

2Q 2022

Supplementary Financial Materials Fiscal Year Ended June 2022 (Q2)

February 17, 2022 (Thu.)

TSE Mothers: 3300

AGENDA

- | | | |
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(Company-wide) | P 3 |
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AMBITION DX
HOLDINGS

Section 1

**Financial Results Overview
FY06/2022
(Company-wide)**

Lower revenues / Much higher earnings

Point 1

【Company-wide】

- Business reform by promoting DX is underway
Adding more value to existing business and creating new business

Point 2

【Incubation Business Div. (new)】

- Selling out a portion of portfolios substantially contributed to earnings.

Point 3

【Leasing DX】 Property Management

- Number of houses under management increased by about 10% (YoY)
- Delay in lead time led to lower profit. (Profit will be realized in the second half or later)

Point 4

【Sales/Purchase DX】 Investment Business

- Decline in sales due to misalignment of fiscal period is as initially predicted

Point 5

【Leasing DX】 Leasing Brokerage Business

- Higher earnings than initial prediction were realized. Profit increased by 44 million yen (YoY)
- Productivity (net sales per shop) improved through enhanced remote customer service and DX measures.

Lower revenues / Much higher earnings

Policy: "Reform of existing businesses by promoting DX and growth of Real Estate DX Business"

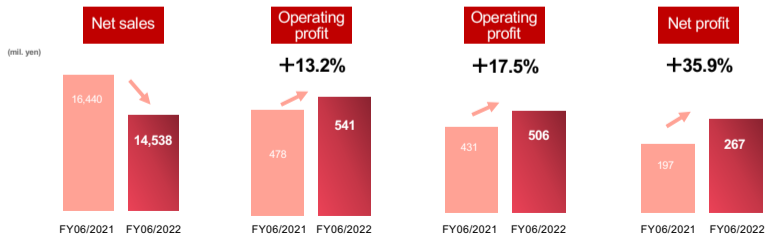
Net sales	14,538 mil.yen	+/- % -11.6 %	+/- amount -1,901 mil.yen	(Prev. 2Q 16,440 mil.yen)
Operating profit	541 mil.yen	+13.2 %	+63 mil.yen	(Prev. 2Q 478 mil.yen)
Ordinary profit	506 mil.yen	+17.5 %	+75 mil.yen	(Prev. 2Q 431 mil.yen)
Net profit	267 mil.yen	+35.9 %	+70 mil.yen	(Prev. 2Q 197 mil.yen)

[Leasing DX] Property Management Business Higher revenues: Number of houses under management increased by about 10%.
 Lower earnings; Due to delay in lead time; Profit will be realized in 3Q or later.

[Sales/Purchase DX] Investment Business : Number of houses sold was as initially predicted.

[Leasing DX] Leasing Brokerage Business Earnings: Higher than initial prediction. Profit: Increased by 44 million yen (YoY).
 Productivity (net sales per shop) improved. ← through enhanced remote customer service and DX measures.

[NEW: Incubation Business] Selling out investment securities contributed to earnings.



Lower revenues / Much higher earnings

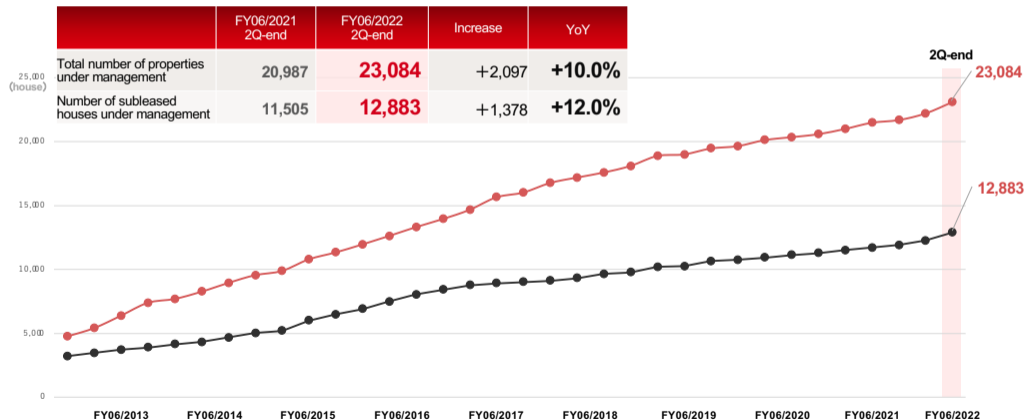
(mil. yen)	FY06/2021 1-2Q actual	FY06/202 1-2Q actual	+/- %	+/- amount
Net sales	16,440	14,538	-11.6%	-1,901
Gross profit	2,785	2,754	-1.1%	-31
SG&A expenses	2,307	2,212	-4.1%	-94
EBITDA*	604	668	+10.6%	+64
Operating profit	478	541	+13.2%	+63
Ordinary profit	431	506	+17.5%	+75
Net profit before income taxes and minority interests	399	506	+26.8%	+107
Net profit attributable to owners of parent	197	267	+35.9%	+70

* EBITDA = Operating profit + Depreciation + Software depreciation + Goodwill depreciation

(mil. yen)	FY06/2021 (Jun.30,2021)	FY06/2022 (Dec.31,2021)	+/- amount
Current assets	13,079	12,709	-369
Non-current assets	4,564	3,717	-847
Deferred assets	4	3	-1
Total assets	17,648	16,430	-1,217
Current liabilities	4,728	6,425	+1,697
Non-current liabilities	9,067	6,588	-2,479
Net assets	3,852	3,417	-434
Total liabilities and net assets	17,648	16,430	-1,217

Number of houses under management : Continuously increased

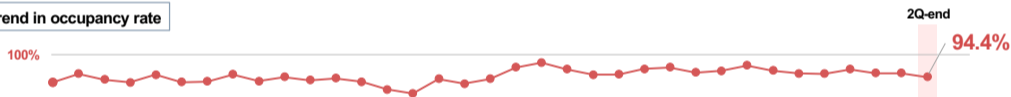
Number of houses under management: Trend in number of subleased houses under management



High level of occupancy rate was maintained

【Features】

- Properties under management: Mainly high-quality studio apartments such as designer's brand
- Areas: Concentrated in Tokyo (mainly 23 wards) & Kanagawa/Chiba/Saitama Prefectures
- Target: Mainly for young people

Trend in occupancy rate


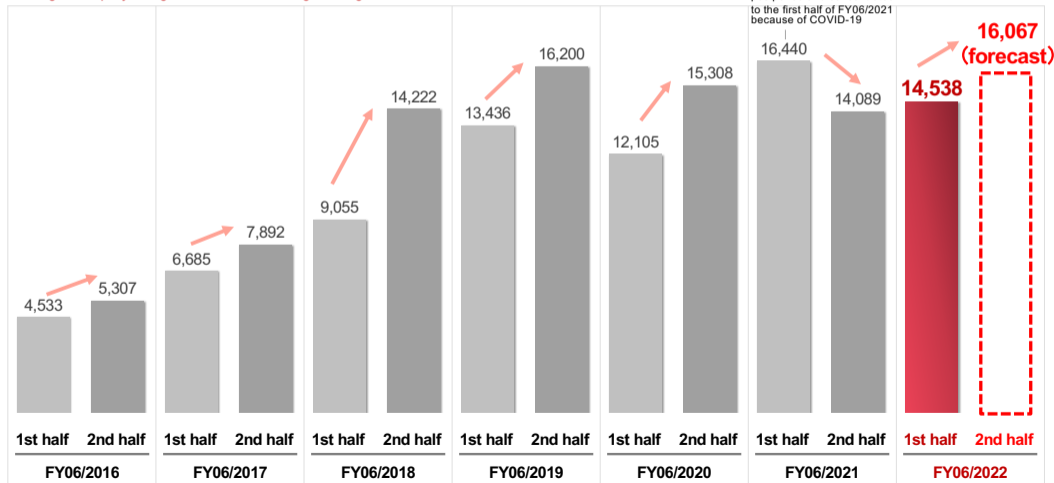
	Occupancy rate except new contracts	Occupancy rate
FY06/2022 2Q-end	97.3%	94.4%

High level of occupancy rate was maintained through ongoing measures for improved occupancy rate into which offering cost is put, as well as DX measures

Net sales tend to be lopsided to second half as peak periods of Leasing DX* come in 3Q and later

* Leasing DX: Property Management Business + Leasing Brokerage Business

Sales of properties supposed to be allocated in the second half of FY06/2020 were in part postponed and concentrated to the first half of FY06/2021 because of COVID-19





Section 2

Financial Results Overview
2Q of FY06/2022
(By segment)

Five business segments

【Leasing DX】 Property Management Business

- **Subleasing** business and **leasing management** business for residential properties
- Efforts are put to building up its **next-generation management system** named "AMBITION Cloud" which facilitates higher operational efficiency

【Leasing DX】 Leasing Brokerage Business

- **Brokerage business for leased properties**, mainly those managed by the Company
- AMBITION AGENCY Co., Ltd. (which operates "ROOMPIA") and VALOR Co., Ltd. (which operates "VALOR"), both of which are subsidiaries, run **total 13 shops**: 5 in Tokyo, 7 in Kanagawa Pref. and 1 in Saitama Pref.
- **High leasing ability** of this segment contributes to the high occupancy rates maintained by the Property Management Business

【Sales/Purchase DX】 Investment Business

- VERITAS INVESTMENT (subsidiary): **Develops its business around selling self-developed studio apartments for investment in new building**
- Investment Division of the Company: By means of its ability to purchase properties from diverse routes, **sells renovated condominium apartments** with emphasis on location

Incubation Business

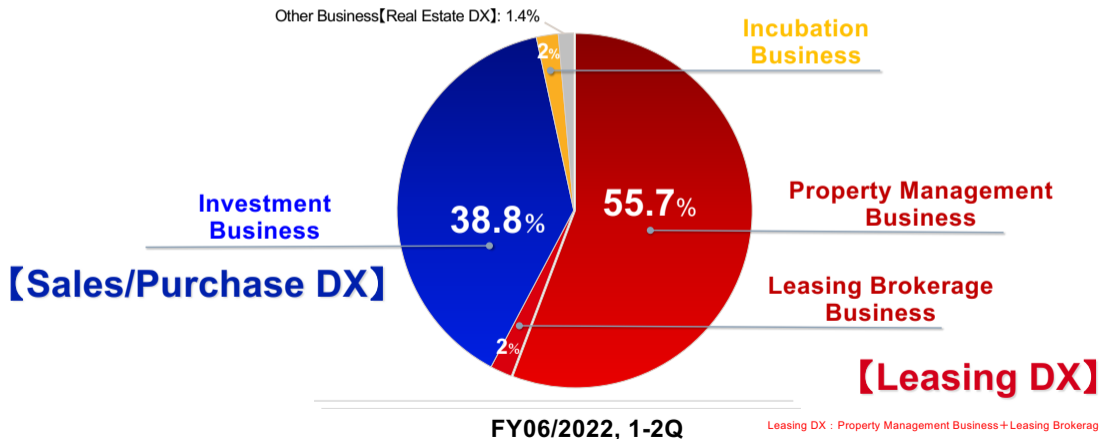
- Invests in venture companies which **carry out businesses highly compatible with those of the Group**
- **Provides support to invested companies** through capital tie-up, leading to earnings via IPO or other means

【Real Estate DX】 Other Business

- Real Estate DX Business (Re-Tech RaaS)
- Overseas Systems Business (AMBITION VIETNAM)
- Small Amount Short-term Insurance Business (HOPE)
- Hotel Business

Net sales by segment / proportions

【Leasing DX】 accounts for about 60% of overall sales

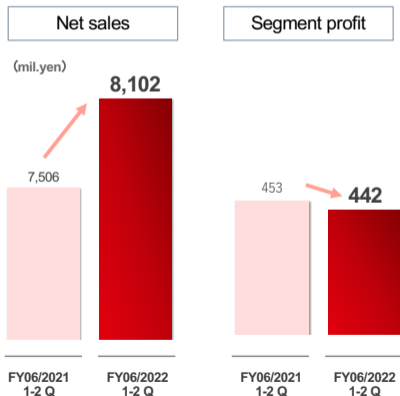


【Leasing DX】 Property Management Business

**Developed mainly by the Business Division of the Company
but also partly by VERITAS INVESTMENT and VALOR**

Higher revenues / Lower earnings

Net sales : 8,102 mil. yen +/- % +7.9% +/- amount +596 mil. yen (Prev. 2Q 7,506 mil. yen)
Segment profit : 442 mil. yen +/- % -2.4% +/- amount -10 mil. yen (Prev. 2Q 453 mil. yen)



Factors

Higher revenues: Increased number of houses under management

Lower earnings: Increased cost due to measures for improved occupancy rates and DX investment

【KPI】 Stayed in steady progress

- Houses under management: 23,084 (+2,097, +10.0% YoY)
- Subleased houses under management: 12,883 (+1,378, +12.0% YoY)

- Occupancy rate: 94.4%

(Occupancy rate except new contracts: 97.3%)

High level of occupancy rate was maintained through measures for improved occupancy rate

【Future approach】

Brokerage business for leased properties, mainly those managed by the Company

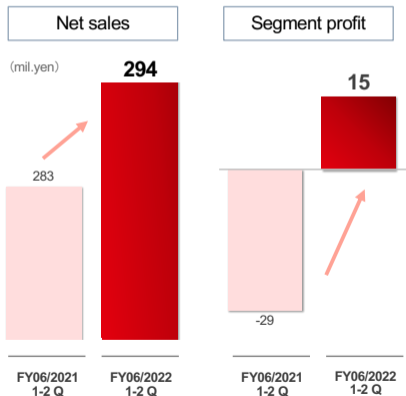
【Leasing DX】 Leasing Brokerage Business

Undertaken by AMBITION AGENCY, VALOR, as well as
AMBITION RENT and AMBITION PARTNER

Higher revenues / Higher earnings (return to black)

Net sales : 294 mil. yen +/- % +3.9% +/- amount +11 mil. yen (Prev. 2Q 283 mil. yen)

Segment profit : 15 mil. yen +/- % - % +/- amount +44 mil. yen (Prev. 2Q -29 mil. yen)



Factors

- Improved productivity per shop provided the first black figure for the first quarter which is a off season and continuous good performance in the second quarter as well.
- By making use of an AixRPA tool named "RAC-TECH", the Company succeeded in personnel downsizing for inputting work and substantial increase in the number of response.
- Attracting guests on the WEB by strengthened advertising strategies is doing well, and measures for attracting guests including enhanced non-face-to-face services such as remote customer VR preview, electronic contract, are also successful.

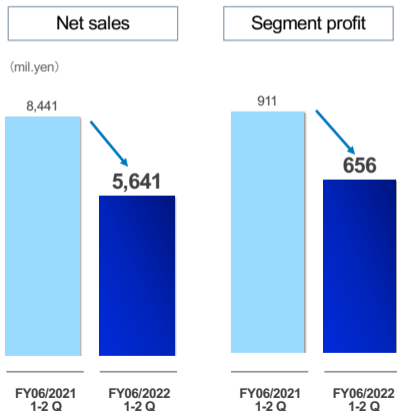
【Features】 Under the trade names of "ROOMPIA" and "VALOR", respectively run by AMBITION AGENCY and VALOR which are subsidiaries

【Sales/Purchase DX】 Investment Business

Undertaken mainly by VERITAS INVESTMENT,
and by Investment Division of the Company as well

Lower revenues / Lower earnings

Net sales : 5,641 mil. yen +/- % -33.2% +/- amount -2,800 mil. yen (Prev. 2Q 8,441 mil. yen)
Segment profit : 656 mil. yen +/- % -28.0% +/- amount -255 mil. yen (Prev. 2Q 911 mil. yen)



Factors

Lower revenues and Lower earnings are as initially predicted.

Number of houses sold during the first half of FY2022 was as initially planned.

- VERITAS INVESTMENT (subsidiary): 122
- Investment Division of the Company: 46

Properties developed by VERITAS INVESTMENT (subsidiary) were completed during the second half as planned.

During the first half of FY06/2021, net sales higher than as initial prediction was allocated to that period because sales of properties supposed to be allocated in the second half of FY06/2020 were in part postponed and concentrated to the first half of FY06/2021 because of COVID-19.

Incubation Business

Since the second quarter consolidated fiscal period of FY06/2022, "Incubation Business" segment, which was previously included in the category "Other Business", has been presented as one of the reportable segments.

Undertaken by AMBITION VENTURES

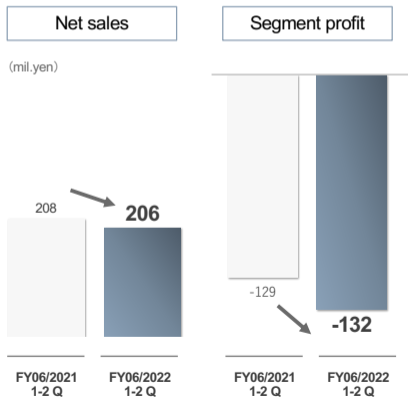
【Real Estate DX】 Other Business

- Real Estate DX Business (Re-Tech RaaS)
- Overseas Systems Business (AMBITION VIETNAM)
- Small Amount Short-term Insurance Business (HOPE)
 - Hotel Business (the Company)

Lower revenues / Lower earnings

Net sales : 206 mil. yen +/- % -1.2% +/- amount -2 mil. yen (Prev. 2Q 208 mil. yen)

Segment profit : -132 mil. yen +/- % - % +/- amount -3 mil. yen (Prev. 2Q -129 mil. yen)



Efforts

【Real Estate DX Business】

- AIxRPA tool named "RAC·TECH" developed by a subsidiary, Re-Tech RaaS Inc. has been functionally enhanced
- Application for searching for rooms named "Room concierge" (the Group's first BtoC matching service application) has been deployed in full-swing and has increasing number of registered users
- Efforts are put to development of an electronic contract package in which IT explanation of important matters and the electronic contract system named "Cloud Sign" developed by Bengo4.com, Inc., on which test introduction has started since August 2021 for Leasing Brokerage Business
- Next-generation leasing management system "AMBITION Cloud" has been developed by the overseas subsidiary, AMBITION VIETNAM Co., Ltd.

【Small Amount Short-term Insurance Business】 Obtained new contracts smoothly. Following returning to the black in the previous term and thus change in the funding method for underwriting reserve, temporal deficit is expected for the current term.

New system named "MONOLITH"

The whole process from application through to payment can be completed on a paperless basis.

Facilitates the Group's DX

【Hotel Business】 Decreased demand from inbound tourists, termination of contracts with facilities not in operation



AMBITION DX
HOLDINGS

Section 3

Policy



October 1, 2021, the Company changed its name to **AMBITION DX HOLDINGS Co., Ltd.** (formerly **AMBITION Co., Ltd.**)

New vision


To reform real estate business through **DX** and become a sole real estate digital platformer which fuses digital and real world together

Only to view that building on your smartphone





**Perfect preview
experience with high-
precision VR**



**Explanation &
Contract** entirely
completed on your
smartphone

契約種 グランジット目黒不動産 203

申込日: 2021/3/12 18:54 最終更新: -

重要事項説明書を登録してご契約者さまへ送付しましょう! [書類を登録・送信する](#)

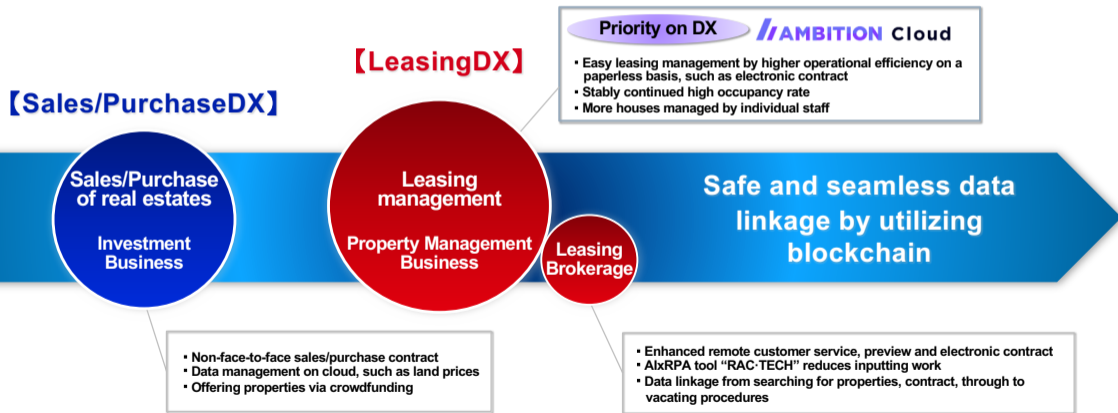
審査状況	重要事項説明		
審査中	契約方法 ● オンライン 申込者: hanako.suzuki@xxxx.com/123456 方法を選択	日時 ● 2021/07/26 (金) 17:00開始 日時を変更	書類 ● 重要事項説明書: 未送信 ● 契約契約書: 登録・送信済み 書類を登録・送信

Owner
 Management company
 Brokerage company
 All in a single platform

契約者情報		物件情報	
契約者名	あいちお株式会社	物件名 (フリガナ)	グランジットメグロフドウマエ
法人番号	1234567890123	所在地	東京都目黒区
電話番号	03-xxxx-xxxx	契約予定	2021/07/26
メールアドレス	hanako.suzuki0617@gmail.com	担当者	山手二軒
入居者情報		料金	
入居者	鈴木 花子 (スズキ ハナコ) さま	礼金	
電話番号	090-xxxx-xxxx	更新料	
メールアドレス	hanako.suzuki0617@gmail.com	仲介手数料	
		AD (原簿委託費)	

Concept

To build up a DX platform on which real estate business can be made more efficient in a consistent fashion, and provide comfortable residence experience



New vision

Policy

To reform real estate business through **DX** and become a sole **real estate digital platformer** which fuses digital and real world together

To realize new vision

Policy 1

Business reform by promoting **DX**

Adding more value to existing business and creating new business

Policy 2

Efforts to discrete business expansion, such as M&A facilitation

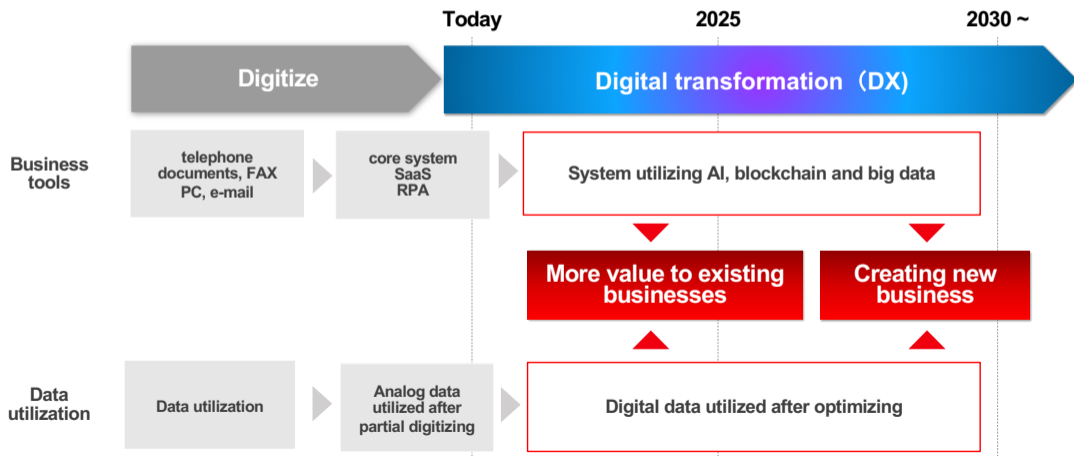
Business expansion by promoting M&A and alliance with others, venture investment, etc.

Policy 3

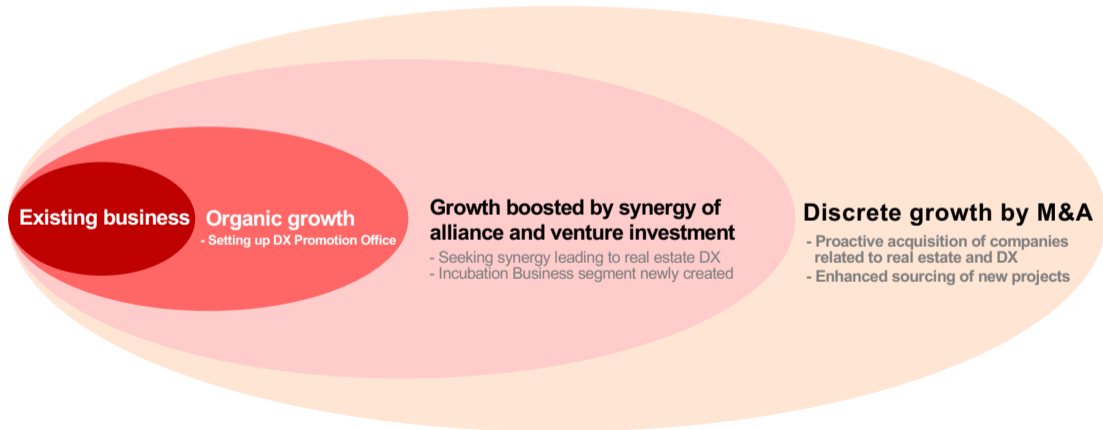
Industry reform by development/sales of novel real estate **DX products**

Policy 1 Business reform by promoting DX

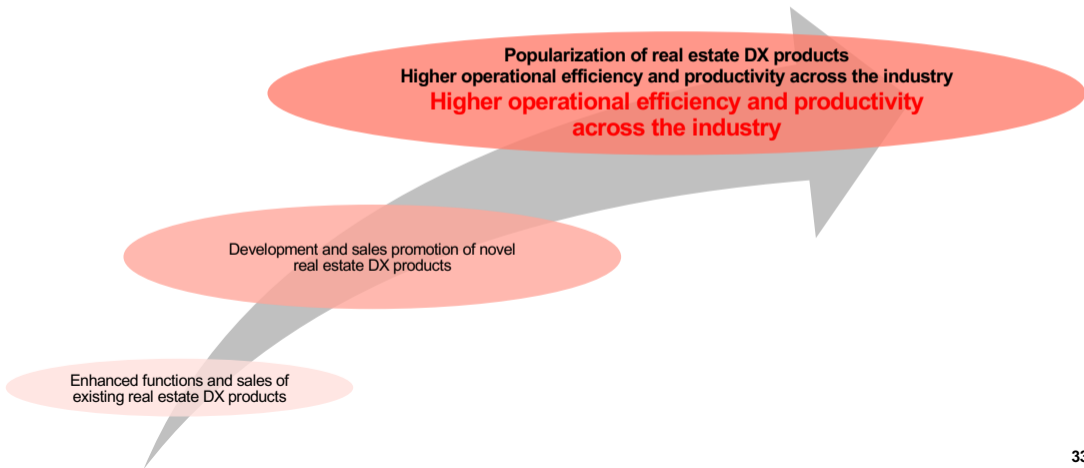
Advanced technologies and optimized digital data should add more value to existing businesses, and create new business in the future



In addition to organic growth, M&A and alliance and venture investment are boosted towards business expansion



In addition to enhanced functions and external sales of existing services in Real Estate DX Business, industry reform should be realized by development, sales promotion and popularization of new real estate DX products



Policies (FY06/2022)
**Reform of existing businesses by promoting DX
and growth of Real Estate DX Business**
Current progress in various DX measures
**DX
measure 1**

 DX management system ([AMBITION Cloud](#)): under development

**DX
measure 2**

 Electronic contract package ([online explanation of important matters and online contract](#)): products for external sales under development

**DX
measure 3**

 Third-party DX product ([RAC·TECH](#)): completed

**DX
measure 4**

 Services for consumers ([Room concierge](#)): test operation

DX measure 1

DX management system (AMBITION Cloud)

DX management system (AMBITION Cloud) is under development

→ **【Leasing DX】** Property Management Business would be expanded

Development: 70-80% completed
Next term: Each system will be integrated with API
Tested internally and then external sales will start



Integration
CLOUDSIGN
 Electronic contract package integrated with "CLOUD SIGN"

Development completed
Contract progress management system

Manages progress and communication on cloud from offering leased properties to executing contract

Development completed
Repair management system

For repair works on properties under management, connects owner with job site and manages whole process from quotation to billing on cloud

Development completed
Offering management system

Manages changes in complex conditions of offering from new offering to secondary offering on cloud

Development completed
Credit management system

Manages billing/receivable/credit on cloud

Development completed
Vacating management system

Manages whole process from acceptance of termination to settlement after vacating on cloud

In progress
New contract management system

Manages automation of sales activities for new contracts on cloud

Data management via blockchain

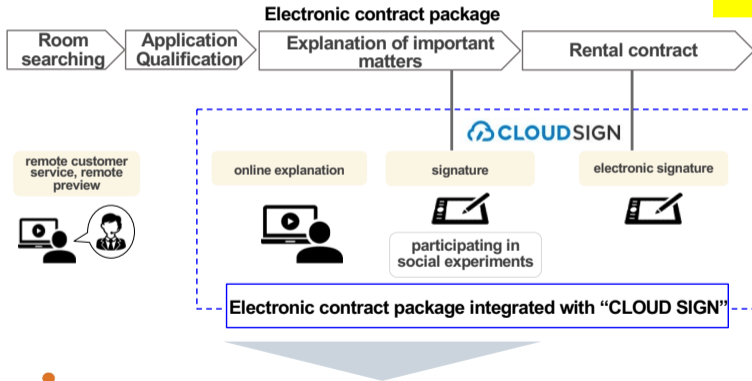


Electronic contract package (online explanation of important matters and online contract)

is under development

→ Aiming to start sales during the current FY

Bengo4.com, Inc.
(partnered in Nov. 2020)
Integration with CLOUD SIGN

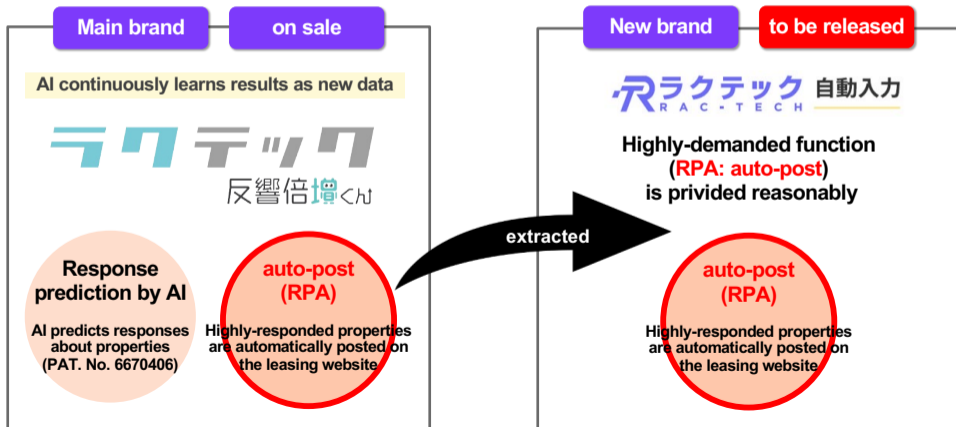


DX measure 3 Third-party DX product (RAC·TECH)

Third-party DX product (RAC·TECH) has been completed

→ This will contribute to earnings from 3Q

Inputting properties information from brokerage company is automated
One-click operation



Room Concierge: now in test operation

→ Aiming to start full-swing operation in the next FY

Increasing! downloads, room concierges

Matching application which connects users searching for new rooms with a room concierge (sales person for real estate brokerage)

“Room Concierge”

Reduced ad expenses



matching

New way to search for rooms remotely



room concierge
(sales person for real estate brokerage)
【registered】



user searching for a room
【charge-free】

- SNS-type UI/UX in which a series of posts introducing properties can be viewed
- Evaluation by “Like!” and comments for the post
- Functions for searching for room concierges and chatting



To be expanded across Japan and leasing brokerage industry

Now in promotion!

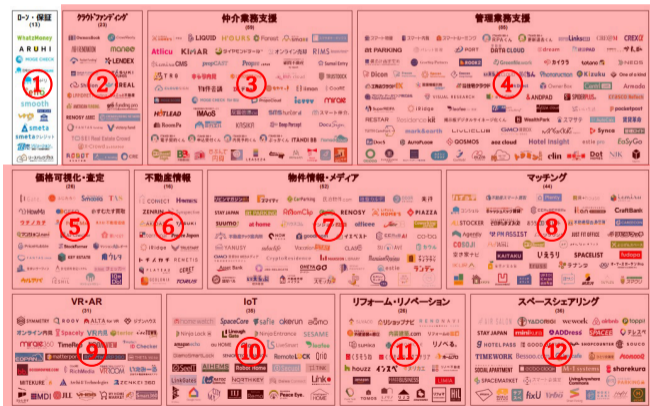
Real estate business reform by **AMBITION DX** products

	service name	service overview	status		
B2C	 - Room Concierge -	Matching application which connects users searching for new rooms with a room concierge (sales person for real estate brokerage)	developed	in-house operation	go-live
Re-Tech Raas	 反響倍増くん	Auto-posting tool for properties information which utilizes response prediction by AI and leasing business data	developed	in-house operation	go-live
	 自動入力	Tool specialized particularly in auto-posting with high demand among other functions of main brand	developed	in-house operation	go-live
	Online Electronic contract package	System which enables explanation of important matters and execution of contracts online	developed	in-house operation	go-live
	Cloud		Contract progress management system	developed	in-house operation
Repair management system			developed	in-house operation	go-live
Offering management system			developed	in-house operation	go-live
Credit management system			developed	in-house operation	go-live
Vacating management system			developed	in-house operation	go-live
New contract management system			developed	in-house operation	go-live

DX service areas pertaining to the Company

DX services are considered or deployed in every area (except loan/guarantee)

Real Estate Tech, chaos map (computerized areas in real estate industry)



第7版：2021年7月（446サービス）

作成：一般社団法人不動産テック協会

NO	category	pertaining to the Company
①	loan/guarantee	X
②	crowdfunding	○
③	brokerage business support	○
④	management business support	○
⑤	price visualization/evaluation	○
⑥	real estate information	○
⑦	property information/media	○
⑧	matching	○
⑨	VR/AR	○
⑩	IOT	○
⑪	remodeling/renovation	○
⑫	space sharing	○



Section 4

**FY06/2022 (full term)
Performance forecasts
Dividend forecasts**

Higher revenues / Much higher earnings forecasted

Upward revision was announced on Feb. 14, 2022

(mil. yen)

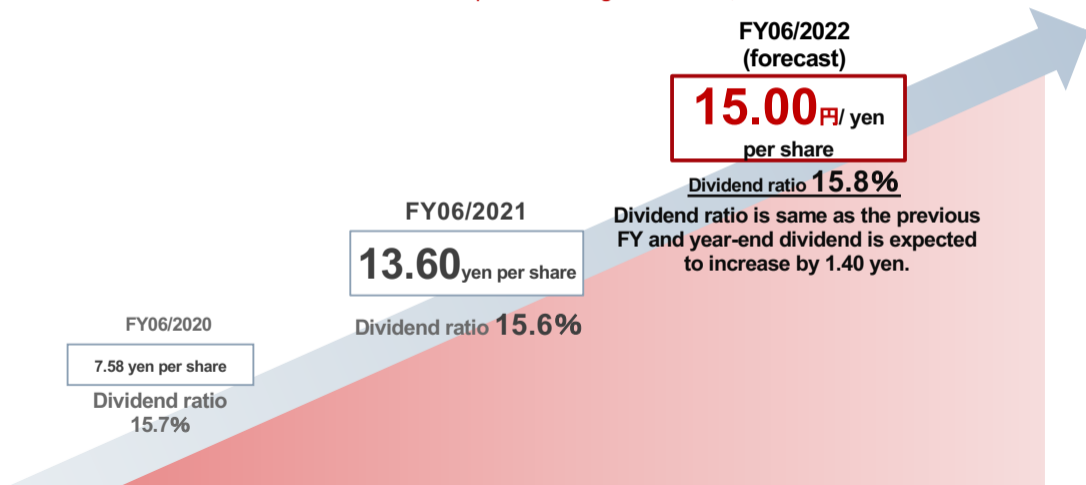
	FY06/2021 actual	FY06/2022 forecast*	YoY
Net sales	30,529	30,605	+0.2%
EBITDA(for reference)	1,231	1,563	+27.0%
Operating profit	978	1,301	+33.0%
Ordinary profit	897	1,165	+29.8%
Net profit attributable to owners of parent	595	646	+8.6%

* Descriptions about the future such as performance forecasts contained in this document are based on information currently available to the Company and certain presumptions considered to be reasonable, and therefore actual business performance and other elements may differ substantially due to various factors.

Additional dividend increase was announced on Feb. 14, 2022

The Company intends to continue stable return to shareholders while proactively investing in growing fields.

Dividend increase is expected during FY06/2022, too.





Section 5

Most recent topics

DX shop opened in Uenookachimachi

Feb. 2022

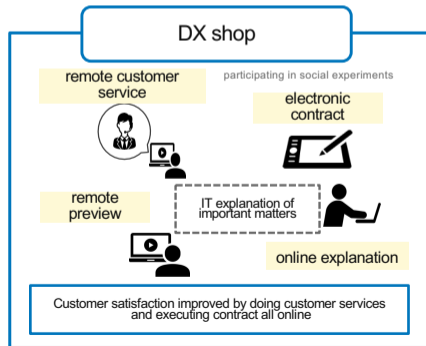
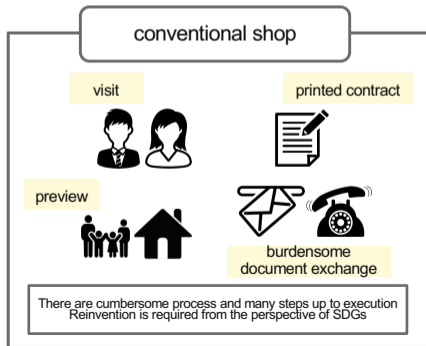
Model shop for remote customer services, remote contract, and remote preview utilizing VR and other tools

【 Features 】

- Digital signage ad enabling promotional activities with no physical contact
- Available space is effectively utilized, with no fixed-line telephone
- To promote paperless environment, no FAX machine is provided

ROOMPIA
Tokyo Smart Life

AMBITION AGENCY (subsidiary)



Business partnership with J-LEASE Co., Ltd.

(TSE 1st Sec.: 7187)

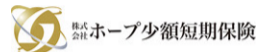
Jan. 2022

【 Purpose 】

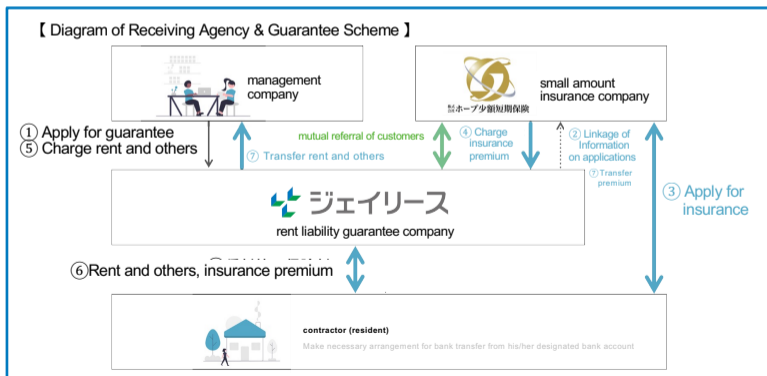
- Co-development of “Receiving Agency & Guarantee Scheme” of insurance premium for insured home furnishings located in leased residence
- Mutual referral of customers (from Jan. 2022)

【 Features 】

- J-LEASE charges rents and insurance premiums to residents
- Linkage of information on insurance applications



HOPE (subsidiary)



Business partnership with lelove Partners Co., Ltd.

Feb. 2022

【 Purpose 】

- Efficiency in insurance business (execution of contracts, billing, and renewal) and risk resolution against non-insured
- Improved convenience for both real estate management company and residents

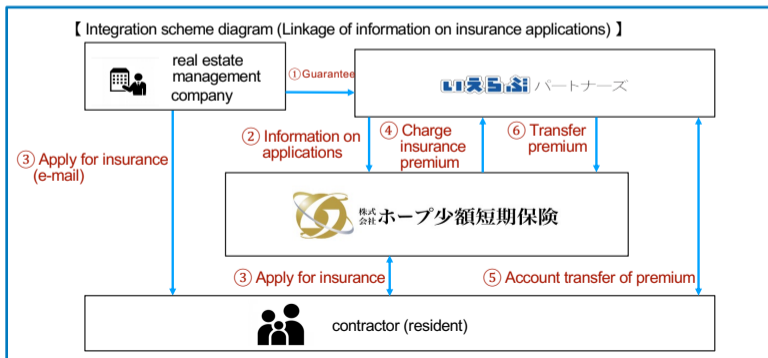
【 Features 】

- Linkage of information on insurance applications
- Operations for insurance premium collection and for receiving agency such as money transfer are not required (real estate management company)
- Paperless & cashless (resident)



株式会社 ホープ少額短期保険

HOPE (subsidiary)





【Contact for IR】

IR desk at AMBITION DX HOLDINGS

email: ir@am-bition.jp

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Performance forecasts and future projections such as prospects, plans and targets related to the Company and the Group as presented in this material have been determined by the Company based on such information as practically available at this point.

Forecasts inherently include wide variety of uncertainty, and therefore actual performance may differ substantially from these future prospects.