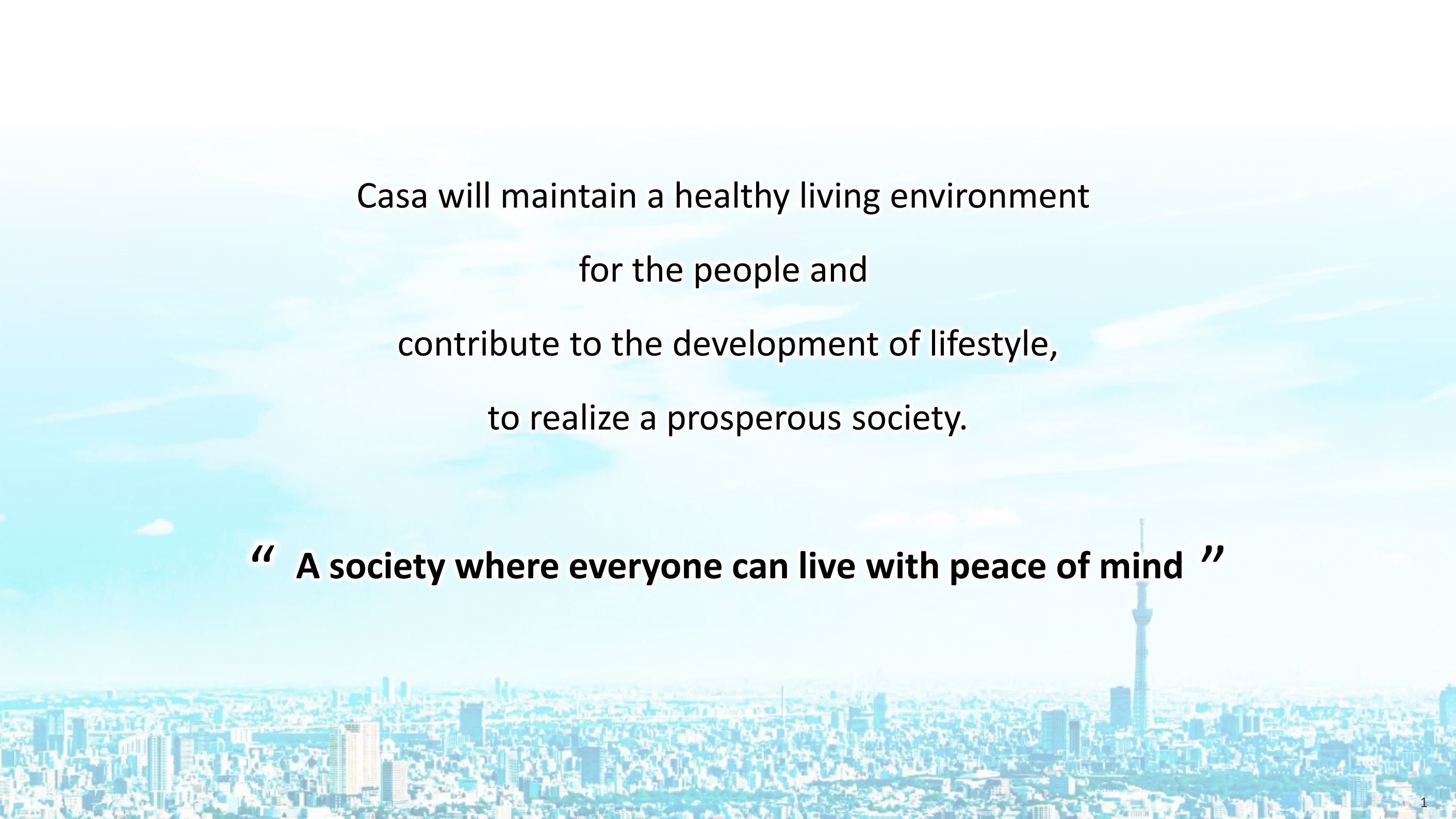


Casa Inc.

Financial Results Presentation  
for the second Quarter 2022

Listed Code : 7196



An aerial view of a city, likely Tokyo, with a prominent tall tower (Tokyo Skytree) on the right side. The city is densely packed with buildings, and the background shows a hazy sky with some clouds. The overall color palette is light blue and white.

Casa will maintain a healthy living environment  
for the people and  
contribute to the development of lifestyle,  
to realize a prosperous society.

**“ A society where everyone can live with peace of mind ”**

# SUSTAINABLE DEVELOPMENT GOALS

## 11 SUSTAINABLE CITIES AND COMMUNITIES



Rent guarantee service

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Resident support service

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Child support guarantee service

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## 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



Online real estate transactions

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Business systematization

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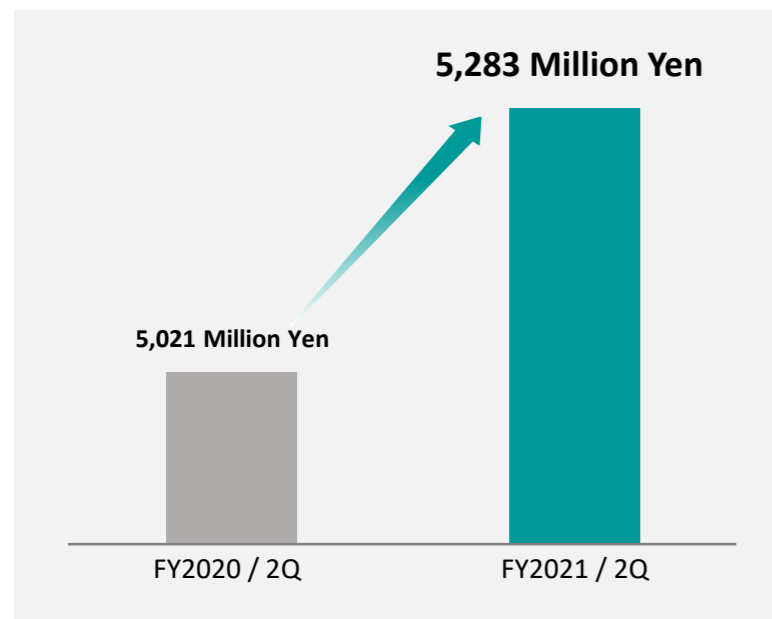
Promotion of real estate DX

---

## FY2021 / 2Q performance

## Net Sales

5,283 Million Yen

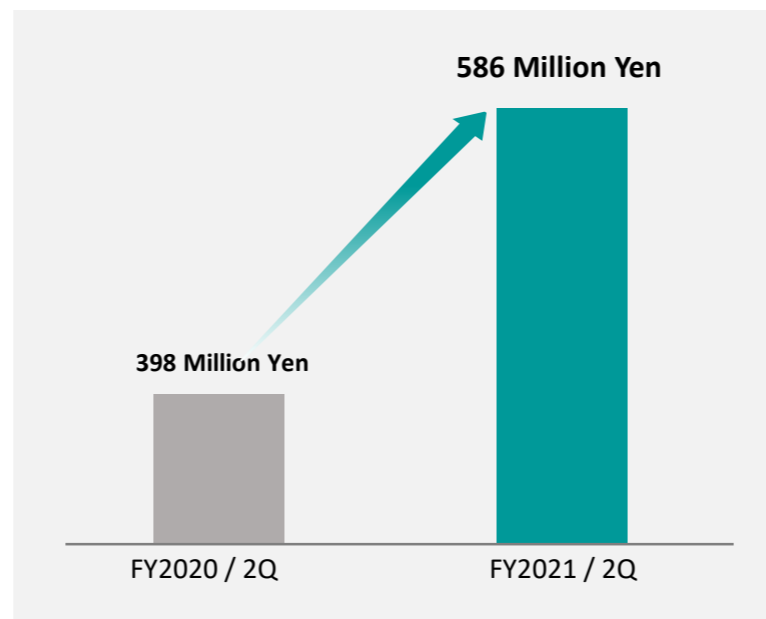


Year-over-year  
basis

+261 Million Yen  
**105.2%**

## Ordinary Profit

586 Million Yen

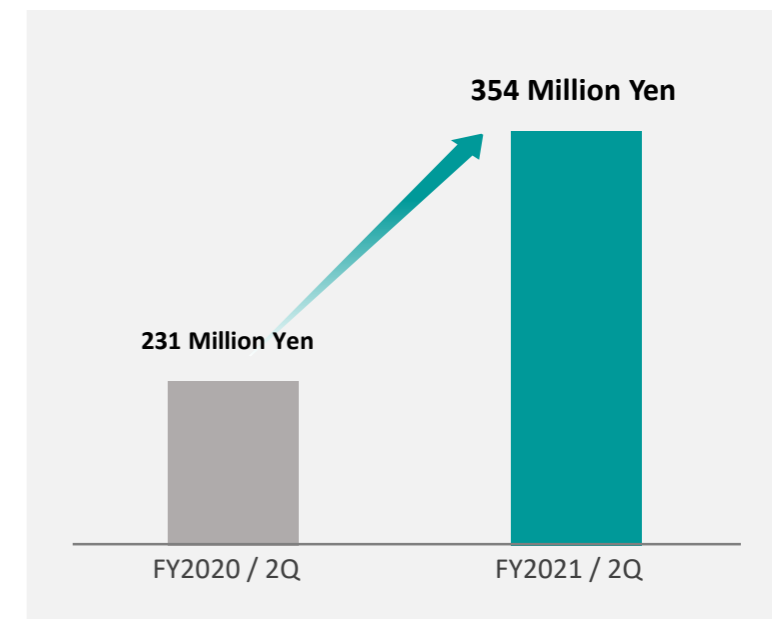


Year-over-year  
basis

+188 Million Yen  
**147.3%**

## Profit attributable to owners of parent

354 Million Yen



Year-over-year  
basis

+122 Million Yen  
**153.1%**

## 2Q net income achieved 150% of plan

Unit: One million yen

	FY2020 / 2Q	FY2021 / 2Q		2Q plan ratio
	Amount of money	Amount of money	Year-over-year basis	
<b>Net Sales</b>	5,021	5,283	<b>105.2%</b>	<b>102.8%</b>
<b>Operating Profit</b>	368	532	<b>144.3%</b>	<b>133.3%</b>
<b>Ordinary Profit</b>	398	586	<b>147.3%</b>	<b>143.7%</b>
<b>Profit attributable to owners of parent</b>	231	354	<b>153.1%</b>	<b>150.3%</b>

# Breakdown of sales

Unit: One million yen

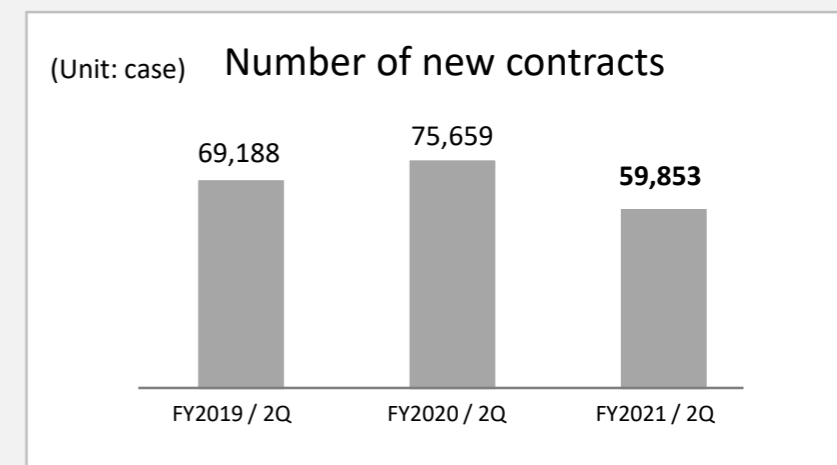
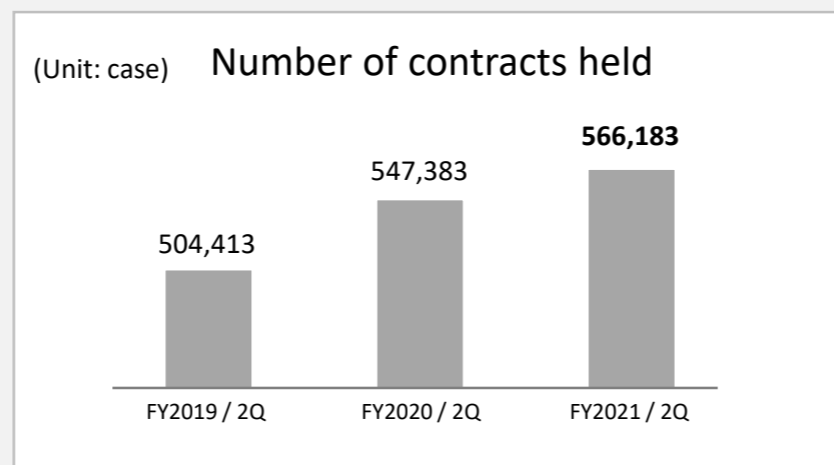
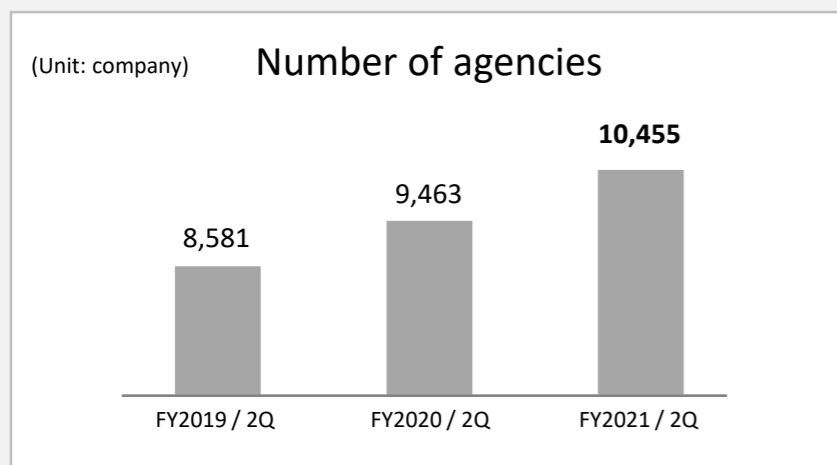
	FY2020 / 2Q	FY2021 / 2Q		
	Amount of money	Amount of money	Last year Increase amount	Year-over-year basis
Net Sales	5,021	<b>5,283</b>	<b>261</b>	<b>105.2%</b>
Initial guarantee fee	2,696	<b>2,777</b>	80	103.0%
Annual guarantee fee	2,251	<b>2,421</b>	170	107.6%

### Initial Guarantee Fee

- Number of Dealers: Cumulative 10,445 Companies
- New Contracts: 59,853
- Review of Agents with Poor Profitability

### Annual Guarantee Fee

- Contracts Held Number: 566,183



# Breakdown of cost of sales / Selling, general and administrative expenses

Unit: One million yen

	FY2020 / 2Q	FY2021 / 2Q		
	Amount of money	Amount of money	Last year Change amount	Year-over-year basis
Cost of sales	2,130	<b>2,244</b>	<b>114</b>	<b>105.4%</b>
Provision of allowance for doubtful accounts	1,305	<b>1,307</b>	<b>2</b>	<b>100.2%</b>
Referral fee	505	<b>463</b>	△ <b>42</b>	<b>91.6%</b>
Lawsuit / Dispose expense	312	<b>470</b>	<b>157</b>	<b>150.4%</b>
Selling, general and administrative expenses	2,522	<b>2,506</b>	△ <b>16</b>	<b>99.3%</b>

### Provision of allowance for doubtful accounts

Although the guaranteed balance increased, the allowance for doubtful accounts remained at the same level as the previous fiscal year due to the improvement in the recovery rate.

### Referral fee

Compressed by reviewing unprofitable agencies

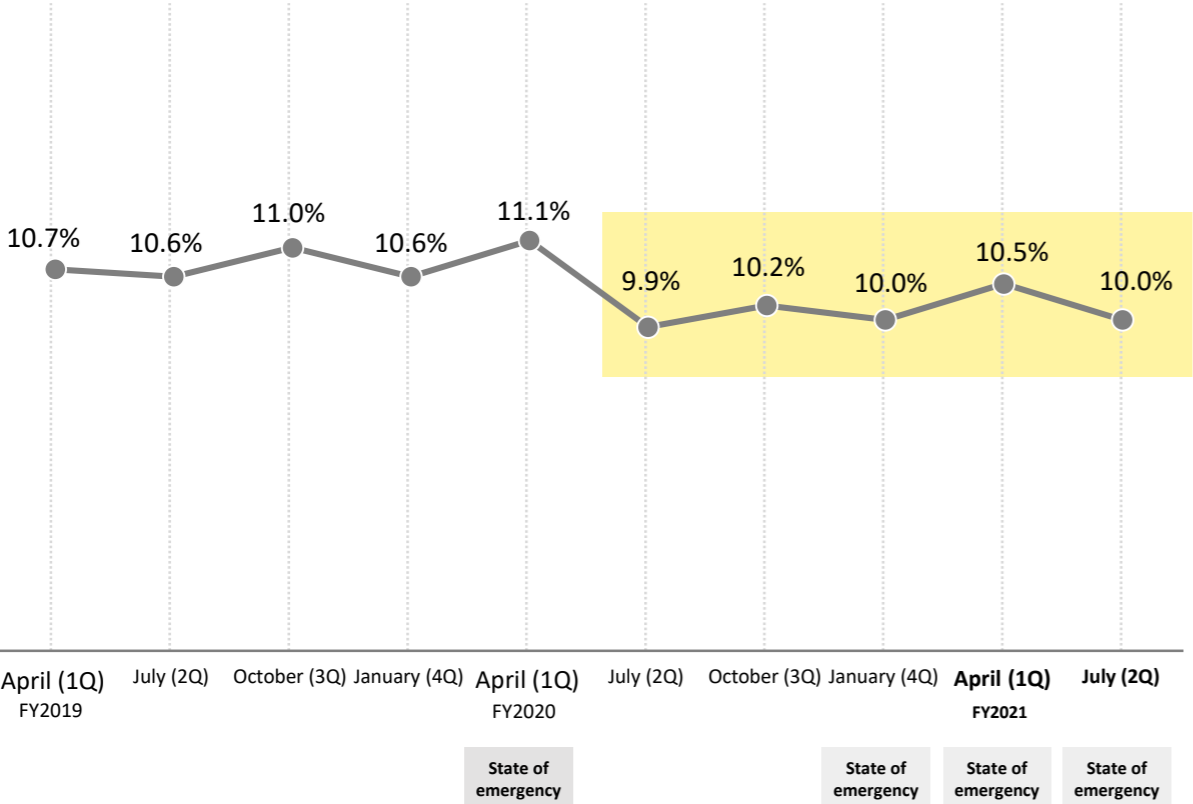
### Lawsuit / Dispose expense

Extended proposal resolution due to the state of emergency in the previous term progresses



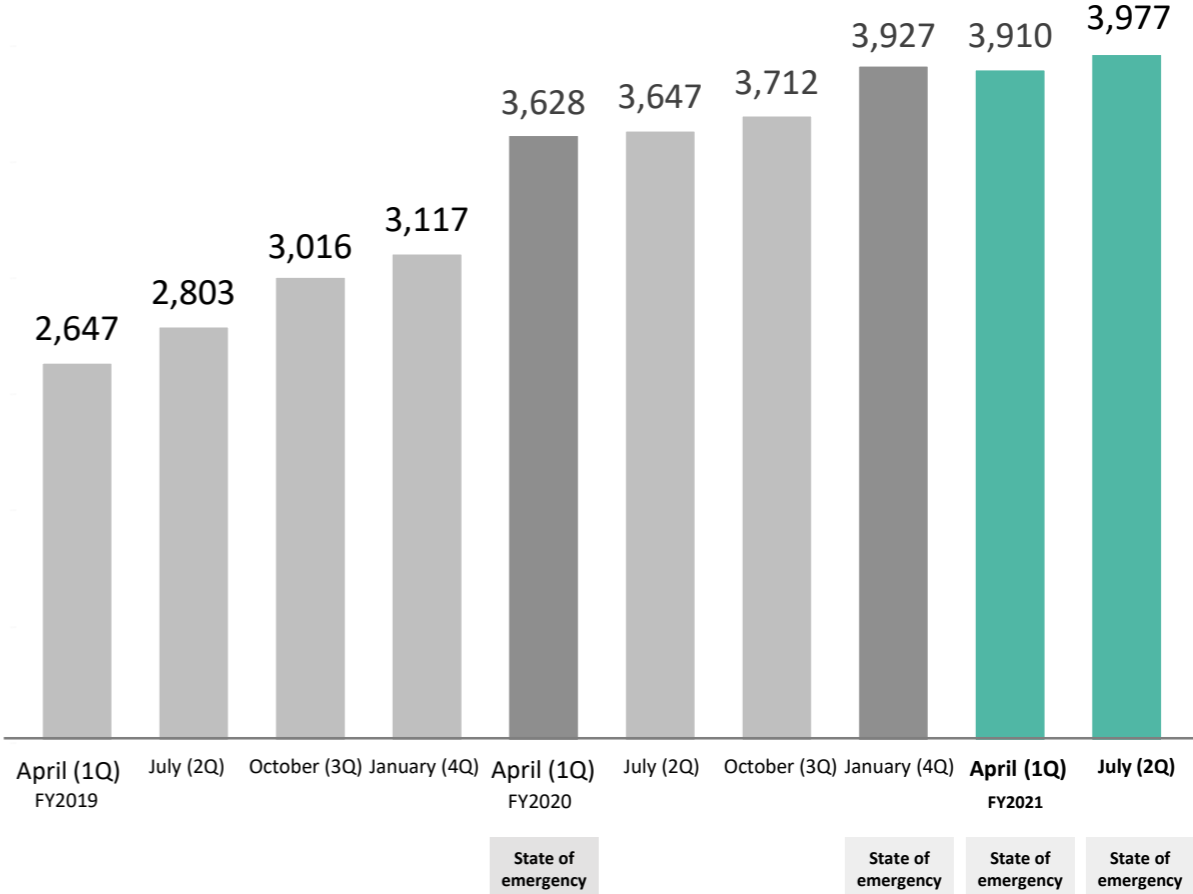
## Delinquency rate

A gradual improvement trend  
Due to the review of poor profitability  
agency, screening rules



## Right to Reimbursement

Controlled to an appropriate level by  
improving recovery rate



# Sales Strategy

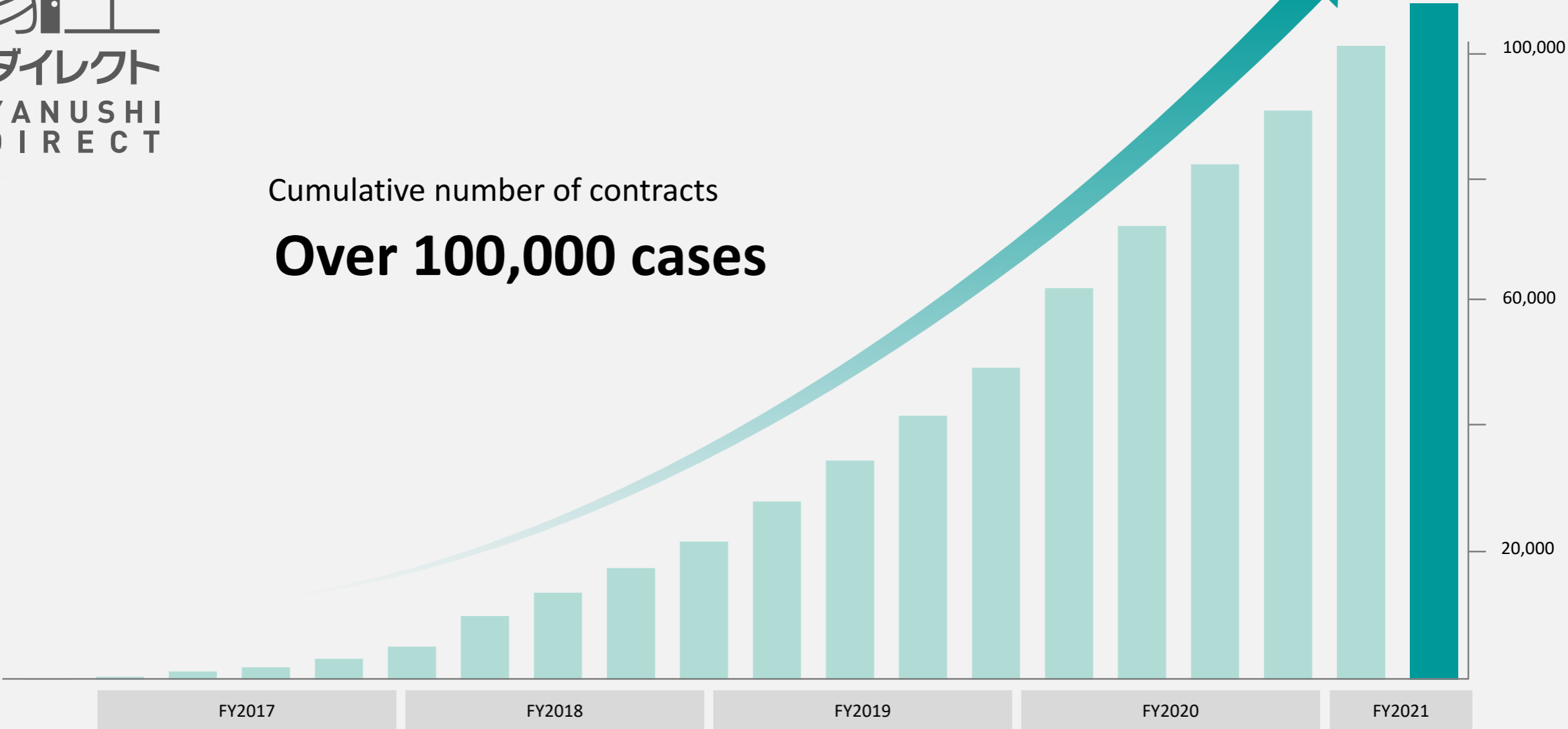
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# “Yanushi Direct” transactions



Cumulative number of contracts  
**Over 100,000 cases**

**109,000 cases**



# Why “Yanushi Direct” is chosen

## Rent guarantee Rent Management



Peace of mind with a full range of guarantees  
No risk of non-receipt of rent by collecting agency service

## Solitary Death guarantee



Solitary Death guarantee is automatically accompanied just in case



### Management company

#### System cooperation



Web application



Electronic contract



Delinquent batch registration

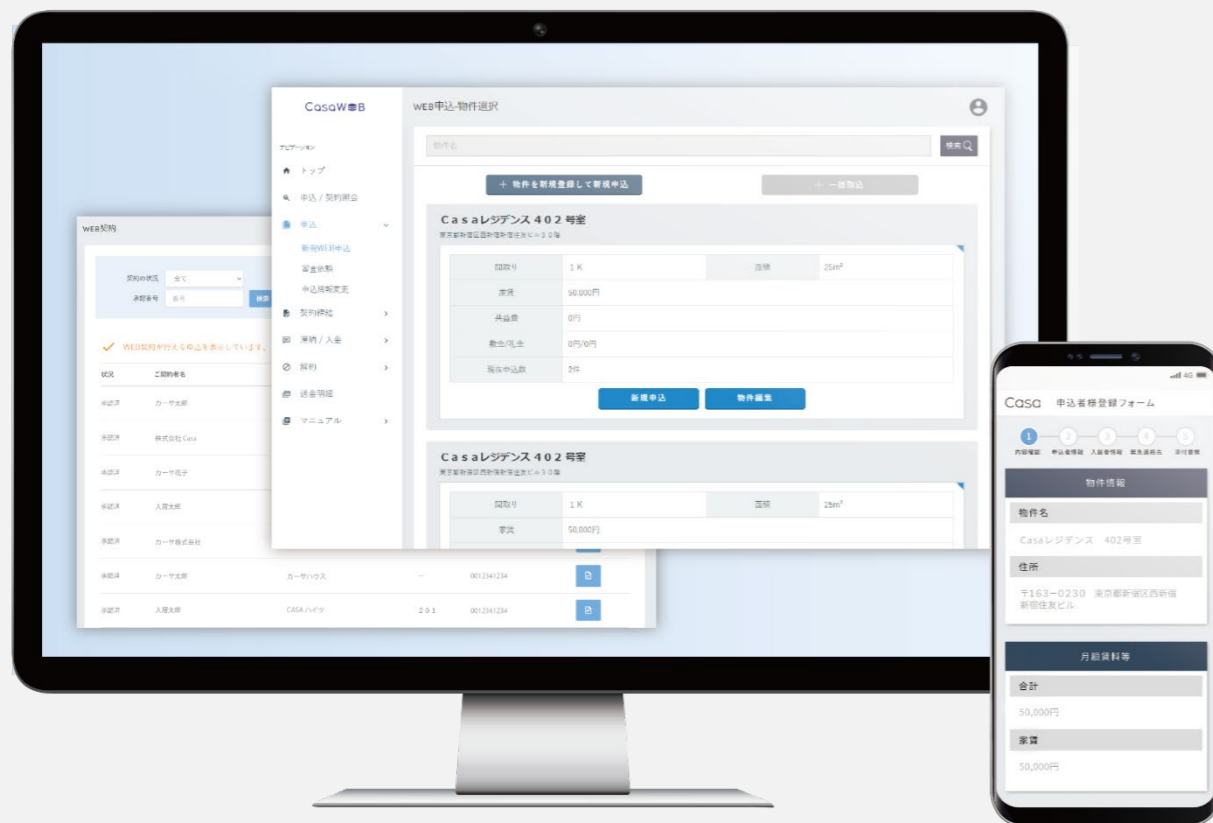
### Real estate owner

#### Recruitment

Sending customers to the intermediary



## More convenient online



Number of owners

About **400,000**  
people

Number of agencies

About **10,000**  
companies

# 家主ダイレクト

September  
release  
schedule

## Add more services

Reliable guarantee and support  
are automatically accompanied



Household insurance



Rush support

# Government Trends Regarding Online Real Estate Transactions

October 2019	September 2020	May 2021	September 2021	May 2022
<p><b>Explanation of important matters</b></p> <p>By electromagnetic method During a social experiment related to delivery</p>	<p><b>Lease Agreement</b></p> <p>By electromagnetic method During a social experiment related to delivery</p>	<p><b>Digital reform Enactment of related law</b></p> <p>Scheduled to come into effect by May 2022</p>	<p><b>Digital Agency established</b></p> <p>No one left behind Realization of digital society</p>	<p><b>Home Building Business Law Amendment</b></p> <p><b>Abolition of stamping at the time of signing the contract</b></p> <p>Disclosure Statement • Electronic delivery of contracts has been completely lifted</p>



## One stop from application to contract

Recruitment



**WEB based  
tenant recruiting**

Easy registration and management  
of preview reservations on the WEB

Application



**Web  
application**

Shorten application time and  
improve work efficiency

Agreement



**WEB account  
transfer**

Rent fund transfer procedure is  
easy with your smartphone



**Electronic  
contract**

Online contract procedure

## Investment for business expansion

- Hiring IT engineers
- Recruitment of external engineers
- Change of office environment

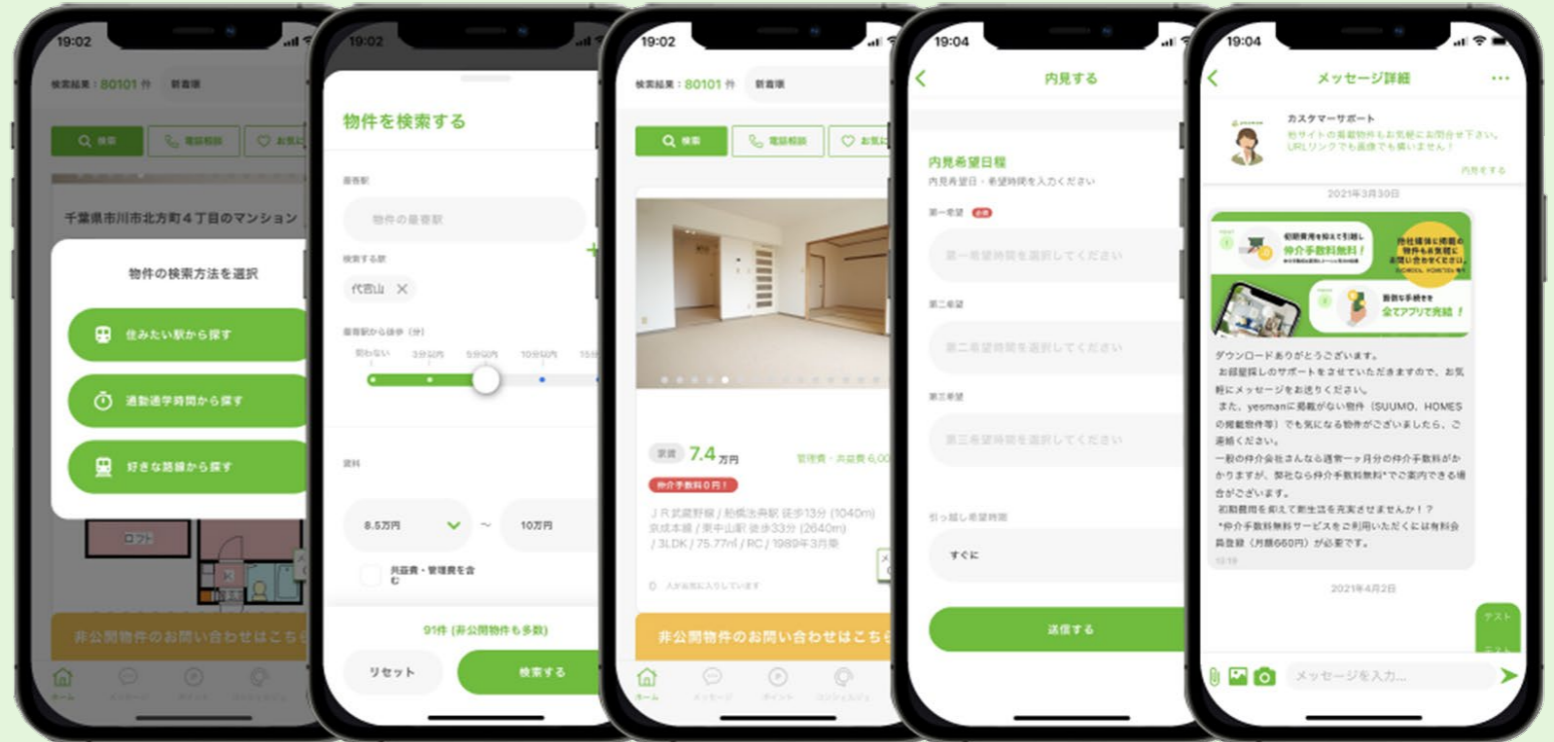


## Room search app

# yesman

Development and operation


Along with Inc.



## yesman's strengths



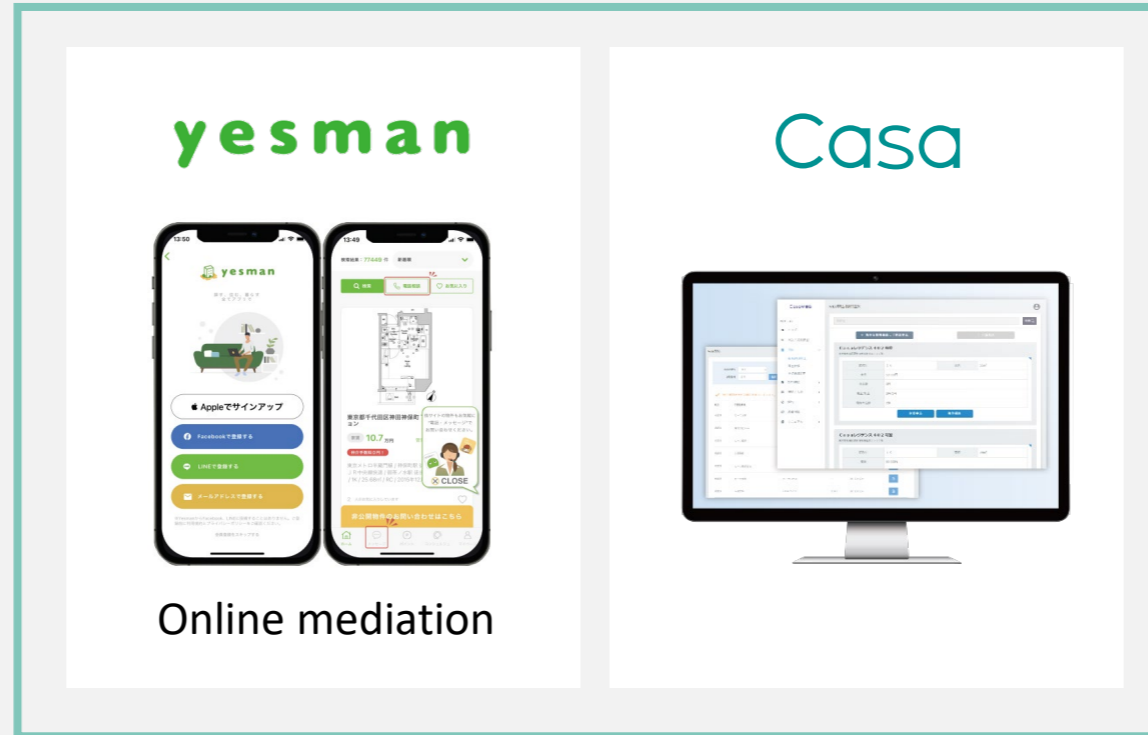
**Brokerage referral  
fee free**



**All procedures  
Complete with app**



Tenant



Real estate company



Real estate landlord



## Benefits of each

**Tenant**

Brokerage referral fee free

**yesman**

Increased revenue

**Agency / landlord**

Improvement of recruitment opportunities

**Casa**

Expansion of guaranteed use

Children's smiles are  
mom's smiles

Protect the future of children

養育費保証  PLUS

## Movement toward the realization of "Kodomo Mannaka (Children-centered)" reform

Liberal Democratic Party's initiative "Kodomo Mannaka" Basic Law (tentative name)"

### To establish "Children's Office"

Based on the idea of "children-centered", not from the standpoint of the government or business operators Discussions to recreate children's policies from a child's perspective.

"Honebuto no Hoshin 2021"  
Cabinet decision



#### Respect children's rights

Protecting children's lives and safety  
Strengthening policy

#### Environment surrounding children

Improvement of working  
environment of the caregiver and  
Elimination of gender gap

#### National responsibility

Budget and investment of  
human resources

養育費保証 PLUS

Information provision

Media (Mamasuma) and Information provided at the seminar

養育費未払いの罰則とは？ 民事執行法改正のポイントを紹介  
© 2021/08/13

養育費の時効は原則5年。さかのぼった請求や中断はできる？  
© 2021/08/12

元気が出る！ 江成道子のシングルマザー相談室09：子どもの進学のために養育費を増額したい。話…  
© 2021/07/30

【連載#5】 曲げば曲くほど、「自分らしく」生きられる  
© 2021/07/28

【連載#4】 「やればできる」のではなく「やらなければできない」と考える  
© 2021/07/26

【連載#3】 「今、何をやるべきか」は目標から逆算する  
© 2021/07/23

養育費は支払い義務がある！ 未払い防止のためにできること  
© 2021/07/22

離婚後に受け取れる養育費相場 | 年収や子どもの人数別に計算  
© 2021/07/21

【連載#2】 問題が起こったら「そもそも論」で切り分けて考えよう  
© 2021/07/21

【連載#1】 ポイントは「考え方」と「やり方」の両輪を身に着けること  
© 2021/07/21

【連載#5】 叱らないですむ生活環境づくり/ちょっと離れるだけでも声がけしよう  
© 2021/07/21

【連載#4】 前もって、予定や目安を伝えよう/イライラしやすいつきを知って、対処しよう  
© 2021/07/21

Parenting

Guarantee child support when there is a delayed payment of child support

養育費保証



Looking for room

No guarantor required for guaranteed use Supporting room search



Looking for A job

Support job search collaborate with the Single Mother Association



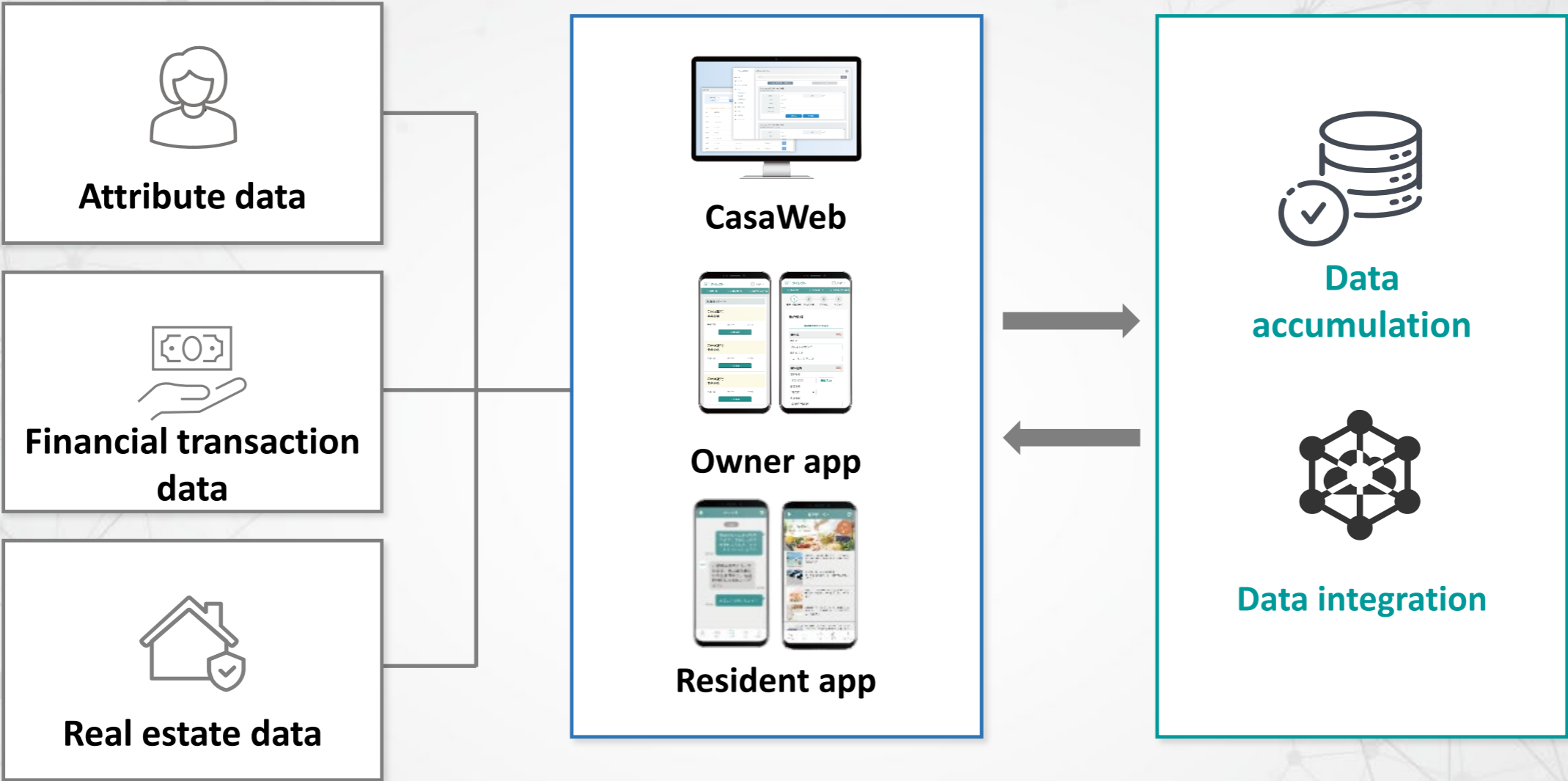
一般社団法人  
日本シングルマザー支援協会®



# Growth scenario

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Build convenience and value-added services by utilizing data



Open A new door to finance

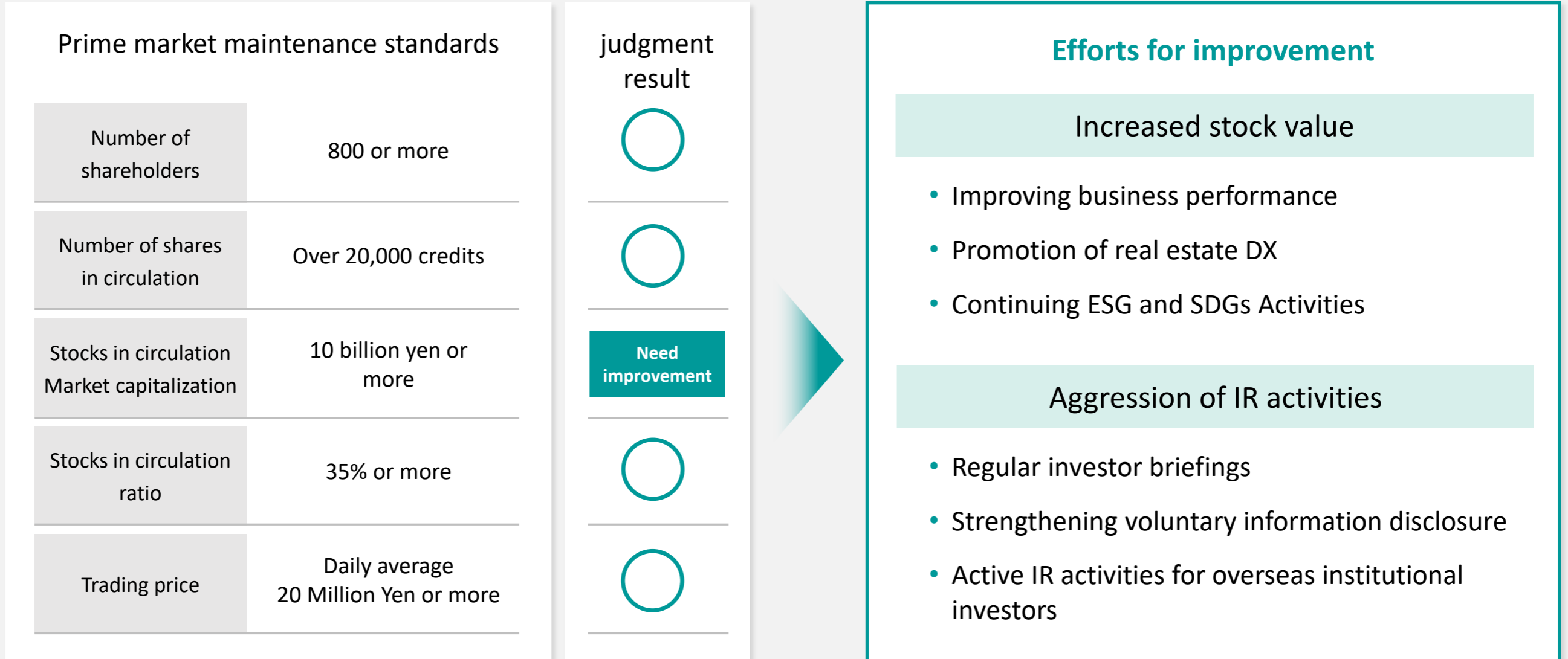
**Fintech**

×

**Real estate tech**



## Policy to choose listing on the prime market





- In addition to our business and industry trends, this document also refers to our future prospects based on our current plans, estimates, forecasts or forecasts.
- These forward-looking statements carry various risks and uncertainties.
- Already known or unknown risks, uncertainties and other factors may or may not lead to different consequences than those contained in the statement of future prospects.
- We can not promise that our forward-looking statements are correct, and our results may differ materially from our forward-looking statements.
- The forward-looking statements in this material are made by us based on the information available as of September 7, 2021, and reflect any future events or circumstances, and any forward-looking statements. We have not updated or changed the Content of the statement.