

FY2023 Financial Results

Medical Data Vision Co., Ltd.
(Code: 3902)

February 13, 2024

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MDV's Founding Vision

「A society where individuals can grasp their medical and health information throughout their lifetime」

「A society which allows people to choose their own medical and health services based on this information」

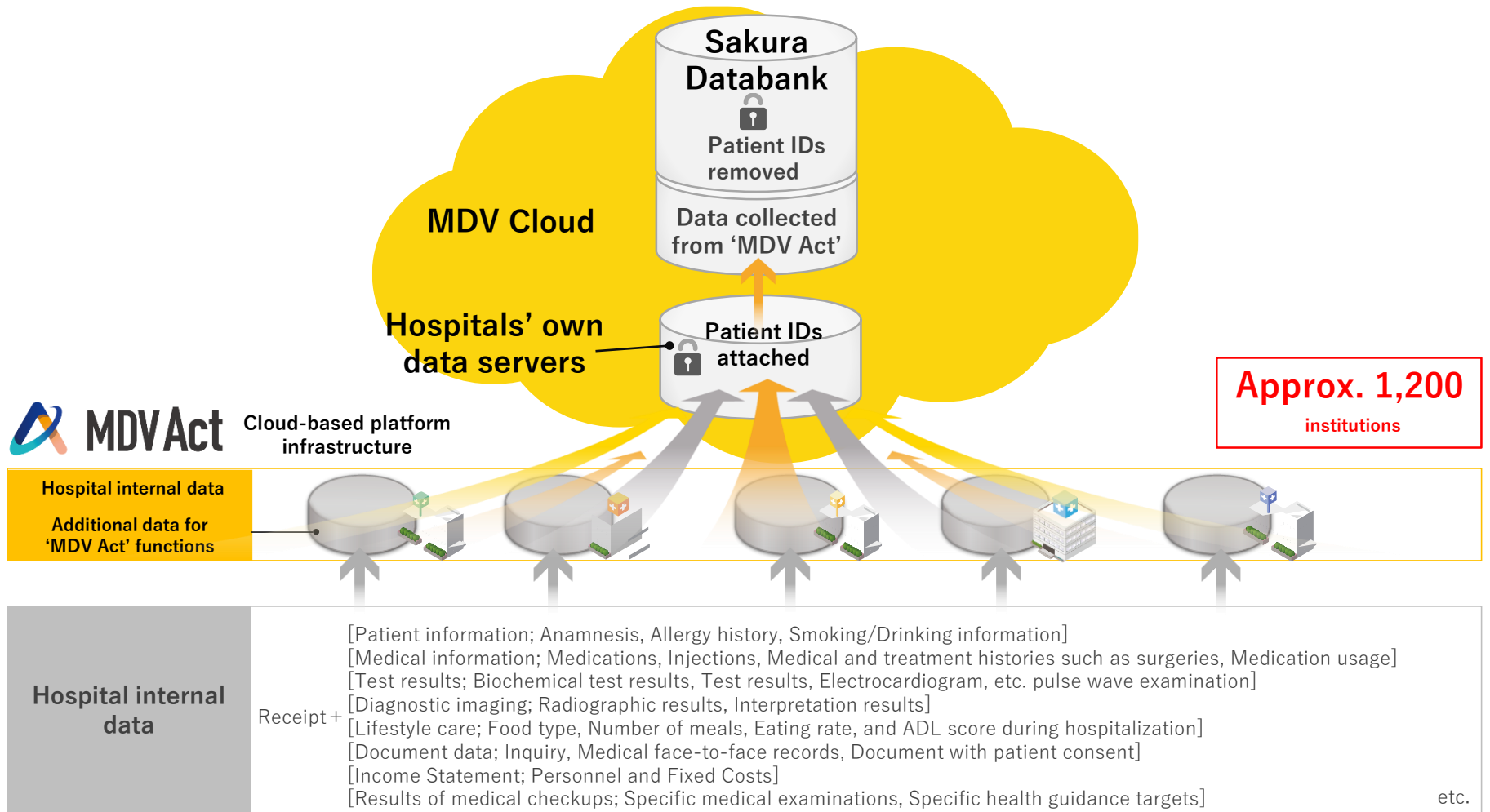
Realizing this is our company's vision since founding



The image shows the top navigation bar of the MDV website. On the left is the MDV logo. The navigation menu includes: MDV EBM insight, MDVサポート・ユーザ会, めでいログポータル, Google 提供, お問い合わせ. Below this is a secondary menu: MDVについて, 会社情報, 製品&サービス, IR情報, サステナビリティ, 採用情報, English. The background features a person holding a smartphone displaying a medical app interface, with the Japanese text "医療を選択できる社会を実現するために" (To realize a society where you can choose your own medical services) overlaid in white.

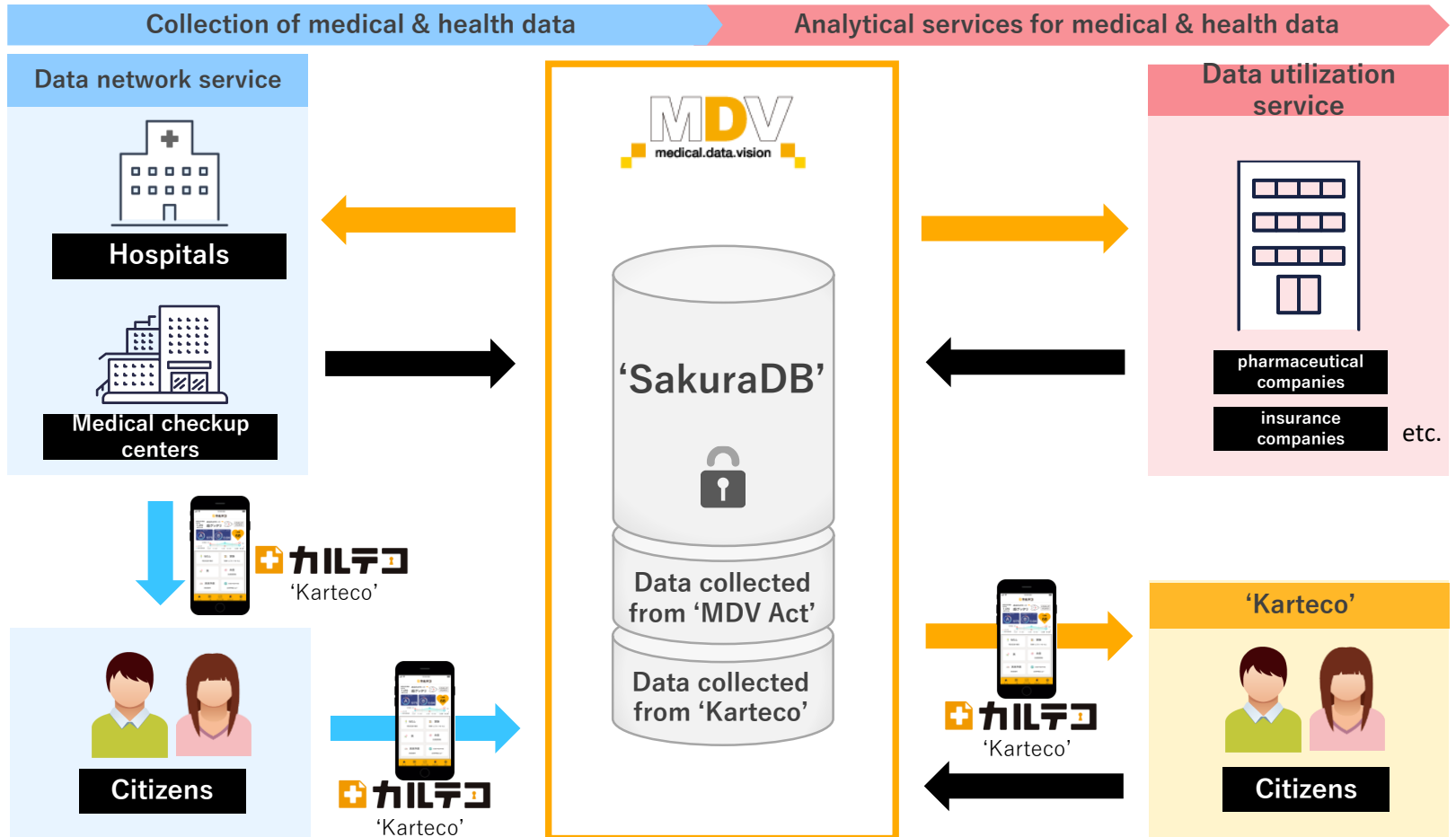
Cloud-based platform built by 'MDV Act'

Built a structure to collect real-time diverse data from hospitals



'Karteco' to kick off full-scale operations

Promote data collection and data utilization from citizens using 'Karteco'



Executive Summary



FY2023 Results

Both sales and profits reached previous fiscal year levels

- Sales 6,419mn yen YoY +5.2%
- Operating income 1,770mn yen YoY +0.7%
- Net income attributable to owners of parent 979mn yen YoY +12.5%

Cloud-based services spreading rapidly, data platform expanding

- Number. of hospitals using cloud services 1,153 hospitals
- Number of hospitals with paid contracts for 'MDV Act' 638 hospitals

FY2024 Plans

Strengthen investment to achieve sales of 10bn yen and ordinary income of 2.5bn yen or more in 2025

- Sales 8,000mn yen, ordinary income 1,540mn yen, net income attributable to owners of parent 1,000mn yen
- Plan investments leading to higher sales, focusing on increasing headcount and measures to promote widespread adoption of 'Karteco'

Aim for stable and rapid business growth through a new revenue stream

- Expansion of 'MDV Act' and 'ALPHA SALUS', widespread adoption of 'Karteco'
- Increase types of data, leading to dramatic growth of data utilization

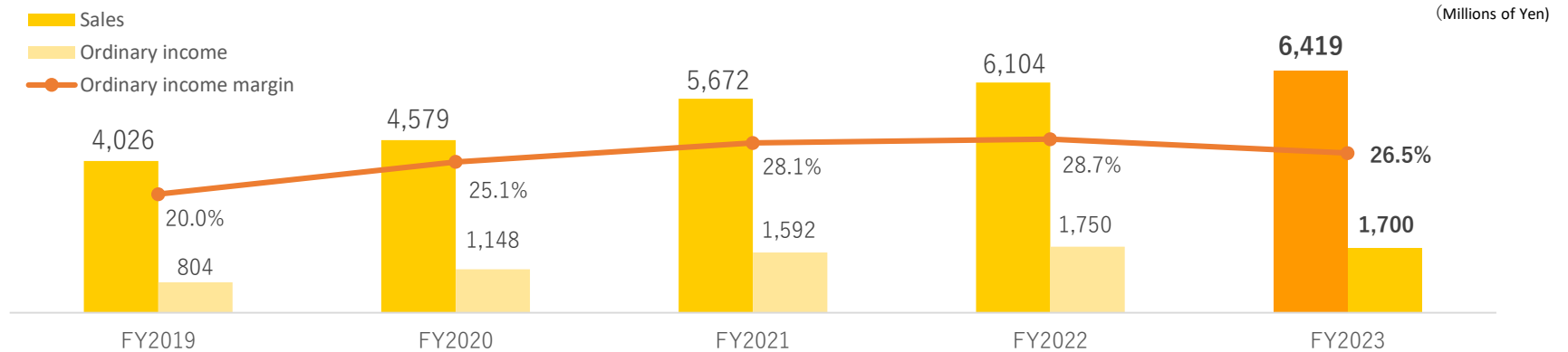
Q4 and FY2023 Financial Results



FY2023 results highlights (year-on-year)

Both sales and profits reached previous fiscal year levels

Ordinary income margin also remained at a high level, securing over 25%



	Data Network Service	Data Utilization Service	Other Service	All-company total
Sales	1,462	4,434	521	6,419
YoY	-4.7%	+10.8%	-7.9%	+5.2%
Gross income	630	3,988	411	5,031
YoY	-31.6%	+8.7%	-6.2%	+0.0%
Ordinary income	—	—	—	1,700
YoY	—	—	—	-2.9%
Net income attributable to owners of parent	—	—	—	979
YoY	—	—	—	+12.5%

※ Sales of 'Karteco' previously classified as 'other services', has been reclassified as data network services. No retroactive adjustments to sales made due to this reclassification.

Subsidiary's short fall being main reason for not achieving plan

Expansion of data platform through 'MDV Act' progressing as planned

通期業績予想と実績の差異に関するお知らせ

当社は、2023年2月13日に公表いたしました通期の連結業績予想と実績に差異が生じましたので、以下の通りお知らせいたします。なお、配当予想に修正はありません。

記

1. 2023年12月期の通期連結業績予想と実績の差異（2023年1月1日～2023年12月31日）

	連結売上高	連結営業利益	連結経常利益	親会社株主に帰属する当期純利益	1株当たり当期純利益
	百万円	百万円	百万円	百万円	円 線
前回発表予想 (A)	7,200	1,800	1,800	1,200	31.42
今回実績値 (B)	6,419	1,770	1,700	979	25.63
増減額 (B-A)	△781	△29	△99	△220	-
増減率 (%)	△10.9%	△1.6%	△5.5%	△18.4%	-
(参考)前期連結実績	6,104	1,758	1,750	870	22.77

2. 修正の理由

売上高につきましては、子会社の株式会社システム ビー・アルファが提供するクラウド型健診システム「アルファ・サルース」のシステム改修による影響や、子会社の株式会社 Doctorbook がコロナ禍の取束による環境変化で受託数が減少したことなどが主因となり、計画を下回りました。

利益面では、効率的な費用支出に努めコスト削減を推進した結果、前期水準の利益を確保したものの、連結営業利益、連結経常利益ともに未達となり、加えて減損会計を適用し、減損損失 115 百万円を特別損失に計上したことにより、親会社株主に帰属する当期純利益は計画を下回りました。

なお、「アルファ・サルース」はシステム改修が完了し営業活動も順調に進んでおり、2023年度に26件（内諾含む）を受注しております。そのほかの注力事業である「MDV Act」によるクラウド基盤の拡大とPHRサービス「カルテコ」のリニューアルは順調に進捗しておりますので、中期経営計画の業績目標である2025年売上高100億円、経常利益25億円以上の達成に向けて引き続き事業を推進してまいります。

以上

Announced on February 13, 2024

'Notice of Revision of Full-Year Earnings Forecasts and Actual Results'

FY2023 results comparison

Sales and profits for the Q4 accounting period reached record highs

Ordinary income margin for the Q4 accounting period remains high, reaching last fiscal years level

(Millions of Yen)	FY2023 Q4 (Oct-Dec 2023)			FY2023 (Jan-Dec 2023)		
	Result	YoY		Result	YoY	
		Result	Change		Result	Change
Sales	1,931	1,777	+8.7%	6,419	6,104	+5.2%
Sales growth	+8.7%	+3.3%	+5.4 P	+5.2%	+7.6%	-2.4 P
Operating income	659	592	+11.2%	1,770	1,758	+0.7%
Ordinary income	636	594	+7.1%	1,700	1,750	-2.9%
Ordinary income margin	33.0%	33.5%	-0.5 P	26.5%	28.7%	-2.2 P
Employees	262	257	+1.9%	262	257	+1.9%
Sales per employee	7.3	6.9	+6.6%	24	23	+3.1%

FY2023 Q4 results : cost analysis

Rise in CoGS due to the recording of costs in launching cloud services

Non-operating expenses was due to upfront investment in installing sensing technology, for widespread adoption of 'Karteco'

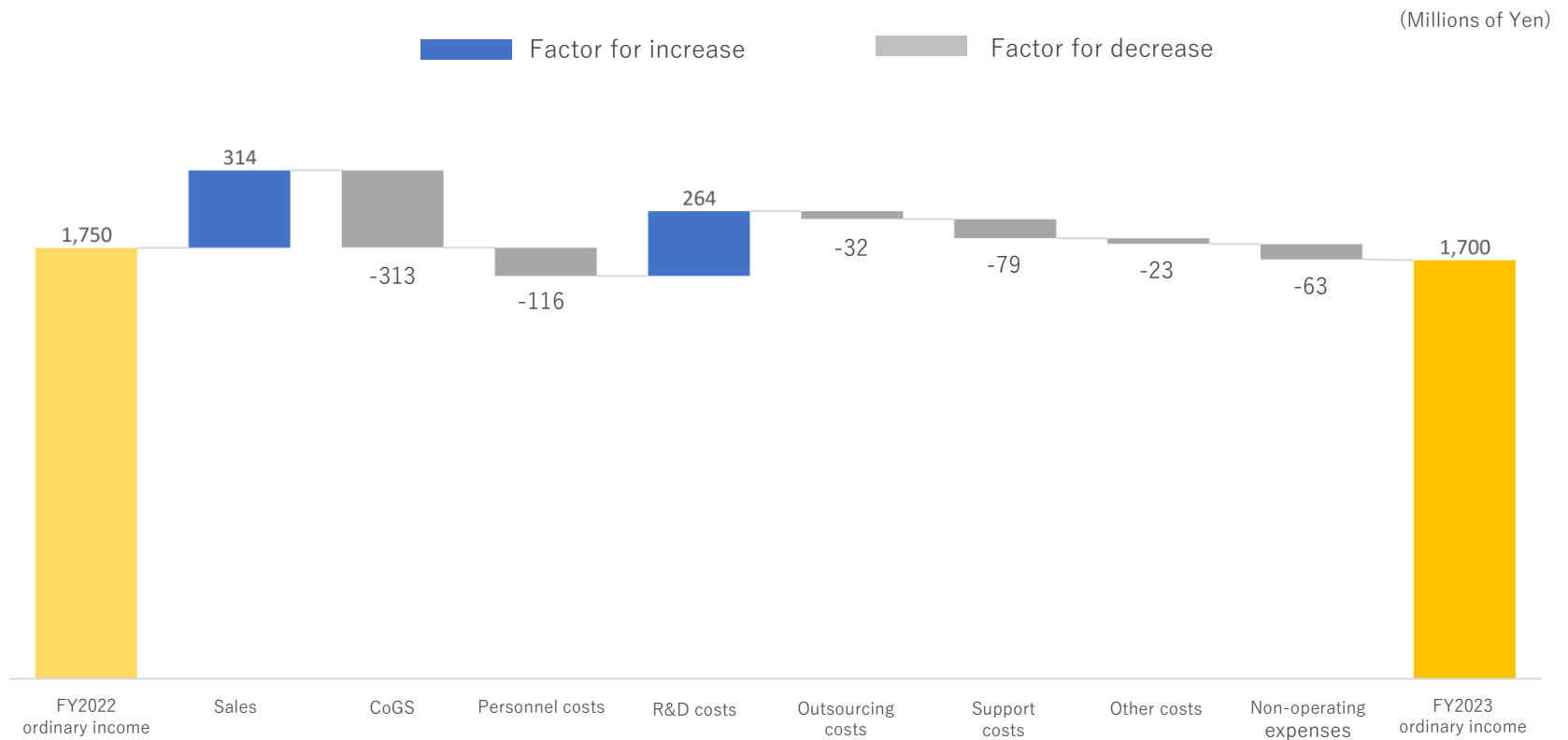
(Millions of Yen)	【Consolidated】 FY2023 Q4	【Consolidated】 FY2022 Q4	YoY	【Consolidated】 FY2023 Q3	QoQ	Details
CoGS	402	296	+35.5%	328	+ 22.4%	<ul style="list-style-type: none"> •Rise in costs in launching cloud services (paid functionality for MDV Act, ALPHA SALUS) (+46mn yen) •Rise in costs related to obtaining insurer data sales (+18mn yen)
Personnel costs	455	436	+ 4.5%	445	+2.3%	•Higher wage costs from headcount rise, salary increases, etc. (+ 19mn yen)
Hiring costs	18	14	+21.6%	9	+ 89.1%	•Increase in contingency fee costs for hiring (+ 3mn yen)
Others	414	451	-8.2%	319	+ 29.5%	
R&D costs	2	122	-97.7%	24	-88.7%	<ul style="list-style-type: none"> •Lower HMV concept-related development costs (-59mn yen) •Expense items for launching cloud services (paid functionality for MDV Act, ALPHA SALUS) moved to CoGS(-37mn yen)
non-operating expenses	23	0	—	28	-18.3%	•Investment loss on equity-method affiliate of SENSING Co., Ltd. (+23mn yen)
Total costs*	1,295	1,184	+ 9.4%	1,121	+15.5%	

※ The total of CoGS , SG&A and non-operating expenses

Factor analysis for change in ordinary income (FY2022 vs FY2023)

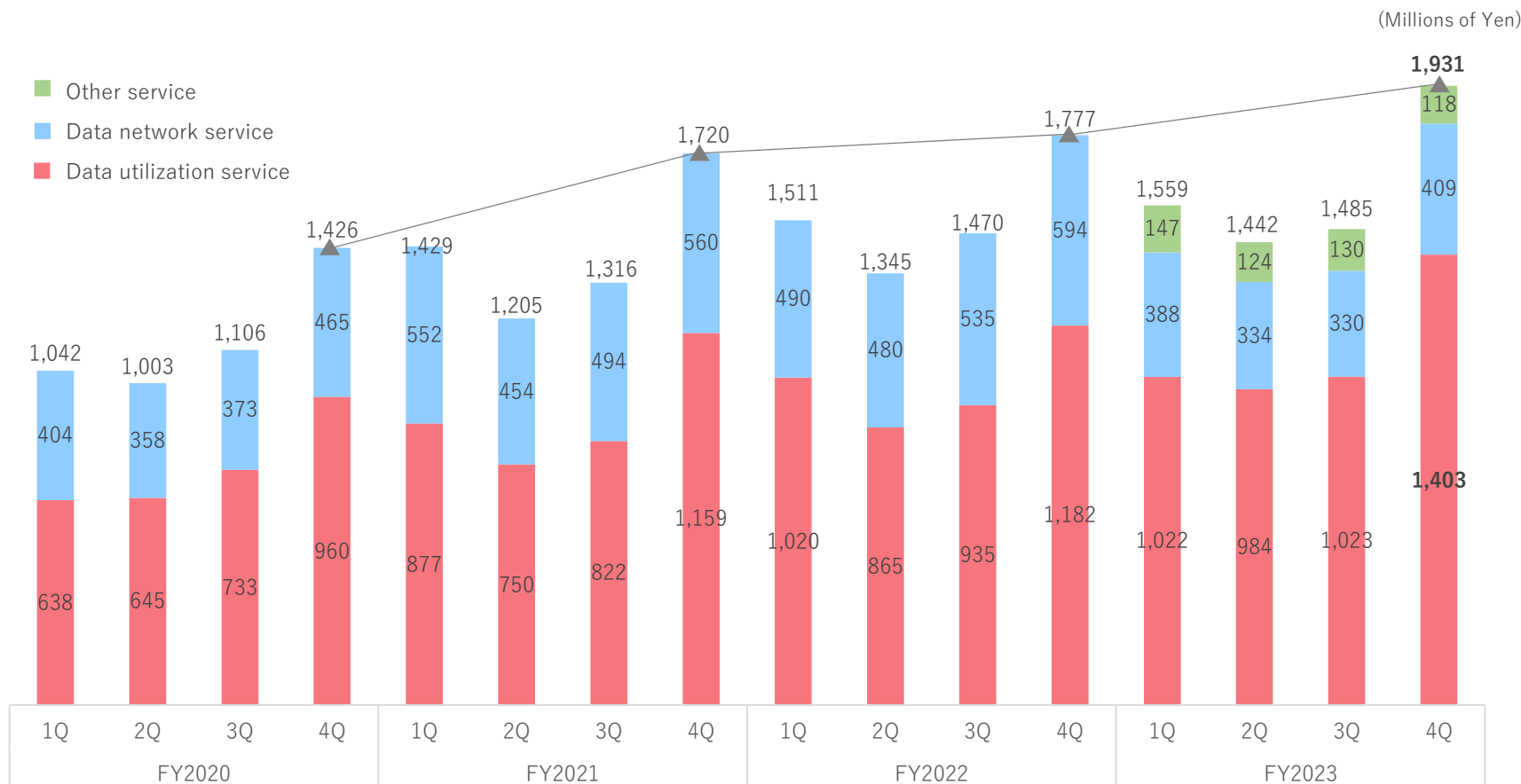
Increased profit from increased sales mostly offset by higher CoGS

SG&A expenses in-line to previous fiscal year, ordinary income lower due to non-operating expenses



Sales by quarter (breakdown by service)

Record-high consolidated sales and data utilization sales in Q4 accounting period



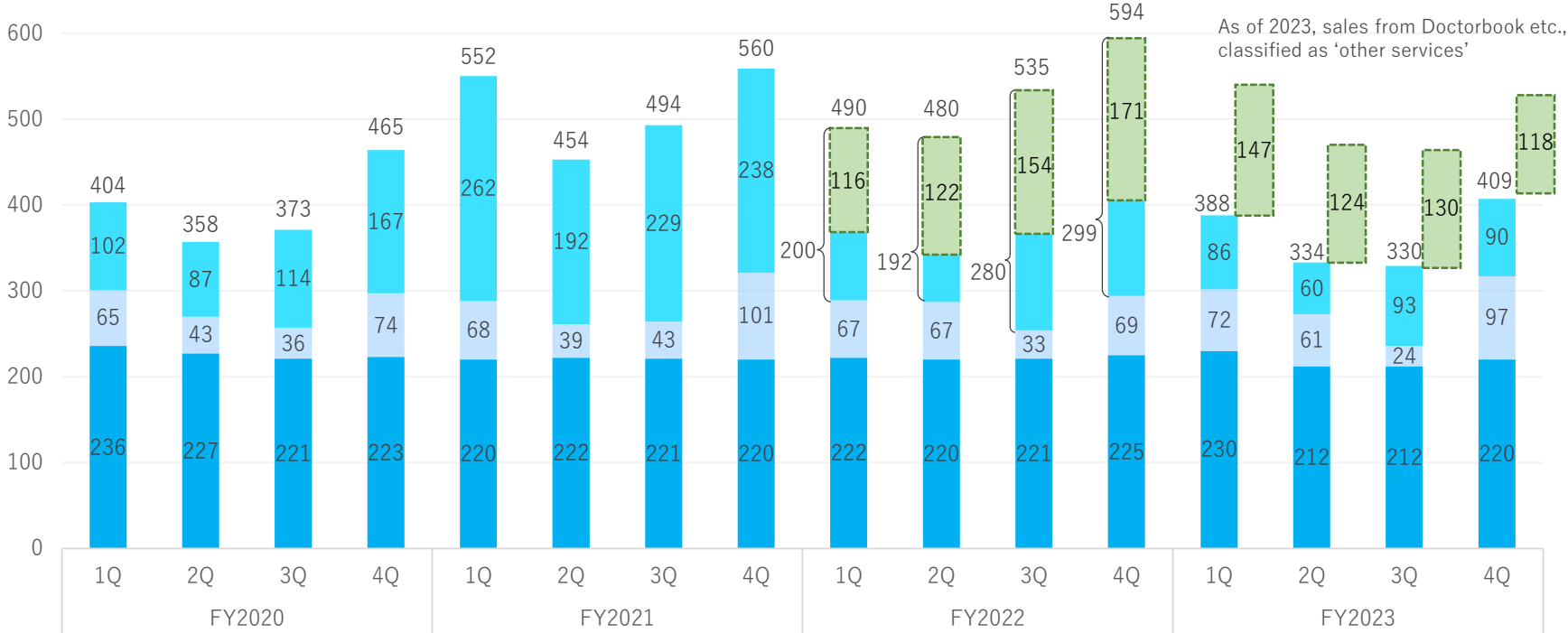
※ Sales of 'Karteco' previously classified as 'other services', has been reclassified as data network services. No retroactive adjustments to sales made due to this reclassification.

Data network service sales breakdown

Decline in revenue mainly due to subsidiary's shortfall
 Medical checkup system delay due to functional upgrades,
 resumed implementation from Q4

■ Recurring ■ Non-recurring ■ New businesses (subsidiaries) ■ Other services

(Millions of Yen)



※ Sales of 'Karteco' previously classified as 'other services', has been reclassified as data network services. No retroactive adjustments to sales made due to this reclassification.

‘MDV Act’ paid contract hospitals, achieved target

Cloud based health management system received 26 orders (including informal agreements), sales to be recorded sequentially in 2024

Indicators	FY2020 Results	FY2021 Results	FY2022 Results	FY2023 Q1 Results	FY2023 Q2 Results	FY2023 Q3 Results	FY2023 Q4 Results	FY2023 Targets
No. of hospitals using cloud services	—	—	993	1,025	1,047	1,094	1,153	1,200
Number of hospitals with paid contracts for ‘MDV Act’	—	—	—	0 (315※)	507	570	638	600
Number of installations of medical checkup systems	—	—	94	94	93	93	100	109

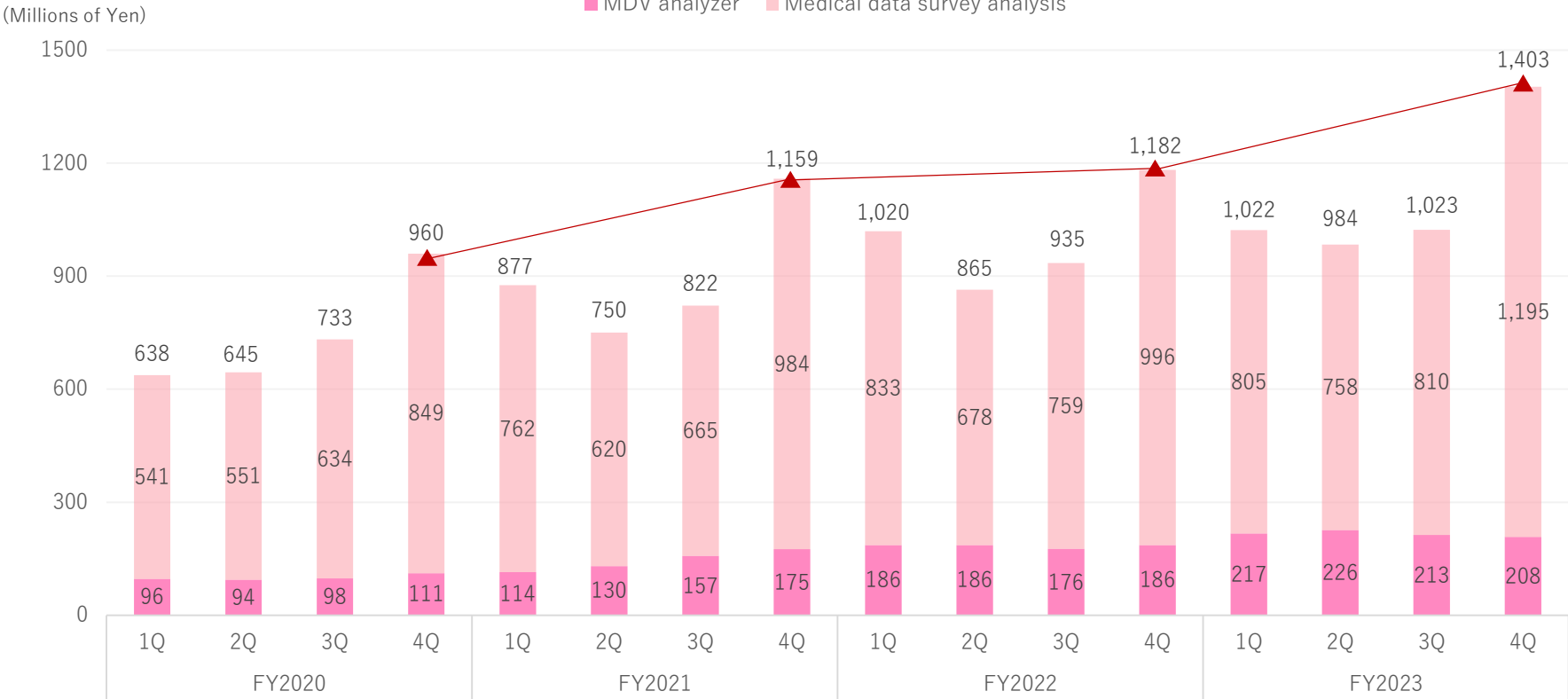
※Order volume

Data utilization service sales breakdown



Medical data survey analysis sales in Q4 reached record highs

Number of sales personnel remained unchanged vs previous fiscal year, sales productivity improved significantly



*Owing to the absorption of MDV Trial on 1 January 2023, its sales, previously listed under New businesses (subsidiaries), are now included in medical data survey analysis.

KPI for data utilization service

Sales growth rate in data utilization services +10.8%

From delay in strengthening/increasing sales force

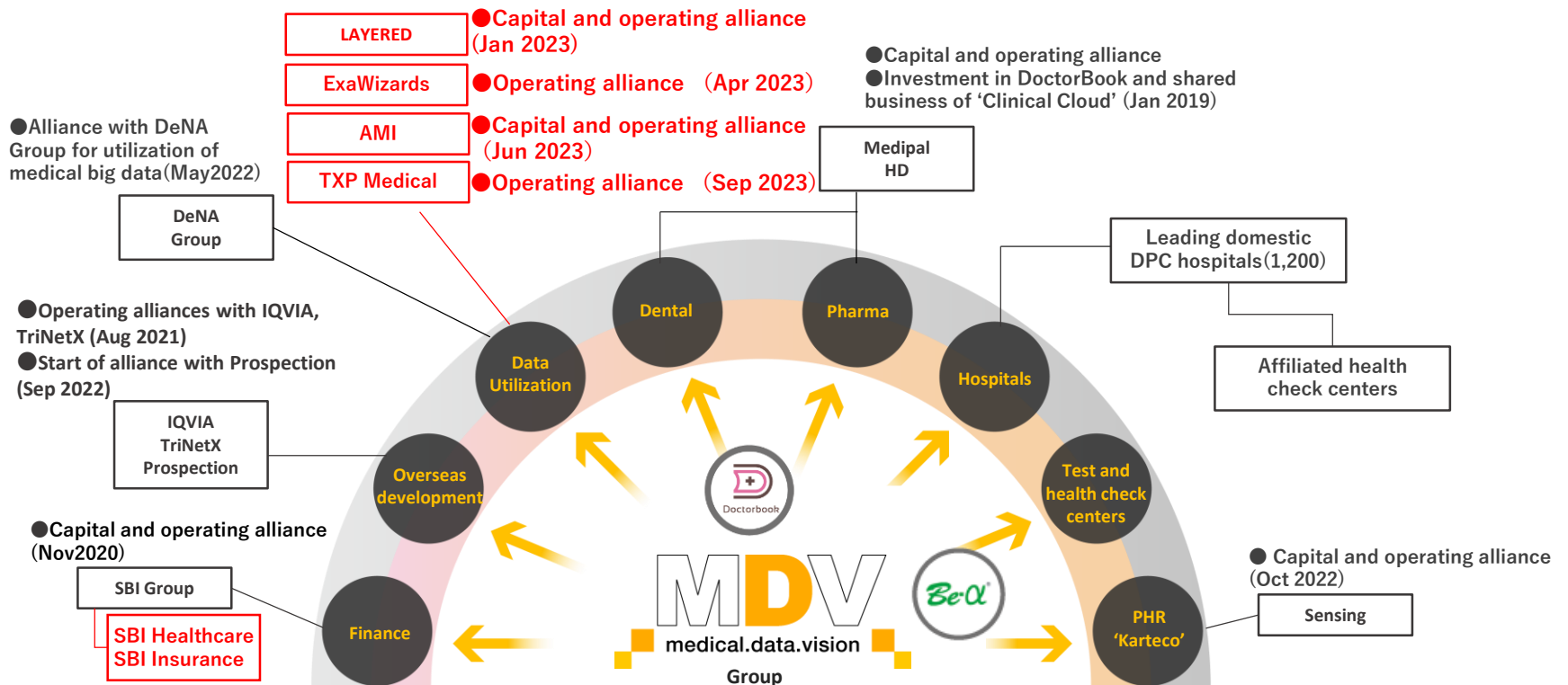
Indicators	FY2020 Results	FY2021 Results	FY2022 Results	FY2023 Q1 Results	FY2023 Q2 Results (Q1-Q2)	FY2023 Q3 Results (Q1-Q3)	FY2023 Q4 Results (Q1-Q4)	FY2023 Targets
Sales growth rate in data utilization service segment	+ 18.5%	+ 21.3%	+ 10.9%	+ 0.2%	+ 6.4%	+ 7.4%	+ 10.8%	+ 19.4%
Sales related to insurer data (Millions of Yen)	–	–	125	70	153	213	297	500
Sales in the data trial field (Millions of Yen)	69	59	38	8	16	22	26	80
No. of patients in MDV large-scale medical database (10,000)	3,451	3,849	4,232	4,322	4,406	4,501	4,600	–
No. of patients in insurer database (10,000)	616	762	1,797	1,911	1,946	1,966	2,102	–

Alliances formed in 2023

Multiple alliances formed for business expansion and growth

Continue to actively promote open alliance strategy

Medical & healthcare data integration implemented in 2023 (red text)



Alliances formed in 2023_Details

Business Partners	Details
 LAYERED Inc.	Aim to create benefit for both patients and healthcare professionals by realizing healthcare DX through the use of data related to patient questionnaires and other information
 ExaWizards Inc.	Analyze MDV's medical big data using AI to improve the diagnostic accuracy of rare diseases and contribute to screening potential patients (who have not been diagnosed with the correct disease name)
 AMI Inc.	By combining MDV's medical database and AMI's cardiac disease related data, build a more evidence based (reliable) database to support the development of new treatments for cardiac diseases
 SBI Healthcare Limited	Utilizing MDV's healthcare data, estimate future medical costs based on changes in HbA1c (hemoglobin A1C) value. Responding to the needs of health insurance associations looking to verify cost-effectiveness
 SBI損保 SBI Insurance Co., Ltd.	Development of new insurance products utilizing MDV's medical database
 TXP Medical Co., Ltd.	Combine MDV's medical database with TXP Medical's database of all medical care fields (including emergency medicine), to support the utilization of data by pharmaceutical companies, academia, and other organizations

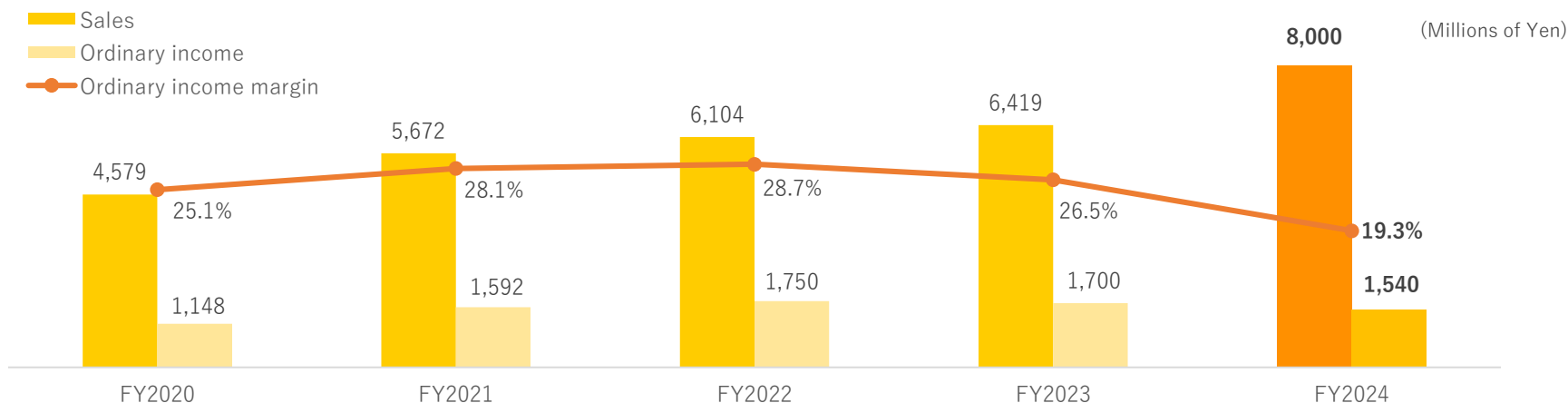
FY2024 Financial Outlook



FY2024 Financial Outlook

Strengthen investment to achieve sales of 10bn yen and ordinary income of 2.5bn yen or more in 2025

Plan investments leading to higher sales, focusing on increasing headcount and measures to promote widespread adoption of 'Karteco'



	Data Network Service	Data Utilization Service	Other Service	All-company total
Sales YoY	2,438 +66.7%	4,971 +12.1%	590 +13.3%	8,000 +24.6%
Gross income YoY	1,135 +79.9%	4,518 +13.3%	466 +13.4%	6,120 +21.7%
Ordinary income YoY	—	—	—	1,540 -9.4%
Net income attributable to owners of parent YoY	—	—	—	1,000 +2.1%

※ Sales of 'Karteco' previously classified as 'other services', has been reclassified as data network services. No retroactive adjustments to sales made due to this reclassification.

FY2024 Financial Outlook

■ Consolidated

(Millions of Yen)	FY2023	FY2024	
	Results	Targets	YoY
Sales	6,419	8,000	+ 24.6%
Operating income	1,770	1,630	-8.0%
Ordinary income	1,700	1,540	-9.4%
Ordinary income margin	26.5%	19.3%	-7.2 P
Net income attributable to owners of parent	979	1,000	+ 2.1%
Dividend per share (yen)	6.5	6.5	± 0

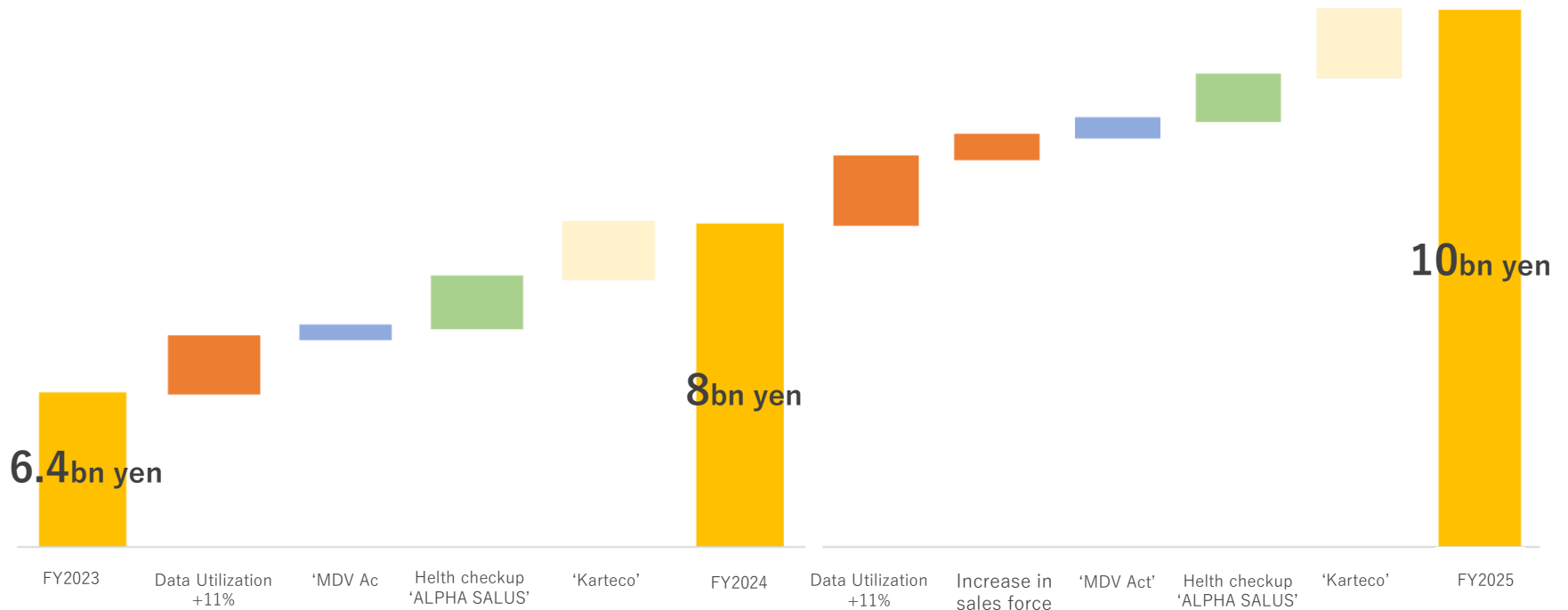
■ By service

(Millions of Yen)	FY2023	FY2024	
	Results	Targets	YoY
Data network service	1,462	2,438	+ 66.7%
New businesss(subsidiaries)	330	357	+ 8.2%
'Karteco' ※	0	520	—
Data utilization service	4,434	4,971	+ 12.1%
Other service	521	590	+ 13.3%

※ Sales of 'Karteco' previously classified as 'other services', has been reclassified as data network services. No retroactive adjustments to sales made due to this reclassification.

Toward 10bn yen sales in FY2025

	FY2023	FY2024	FY2025
Data utilization	CAGR11%	Organic growth	Effect of increasing sales force
'MDV Act'	Approx. 1,200 hospitals/shift into subscription	Paid function release in rapid succession	
Helth checkup 'ALPHA SALUS'	Development complete/26 orders already received (including informal agreements)	Installation target 61	Strengthen sales
'Karteco'	Development complete	780,000 downloads	2,000,000 downloads



Roadmap for 'Karteco'

Phase 1: 2024~2025

✓ Introduction from approx. 1,200 hospitals and medical/health checkup centers; expand users with 'killer contents'

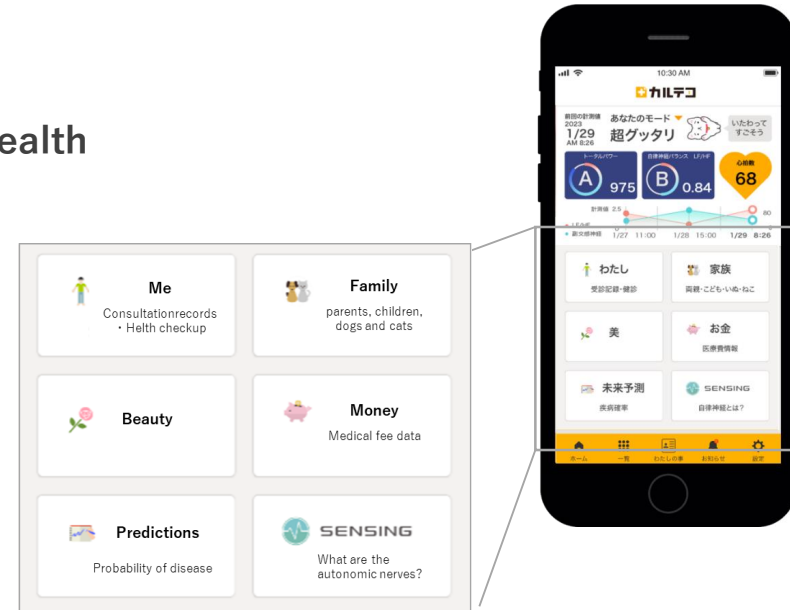
- Towards realization of 10mn downloads

FY2024 KPI 780,000 downloads

✓ Attractive content, 'willing to pay' regardless if fee based

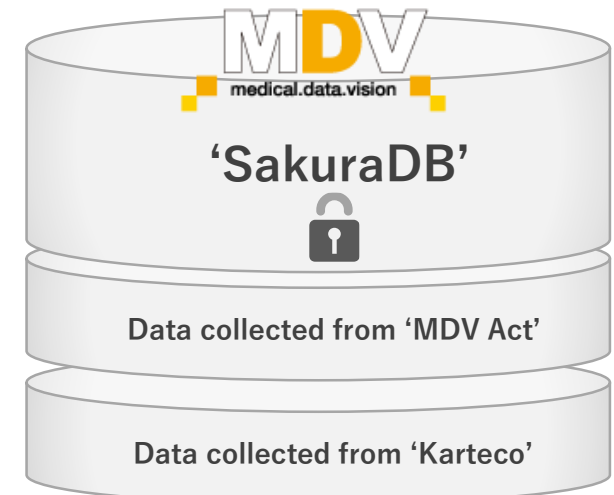
- Pet (dog/cat) vital measurements 500yen/month
- Future prediction (money) 200 yen/month etc

FY2024 KPI Sales 520mn yen



Phase 2: 2026~

✓ 'SakuraDB' (detailed medical data) and 'Karteco data' (healthcare data from citizens) to come together to build a 'linked database'



Factor analysis for change in ordinary income (FY2023 vs FY2024)

SG&A expenses to include costs for headcount increase and promoting 'Karteco'

CoGS expected to increase due to higher 'Karteco' related costs and increased fees for external services such as AWS

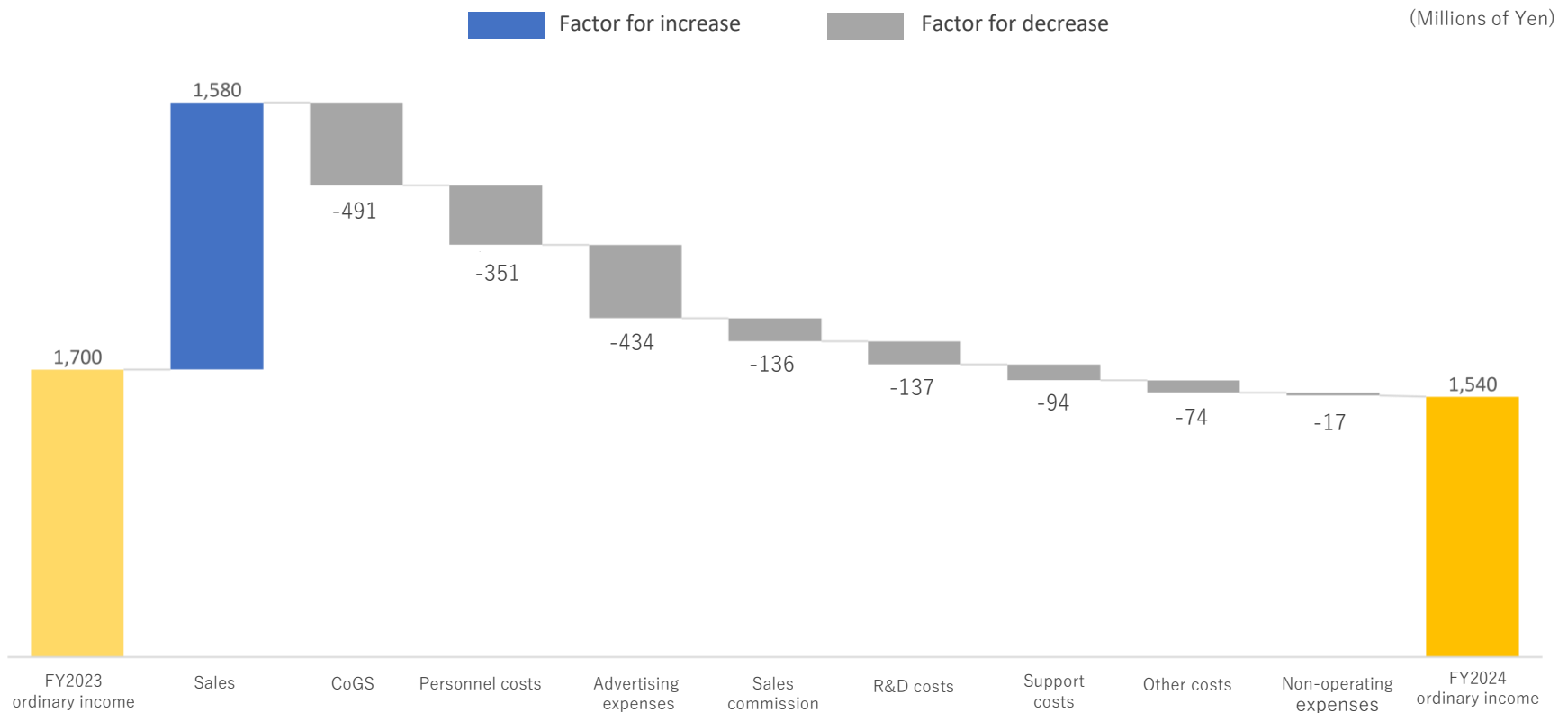
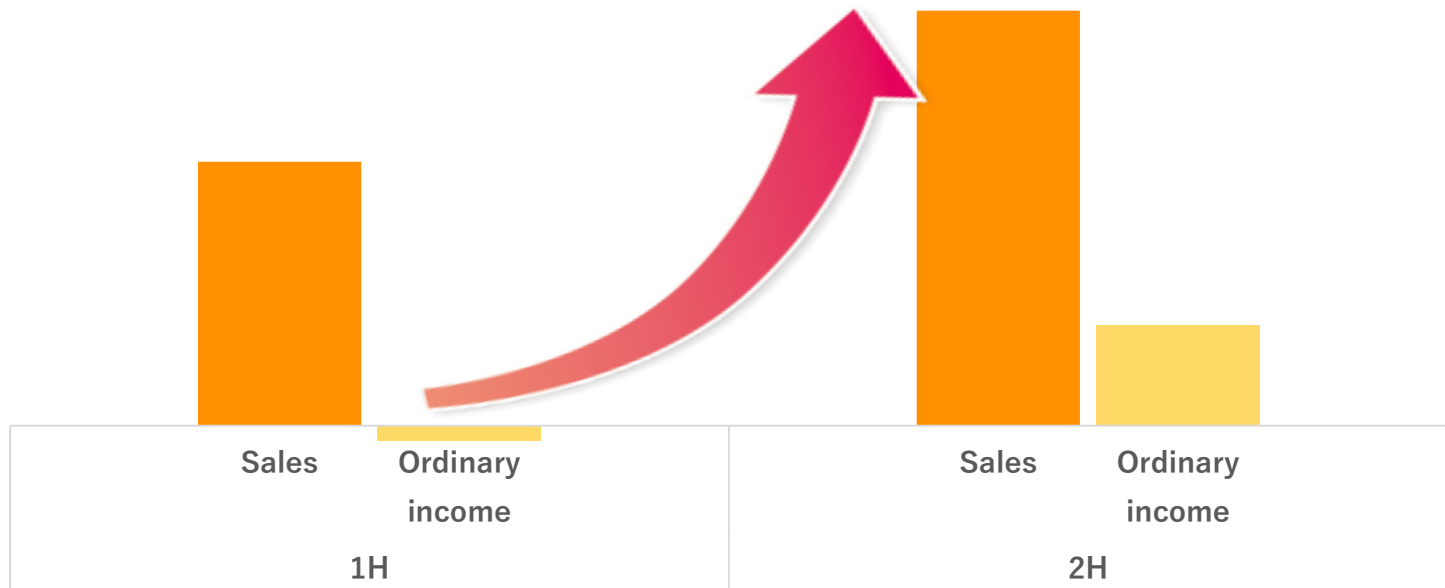


Image of this fiscal year's performance plan



Sales	Conservatively, expect lower revenues due to strengthening of sales force, cloud-based services order-taking activities, and wide spread adoption of 'Karteco'	Sales growth and V-shaped recovery in ordinary income expected with accumulation of recurring and non-recurring sales through expansion of cloud-services and increase in 'Karteco' users
Ordinary income	Ordinary income expected to be in the red with expenses to increase in headcount, and advertising costs for 'Karteco'	

2024 Services of Focus

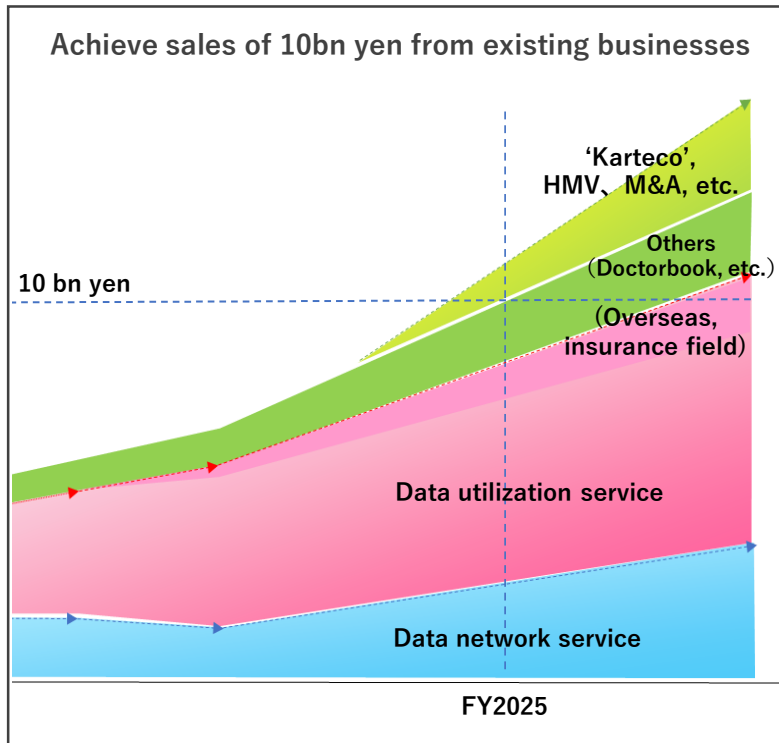


Medium-term management plan strategy change

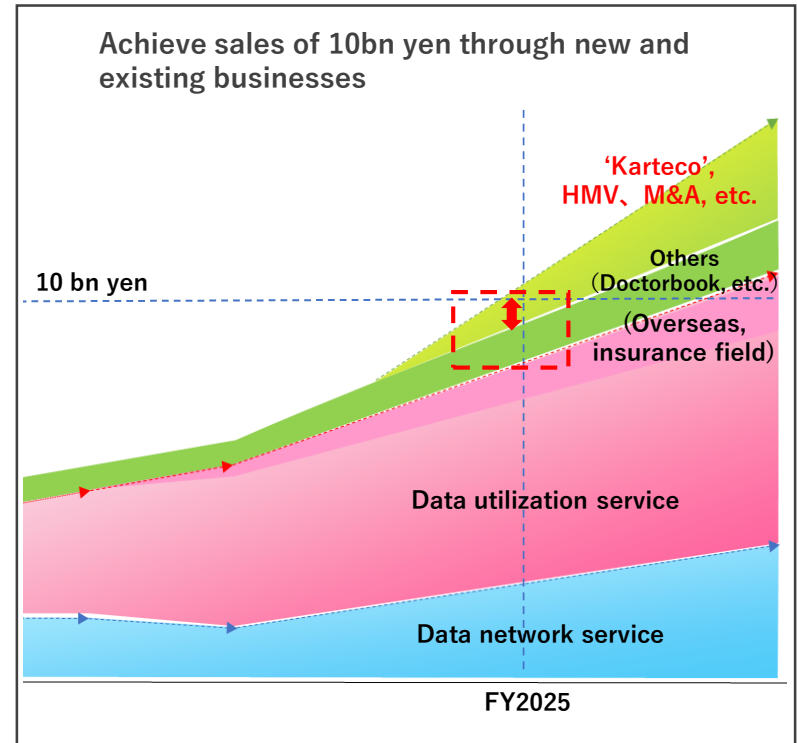
Aggressively develop 'Karteco', a growth strategy since mid-term plan

'Karteco' to cover the projected growth of other services

Performance growth image to date



Performance growth image going forward



Aim for stable and rapid business growth through a new revenue stream

Aggressively expand sales of services completed in the previous fiscal year

1

**Cloud based hospital management improvement application
Expand sales of ‘MDV Act’ paid functions**

2

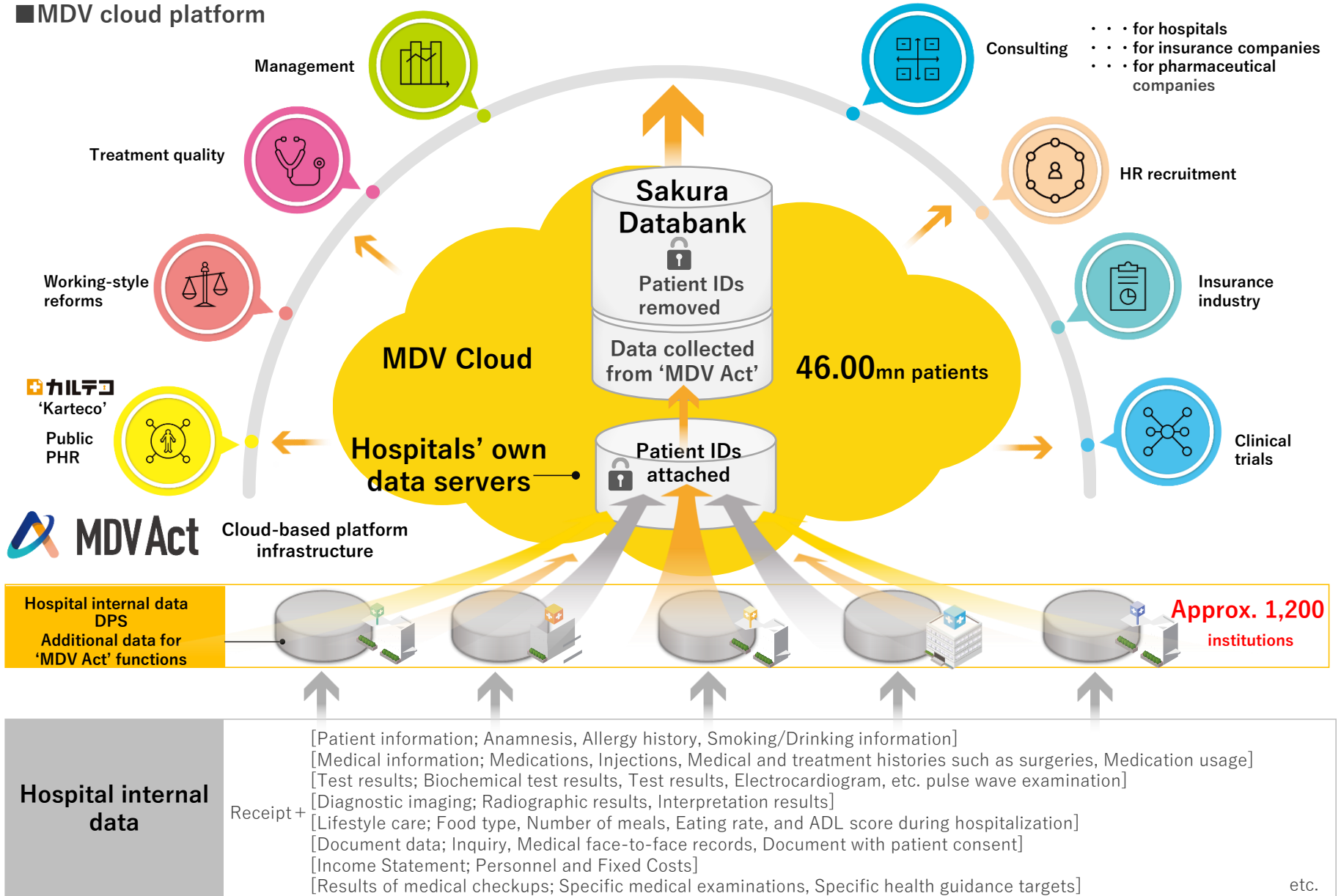
Expand sales of cloud based medical checkup systems (‘ALPHA SALUS’)

3

Promote widespread adoption of ‘Karteco’

Shift from 'quantity' to 'quality' of data, dramatic growth of data utilization

■ MDV cloud platform



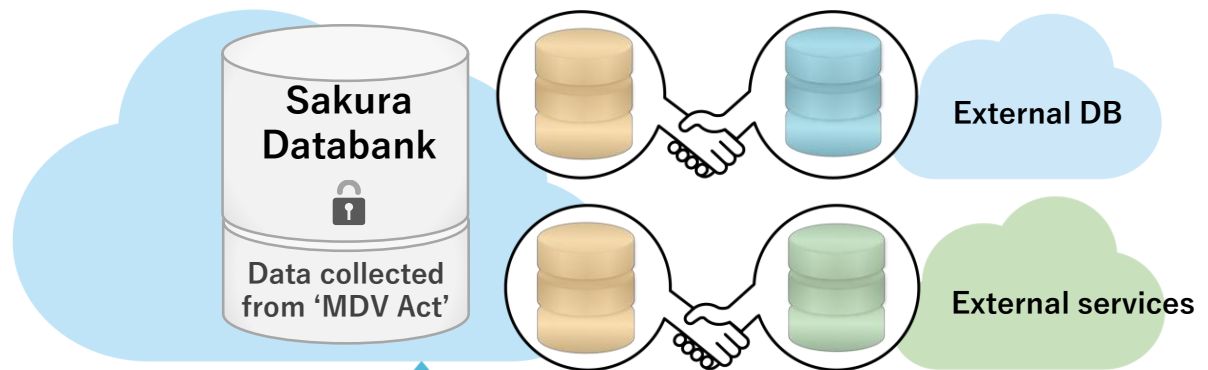
Cloud based hospital management improvement application

Expand sales of 'MDV Act' paid functions

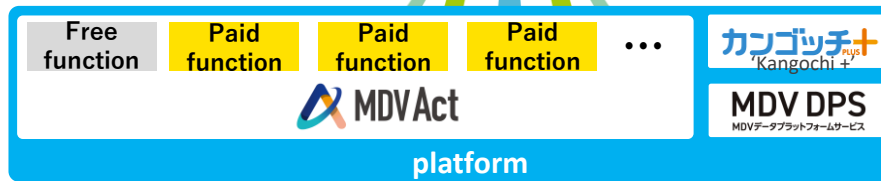
Expand sales of 'MDV Act', improve scalability and collaboration of data utilization

Enhance paid functionality to increase sales and accumulate new data

Cloud services



Data integration



On-premises services



EVE

Cloud based hospital management improvement application

Expand sales of 'MDV Act' paid functions

Release paid functionality utilizing various data sources

Launching paid functionality is a key strategy to expand data platform and increase number of users

Release plans for paid functionality of 'MDV Act' (~2025) ★denotes already released

	Data source	Functionality	Target () = no. of hospitals	Monthly fee	Release date					
					2023		2024		2025	
					1H	2H	1H	2H	1H	2H
Management analysis solutions	DPC data	Maximize revenue Standardize medical treatment	DPC hospitals	50,000 yen	Medical analysis package ★					
			Data submission additional hospitals (approx. 2,800)*	10,000~30,000 yen	[Release bar]					
Administrative support solutions	Electronic records · appointments, consultations · orders · medical accounting · clinical testing, etc.	Support for patient appointment management Control of bed occupancy Departmental administration	Data submission additional hospitals (approx. 5,500)	20,000~100,000 yen	[Release bar]					
			General hospitals (7,084) As of Mar end 2023	10,000~50,000 yen	★ Regional liaison analysis tool [Release bar]					

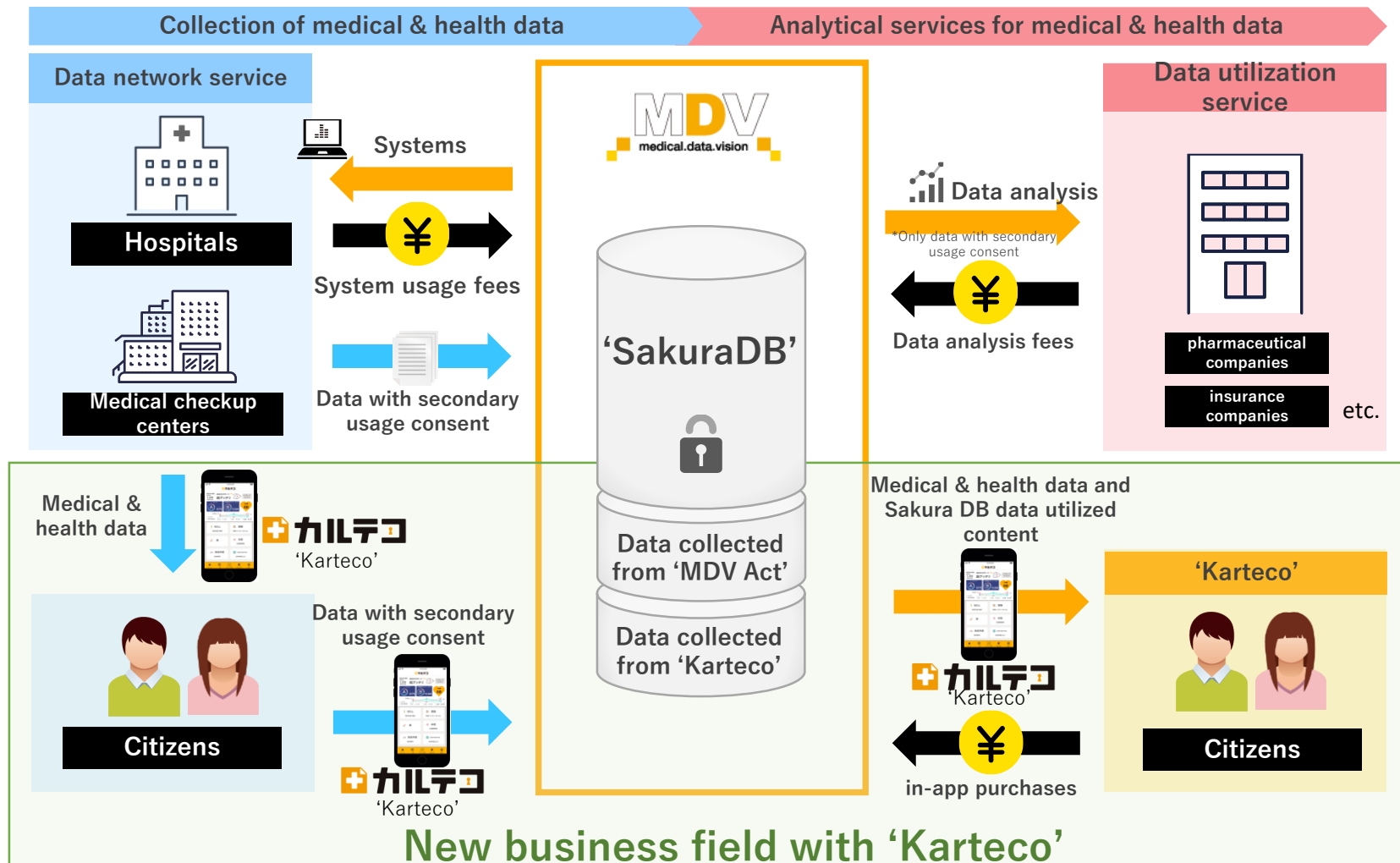
※Number of hospital targets by MDV from within the approx. 5,500 data submission addition hospitals

KPI for 2024

MDV Act sales growth rate (Target : YoY +78.4%)

'Karteco' is an important initiative for mid to long-term growth

- ✓ Infrastructure to expand Sakura DB by connecting MDV, citizens, and medical institutions
- ✓ Newly accumulated medical and health information will lead to growth in data utilization



Promote widespread adoption of 'Karteco'

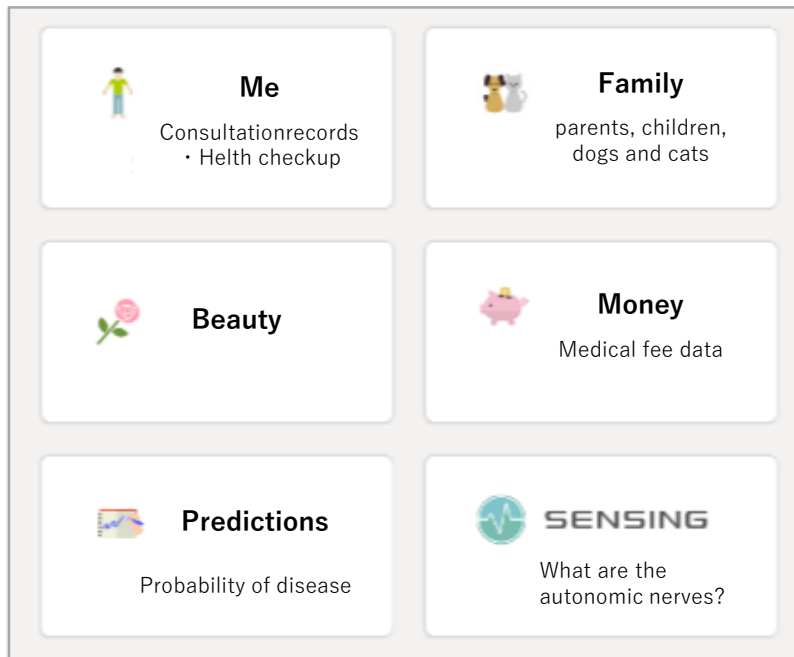
■ Theme

Allowing ownership of ones medical choices

■ Comcept

Health management for me and my family

Menu



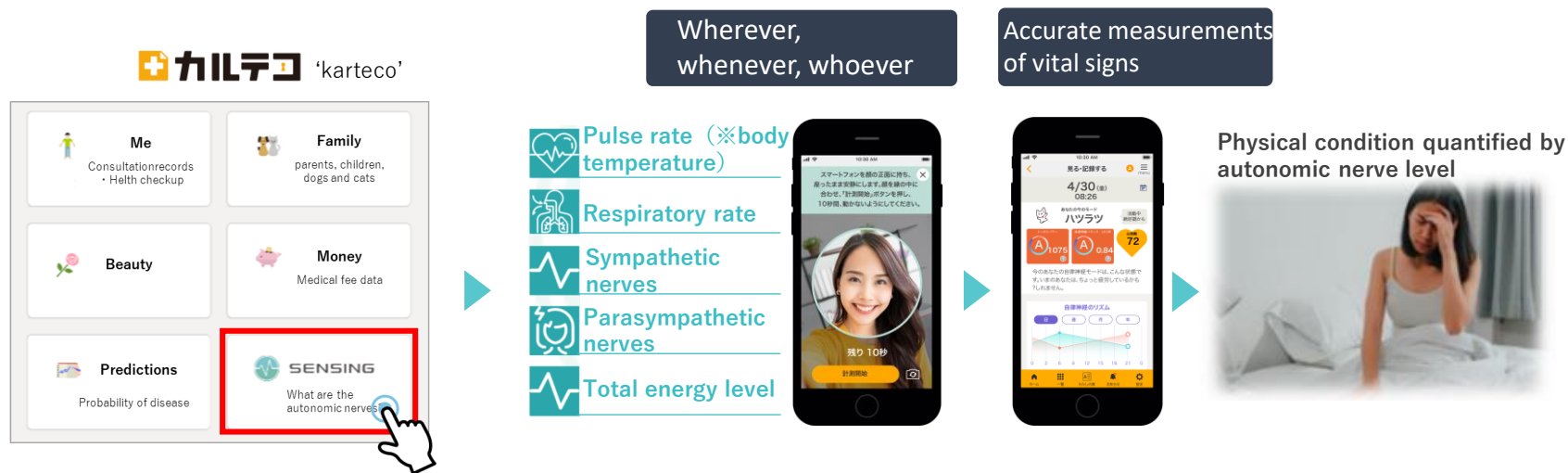
Top



Autonomic nerve levels measured via 10-second self video

- Measures highly accurate pulse rate, respiratory rate, sympathetic nerves, parasympathetic nerves
- Measures the vitals of not only yourself but also of your parents, children, and pets

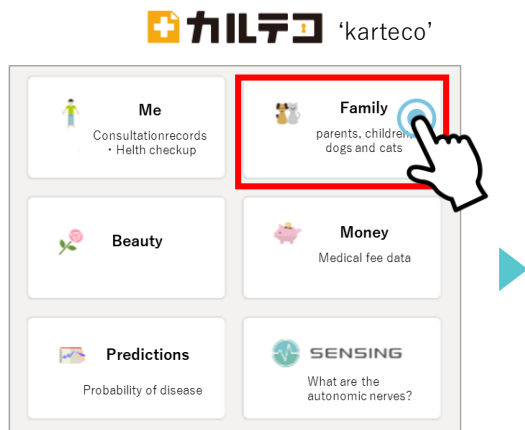
Contactless vital sign-sensing feature



Accuracy rate of over 90-99% vs electrocardiograph

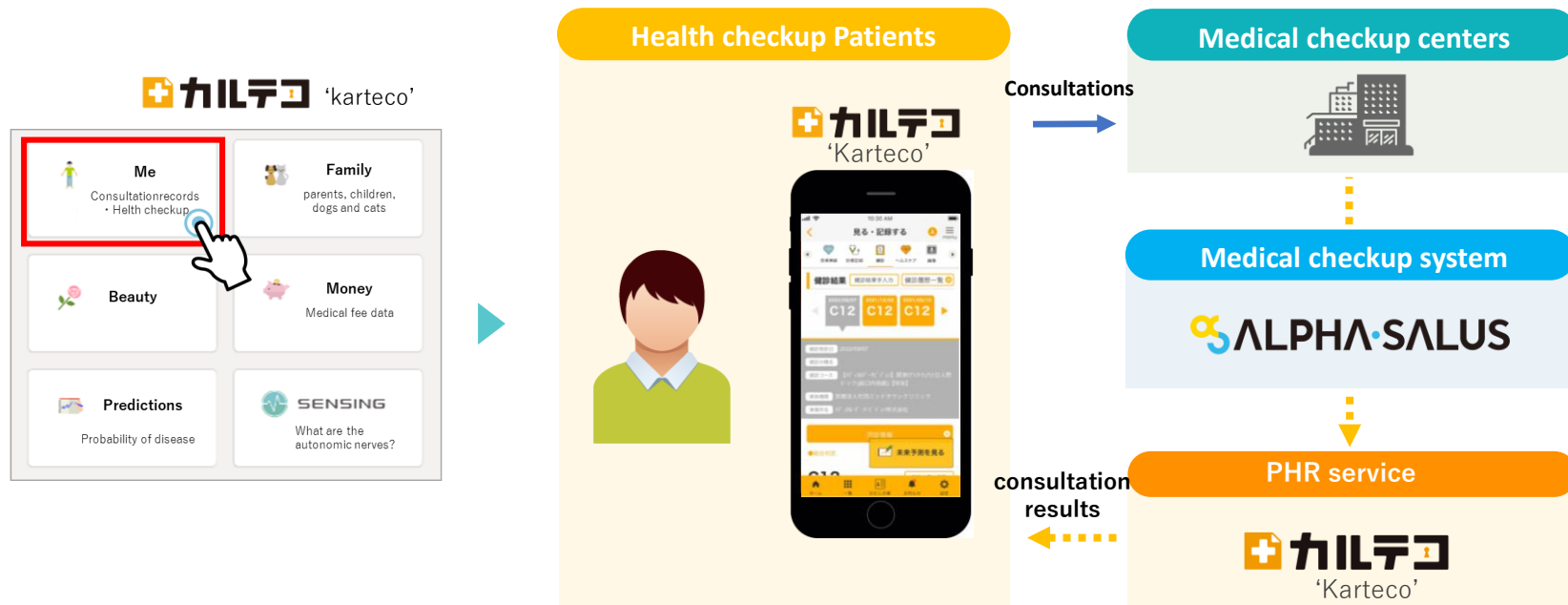
Equipped with 'world's first' pet sensing technology

Easily measure your pet's vital signs by simply taking a 10-second video, just like humans



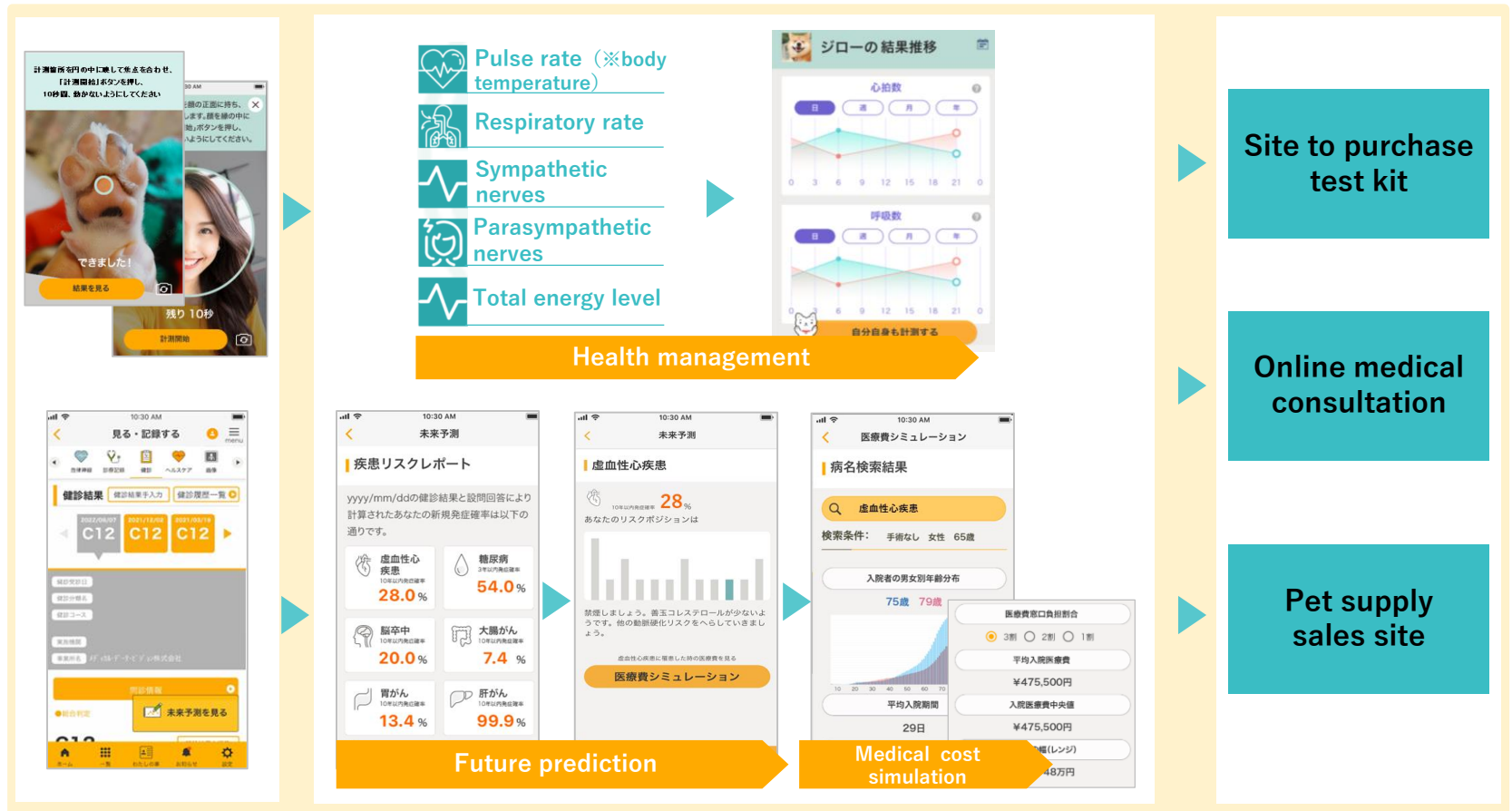
Manage health checkup results and hospital medical records

Our client base of medical institutions give us an advantage



Future prediction based on health checkup results and vital data

Connecting to 'early detection and treatment of disease', 'prevention', 'product sales', etc.



Promote widespread adoption of 'Karteco'_Targets/Initiatives to promote downloads

Target (KPI)

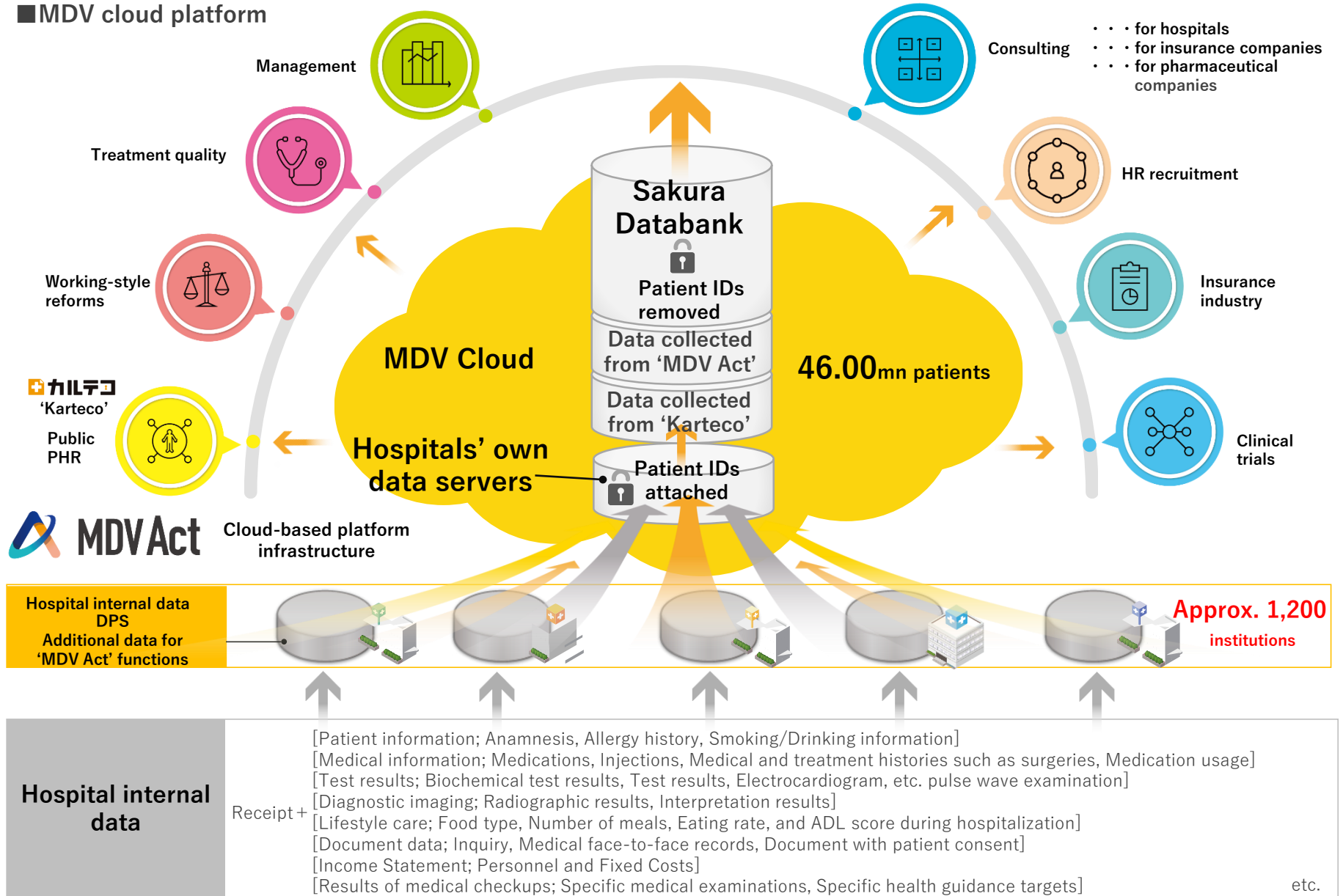
- Sales 520mn yen
- Number of downloads 780,000 downloads

Initiatives to promote downloads

- Introduction from 'ALPHA SALUS' medical checkup system installed facilities
- PR with appealing keywords as 'pet' and 'family'
- Collaborate with companies in other industries with an affinity for medical/health information

Shift from 'quantity' to 'quality' of data, dramatic growth of data utilization

MDV cloud platform



We would like to express our deepest condolences to those who lost their lives in the Noto Peninsula Earthquake on January 1, 2024, and our heartfelt sympathy to all the victims affected by the disaster.
We would also like to express our gratitude and respect to all those who have been working hard to save lives and provide relief.

We are supporting the following efforts to help the affected areas, leveraging our strong ties with medical institutions.

Medical institution website link creation in the affected areas

令和6年能登半島地震 被災された皆さまにお見舞い申し上げます

Message

令和6年1月1日に発生した令和6年能登半島地震により亡くなった方々に深く哀悼の意を表するとともに、被災された皆さまに心よりお見舞い申し上げます。また、懸命の救命・救助にあたられている皆さまに感謝と敬意を表します。

当社は、お取引先さまが医療機関であることから、以下で医療機関が発信する情報に容易にアクセスできるようにリンク集を作成しました。

被災した地域の医療機関HPリンク一覧

社会医療法人財団董仙会 恵寿総合病院(石川県七尾市)	
病院 HP	https://www.keiju.co.jp/
神野正博理事長ブログ	https://kejumed.exblog.jp/
神野正博理事長 Facebook	https://www.facebook.com/keiju.kanno
クラウドファンディング	https://readyfor.jp/projects/keiju7sns_share_token=35b9dd7df5d24dc63f
医療・介護・福祉活動を維持するため、クラウドファンディング「能登半島地震 災害でも医療は止めない!けいじゅヘルスケアシステム」を立ち上げられました。ご支援・ご協力のほど、よろしくお願いたします。	
市立輪島病院(石川県輪島市)	
病院 HP	https://www.city.wajima ishikawa.jp/wajimahp/
社会福祉法人新潟市社会事業協会 信楽園病院(新潟市)	
病院 HP	https://www.shinrakuen.com/

医療機関のリンク先は随時、追加していきます。

Informing 'Karteco' users their 'Karteco' medical records can be used at medical institutions

お知らせ詳細

2024年1月2日

令和6年能登半島地震にて被災された皆様へ

令和6年能登半島地震にて被災された皆様に心よりお見舞い申し上げます。
恵寿総合病院などのカルテコ医療機関で受診された検査結果、お薬、画像、透析などの記録、ご自身で記録されたヘルスケアやわたしの事をカルテコでご確認いただけます。かかりつけ以外の医療機関を受診される際にご利用ください。(わたしの事は電波が入らない場合でもスマートフォンでご覧いただけます)

ホーム 一覧 わたしの事 お知らせ 設定

Crowdfunding support (notification to our users)

能登半島地震 災害でも医療を止めない!
けいじゅヘルスケアシステム

Applications for support will be accepted until 11pm on March 31, 2024

IR Contents in English

<https://en.mdv.co.jp/investor-relations/>

Contacts

<https://en.mdv.co.jp/application/contactus/form.php?investor-relations-category2>

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