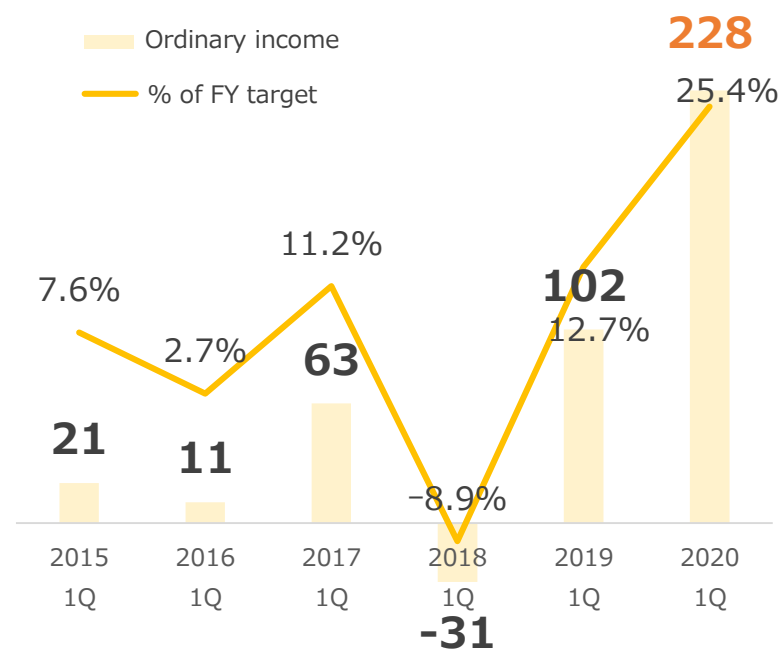
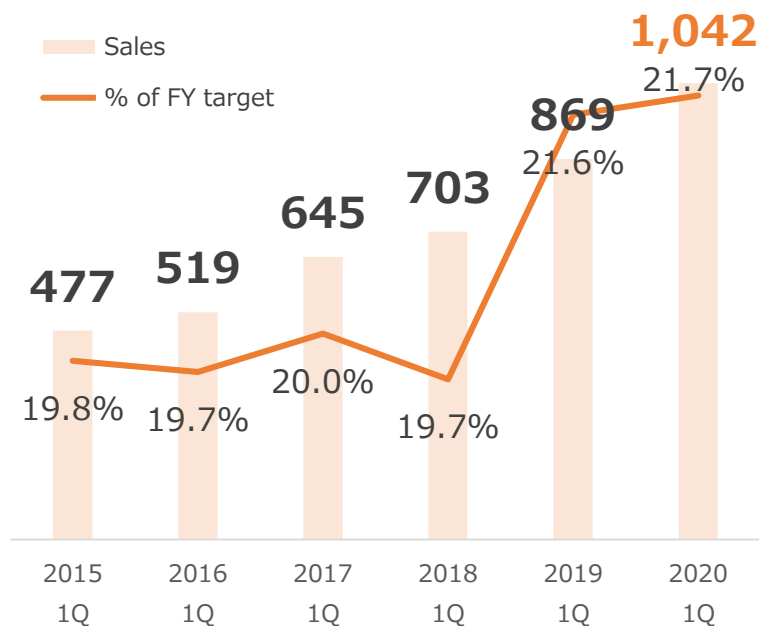
+ 20.0% YoY

21.7% of FY target

Ordinary income Y228 mn

+ 123.1% YoY

25.4% of FY target



A decorative graphic consisting of three overlapping squares in shades of orange and yellow, positioned to the left of the title.

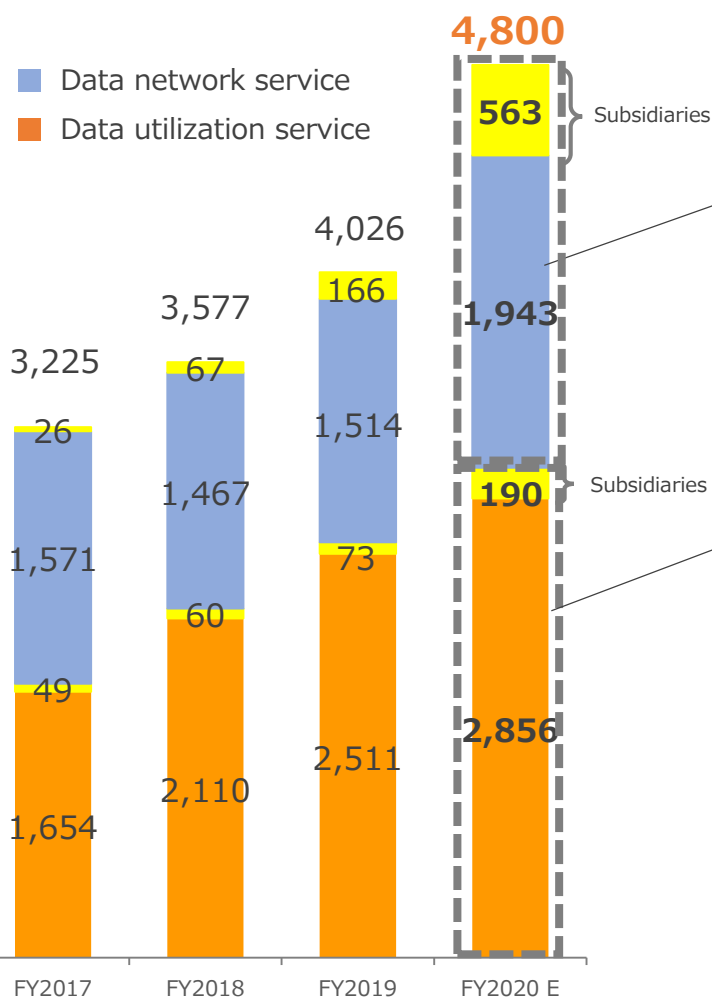
1Q FY2020 Financial results overview

Two horizontal bars, one orange and one yellow, extending across the width of the slide below the title.

1Q FY2020 Financial results overview

<Full-year outlook> **No change to outlook**

Impact of COVID-19 ⇒ Currently no major effect expected



Data network service

- ✓ **Limited impact** (Recurring business around 60% of sales)
 - ① **Recurring** *maintenance (monthly fees) ⇒ **Minimal impact**
 - ② **Non-recurring** *packages (new installations) ⇒ Long marketing stoppage **may create impact**
 - ③ **Subsidiaries** *Doctorbook, Medical Domain, etc. ⇒ Long marketing stoppage **may create impact**

Data utilization service

- ✓ **Minimal impact**

Additional measures

- ✓ **Raise growth in data utilization service by supply of 5.47mn patients' health ins. data**
- ✓ **Expedite needs-driven services development**
 - ① **Online consultation support**
 - ② **Provision of COVID-19 data**
 - ③ **Ease burden on healthcare professionals**

1Q FY2020 Financial results overview



Millions of yen	1Q FY2019	1Q FY2020	YoY	FY2020	
				Target	% of target
Sales	869	1,042	+ 20.0%	4,800	21.7%
Data network service sales	359	404	+ 12.5%	1,943	20.8%
Data utilization service sales	509	638	+ 25.2%	2,856	22.3%
Ordinary income	102	228	+ 123.1%	900	25.4%
Ordinary income margin	11.8%	21.9%	+ 10.1P	18.8%	—
Net income	68	151	+ 120.5%	600	25.3%

	1Q FY2019	1Q FY2020	Change	End-Dec 2019	1Q FY2020 net adds
Medical data patients	27.07 _{mn}	30.98 _{mn}	3.91 _{mn}	29.84 _{mn}	1.14 _{mn}
Real-time medical data patients	12,000	824,000	812,000	823,000	1,000
Clinical Cloud clinician accounts	—	31,500	31,500	22,346	9,154

1Q FY2020 segment sales breakdown

Data network service

Millions of yen

- Sales down on impact of revision to treatment fees at medical institutions, targets already reflect similar impact to 2018 revision (Y68mn in 1Q FY2018)
- Inquiries, deliveries, inspections down on COVID-19 visit restrictions
- Growth from subsidiaries (Doctorbook business, MDI consolidation impact)

Data utilization service

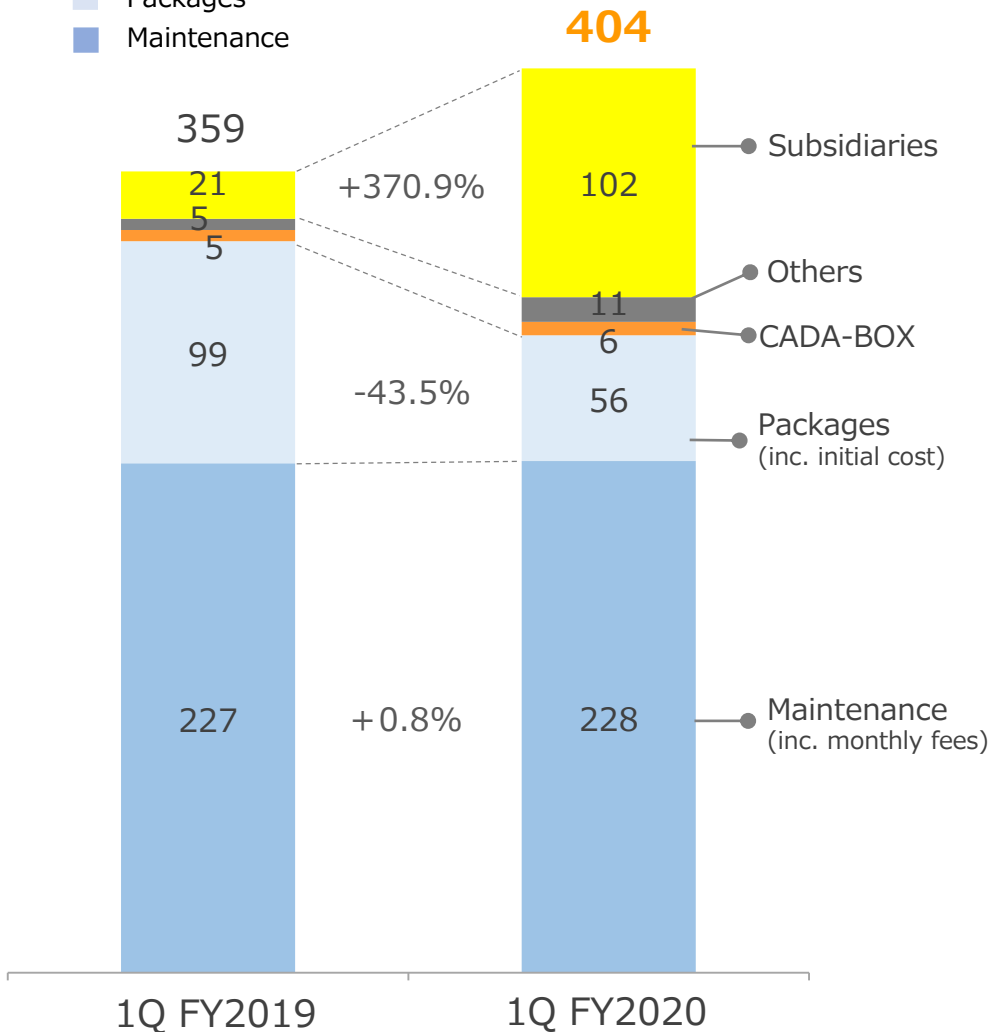
- Solid rise in ad hoc surveys, growth rate remains high in line with target
- Growth at subsidiaries on profitability focus (trial business using MDV Trial data)

		1Q FY2019		1Q FY2020		YoY
			% of total		% of total	
Network	Total	359	41.4%	404	38.8%	+12.5%
	Maintenance	227	26.1%	228	21.9%	+0.8%
	Packages	99	11.4%	56	5.4%	-43.5%
	CADA-BOX	5	0.6%	6	0.6%	+13.6%
	Others	5	0.7%	11	1.1%	+90.2%
	Subsidiaries	21	2.5%	102	9.8%	+370.9%
Data utilization	Total	509	58.6%	638	61.2%	+25.2%
	MDV analyzer	88	10.2%	96	9.3%	+9.3%
	Ad hoc	401	46.2%	509	48.9%	+26.9%
	Subsidiaries	19	2.3%	31	3.1%	+61.2%
Total sales		869	100.0%	1,042	100.0%	+20.0%

1Q FY2020 data network service sales breakdown

Millions of yen

- Subsidiaries
- Others
- CADA-BOX
- Packages
- Maintenance



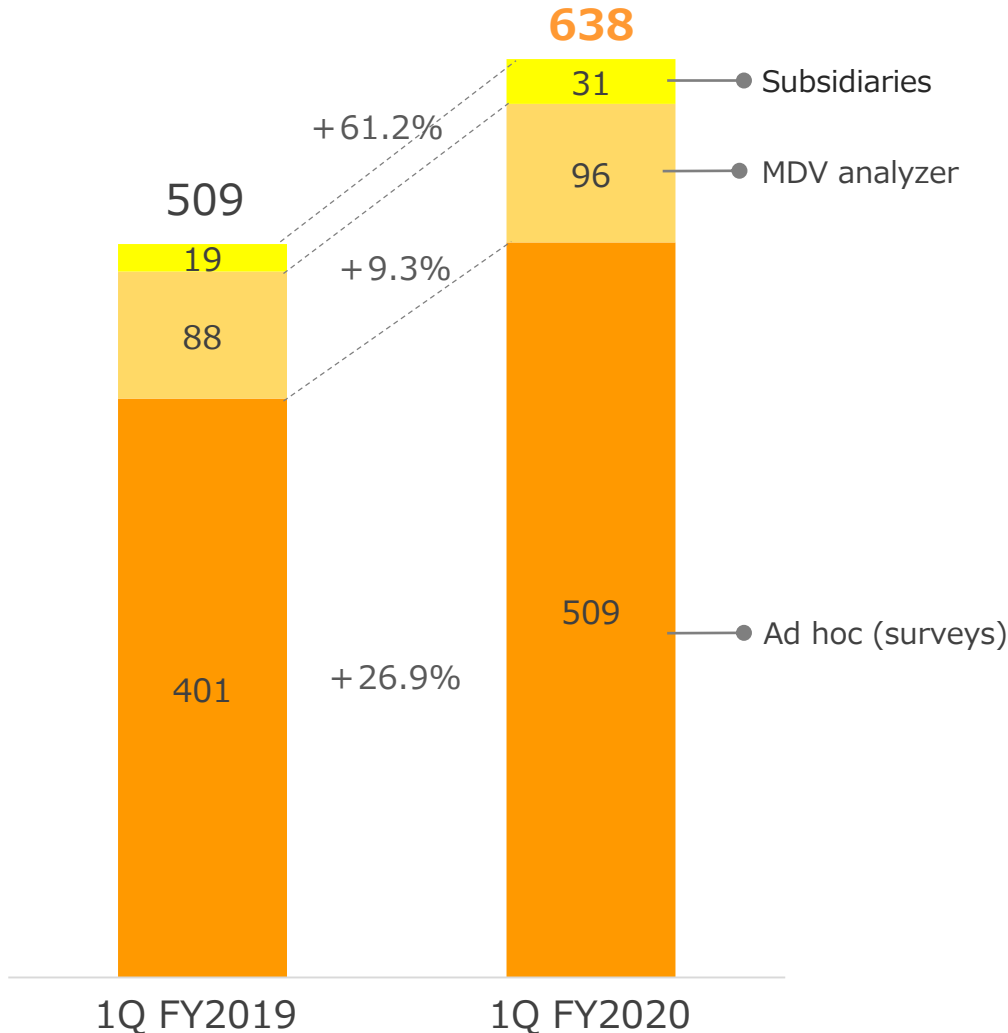
+ 12.5% YoY

- **Packages**
Inquiries down on visit restrictions
- **Maintenance**
On target, expect to stay on track from 2Q as economic impact small
- **Subsidiaries**
 - Growth in Doctorbook
 - Impact of MDI consolidation

1Q FY2020 data utilization service sales breakdown

Millions of yen

- Subsidiaries
- MDV analyzer
- Ad hoc



+ 25.2% YoY

- MDV analyzer
18 companies (+1 YoY)
- Ad hoc survey service
All therapeutic areas
11 companies (+4 YoY)

Growth remains high on use of medical data of unrivaled quality and volume

- Subsidiaries (MDV Trial)
Ongoing growth in data-based trial business

1Q FY2020 cost analysis

Millions of yen

	1Q FY2019	1Q FY2020	Change
CoGS	159	153	-5
Labor	319	341	22
Others	287	317	30
Total	766	813	46

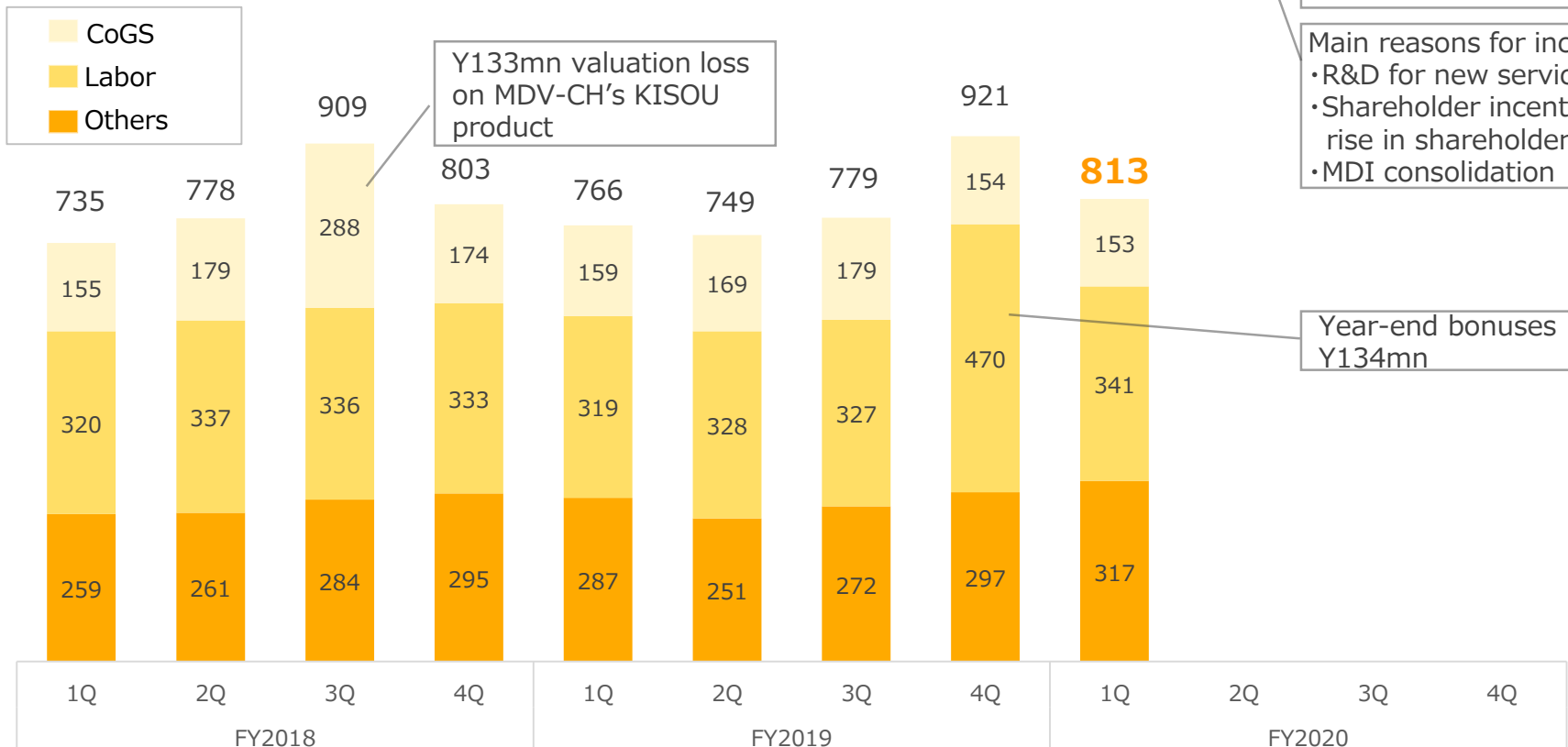
CoGS ratio
18.3%→14.8% -3.6 P
CoGS ratio improved on rise in high-margin data utilization sales

- Hiring focus on marketing staff for pharma cos.
- Effect of MDI consolidation

Main reasons for increase

- R&D for new services
- Shareholder incentives on rise in shareholder numbers
- MDI consolidation

Year-end bonuses
Y134mn



Business strategy for 2Q FY2020 onward

FY2020 theme **Evolution and partnerships** – **Start of business using new medical data** –

Goals

Expansion of real-time medical data operation

- Plan for launch of new service based on pilot tests
- Contribute to hospitals' "work-style reforms", "security", and "earnings increase"
- Expand real-time medical data to more than 1.5mn patient cases

Real-time medical data utilization

- Pharmaceutical companies: analysis using new datasets such as imaging, BP
- Clinical testing: new phase of data-based screening

Additional measures

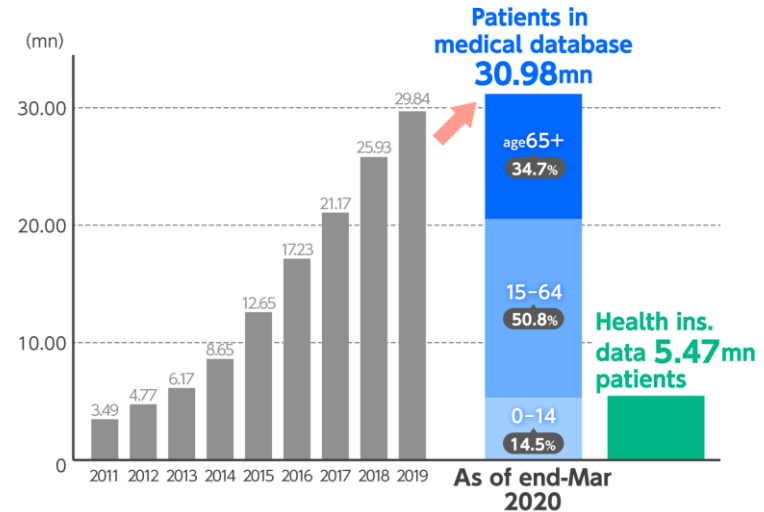
- Raise data utilization service growth by supply of 5.47mn patients' health ins. data
- Expedite needs-driven services development: ① online consultation support, ② provision of COVID-19 data, ③ ease burden on healthcare professionals

FY2020 additional measures: begin supply of 5.47mn patients' health insurance data

■ Begin analytical service using health insurance data (April~) (April 22 news release)

5.47mn

patients' health insurance data acquired from health insurance associations



Sakura Databank

DPC data

30.98mn

Real-time medical data

Opt-in

23,000

Opt-out

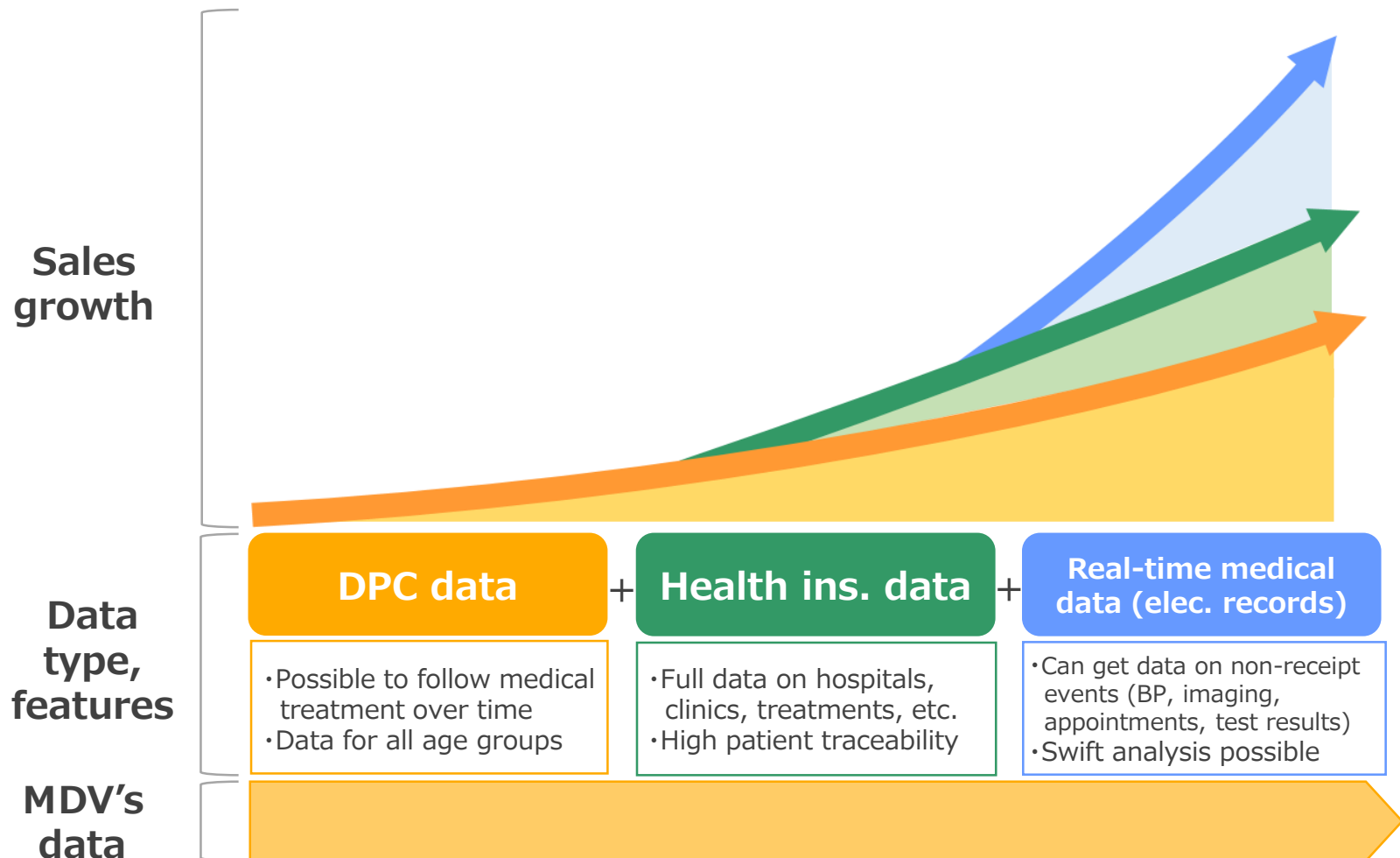
800,000

Health ins. data

5.47mn

FY2020 additional measures: begin supply of 5.47mn patients' health insurance data

Accelerate growth by tailoring medical data with superior quality and volume to a range of needs



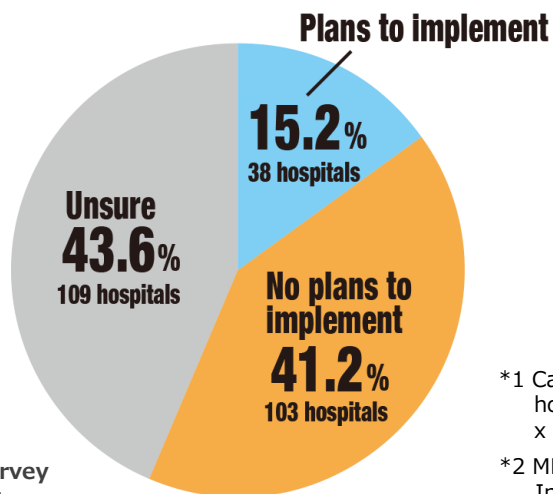
FY2020 additional measures: Expedite needs-driven services development

① Online consultation support

Create “Online Doctor Bank” (May 11 press release)



Results of survey on online consultation stance



MDV original survey of 250 hospitals

*1 Calculation method: 16.1 staff per 100 beds at regular hospitals (*2) x4(avg. MDV users have 400 beds) x 850 hospitals

*2 MHLW's Summary of Static/Dynamic Surveys of Medical Institutions and Hospital Report (2017)

FY2020 additional measures: Expedite needs-driven services development

① Online consultation support

✓ Actively develop services that leverage the group's strengths

- ① Know-how on storing and using medical Big Data
- ② Has PHR (personal health record) system
- ③ Robust network with medical institutions and doctors
- ④ Strong ties with pharma cos and pharma wholesalers

✓ Our response

Implementing

Online consultation value chain

Considering

Doctor network						
Patient network						
PHR system						
Online consultation tools (PC, smartphone)						
Choose Dr.	Appointment		Treatment	Payment	Medication	
Search	1 st consult	Follow-up			Prescription	Delivery

✓ Topics

Apr 2020~
Boost PHR via links with Pocket Karte

We have decided to increase links between our PHR service Karteco and Pocket Karte, operated by NPO SCCJ.



June 2020~ (planned)
Create "Doctor Bank"

We aim to enable appropriate treatment of patients in online consultations via our PHR system.



FY2020 additional measures: Expedite needs-driven services development

② Provision of COVID-19 data

Release of “Emergency report on the novel coronavirus”

- Visualization of novel coronavirus impact by data comparison between Jan-Apr 2019 and Jan-Apr 2020
- Makes possible analysis of own institution and **comparison with others**

■ Details

- Change in income per 100 beds (inpatient/outpatient)
- Change in total patient numbers (inpatient/outpatient)
- Change YoY (inpatient/outpatient)
- Change in nursing requirements (inpatient)
- Change in disease consultation mix



※For illustration only

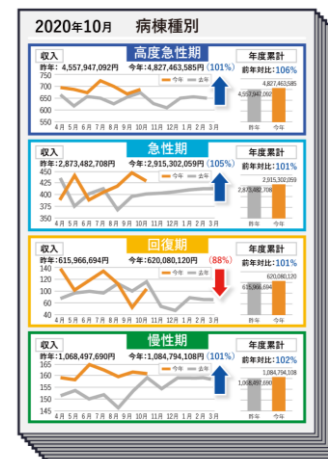
③ Ease burden on healthcare professionals

Release of “Vision” hospital operations report

Analytical report on the impact on hospital operations of decline in patients and decreased admin work of healthcare professionals exhausted by treating the novel coronavirus

Makes possible assessment of advanced acute, acute, **recovery**, and **chronic phases** on wards, as well as the state of **outpatient** and **paid-per-visit** operations

Plan to add admin forms as needed



※For illustration only

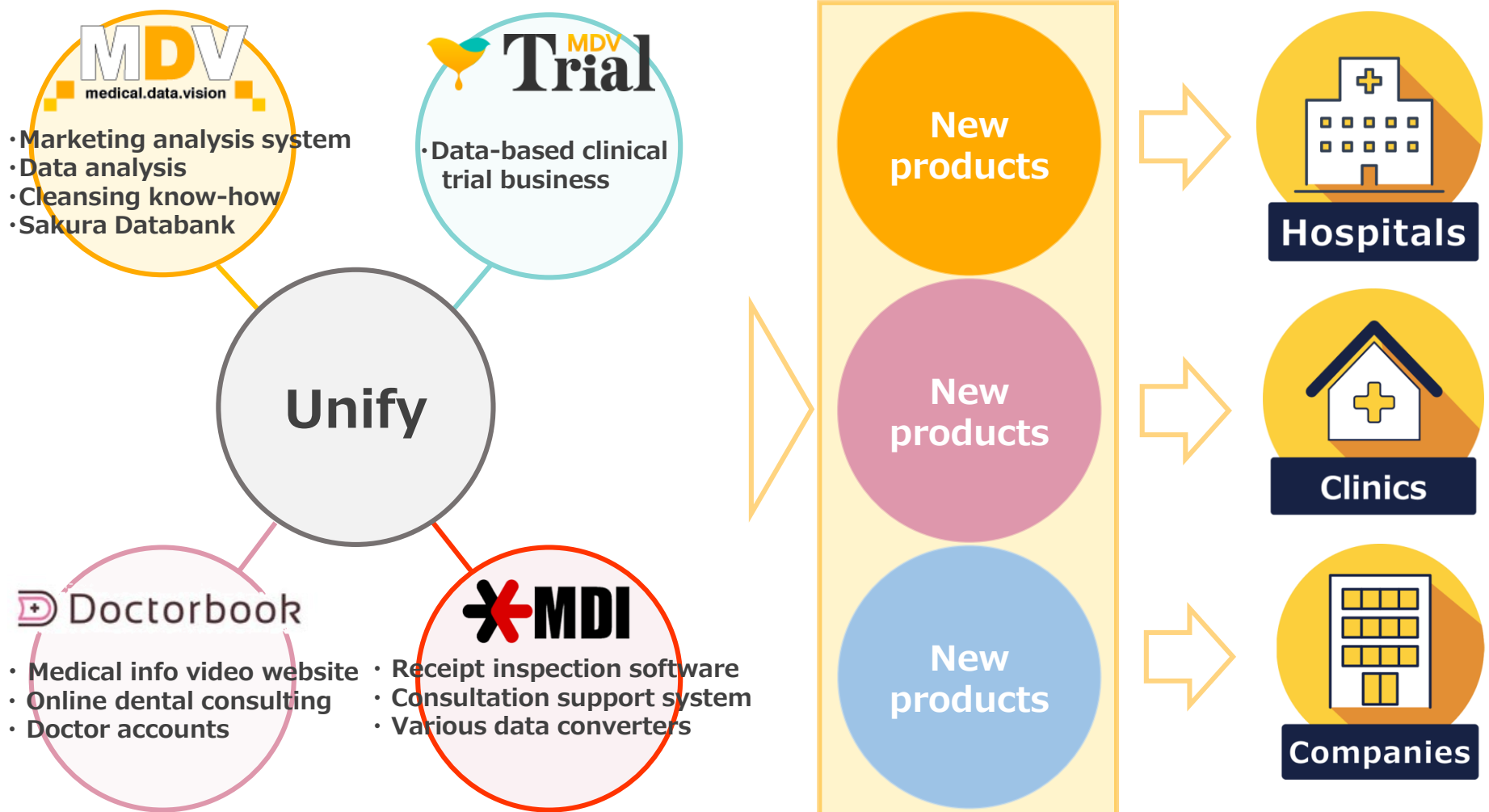


Appendix

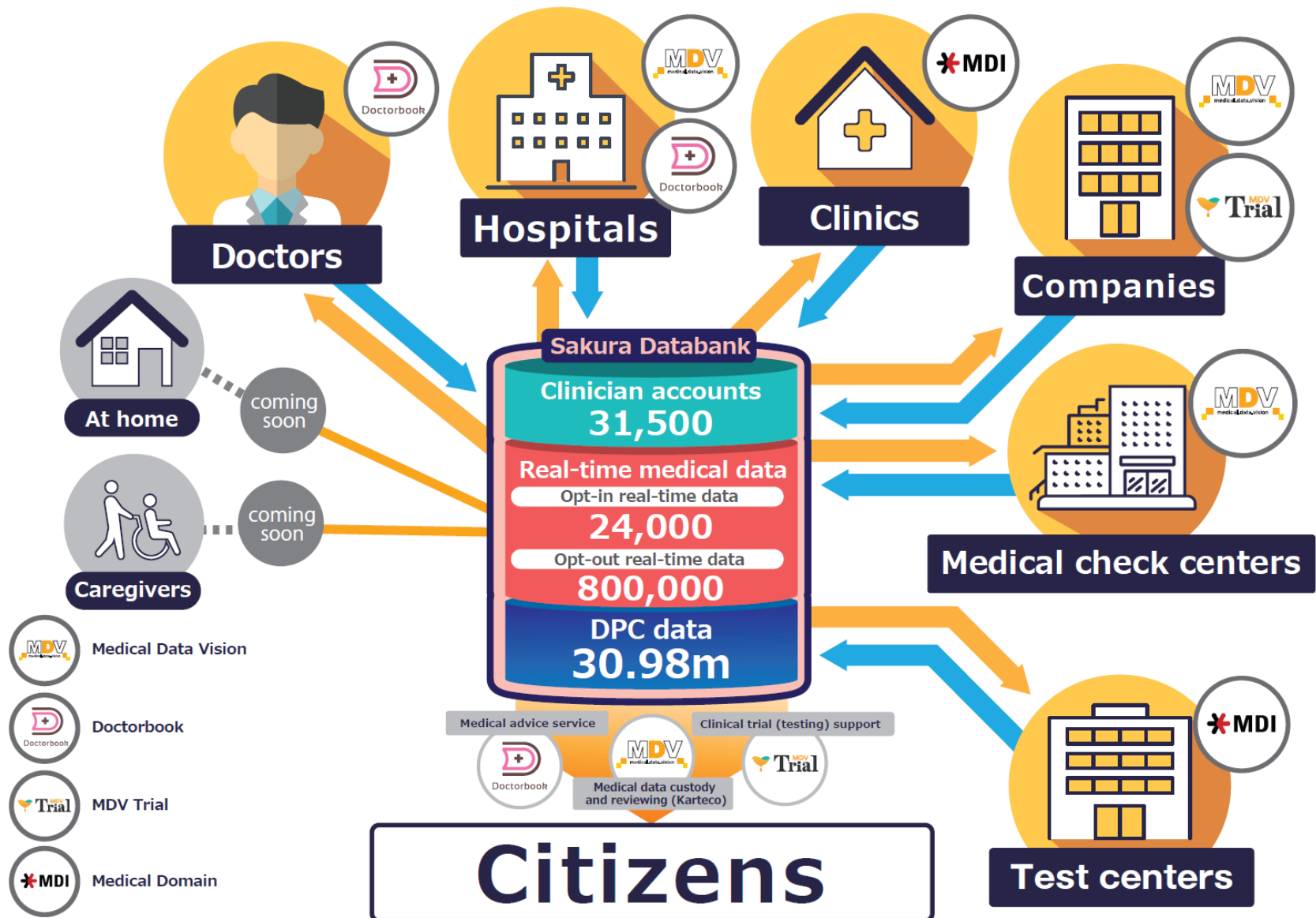


FY2020 group strategy: organic unification of group products

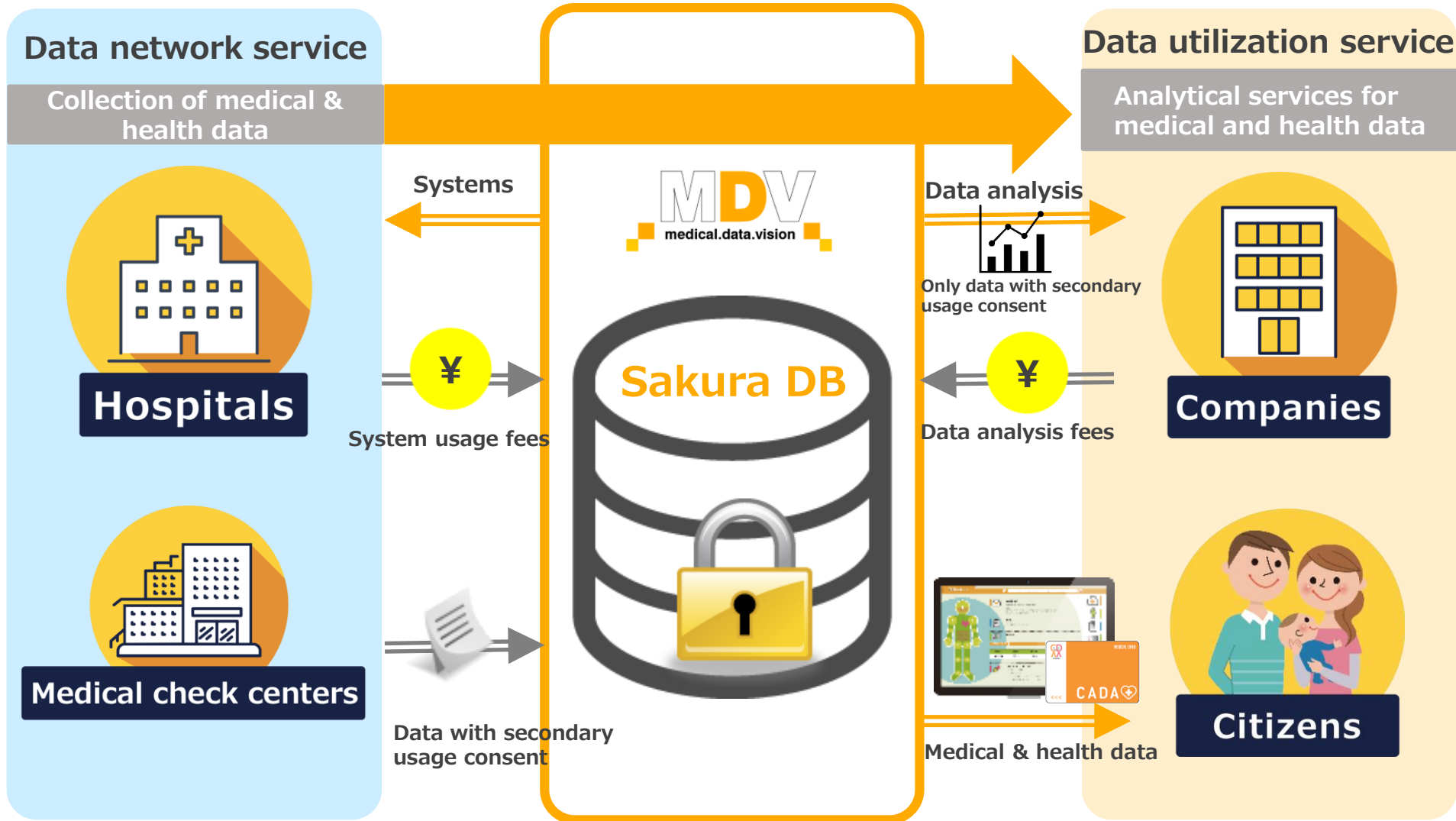
- Develop new products by unifying group products/services/techniques/know-how
- Market all products and services by adding agencies to existing marketing teams



FY2020 group strategy: unification and utilization of medical and health data



Business model



Target major growth in data utilization service

Services overview

【Data network service】

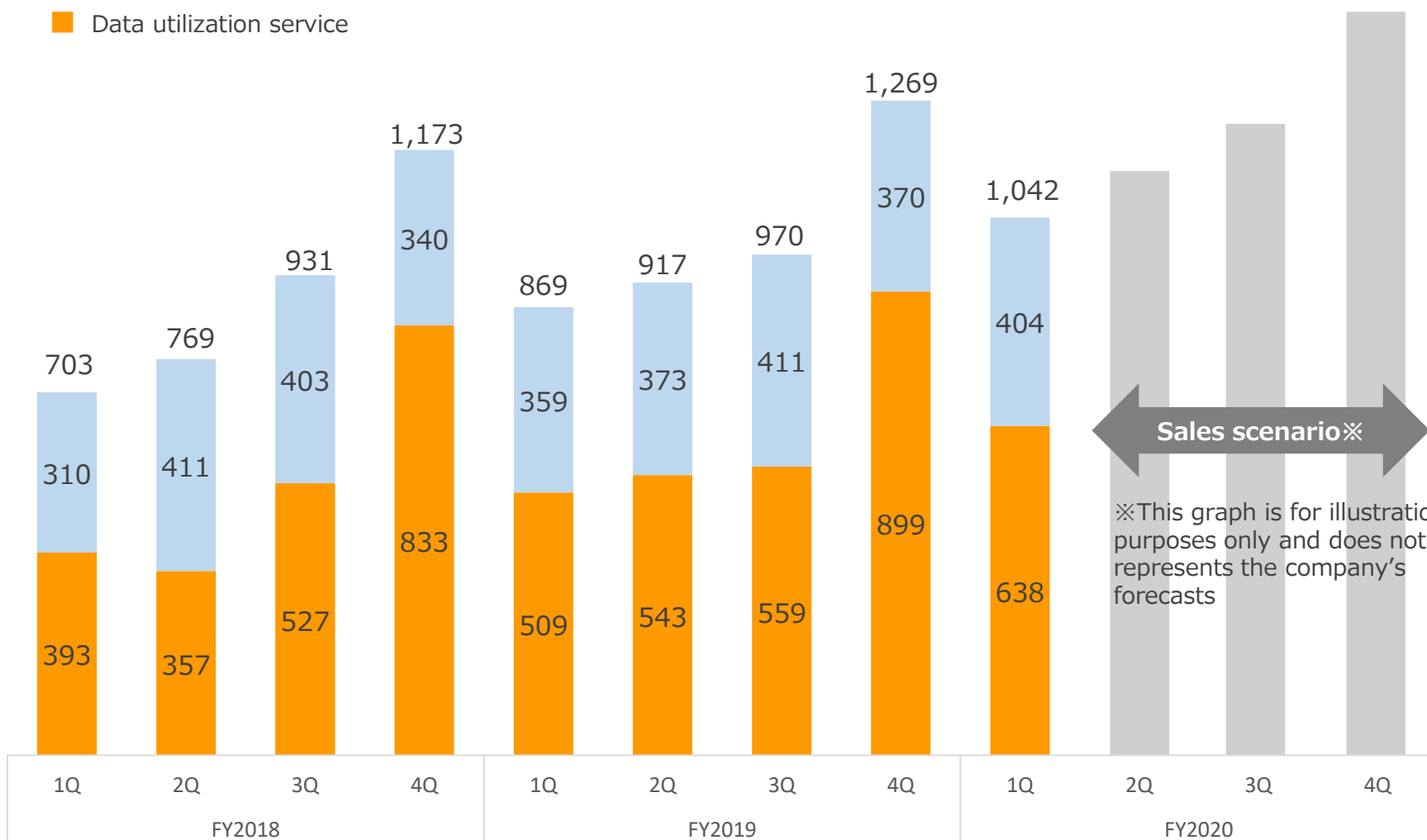
Product	Overview	Price
EVE	<p>Analysis of charges/DPC fee gap, patient #s/stay length/resources by disease/condition, and benchmarking with other hospitals</p> <p>Uses benchmarks to identify user hospital's trends/strengths & weaknesses, helps with detailed investigation of treatment policy as core of hospital management</p>	<p>Installation: ¥4mn</p> <p>Maintenance: ¥50,000/mth.</p>
Medical Code	<p>Uses standardized format for DCP/elec. receipt data to support hospital management in areas like costing, raising treatment prices</p> <p>Unlimited user registration promotes smooth internal data sharing, change in awareness/actions to help improve management</p>	<p>Installation: ¥8.2mn</p> <p>Maintenance: ¥100,000/mth.</p>
CADA-BOX	<p>System for hospitals that allows linkage to existing electronic records by merging online patient-use data portal Karteco and deferred medical fee payment service CADA Payment</p> <p>Free to use for patients</p>	<p>Installation: ¥20mn</p> <p>Maintenance: ¥500,000/mth.</p>

【Data utilization service】

Product	Overview	Price
MDV analyzer	<p>Online analysis tool allowing clients to easily examine data on patient numbers, prescription lengths/volumes using Japan's largest medical database</p> <p>Enables multifaceted analysis based on actual medical practice (surgery, testing) as well as disease and drug regimen</p>	¥20mn/yr.
Ad hoc surveys	Provision of tailored reports in line with client's wishes	Avg. ¥3.5-4mn per survey

Quarterly sales breakdown (by service segment)

- Data network service
- Data utilization service



← Sales scenario →

※This graph is for illustration purposes only and does not represent the company's forecasts

FY2020 additional measures: Expedite needs-driven services development

① Online consultation support

These are the Japanese press releases about Karteco and Doctor Bank. Please see slide 16 for summaries of these items.

NEWS RELEASE
 2020年4月8日
 メディカル・データ・ビジョン株式会社 (東証一部 3902)

ポケットカルテ®とオンライン診療の推進で連携強化 PHRで医療者に患者情報提供

医療情報のネットワーク化を推進するメディカル・データ・ビジョン株式会社(東京都千代田区、代表取締役社長 岩崎博之、以下「MDV」)は、自分で健康・医療情報を保管・閲覧できる「ポケットカルテ®」を運営する特定非営利活動法人日本サステイナブル・コミュニティ・センター(京都市、代表理事 新川達郎、以下「SCCJ」)と、人が一生涯の健康・医療情報を自ら管理するPHR(パーソナルヘルス・レコード)を活用して新型コロナウイルス感染拡大に伴い時限的に規制緩和されるオンライン診療を推進するために連携を強化していくことを決めましたので、お知らせします。

※SCCJが運営する「ポケットカルテ®」WEBサイト (表示内容はイメージ)

※「カルテコ」をPCで表示した時の画面 (表示内容はイメージ)

「ポケットカルテ®」は、独立行政法人国立病院機構京都医療センター-医療情報部長の北岡有喜博士が考案・開発した個人向け健康情報管理サービス基盤です。2008年6月にサービスを開始、現在の利用者は約6万1500人(2020年1月末時点)。患者は電子化・一元管理された健康・医療情報をスマートフォン(スマホ)などで簡単に閲覧できます。特定健診結果も保管でき、それをもとに保健指導を受けることができます。また、紹介状(診療情報提供書)や入院退院サマリーの管理ができるほか、「電子版お薬手帳」の機能も備えています。

MDVは患者がスマホなどで健康・医療情報を閲覧できるWEBサービス「カルテコ」を開発、病院向けソリューション「CADA-BOX」のメインサービスとなっています。「カルテコ」では医用画像や健診結果のほか、自分で計測した血圧などのバイタルデータの保管・閲覧が可能です。現在、全国7病院でサービスが稼働しており、利用者は約2万2000人(2019年12月末時点)。SCCJとMDVのそれぞれのサービスは国の医療情報システムの安全管理に関するガイドラインなどに準拠しており、病院情報システム等から発生した健康・医療情報を収集、患者からの同意取得の上で、自身が健康・医療情報を保管・閲覧できる仕組みを提供しています。

安倍晋三首相は7日夜に緊急事態宣言を発出、併せて緊急経済対策を公表しました。同対策ではオンライン診療について、受診歴がない初診患者に電話や情報通信機器を使ったオンライン診療を認めました。この規制緩和で既往歴や処方歴など、患者のバックグラウンドを把握せずに診療することになり、これに対して不安を抱える医療者は少なくありません。ポケットカルテ®とカルテコがその不安を軽減し、オンライン診療の推進につながると期待しています。

SCCJとMDVは、ポケットカルテ®とカルテコが連携するサービスを開発・提供することで合意しました。今後、オンライン診療に携わる医療者に対して、PHRがエビデンスに基づいた患者情報を入手する最適なツールであることを周知するとともに、患者がオンライン診療をより容易に受けられるよう、さらなる機能強化を図っていきます。

NEWS RELEASE
 2020年5月11日
 メディカル・データ・ビジョン株式会社 (東証一部 3902)

オンライン診療支援で「医師BANK」を構築へ 医療機関・医師が不安なく診療できる環境整備

医療情報のネットワーク化を推進するメディカル・データ・ビジョン株式会社(東京都千代田区、代表取締役社長 岩崎博之、以下「MDV」)は、全国の医療機関や医師が不安なくオンライン診療に取り組めるよう「オンライン・ドクターバンク」を構築します。過去の受診歴や処方歴などを持つ患者が、同バンクに登録した医療機関や医師のオンライン診療を受けられるようになります。人が一生涯の健康・医療情報を自ら管理できるPHR(パーソナルヘルスレコード)システムを活用し、6月頃に第1弾のサービスを提供します。

「オンライン・ドクターバンク」には、オンライン診療を実施する医療機関や医師に登録してもらい、働く世代で医療機関に行く時間のない人や、慢性疾患で定期受診をして処方してもらったのが困難になった人などが、同バンクに登録した医療機関や医師のオンライン診療を受けられるよう構築します。MDVはオンライン診療について、患者情報が乏しいと適切な医療が提供されないと考え、今回、「オンライン・ドクターバンク」を構築することにしました。

MDVは、患者がスマートフォンなどで健康・医療情報を閲覧できるPHRサービス「カルテコ」を開発、現在全国7病院でこのサービスが提供されています。「カルテコ」では、診療情報、医用画像や健診結果のほか、自分で計測した血圧などのバイタルデータの保管・閲覧が可能です。「オンライン・ドクターバンク」では、「カルテコ」を活用してオンライン診療を後押しする環境を整備します。

■厚労省「患者情報把握した上で診断・処方」

政府は4月7日に緊急事態宣言を発令、併せて新型コロナウイルス感染症緊急経済対策を公表しました。同対策ではオンライン診療について、受診歴がない初診患者に電話や情報通信機器を使ったオンライン診療を認めました。

これに関連して厚生労働省は10日、「診療の際、できる限り、過去の診療録や診療情報提供書などにより患者の基礎疾患の情報を把握・確認した上で診断や処方を行うこととする事務連絡を発出しています。

MDVがオンライン診療について、病院を対象に緊急アンケートをしたところ、回答した250病院のうち、「実施しない」が4割強で、その理由を複数回答で聞いたところ、「環境が整っていない」「診療に対する責任が不明確」「患者情報が少ない」などの意見がありました。

【アンケート結果】

- 実施する: 15.2% (38 病院)
- 実施しない: 41.2% (103 病院)
- 分からない: 43.6% (109 病院)

(250 病院)

＜本件に関するお問い合わせ先＞
 メディカル・データ・ビジョン株式会社 広報：君塚・赤羽
 MAIL：pr@mdv.co.jp TEL：080-9023-1506

Contacts

<https://www.mdv.co.jp/contactus/form.php?classification=7>

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