

# Results of Operations for the Fiscal Year Ended June 30, 2021

**A growth strategy for creating platforms**  
(Three-year plan)

August 16, 2021

Nihon Jyoho Create Co., Ltd.  
(Tokyo Stock Exchange Mothers Market: 4054)

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# FY6/21 Financial Results

# Become a platformer in the real estate domain

**Our goal is to build platforms that transform dreams into reality and make many people happy.**

**Real estate transactions produce happiness and appreciation by fulfilling customers' dreams in the form of a property that precisely matches their requirements. This is our belief. Real estate companies are dedicated to achieving the simple goal of transforming customers' dreams into reality and making them happy. We play a role in this happiness by using the latest technologies to create extremely convenient platforms for real estate companies.**

**Yonetsu Kenichi, Representative Director, President**

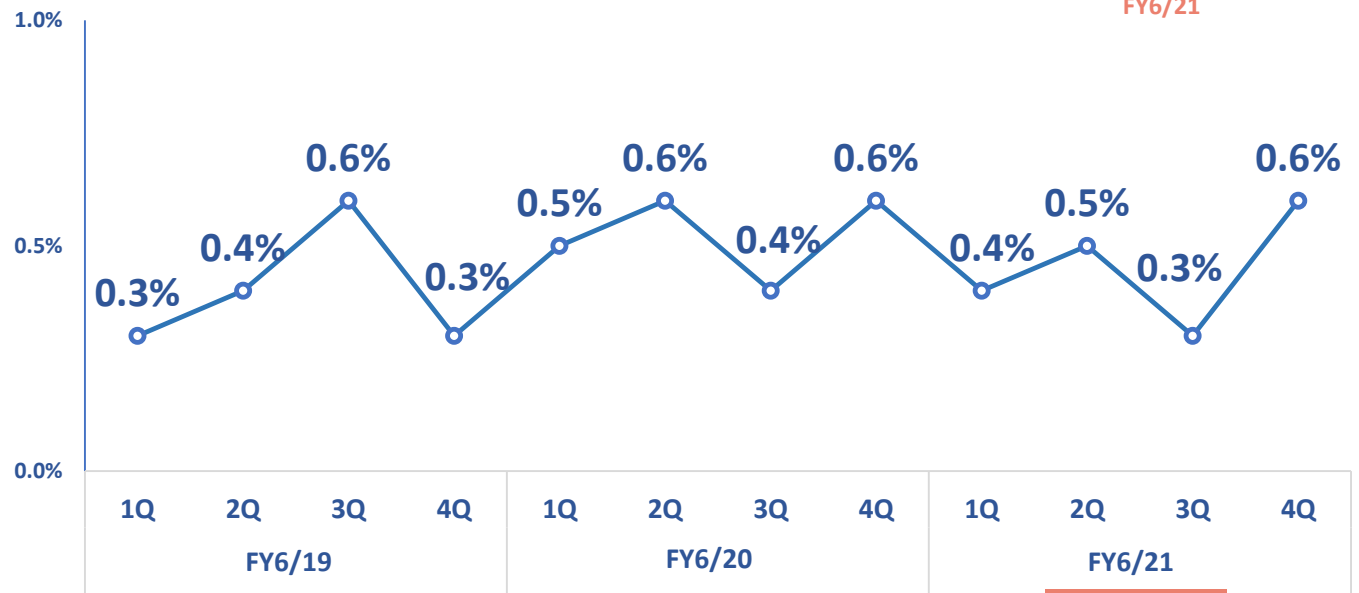
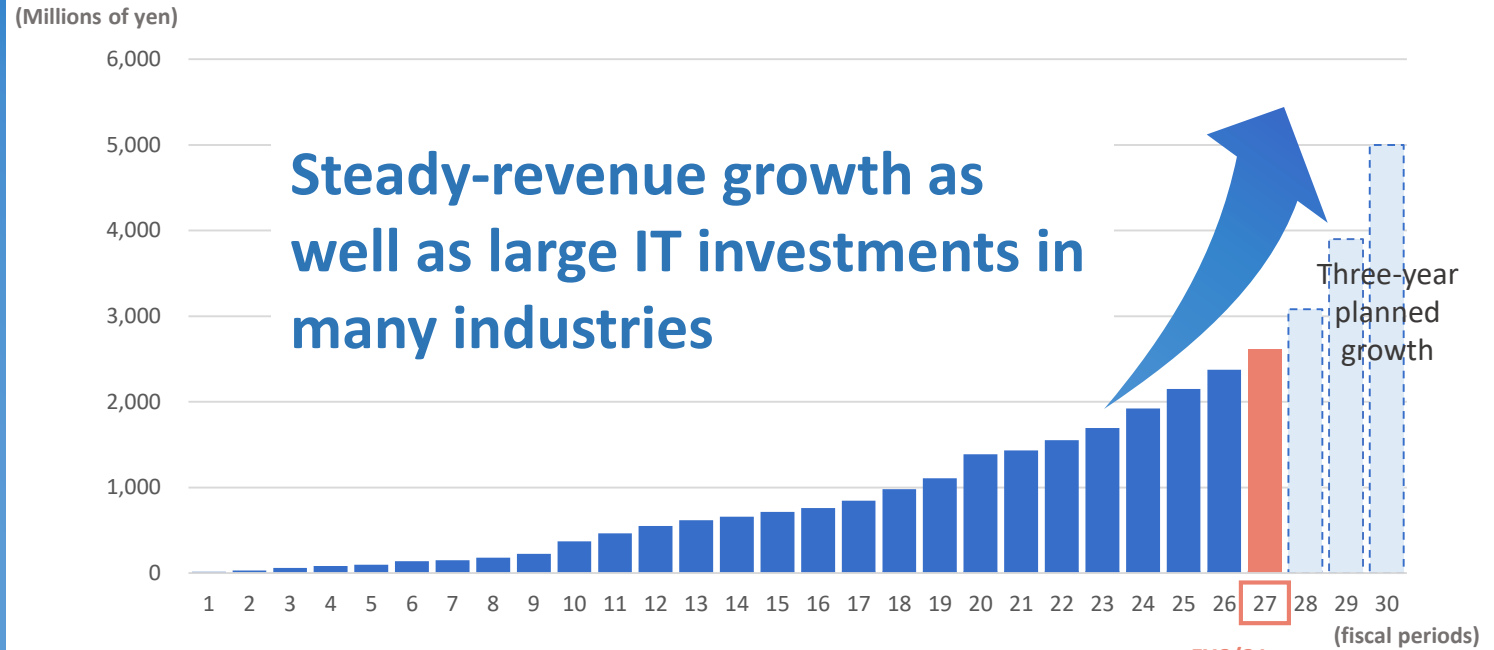


# Consecutive sales growth for 27 years

since the founding in 1994

## FY6/21 Cancellation Rate: 0.5%

\*Average of monthly cancellation rates



The cancellation rate is the decrease in monthly fees caused by contract cancellations divided by fees in that month from existing contracts.

## Financial Highlights

### Both sales and earnings increased to a record high

(Millions of yen)	FY6/20	FY6/21	YoY change	Vs. NJC plan
<b>Net sales</b>	<b>2,375</b>	<b>2,617</b>	<b>+10.2%</b>	<b>100.1%</b>
Brokerage solutions	<b>789</b>	<b>850</b>	<b>+7.8%</b>	<b>91.3%</b>
Property management solutions	<b>1,563</b>	<b>1,743</b>	<b>+11.6%</b>	<b>104.5%</b>
<b>Gross profit</b>	<b>1,744</b>	<b>1,929</b>	<b>+10.6%</b>	<b>101.0%</b>
<b>Gross profit margin</b>	<b>73.4%</b>	<b>73.7%</b>	<b>+0.3pt</b>	-
<b>Operating profit</b>	<b>524</b>	<b>585</b>	<b>+11.6%</b>	<b>100.3%</b>
<b>Operating margin</b>	<b>22.1%</b>	<b>22.4%</b>	<b>+0.3pt</b>	-
<b>EBITDA</b>	<b>560</b>	<b>633</b>	-	-
<b>Ordinary profit</b>	<b>565</b>	<b>642</b>	<b>+13.5%</b>	<b>100.5%</b>
<b>Profit</b>	<b>367</b>	<b>414</b>	<b>+12.9%</b>	<b>98.7%</b>

Brokerage solutions is sales of brokerage support services provided to real estate brokers.

Property management solutions is sales of administration support services provided to rental management companies.

## Financial Highlights (Quarterly)

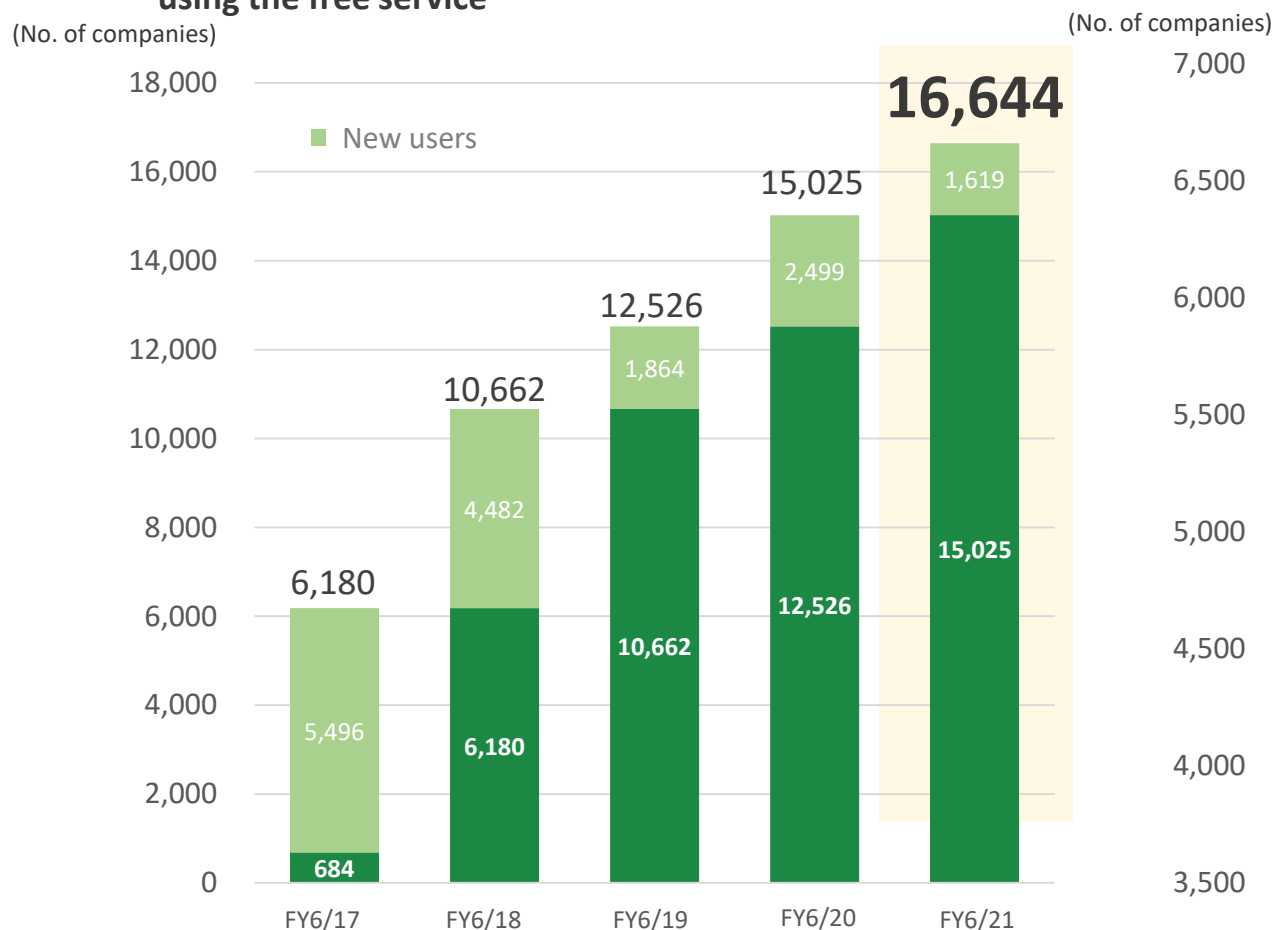
Only a small negative impact of the pandemic; recruited people for FY6/22 ahead of schedule

(Millions of yen)	FY6/20				FY6/21				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Net sales	644	536	562	631	648	654	639	675	<p>Increase in salespeople also contributed to growth</p>
Brokerage solutions	189	196	196	206	205	211	213	220	
Property management solutions	448	335	358	420	437	437	420	449	
Operating profit	164	108	105	146	163	175	114	132	<p>Hired more salespeople earlier than initially planned</p>
Operating margin	25.6%	20.2%	18.7%	23.1%	25.2%	26.9%	17.9%	19.6%	
Ordinary profit	168	117	110	169	150	217	135	137	
Profit	110	76	72	107	104	151	94	63	

## Steady Growth (1)

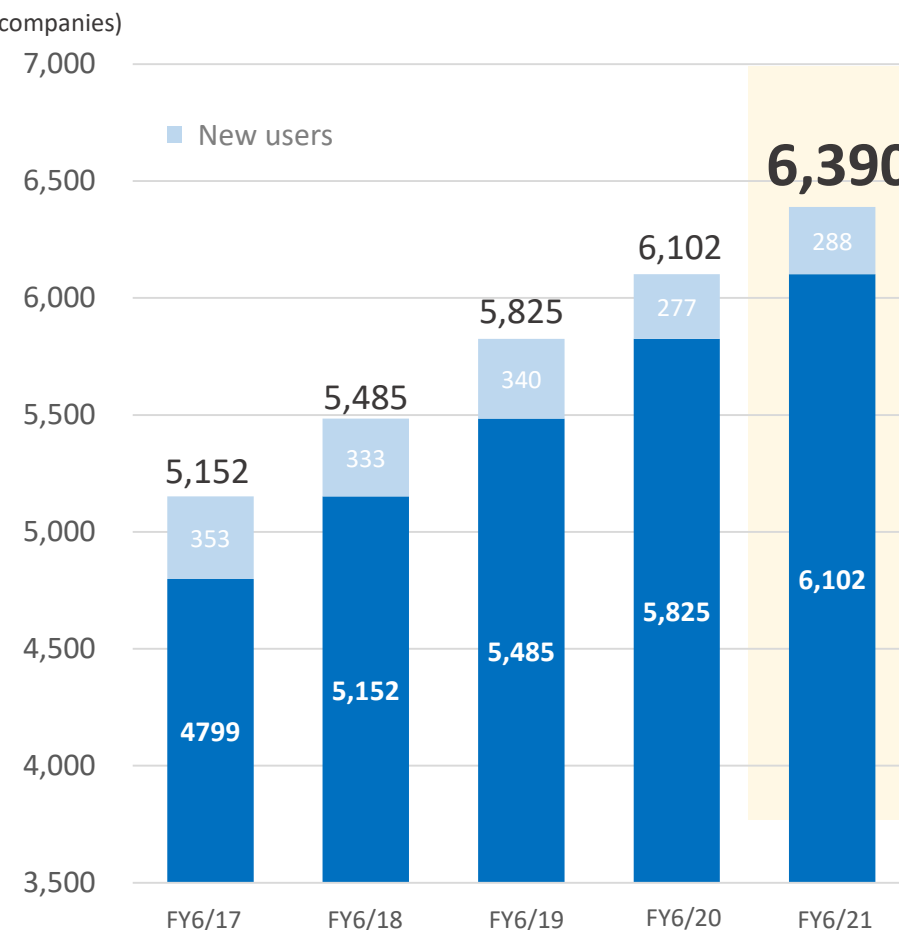
### ■ Companies using the free B-to-B Property Listing Platform (Fudosan BB)

Focusing on cross-selling and upselling current customers while continuing to increase the number of companies using the free service



### ■ Companies using services provided for a fee

Steady growth in the number of companies paying a fee for services as companies switch from free services to services with fees

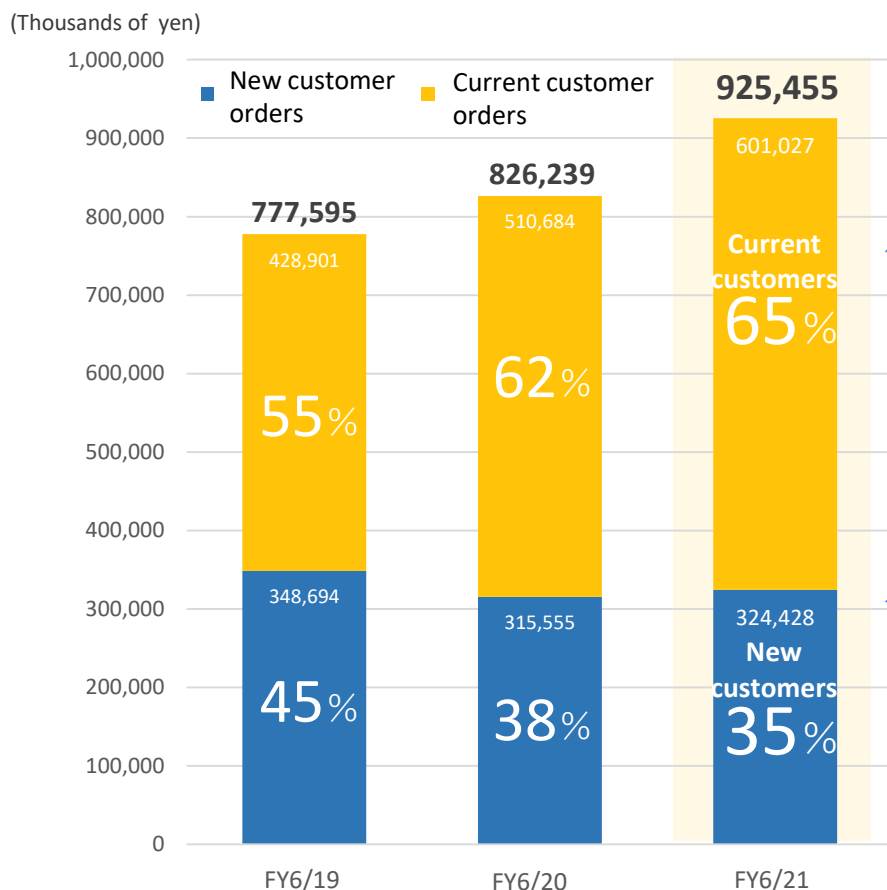




## Steady Growth (1) Additional Information

### ■ Growth of initial orders

Established a successful business model in FY6/21 by placing priority on upselling and cross-selling activities for current customers



Initial orders are one-time sales, such as license and set-up fees when starting to use a product.

The sales strategy for current customers is successful

Growth backed by a larger product lineup, demand for moving some on-premise services to the cloud, and more resale upselling and cross-selling as the volume of work at customers increases.

Starting in FY6/22 to use the successful business model for current customers in order to capture orders from new customers

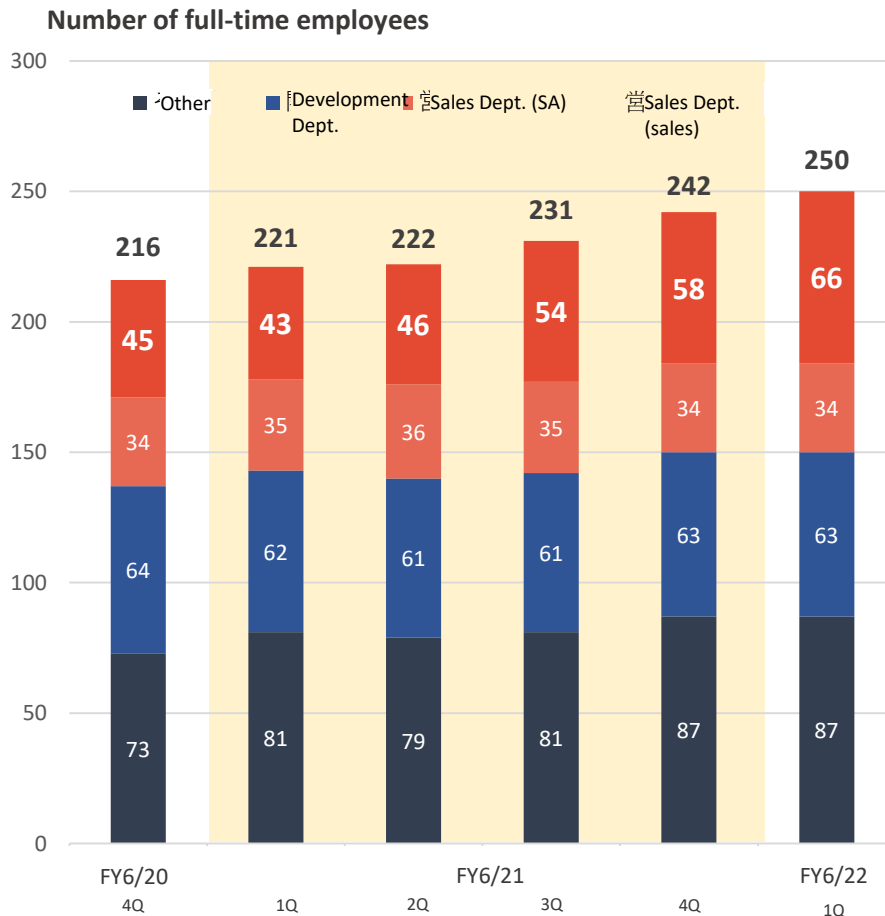
Started focusing in FY6/22 on sales to attract new customers due to the decision to recruit salespeople in FY6/21 2H, which was earlier than planned.

Plan to continue **increasing the number of salespeople** based on the three-year plan. The goal is placing emphasis on capturing market share in order to grow even faster. (See the three-year plan)

## Steady Growth (2)

### More salespeople and engineers

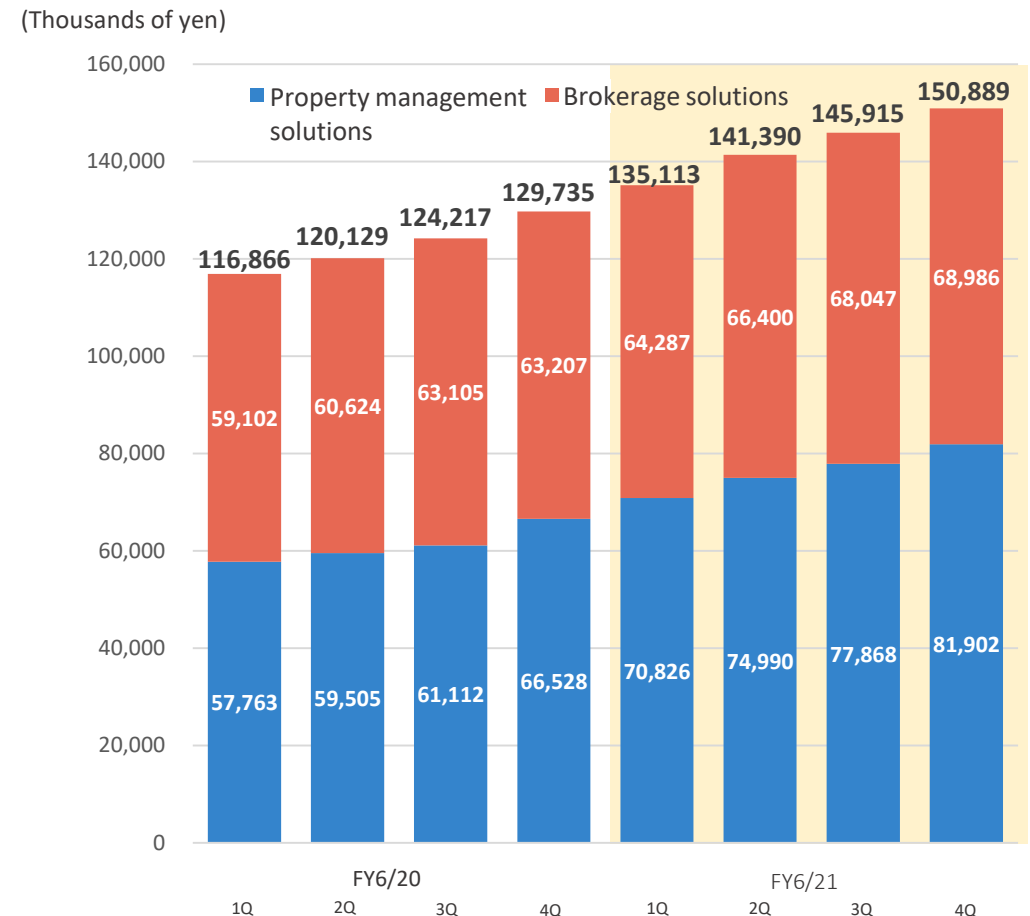
Moved up the hiring of salespeople due to the growing number of calls received from prospective customers; plan to continue recruiting salespeople



As of July 31, 2021

### Growth of monthly recurring revenue

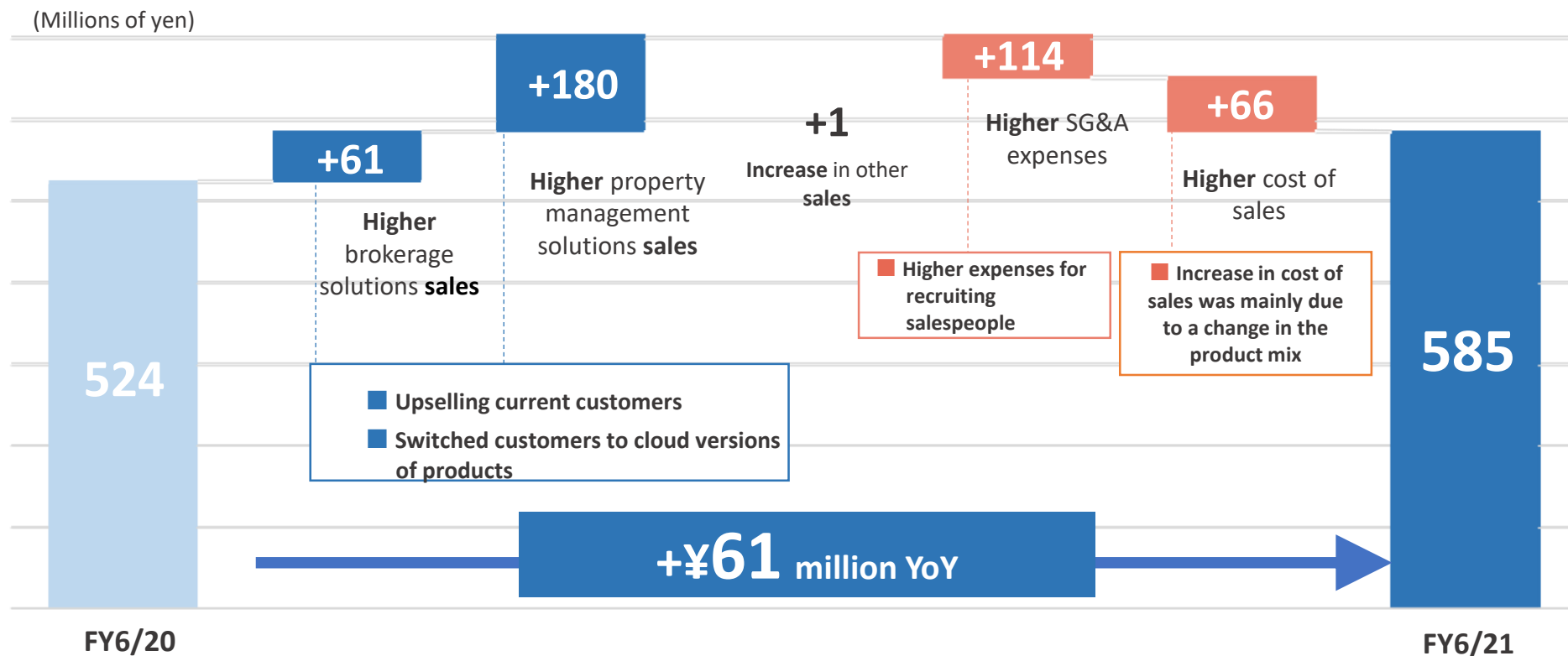
Steady revenue is increasing consistently as the cancelation rate remains low.



## Components of Change in Operating Profit

Although people were hired ahead of schedule due to DX demand in the real estate industry, sales and earnings rose to new record highs, partly because of cost control measures

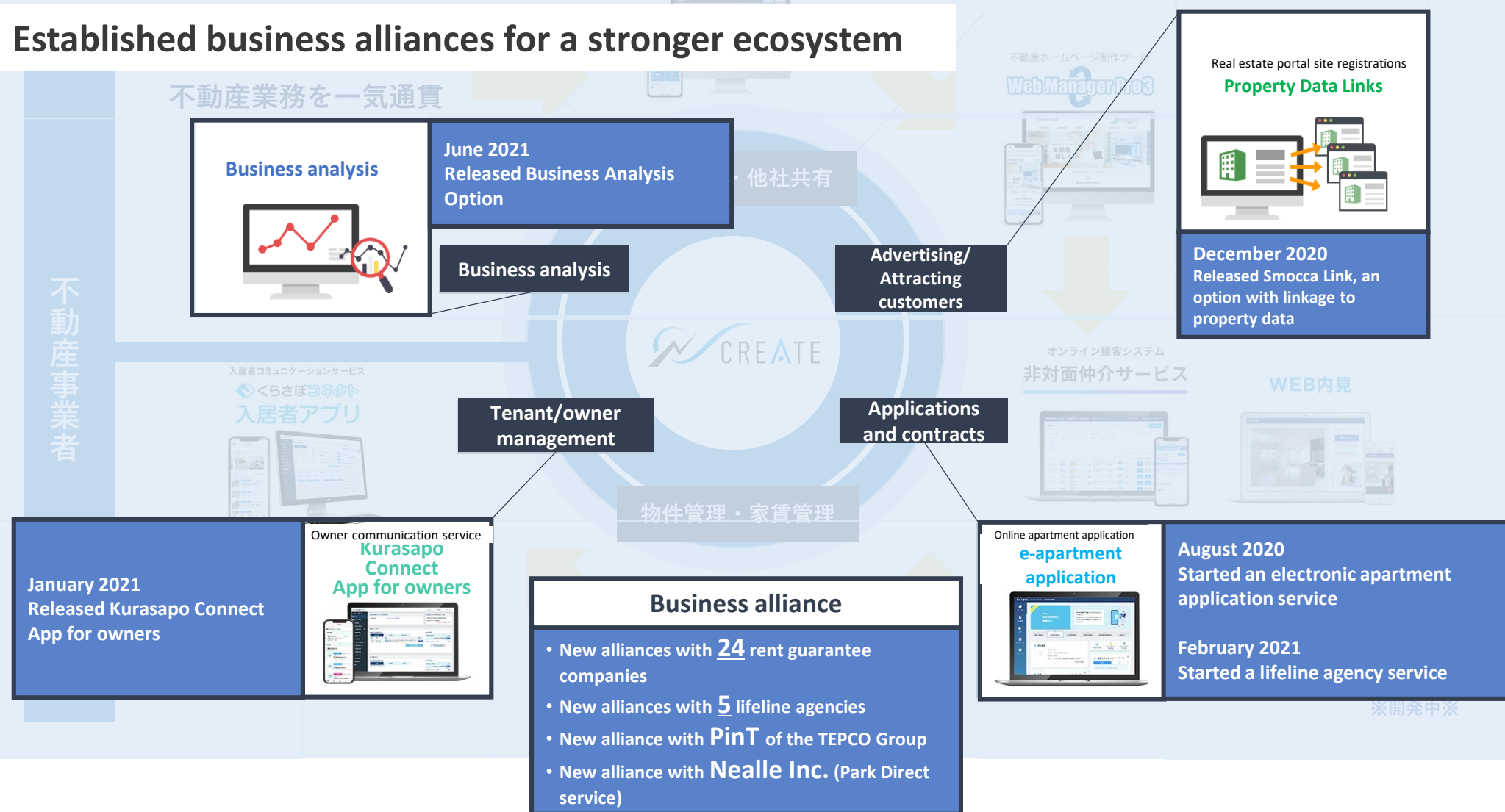
Operating profit: ¥585 million    Operating margin: 22.4%



## Accomplishments for the Creation of Platforms (FY6/21)

Started selling new services for platforms

Established business alliances for a stronger ecosystem



# Three-year Growth Strategy

(including the sales and earnings plan for FY6/22)

# Targets of the Three-year Growth Strategy

Use investments for building platforms for the following goals:

- (1) Advance to overall optimization of customers' business processes rather than for only some processes.
- (2) Use upselling and cross-selling backed by a larger customer base and stronger lineup of products and services for the growth of sales and earnings as well as corporate value.
- (3) Step up to a First Section (Prime Market) Tokyo Stock Exchange listing by becoming a company that plays vital roles in Japan's real estate industry.

# Structure of the Three-year Growth Strategy

Before

2022 - 2024

2025 -

The platformer stage

## The platform building stage

**Build a platform like no other by investing in three categories**

### Product strategies

#### Stronger products

Use upselling and cross-selling supported by even more competitive products and newly developed products for sales growth and higher profitability.

### People strategies

#### Stronger sales team

More salespeople to aim for a larger market share. Establish a training program for quickly transforming people with no experience into productive salespeople.

### Customer strategies

#### Marketing and the sales network

Stronger marketing and more sales bases because increasing points of contact with customers is vital for differentiating Nihon Jyoho Create regarding the real estate DX.

Become more than a software company

The DX of the real estate industry  
Optimization of individual business processes for customers

Growth

Innovation

Creation

**Vision : Dedicated to the happiness of everyone we serve!**

# Three-year Plan for Sales and Earnings

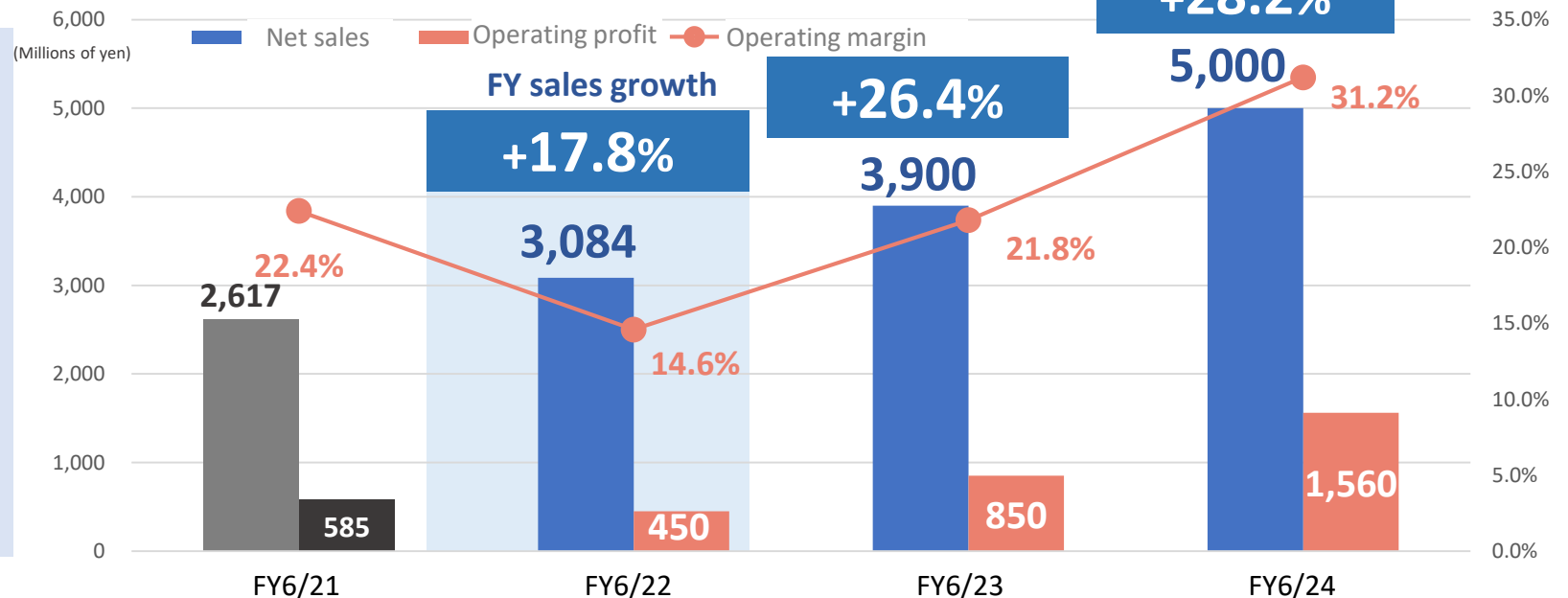
FY6/22 is an intentional pause to set the stage for faster growth

	FY6/21 results	FY6/22 plan	FY6/23 plan	FY6/24 plan
Net sales	¥2,610 million	¥3,080 million	¥3,900 million	¥5,000 million
Gross profit	¥580 million	¥450 million	¥850 million	¥1,560 million
EBITDA	¥630 million	¥580 million	¥980 million	¥1,700 million
Ordinary profit	¥640 million	¥490 million	¥920 million	¥1,600 million

- Earnings down in FY6/22 due to investments to strengthen products and sales
- Forecast big increases in earnings starting in FY6/23 along with sales growth

## ■ Sales, operating profit and the operating margin

Growth fueled by investments in products, people and marketing



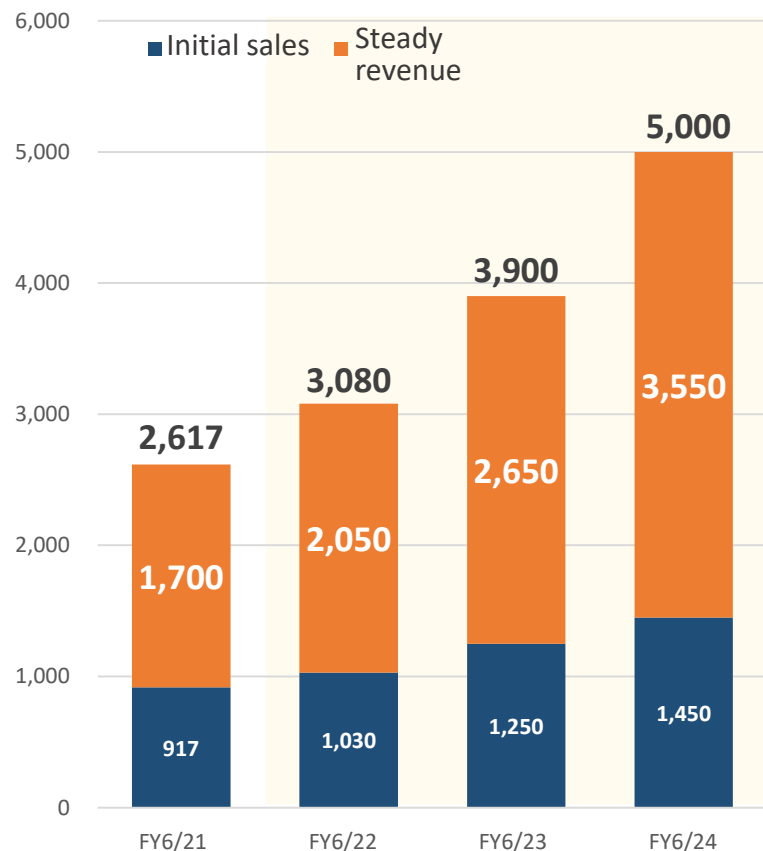


# Additional Three-year Plan Information

## ■ Sales plan

More sales from steady revenue due to hiring more people, launching new services and increasing brokerage solution sales

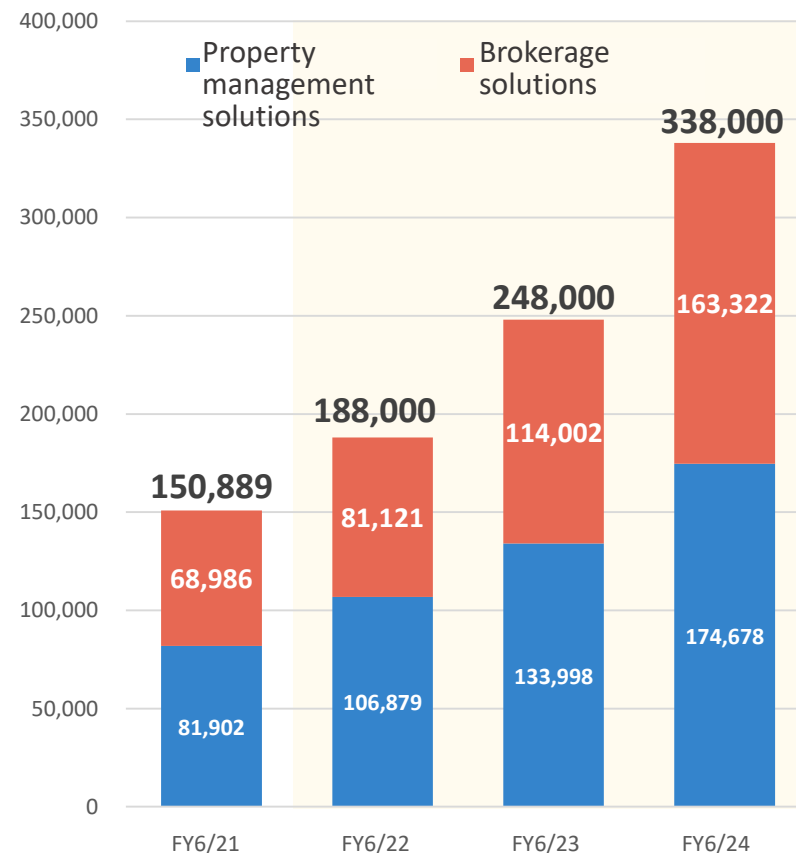
(Millions of yen)



## ■ MRR plan

Upselling and cross-selling supported by more marketing activities, sales offices and salespeople

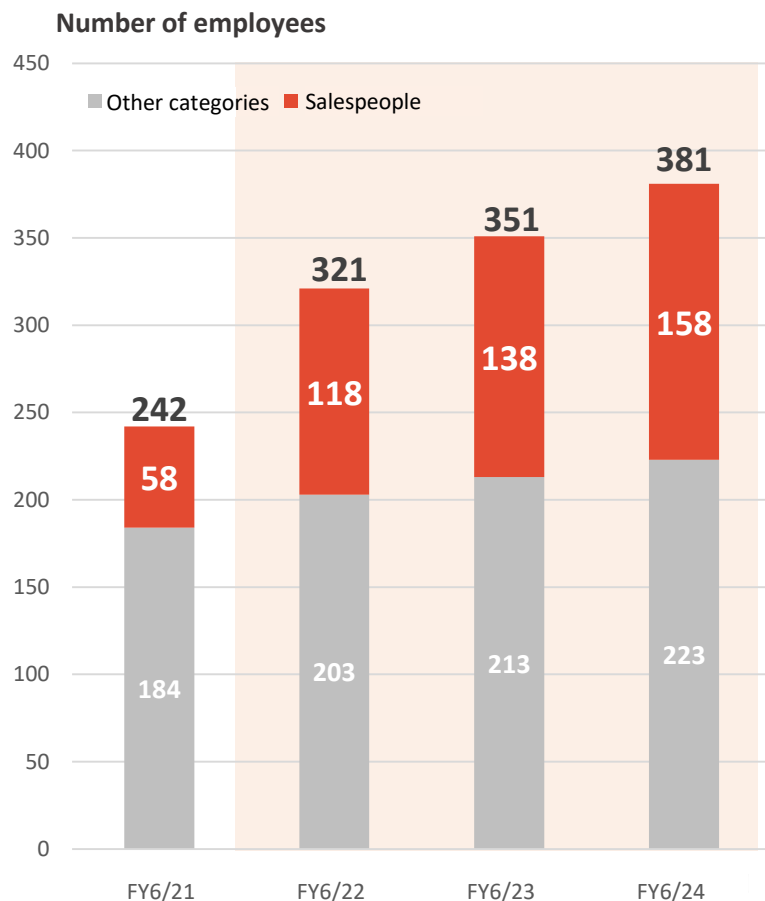
(Thousands of yen)



# Additional Three-year Plan Information

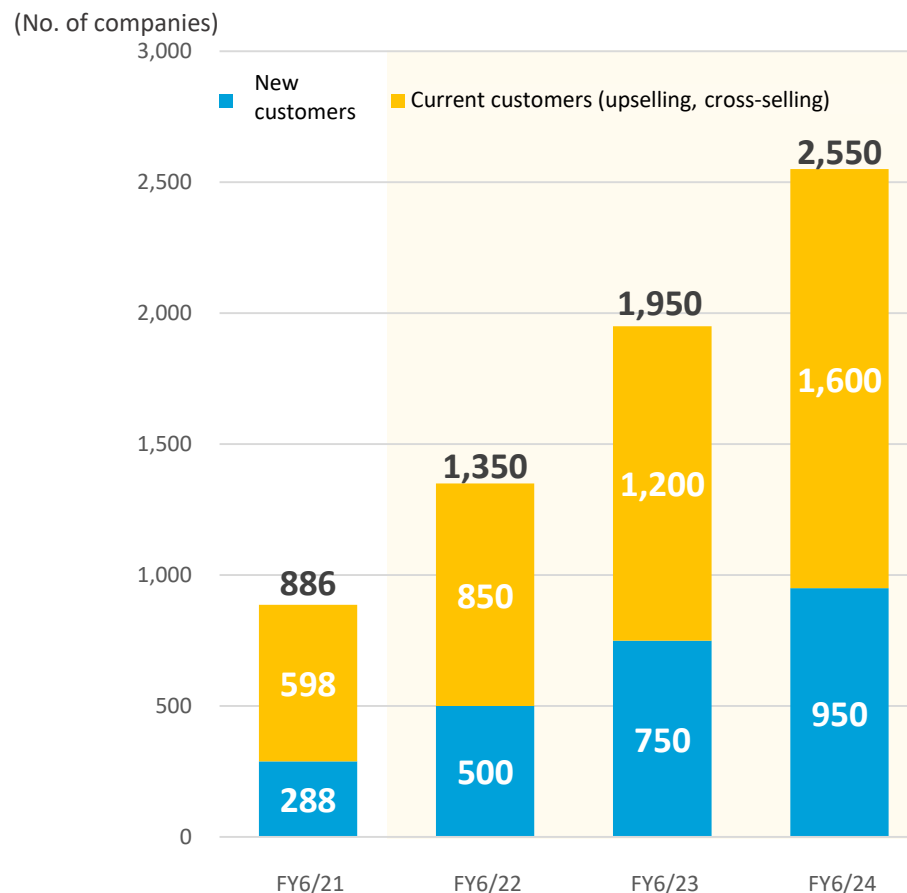
## ■ Employees (plan for salespeople)

Hiring many people, training programs to make new employees productive quickly, and a low attrition rate



## ■ New customers and upselling/cross-selling to current customers

Higher sales to new and current customers due to the growth of the workforce

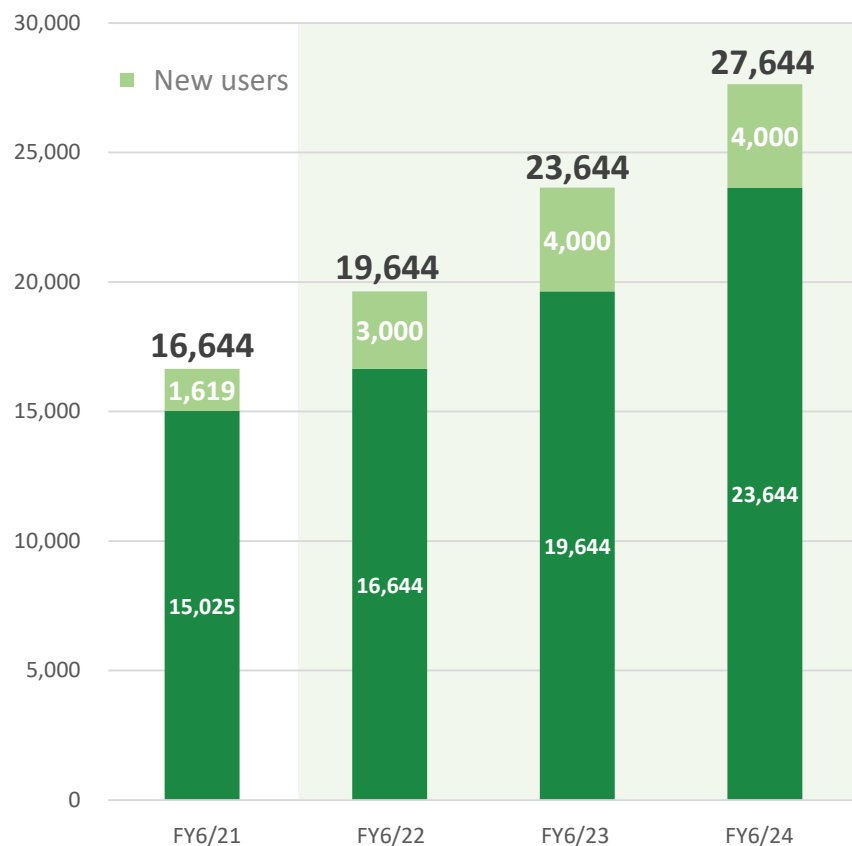


# Additional Three-year Plan Information

## ■ Companies using the free B-to-B Property Listing Platform (Fudosan BB)

Forecast growth due to more salespeople and an effective marketing strategy

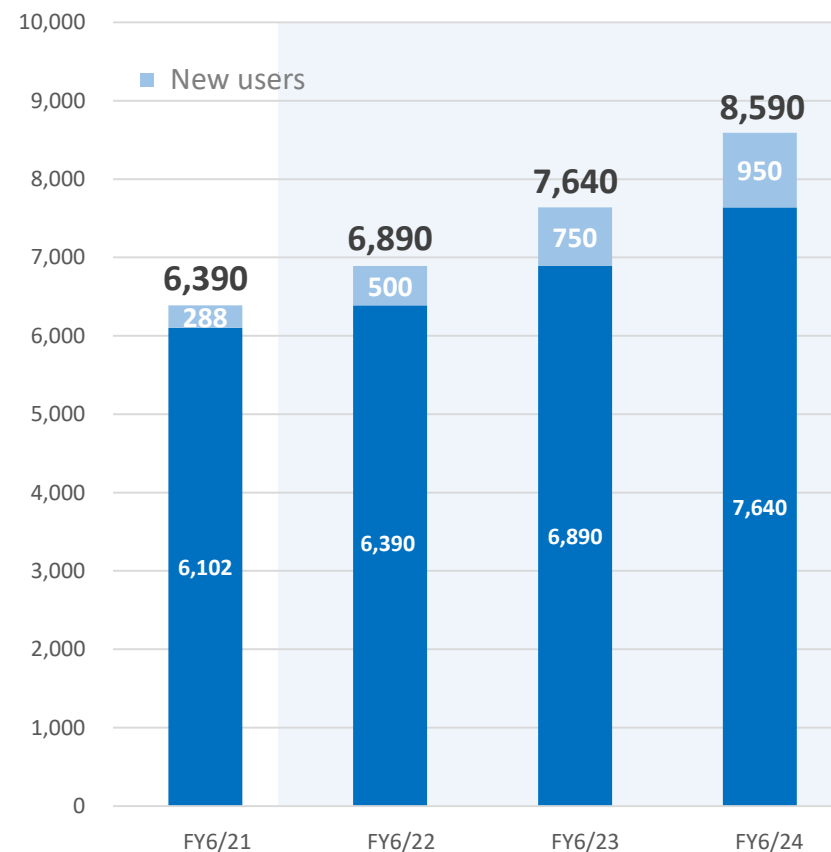
(No. of companies)



## ■ Companies using services provided for a fee

Forecast growth due to a marketing strategy aimed at shifting users from free services to services with a fee

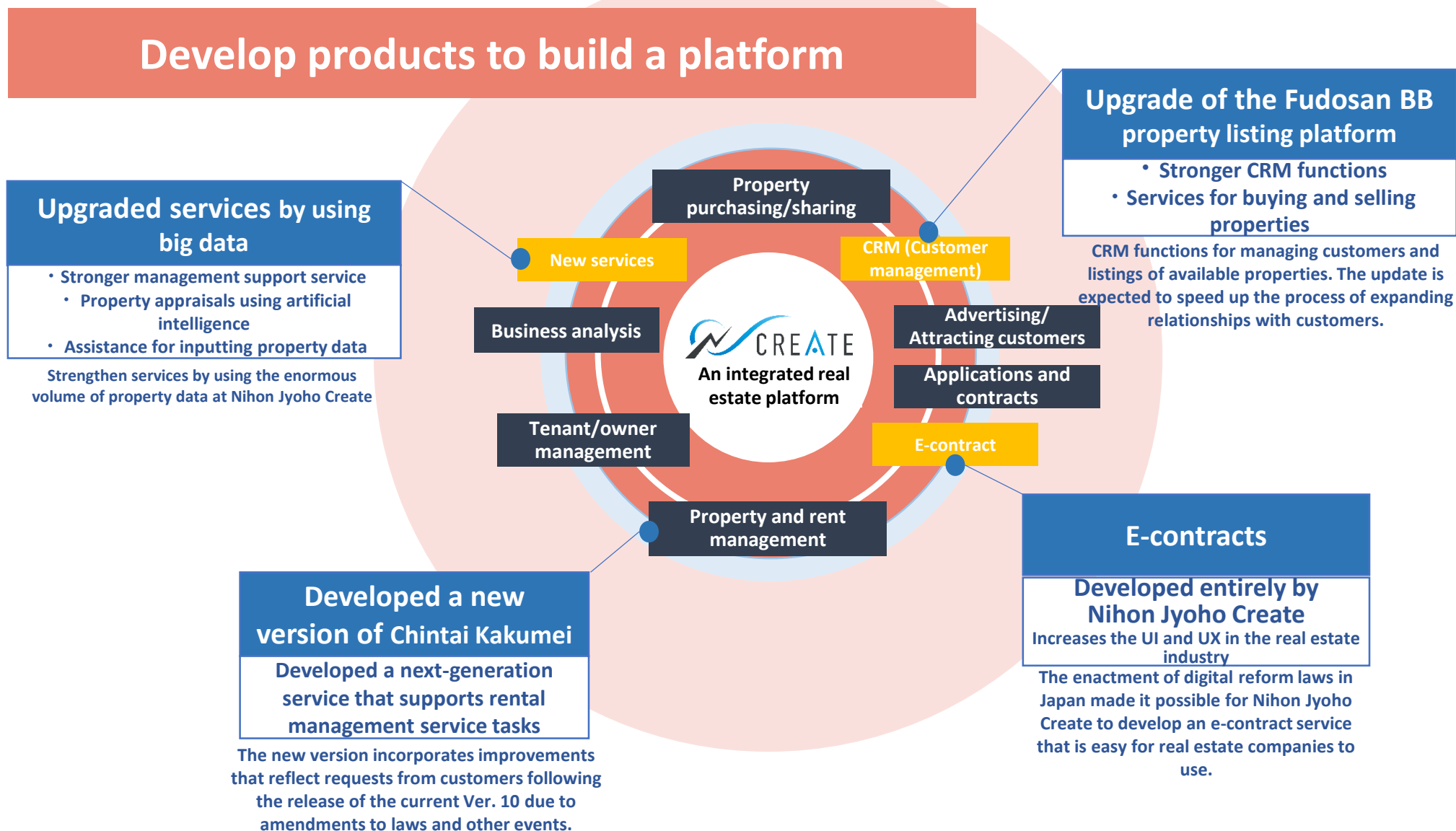
(No. of companies)



# Explanations of Individual Strategies

# Product Strategy

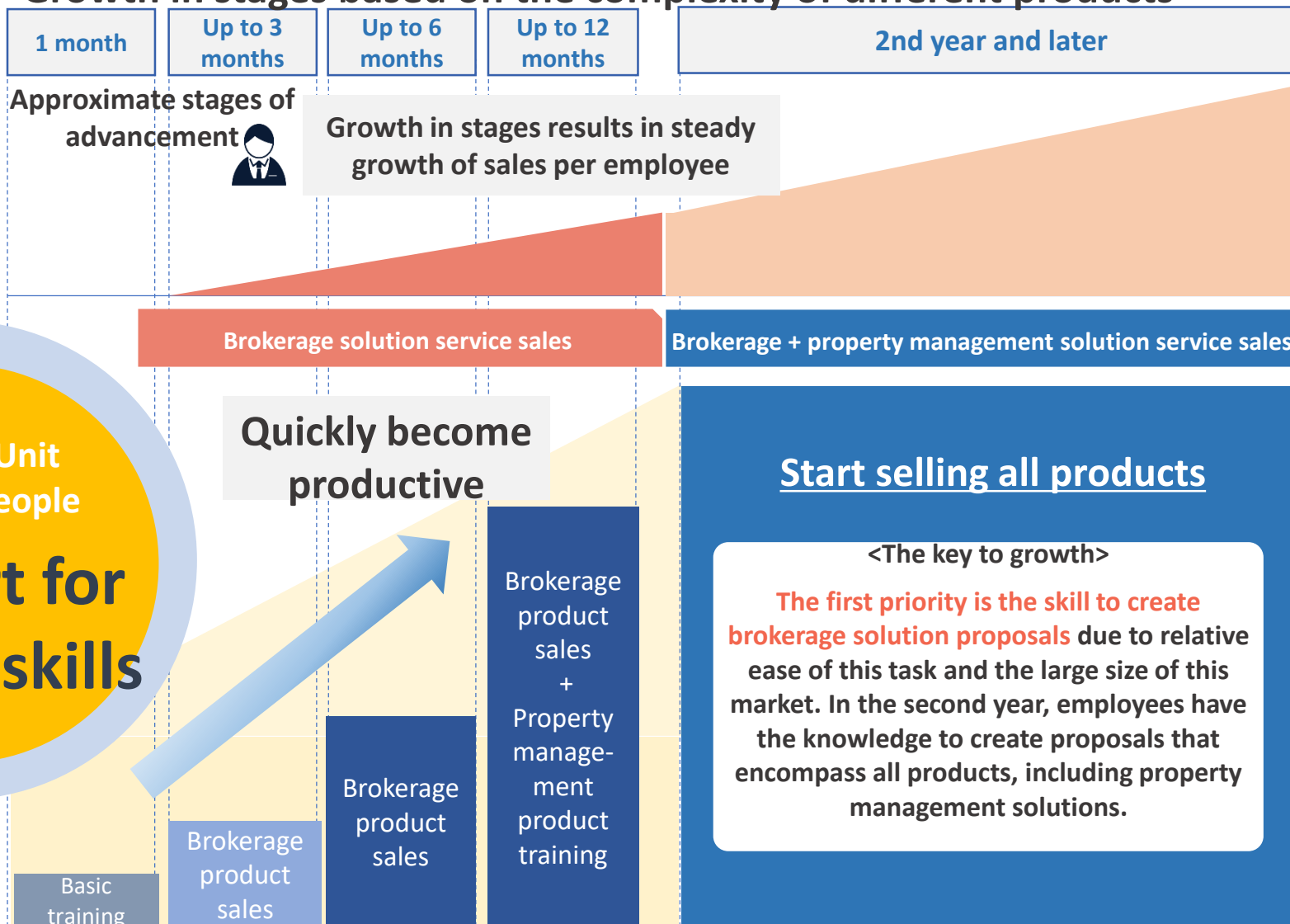
Complete linkage from B-to-B property listings to contracts



# People Strategy

Established a specialized sales training unit to make new employees productive quickly

Growth in stages based on the complexity of different products



# People Strategy

Progress with the real estate industry DX by using consulting-linked sales closely connected to regional needs and characteristics



- Marketing to attract more customers
- Consulting for closing sales contracts

\*Use online and face-to-face consulting to increase customer satisfaction



# Customer Strategy

## More sales offices and salespeople for strategic investments

Expansion of consulting closely linked to specific areas

More sales offices

11



29

(June 30, 2022)

More salespeople

66



118

(July 31, 2021)

(June 30, 2022)

Stronger recruiting and training frameworks

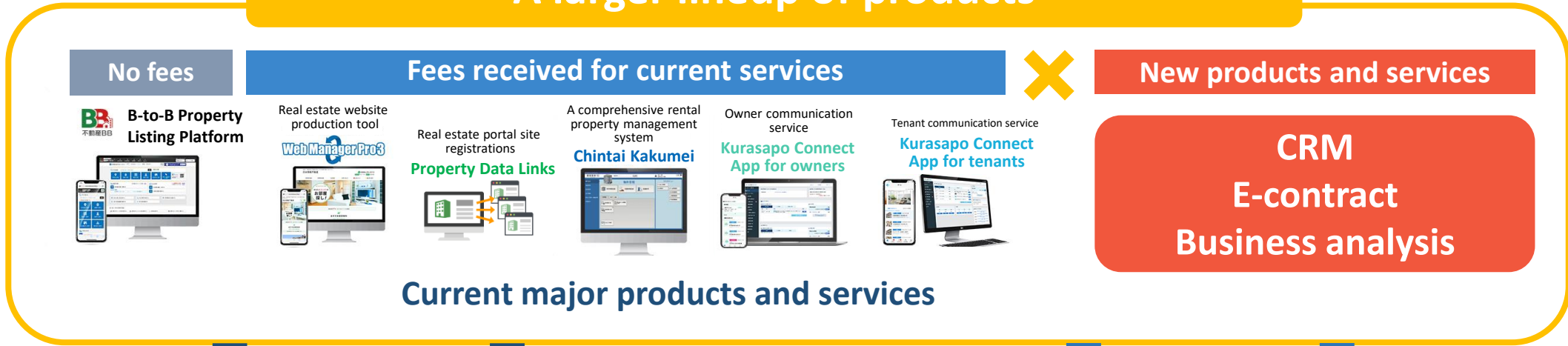
Established a department solely for these activities



# Customer Strategy

Use an expanded product lineup for cross-selling to current customers and adding new customers for sales growth

**A larger lineup of products**



**Current customers upselling/cross-selling**

**New customers**

**Sales growth**

# A Favorable Business Climate Too

## Acceleration of the DX due to new laws involving digital reforms

### Establishment of a Digital Agency and faster move to fully electronic real estate transactions

Digital technology reform laws passed in May 2021 allow an electronic format (e-contract) for important items and contracts for real estate transactions. Enactment is planned for no later than May 2022.



In Japan's enormous real estate sector, which has a GDP of about ¥65 trillion, the real estate industry's labor productivity index is still lower than the average for all industries. The establishment of a Digital Agency and a legal framework for fully electronic real estate transactions are expected to increase the pace of the DX in all markets.

## Law for Proper Management of Rental Housing

### Start of registration system for rental management companies (Enacted on June 15, 2021)

Companies managing at least 200 rental housing units must be registered with the Minister of Land, Infrastructure, Transport and Tourism.

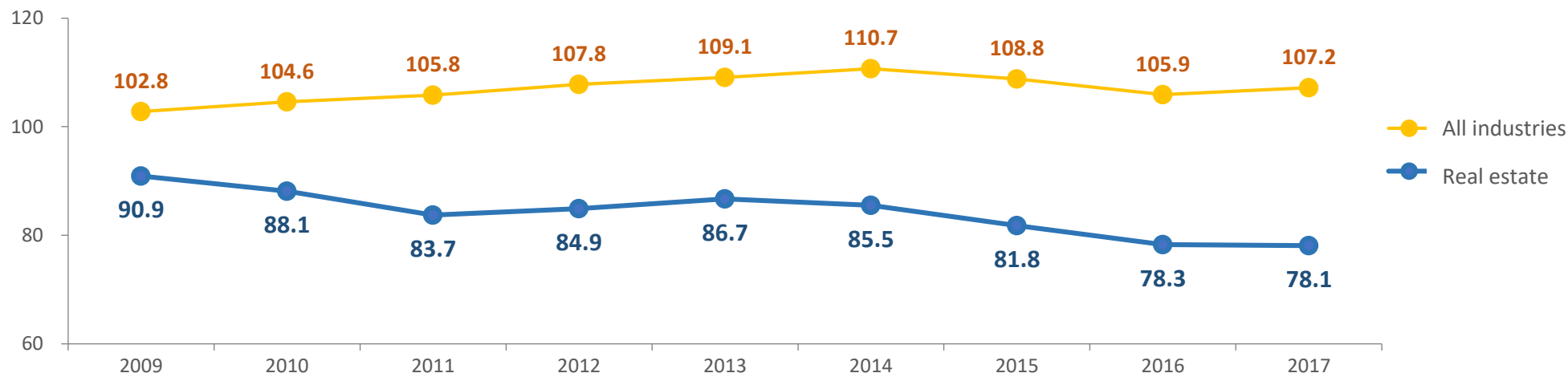
Japan is more closely overseeing rental property management to ensure the proper operation of this business. The even greater need to conduct operations properly is expected to increase demand for support services for property management tasks at rental management companies.

## In Japan, about 5,000 homebuilding companies start operating every year

The constantly changing residential construction sector is creating many potential new customers every year.

The establishment of companies by young people who grew up with digital technologies is expected to generate an even higher level of demand for the use of IT systems.

### ■ Labor productivity index

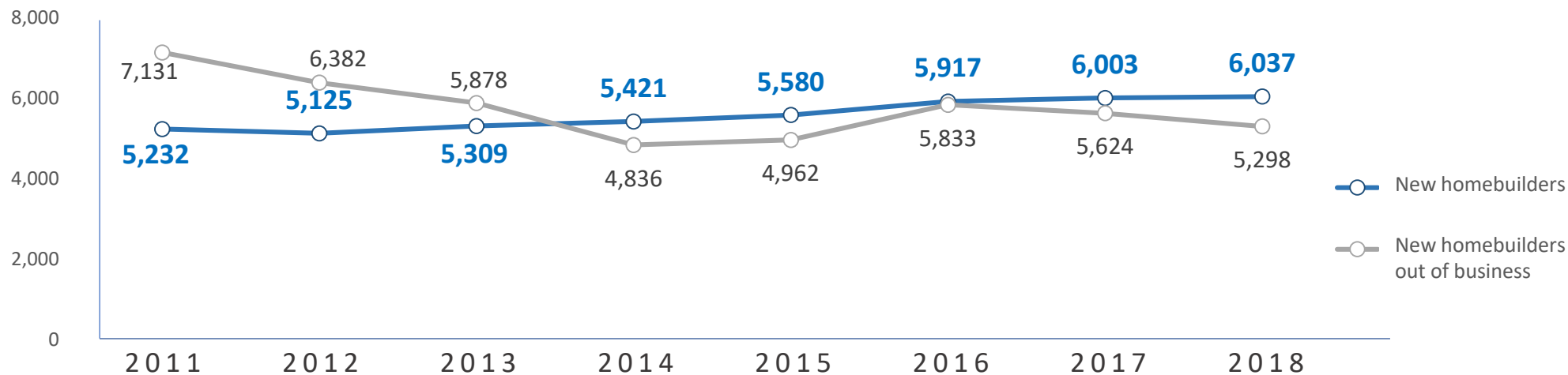


Source: Survey for Economic Analysis of ICT in fiscal 2018 (2019), Ministry of Internal Affairs and Communications

\*1 GDP of Major Industries, Survey for Economic Analysis of ICT in fiscal 2018 (2019), Ministry of Internal Affairs and Communications

\*2 Index (Year 2000=100) based on real GDP/Number of employees (2011 prices) for real labor productivity, Survey for Economic Analysis of ICT in fiscal 2018 (2019), Ministry of Internal Affairs and Communications

### ■ Change in number of homebuilders in Japan



Source: Statistics for Homebuilders and Residential Land and Building Transaction Brokers, end of fiscal 2018, Real Estate Transaction Improvement Organization and Number of Residential Land and Building Transaction Companies, Ministry of Land, Infrastructure, Transport and Tourism

# Competitive Superiority

**Market share growth backed by superior products, sales and support capabilities, accomplishments, and experience**

1	2	3	4	5
<b>Products encompass all steps</b>	<b>A large sales network</b>	<b>Support</b>	<b>Market share</b>	<b>Expertise acquired over 27 years</b>

A broad lineup of products for solving many issues for customers, resulting in one-stop solutions extending from brokerage to property management tasks

Consulting closely linked to regional needs and characteristics for real estate companies nationwide; earns customers' trust by providing proposals as well as valuable support

A nationwide IT system advisory network to assist customers after starting to use Nihon Jyoho Create's service; support includes remote assistance by Nihon Jyoho Create's own call center and other forms of support

The rental management system market has high barriers to new entrants because of the complexity of rental management tasks. Nihon Jyoho Create has a large share of this market. Furthermore, up-to-date property data is used for new analysis services.

As the speed of the DX increases, regional rules are emerging in the real estate sector and each company uses its own method for digitalization. With 27 years of experience, Nihon Jyoho Create has the knowledge needed to implement the DX in the best possible manner for the real estate industry.

# Appendix

## Mission & Vision

# Mission

**Dedicated to the happiness of  
everyone we serve!**

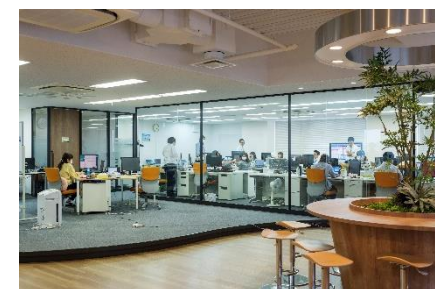
# Vision

**Use technology to create innovative  
platforms for the real estate sector**

## Company Profile

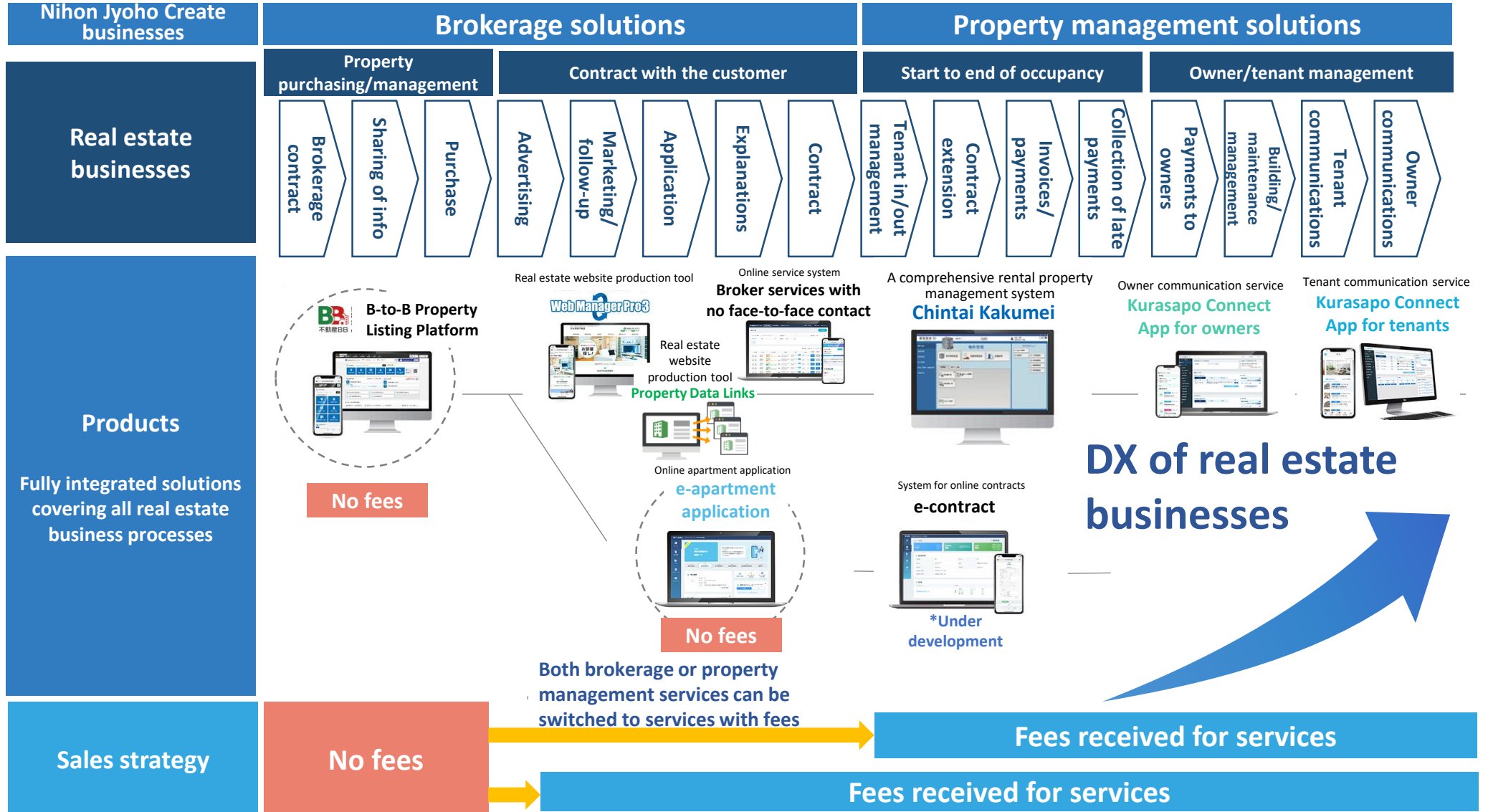
<b>Company name</b>	<b>Nihon Jyoho Create Co., Ltd.</b>
<b>Establishment</b>	<b>August 1994</b>
<b>Location</b>	<b>13-18 Kanmachi, Miyakonojo-shi, Miyazaki prefecture</b>
<b>Number of employees</b>	<b>266 including 242 full-time employees (As of June 30, 2021)</b>
<b>Business activities</b>	<b>Development and sales of application systems and services for real estate industry</b>
<b>Executive officers</b>	<p><b>Yonetsu Kenichi, Representative Director, President</b></p> <p><b>Maruta Hideaki, Director, Head of Development Dept</b></p> <p><b>Arai Atsushi, Director, Head of Sales Dept</b></p> <p><b>Senokuchi Naohiro, Director, Head of Administration Dept</b></p> <p><b>Umino Daisuke, Director, Chair of Audit &amp; Supervisory Committee</b></p> <p><b>Miura Hiroshi, External Director, Audit &amp; Supervisory Committee member</b></p> <p><b>Yamamoto Osamu, External Director, Audit &amp; Supervisory Committee member</b></p>
<b>Listed market</b>	<b>Tokyo Stock Exchange (Mothers) code: 4054</b>

**Offices**  
**Miyazaki Headquarters/Sapporo/Sendai/Tokyo/Saitama**  
**/Nagoya/Hokuriku/Osaka/Hiroshima/Shikoku/Fukuoka**  
**(11 locations in Japan) As of June 30, 2021**



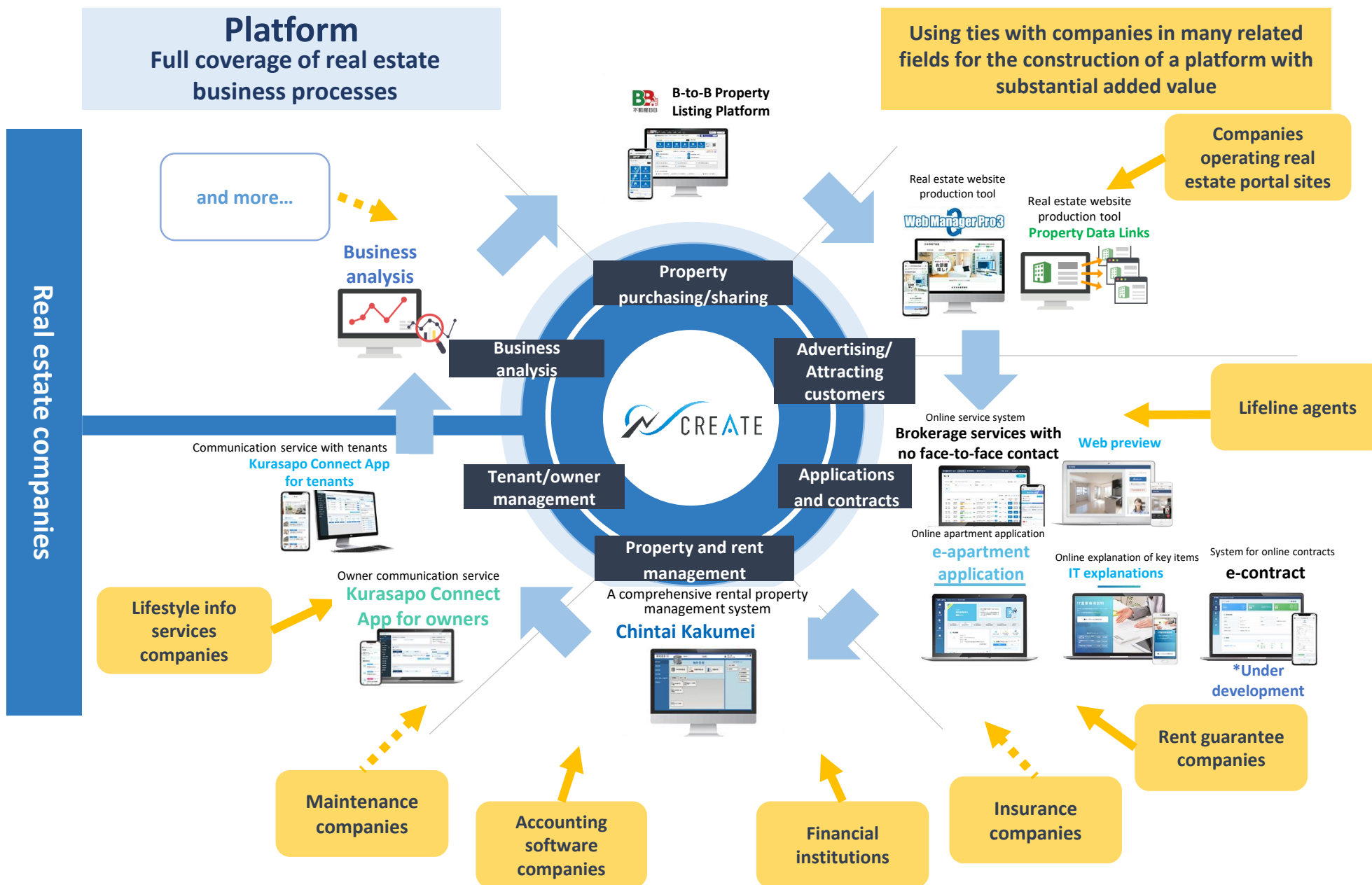
## Building Platforms For the Real Estate Industry

# Promoting DX in the industry through integrated solutions





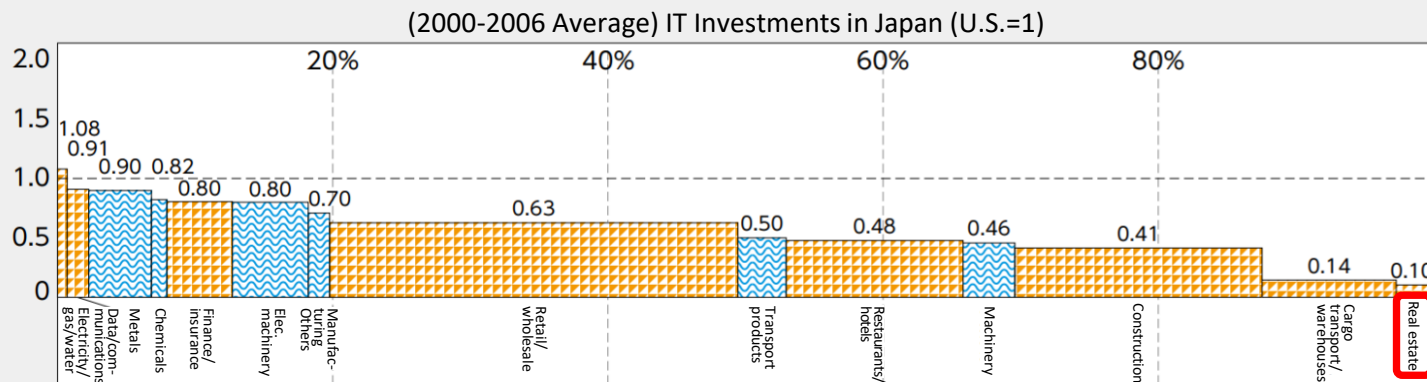
# Building Platforms For the Real Estate Industry



# Issues in Japan's Real Estate Industry

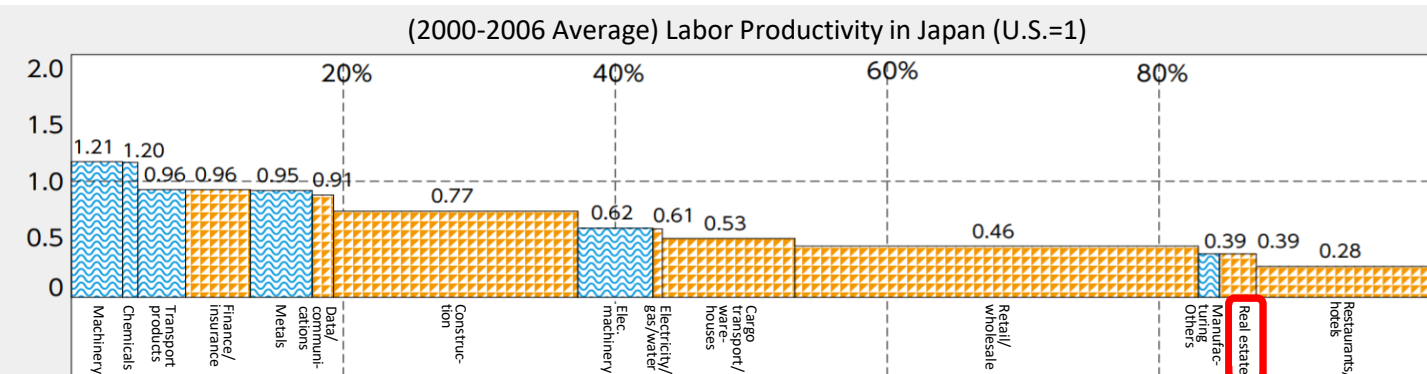
In Japan's real estate industry, IT investments are 10% and labor productivity is 40% of the levels in the U.S.

**IT investments by industry (U.S.=1, 2000-2006 average)**



Source: Ministry of Health, Labour and Welfare using data from the Groningen Growth and Development Center  
 Note: IT investments are based on manhours. Width shows the volume of labor used (working hours x number of workers).

**Labor productivity by industry (U.S.=1, 2000-2006 average)**

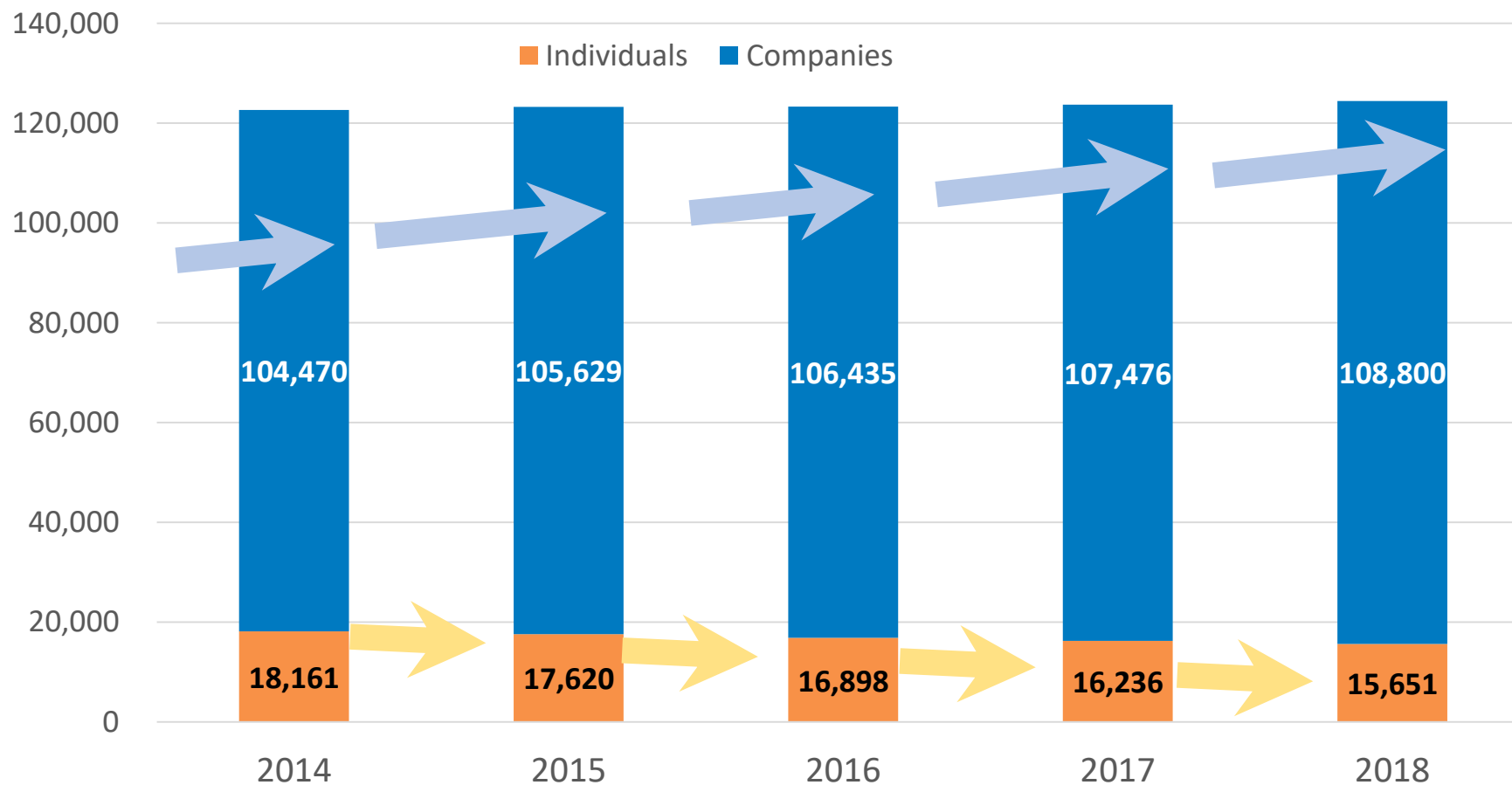


Source: Ministry of Health, Labour and Welfare using data from the Groningen Growth and Development Center  
 Note: Labor productivity are based on manhours. Width shows the volume of labor used (working hours x number of workers).

Source: 2015 Analysis of Labor Economics (September 2015), Ministry of Health, Labour and Welfare

## Homebuilders in Japan

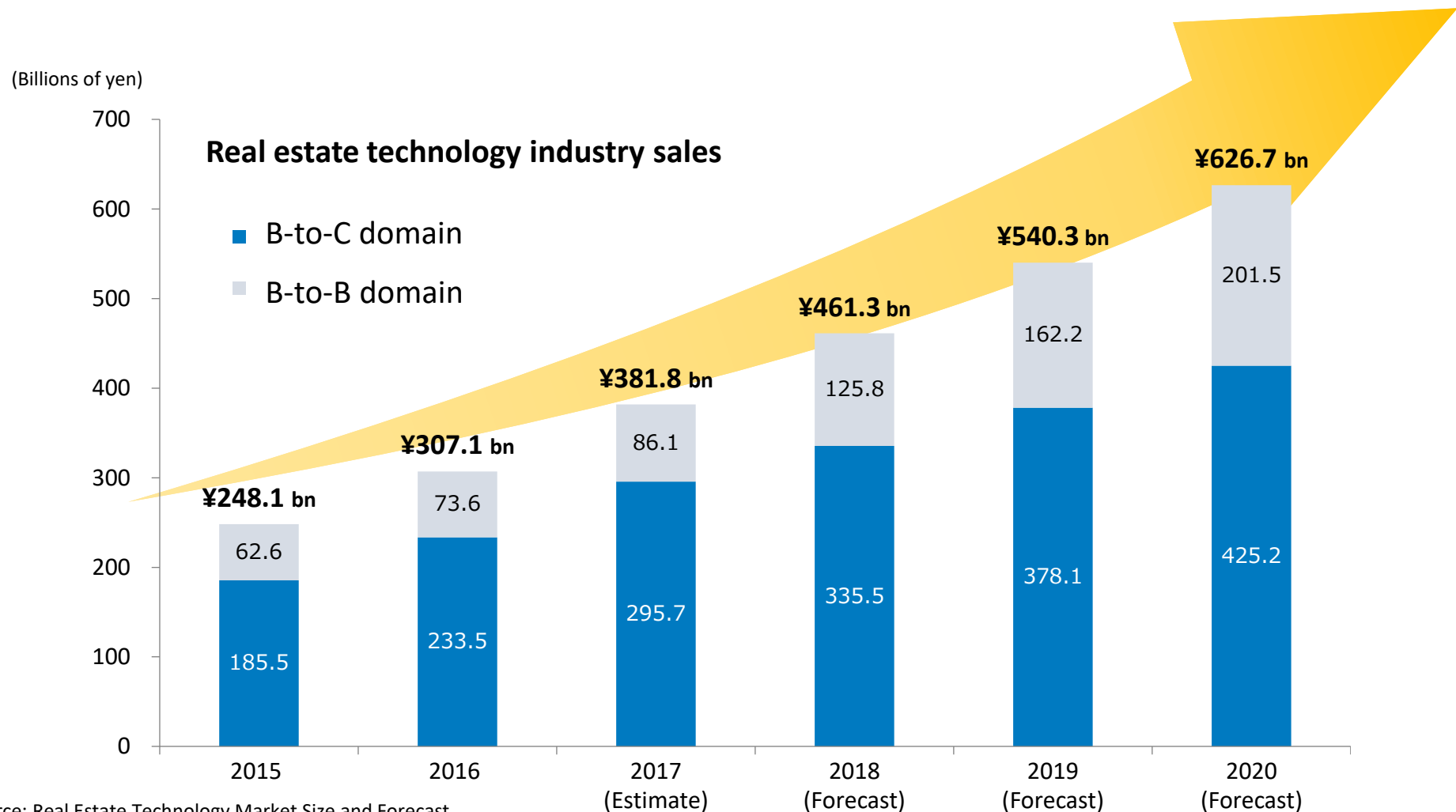
The number of homebuilders has increased slightly, **remaining generally steady at about 120,000**  
The number of companies is increasing and **the number of operations by individuals is decreasing**



Source: Statistics for Homebuilders and Residential Land and Building Transaction Brokers, end of fiscal 2018, Real Estate Transaction Improvement Organization

## The Size of Our Market Japan's Growing Real Estate Technology Industry

**Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Nihon Jyoho Create**



Source: Real Estate Technology Market Size and Forecast,  
Yano Research Institute, November 28, 2018

## Japanese Government Support for Digitalization

# Many government actions for the digital transformation of the real estate industry

1

### Support for business owners to implement working style reforms

Measures to give people many choices for how to do their jobs, increase job opportunities, and create an environment where people are motivated and can achieve their full potential.



**Chintai Kakumei is eligible for IT use subsidies and can contribute to improving efficiency (elimination of extended working hours).**



2

### Increase the use of cashless transactions

The Japanese government aims to raise the share of cashless purchases from 18.4% in 2015 to 40% in 2025.



**The number of real estate e-transactions (payments of security deposits and rent) is increasing and Nihon Jyoho Create is using e-transaction services using alliances with payment processors to play a role in the growth of cashless payments.**



3

### Declaration of creating the world's most advanced IT nation

Create a digital society where people can live with confidence by using digital technologies and data utilization as well as enjoy fulfilling life styles.



**Brokerage services with no face-to-face contact is a new real estate broker format proposed by Nihon Jyoho Create, using IT explanations and other measures that can make big contributions to improving efficiency.**



# Product Lineup

## Brokerage solutions

**B-to-B Property Listing Platform**



B-to-B Property Listing

e-apartment application

Real estate portal site registrations  
**Property Data Links**



Property Data Links

Real estate website production tool

**Web Manager Pro3**



Nihon Jyoho Create website

Online service system  
**Brokerage services with no face-to-face contact**



Web preview/project management

Online explanation of key items  
**IT explanations**



Explanation of key items

System for online contracts  
**e-contract**



e-contract

## Property management solutions

A comprehensive rental property management system

**Chintai Kakumei for the Cloud**



Contract management

Rent management

Maintenance management

Tenant communication service

**Kurasapo Connect App for tenants**



Tenant management

Owner communication service

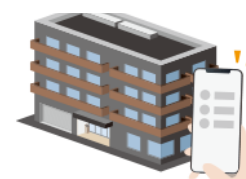
**Kurasapo Connect App for owners**



Owner communications

Chintai Kakumei option

**Periodic inspections**



Periodic inspections

**Business analysis**



BI tool

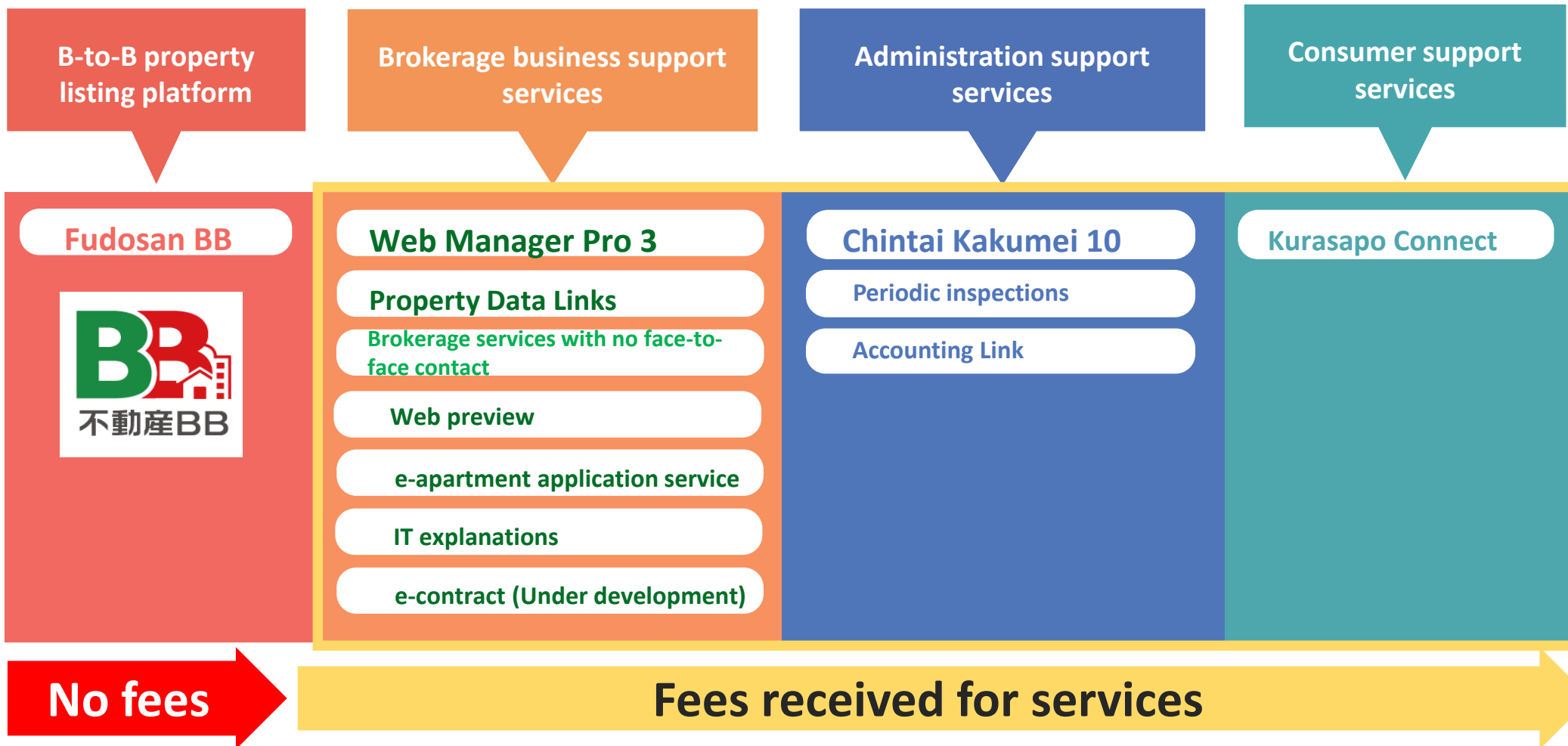
## Use of Freemiums to Attract More Users

# Use free market info services to increase users as well as fee-paying users

About 120,000 homebuilders in Japan

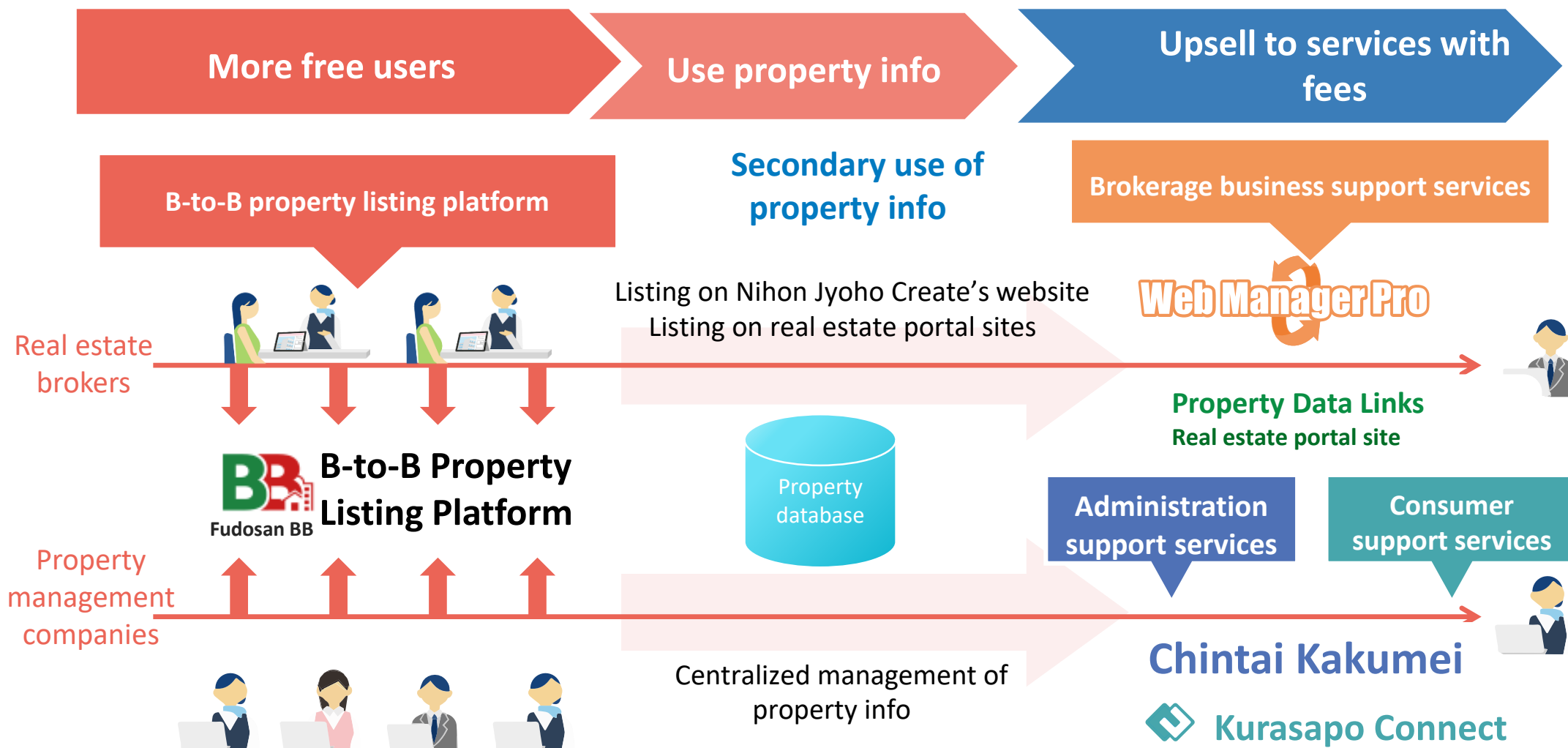
Source: Ministry of Land, Infrastructure, Transport and Tourism  
Homebuilding Company Information Search System, May 2020

Consumers



## Use of Freemiums to Attract More Users

# Secondary use of property info for upselling to brokerage/property management services





## Products and Services

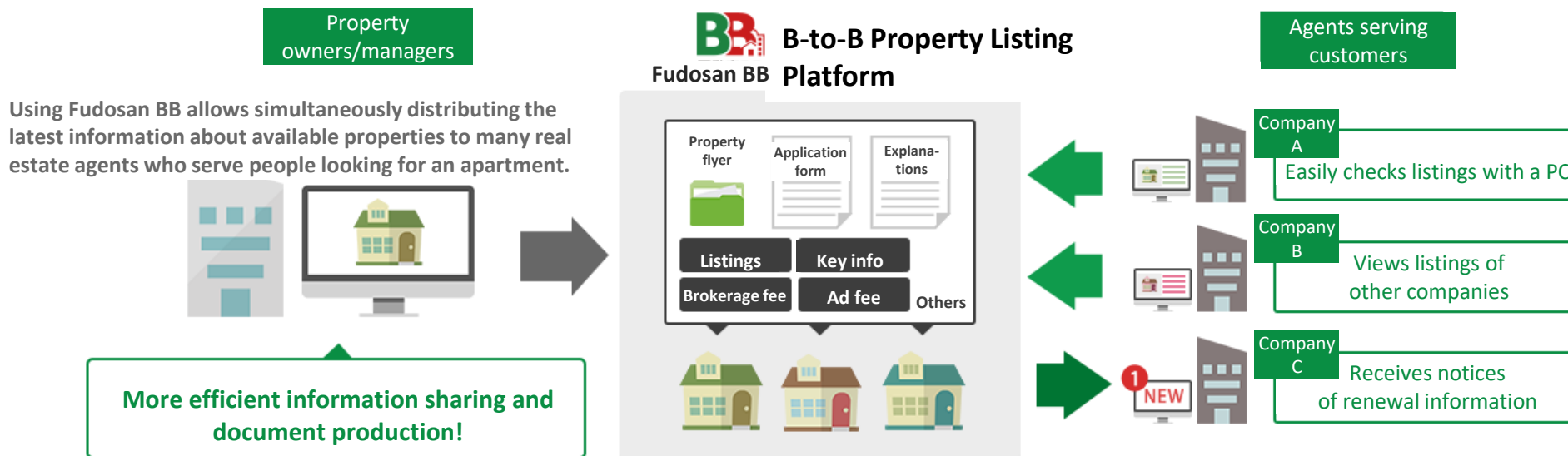
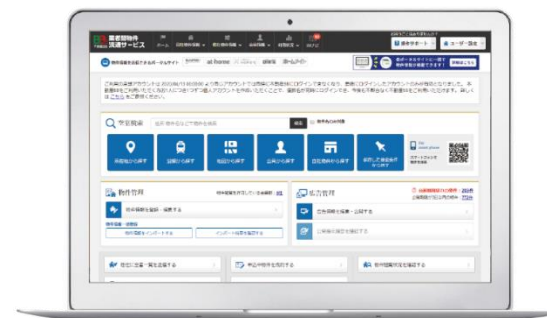
# Fudosan BB – An Internet Platform for B-to-B Sharing of Property Listings

A **free** internet service for the **real-time sharing** among real estate agents **of their listings**

### B-to-B Property Listing Platform

Fudosan BB

**Fudosan BB allows real estate agents to view listings any time of the day, resulting in the more efficient sharing of information among property management companies and real estate brokers**



## Products and Services

Real estate website production tool

### WebManagerPro Series

WebManagerPro3

WebManagerPro was created specifically to produce real estate websites designed to attract more customers. Many templates are available for the simple production of original websites.



- Compatible with mobile phones
- Responsive web design template
- Entry form optimization (EFO)
- Long tail optimization (LTO)
- SSL for secure internet communications
- Heat map function (optional)



Property listings registered on Fudosan BB are automatically listed on real estate websites, greatly improving the efficiency of inputting information about vacancies.

## Products and Services

Real estate portal site registrations

### Property Data Links

Brokerage business support

**BB** B-to-B Property Listing Platform  
Fudosan BB



Administration support

Chintai Kakumei  
Baibai Kakumei



Real estate portal site registrations

### Property Data Links



**SUUMO**  
スーモ suumo.jp

**at home**

**LIFULL HOME'S**

**CHINTAI**

ホームメイト

**APAMAN**

**CENTURY 21**

**YAHOO! JAPAN** 不動産

CHINTAI SMOCCA-ex  
スモッカ

**くらさぽ**

This service can post property information registered on Fudosan BB, Chintai Kakumei and Baibai Kakumei simultaneously on many types of portal sites. Using this service saves time and prevents input errors because there is no need to use the input forms of each site.

## Products and Services

# Chintai Kakumei 10

**Centralizes every property management task from tenant changes to rent**

Seamless data linkage for B-to-B property listing sharing and support for brokerage business and consumers for all services

# Chintai Kakumei 賃貸革命10




Centralized management of rent invoicing, collection and payment processing significantly reduces data processing errors and lost data.

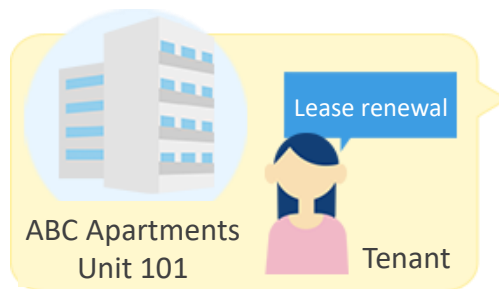


Survey  
Based on perception of rental management systems of individuals nationwide between the ages of 20 and 59.  
Date: May 2018  
Method: Internet questionnaire

## Products and Services

### Kurasapo Connect

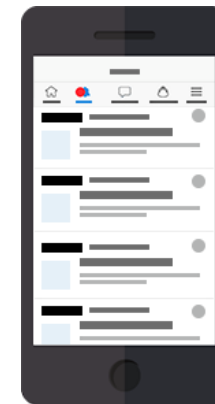
A smartphone app with a [link to Chintai Kakumei](#) for simple communications with tenants about late rent payments, lease renewals and other matters



Link with Chintai Kakumei facilitates easy management of property and tenant information



Chintai Kakumei



Notice of payment due

Notice of amount to pay

Kurasapo Connect makes it easy to send notices of amounts due to tenants

## Products and Services

Use contactless brokerage services to attract customers  
 Fully integrated: Web preview - e-apartment application –  
 IT explanations - e-contract (under development)



Web sales activities



Web preview



e-apartment application



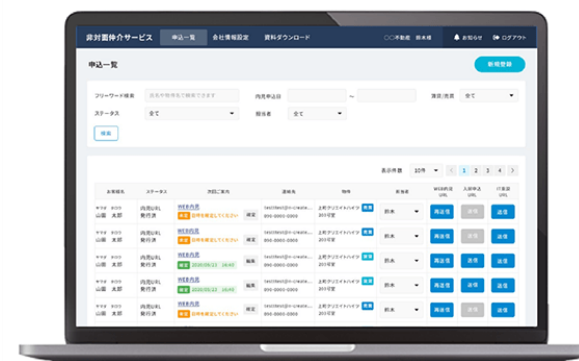
IT explanations



e-contract  
 (Under development)

An online customer interaction service for fully contactless activities for sales, previews, tenant applications and explanation of key items.

Online communication tools for previews and explanation of key items are also products developed by Nihon Jyoho Create. This ensures easy and efficient communications with customers with no need to switch to a different tool.



## Use of the Latest Technologies

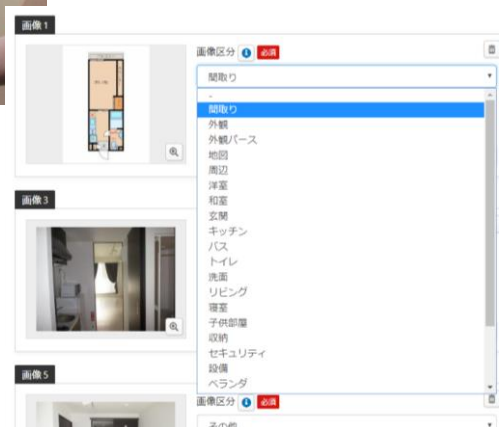
# Constantly updating systems by using the latest technologies

Using artificial intelligence to make business processes more efficient

### Image recognition AI

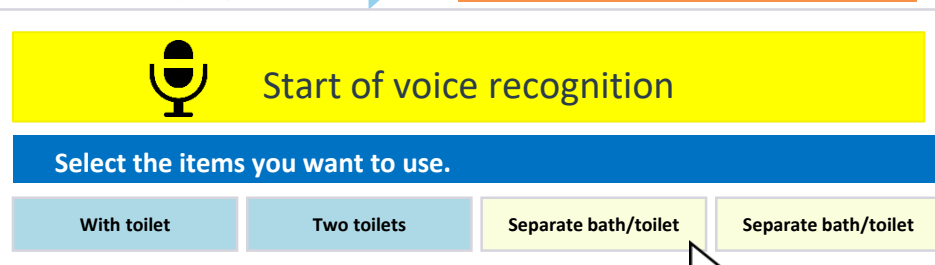
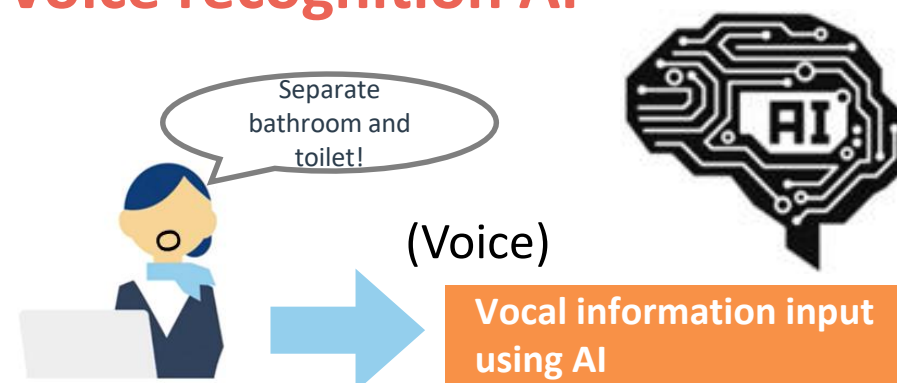


AI engine judgments of image sectors



Use a smartphone app for the real-time input of property information in a company's IT system

### Voice recognition AI

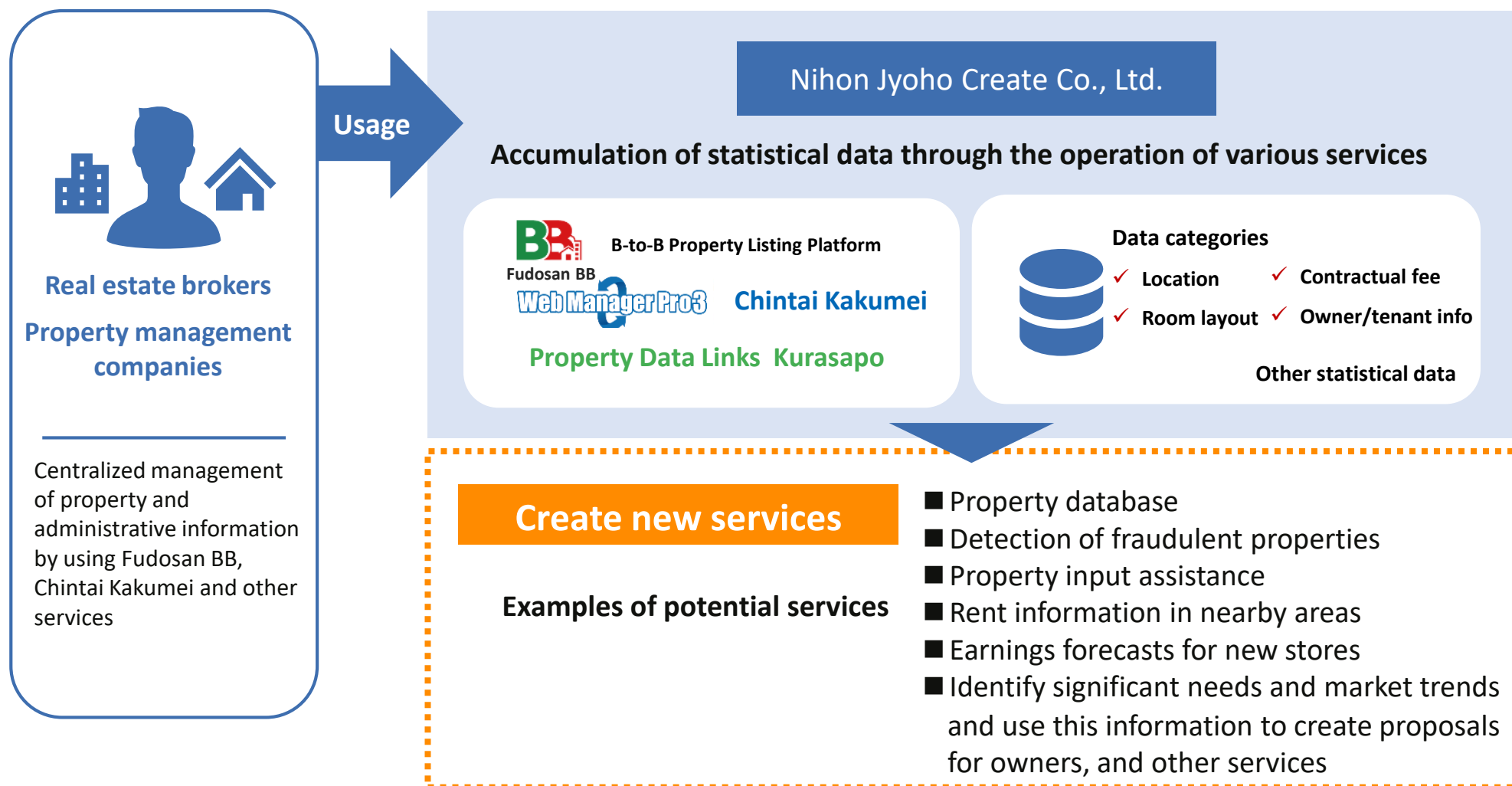


The AI engine analyzes voice and suggests suitable facilities

## New Services that Use Big Data

Use of Fudosan BB, Chintai Kakumei and other services to **accumulate an enormous volume of real estate information**

Plan to **use big data** for providing services with new added value





## Growth of Management Support Services

# Management support linked with business support services

Plan to start a management support service for business operators

Management support

**Management support services**  
Accounting, data utilization (under development), business matching, finance, and others

Business support

**Business support services**

The diagram illustrates four business support services: 1. B-to-B Property Listing Platform (Fudosan BB) shown on a laptop screen. 2. Real estate portal site registrations (Property Data Links) shown with a central computer monitor and three smaller monitors connected by arrows. 3. Web Manager Pro3 shown with a laptop and a smartphone displaying the same interface. 4. Chintai Kakumei shown on a laptop screen.

## IR E-mail Service

Nihon Jyoho Create has an e-mail IR message service to maintain strong lines of communication with investors.

Simply register your e-mail address to receive the latest IR news.

- Timely disclosure announcements
- Public relations announcements

[Register now](#)

\*Link to the IR mail registration screen of the Nihon Jyoho Create IR website



Call toll-free for more information: 0120-965-458

Postal mail

Demonstration

Support

製品一覧 ▾ 導入事例 事業内容 新着情報 導入について ▾ お役立ち情報 ▾ 企業・IR情報 ▾



### E-mail IR Message Service Registration

We will provide investors with our IR information by e-mail.

[E-mail IR Message Service Registration](#)

## Examples of Feedback from Customers

Information in the Nihon Jyoho Create corporate website about how companies are using its services.

Please read the feedback of customers.

[See examples now](#)

\* Link to the Nihon Jyoho Create corporate website

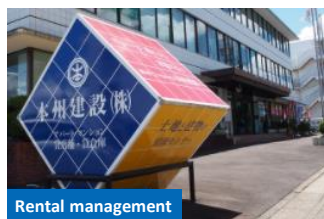


Rental management

Nara prefecture  
**Kato Home Co., Ltd.**

One person can perform the supervisory tasks that previously required several people.

Chintai  
Kakumei



Rental management

Aichi prefecture  
**Honshu Kensetsu Inc.**

Confirmations of payments received, which required a lot of work by two people, is done by one person with no overtime.

Chintai  
Kakumei

WebManagerPro



Rental management

Toyama prefecture  
**FP Fudosan Center Co., Ltd.**

We reduced the number of people and time needed for office work. Nihon Jyoho Create helped with brokerage operations in addition to property management tasks.

Chintai  
Kakumei

WebManagerPro



Rental management

Osaka prefecture  
**Soveric Corporation**

Our work was much faster and there were no errors after we started using Chintai Kakumei.

Chintai  
Kakumei

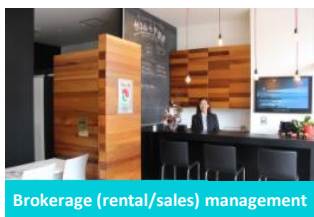


Rental management

Saitama prefecture  
**Sansho Intelligent Co., Ltd.**

After switching to Chintai Kakumei, we were amazed at Nihon Jyoho Create's outstanding follow-up support.

Chintai  
Kakumei



Brokerage (rental/sales) management

Fukuoka prefecture  
**Reliance Inc.**

Management tasks were much easier after we switched from WebManagerPro2 to WebManagerPro 3.

Chintai  
Kakumei

WebManagerPro



Brokerage (rental/sales) management

Ishikawa prefecture  
**Miyoshi Kaihatsu Co., Ltd.**

We stopped data management using personal data and characteristics. We are also focusing on using the internet to attract customers.

Chintai  
Kakumei

WebManagerPro



Rental management

Okayama prefecture  
**Fukushima Takken Co., Ltd.**

We started using Nihon Jyoho Create products to stop relying solely on real estate portal sites.

Chintai  
Kakumei

WebManagerPro



Brokerage (rental/sales) management

Toyama prefecture  
**Aozora Fudosan Co., Ltd.**

Calls from prospective customers doubled after we started using WebManagerPro3.

WebManagerPro

Fudo-san  
BB

Many more messages from customers are on the Nihon Jyoho Create website

## Sustainability (SDGs)

The corporate website includes information about activities that contribute to accomplishing the SDGs. We use our real estate support services for activities with our stakeholders for the creation of a sustainable society.

[See SDG information now](#)

\* Link to the Nihon Jyoho Create SDG page

### Social progress due to the real estate industry digital transformation

We are building a stronger foundation for the real estate industry by creating a real estate industry data infrastructure using IT and by incorporating the digital transformation in all aspects of this industry. Our activities are also playing a role in social progress by eliminating variations in information accessibility in different areas in order to ensure that people everywhere in Japan have equal access to real estate data.



## SUSTAINABLE DEVELOPMENT GOALS



#### Examples of SDG activities

- Digitalization of real estate data in Japan
- Online real estate transactions
- One-stop solutions for real estate business processes
- Operation of a real estate portal site

## Why Our Services Are Used Continuously

**A Fully Integrated Infrastructure Ensures Services of a Consistently High Quality**

**A fully integrated internal infrastructure for planning, development, sales and support services**

**Integrated operations create a powerful cycle of accumulating knowledge and using that know-how to further upgrade products and services**



# Precautions Regarding This Presentation

## Precautions Concerning Forward-looking Statements

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Dedicated to the happiness of  
everyone we serve!



**Nihon Jyoho Create Co., Ltd.**