

FY2019 1Q Financial Results

Medical Data Vision Co,Ltd.

(Code: 3902)

May 13th, 2019



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Target for December 2019

Expand orders for
CADA-BOX

Achieved 22 new clients
(Sales from 13 clients are
included in FY2019 sales)

Make our key subsidiaries
profitable



MDV
Trial

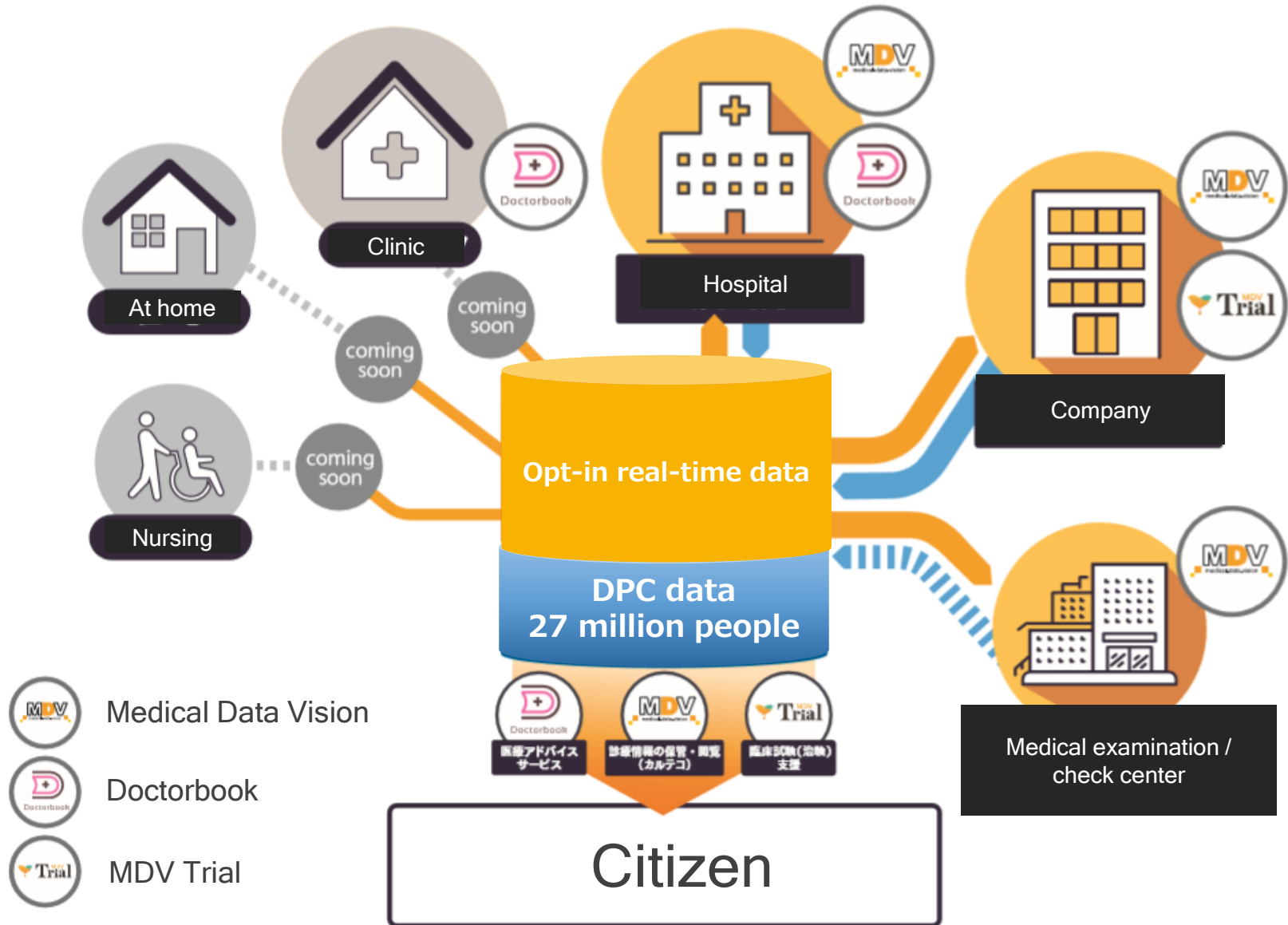
Sales: JPY 160 mil
Profit: JPY 36 mil



Doctorbook

Sales: JPY 223 mil
Profit: JPY 1 mil

Unify and utilize medical and health data



A decorative graphic consisting of three orange squares of varying sizes arranged in a diagonal pattern to the left of the title.

FY2019 1Q Financial Summary

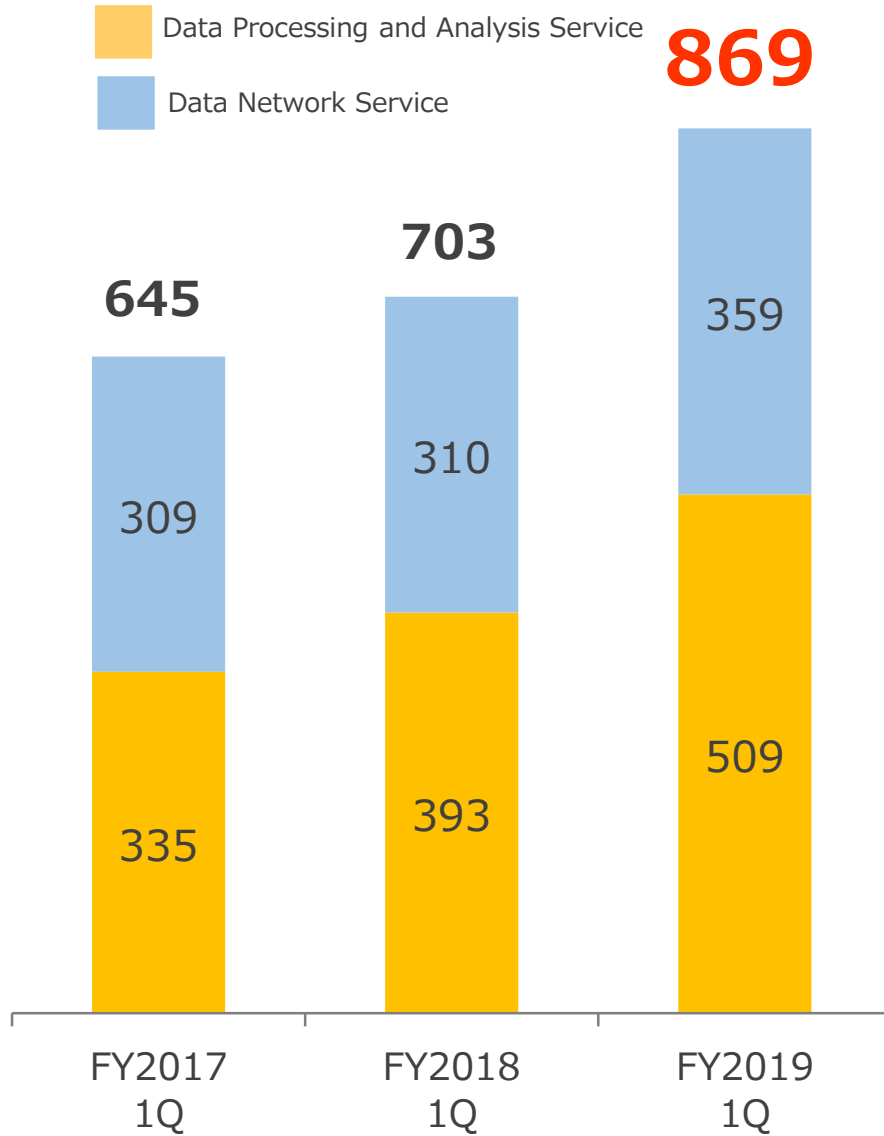
Two horizontal bars, one orange and one yellow, extending across the width of the slide below the title.

Financial Summary

Figures: Million Yen

	FY2017 1Q	FY2018 1Q	FY2019 1Q	YoY	FY2019 prospect	Progress rate
Sales	645	703	869	123.5%	4,250	20.5%
Operating Income	64	-31	102	—	500	20.5%
Operating Margin	9.9%	—	11.8%	—	11.8%	—

Figures : Million Yen



YoY
123.5%

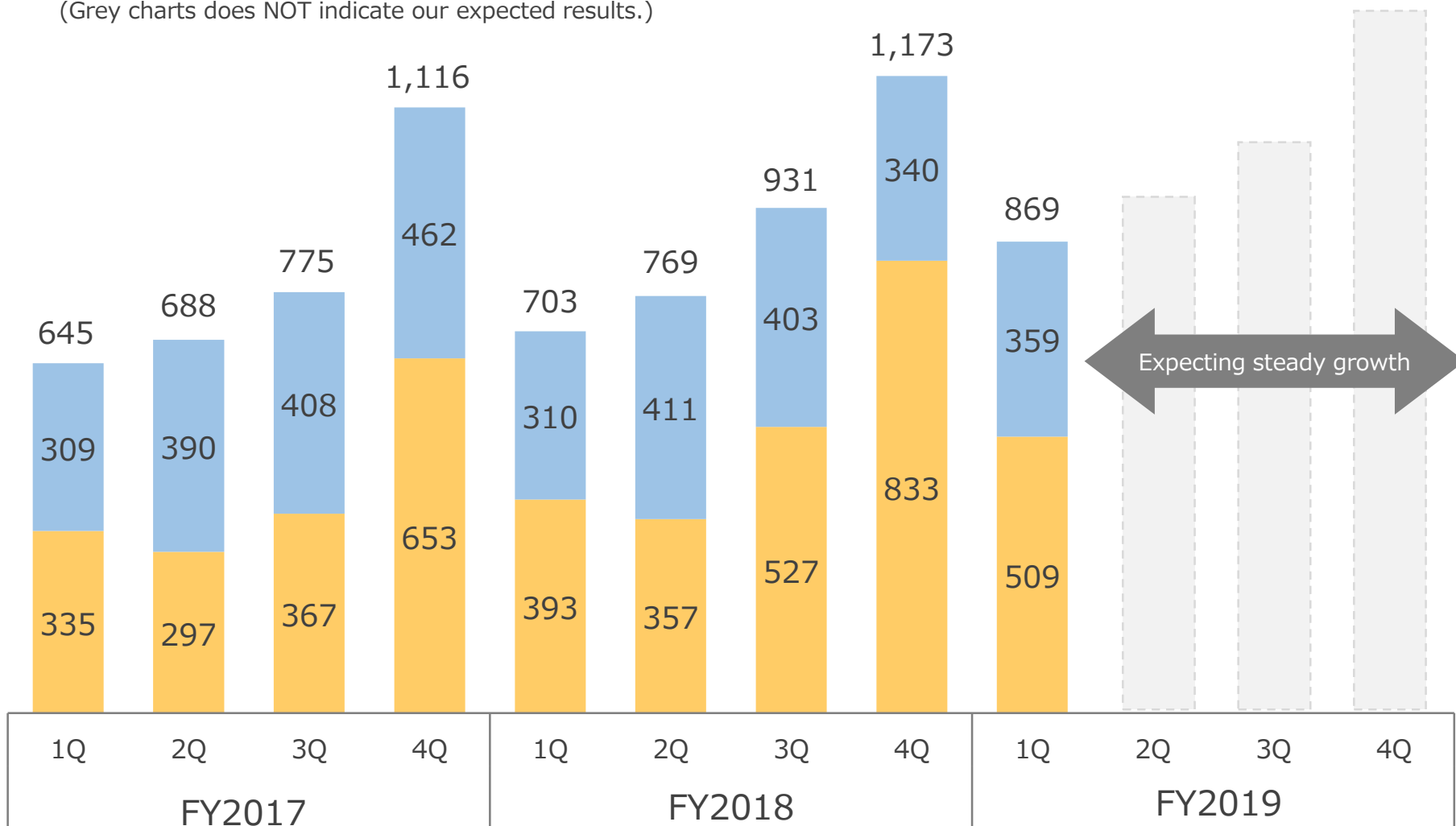
四半期毎の売上高推移

Figures : Million Yen

■ Data Processing and Analysis Service

■ Data Network Service

(Grey charts does NOT indicate our expected results.)

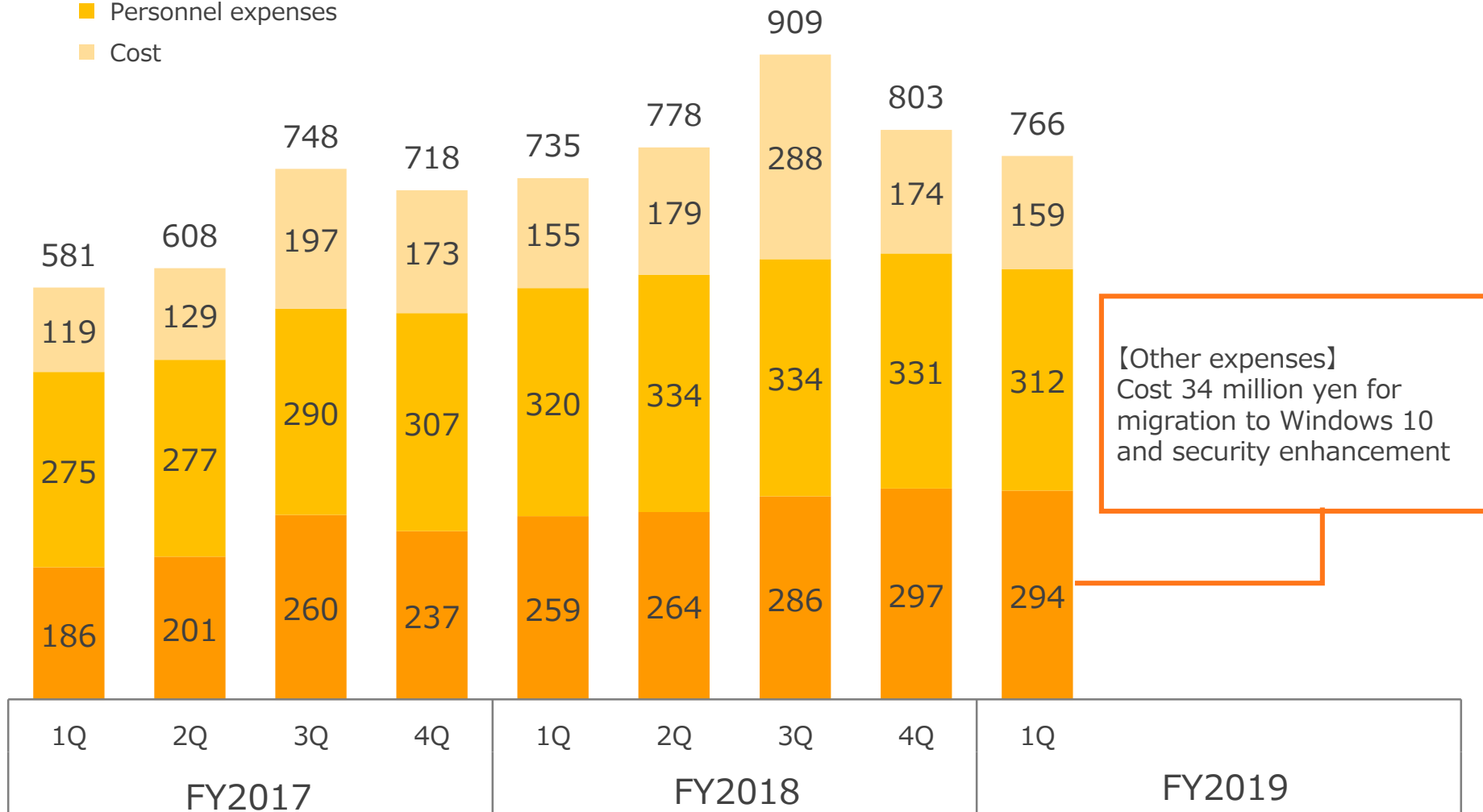


← Expecting steady growth →

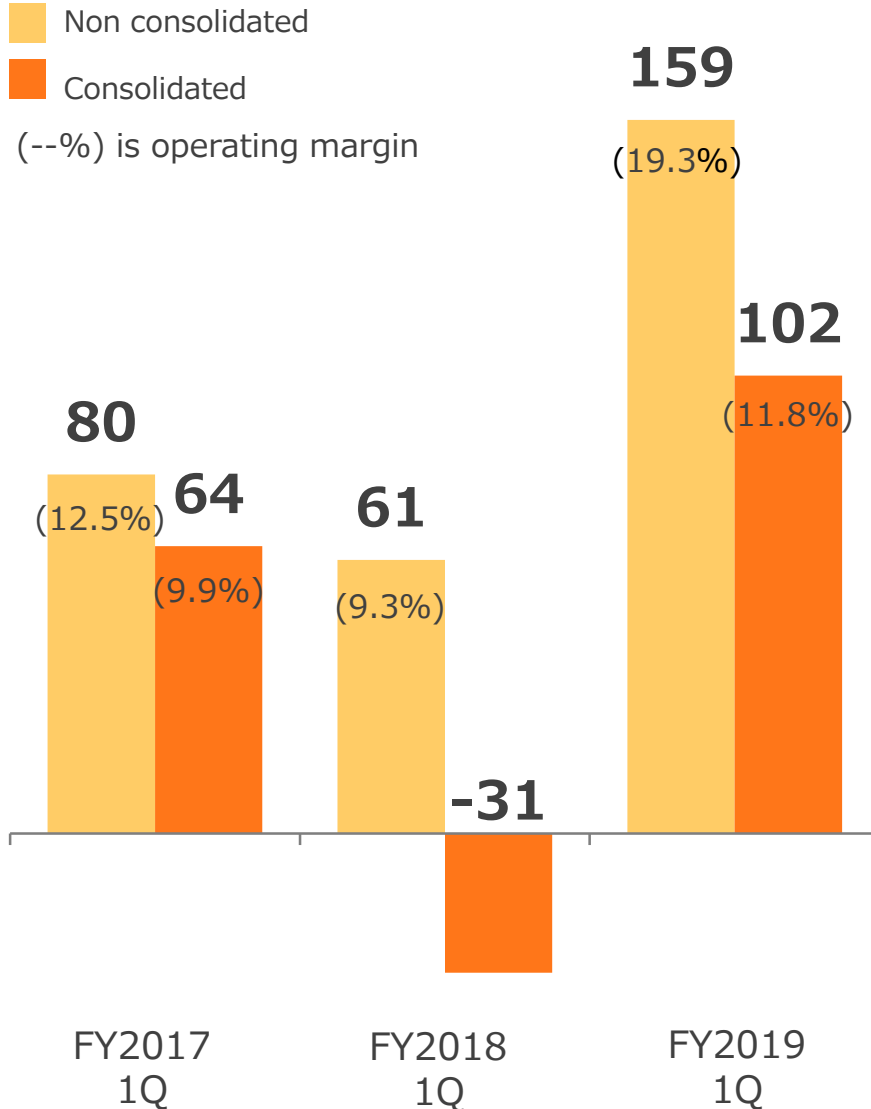
Quarterly cost trends

Figures : Million Yen

- Other
- Personnel expenses
- Cost



Figures : Million Yen

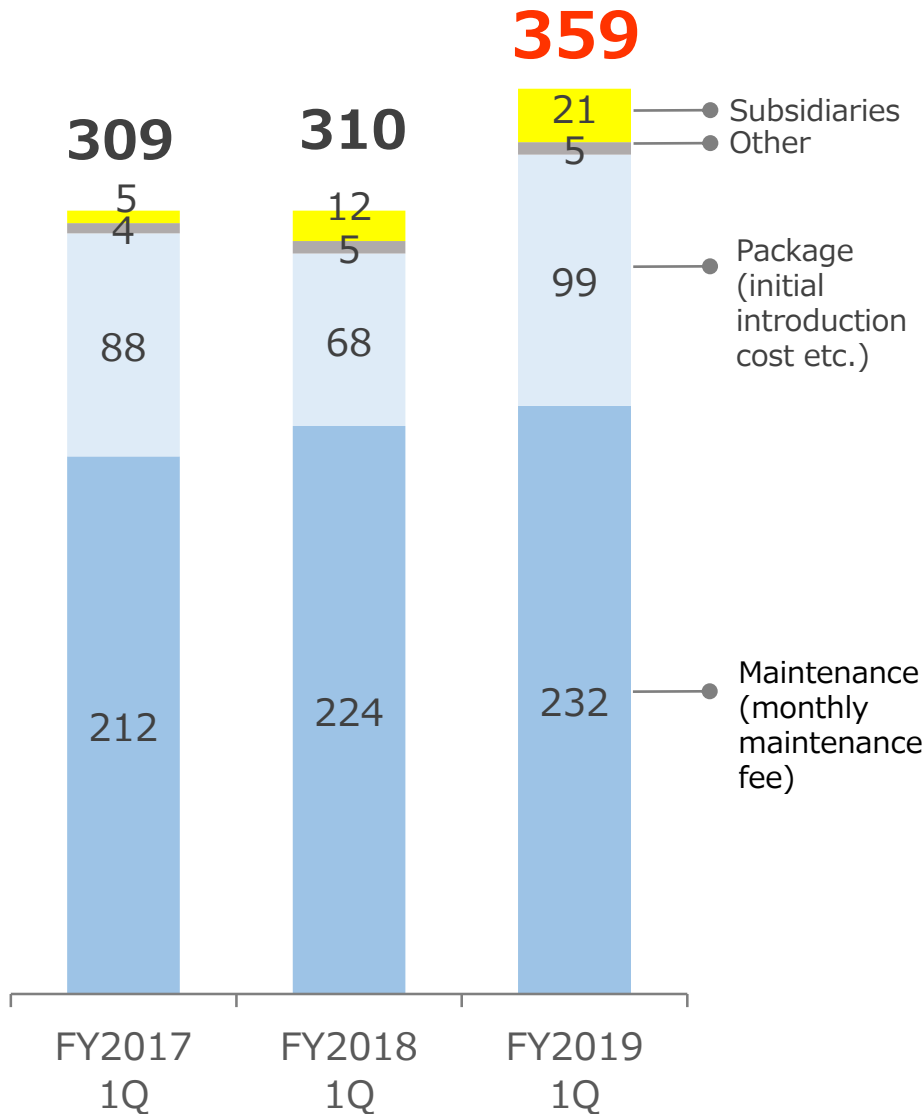


Both consolidated and non consolidated individual profit margins increased

[Consolidated subsidiaries]

- From Apr 2015: CADA (CADA payment)
- From Jan 2017: Doctorbook (dentist networking)
- From Feb 2017: MDV Consumer Healthcare (wil be discontinued)
- From Jul 2017: MDV trial (Clinical trial)
- From Jan 2018: MDV New Connect (IT system)

Data Network Service



YoY 115.8%

● **CADA-BOX**

- 7 of existing clients
- 0 clients on 1Q
- 0 clients from the end of FY2018
- +2 clients from FY2018 1Q

● **EVE**

- 791 of existing clients
- +6 clients on FY2019 1Q
- YoY +4 clients
- -10 clients from end of FY2018

● **Medical Code**

- 271 of existing clients
- +1 client on 1Q
- +10 from FY2018 1Q
- -3 from the end of FY2018

(EVE and Medical Code contracts are likely to be terminated in case of reorganization of client hospital.)

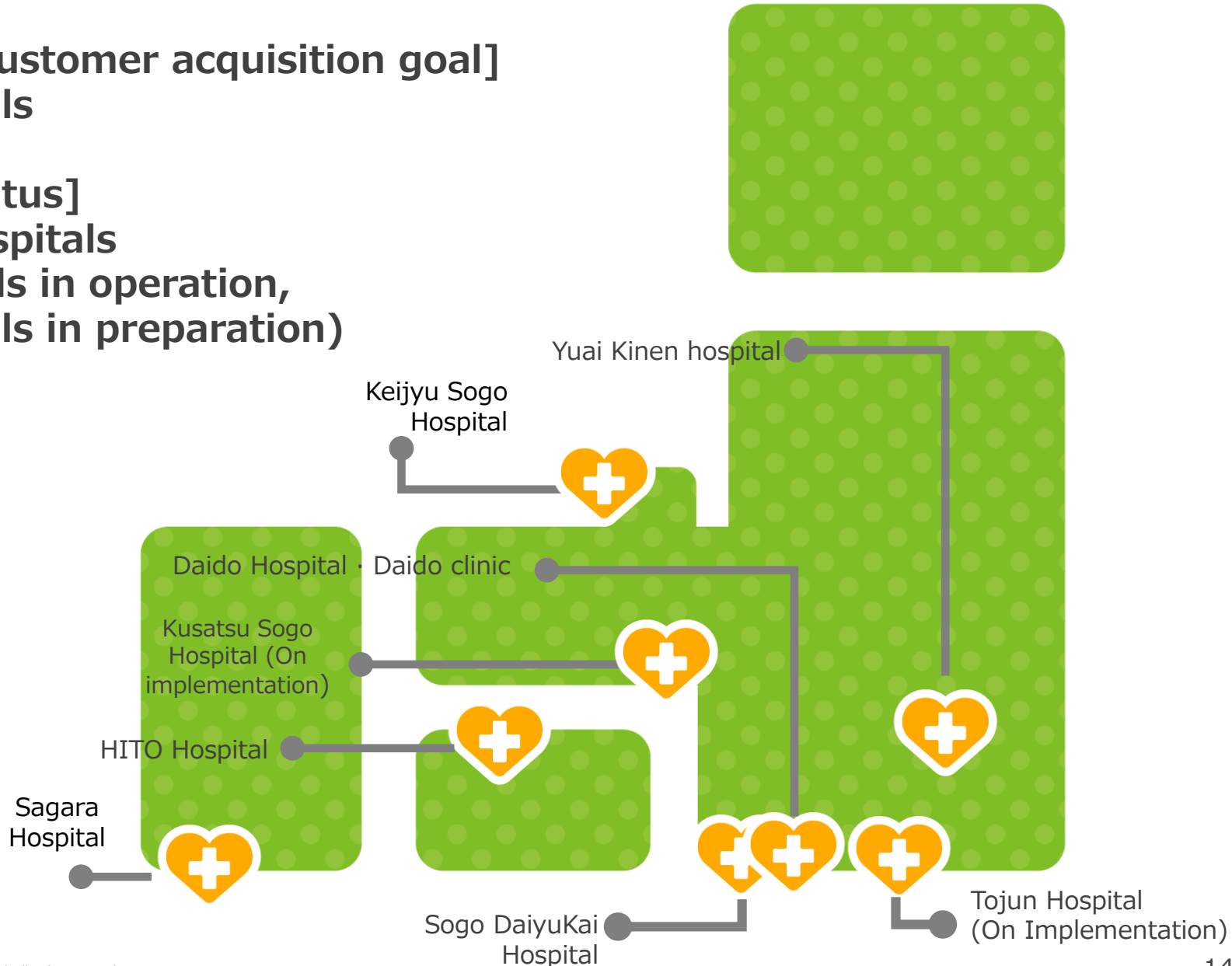
● **Subsidiaries (Mainly Doctorbook)**

- JPY 19 mil (YoY 191.6%)
- MDV Trial is in scope of consolidation from FY2017 3Q

Existing clients of CADA-BOX (May 13, 2019)

[FY2019 customer acquisition goal]
22 hospitals

[Order Status]
Total 8 hospitals
(6 hospitals in operation,
2 hospitals in preparation)



Prospect client (expect closing in this term)

4 hospitals

Prospective client

Around 40 hospitals

FY2019 Target number of new orders

22 hospitals

Existing clients

8 hospitals

30 hospitals

Planning to start a new data business



Existing clients of our medical system

Figures : hospitals

Plans and goals

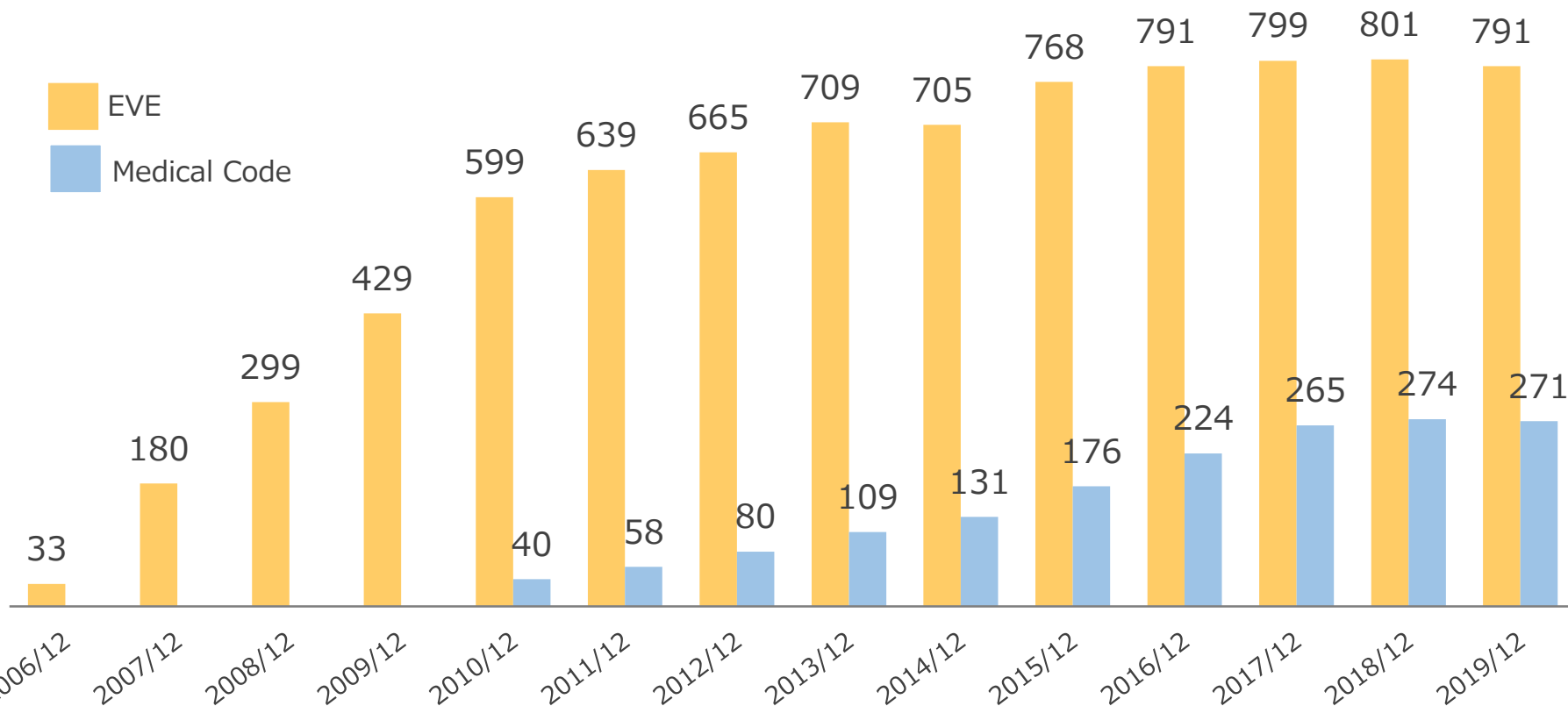
- Establish a new rounder team to support users and therefore prevent cancellation

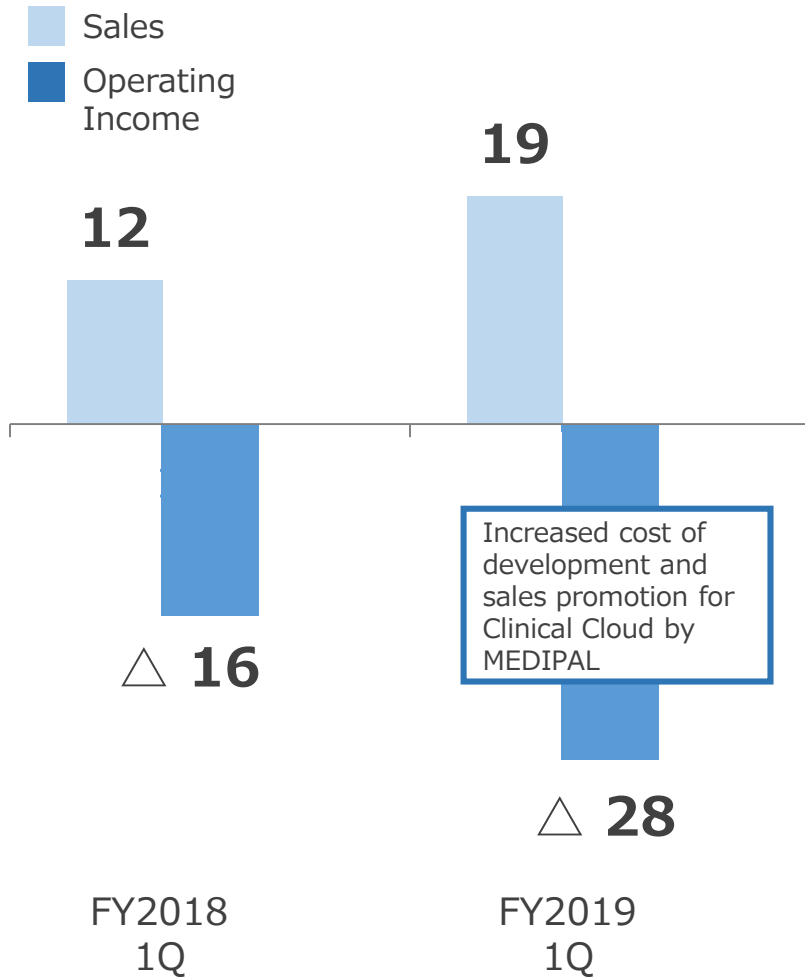
EVE

- Maintain current 45% market share among DPC hospitals
- Planning to release a management dashboard function

Medical Code

- Aim to introduce around 800 hospitals





Doctor network business

Expect 15% of Japanese dentists to join our network

【FY2019 Plan】

Sales: JPY 223mil

Operating income: JPY 1 mil

Launched Clinical Cloud by MEDIPAL, an website co-operated with Medipal

<https://clinicalcloud.jp/>

- Developing a business for pharmaceutical companies utilizing the clinician network.
- Expanding data utilization business by accumulating clinic data.

Deliver rich information content for healthcare professionals

Clinical Cloud by MEDIPAL

キーワード

検索

 診断群から探す MDC	 医療資格で探す Certification	 医療機関 Institution	 大学・医局 Medical office	 学会 Academia	 製薬企業 Manufacturers	 プロダクト Products	 経営 Education Package
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腎・尿路系疾患及び男性生殖器系疾患

more >>

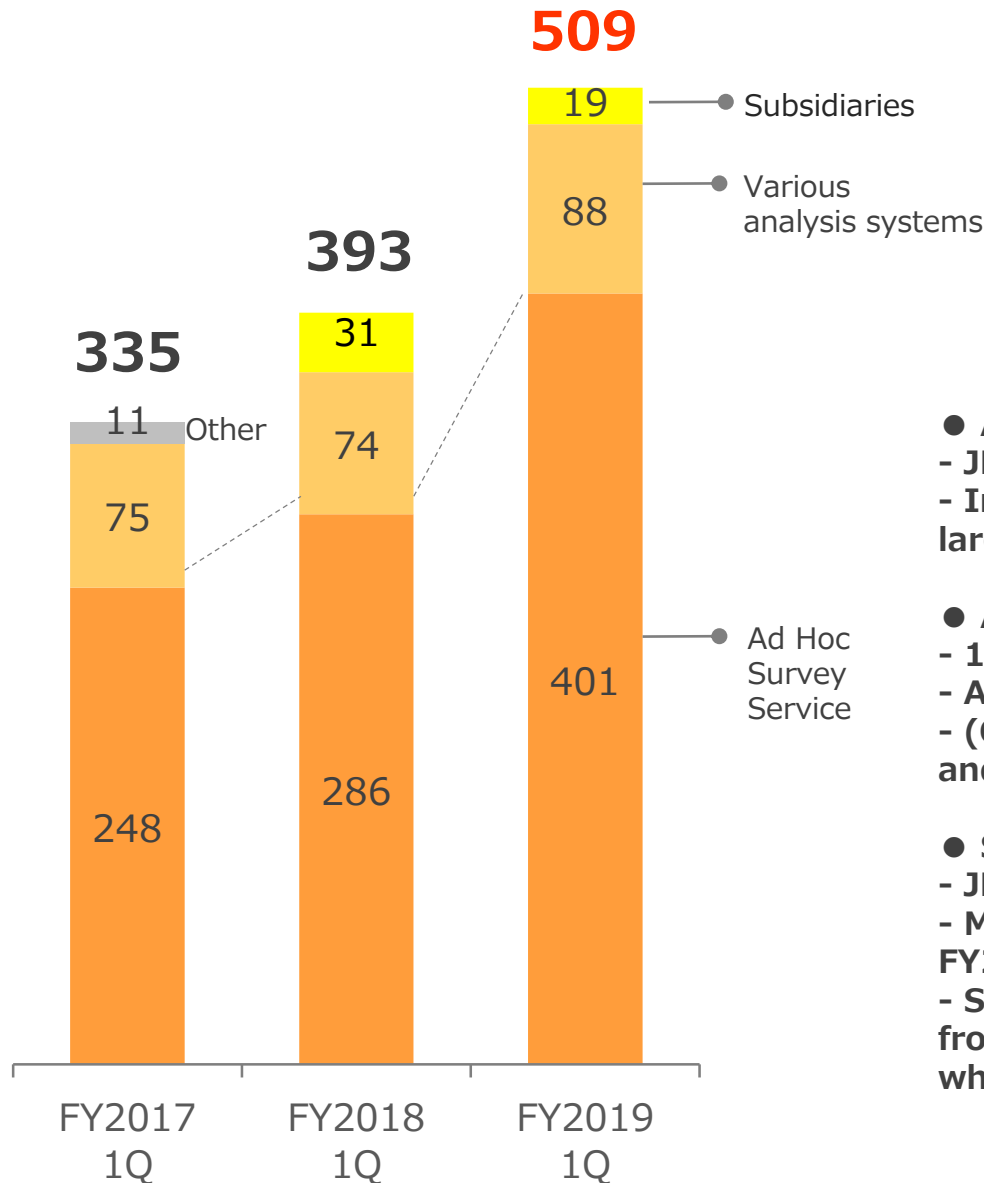
女性生殖器系疾患及び産褥期系疾患・異常妊娠分娩

more >>

血液・造血器・免疫臓器の疾患

more >>

Data Processing and Analysis Service



YoY 129.7%

- Ad hoc research service
 - JPY 401 mil (140.1% YoY)
 - Increased the number of projects (some are large projects)
- Analysis systems (MDV analyzer etc.)
 - 18 existing clients
 - Achieved 1 new client on 1Q
 - (On FY2018, 1 client stopped using the system and switched to ad hoc research service)
- Subsidiaries (mainly MDV Trial)
 - JPY 19 mil(100.6% YoY)
 - MDV Trial is in in our scope of consolidation from FY2017 3Q
 - Sales of FY2018 1Q includes JPY 11 mil sales from MDV Consumer Healthcare, a subsidiary which we decided to discontinue the business.

■ Sales
■ Operating Income



Data utilization clinical trial business

【FY2019 Plan】

Sales: JPY 160 mil

Operating income: JPY 36 mil

Partnered with the Iwai Medical Foundation.
Begun clinical trials based on medical data.



Appendix



Sales analysis

Figures : Million Yen

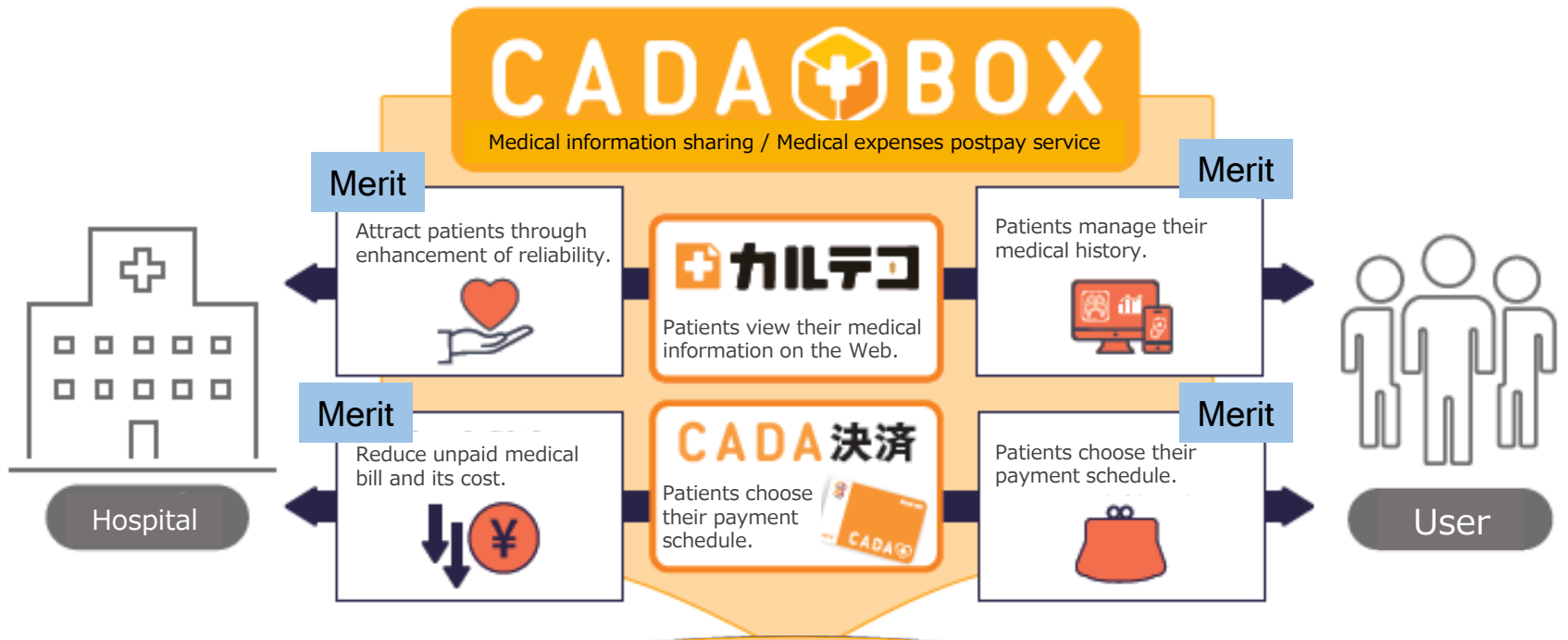
		FY2017 1Q		FY2018 1Q		FY2019 1Q		YoY
			Sales ratio		Sales ratio		Sales ratio	
Network	Maintenance	212	32.9%	224	31.9%	232	26.8%	103.5%
	Package	88	13.7%	68	9.7%	99	11.4%	145.6%
	CADA-BOX	0	0.0%	0	0.0%	0	0.0%	—
	Other	4	0.6%	5	0.8%	5	0.7%	110.6%
	Subsidiaries	5	0.8%	12	1.7%	21	2.5%	177.7%
Total		309	48.0%	310	44.1%	359	41.4%	115.8%
Utilization	Ad hoc	248	38.5%	286	40.7%	401	46.2%	140.1%
	Analysis systems	75	11.6%	74	10.7%	88	10.2%	118.0%
	Other	11	1.8%	0	0.0%	0	0.0%	—
	Subsidiaries	0	0.0%	31	4.5%	19	2.3%	63.1%
Total		335	52.0%	393	55.9%	509	58.6%	129.7%
Sales		645	100.0%	703	100.0%	869	100.0%	123.5%

[Data network]

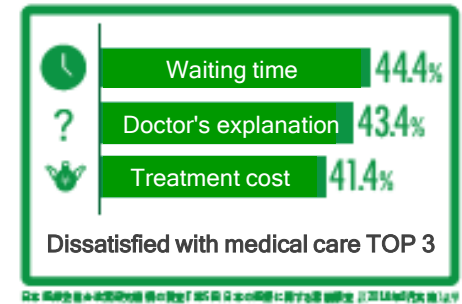
Package: mainly the initial installation costs of "EVE" and "Medical Code"
 ("EVE": 4 million yen, "Medical Code": 8.20 million yen)
 Maintenance: Mainly maintenance costs of "EVE" and "Medical Code"
 ("EVE": 50,000 yen / month, "Medical Code": 100,000 yen / month)
 Subsidiaries: Doctorbook, CADA, MDV New Connect

[Data utilization]

MDV analyzer, etc. .: Annual fee 20 million yen / one company etc.
 Ad hoc: Average unit price: 3.5 to 4 million yen / one project (price varies. Some projects exceeds JPY 10 mil)
 Subsidiaries: MDV Trial, MDV Consumer Healthcare (will be discontinued)



CADA-BOX - An IT system comes with Karteco and CADA payment. Can be linked with medical record systems.



Contacts

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

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