

Results of Operations for the First Quarter of the Fiscal Year Ending June 30, 2022

A growth strategy for creating platforms

November 15, 2021

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

Three-year Growth Strategy - The First Year -

Faster growth to build platforms

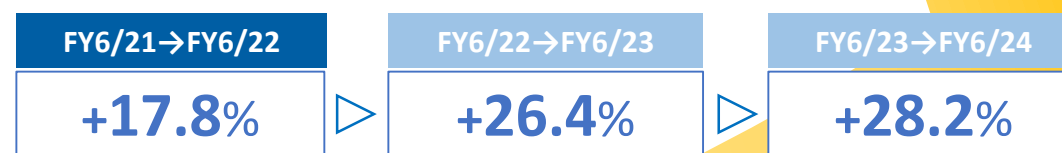
	FY6/21 results	FY6/22 plan	FY6/23 plan	FY6/24 plan
Net sales	¥ 2,610 million	¥ 3,080 million	¥ 3,900 million	¥ 5,000 million
Gross profit	¥ 580 million	¥ 450 million	¥ 850 million	¥ 1,560 million
EBITDA	¥ 630 million	¥ 580 million	¥ 980 million	¥ 1,700 million
Ordinary profit	¥ 640 million	¥ 490 million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

Advance to overall optimization of customers' business processes

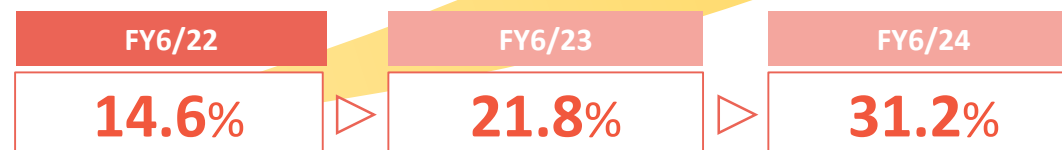
Growth of sales and earnings as well as corporate value

Aiming for a Prime Market listing

■ Plan for increasing sales growth



■ Plan for operating margin growth



Summary of the Three-year Plan

External factors – Fast market growth fueled by the digital transformation (DX) in three areas

- (1) Industry DX: New mindsets in the entire real estate industry due to amended laws
- (2) Business process DX: More online activities by real estate companies because of the pandemic
- (3) Consumer DX: Rising pct. of the public who were born and grew up during the internet/information age (digital natives)

Passage of digital reform laws

Personal and corporate seals are no longer needed on real estate transaction contracts. Digitalization of contracts is expected to speed up the DX of all real estate transactions. NJC has developed its own e-contract format. This contract was released on November 19, 2021 with the goal of quickly targeting the demand for digital real estate contracts.



Changes due to telework demand

Telework demand is moving Chintai Kakumei from on-premises to the cloud. NJC uses cloud and other support to enable real estate companies to shift to online business processes.



About 6,000 homebuilding companies start operating every year

There are more than 120,000 homebuilding companies in Japan and 5,000 to 6,000 of companies in this business start operating every year. Some businesses will be started by digital natives, which will speed up the DX. NJC has added a service plan (the Start Value Plan) to serve this customer segment.

新規開業向け
オールインワンシステム
スタート・バリュープラン
Start Value Plan

業者間物件 一括管理 流通サービス	WebManagerPro3 スタート・バリュープラン版
賃貸革命 クラウド版	不動産情報 検索サイト
会計運動オプション スタート・バリュープラン版	物件データ運動 スタート・バリュープラン版

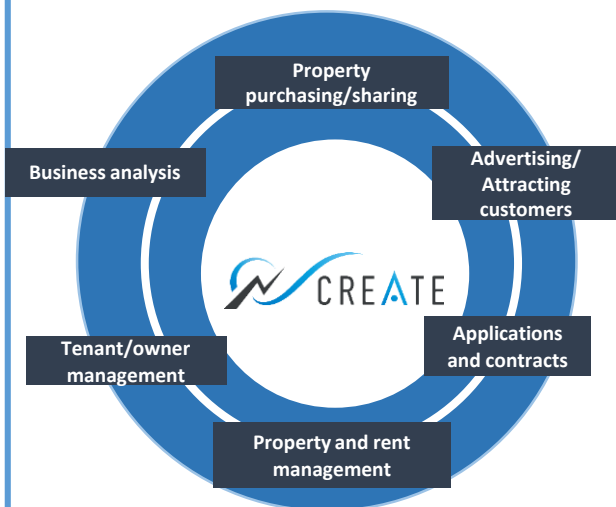
Source:
Statistics for Homebuilders and Residential Land and Building Transaction Brokers, end of fiscal 2018, Real Estate Transaction Improvement Organization and Number of Residential Land and Building Transaction Companies, Ministry of Land, Infrastructure, Transport and Tourism

Summary of the Three-year Plan

NJC plans to grow rapidly along with the real estate industry DX

- (1) Platform strategy: A product lineup covering all real estate business processes
- (2) Investments in people/assets: Up-front expenditures for hiring people, adding sales offices and developing products
- (3) As the real estate DX market emerges, market share growth is the highest priority

A platform encompassing all real estate business processes



Recruiting and Network Expansion

Continue upgrading sales consulting linked to local markets, a core strength of NJC. The digitalization of Japan's real estate companies will require a nationwide network of physical offices and more sales consultants. Starting in FY6/22, NJC is making big investments for more sales offices and more people.

More sales offices and salespeople



Growth of the Real Estate DX Market

Real estate industry IT capital expenditures in Japan are only about 10% of these expenditures in the U.S. Productivity is only 40% of the U.S. level. Furthermore, real estate industry productivity in Japan is far below the average for all industries*1. NJC believes that the real estate DX era is just beginning and plans to make up-front expenditures to capture market share.

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

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

Contents

- 1. 1Q FY6/22 Financial Results** **P 6**

- 2. Efforts to Achieve the Three-Year Plan** **P 13**

- 3. Activities for More Growth** **P 20**

- 4. Appendix** **P 25**
 - Three-year Growth Strategy**
 - Explanations of Individual Strategies**
(Product Strategy / People Strategy / Customer Strategy)
 - Business Climate / Competitive Superiority**

A solid blue vertical bar on the left side of the slide.

1Q FY6/22 Financial Results

Financial Highlights

First quarter performance was as planned with higher sales and earnings

(Millions of yen)	1Q FY6/21	1Q FY6/22	YoY change
Net sales	648	743	+14.7%
Brokerage solutions	205	220	+7.4%
Property management solutions	437	515	+17.8%
Gross profit	473	549	+15.9%
Gross profit margin	73.1%	73.8%	+0.7pt
Operating profit	163	176	+8.2%
Operating margin	25.2%	23.8%	-1.4pt
EBITDA	173	190	-
Ordinary profit	150	214	+42.4%
Profit	104	149	+42.4%

Results of operations

Sales were strong due to demand for shifting activities to the cloud and the growth of property management solutions sales. Room for shortening time from hiring to becoming productive employees. Aiming for faster growth while reviewing training programs and strategies.

Outlook

Plan to recruit a broader range of people, including people with no experience, while watching recruiting expenses. Improving training programs and business processes to enable new employees to become productive faster and to reduce the attrition rate of current employees.

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)

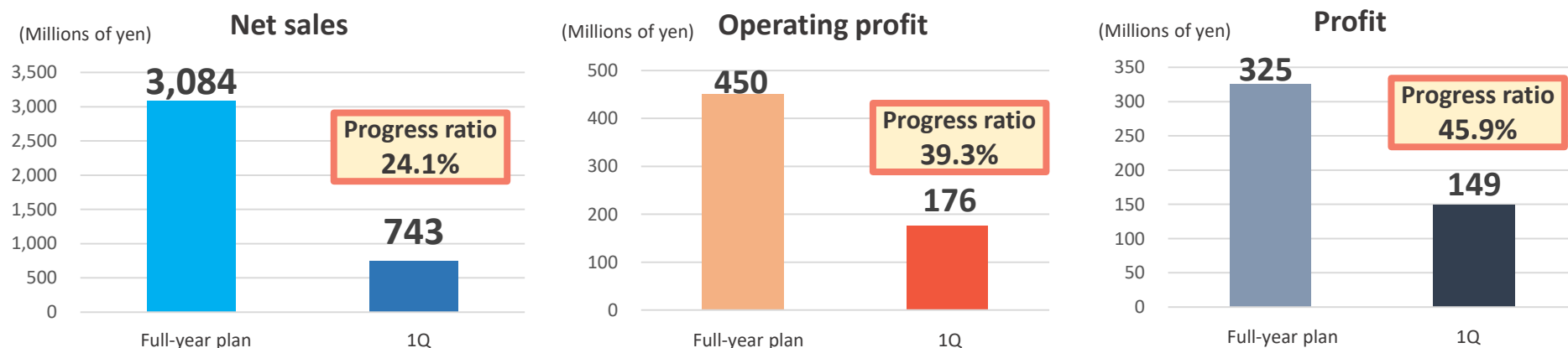
Sales and earnings progress ahead of the FY plan and the cancellation rate remained low

(Millions of yen)	FY6/21				FY6/22
	1Q	2Q	3Q	4Q	1Q
Net sales	648	654	639	675	743
Brokerage solutions	205	211	213	220	220
Property management solutions	437	437	420	449	515
Operating profit	163	175	114	132	176
Operating margin	25.2%	26.9%	17.9%	19.6%	23.8%
Ordinary profit	150	217	135	137	214
Profit	104	151	94	63	149

1Q FY6/22 Cancellation Rate
0.5%
FY6/21 Cancellation Rate: 0.5%

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

First Quarter vs. FY Plan

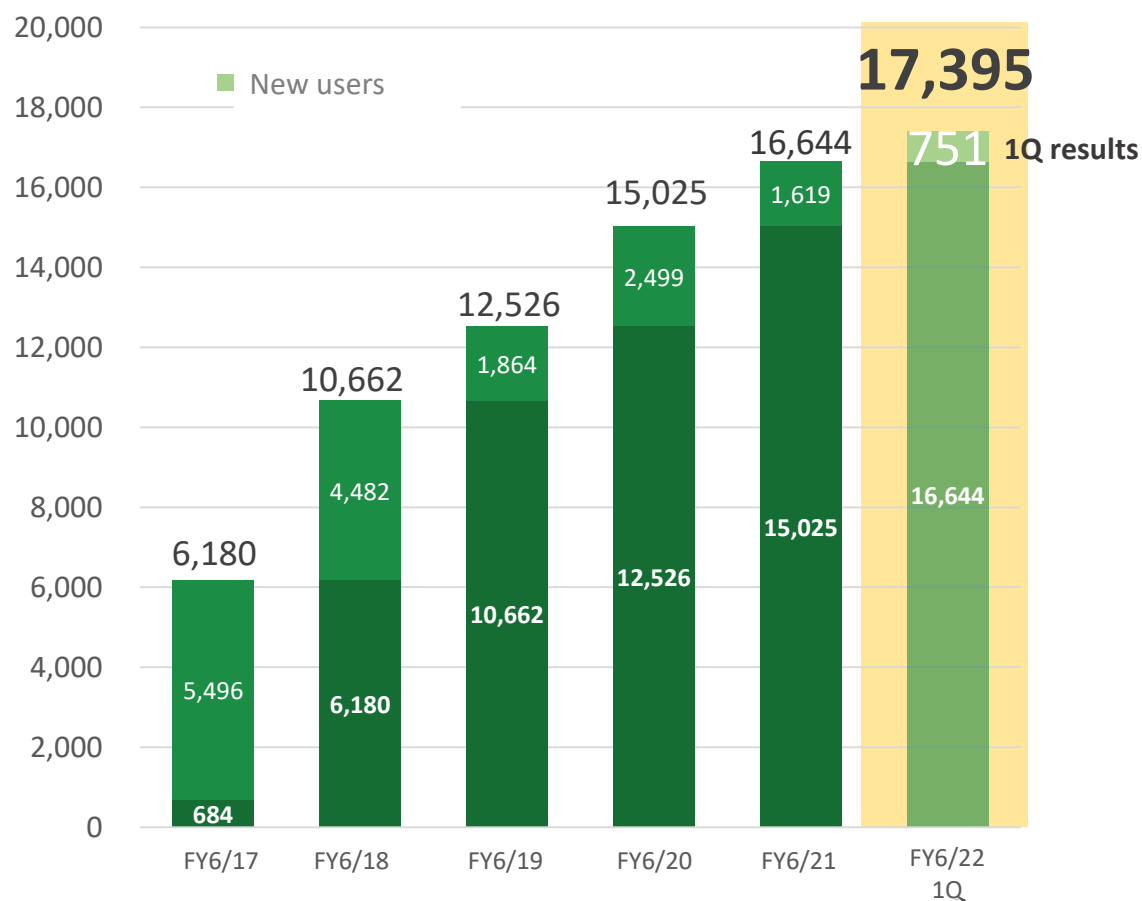


Steady Growth (1)

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

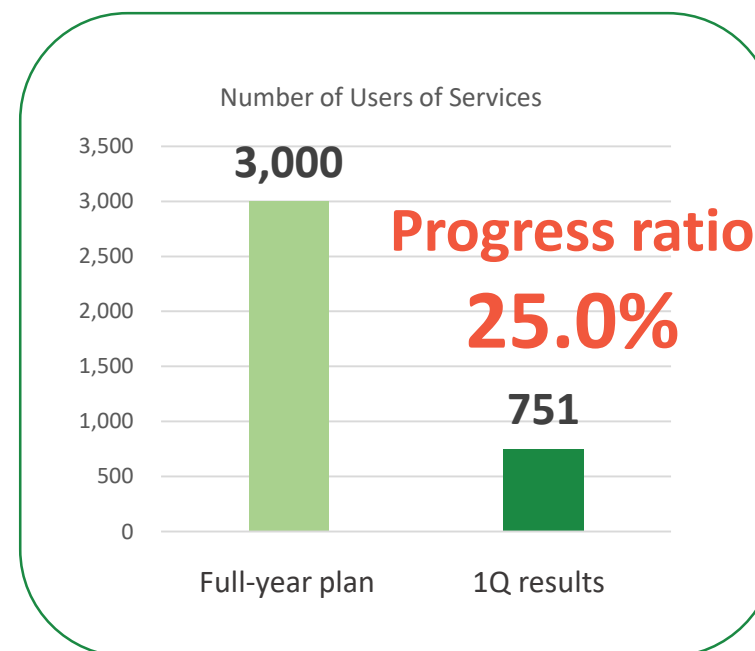
Growth is in line with the plan as the customer base continues to increase

(No. of companies)



Progress vs. FY6/22 Plan

Increase of 751 companies is 25% of the FY6/22 plan

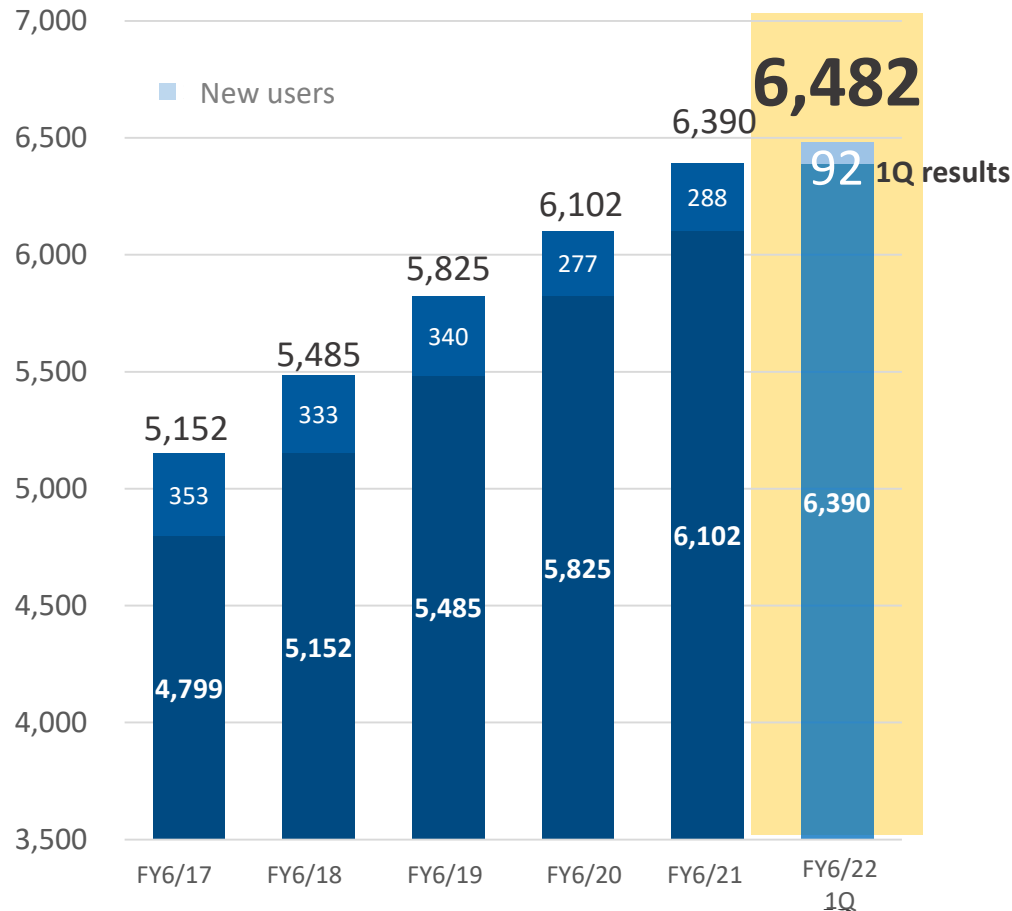


Steady Growth (2)

Increasing number of companies using services provided for a fee

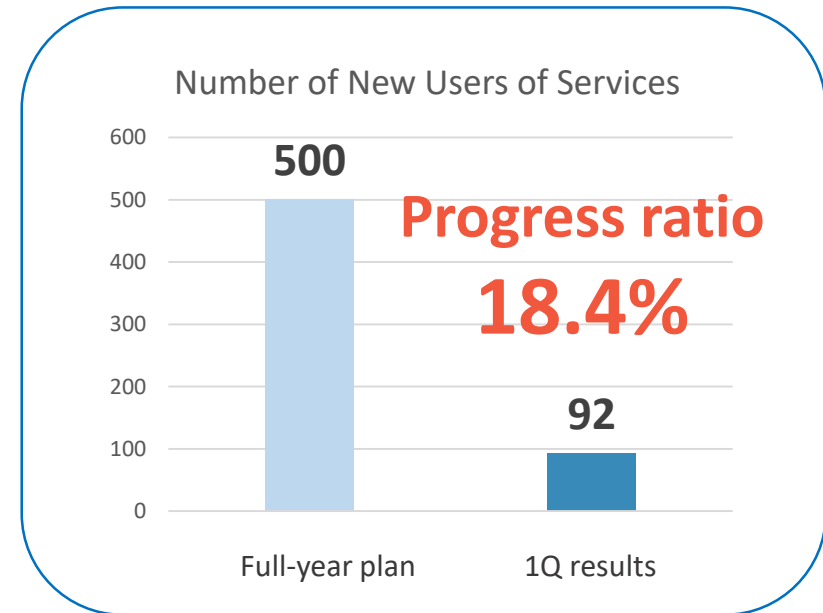
Demand for these services at current customers is increasing. Reexamining sales strategies for new customers.

(No. of companies)



Progress vs. FY6/22 Plan

Sales were higher than planned but more sales meetings with current customers held the number of new customers to 18.4% of the FY6/22 plan.



Actions for attracting more new customers

More salespeople

- Faster recruiting for 60 new salespeople per year

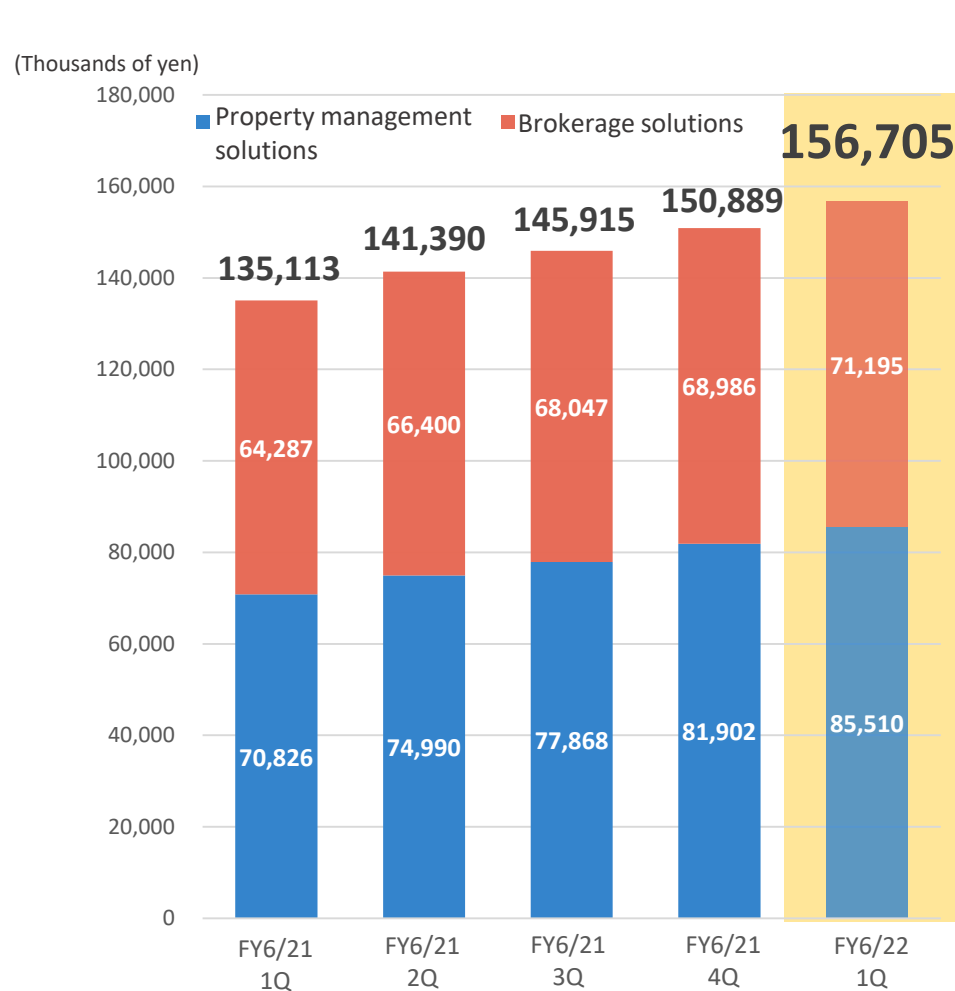
Upgrade training programs

- A stronger training infrastructure by using new education tools and other measures

Steady Growth (3)

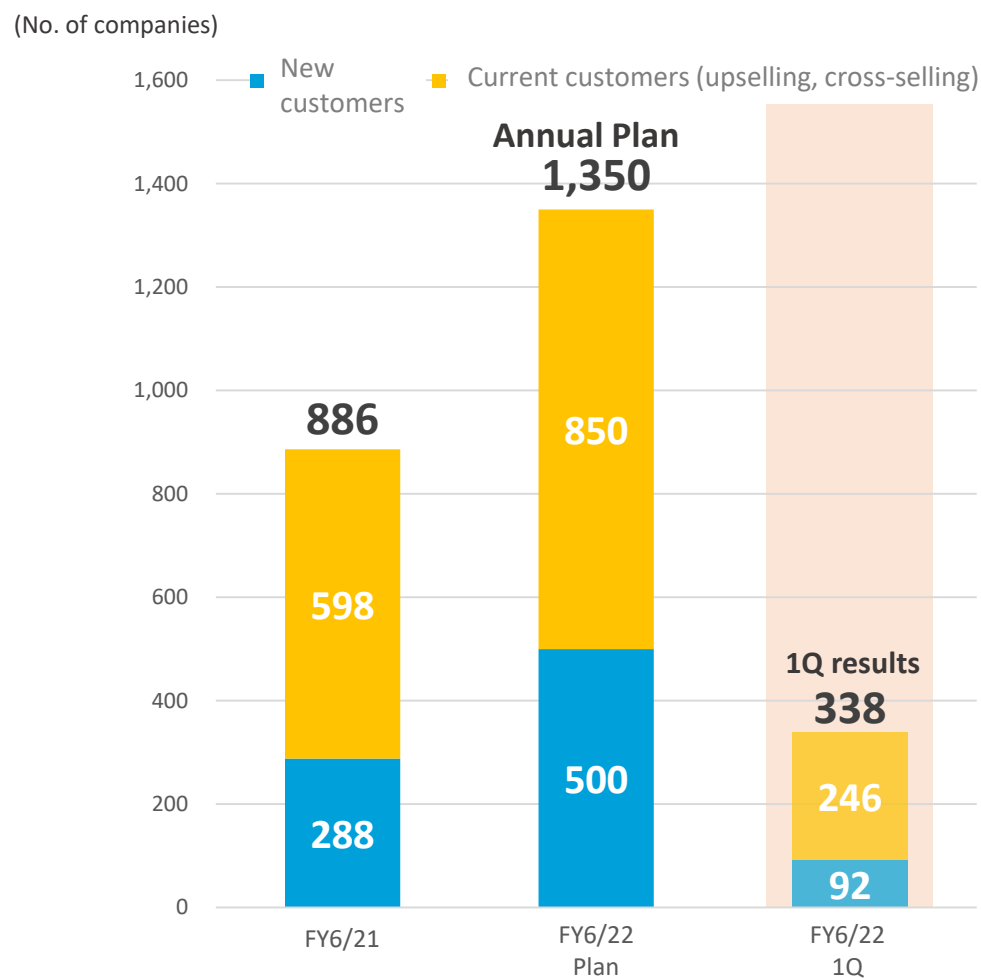
■ Growth of monthly recurring revenue

Solid monthly recurring revenue growth by upselling/cross-selling new and current customers



■ Increases in new and current customers

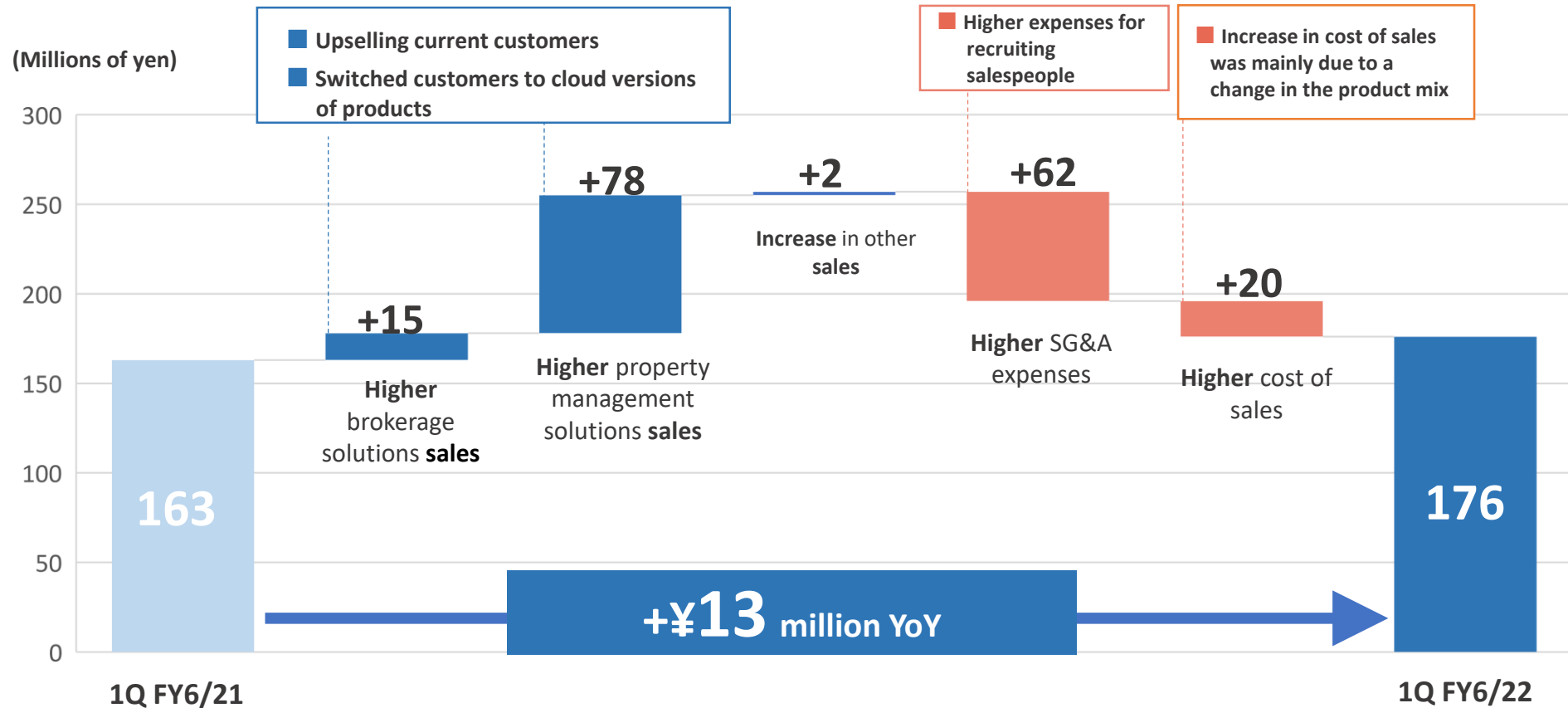
Upselling/cross-selling current customers is driving growth



Components of Change in Operating Profit

Building a base for growth with up-front investments in people and sales offices

Operating profit: ¥176 million Operating margin: 23.8%



A solid blue vertical bar on the left side of the slide.

Efforts to Achieve the Three-Year Plan

Assessment of Performance

First quarter performance was as planned. The goal is even faster growth by reviewing strategies for human resources and customers.

Individual Strategies	1Q Assessment		Upcoming actions
Product Strategy	○	<ul style="list-style-type: none"> E-contract activities progressed as planned and this service was launched on November 19. Activities for a new version of Fudosan BB are progressing as planned. Established an alliance with PinT, a member of the TEPCO Group Established an alliance with SBI Nihon SSI (short-term, small-amount insurance) 	Use more alliances to raise the value of platforms while continuing to increase the value of NJC's own services.
People Strategy	○	<ul style="list-style-type: none"> Have already reached 43% of the recruiting target for the year. Increase of 8 in the 1Q and 18 people selected to join NJC in 2Q or later. Conducting training programs that make new employees productive quickly. Training activities are progressing as planned. 	To hire 60 salespeople during FY6/22 as planned, using recruiting media and employment services to increase the number of applicants and reviewing the hiring decision process to speed up and strengthen recruiting activities. Continue to educate employees and implement measures to prevent turnover.
Customer Strategy	△	<p>Priority initiatives (see page 15)</p> <ul style="list-style-type: none"> <u>Smaller than expected number of new customers</u> Successful upselling/cross-selling of current customers 	Attract new customers and upsell/cross-sell current customers by using people recruited through activities of NJC sales offices nationwide (* Increase sales offices from 11 to 28 locations.)

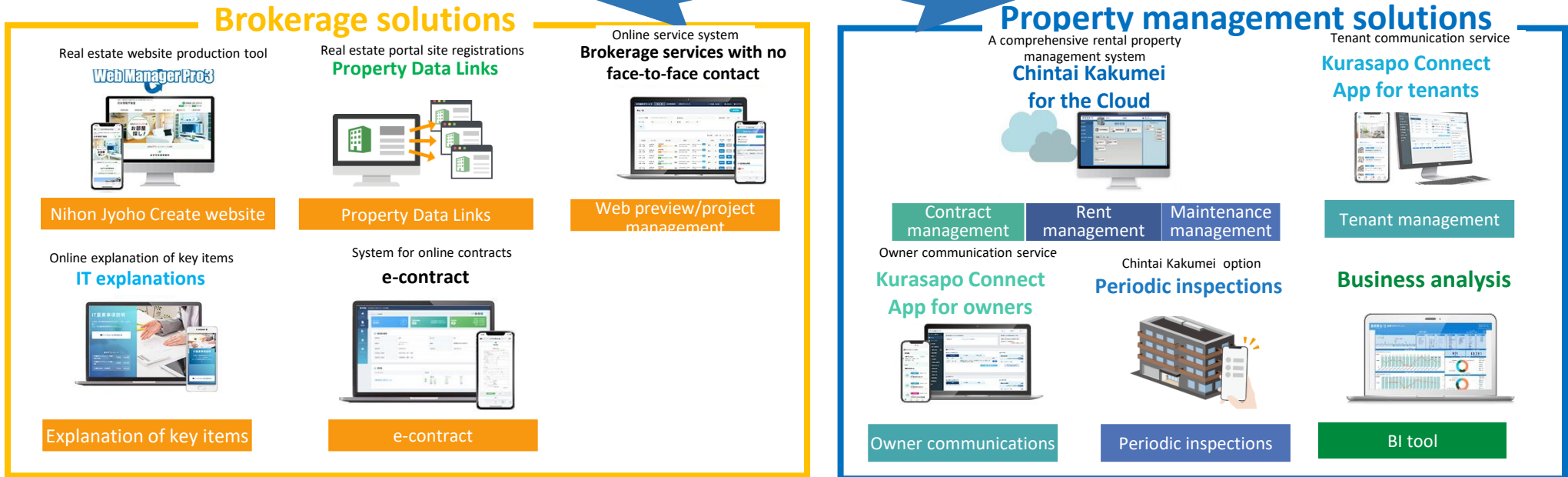
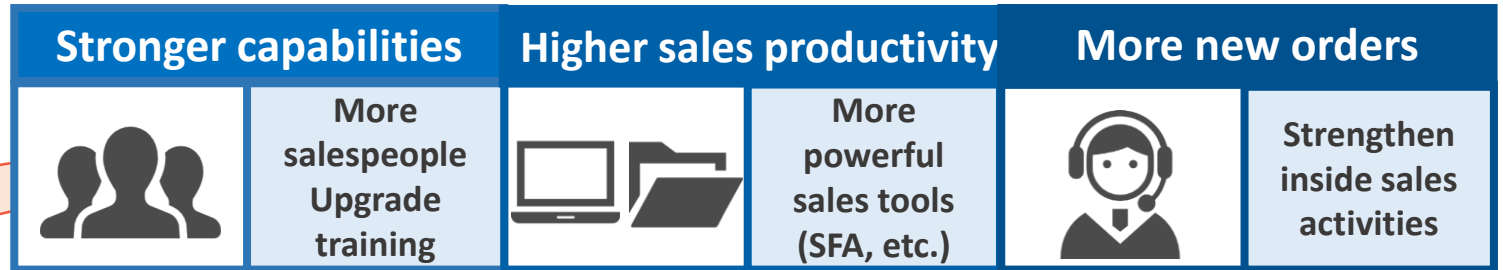
More salespeople to support growth of the customer base

Adding sales strategies for signing up new customers

B-to-B Property Listing Platform
Fudosan BB



B-to-B Property Listing e-apartment application



New Product

Released E-Contract Service

Internally developing an e-contract service to create new business opportunities
 The first step is using this service for renewing rental contracts and for parking space rental contracts.
 Salespeople are starting to submit proposals to customers.

Released
on Nov. 19

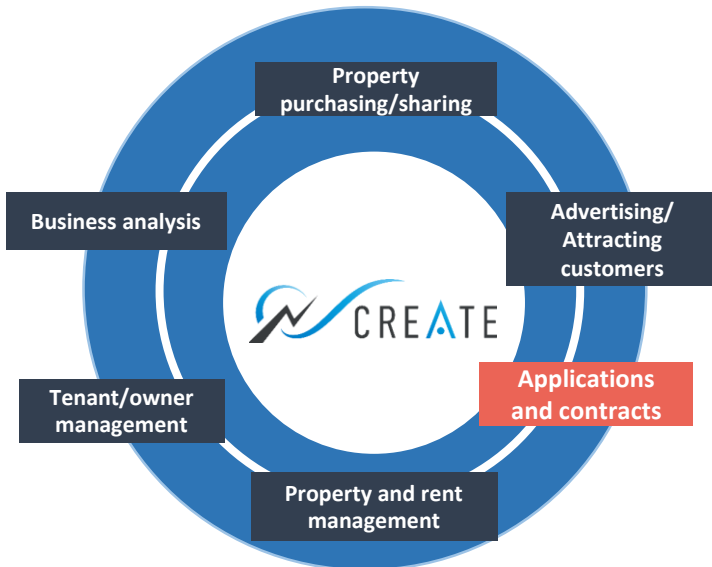
Increase the speed of the real estate DX

Real estate contracts require the personal placement of seals, but the accelerating pace of the real estate DX will soon eliminate the need for personal and corporate seals and stamps.

Shifts your contracts to an online format with no changes needed

An online contract system exclusively for real estate

E-Contract Service



Passage of digital reform laws

The Act concerning Digital Reforms was approved by Japan's Diet on May 12, 2021. **One result was the elimination of the requirement of personal and corporate seals on real estate contracts.** Parking lot contracts and renewal contracts can be signed electronically at this time. The next step is the elimination of the requirement for seals on new real estate contracts.

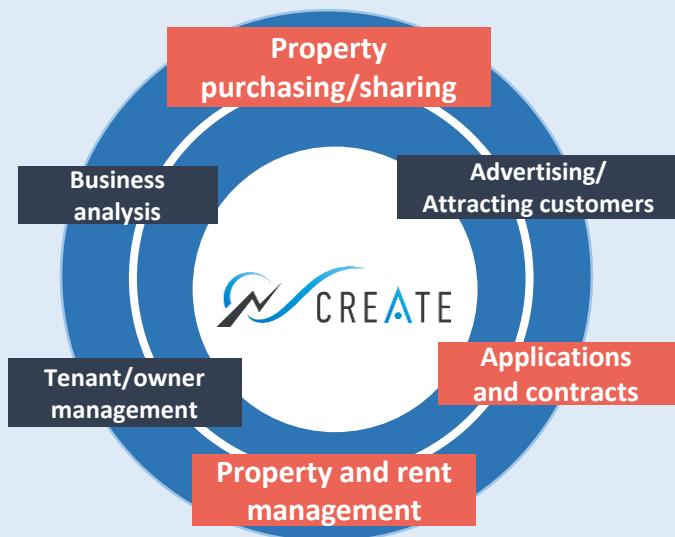


Activities to Increase the Value of Platforms

Stronger products and more alliances with partners to enlarge the customer base

Increase the platform's value

*Red is sectors newly strengthened



To build a platform for assisting with real estate business processes, NJC is developing and strengthening products that span all of these processes. In addition, NJC is forming alliances with many types of companies associated with the real estate industry. All these activities are enabling NJC to grow even faster as the provider of a platform with substantial added value.

Progress as planned with developing a new version of Fudosan BB

The upgraded version is expected to have a CRM function and cover property transactions. In addition, more added value will help increase the number of customers.

* Scheduled to be released in stages for each area.



New alliances with insurance companies

Cooperation for applying for insurance to cover residential rentals

- Formed an alliance with SBI Nihon SSI Co., Ltd. (short-term, small-amount insurance)
- Formed an alliance with Nihon Kyosai Co., Ltd. (short-term, small-amount insurance)



New alliance with PinT of the TEPCO Group

Automated procedure for starting and stopping electricity at vacant rental properties

Uses smart meters to reduce a task normally performed by rental property management companies



New alliances with rent guarantee companies

Data link for electronic tenant applications for an apartment or other residential rental property

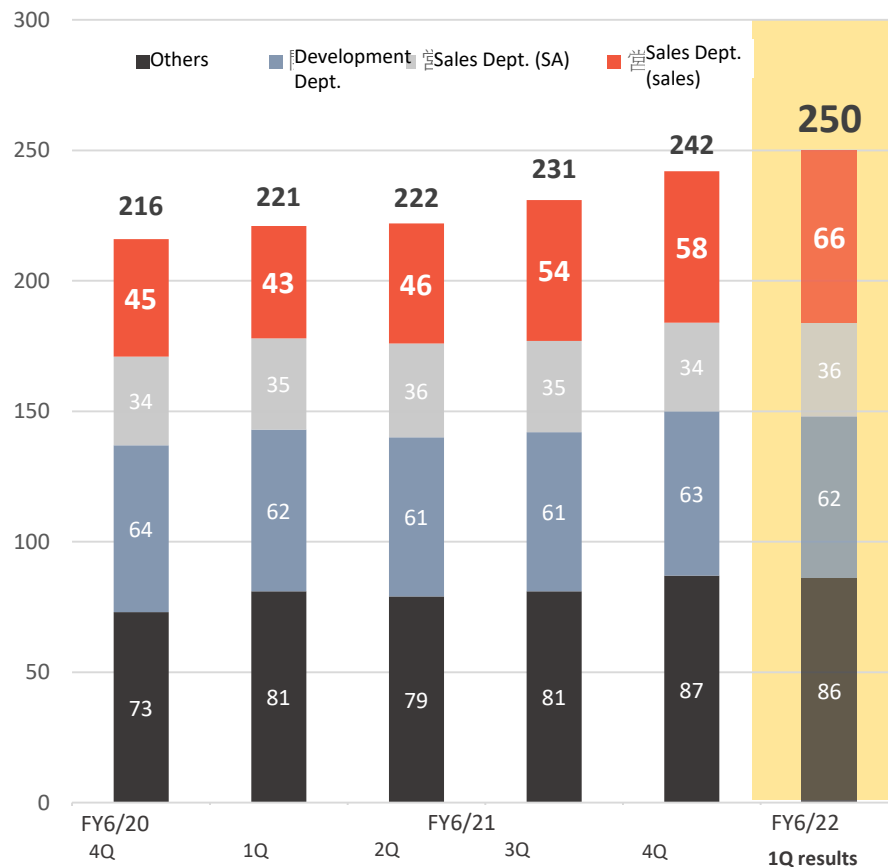
- An alliance with Nisshyo Guarantee Co., Ltd. (residential rent guarantee company)



Progress with Recruiting Activities

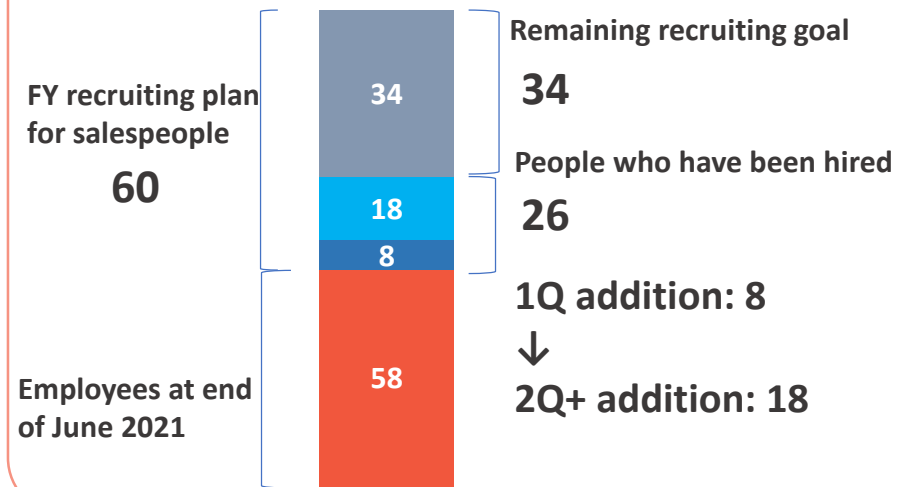
Achieved 43% of the FY6/22 recruiting goal as of Nov. 15, 2021

Business Category Full-time Employees



43% of the FY6/22 recruiting goal as of Nov. 15, 2021

26 people have been hired, including eight who started working in the 1Q and 18 who will start in the 2Q or afterward.

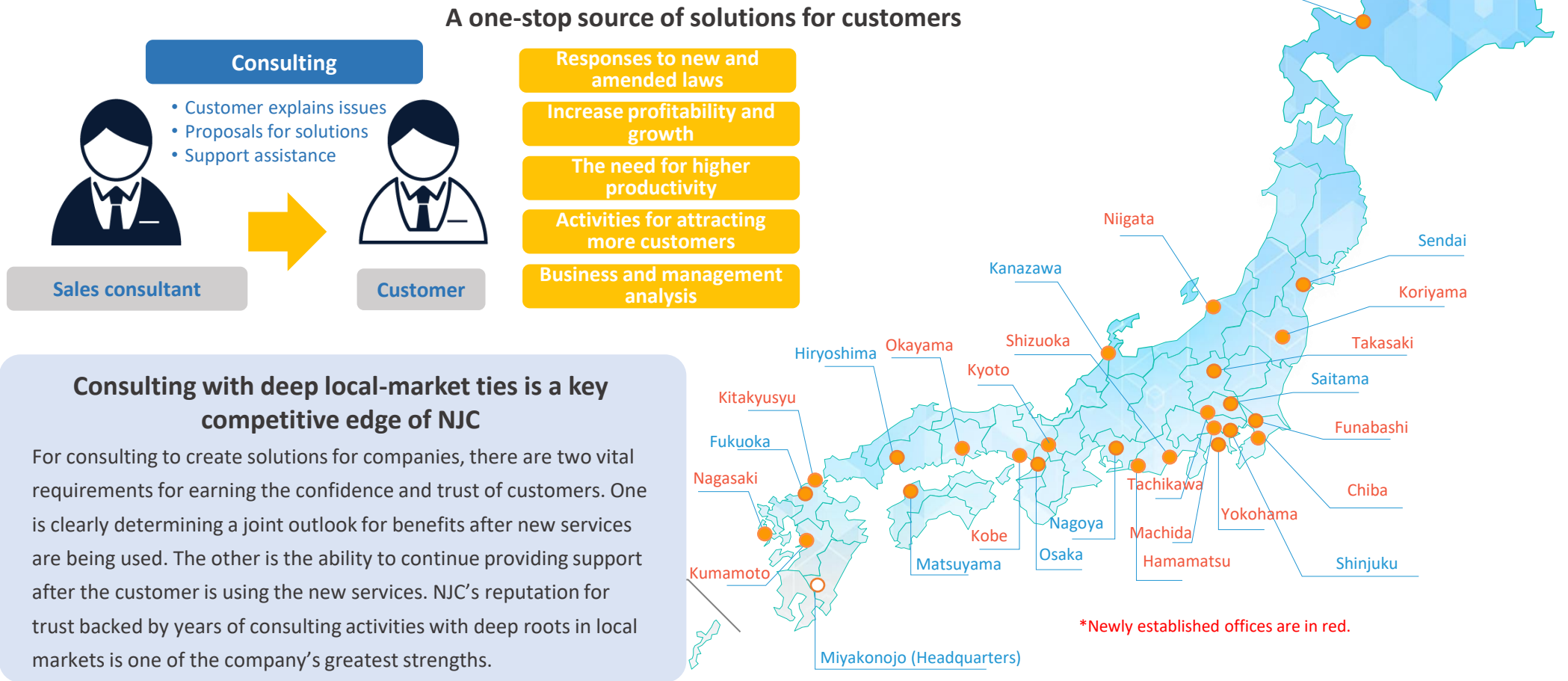


- Using recruiting media and employment services to attract more applicants.
- Starting to use referrals from employees for recruiting people
- Performing studies to shorten the process for making hiring decisions

Sales Network Expansion

Growth from 11 to 28 locations

An infrastructure for growth backed by consulting closely connected to regional needs and characteristics, a core NJC strength, to provide solutions for customers' problems and other requirements.

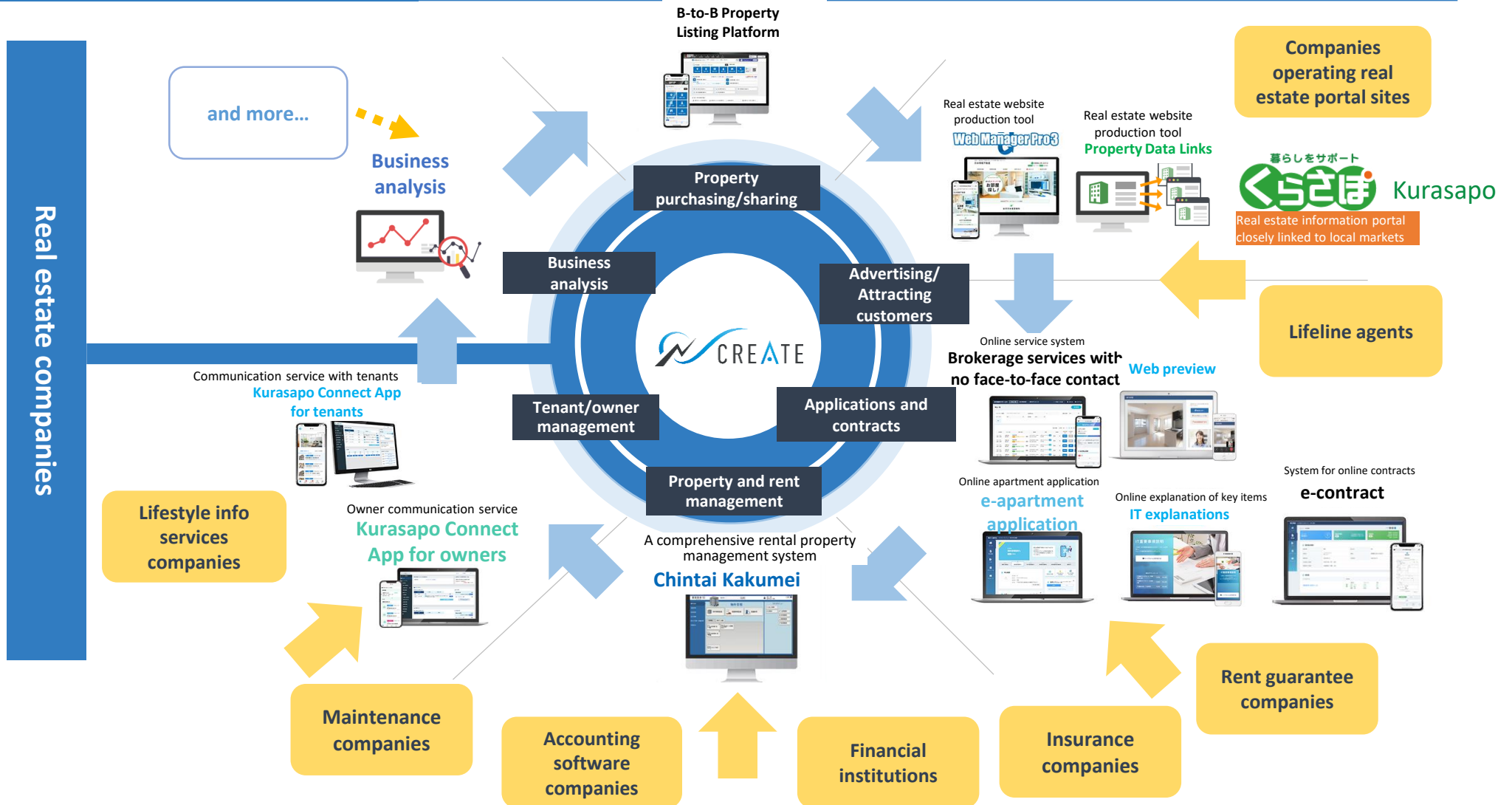


Activities for More Growth

Faster Growth of the Platform's Value

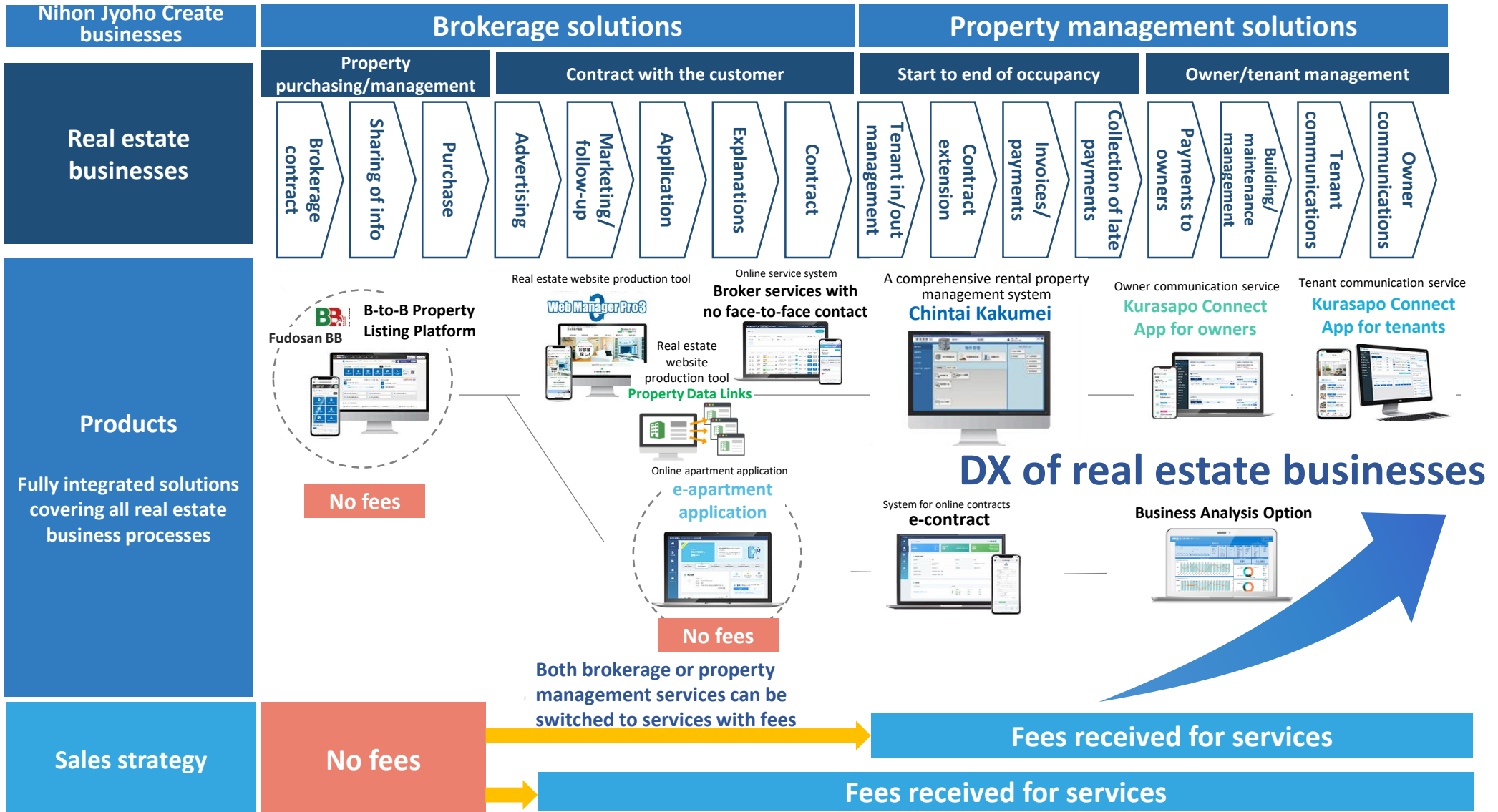
Platform
Full coverage of real estate
business processes

Stepping up the pace of growth of a platform with substantial added value by forging alliances with a variety of companies associated with the real estate industry



Use of Freemiums for Cross-selling and Upselling

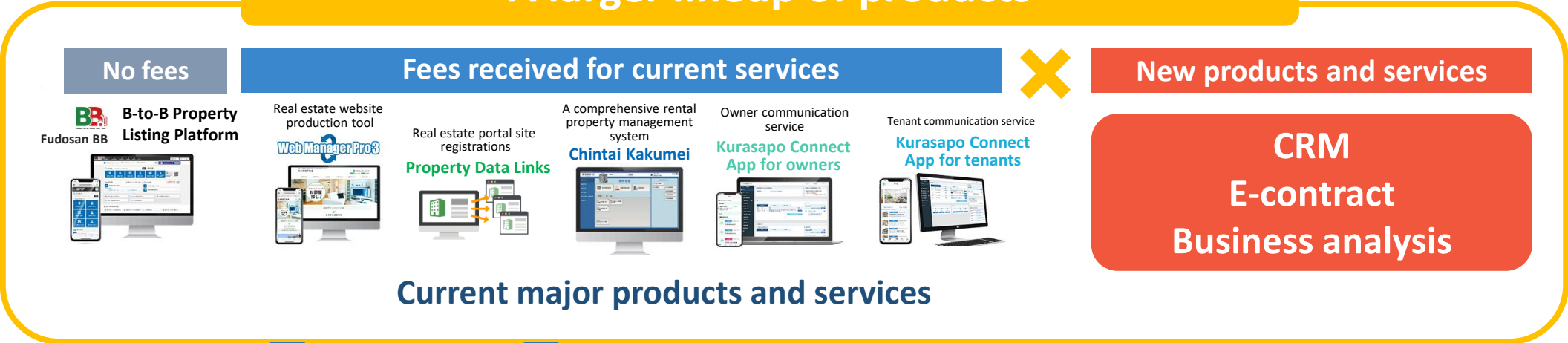
The Fudosan BB property listing platform for real estate brokers, which is offered at no charge, is used to attract customers and provide an entry point for cross-selling and upselling activities.



A Product Strategy for Achieving Sales Growth

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

A larger lineup of products



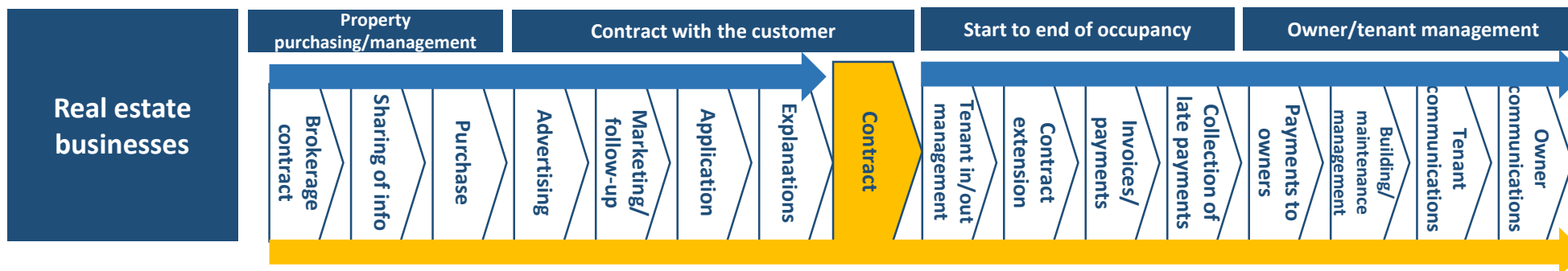
New customers

Current customers upselling/cross-selling

Sales growth

A Force behind the DX of the Real Estate Industry

Building on NJC's ability to create fully integrated solutions



NJC's progress with digitalizing business processes for contracts

- Digital technology from entry to exit of real estate operations

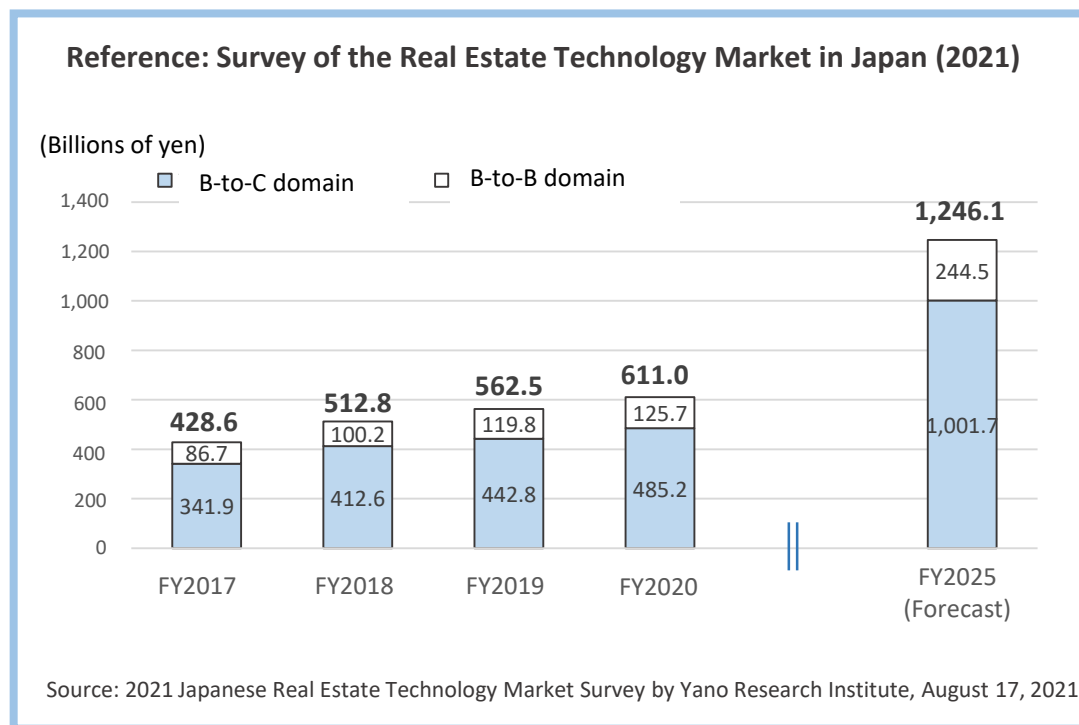
Shifts your contracts to an online format with no changes needed

An online contract system exclusively for real estate

E-Contract Service

The advantages of integrated solutions

Digitalizing contract procedures will make it possible to use digital technologies for a broad range of real estate tasks. Furthermore, the speed of the real estate industry DX is expected to continue to increase. NJC will remain at the forefront of digitalization by creating integrated solutions, a core strength, for customers.



A solid blue vertical bar.

Appendix

Mission & Vision

Mission

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

Vision

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

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.

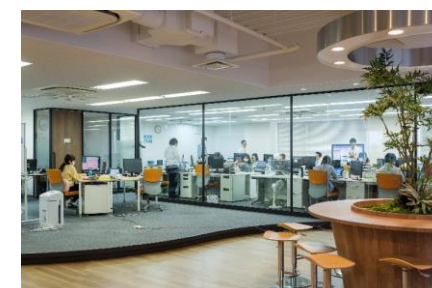
Yonetsu Kenichi, Representative Director, President



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

Offices 28 locations in Japan (As of September 30, 2021)

Sapporo/Asahikawa/Sendai/Koriyama/Takasaki/Niigata
 Shinjuku/Tachikawa/Saitama/Funabashi/Chiba/Yokohama/Machida
 Osaka/Kyoto/Kobe/Kanazawa/Nagoya/Hamamatsu/Shizuoka
 Hiroshima/Okayama/Matsuyama/
 Fukuoka/Kikakyusyu/Nagasaki/Kumamoto/Miyazaki (Headquarters)

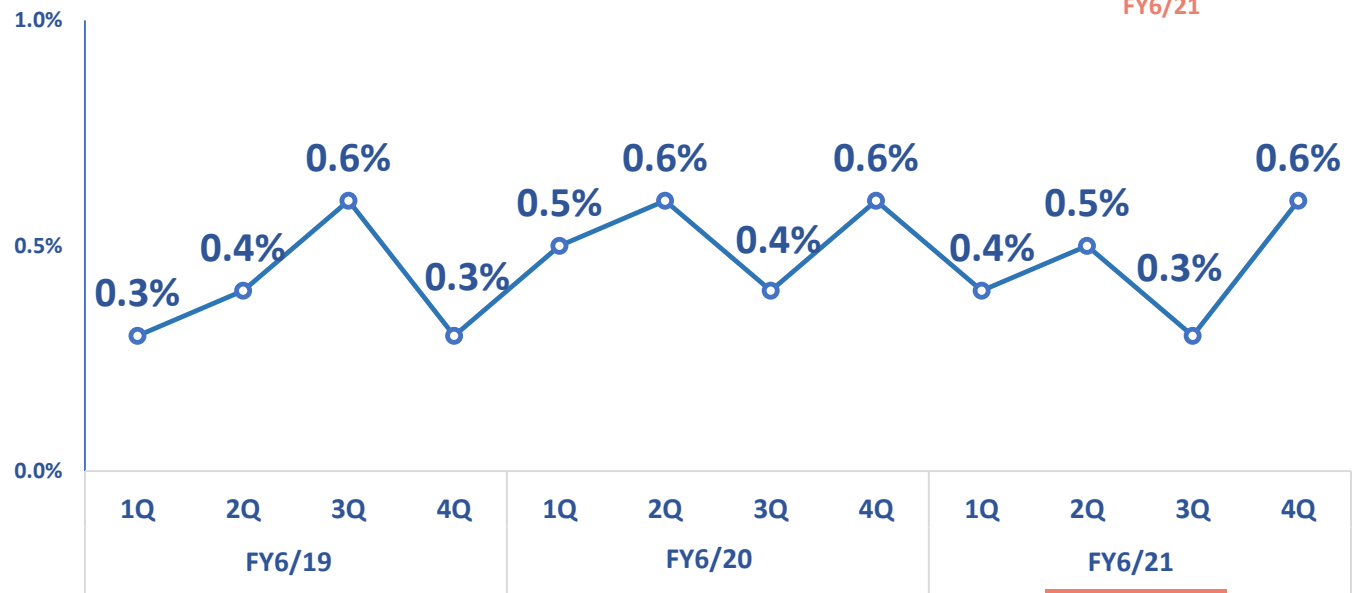
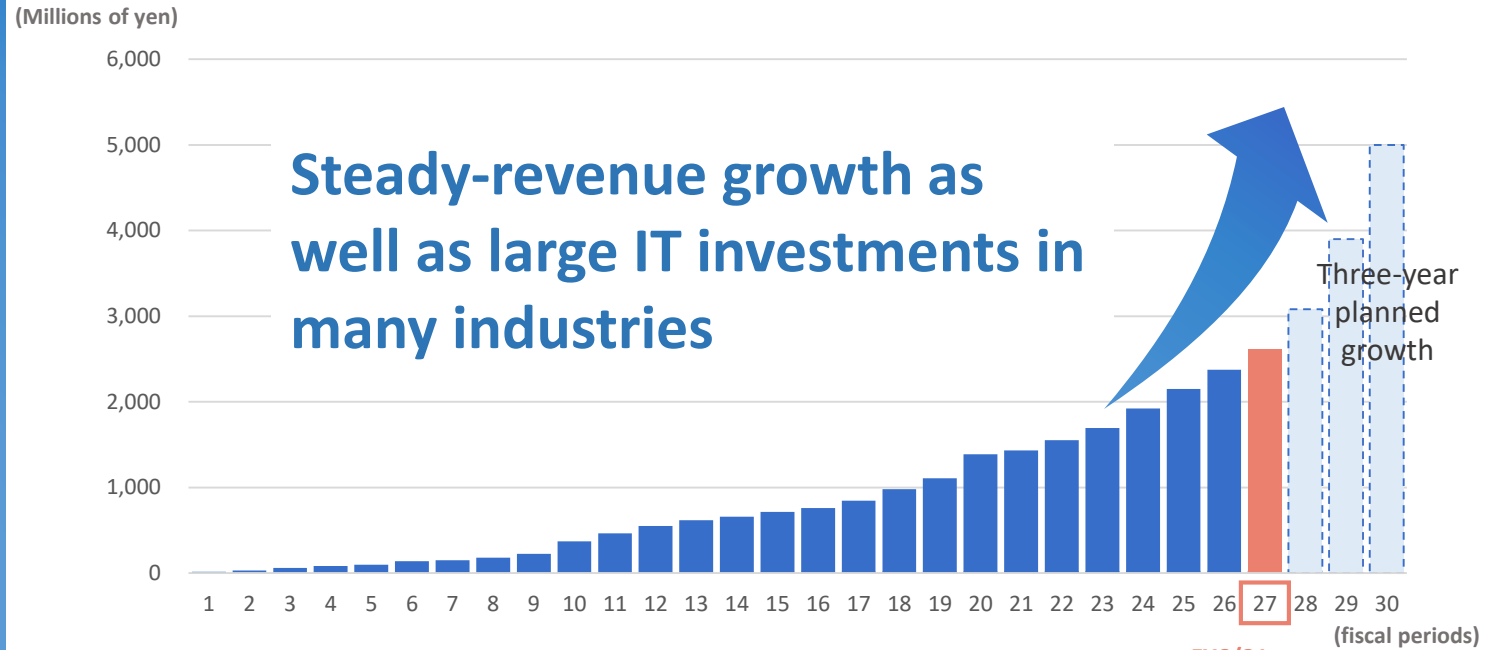


Consecutive sales growth for 27 years

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.

Three-year Growth Strategy

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

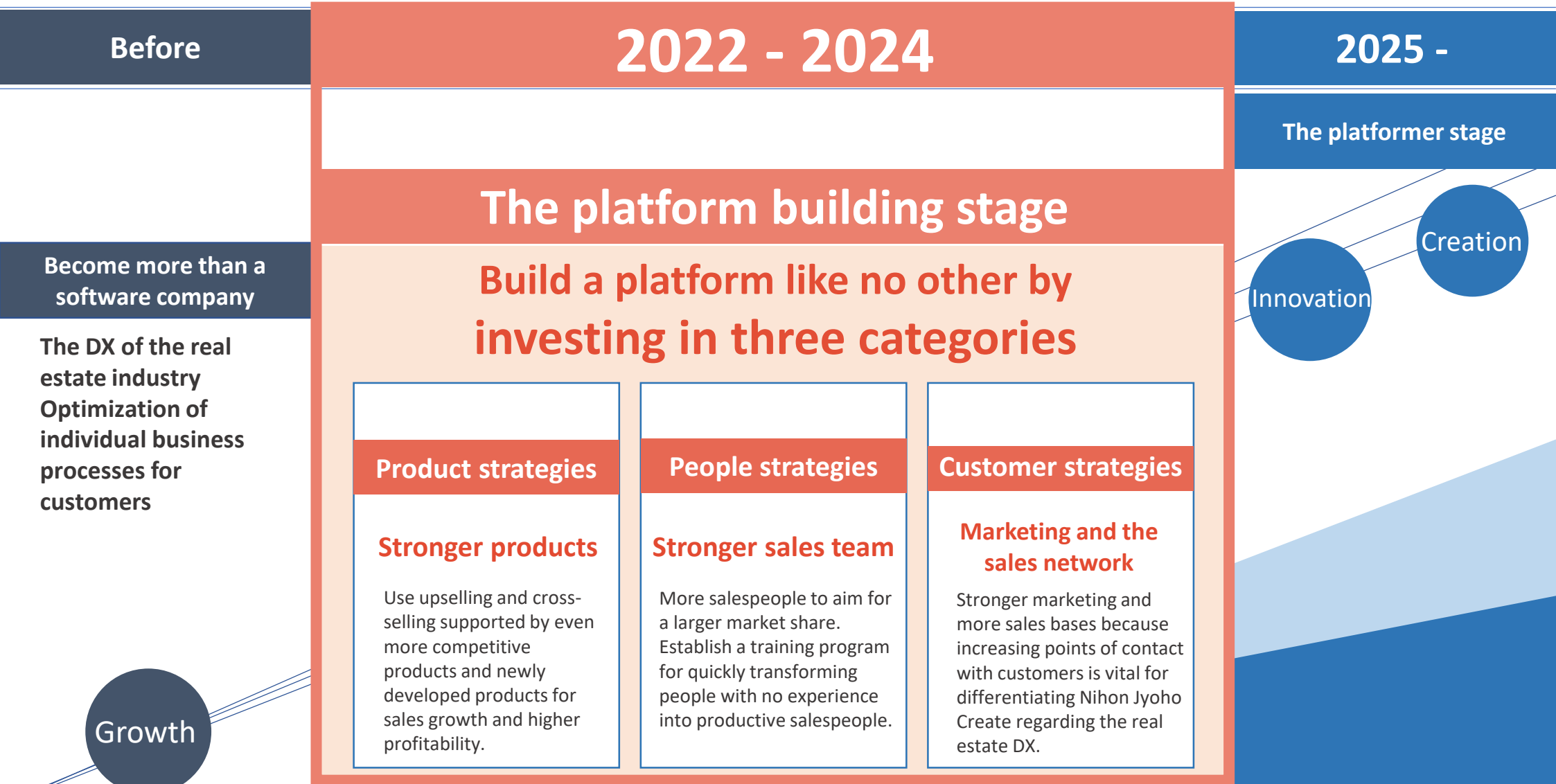
***Excerpts from “Results of Operations for the Fiscal Year Ended June 30, 2021” (announced on August 16, 2021)**

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



Vision : Dedicated to the happiness of everyone we serve!

Three-year Plan for Sales and Earnings

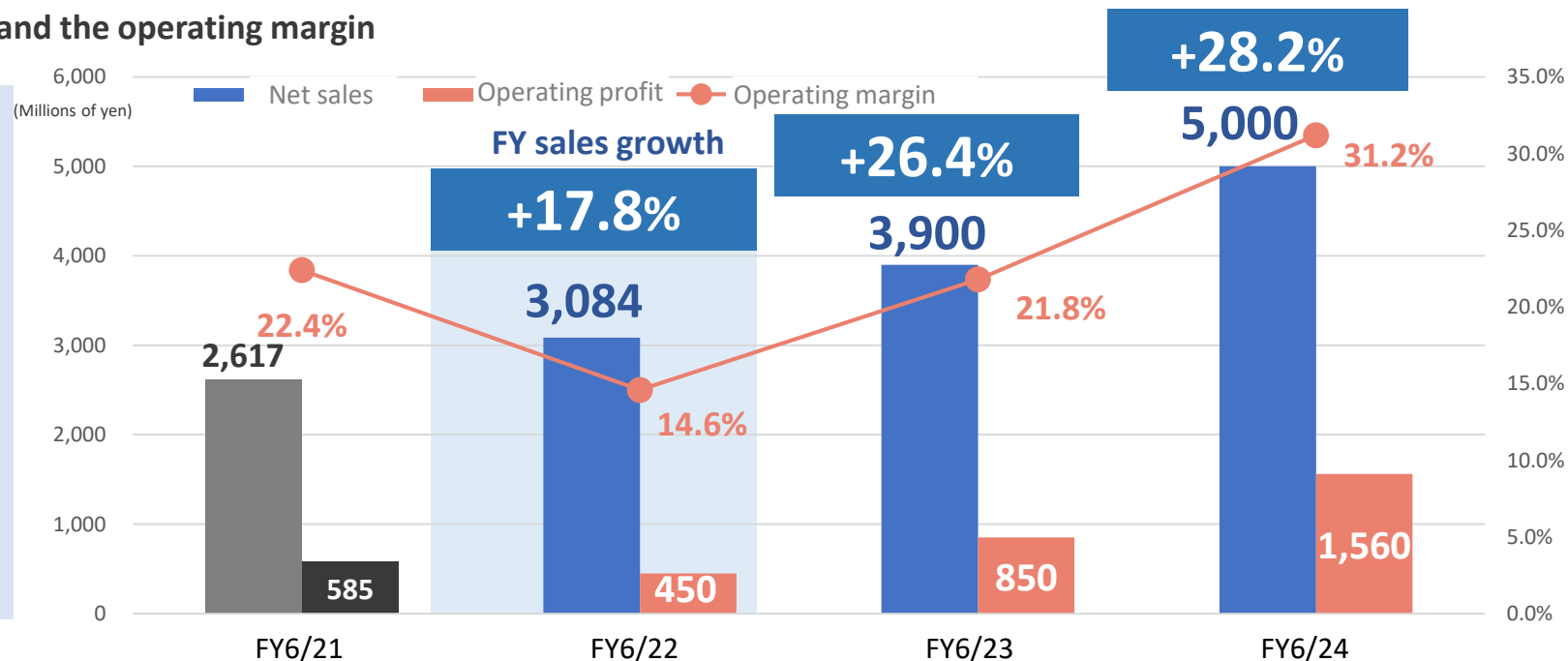
FY6/22 is an intentional pause to set the stage for faster growth

	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

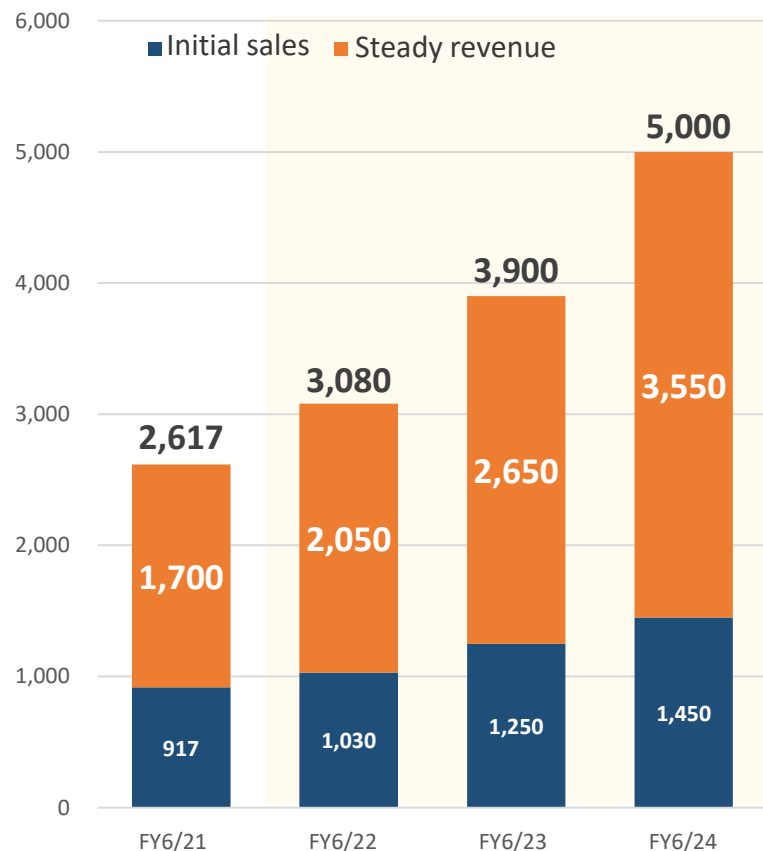


Additional Three-year Plan Information

■ Sales plan

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

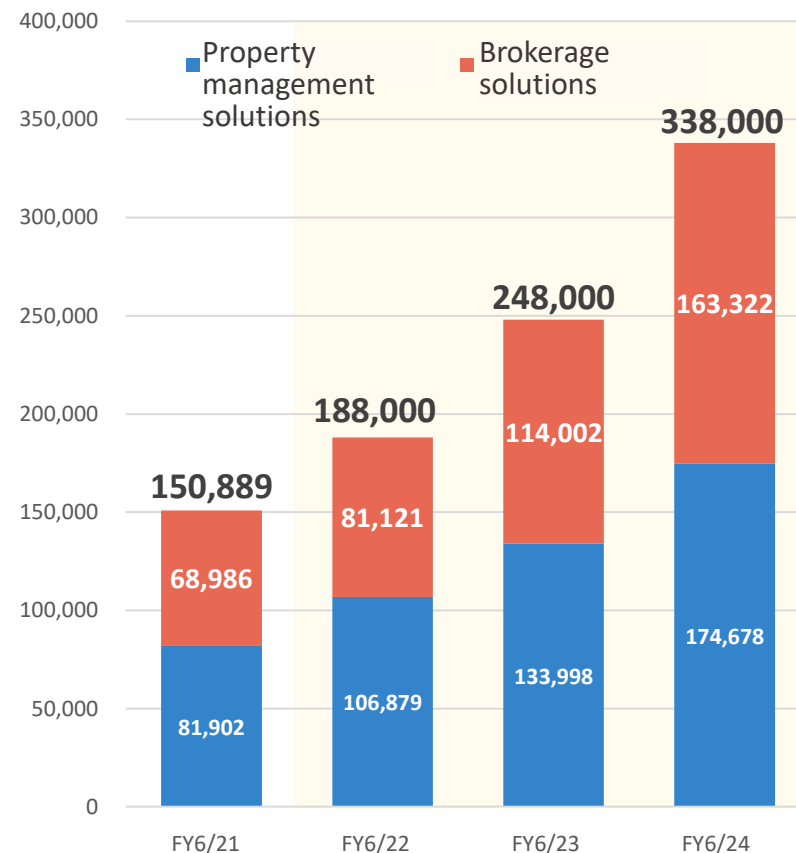
(Millions of yen)



■ Monthly recruiting revenue plan

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

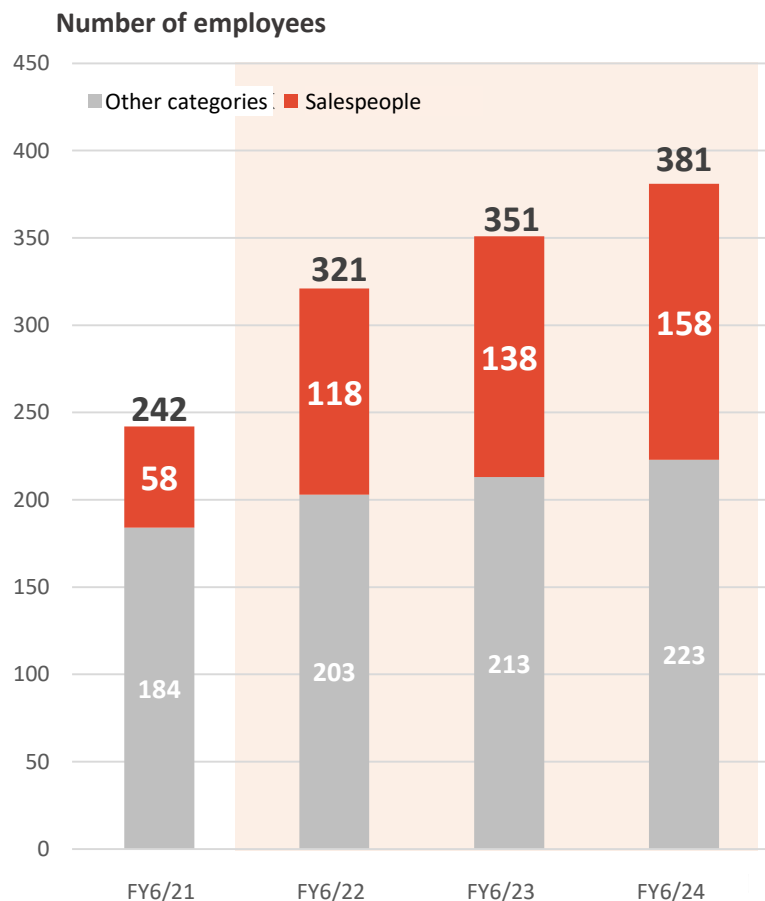
(Thousands of yen)



Additional Three-year Plan Information

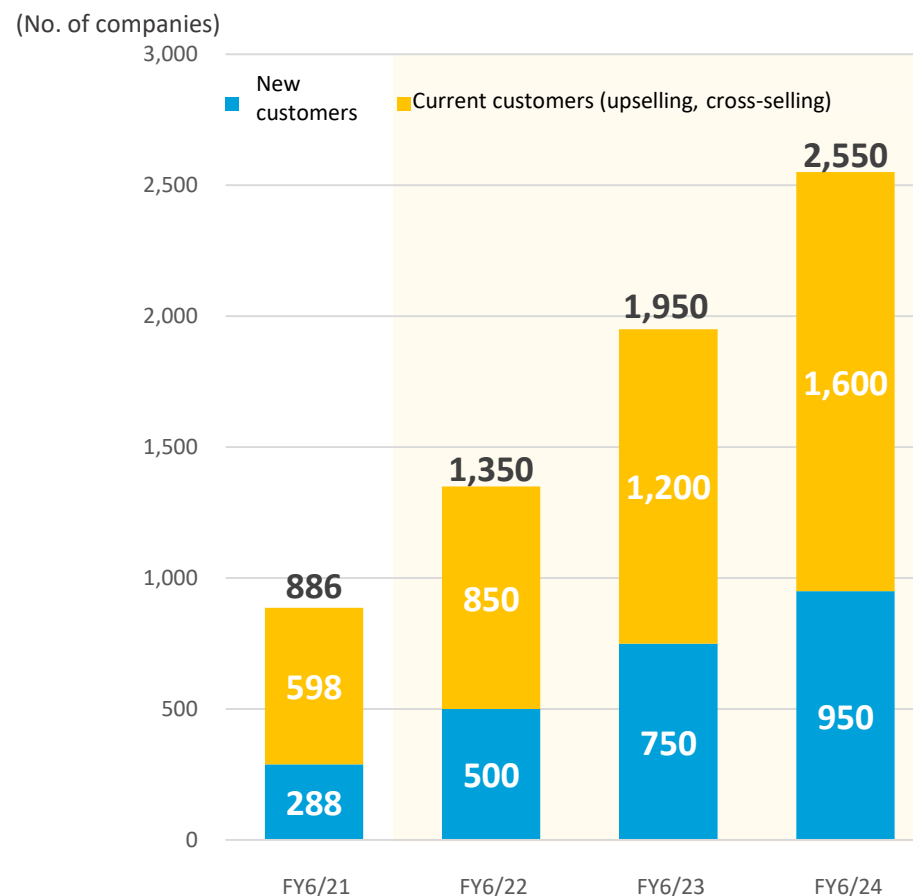
■ Employees (plan for salespeople)

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

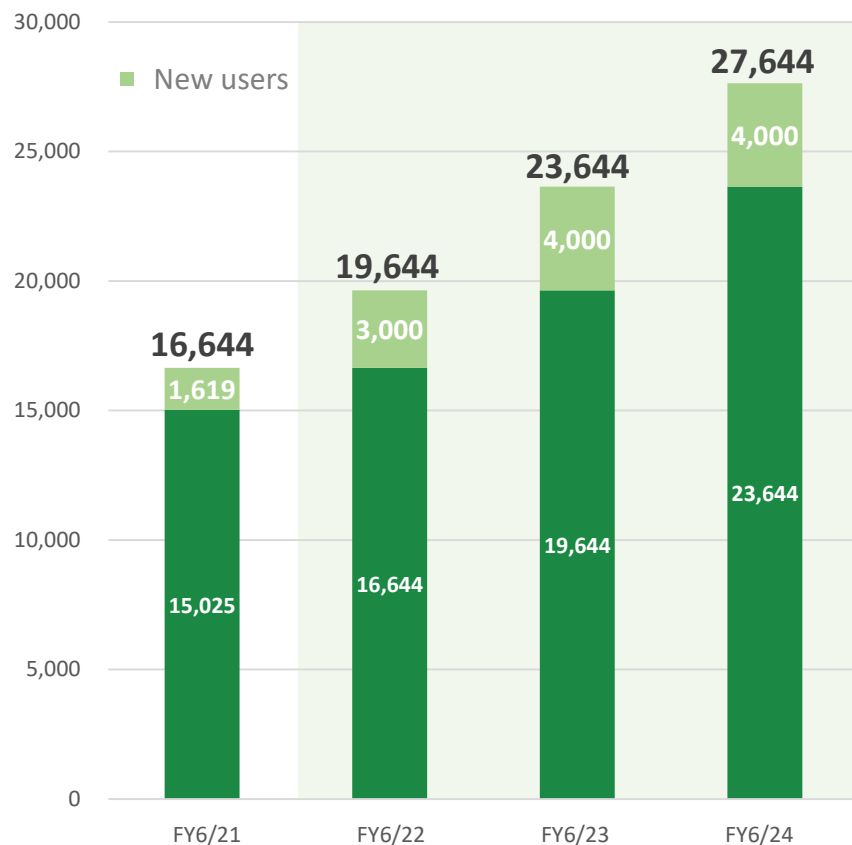


Additional Three-year Plan Information

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

Forecast growth due to more salespeople and an effective marketing strategy

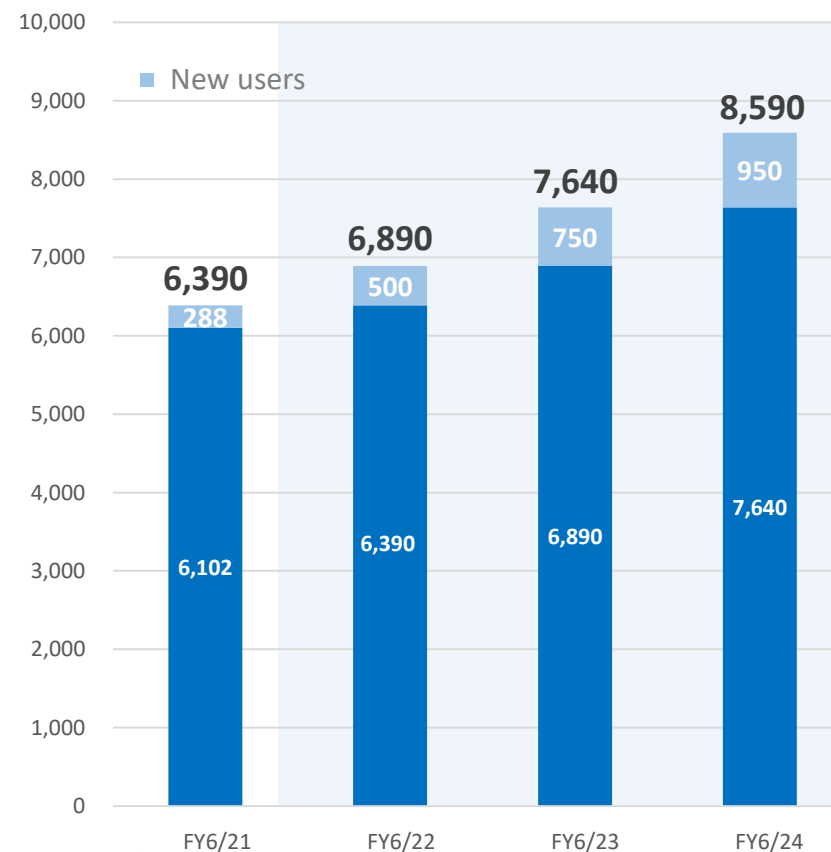
(No. of companies)



■ 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)

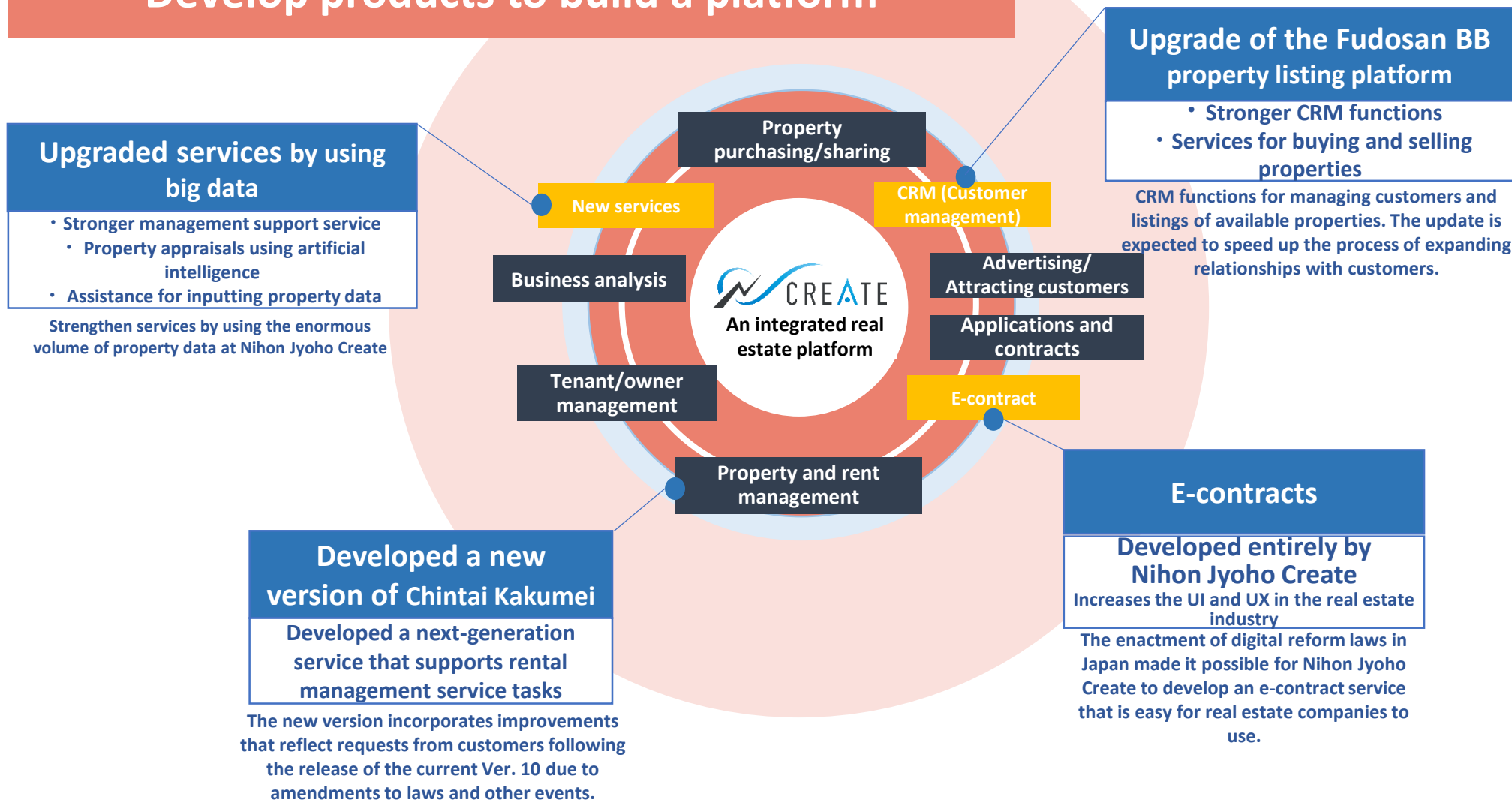


Explanations of Individual Strategies

Product Strategy

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

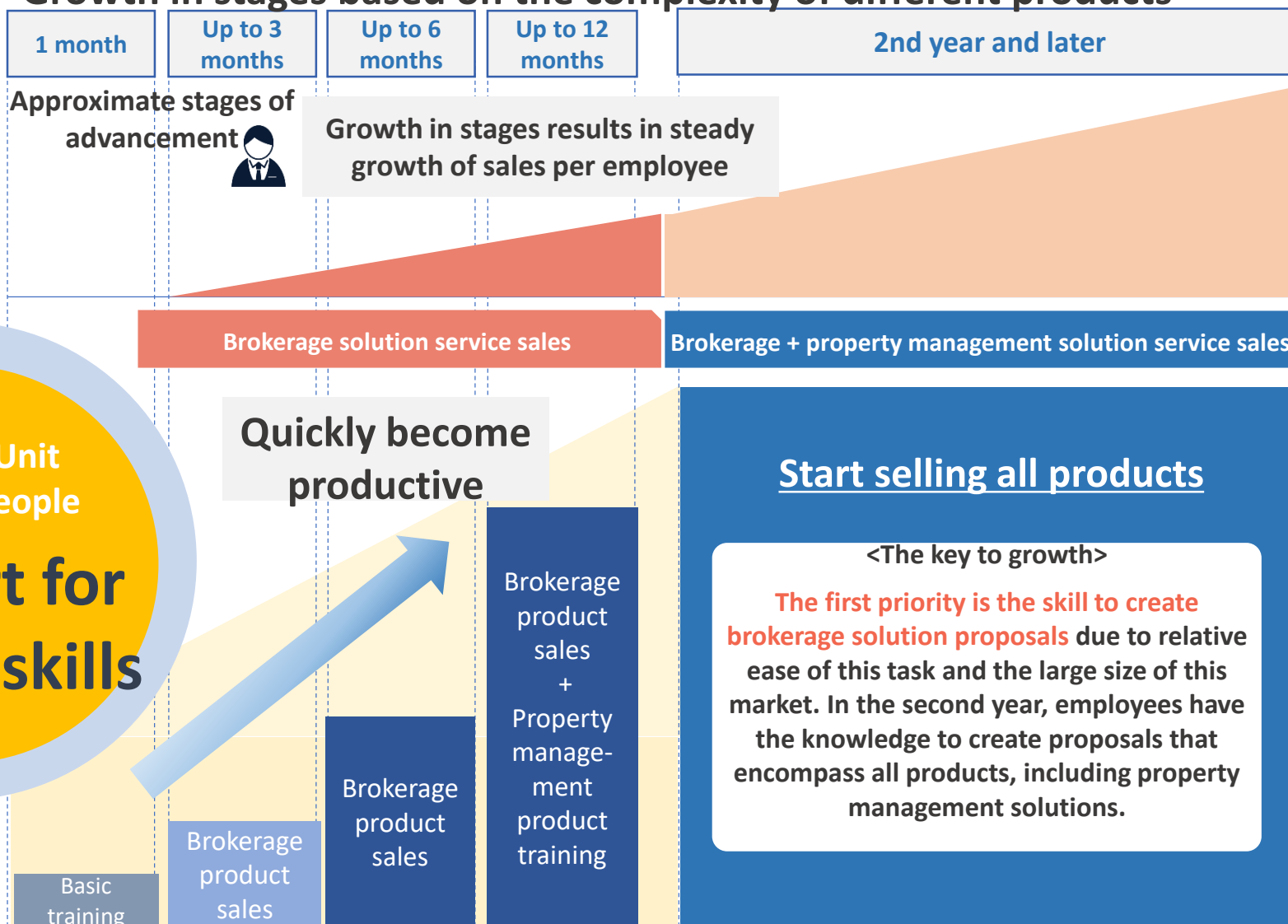
Develop products to build a platform



People Strategy

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

Growth in stages based on the complexity of different products



Training Unit for Salespeople
Support for gaining skills

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



27 consecutive years of sales growth, outstanding customer satisfaction and a low cancellation rate among current users

Ad strategy using web ads and marketing automation

Identify issues by using webinars, etc.

Consulting

Sales

More customers

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



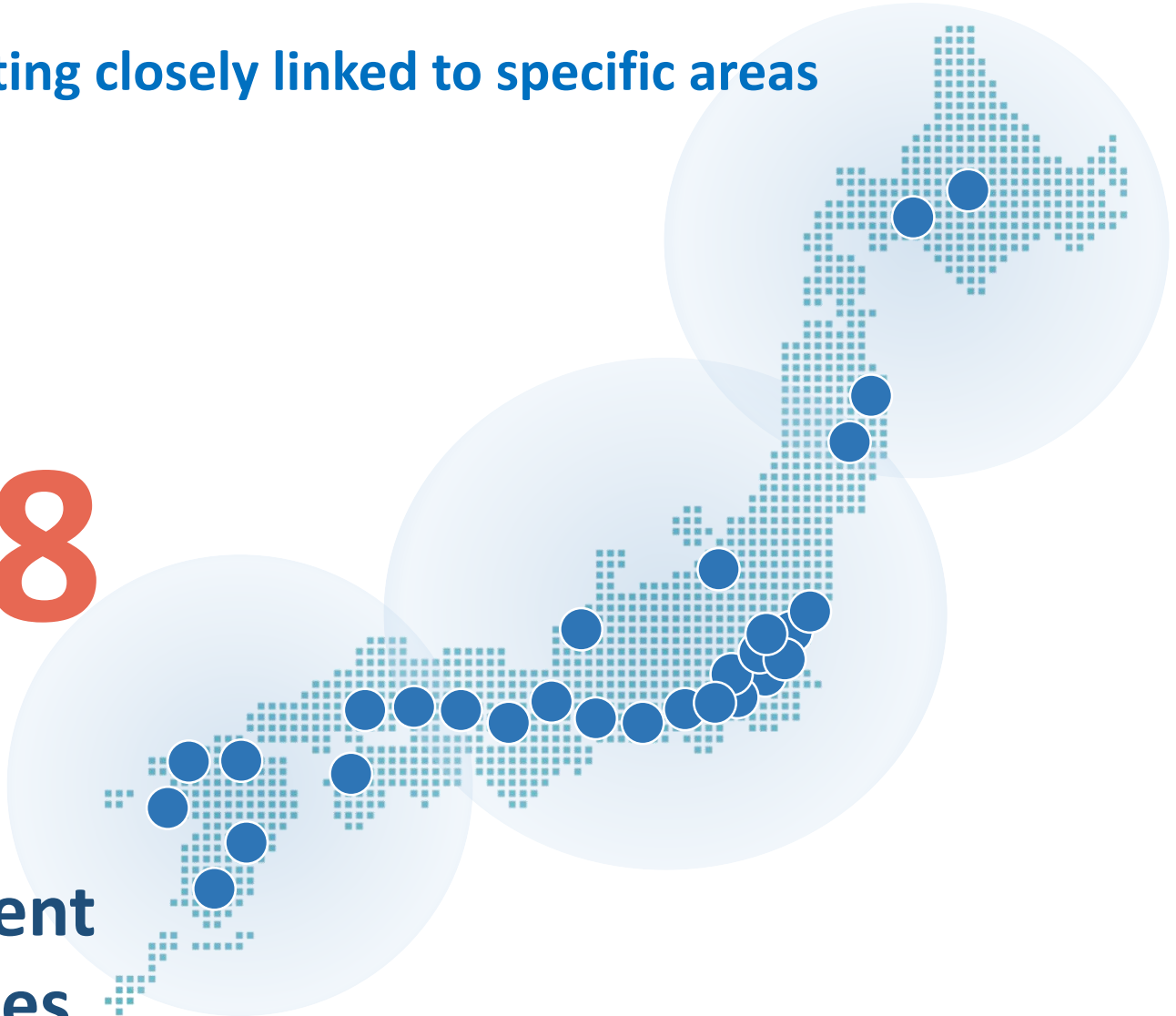
118

(July 31, 2021)

(June 30, 2022)

Stronger recruiting and training frameworks

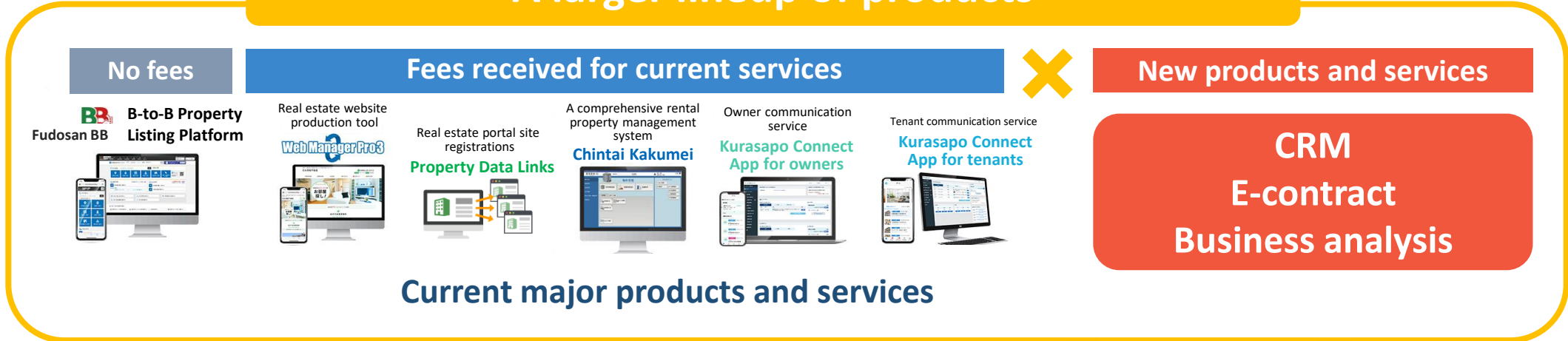
Established a department solely for these activities



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.

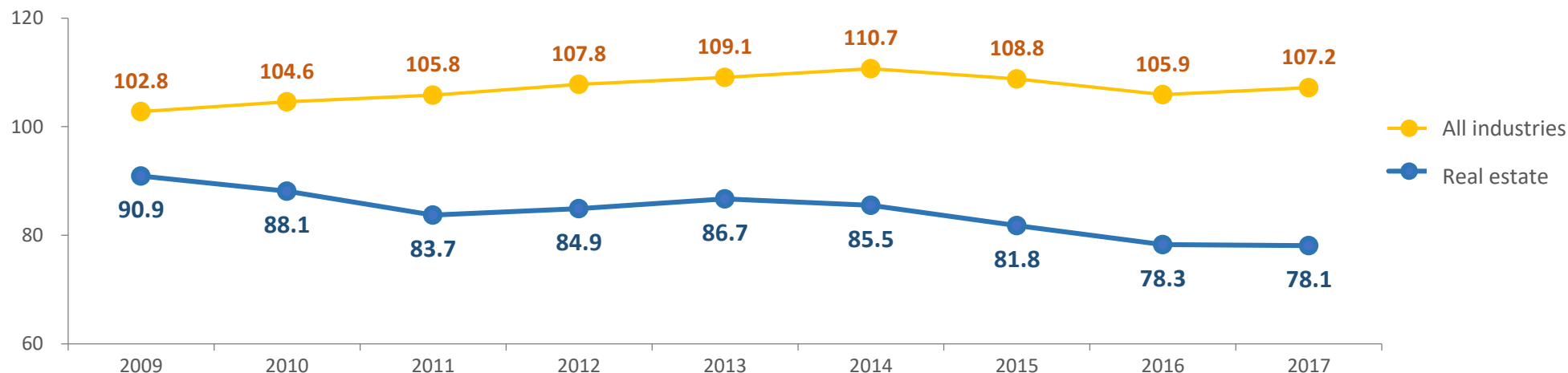
Japan is more closely overseeing rental property management to ensure the proper operation of this business. The even greater need to conduct operations properly is expected to increase demand for support services for property management tasks at rental management companies.

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

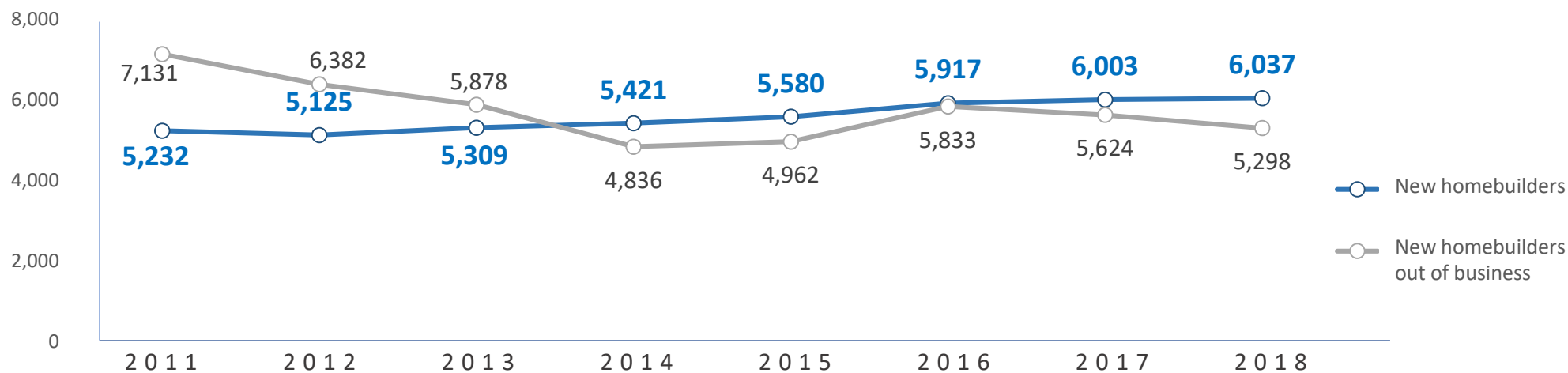


Source: Survey for Economic Analysis of ICT in fiscal 2018 (2019), Ministry of Internal Affairs and Communications

*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
Products encompass all steps	A large sales network	Support	Market share	Expertise acquired over 27 years

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

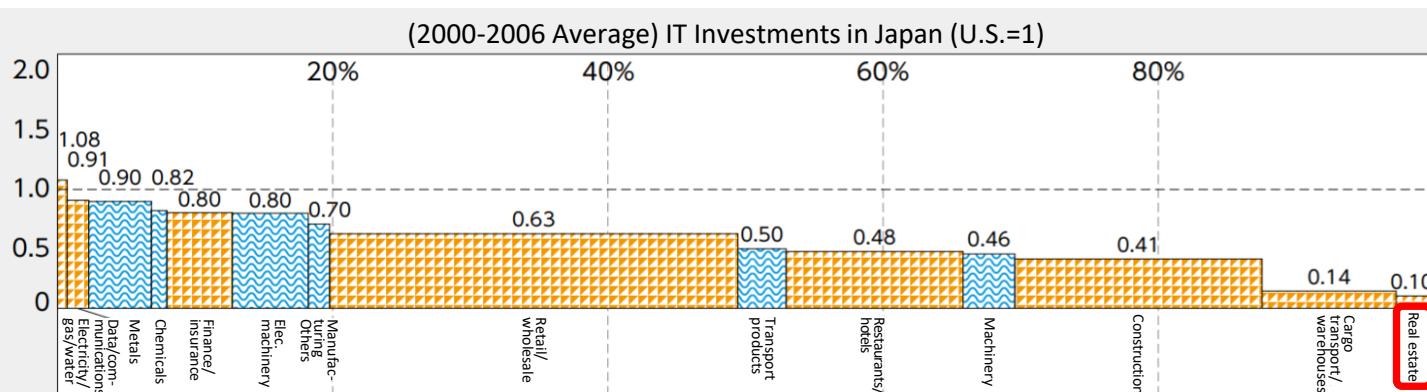
The rental management system market has high barriers to new entrants because of the complexity of rental management tasks. Nihon Jyoho Create has a large share of this market. Furthermore, up-to-date property data is used for new analysis services.

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.

Issues in Japan's Real Estate Industry

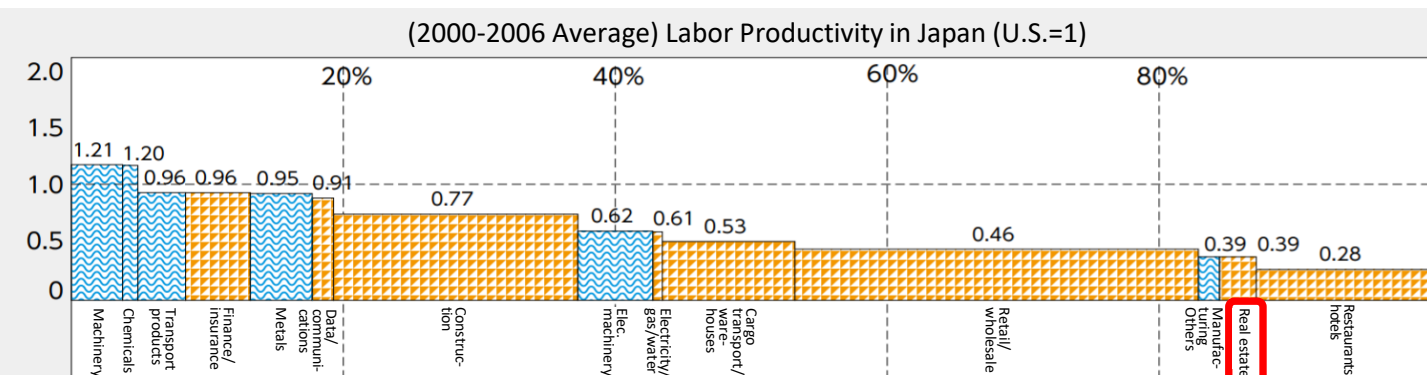
In Japan's real estate industry, IT investments are 10% and labor productivity is 40% of the levels in the U.S.

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)

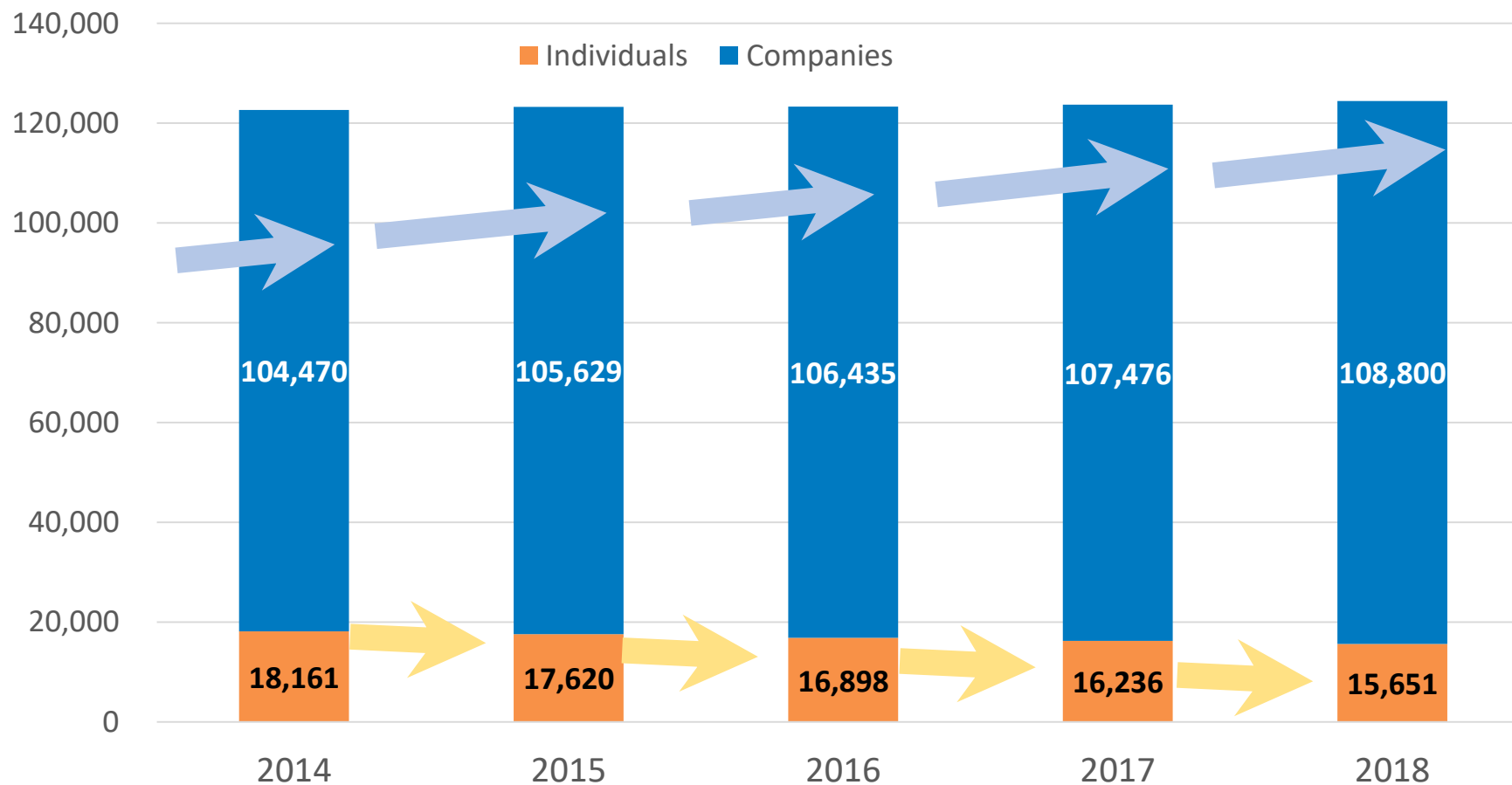


Source: Ministry of Health, Labour and Welfare using data from the Groningen Growth and Development Center
 Note: Labor productivity are based on manhours. Width shows the volume of labor used (working hours x number of workers).

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

Products and Services

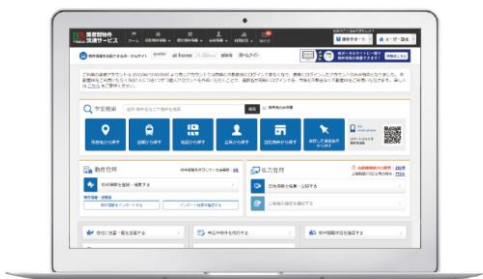
An Internet Platform for B-to-B Sharing of Property Listings

Fudosan BB

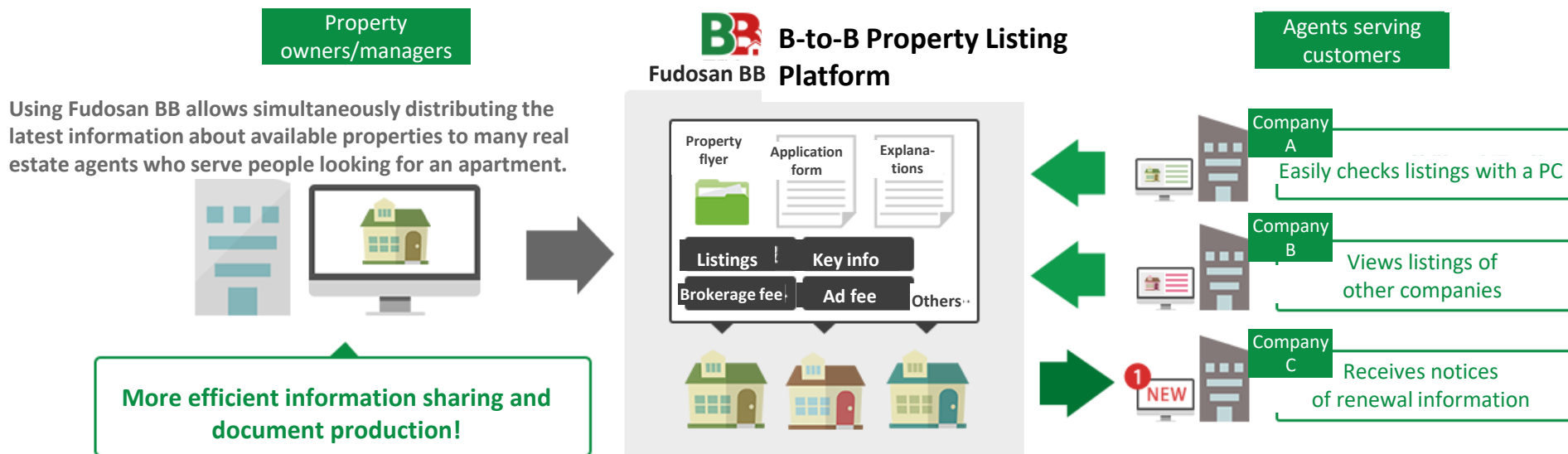


B-to-B Property Listing Platform

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



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

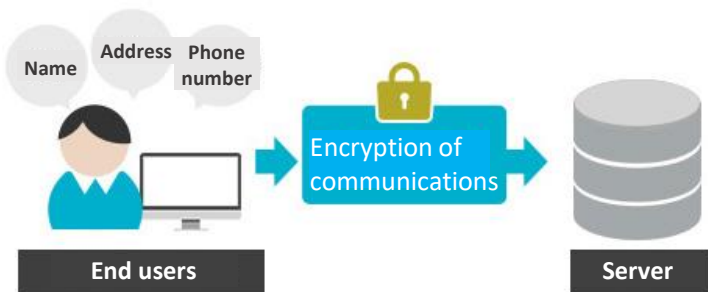
WebManagerPro Series



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

SSL for all website pages to ensure the secure transfer of data



■ Long tail optimization (LTO)



■ Heat map function (optional)



Products and Services

Real estate portal site registrations

Property Data Links

Real estate portal site registrations

Property Data Links



New property information entries are automatically incorporated in the portal site



CENTURY 21.



Brokerage business support

Administration support

BB B-to-B Property Listing Platform
Fudosan BB

Chintai Kakumei
Baibai Kakumei

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

A comprehensive rental property management system

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



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

Communication Service

Kurasapo Connect

A smartphone app with a link to Chintai Kakumei for simple communications with tenants and owners

Tenant communication service

Kurasapo Connect App for tenants



This tenant app allows tenants to use a smartphone to submit questions about their residences, receive notices, apply for lease renewals or terminations, confirm rent payment and other dates, and perform other activities.

Owner communication service

Kurasapo Connect App for owners



This app is used by a property management company to send owners payment remittance notices, income and expense reports, and reports following visits to buildings. Communications also include notices sent to owners and questions and other messages from owners to property management companies.

Products and Services

Online service system

Use contactless brokerage services

Use contactless brokerage services to attract customers

Fully integrated: Web preview - e-apartment application - IT explanations



Web sales activities



Web preview



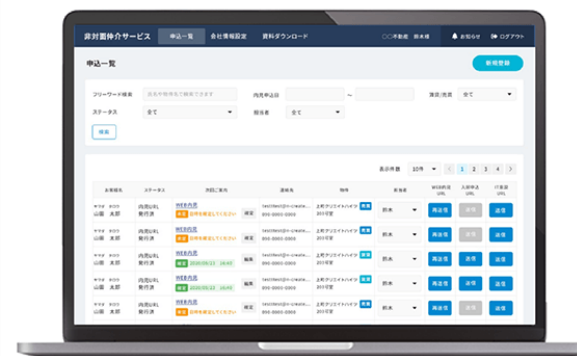
e-apartment application



IT explanations

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

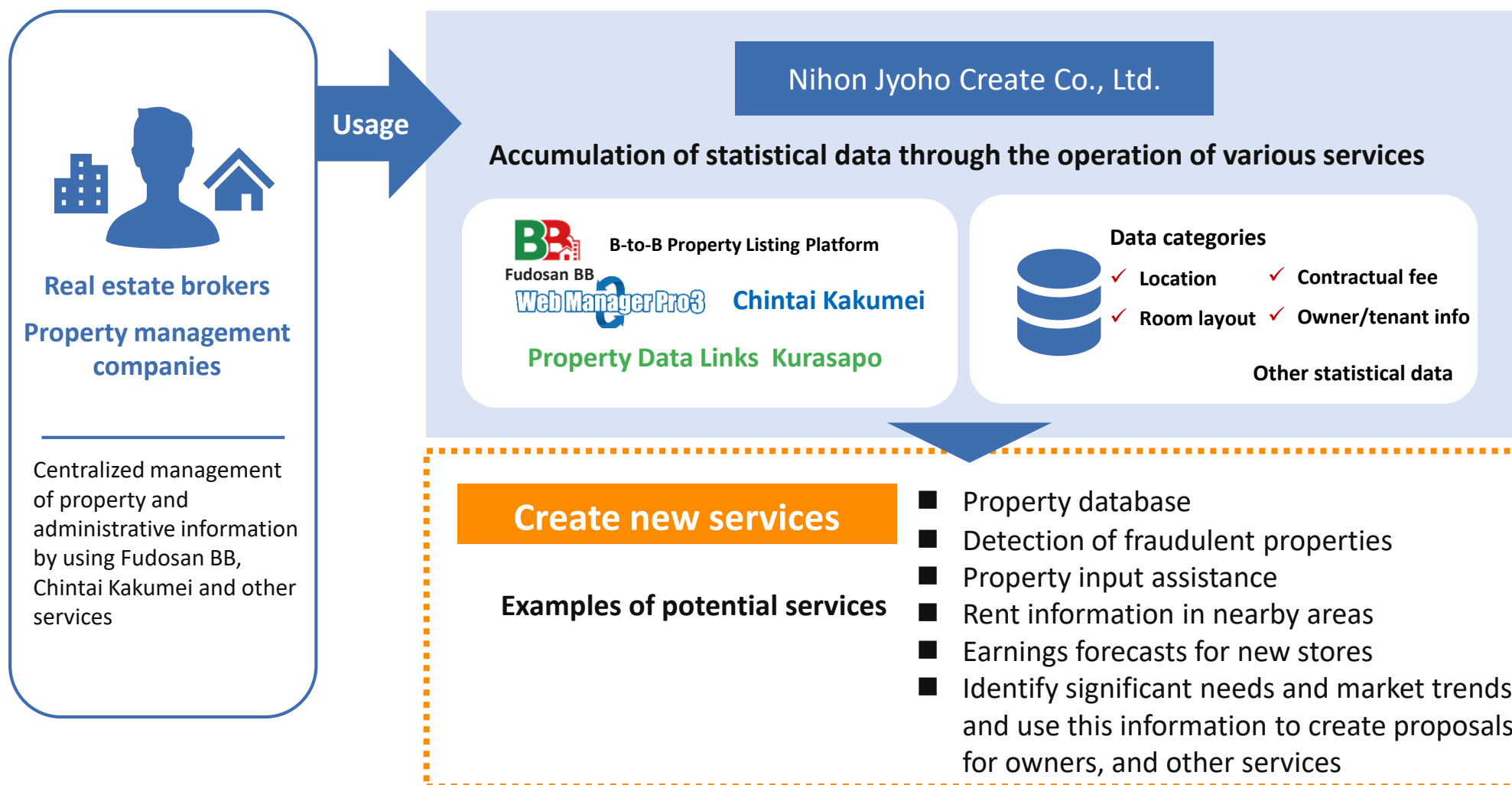
Online communication tools for previews and explanation of key items are also products developed by [Nihon Jyoho Create](#). This ensures easy and efficient communications with customers with no need to switch to a different tool.



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



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

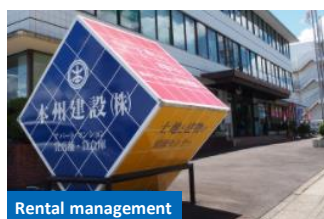


Rental management

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

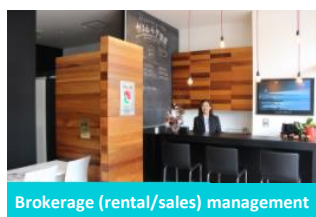


Rental management

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.



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

- This presentation contains forecasts and other forward-looking statements based on information that is currently available. Nihon Jyoho Create Co., Ltd. (NJC) makes no guarantees of assurance for the outcome of these forecasts as they include inherent uncertainties and risks. Actual performance, therefore, may differ from these forecasts due to changes in the business environment and other factors.
- Factors that could have an impact on actual performance may include changes in the economies of Japan and other countries, industries associated with NJC's business operations or other items.
- Information in this presentation that is not related to NJC is based on information available to the public and other sources. NJC has not verified in any way the accuracy or suitability of this information and makes no guarantees about the accuracy or suitability of this information.
- Information in this presentation about companies other than NJC is based on sources available to the public.
- This presentation does not constitute a solicitation for the purchase or sale of securities of any type, even if there are statements to this effect. Furthermore, this presentation cannot be used as the basis for a contract or obligation of any type.
- Investors should rely on their judgment after reading without fail the prospectus (including amendments) on the new share issue and application for share sale prepared by NJC.

Dedicated to the happiness of
everyone we serve!



Nihon Jyoho Create Co., Ltd.