

# FY2019 2Q Financial Results

Medical Data Vision Co,Ltd.

(Code: 3902)

Aug 9th, 2019



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## Target for FY2019

**Expand orders for  
CADA-BOX**

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

**Make our key subsidiaries  
profitable**

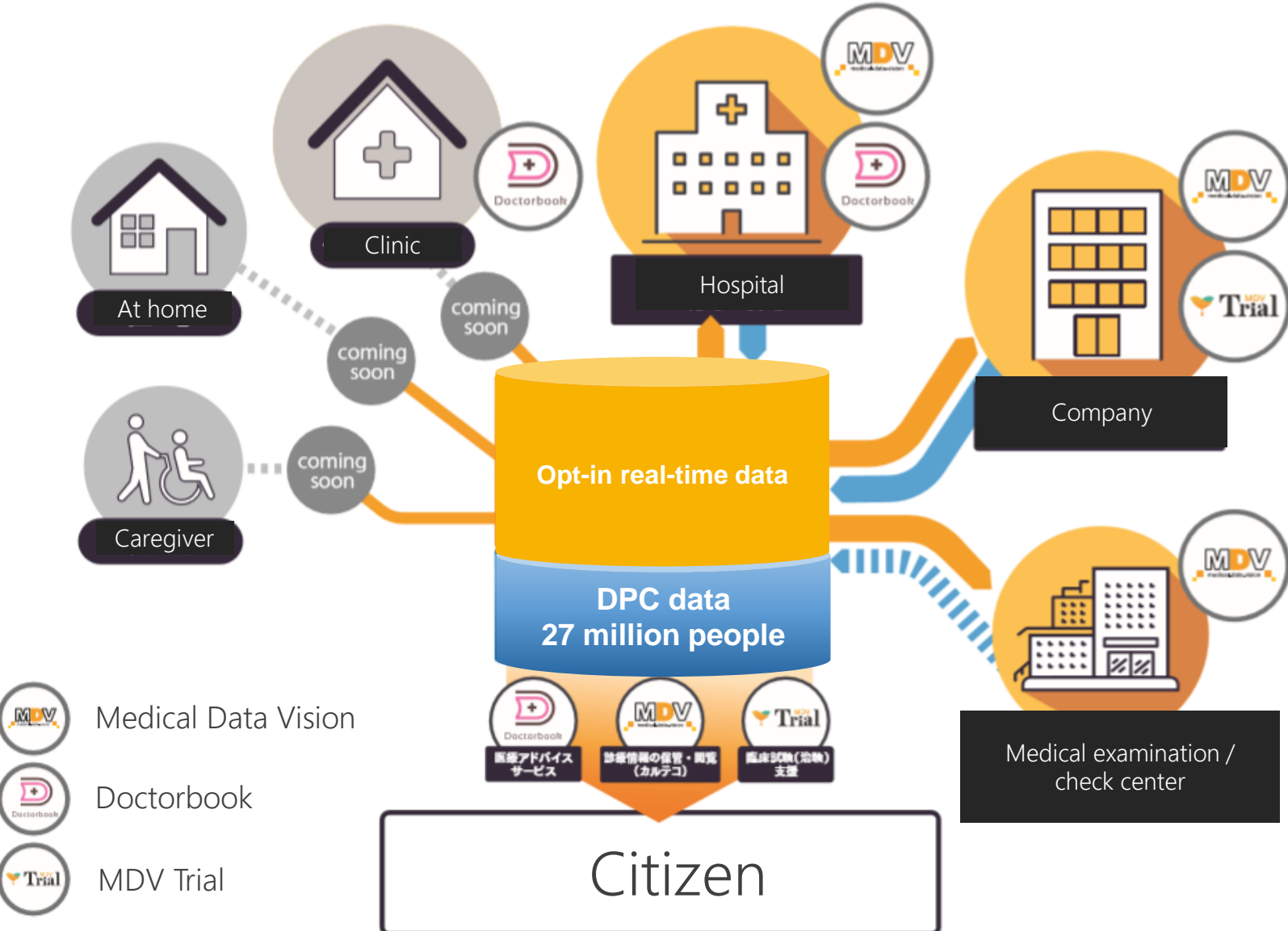


**Sales: JPY 160 mil  
Profit: JPY 36 mil**



**Sales: JPY 223 mil  
Profit: JPY 1 mil**

# Unify and Utilize Medical and Health Data






A decorative graphic consisting of three overlapping orange squares of varying sizes, arranged in a diagonal pattern.


# FY2019 2Q Financial Summary

A wide, horizontal bar composed of two overlapping orange bars. The top bar is a darker shade of orange, and the bottom bar is a lighter shade, creating a layered effect.

## Good Points

- **Both 2Q sales and 2Q profit reached record high**  P8  
Sales: 121.3% YoY  
Operating income: Recovered from deficit and recorded JPY 270 mil operating profit
- **Sales from data utilization services growing steadily**  P21  
YOY 140.3%
- **Doctorbook's new business for pharmaceutical companies is progressing**  P18

## Bad Points

- **CADA-BOX sales is behind our target**  P15  
Might not be able to achieve goal, achieve 22 hospitals.  
Approaching good amount of prospective clients with a need of regional medical cooperation.  
This autumn, Chiba University Hospital will start operating CADA-BOX.

# Financial Summary

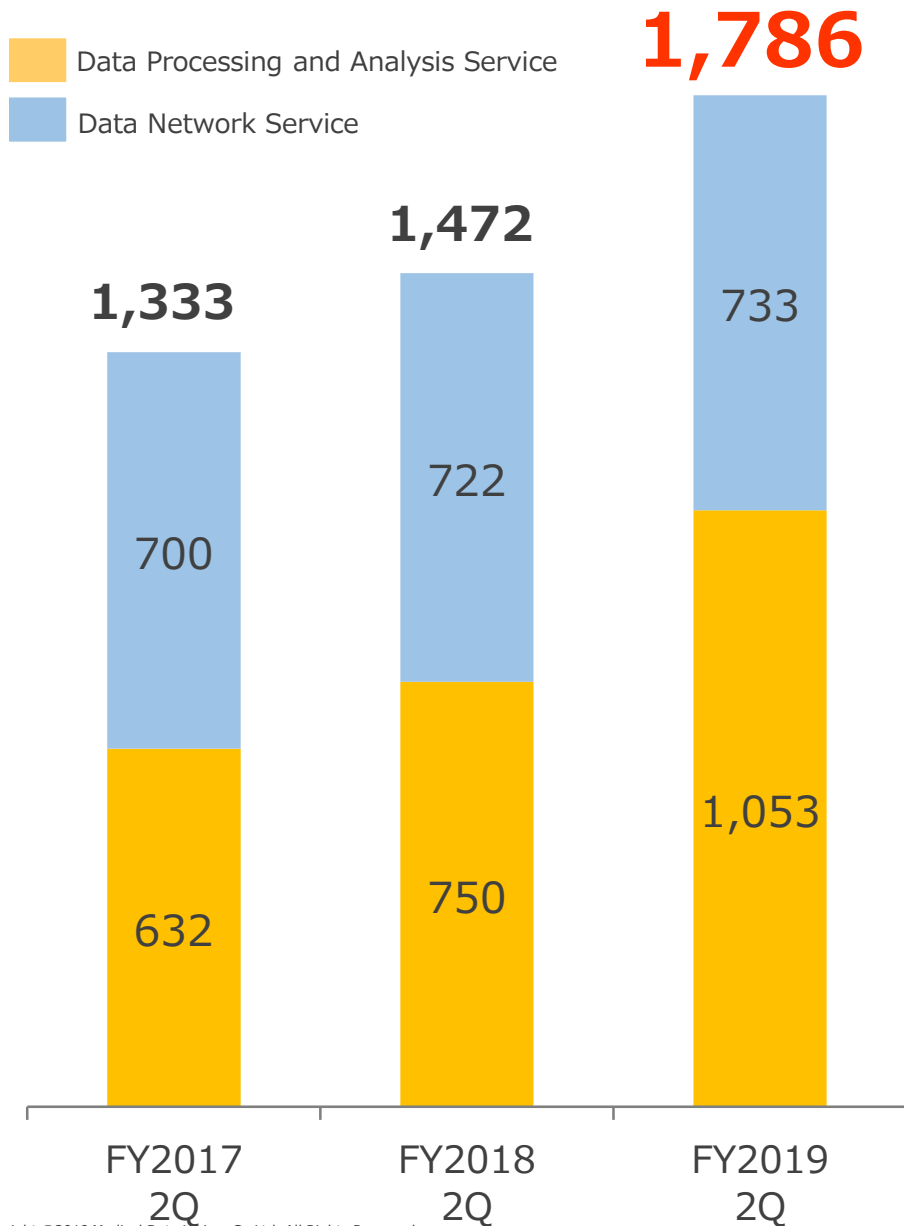
Figures : million yen

	FY 2017 2Q	FY2018 2Q	FY2019 2Q	YoY	FY2019 prospect	Progress Rate
Sales	1,333	1,472	1,786	121.3%	4,250	42.0%
Operating Income	144	-40	270	—	500	54.1%
Operating Margin	10.8%	—	15.1%	—	11.8%	—



# Sales

Figures : million yen

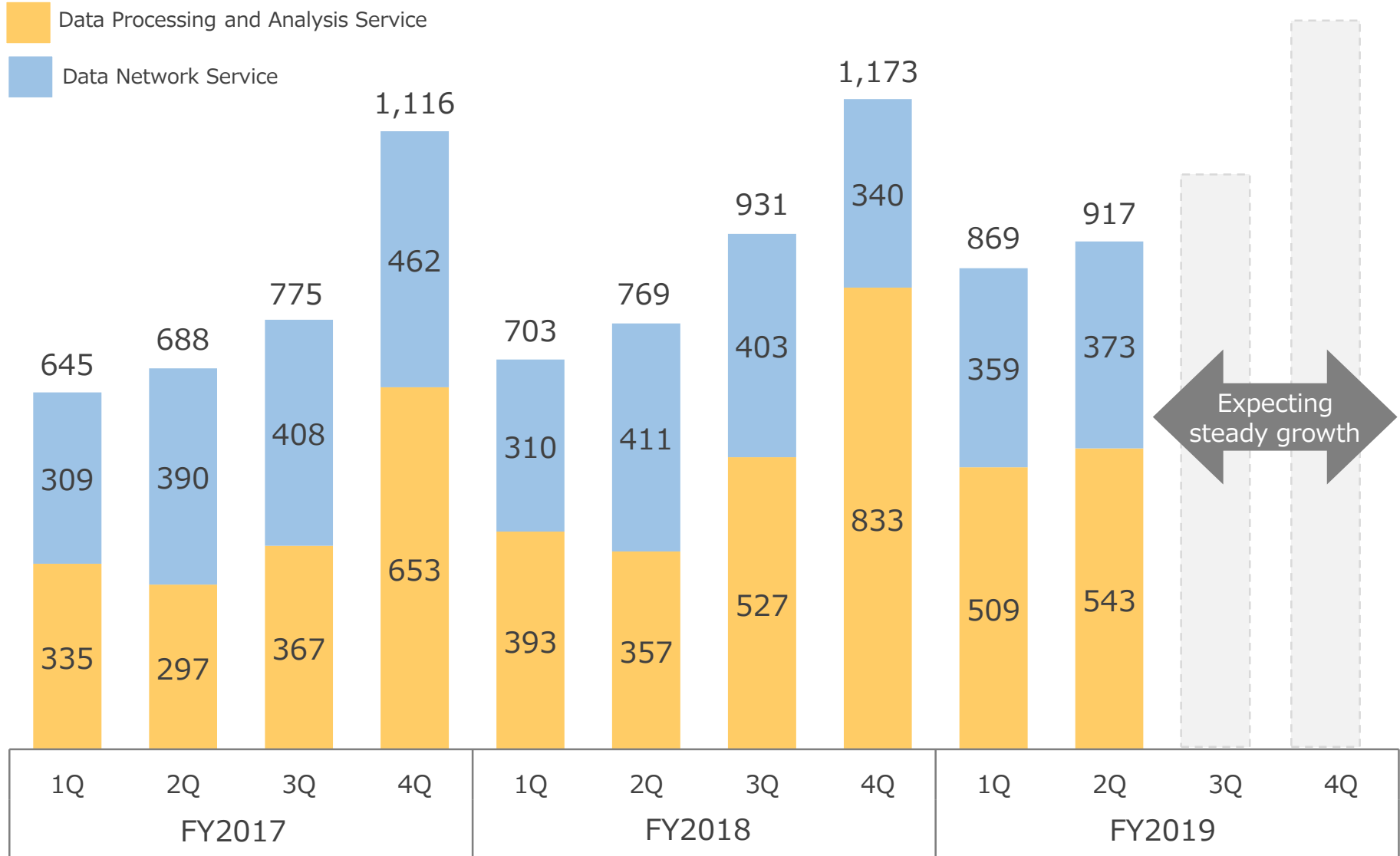


**YoY**  
**121.3%**

# Quarterly sales trend

Figures : million yen

(Grey charts does NOT indicate our expected results.)



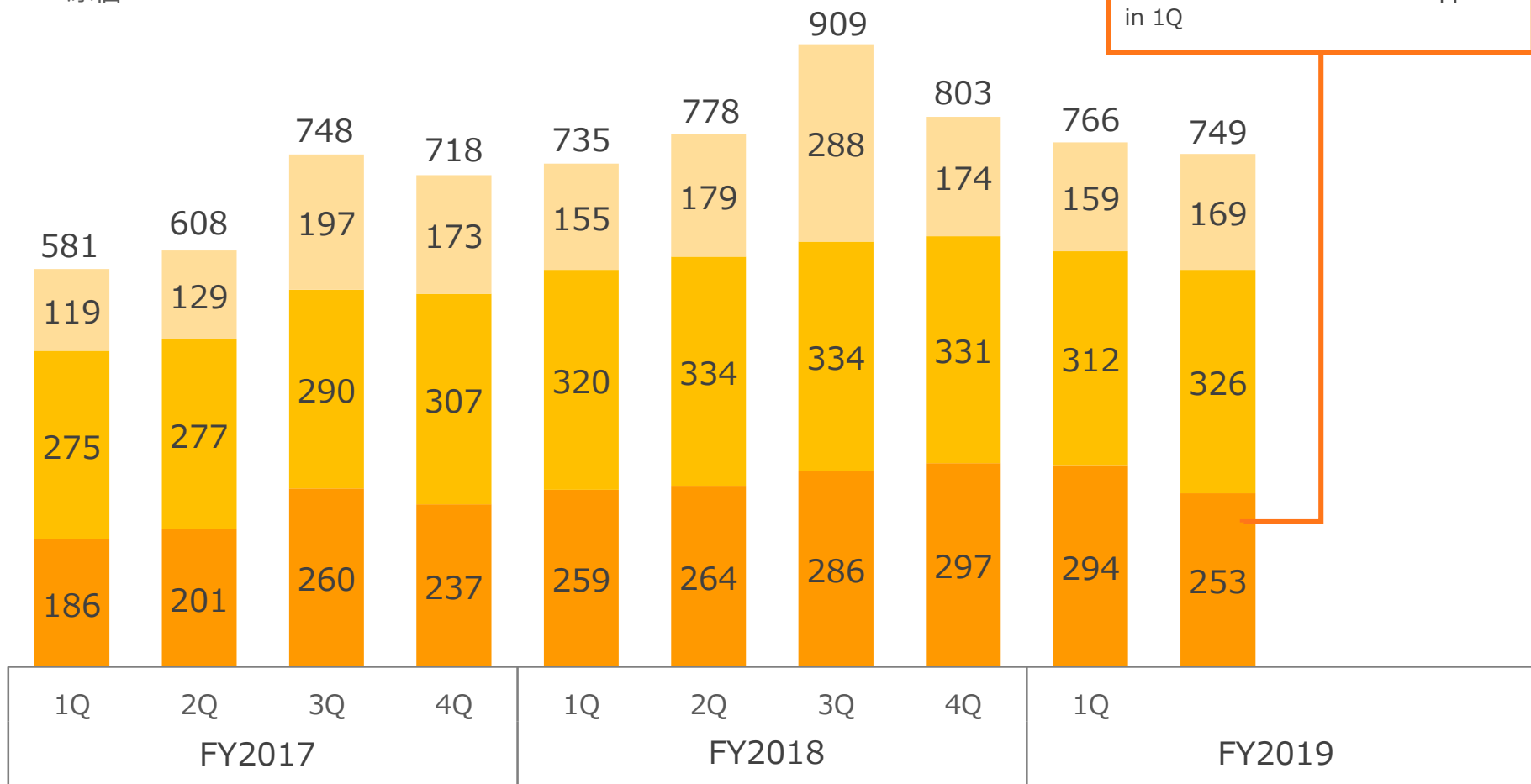
Expecting steady growth

# Quarterly Cost Trend

Figures : million yen

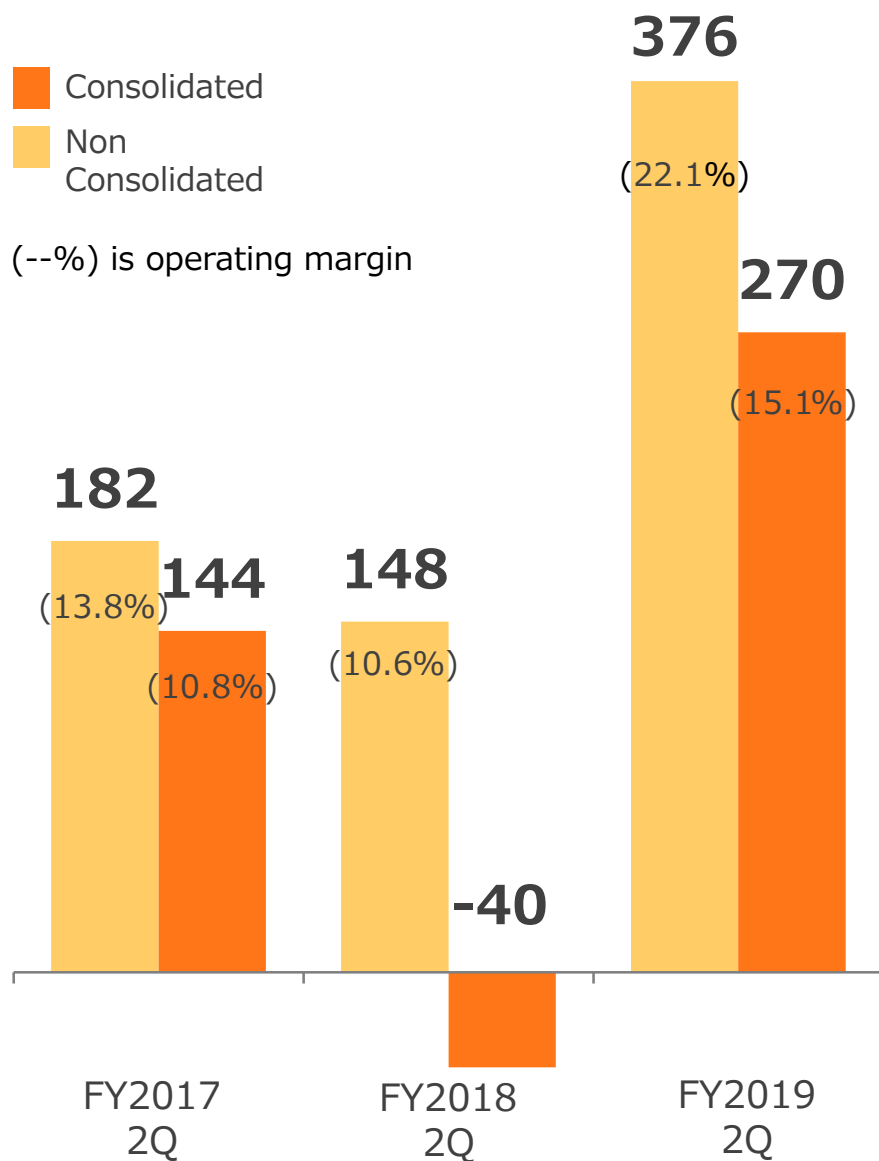
- その他
- 人件費
- 原価

[Other expenses]  
 YoY: Promotion costs decreased due to the abolition of MDV Consumer Healthcare  
 QoQ: PC replacement cost due to termination of Windows 7 support in 1Q



# Operating Income

Figures: million yen



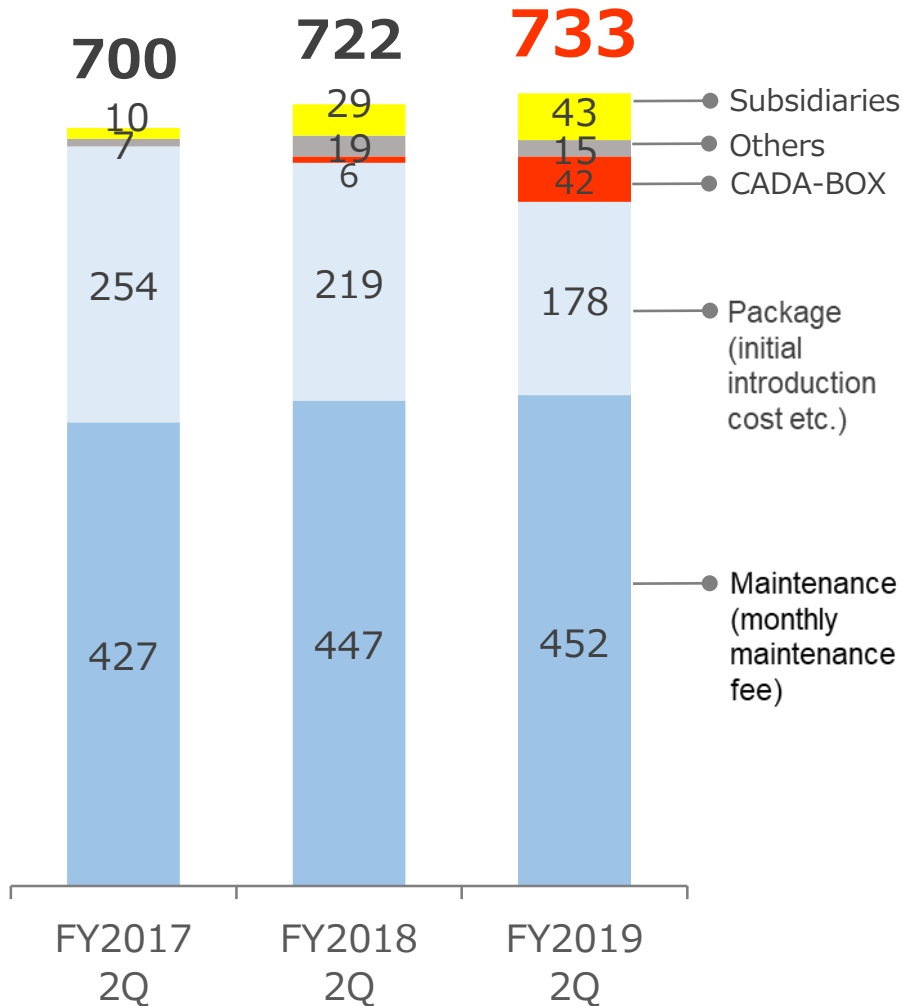
**Both consolidated and non consolidated income marked record high**

[Consolidated subsidiaries]

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

# Data Network Service

## YoY 101.5%



● Number of clients in FY2019 2Q

- CADA-BOX  
Existing: 8, was 7 in FY2018 2Q  
New: Total 1, was 0 on 1Q, was 0 in FY2018 2Q,
- EVE  
Existing: 790, was 802 in FY2018 2Q,  
was 801 at the end of FY2018  
New: Total 9, was 6 in 1Q, was 15 in FY2018 2Q
- Medical Code  
Existing: 275, was 269 in FY2018 2Q,  
was 274 at the end of FY18  
New: Total 13, was 6 in 1Q, was 14 on FY2018 2Q

● Subsidiaries (mainly Doctorbook)  
JPY 39 mil (YoY 156.6%)

\* Doctorbook has been consolidated from 1Q 2017

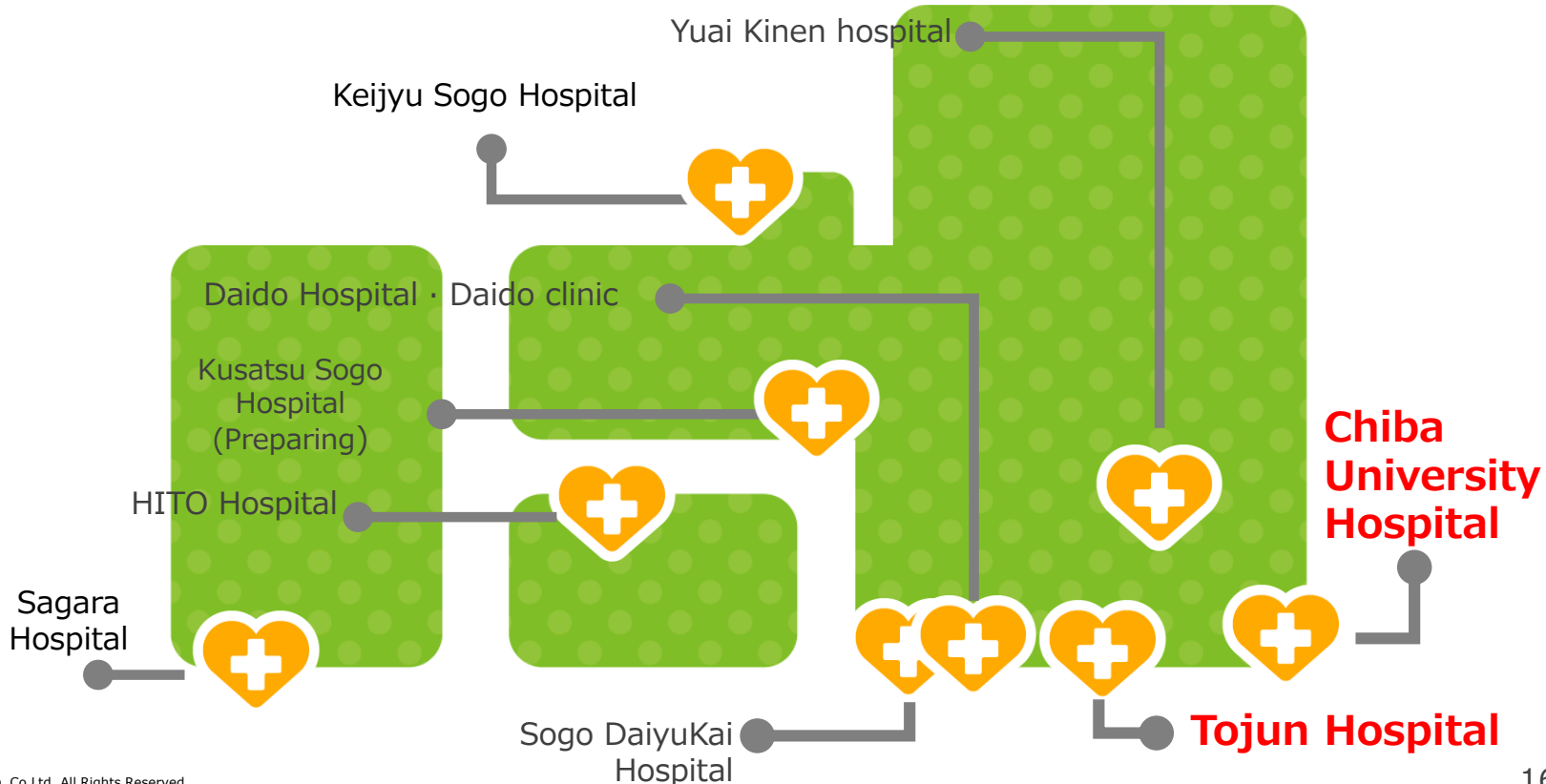
# Sales Progress of CADA-BOX (Aug 9th, 2019)

<b>Got order</b>	1 hospital + 1 organization
<b>Likely to get order</b>	2 hospitals + 2 organizations
<b>Approaching</b>	Approx. 30 hospitals + 4 organizations
<hr/>	
<b>Total orders</b>	8 hospitals + 1 organization
<b>FY 2019 Sales goal</b>	22 hospitals (Not likely to achieve)

**Keep Approaching Prospective Clients in the second half**

**Aiming to conclude comprehensive agreements with existing clients.**

**→ Assuming clinical trial use**





# Existing Clients of Our Medical System

Figure: hospitals

## 【Points and Goals】

Established a rounder team to actively support users and prevent cancellation

EVE

Maintain 45% share of DPC hospitals

Medical Code

Aiming to introduce about 800 hospitals

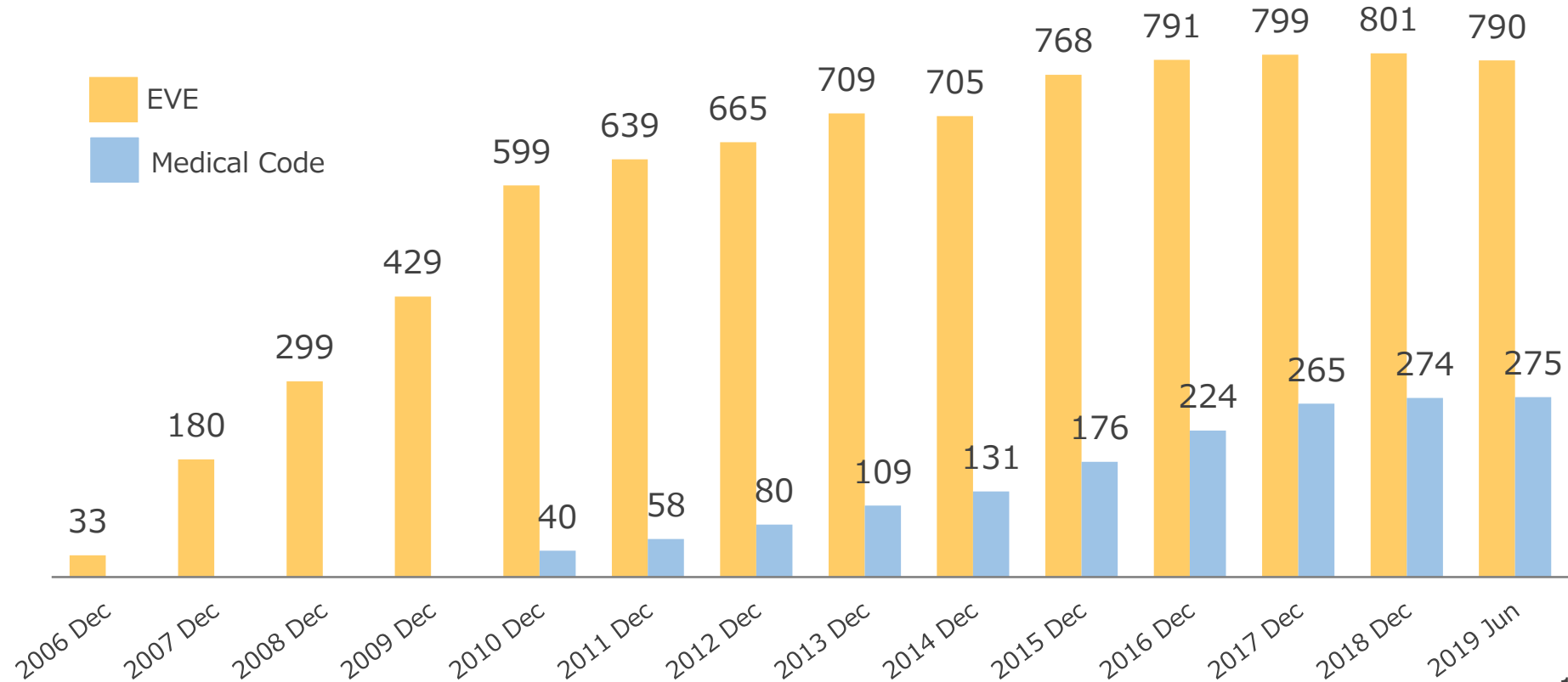
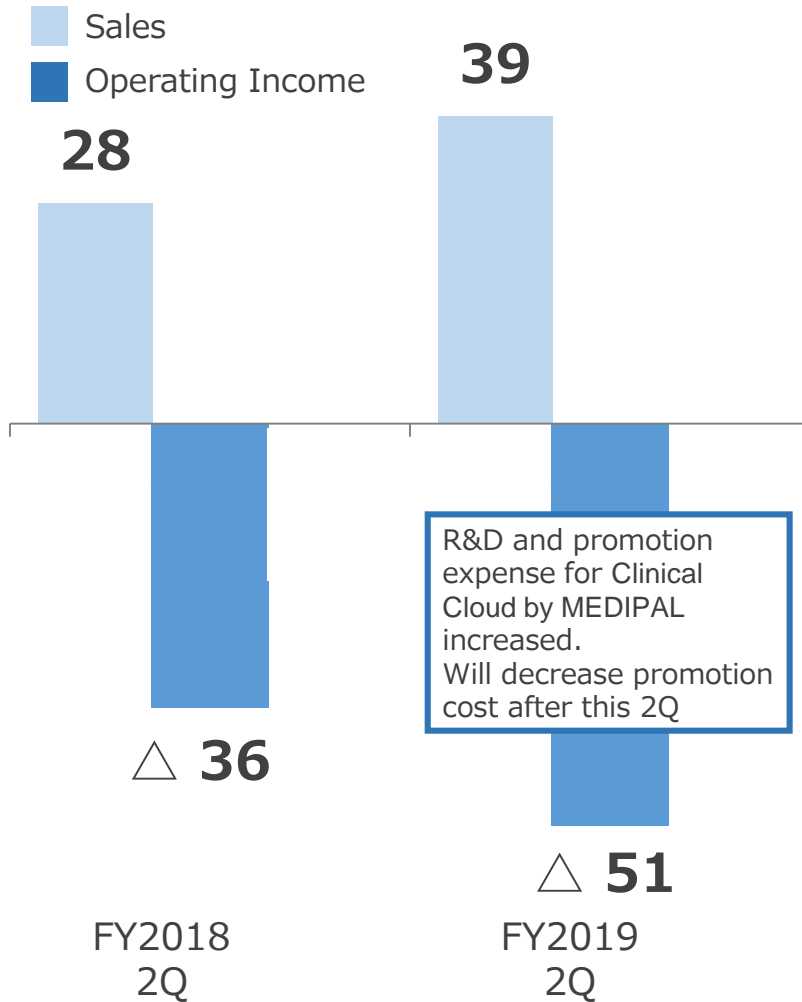


Figure : million yen



## Doctor network business

Expect 15% of Japanese dentists to join our network

【FY2019 Plan】

Sales: JPY 223mil

Operating income: JPY 1 mil

- On Apr 2019, launched Clinical Cloud by MEDIPAL, a website co-operated with Medipal
- Started business for pharmaceutical companies using our clinician network
- Steady progress in dentist business

**On second half, aiming to increase registration of clinicians and establish strong base of business expansion**

## Deliver rich information content for healthcare professionals

Clinical Cloud by MEDIPAL

キーワード

検索

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

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### 女性生殖器系疾患及び産褥期系疾患・異常妊娠分娩

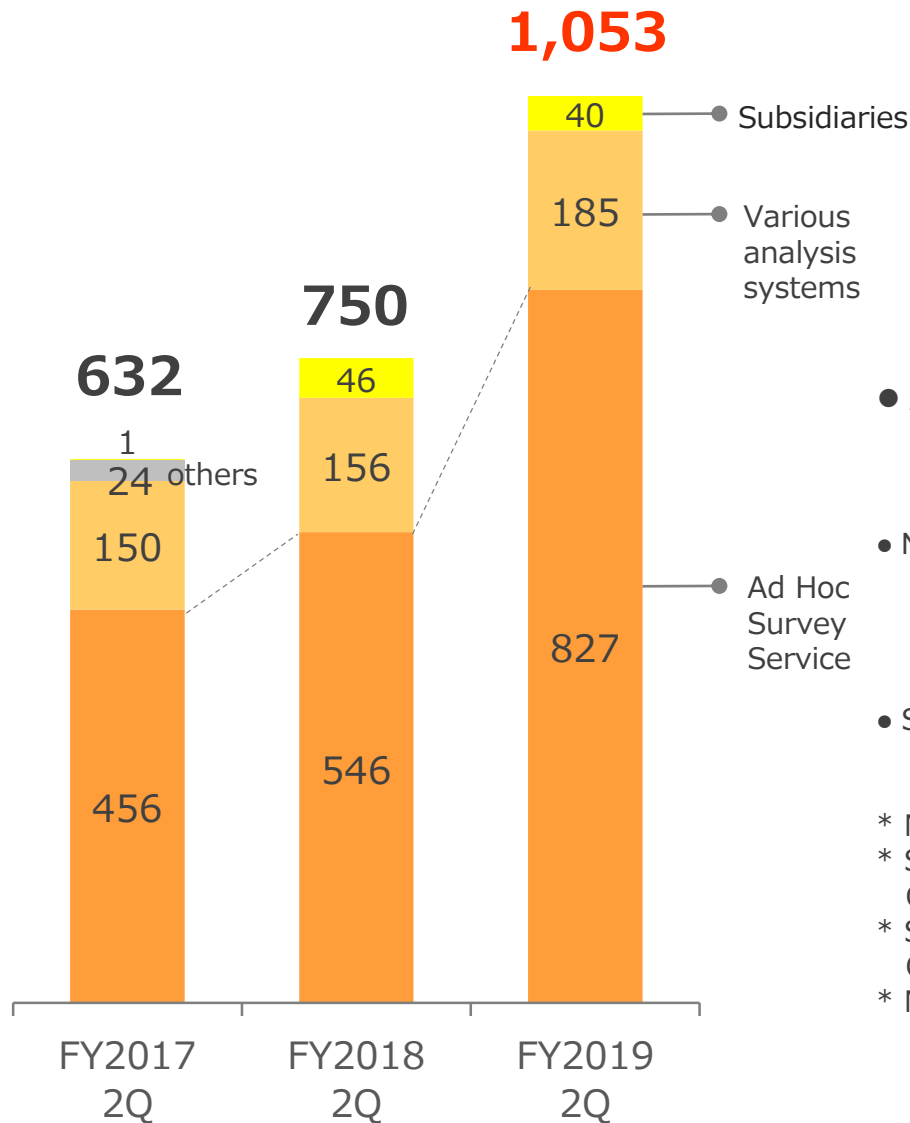
more >>

### 血液・造血器・免疫臓器の疾患

more >>

# Data Processing and Analysis Service

Figure: million yen

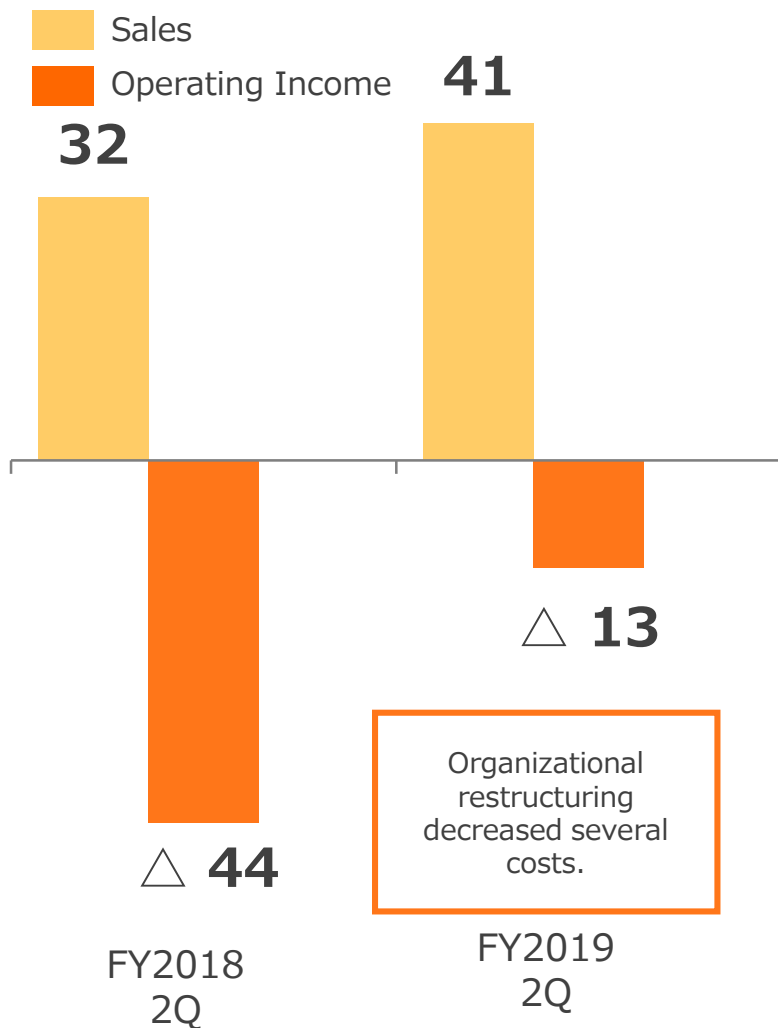


## YoY 140.3%

- Ad hoc research service
    - JPY 827 mil (YoY 151.3%)
    - Increased numbers of order. Trained sales people.
  - Number of clients of analysis systems
    - Existing : 19, was 16 on FY2018 2Q, was 19 in the end of FY2018
    - New : Total 1, was -1 on 1Q  
(Switched to large ad hoc research project)
  - Subsidiaries (MDVTrial)
    - JPY 40 mil (YoY 123.1%)
- \* MDV trial has been consolidated from 3Q 2017.  
 \* Sales in the 2017.2Q include sales from JPY 1 mil from MDV Consumer Healthcare.  
 \* Sales in the 2018.2Q include sales from JPY 13 mil from MDV Consumer Healthcare.  
 \* MDV Consumer Healthcare has already abandoned.

# MDV Trial, a key subsidiary (Non-consolidated)

Figure : million yen



## Data utilization clinical trial business

【FY2019 Plan】

Sales: JPY 160 mil

Operating income: JPY 36 mil

**Concluded comprehensive agreements with users of CADA-BOX and will start clinical trials using our data**



# Appendix



Figure : million yen

		FY2017 2Q		FY2018 2Q		FY2019 2Q		YoY
			Sales Ratio		Sales Ratio		Sales Ratio	
Network	Maintenance	427	32.0%	447	30.4%	452	25.4%	101.3%
	Package	254	19.1%	219	14.9%	178	10.0%	81.4%
	CADA-BOX	0	0.1%	6	0.4%	42	2.4%	642.8%
	Other	7	0.6%	19	1.3%	15	0.9%	80.7%
	Subsidiaries	10	0.8%	29	2.0%	43	2.5%	149.2%
Total		700	52.5%	722	49.1%	733	41.1%	101.5%
Utilization	Ad hoc	456	34.2%	546	37.1%	827	46.3%	151.3%
	Analytical Systems	150	11.2%	156	10.6%	185	10.4%	118.2%
	Others	24	1.9%	0	0.0%	—	—	—
	Subsidiaries	1	0.1%	46	3.2%	40	2.3%	86.7%
Total		632	47.5%	750	50.9%	1,053	58.9%	140.3%
Sales		1,333	100.0%	1,472	100.0%	1,786	100.0%	121.3%

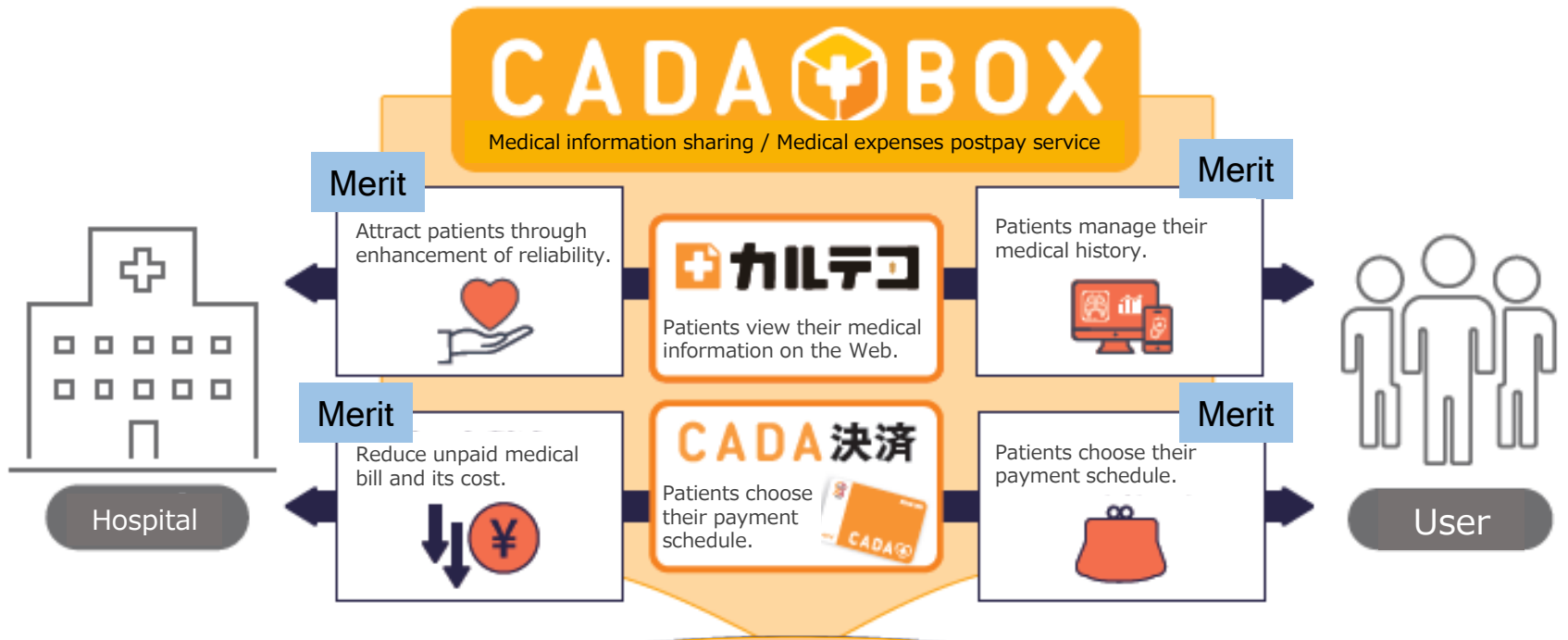
[Data network]

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

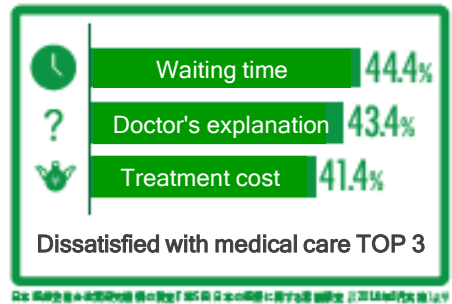
[Data utilization]

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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