

FY2022.10 1Q

Financial Results

November 1, 2021 - October 31, 2022

March 17, 2022 (Securities code:3491)



GA TECHNOLOGIES

Our ambition

■ Our ambition and purpose is to inspire and impress people with the power of technology and innovation. To achieve this goal, we must tackle the big unsolved issues.

■ Based on our ambition, we will solve social problems through our business activities by bringing technology into the world of housing (real estate), which is the least developed of the three essential areas of life, apart from food and clothing.

OUR AMBITION

テクノロジー×イノベーションで、
人々に感動を生む
世界のトップ企業を創る。

Building a world leading company
that inspires and impresses people with
the power of technology and innovation.

Enforcement of Real Estate Transaction Reform Bills

■ A set of digital reform bills passed in May 2021. The reform bills regarding real estate transaction will come into force in May 2022.

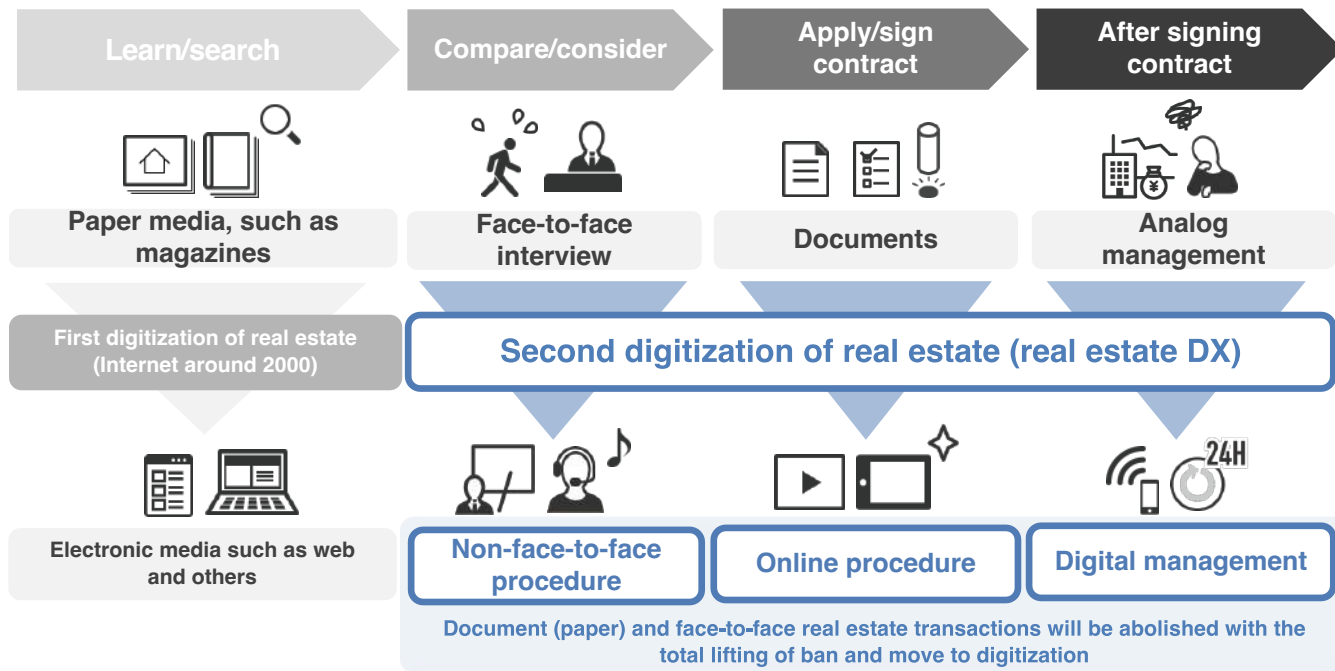
■ Major amendments include easing of regulations, such as contract procedures that previously had to be done either in person or by post.

■ The real estate industry will likely take great strides in digitization moving away from in person, written transactions toward non-face-to-face, online procedures.

May 2022

Enforcement of Real Estate Transaction Reform Bills

A paradigm shift in the real estate industry for the first time in 20 years



*1) "Government plans to eliminate requirement of on-site pharmacists, tax documents and face-to-face procedures" in Nihon Keizai Shimbun dated October 9, 2020

RENOSY Marketplace The Advent of Online Real Estate

■ Since the launch of Windows 95 in 1995, the online world has exploded, and various industries have merged with the Internet.

■ With the amendment in April 1998 to the brokerage agreement standards for trading securities, some transactions were liberalized, and the idea of online securities was conceived.

■ Following this, online banking and online insurance was born, and with the enforcement of digital reform bills in May 2022, online real estate will have finally arrived.

The coming together of finance and the Internet in Japan

Online securities

Online banking

Online insurance

Online real estate

The birth of
Online Securities
1998: Matsui Securities ¹

The birth of
Online Banking
2000: Japan Net Bank (now PayPay Bank) ²

The birth of
Online Insurance
2008: Lifenet Insurance Company ³
2008: AXA Direct Life Insurance ⁴

1998

2000

2008

2021

2022

2021: Digital reform bills enacted, including amendments to the Real Estate Brokerage Act

May 2022: Digitization of various contracts, including real estate sales contracts and explanations of important matters

The Arrival of Online Real Estate

Notes:

1. See Matsui Securities website (www.matsui.co.jp/first/merit/history/)
2. See Japan Net Bank website (www.janetbank.co.jp/company/15th/)
3. See Lifenet Insurance Company website (www.lifenet-seimei.co.jp/profile/history/)
4. See AXA Direct Life Insurance website (www.axa-direct.co.jp/company/official_info/pr/2019/190125.html)

RENOSY Marketplace Real Estate Business Goes Online

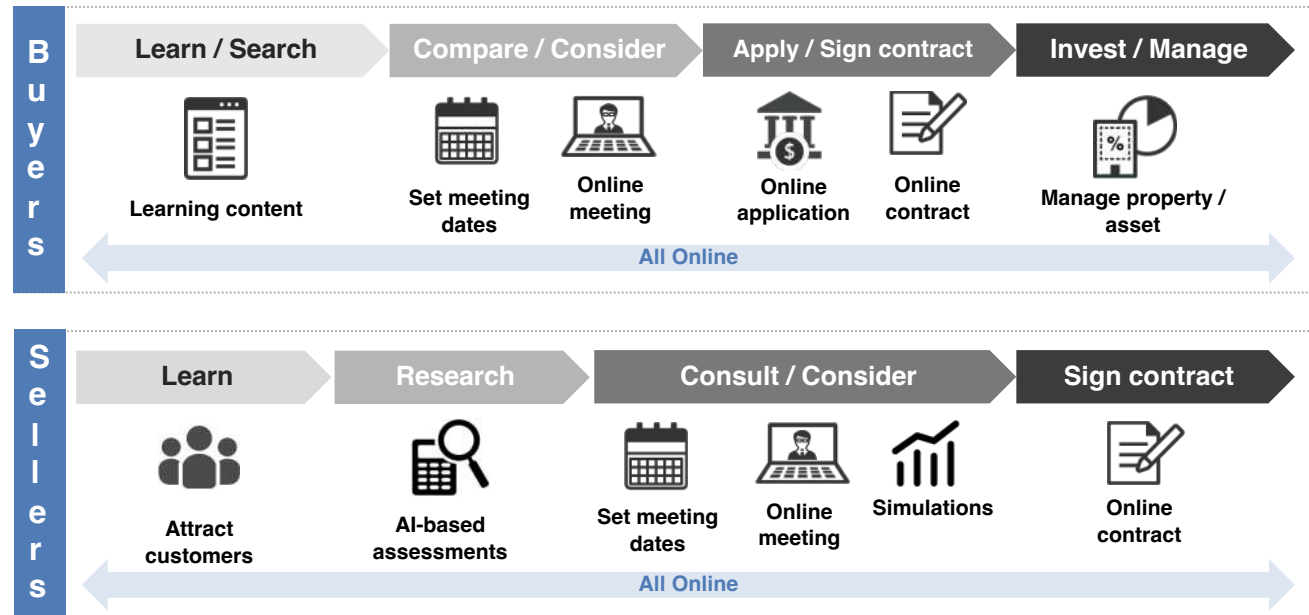
■ We have been promoting DX for buyers to improve operational efficiency.

■ Similarly, by promoting DX for sellers, we can achieve even greater operational efficiency and improve productivity.

■ GA technologies is going to be the pioneer in the industry to push the DX for both real estate buyers and seller.

Our Initiative in Leading the Move Online for Real Estate Business

Bringing both buyers and sellers online



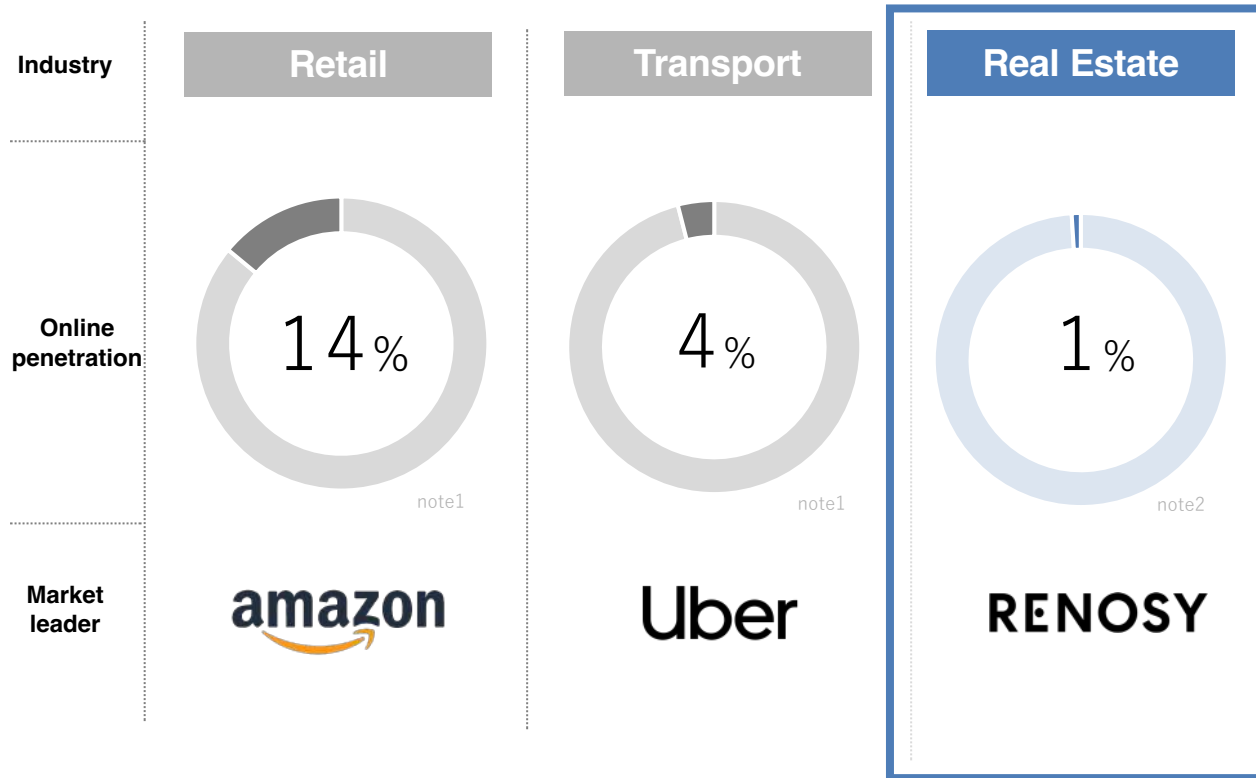
RENOSY Marketplace Moving Real Estate Online

■ Only 1% of property transactions are conducted online currently.

■ Other industries have a relatively high online penetration compared to real estate, and market leaders are highly regarded.

■ Further online promotion is needed to increase RENOSY marketplace's share to become the market leader.


Becoming a Market Leader in Online Real Estate



Note: Online penetration metrics are based on public filings and third party research; online penetration for real estate based on available iBuyer information
Market capitalization values are approximated as of November 11, 2020

Note 2: Calculated sales via online transactions based on the ratio of online transactions in the RENOSY marketplace for the fiscal year ending October 2021, and converted by dividing by the SAM of existing condominiums of 50㎡ or more in the Tokyo metropolitan area (6.9 trillion).

GA Technologies Group - Business Overview

	Area of Business	Business Summary	Main Products and Services
RENOSY Marketplace	Online Transactions	Providing a complete package to find sellers and buyers, matching them together to make actual transactions happen by using the media of RENOSY. A wide-ranging product line-up covering brokerage of luxury condominiums for rent and demand for private use, as well as all investment properties including small, new build and pre-owned condominiums, and overseas real estate.	RENOSY
	Subscriptions	Property management for owners of real estate, offering multiple plans with a fixed-price subscription for services that protect asset value.	
	Third party services	Making RENOSY media available to third-party businesses, providing them with use of the media and introducing customers.	
ITANDI	SaaS	Providing a system to real estate companies (mainly rental housing management companies and real estate agencies) to improve work efficiency through monthly and pay-as-you-go fees.	ITANDI BB+
	Marketplace	Building a platform that connects people with living, to be offered free of charge as an exclusive real estate website for B2B, and as a rental/house-hunting website for B2C with a revenue model based on commissions for each contract.	ITANDI BB <small>イタディビービー</small> OHEYAGO <small>オヘヤゴ</small>
New Business/Other	RENOSY Marketplace-related Business	Developing new business related to RENOSY marketplace. Operating a mortgage application platform and one of the largest Japanese real estate platforms in Greater China.	RENOSY X 

Note 1) Data for third party service is counted towards the new business

Direction of Profit and Growth Investment for FY2022

Sharp Focus and Selection of Investments while Expanding Growth Path

Return to Profit from Last Year's Low

	Last Year	This Year
Business	<ul style="list-style-type: none"> • Cultivated numerous growth seeds, including new business 	<ul style="list-style-type: none"> • Focus on 2 businesses of RENOSY Marketplace and ITANDI • New business also focused on RENOSY Marketplace-related business
Cost	<ul style="list-style-type: none"> • Increased personnel costs owing to aggressive investments • Office expansion with more employees 	<ul style="list-style-type: none"> • Increased personnel costs only for growth businesses • Achieve annual rent reduction of approx. ¥100m by reviewing office layouts, etc.
Revenue	<ul style="list-style-type: none"> • Commissions declined due to higher procurement costs as a result of higher procurement prices. 	<ul style="list-style-type: none"> • Implement ways to improve commission through seller DX, etc. • Build strong barriers to entry by expanding market share
Recruitment and Organization	<ul style="list-style-type: none"> • Active recruitment (investment) in all divisions, including new business 	<ul style="list-style-type: none"> • Sharp focus and selection for recruitment and staffing • Restructure, making personnel changes to strengthen businesses
M&A	<ul style="list-style-type: none"> • Aggressive M&A to accelerate market share expansion 	<ul style="list-style-type: none"> • Prioritize creating synergies with 7 existing M&A companies over new M&A

Summary of Q1 FY2022

GA Technologies Group - Consolidated

- Both sales and profits were in line with initial guidance. Consolidated operating income was minus 600 million yen, but this was due to weak sales progress caused by the seasonality of each fiscal year, and was within the expected range. No change in operating income generation for the full year.
- Continued aggressive growth investment to maximize future profits through market share expansion. However, we invested with discipline, concentrating resources on RENOSY Marketplace and ITANDI.
- Focused on purchasing managers' index (PMI) for M&A. Aiming to maximize synergies with existing M&A partner companies rather than actively seeking any new M&A.

RENOSY Marketplace

Online Transactions

- Enhanced technology has increased RENOSY awareness, and improved user experience has increased the number of transactions for buyers and sellers.
- Expected to acquire new and existing customers to reach about 260,000 members in total with acquired inquires of more than 5,000.

Subscriptions

- With the increase in number of online transactions, the number of properties on subscription has risen to 10,000 with assets increasing to 250 billion yen.

Third Party Services*

- Starting with the appointment reservation service for our clients as well as continue to push up the precision of our matching system with different strategies.

ITANDI

SaaS

- With revisions to the Real Estate Brokerage Act soon to come into force, the number of newly acquired digital applications and contracts has increased.
- Many SMBs in particular have come aboard thanks to an increase in the number of sales staff dedicated to SaaS for realtors.

Marketplace

- ITANDI BB's page views exceeded 4 million / month, and as a site with real-time information, it has gained a lot of recognition from real estate companies, leading to further growth.

New Business/Other

RENOSY Marketplace-related Business

- Shenjumiaosuan has shifted strategies to increase site value rather than revenue due to the impact of the pandemic. Aims to expand the number of properties listed on the site.

Full-Year Performance Highlights (Consolidated)

■ Consolidated performance

RENOSY Marketplace has driven growth for the Group with revenue and gross profit increasing steadily. Despite consolidated operating profit of minus 600 million yen, the deficit shrank YoY. Our second largest business ITANDI, also saw increased net sales and gross profit, growing to 14% of group gross profit.

■ RENOSY Marketplace

Significant increases with net sales up 68% YoY and gross profit up 51% YoY. Continued investment to improve commissions and increase market share. Aiming for high growth while balancing scale expansion with profits.

■ ITANDI

The SaaS business led growth with revenue up 70% YoY and gross profit up 80% YoY. Sector profit was positive at 58 million yen against the backdrop of strong net sales and gross profit growth.

■ New business, etc.

In terms of new business, businesses with high profitability were selected, leveraging the foundation and strengths of RENOSY Marketplace. As a result, gross profit margin exceeded 40% but sector profit was negative owing to the impact of the pandemic on Shenjumiassuan.

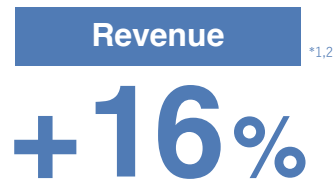


	RENOSY Marketplace	ITANDI	New Businesses	HQ expenses	Consolidated adjustment	Consolidated total
Revenue	16,797 (YoY+68%)	417 (YoY+70%)	133 (YoY+104%)	-	△8	17,339
Gross profit	2,063 (YoY+51%)	347 (YoY+80%)	54 (YoY+154%)	-	△4	2,461
Gross margin ratio	12.29%	83.29%	40.58%	-	-	14.19%
Sector profit	133 (YoY+96%)	58 (last season 1Q △0million yen)	△54 (last season 1Q △56million yen)	△703	△103	△669

Note 1) Our reporting segment is single segment of "RENOSY business" before FY2021.10 but given that the "RENOSY business" is scheduled to be divided into two segments -- "RENOSY Marketplace" and "ITANDI" from FY2022.10, the amounts in accordance with the relevant segment are retrospectively calculated and stated.

Full-Year Performance Trends

■ Revenue were 16% of the initial plan, and gross profit was 19% of the initial plan. Q1 progress rates tend to be low due to seasonality.



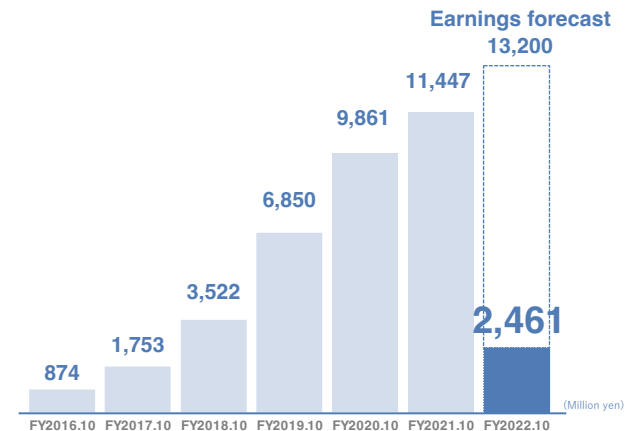
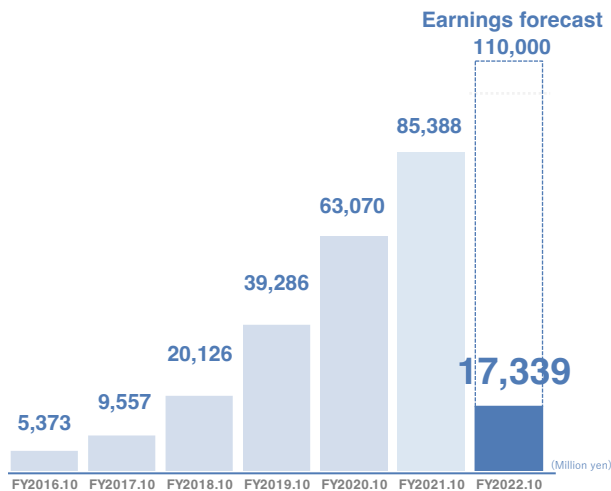
JGAAP(Reference)

IFRS



JGAAP (Reference)

IFRS



* 1. Produced in consolidated financial statement since FY 2019.10 *2. Forecast disclosed in our FY2021.10 Q4 financial statement

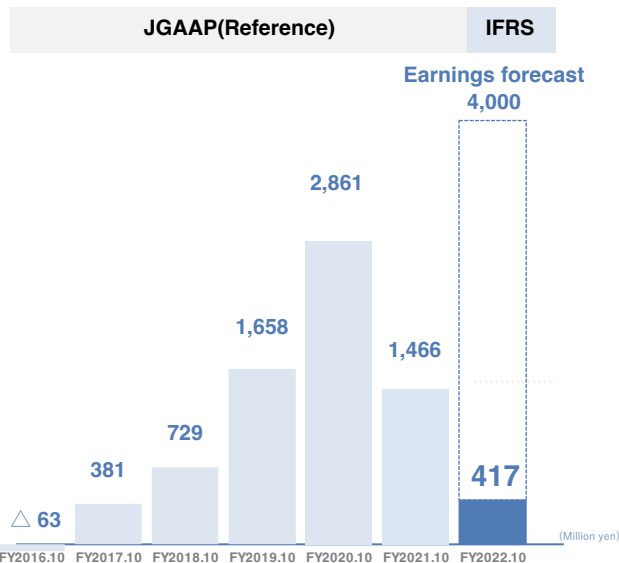
Full-Year Performance Trends

■ EBITDA and operating profit were slow in Q1, proportional to weak net sales.

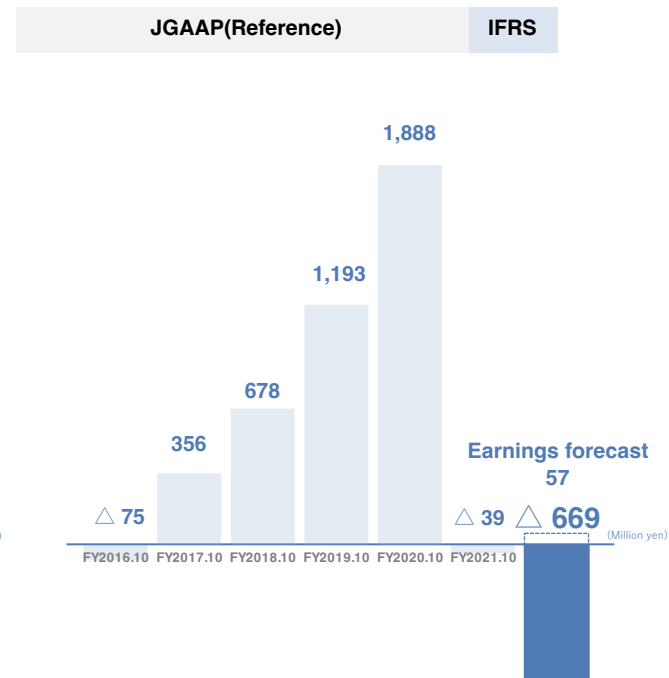
■ Although progress is slow compared to initial projections, guidance is unchanged and as planned for full-year profit targets.

EBITDA *1,2,3

10%



Operating Profit *2,3



*1. EBITDA representing ability to create cash flow (Operating Profit + depreciation costs) *2. Produced in consolidated financial statement since FY 2019.10 *3. Forecast disclosed in our Q3 financial statement (released Sep 14, 2021)

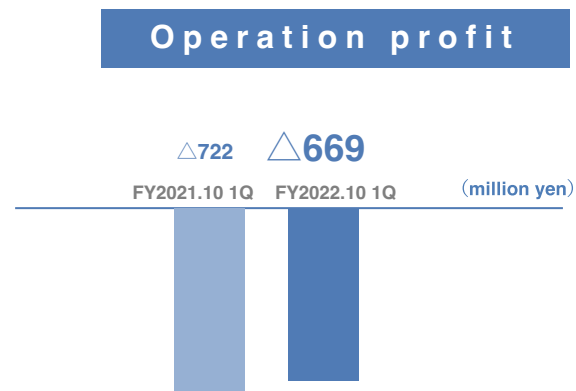
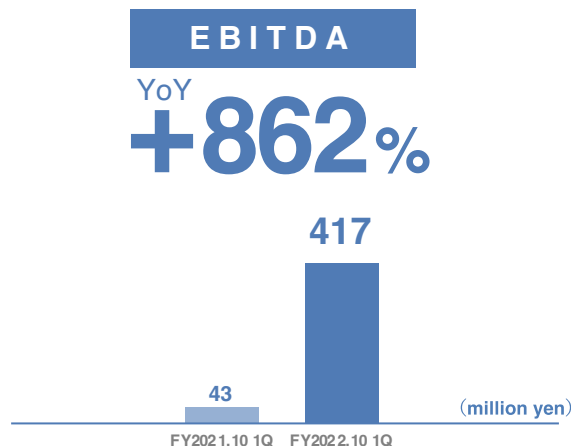
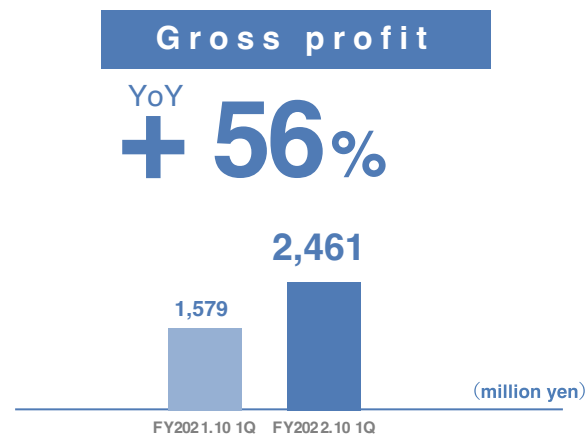
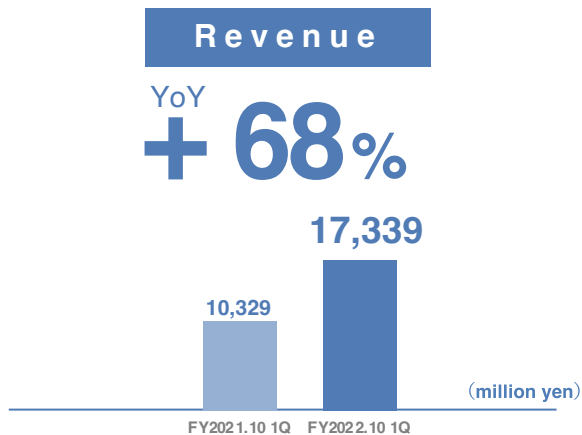
FY2022.10 1Q

Quarterly Trends (IFRS)

■ Both revenue and gross profit remained strong at the level above YoY 50%.

■ The reason why the EBITDA growth rate is larger than operating profit is due to amortization incurred on items such as lease agreements and master leases recorded as right-of-use assets under the IFRS standards.

■ Operating profit deficit narrows.

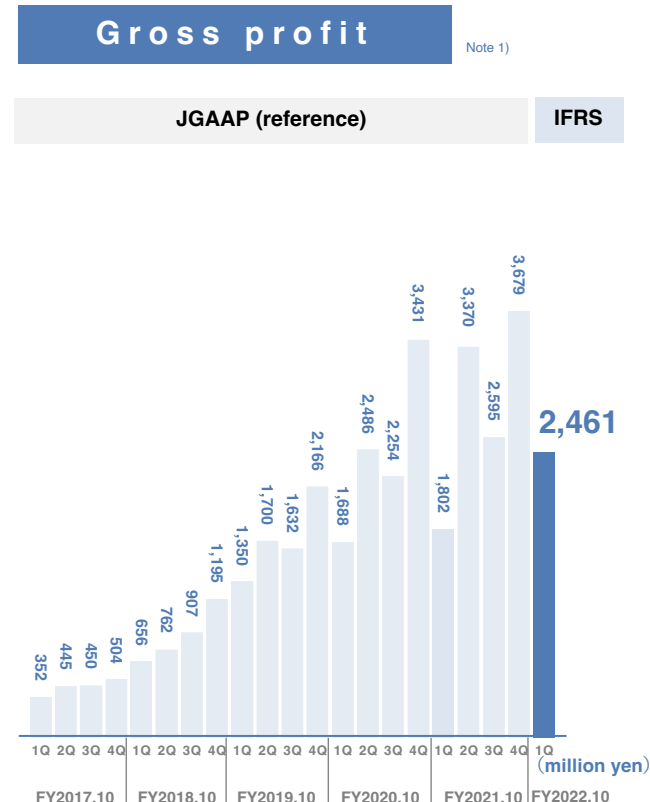
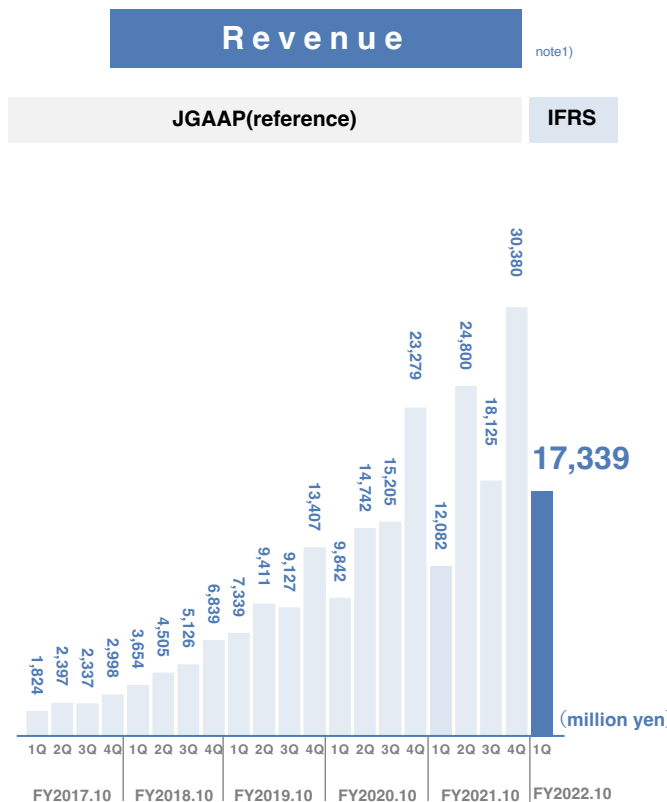


Note 1) EBITDA refers to the productivity of cash flow (sales revenue + amortizations) note 2) The data is made based on financial documents released after FY2019.10(7th season)

Q1 FY2022 Quarterly Trends (Reference)

■ Revenue were strong for both RENOSY Marketplace and ITANDI.

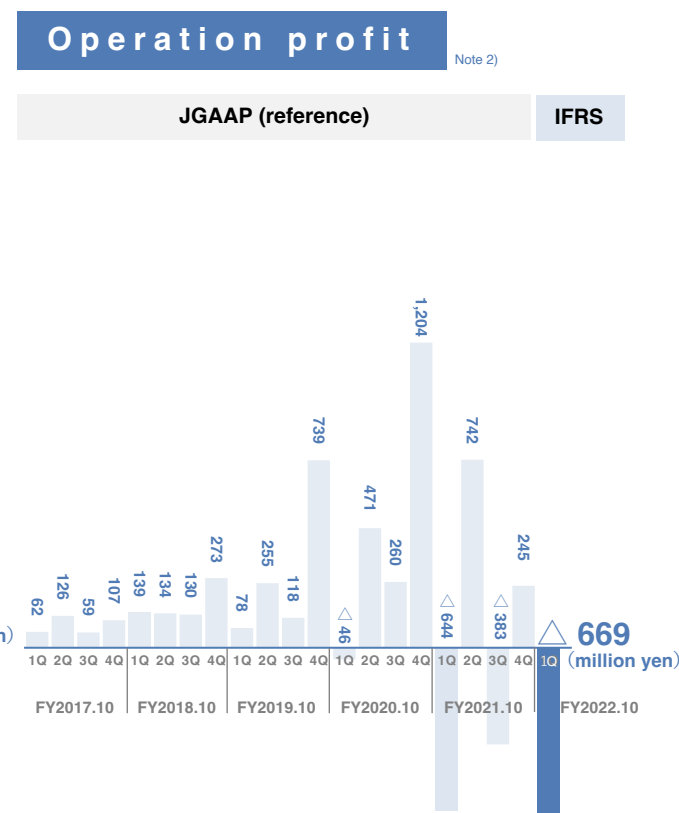
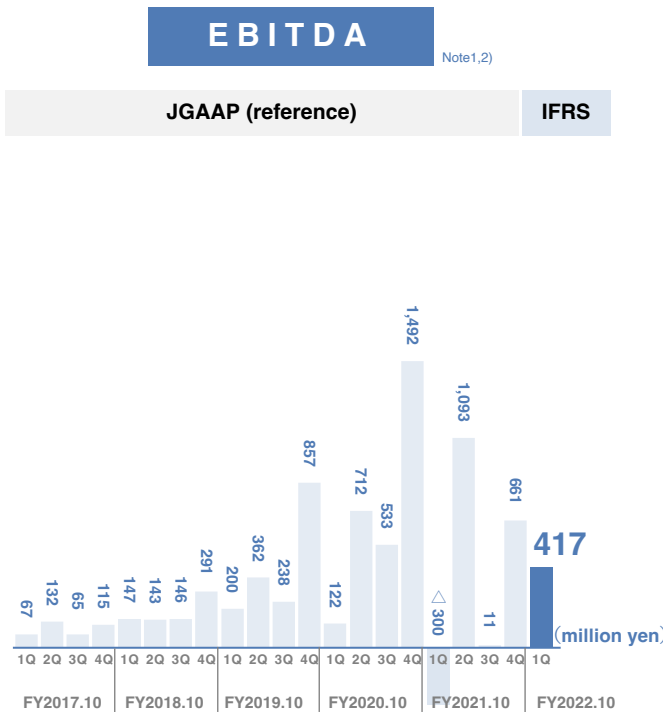
■ ITANDI's share of gross profit gradually increased to 14%. Gross profit margin is high at 80% with profit contribution expected to increase in the future.



Note 1) The data is made based on financial documents released after FY2019.10(7th season)

Q1 FY2022 Quarterly Trends (Reference)

■ EIBITDA and operating profit progressed as planned.



*1. EBITDA representing ability to create cash flow (Operating Profit + depreciation costs) *2. Produced in consolidated financial statement since FY 2019.10 *3. Forecast disclosed in our Q3 financial statement (released Sep 14, 2021)

FY2022.10 1Q SG&A Trend

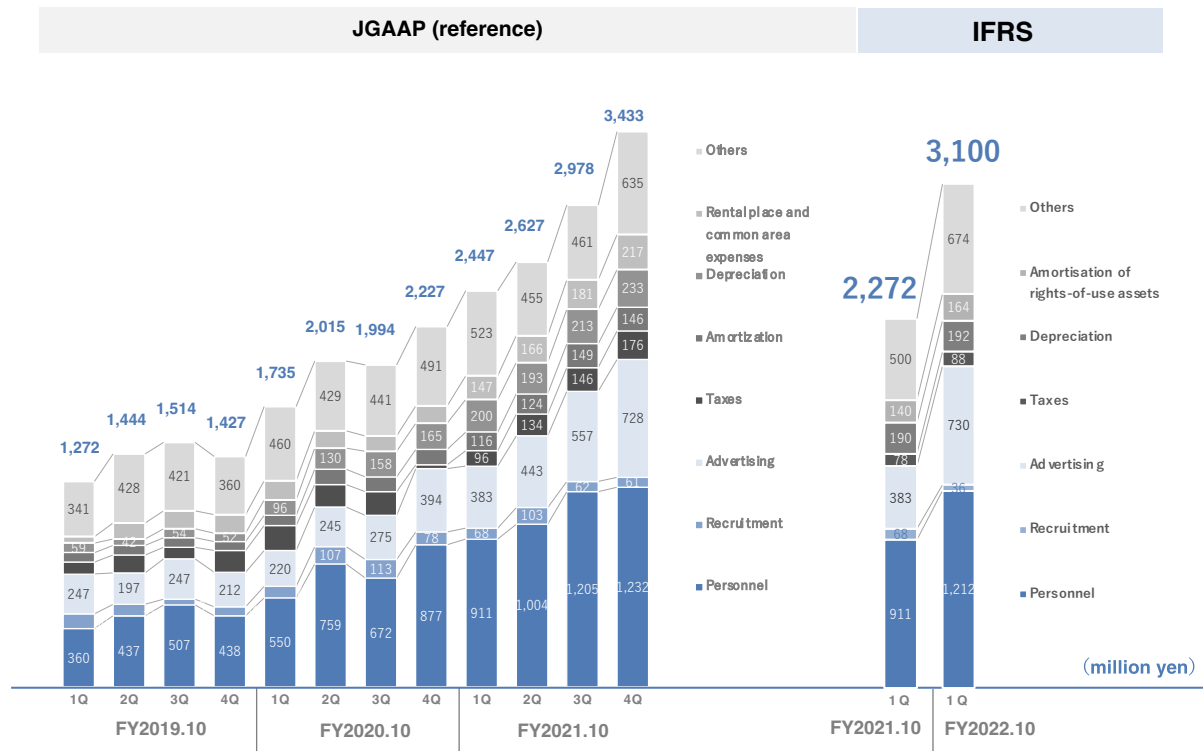
■ Advertising costs increase due to active investment to expand market share.

■ Added right of use depreciation as per IFRS standards (the depreciation of right of use assets such as offices, company housing, and office machines).

■ With a selected and focused personnel strategy, investment in growth businesses has been strengthened thanks to personnel transfers, etc., resulting in less new hires and consequently a slight decrease in personnel expenses.

SG&A Trend

note1)



Note 1) Based on financial documents released after FY2019.10 (7th season)

FY2022.10 1Q

Growth Investment

■ Figures compiled are based on IFRS standards from Q1, but there will be no impact on past figures due to the change in accounting standards.

■ Disciplined investment in new businesses in areas where growth is expected, businesses that are judged not to provide a suitable ROI will be promptly withdrawn.

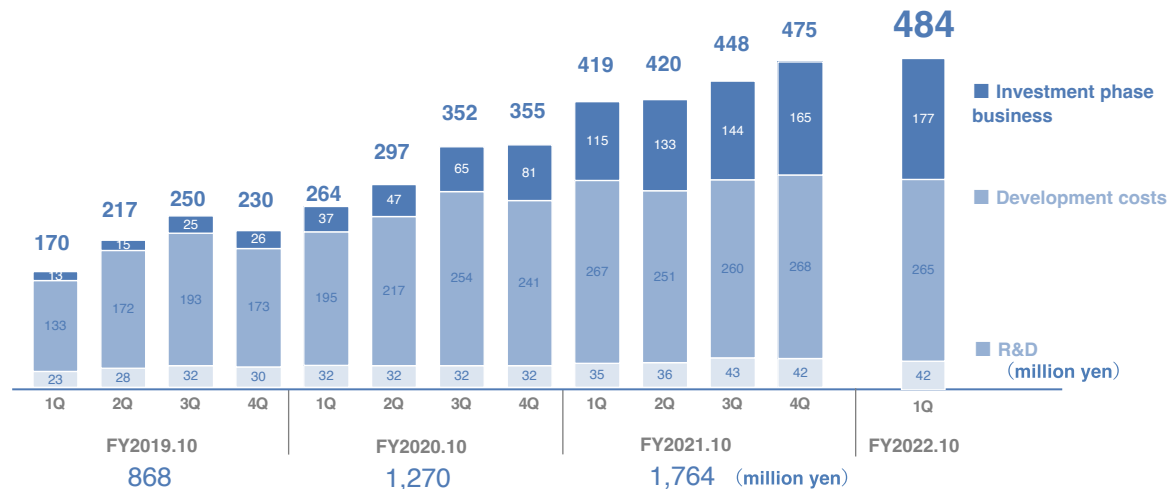
Growth
investment

note1)

YoY
+16%

JGAAP

IFRS



* Breakdown of growth investment (including capitalization): R&D = Personnel costs for AI-related departments; Development costs = Personnel costs for development-related departments; Investment phase = Personnel costs for Shenjumiaosuan, living advisors, ITANDI (OHEYAGO, ITANDIBB, and incidental services business), and RENOSY X

FY2022.10 1Q Employees Trend

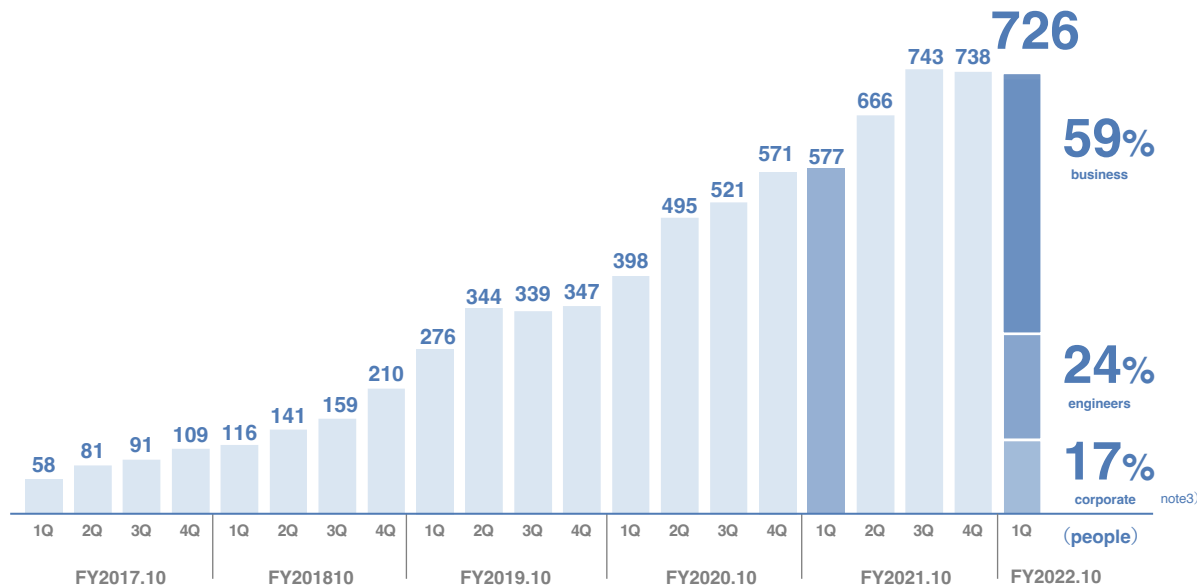
■ Adopted to referral recruitment system in order to save cost and to recruit talented personnel.

■ A slight decrease in number of employees owing to personnel strategy of selection and concentration. Reinforcement through transfers and other measures is being implemented in growing businesses, while minimizing new hires.

No. of employees

note1,2,3)

YoY
+26%



Note1) Board members, contracted workers, internships, part time workers are excluded (by Oct. 31,2021)

Note2) Based on financial documents after FY2019.10 (season 7) Note 3) The numbers are being rounded up so it may not add up to 100%

A vertical blue bar on the left side of the slide, featuring a pattern of overlapping, semi-transparent geometric shapes (triangles and polygons) in various shades of blue, creating a textured, crystalline effect.

RENOSY Marketplace

RENOSY Marketplace Highlights

■ Gross Merchandise Value (GMV) expanded steadily to 20.2 billion, up about 40% YoY.

■ A significant increase with over 900 contracts concluded, up about 70% YoY.

■ The number of RENOSY members has grown to approximately 260,000, and we aim to improve LTV through cross-selling by expanding the product lineup

Note 1)

GMV

20.2 billion Yen

YoY about **+40%**

Note 2)

No. of contracts

924 deals

YoY about **+70%**

Note 3)

No. of members

about **260** k ppl.

YoY about **+35%**

Note 1) Total annual volume of transactions for iBuyer, Living and Partners

Note 2) Total number of annual contracts for iBuyer, Living, and Partners

Note 3) Refers to the total number of registered members

RENOSY Marketplace FY2022.10 1Q Quarterly trends(IFRS)

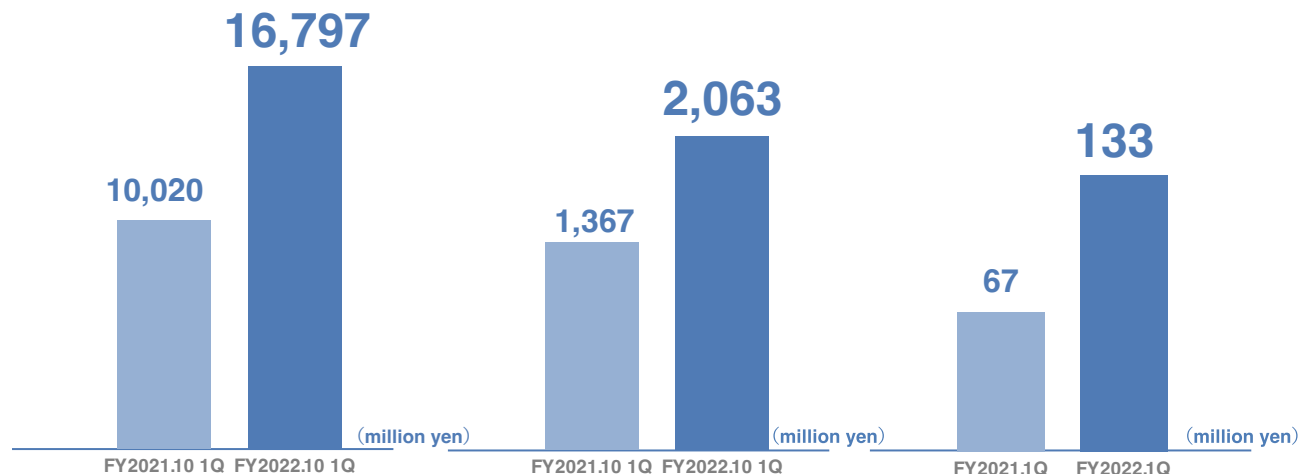
■ RENOSY Marketplace saw strong supply and demand thanks to more RENOSY members and direct procurement through seller DX, leading to year-on-year growth for net sales and gross profit.

■ Sector profit increased significantly, up 96% YoY.

Revenue
YoY
+68%

Gross profit
YoY
+51%

Division profit
YoY
+96%



RENOSY Marketplace

FY2022.10 1Q

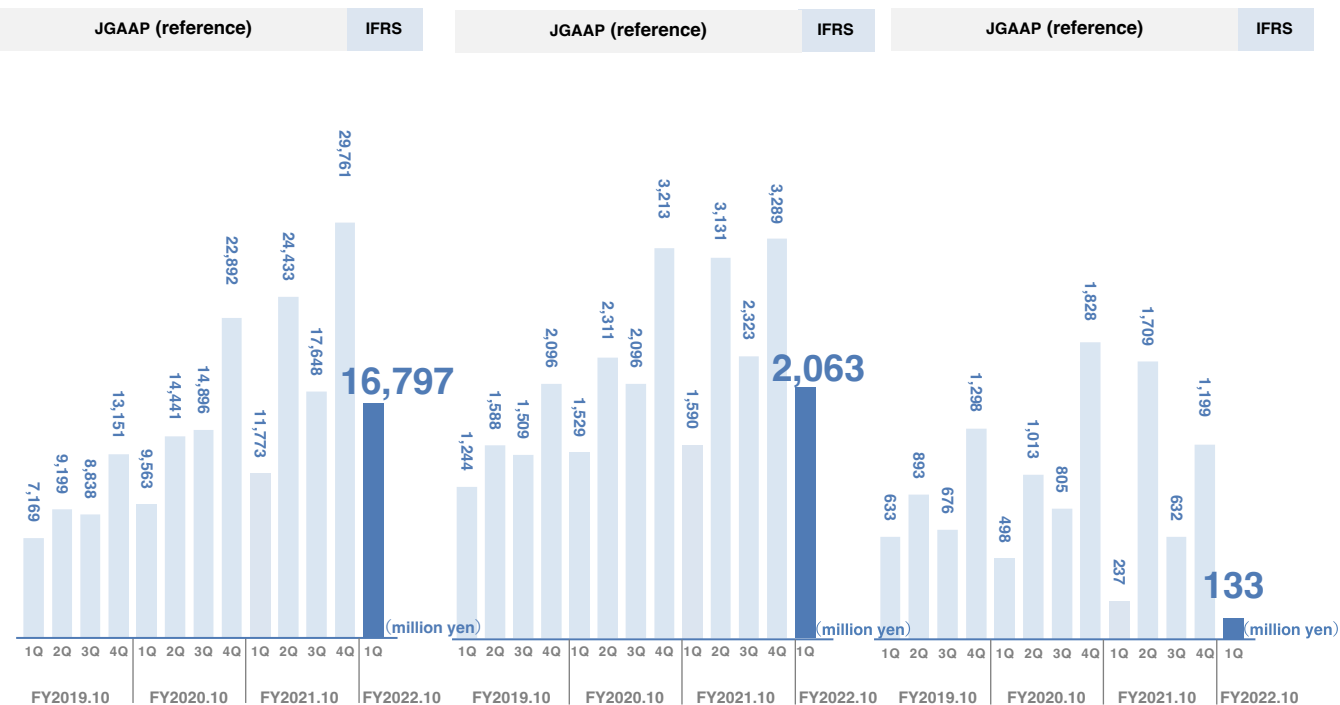
Quarterly trends(IFRS)

■ Revenue, gross profit, and sector profit favorable against backdrop of strong supply and demand.

Revenue

Gross profit

Division profit

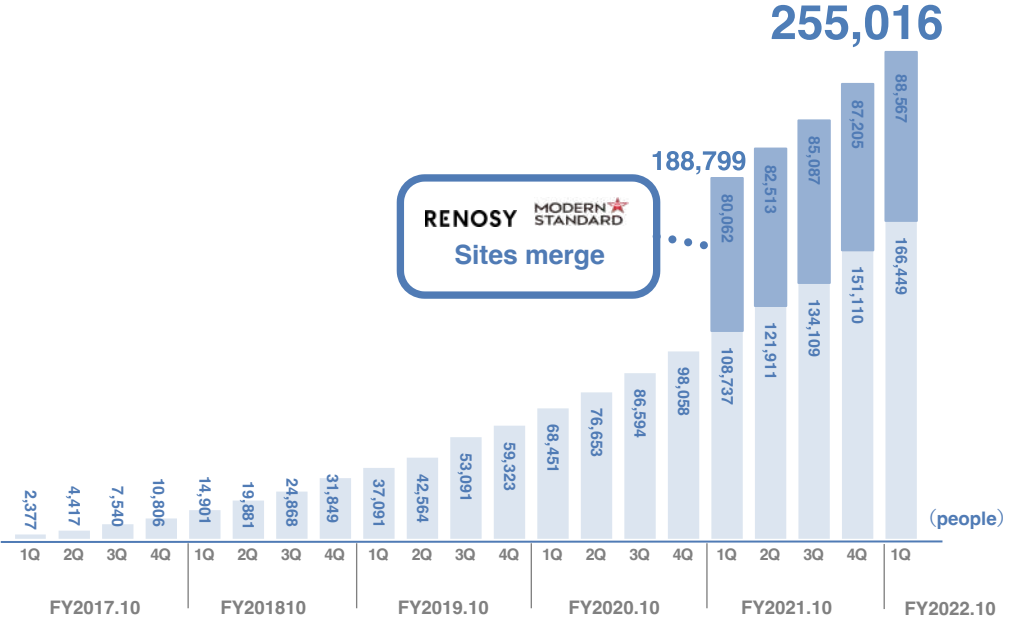


RENOSY Member Stock Trends

■ The stock of members has grown along with RENOSY's recognition. YoY growth was 35% and members increased by 17,000 QoQ.

No. of stocked members note1)

YoY
+35%



Note 1) The number refers to the total number of users registered as the official RENOSY member

RENOSY Marketplace (Subscriptions)

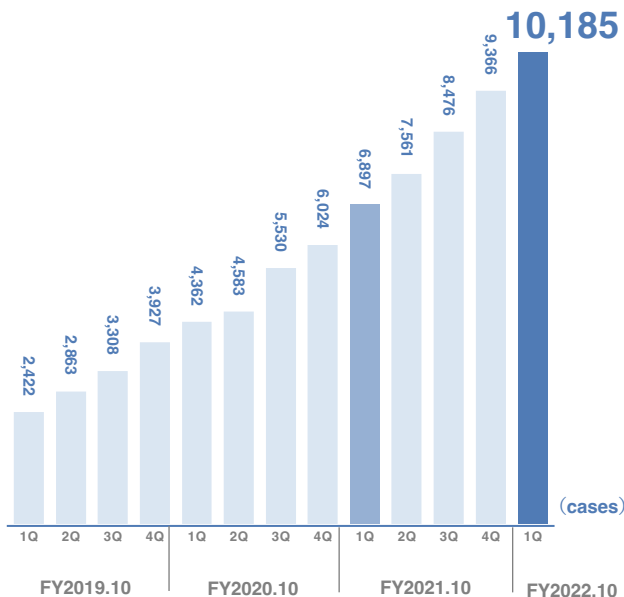
KPI Trends

■ Cumulative subscriptions grew 48% year-on-year pushing stock to nearly 10,000.

■ The number of owners also grew by 51% year-on-year, with strong growth totaling approximately 5,500 owners.

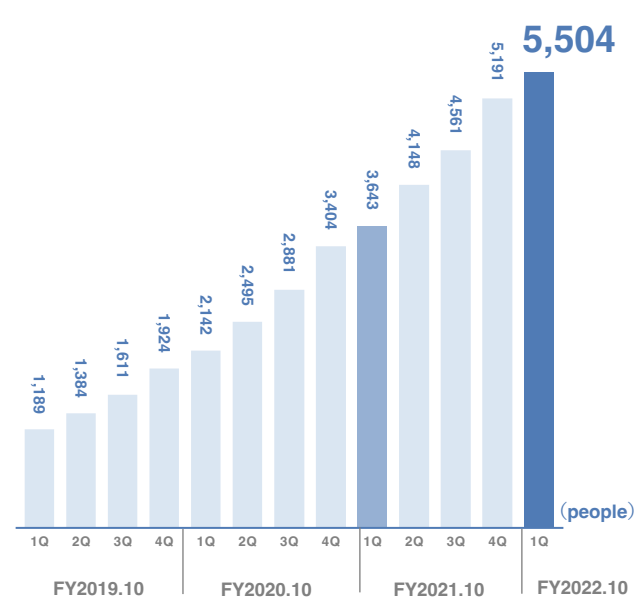
No. of subscriptions 注1)

YoY
+48%



No. of owners

YoY
+51%



note1) The number was collected based on the number of deals made before FY2020.10 1Q and changed the standard for collection to number of listings managed after that.

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ITANDI

ITANDI Highlights

■ ARR growth rate accelerated to 61.4% YoY.

■ With deregulation of electronic contracts on the horizon, we have gained about a 70% share of the (pre-contract stage) online tenant application market.

■ Revenues from stock gained with high gross profit margin from SaaS development.

■ SaaS churn rates remain low and future earnings are expected to be stable.

YoY ARR Growth
Rate ^{*1}

61.4%

Online Tenant
Application Share ^{*2}

69.4%

SaaS Gross Profit
Margin ^{*3}

83.3%

Churn Rate ^{*4}

0.44%

Notes:

1. Annual Recurring Revenue is calculated based on the MRR of each quarterly month (by the end of each month) times 12. MRR which includes monthly usage fee, pay-as-you-go fee, profit from additional businesses. It is calculated based on the ARR comparison between the numbers from Jan., 2021 and Jan., 2022 of ITANDI BB+.

2. It is an in-house estimations based on research data from TPC Market Research as of March 2021

3. It is the figure of ITANDI BB+ as of 1Q 2022 (Nov., 2021-Jan., 2022)

4. It is the average monthly churn rate of ITANDI BB+ for the past one year starting from Jan., 2022

ITANDI

FY2022.10 1Q**Performance trends (IFRS)**

■ SaaS business performed well with net sales up 70% YoY.

■ A high growth rate for gross profit, up 80% YoY.

■ Sector profit made it into the black at 58 million yen. High growth rate achieved while maintaining profitability through cost-effective investments.

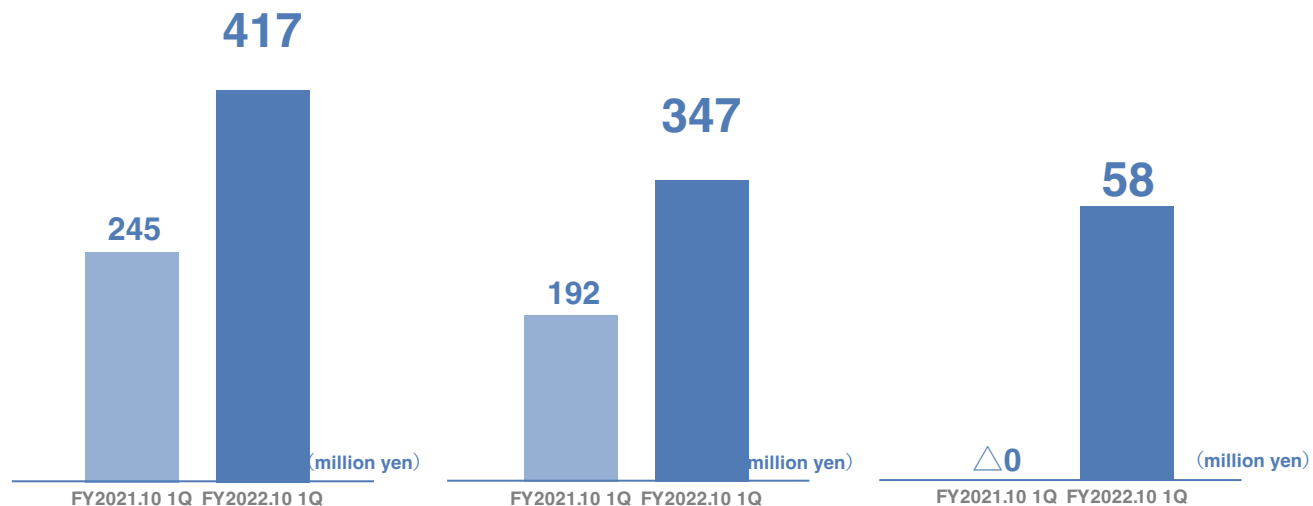
Revenue

YoY
+70%

Gross profit

YoY
+80%

Operation profit



ITANDI

FY2022.10 1Q

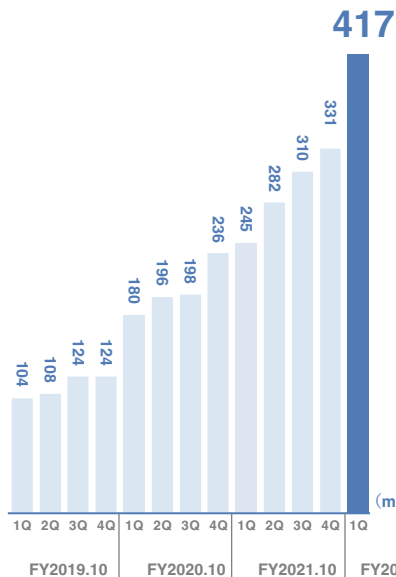
Performance trends (Reference)

■ SaaS business performed well, expanding net sales, gross profit, and sector profit.

Revenue

JGAAP (reference)

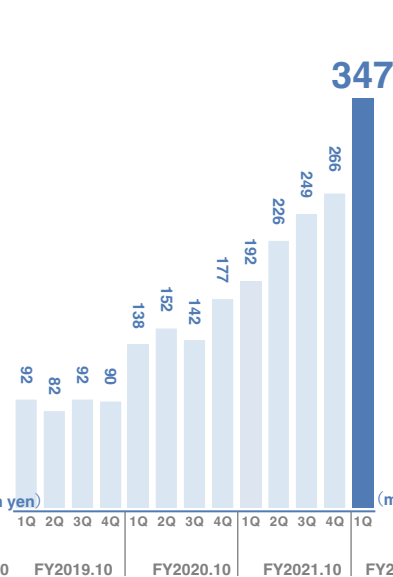
IFRS



Gross profit

JGAAP (reference)

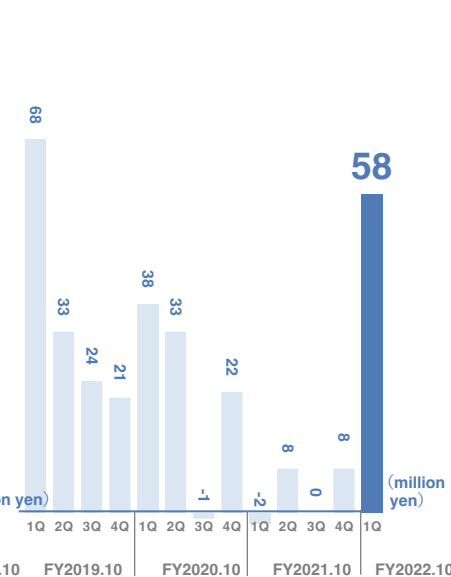
IFRS



Division profit

JGAAP (reference)

IFRS



SaaS for Management Companies

KPI Trends

■ KPI has been changed from number of subscribing companies to number of companies using SaaS. The churn rate is also calculated based on the number of companies using SaaS.

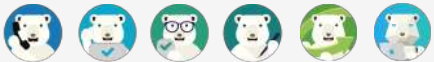
■ MRR growth rate accelerated, up 69% YoY. Pay-as-you-go and incidental services business revenues increased during the busy moving season from January to March.

■ The churn rate has been on a downward trend, declining to 0.41% on average for the last 12 months.

■ The number of companies using SaaS exceeded 1,000, growing significantly, up 79% YoY.

■ Gross profit also remained strong, up 88% YoY surpassing MRR growth.

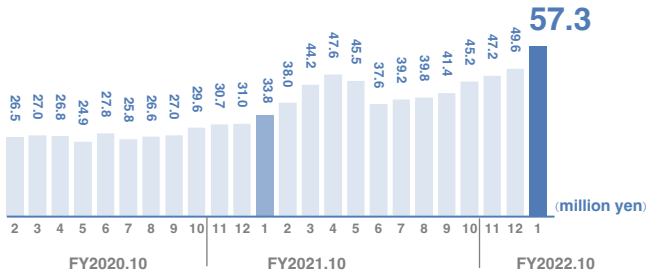
ITANDI BB+



物確電話 自動応答 24時間 内見予約 電子 入居申込 電子契約 更新退去 Web管理 データ連携 自動化

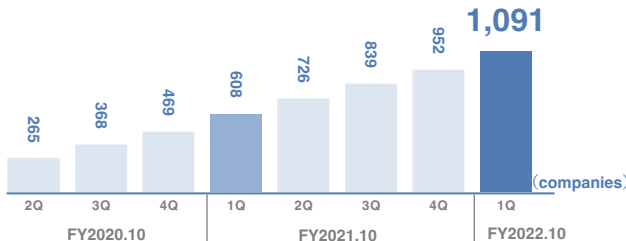
MRR
YoY
+69%

Note 1)



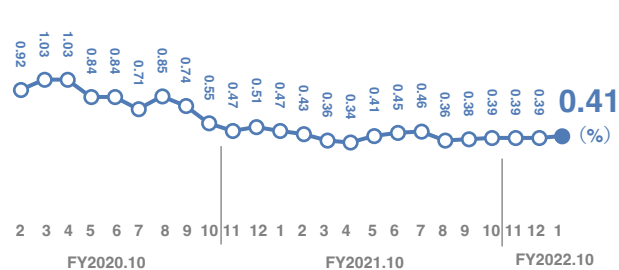
Subscribing Companies
YoY
+79%

Note 3)



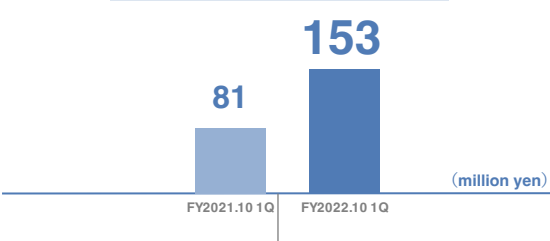
Churn rate
Avg. last 12 mths
0.41%

Note 2)



Gross profit
YoY
+88%

IFRS



*1. Monthly SaaS user fees, incidental services business, product pay-as-you-go fees *2. management companies with system subscriptions note 3) Management companies those started with the service

ITANDI SaaS for Real Estate Agencies KPI Trends

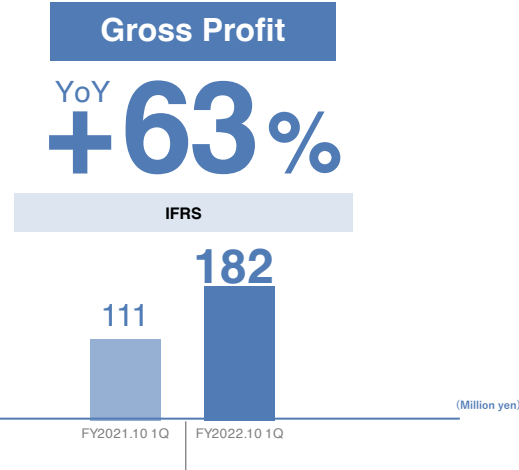
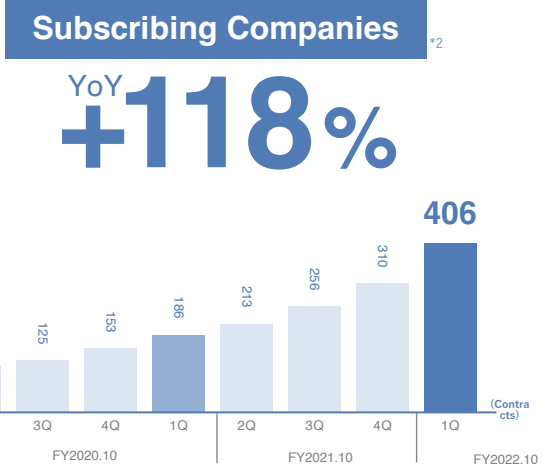
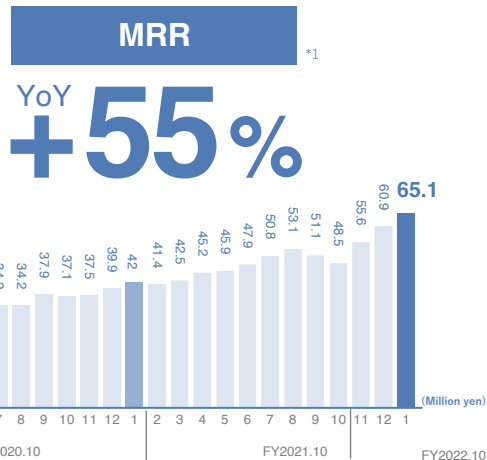
■ The definition was changed from number of subscribing companies to number of companies using SaaS. As a result, the churn rate is now calculated based on the number of real estate agencies using SaaS.

■ MRR remained strong, up 55% YoY. It dipped in September and October 2021 when some large companies ended their subscriptions but picked again in Q1.

■ The churn rate has been on a downward trend, declining to 0.60% on average for the last 12 months.

■ Over 400 real estate agencies are now using SaaS, up 118% and more than doubling thanks to boosting sales personnel, etc.

■ Gross profit remained strong, up 63% YoY.



*1. Monthly SaaS user fees, product pay-as-you-go fees *2. Real Estate Agencies with system subscriptions
 Note 3)Real estate agencies those started with service

ITANDI's Key Metrics

Key earnings metrics of ITANDI.

Significant YoY growth in all metrics thanks to aggressive investments.

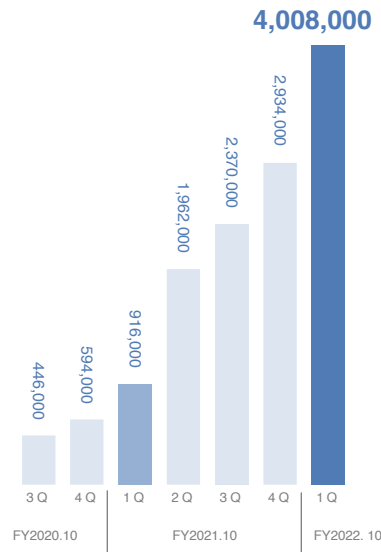
ITANDI BB has been steadily increasing number of page views since its launch in June 2020, increasing 4.4 times YoY.

Online tenant applications have increased after acquiring new online tenant application customers.

The number of properties listed on OHEYAGO, a key metric for attracting customers, has grown significantly YoY. The number of tenant applicants resulting from searches has also increased thanks to more properties listed.

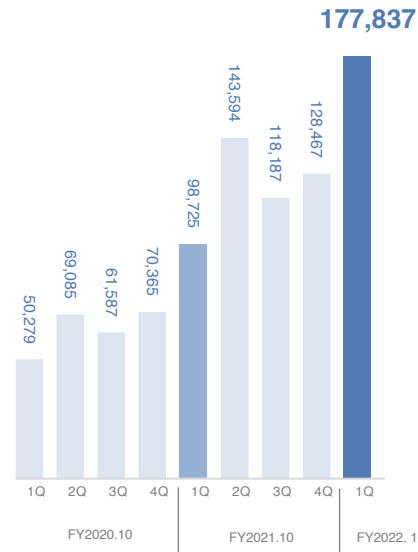
ITANDI BB monthly page views

YoY
+337%



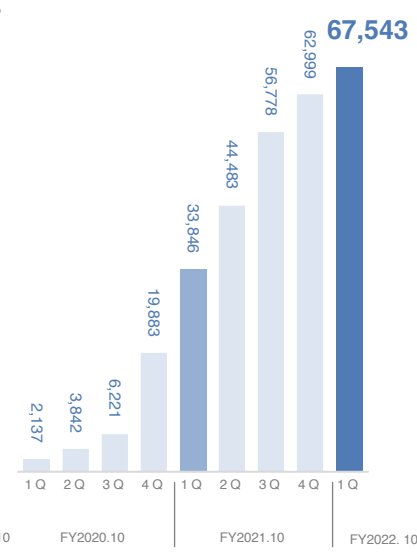
Online tenant applications

YoY
+80%



OHEYAGO listed properties

YoY
+100%



Approximately 280,000 according to data released before today, however the correct number is about 350,000.

Our growth strategy

A vertical blue bar on the left side of the slide, featuring a pattern of overlapping, semi-transparent geometric shapes (triangles and polygons) in various shades of blue, creating a textured, crystalline effect.

RENOSY Marketplace

RENOSY Marketplace Service Overview

■ Based on the concept of “Finding a home and managing assets is easy with RENOSY”, the RENOSY marketplace consists of three services.

Finding a home and managing assets is easy with RENOSY

Online Transaction

Subscription

Third Party Services

RENOSY



All real estate transactions on the RENOSY marketplace

RENOSY



Providing unique, fixed-price management plans for property owners

RENOSY



Providing other services to RENOSY members

RENOSY Marketplace

Business Summary

■ RENOSY Marketplace

Attract customers interested in investing, selling, leasing, and renting real estate.

■ Online Transaction

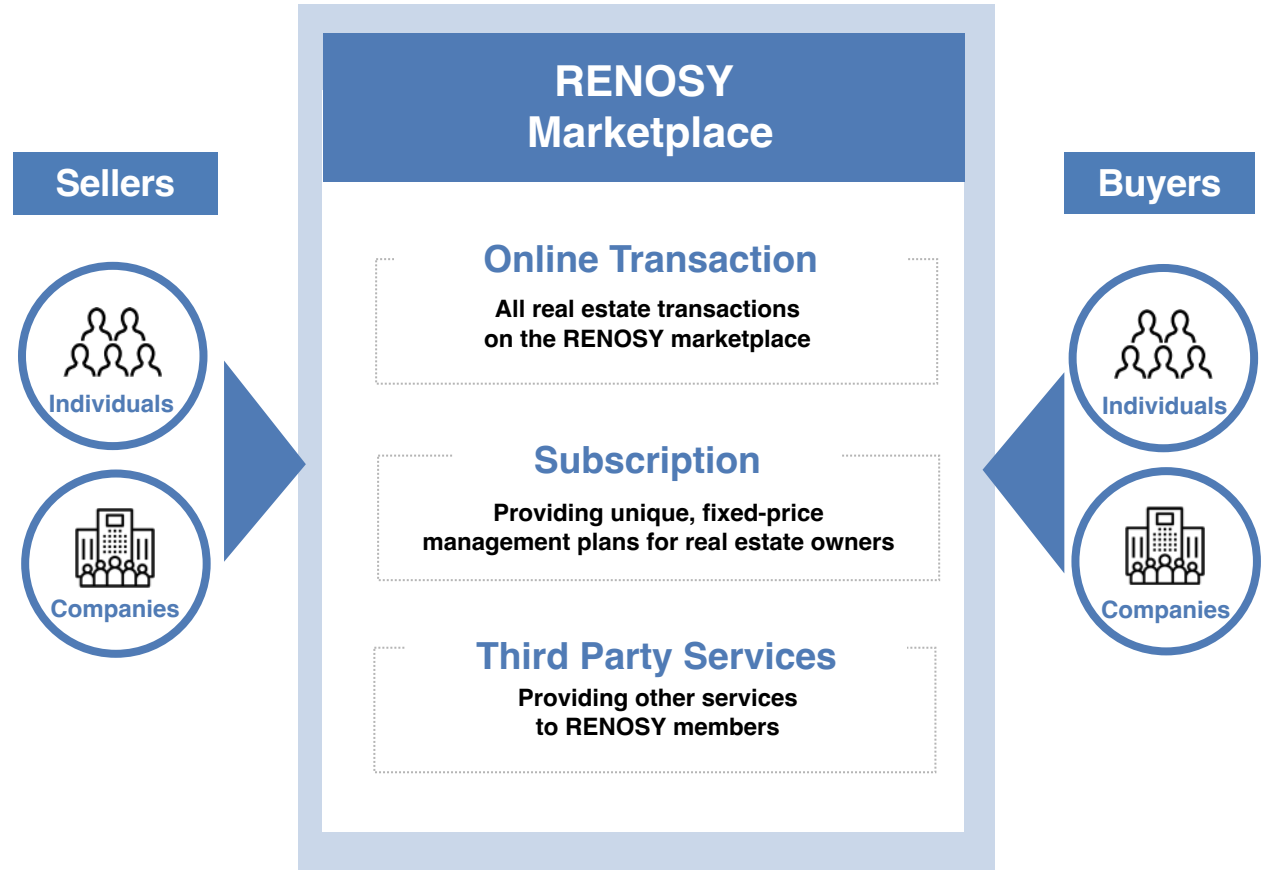
Not only matching supply and demand in terms of investments, sales, leases, and rentals on the RENOSY marketplace, but also conducting all real estate transactions with in-house sales.

■ Subscription

Providing a number of flat-fee services as a management business to protect the value of real estate assets for the owners.

■ Third Party Services

Providing other related services by forging better digital contact with customers for RENOSY members.



RENOSY Marketplace Features

■ RENOSY has been chosen by customers as a result of pursuing customer satisfaction by incorporating technology into real estate since it was first founded.

RENOSY Features

(Why customers are choosing RENOSY)



Notes:

1. Source: *Japan's real estate investment market (housing)*, NLI Research Institute Real Estate Investment Report (March 12, 2021)

RENOSY Marketplace Strengths

■ RENOSY Marketplace has six major strengths.

RENOSY Marketplace Strengths



Note 1) This refers to the accumulated number of registered members

Note 2) The result was researched using net research service "Fastask"

Note 3) The number refers to the avg. number of inquiries we received regarding investment and own used properties

Note 4) The number refers to the avg. number of deals made by RENOSY marketplace in a month (except for PARTNERS)

Note 5) The number refers to the number of deals made directly by the salespeople in PARTNERS

Note 6) The number was calculated based on the press release released by TOKYO KANTEI Co.,Ltd. titled "The Market of newly-built and pre-owned apartments" on January 2021

RENOSY Marketplace Growth Feasibility

■ In order to quickly expand RENOSY Marketplace's market share, we will continue to develop our business aggressively by aiming for a high growth rate without ever slowing down.

	FY2019.10 1Q	FY2022.10 1Q	Future
RENOSY stocked Members <small>Note 1)</small>	Approx. 40,000	Approx. 260,000 (X6.5)	Aiming for high growth speed in the future
Brand Awareness <small>Note 2)</small>	Approx. 27%	Approx. 65% (X2.4)	
Inquiries <small>Note 3)</small>	Approx. 2,100	Approx. 5,300 (X2.5)	
Contracts <small>Note 4)</small>	Approx. 200	Approx. 370 (X1.6)	
Direct procurement (deals made) <small>Note 5)</small>	Approx. 1	Approx. 80 (X80)	
Market share (pre-owned apartments in Tokyo) <small>Note 6)</small>	2.6%	5.3% (X2)	

Note 1) This refers to the accumulated number of registered members

Note 2) The result was researched using net research service "Fastask"

Note 3) The number refers to the avg. number of inquiries we received regarding investment and own used properties

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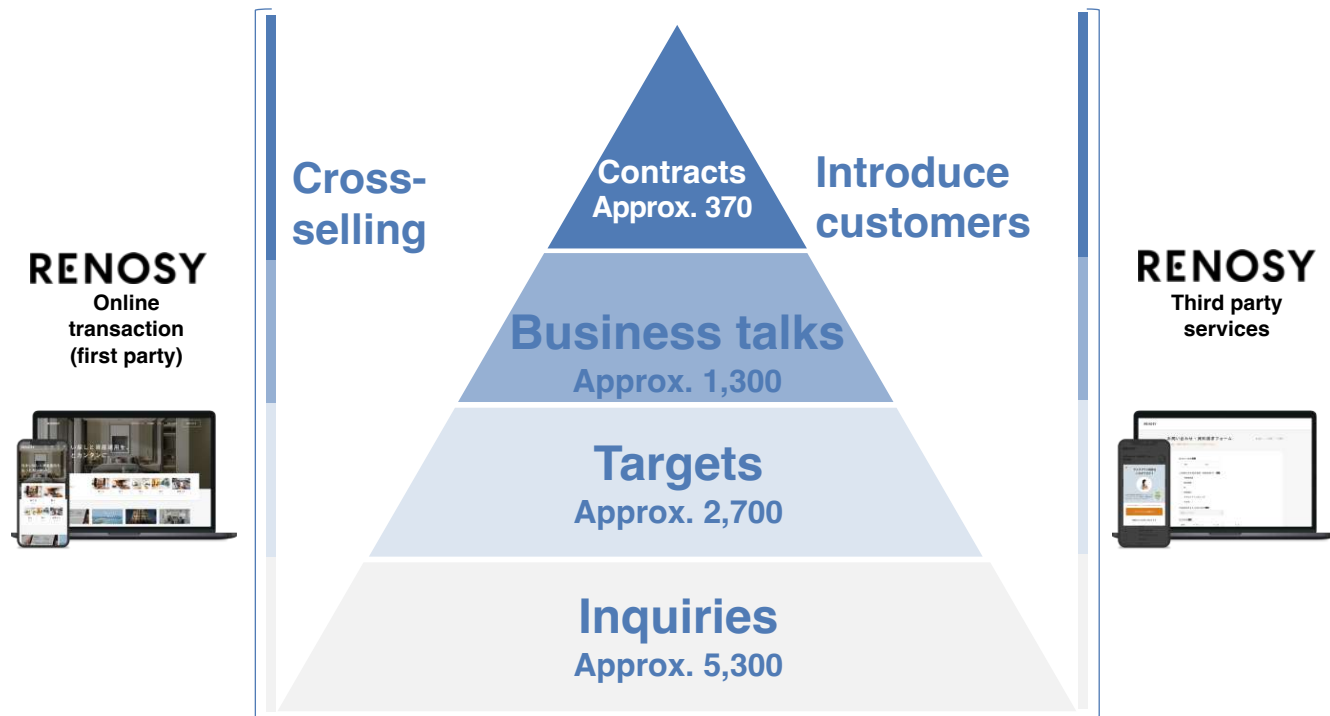
Note 6) The number was calculated based on the press release released by TOKYO KANTEI Co., Ltd. titled "The Market of newly-built and pre-owned apartments" on January 2021

RENOSY Marketplace Strengthening Profitability

■ There has been an increase in RENOSY members due to more brand awareness, leading to more inquiries.

■ By introducing customers to third party services and cross-selling with first parties with an expanded product line-up, we will eliminate any missed opportunities in the process of acquiring customers from inquiries to contracts, leading to greater revenues.

Maximizing revenues by eliminating missed opportunities for both first and third parties



*Monthly average over the past year

We have acquired high-value customers and data rich inquiries through strategic marketing methods

RENOSY Marketplace

Online Transactions Important KPI

- Providing additional services to RENOSY members.

- In the future, measures to acquire new and repeat customers will improve CPA making it possible to attract customers with low unit prices. By doing so, aim to optimize the CPO.

- LTV is improved through measures to acquire sellers and expanded product lineup.

- Optimize CPO, improve LTV, and maximize unit economics through better up-selling and cross-selling, pursuing customer benefits, and increasing satisfaction.

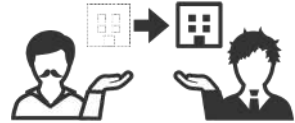
Optimize CPO

Measures to acquire new and repeated customers

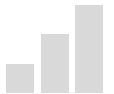


Improve LTV

Measures to acquire sellers and expanded product lineup



Maximize unit economics



RENOSY Marketplace Online Transactions Strategy to Improve Commission

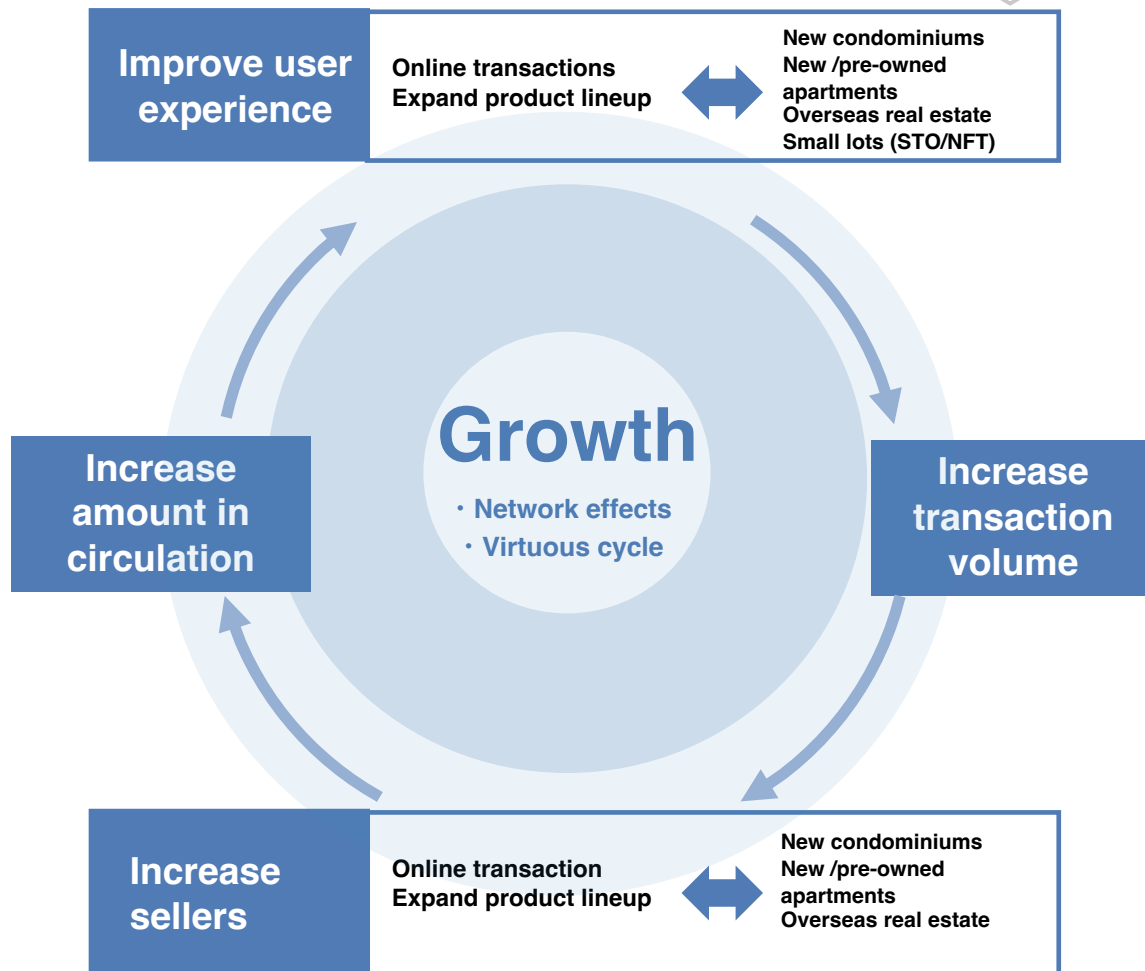
■ Expand product line up

■ Until now, the focus has been on expanding market share of small, pre-owned condominiums in existing business.

■ Moving forward, aim to expand product lineup by first acquiring a company that specializes in small, new build condominiums.

■ In the future, strengthen the marketplace business by handling new and pre-owned apartments, buildings, and overseas real estate.

■ These network effects will create a virtuous cycle revenue model



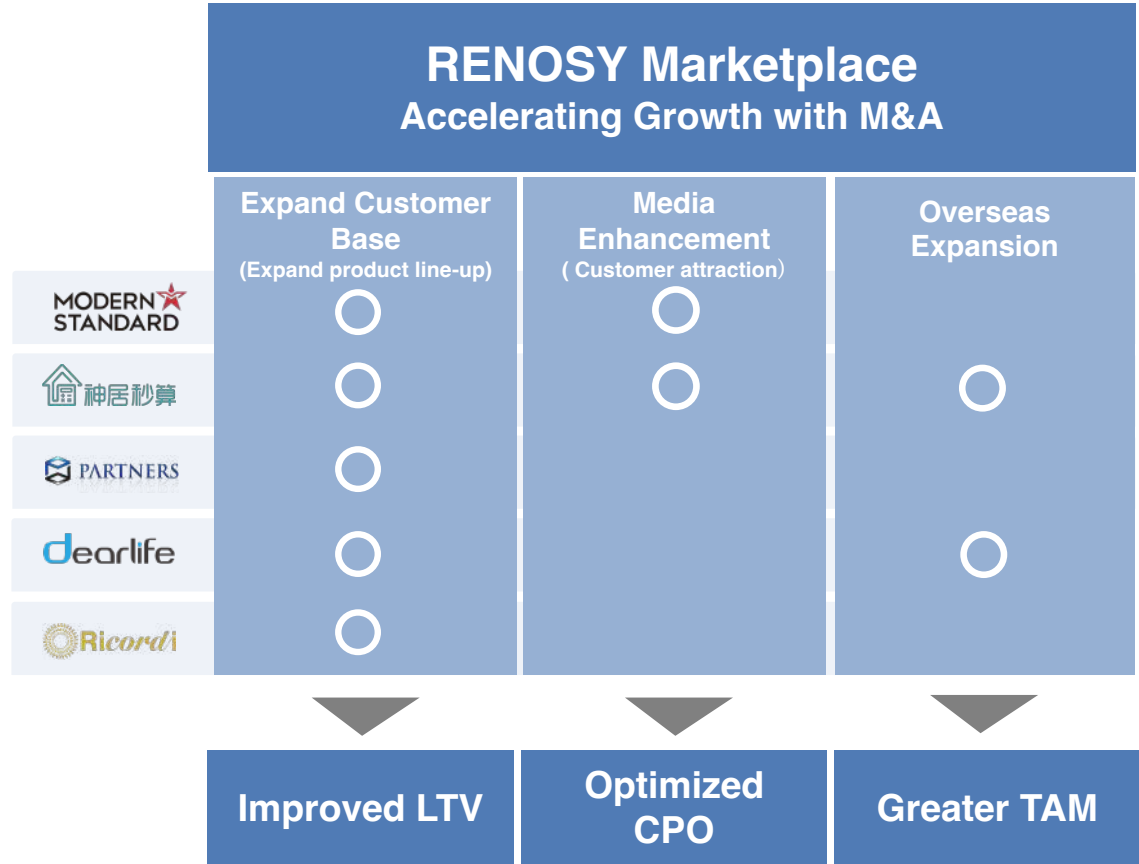
RENOSY Marketplace Accelerating Growth with M&A

■ Aggressive M&A to accelerate growth of RENOSY marketplace.

■ M&A has been focused within the territory of RENOSY Marketplace, and no deal has been done outside of it.

■ Improve LTV centered around expanded customer base (= expand product line-up) and strengthen media (= improve ability to attract customers) to improve CPO

■ Through M&A, overseas expansion also creates a stepping stone toward greater TAM.



RENOSY Marketplace: The Road to Increase Market Share

GA technologies share of pre-owned condominiums under the size of 50m² and under in the Tokyo metropolitan area

FY2021.10

Increased market share through sales of 80 billion yen

5.3%



FY2022.10 (forecast)

Through sales of 100 billion yen

6.6%



Future

Aim to expand market share as soon as possible, including third-party services

20%

Market profit of the industry

TAM (approx.) **65** trillion yen^{*1,3}

Condominiums over the size of 50m² in the Tokyo

SAM **6.9** trillion yen^{*2,4}

Condominiums under the size of 50m² in the Tokyo

SAM **1.5** trillion yen^{*2,4}

Aim to expand share to **20%**

Grow to share of 6.6%

GA technologies share 5.3%

Notes:

1. Source: Japan's real estate investment market size of profitable real estate by use, NLI Research Institute Real Estate Investment Report (March 12, 2021)

2. Estimated with reference to results released by Tokyo Kantei Co.,Ltd.: Press release *Newly built / existing apartments market size of Tokyo metropolitan area* (Jan. 2021), Tokyo Kantei Co.,Ltd.: Press release *Newly built / existing apartment logistics change of Tokyo metropolitan area* (May 2021), Data of registered properties released by Real Estate Information Network for East Japan, Data from top 10 companies in the property investment industry

3. TAM: Total Addressable Market (The maximum potential market size that the RENOSY marketplace business can take over)

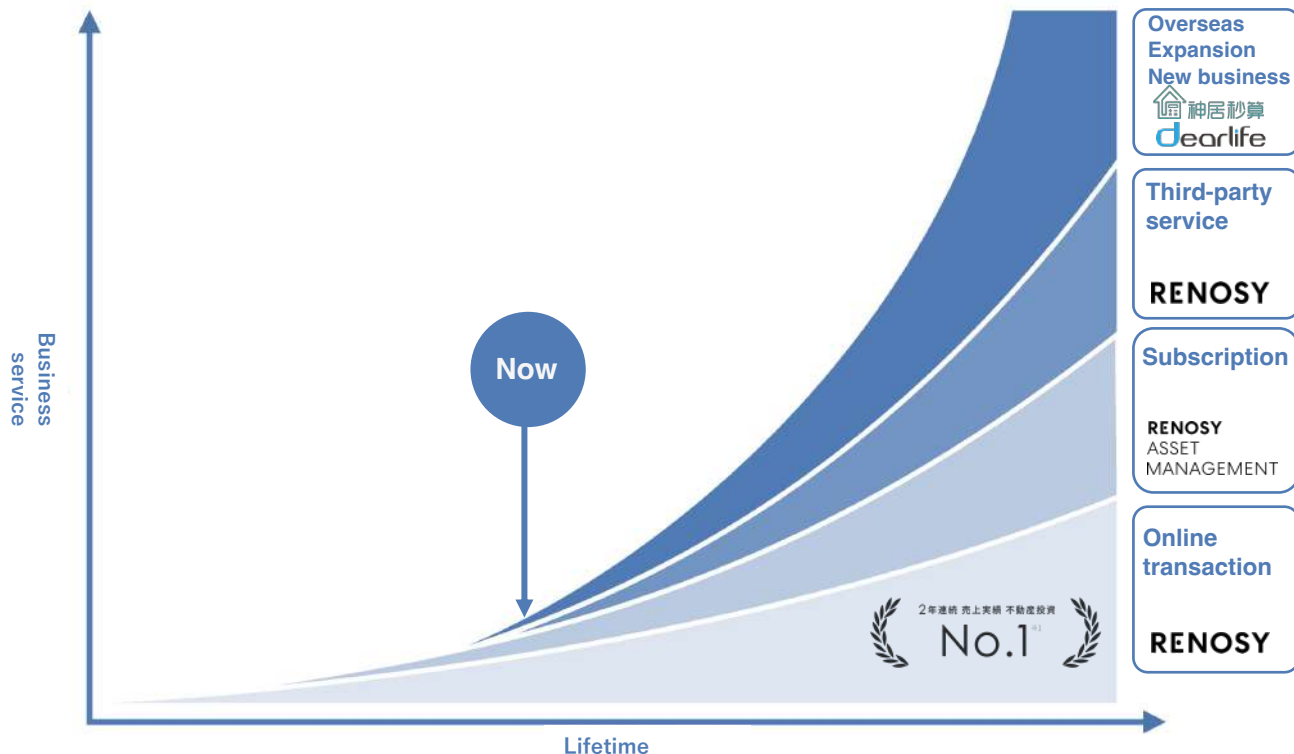
4. SAM: Serviceable Available Market (The market share size that the RENOSY marketplace business is targeting)

RENOSY marketplace

Growth Strategy

■ In the mid to long term, we will expand our market share based on online transactions and grow each sector including overseas business

Expand use of services to other businesses by leveraging customer base of RENOSY, No.1 real estate investment company in terms of sales in Japan



※1) Sales results of used condominium investment by Tokyo Shoko Research (surveyed in February 2021)

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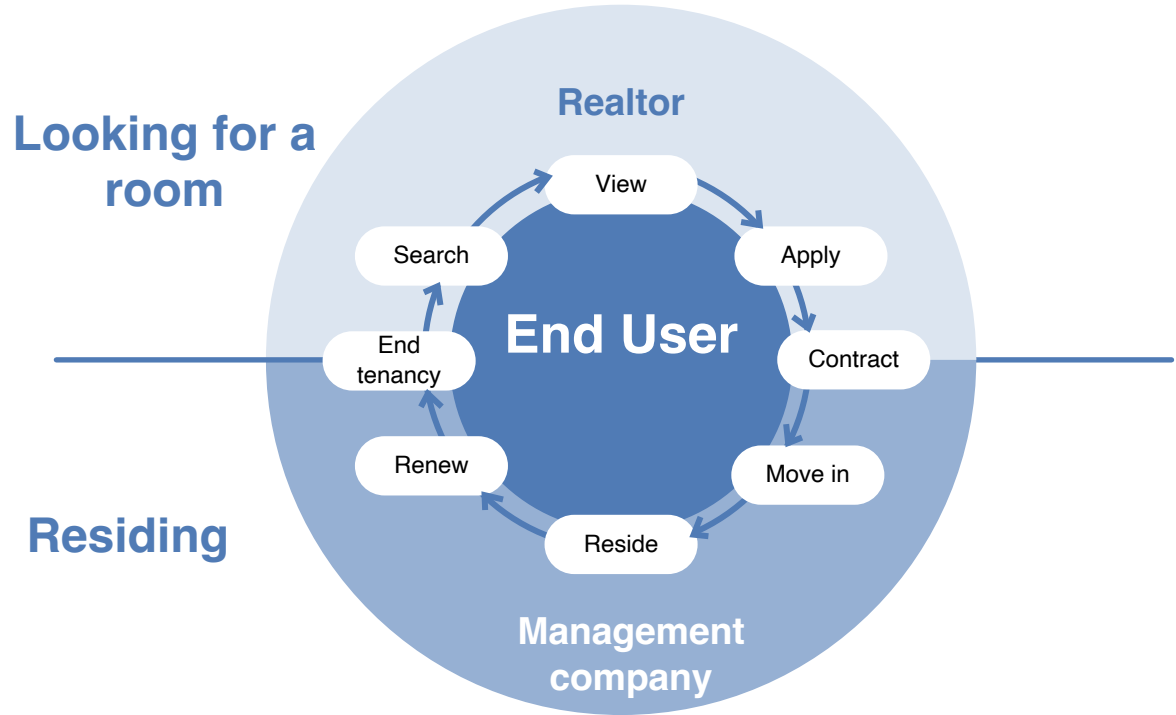
ITANDI

ITANDI's Vision

■ In the short term, aim for smooth real estate transactions through SaaS and marketplace.

■ In the long term, aim for a platform that modernizes overall "living" after occupancy including real estate.

Provide a platform that connects and flourish the lives of people with living



ITANDI Issues in the Rental Housing Industry and ITANDI's Value Promise

■ Information asymmetry

Problems with bait and switch properties where inaccurate information*1 is advertised to consumers.



Information
asymmetry

■ Low productivity due to analog working style

Phone and fax are still being used. Compared to other industries, the adoption of IT has lagged behind, leaving many monotonous and geriatric tasks such as data entry from paper to systems.



Low productivity due
to analog work style

■ Worker shortages due to falling laboring population

With about 50%*2 of real estate workers over the age of 60, and a turnover rate of 8.1%*2, the future labor shortage is even more serious than in other industries.



Worker shortages due
to falling laboring
population

Issues in the Rental Housing Industry

ITANDI's Value Promise

Provide accurate information in
real time

Marketplace

Streamline operations to promote
DX

**SaaS tailored to the rental
housing industry**

Notes:

1. Taken from *Real Estate Industry Vision 2030*, Ministry of Land, Infrastructure, Transport and Tourism

2. Taken from *2020 H2 Employment Trends Survey*, Ministry of Health, Labour and Welfare

ITANDI's Service Overview

■ Rollout services in both SaaS and marketplace to achieve Vision.

■ Each service shares real-time property data and has established its own position.

To provide a platform that connects people with living

SaaS

ITANDI BB +



For management companies



For real estate agencies



Marketplace

ITANDI BB



Real estate industry professionals' website

OHEYA GO
オヘヤゴー



House-hunting website (self-view)

ITANDI

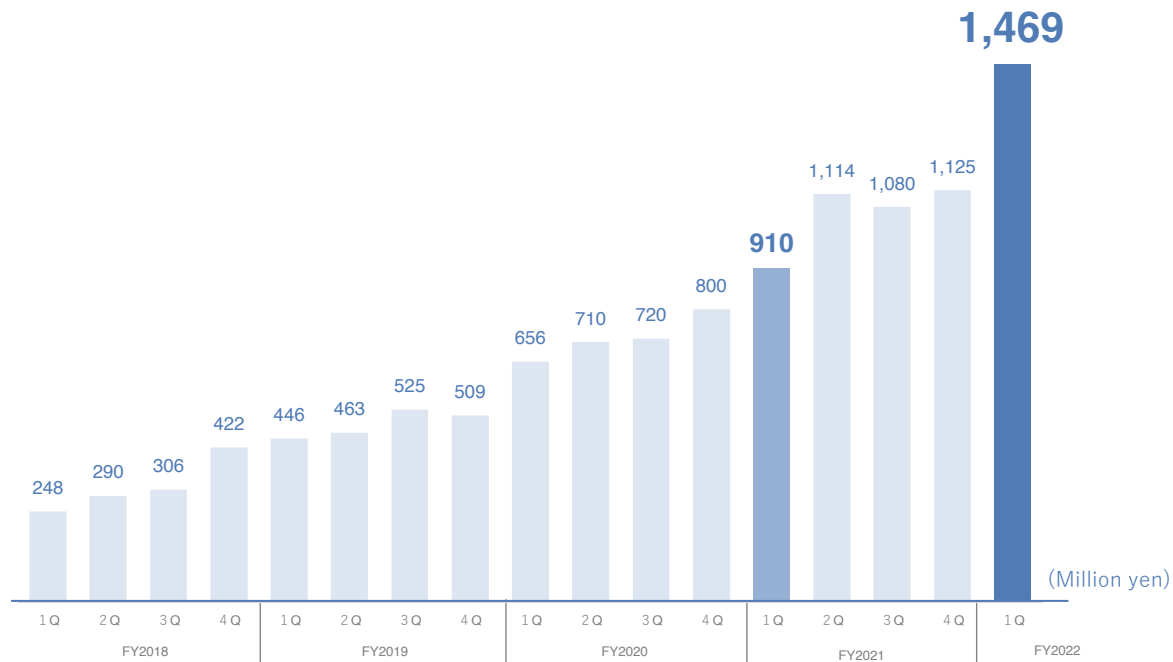
Sustainable Growth in the SaaS Business

■ ARR was up 61% year-on-year due to growth in the main services of SaaS for management companies and SaaS for real estate agencies.

ARR Growth

*1,2

+61% YoY



Notes:

1. Annual Recurring Revenue. Calculated by multiplying the end of quarter MRR by 12.
2. Comparison of ITANDI BB+ ARR as of January 2021 and January 2022.

ITANDI Three Growth Driving Factors

- Growing market needs
- ITANDI BB network effects
- Expansion of service lineup



ITANDI Growing Market Needs

■ There is high demand among both prospective tenants and real estate businesses to move to digital contracts. Revisions to the Real Estate Brokerage Act, which will come into force May 2022, are expected to further elevate demand.

High Expectations for Digital Contracts before Enforcement

Prospective tenants



Real estate businesses



Notes:

1. Source: *Survey on the intention to use digital contracts in rental agreements*, ITANDI, Inc. (2021)

The percentage of respondents who answered they "Want to use digital contracts" in answer to the question, "After revisions to the law come into effect, you will also have the choice of using digital contracts for signing rental agreements. In which case, what form of contract do you want to use?"

2. Source: *Survey on DX Promotion in the Real Estate Industry*, Joint project between 7 real estate tech companies and 1 organization (2021).

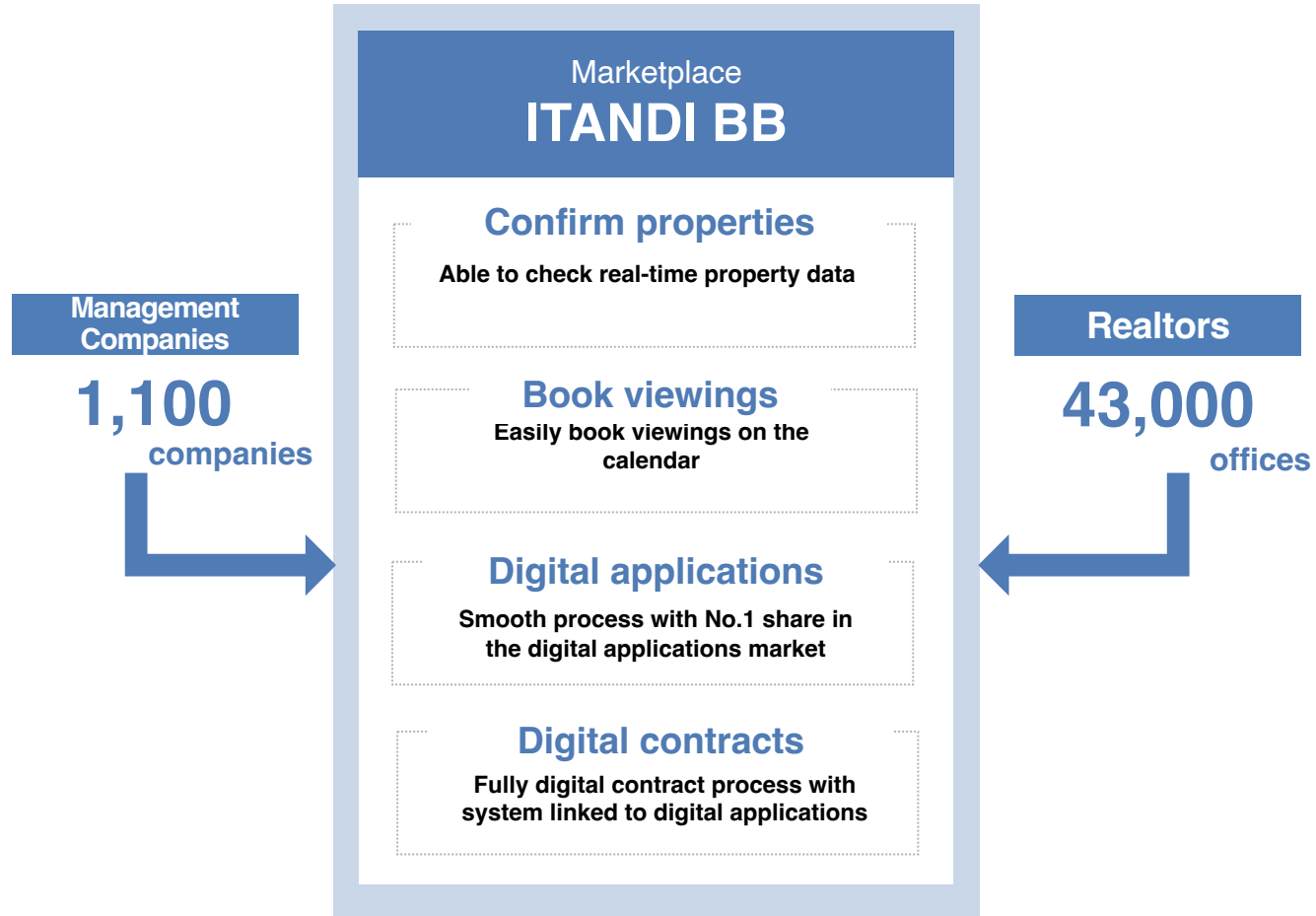
The percentage of respondents who answered "Making preparations to move" (30%), "Will move after assessing the situation" (33%), "Want to move but unsure about operations" (10%), or "Want to move but unsure about what system to use" (10%) in answer to the question, "Digital reform bills have been passed at the plenary session of the House of Representatives with revisions coming into effect for the real estate industry regarding the digitization of documents (Articles 34, 35, and 37). Are you making preparations for a move to digital contracts?"

ITANDI

What is ITANDI BB?

■ A marketplace that makes transactions more efficient by matching management companies that list vacant properties with real estate agencies that want to introduce properties to consumers.

■ Increases market share by differentiating with features not available on other real estate websites, such as real-time property information confirmation, viewing reservations, digital applications and digital contracts.



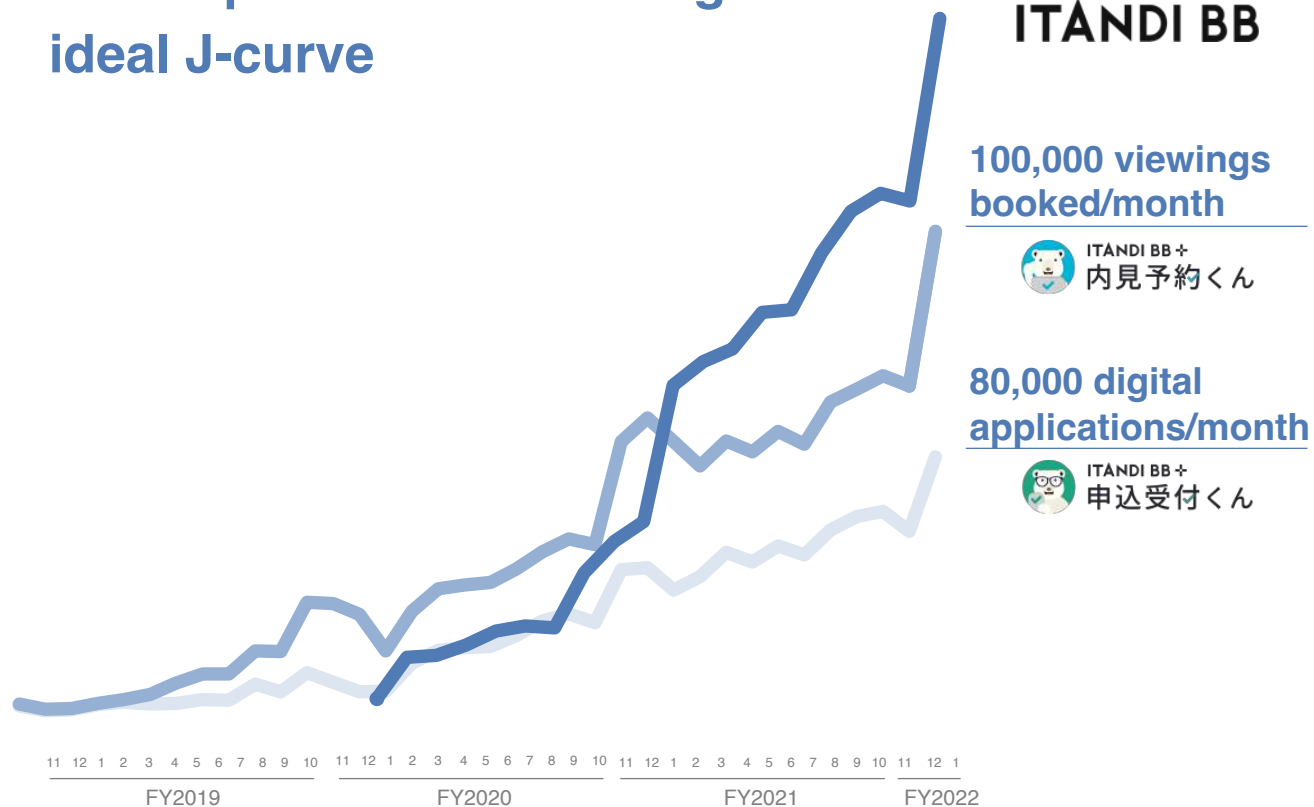
ITANDI ITANDI BB Network Effects

■ Number of real estate agencies browsing (PV), viewing reservation, and digital tenant applications grew exponentially as number of properties listed on ITANDI BB increased.

■ With the growth of ITANDI BB comes increased sales and streamlining for management companies using SaaS, driving further increase in the number of companies wanting to use SaaS.

■ The number of digital contracts will also become a metric after the enforcement of Digital Reform Bills.

ITANDI BB grows as a marketplace while drawing the ideal J-curve

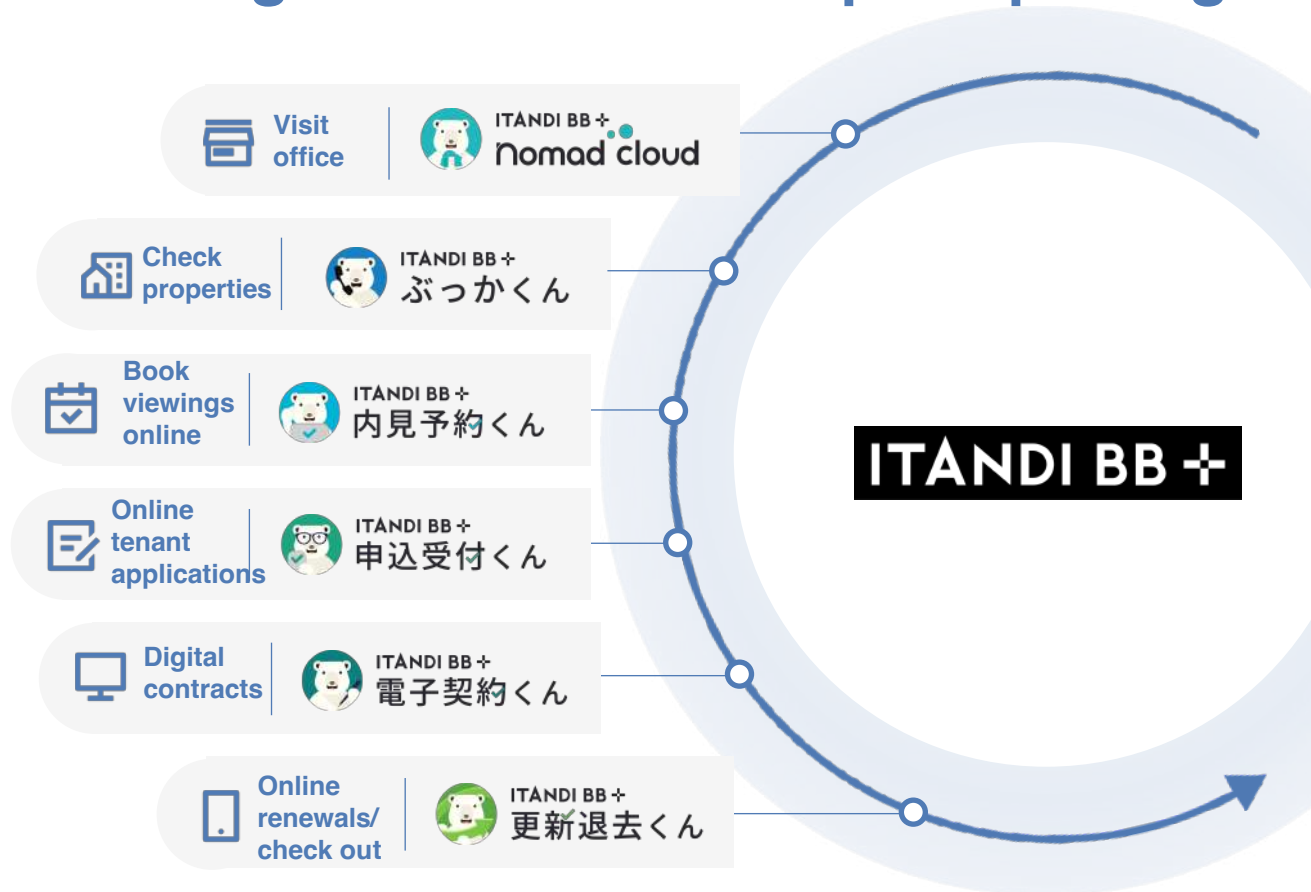


ITANDI Expanded Service Line-up

■ Expanded service line-up for real estate companies in the rental housing market.

A complete package to help digitize real estate related work.

Providing services in a complete package



ITANDI Growth Strategy

■ ITANDI BB improves convenience for real estate companies that use the book viewings and digital application features, as well as the property search function which makes use of the real-time nature of properties available, to create a competitive advantage as an inter-agency website.

■ ITANDI BB+ (SaaS) aims to improve ARPU by promoting the use of new products for existing customers while accelerating the acquisition of new customers through the network effect of the marketplace ITANDI BB.

■ OHEYAGO continuously increases the number of listed properties while taking advantage of its high level of customer satisfaction to strengthen its ability to attract customers.

Aiming for growth by honing our strengths in every area in light of future digital expansion in the real estate market

ITANDI BB

Enhancing competitive advantage with improved convenience and real-time strengths

ITANDI BB +

Leveraging ITANDI BB's network to acquire new customers and improve ARPU for existing customers

OHEYAGO

オヘヤゴー

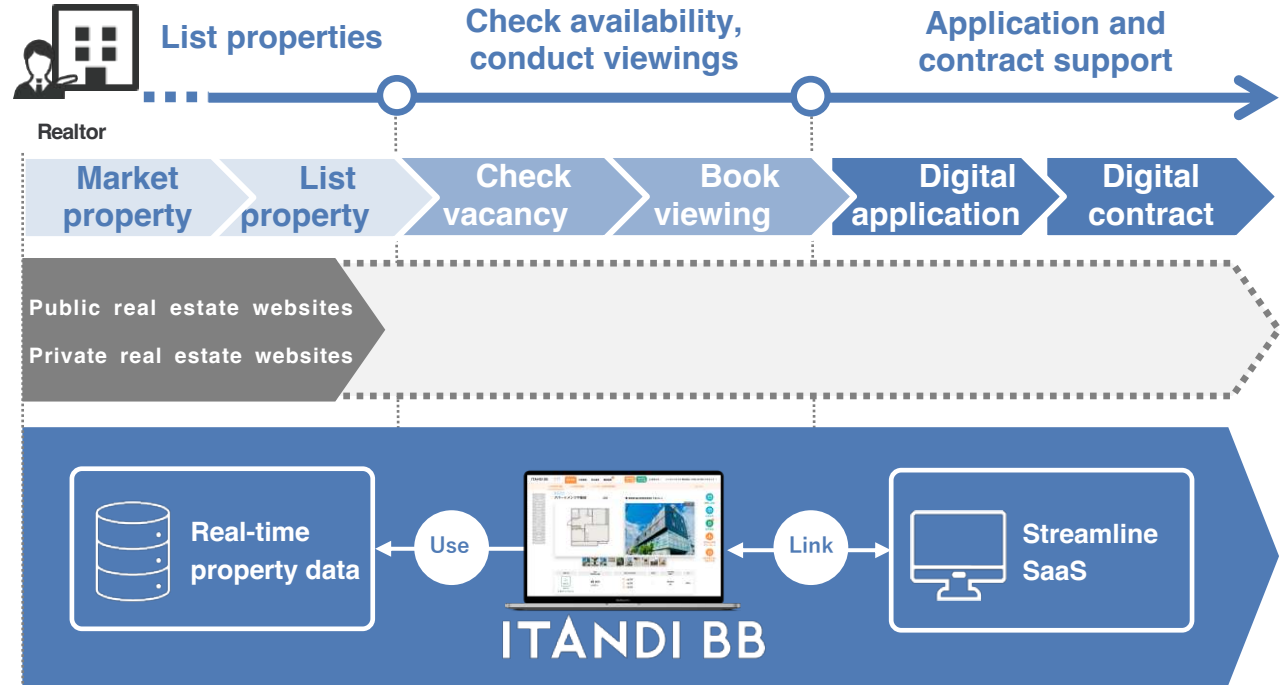
Aiming to improve ability to attract customers by running promotions that leverage high levels of customer experience

ITANDI ITANDI BB Growth Strategy

■ Enhance competitive advantage by supporting the business of real estate agencies to differentiate from other companies' public and private real estate websites through further improvements to ITANDI BB's real-time capabilities and convenience.

■ Meet the needs of SMBs (and enterprises which have been the main target to date) improved vacancy rates to increase the number of listings by utilizing website networks.

Enhancing competitive advantage with improved convenience and real-time strengths



ITANDI ITANDI BB+ (SaaS) Growth Strategy

- Roll out SaaS paid services by utilizing the network effect of ITANDI BB's 43,000 offices and 4 million PV.
- Improve ARPU while continuing to acquire new customers.
- Following on from Moshikomiuketsuke-kun and Nomad Cloud, focus on expanding sales in 2022 for Koshintaikyo-kun and Denshikeiyaku-kun.

Improving ARPU by expanding multiple services utilizing ITANDI BB's network

ITANDI BB



43,000 offices

Start to charge free users on the marketplace

Key services this year



ITANDI BB+
更新退去くん



ITANDI BB+
電子契約くん



ITANDI BB+
申込受付くん



ITANDI BB+
Nomad cloud

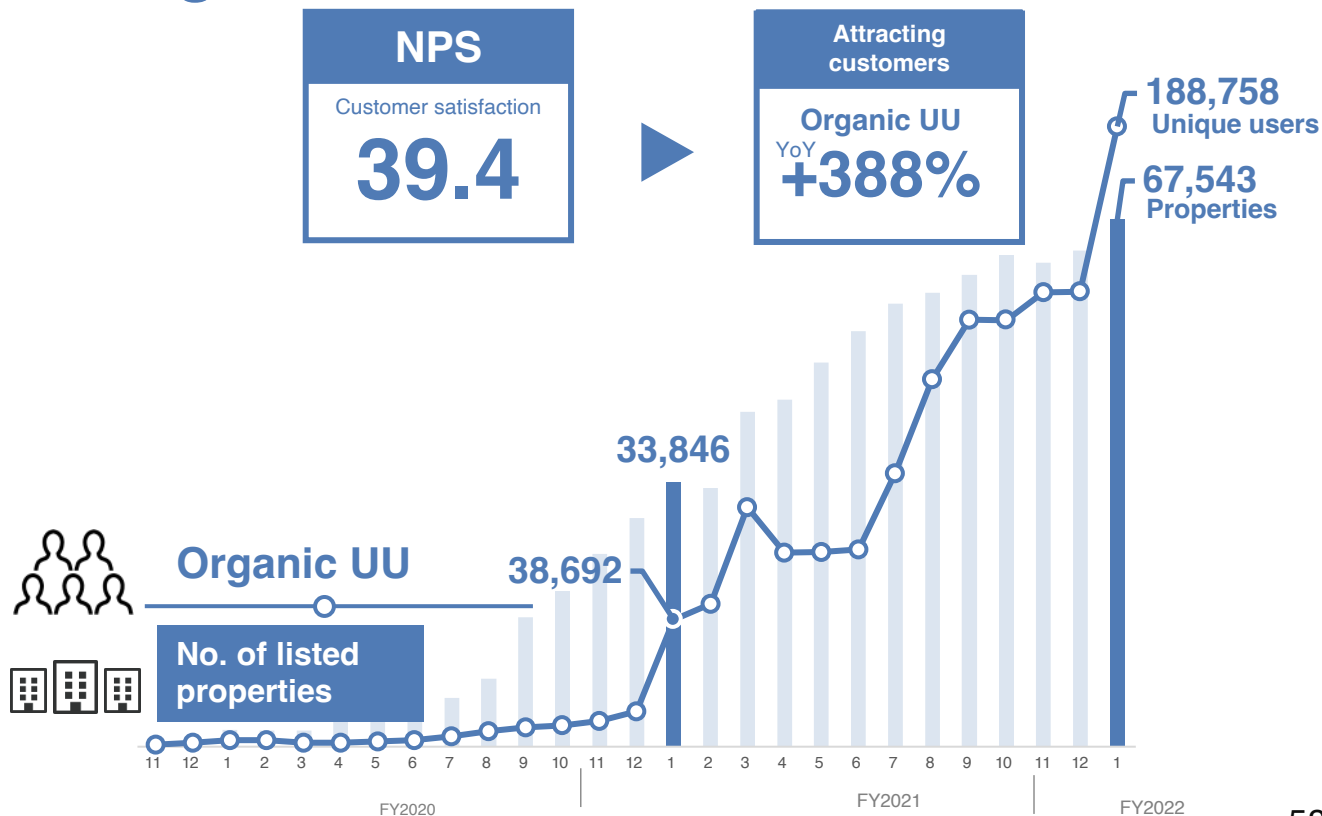
ITANDI OHEYAGO Growth Strategy

■ Obtained NPS*1 of 39.4 (the average for other companies' real estate websites is -36.7*2) with a smart property search experience using technology. 15.4 point increase from previous quarter survey.

■ As well as an increase in the number of properties, the number of unique users (UU) to the site has greatly improved with the start of the moving season.

■ Aiming for viral effect through enhanced SEO owing to increasing number of properties and marketing measures that enjoy high customer satisfaction levels.

Greater ability to attract customers with high levels of customer satisfaction



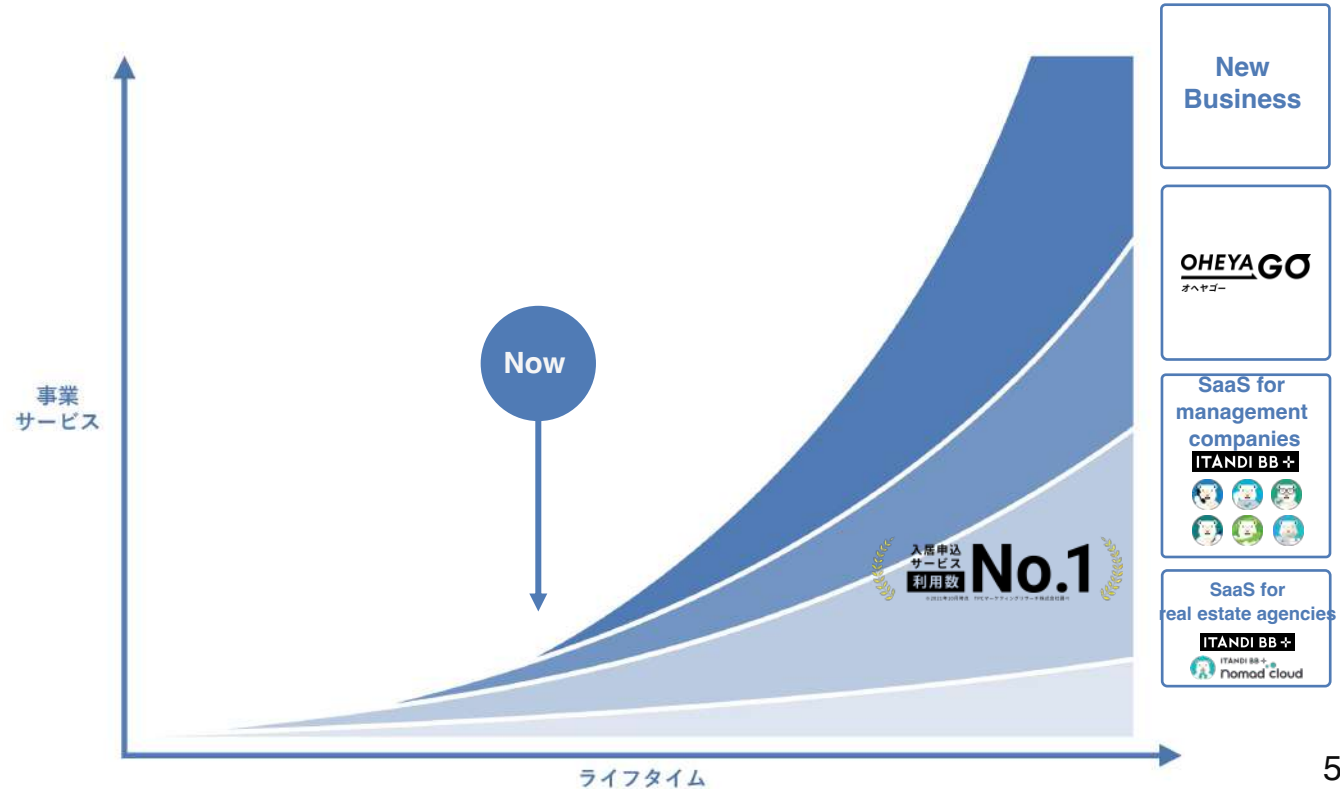
Notes:
1. Net Promoter Score, a metric used to measure customer loyalty.
2. Taken from the NPS® Benchmark Survey 2019, Real Estate Information Websites, NTTCom Online Marketing Solutions Corporation.

ITANDI

Future Expansion

■ Expand market share based on SaaS for management companies and SaaS for real estate agencies, aiming to grow as a platform essential for the real estate industry that “connects people with their lives” in the medium to long term.

Expand use of services in other businesses by leveraging customer base of Moshikomiuketsuke-kun, which has the largest number of users



Appendix

Summary of Income Statement (Consolidated)

(IFRS)

■ EBITDA

The reason why the EBITDA growth rate is larger than operating profit is due to amortization incurred on items such as lease agreements and master leases at head office, etc. recorded as right-of-use assets (real estates included) under the IFRS standards.

■ Financial costs

Interest expenses of 78 million yen on interest-bearing debt and 32 million yen in commissions related to loans and commitment lines totaled 111 million yen.

YoY comparisons

	FY2022.10 1Q ①	FY2021.10 1Q ②	Amount of change (③=①-②)	Percentage of change (①/②)
Revenue	17,339	10,329	7,009	+68%
Gross profit	2,461	1,579	881	+56%
EBITDA	417	43	373	+862%
Operating profit	△669	△722	52	---
Revenue attributable to owners of parent	△561	△587	26	---

Progress on forecast (million yen)

FY2022.10 Accumulative amount ③	FY2022.10 Result forecast ④	Achievement rate (③/④)
17,339	110,000	16%
2,461	13,200	19%
417	4,000	10%
△669	57	---
△561	△700	---

Summary of Balance Sheet (Consolidated) (IFRS)

(million yen)

■ Current assets

Increasing inventory heading into Q2, recording a quarterly net loss, and payment of corporation taxes, etc., have resulted in a decrease in cash and deposits.

■ Fixed assets

Right-of-use assets have increased due to the extension of rental lease agreement.

■ Liabilities

Increased lease liabilities (interest-bearing liabilities) related to extension of head office lease agreement.

	FY2022.10 1Q ①	FY2021.10 4Q ②	Amount of change (③=①-②)	Percentage of change (①/②)
Total Assets	48,292	48,594	△301	△1%
Current assets (Cash and cash equivalents) (Real estate for sale)	18,478 (13,024) (3,864)	19,453 (15,275) (2,836)	△975 (△2,250) (1,027)	△5% (△15%) (+36%)
Fixed assets (Investment property) (Goodwill) (Intangible assets) (Right-to-use assets)	29,814 (14,748) (5,082) (3,485) (2,644)	29,140 (15,222) (5,082) (3,451) (1,773)	673 (△473) (0) (34) (870)	2% (△3%) (+0%) (+1%) (+49%)
Liabilities (interest-bearing debt)	31,138 (26,603)	30,921 (26,100)	216 (502)	1% (+2%)
Net assets	17,154	17,672	△518	△3%
Total liabilities and net assets	48,292	48,594	△301	△1%

Voluntary adoption of International Financial Reporting Standards (IFRS)

Objectives of voluntary adoption of IFRS

■ Facilitation of fund procurement

Facilitate explanations of financial statements to overseas investors and expand fund-raising options

■ Peers comparison

Compliance with international accounting standards facilitates comparisons with global peers.

■ Improved efficiency of business management

By applying IFRS to all companies in the group, including overseas subsidiaries, indicators between companies will be unified, making business management more efficient.

JGAAP

Allowance for leave with pay

No special treatment

Evaluation method for unlisted stocks, etc.

Unlisted stocks, etc., for which it is difficult to determine the market value are left unchanged at acquisition cost (not marked to market), except in cases where they are impaired.

Accounting for goodwill

Amortization of goodwill arising as a result of M&A is not subject to amortization
Regularly amortized each fiscal year over a certain amortization period

Accounting for operating leases

BS	PL
No special treatment	Rents related to office and other lease contracts are recorded as expenses in the month they are incurred.

IFRS

Allowance for leave with pay

Provide for reserves based on the number of days of leave granted and the rate of use.

Evaluation method for unlisted, etc. stocks

All financial instruments, including unlisted stocks, etc., shall be valued at fair value by reasonably calculating their fair value.

Accounting for goodwill

Regular amortization is not implemented. However, a more rigorous evaluation (impairment test) of the value of goodwill generated as a result of M&A is conducted every fiscal year, taking into account the business conditions of the target business, future market environment, and other factors.

Accounting for operating leases

BS	PL
Present value of total rent is recorded in the balance sheet (assets and liabilities)	<ul style="list-style-type: none"> Assets are amortized every fiscal year using the straight-line method. Interest expense from liabilities is recognized each period.

FY2022.10 Assumptions for the full-year consolidated earnings forecast

FY2022.10 Budget Assumptions (Top Line)

Overall		Increase sales and market share in all businesses
RENOSY Marketplace Online transactions		Increase market share through aggressive marketing activities, continuing to expand sales. Secure business profits despite a certain amount of leeway for lower commission with priority given to expanding market share.
RENOSY Marketplace Subscriptions		Increase sales in proportion to the number of online transactions. Promote DX and improve profitability as a standalone business.
ITANDI SaaS for real estate agencies		Revenue pillar of the ITANDI. Further accelerate the pace of sales expansion by strengthening sales and other stuff/ other activities, while securing profits to fund investment.
ITANDI SaaS for management companies		Continue to prioritize expanding market share rather than short-term profits as still in investment phase. Likely to see profits in 2-3 years.
New Business		Establish business model by expanding and developing sales channels as still in business start-up phase.

FY2022.10 Budget Assumptions (Costs)

Overall		Increase personnel for sales expansion, investment in business, and M&A strategy. Maximize the effective use of management resources and avoid incurring excess costs.
RENOSY Marketplace Online transactions		Plan to increase number of employees by about 90 (up approx. 20%), mainly for sales. Costs required to expand market share, such as advertising costs, will increase.
RENOSY Marketplace Subscriptions		Although sales will increase, number of employees will increase slightly, and cost increases will be limited. Likely to see profits from the current fiscal year.
ITANDI SaaS for real estate agencies		In order to expand sales, increase number of employees by about 15 (up approx. 35%) mainly in sales and customer service, making upfront investment to accelerate sales.
ITANDI SaaS for management companies		Increase number of employees by about 50 (up approx. +55%) mainly in sales and customer service, continuing to make upfront investment to expand market share.
New Business		After setting certain rules, determine increase/decrease in personnel and investment amount according to business progress.

FY2022.10 Full-Year Consolidated Results and Earnings Forecast by Segment

Consolidate

(million Yen)

	Old Standards (JGAAP) FY2021.10	New Standards (IFRS) FY2022.10(forecast)
Revenue	85,388	110,000
Gross profit	11,447	13,200
EBITDA	1,466	4,000
Operating profit	▲ 39	57
Profit attributable to owners of parent	▲ 1,269	▲ 700

FY2022.10 Full-Year Consolidated Results and Earnings Forecast by Segment

By Sector

(million)

		FY2022.10(forecast)	FY2021.10	Year-on-Year
RENOSY Marketplace	Revenue	107,261	83,616	+28%
	Gross profit	11,837	10,334	+15%
	Sector profit	3,109	3,778	▲ 18%
ITANDI	Revenue	1,691	1,170	+45%
	Gross profit	1,340	934	+43%
	Sector profit	▲ 152	14	—

Digital Reform Bills

■ What are the Digital Reform Bills?

The digital reform bills refer not just about one specific law but to several different laws. The Bill on Development of Related Laws to Form a Digital Society relaxes rules and regulations to facilitate future use of digital means.

■ The real estate industry needs to pay attention to the review of procedures for issuing documents and affixing seals

A total of 48 laws will be amended through this review.

It is hoped that digitization in the real estate industry will accelerate with the easing of regulations, such as contract procedures that previously had to be done either in person or by post.

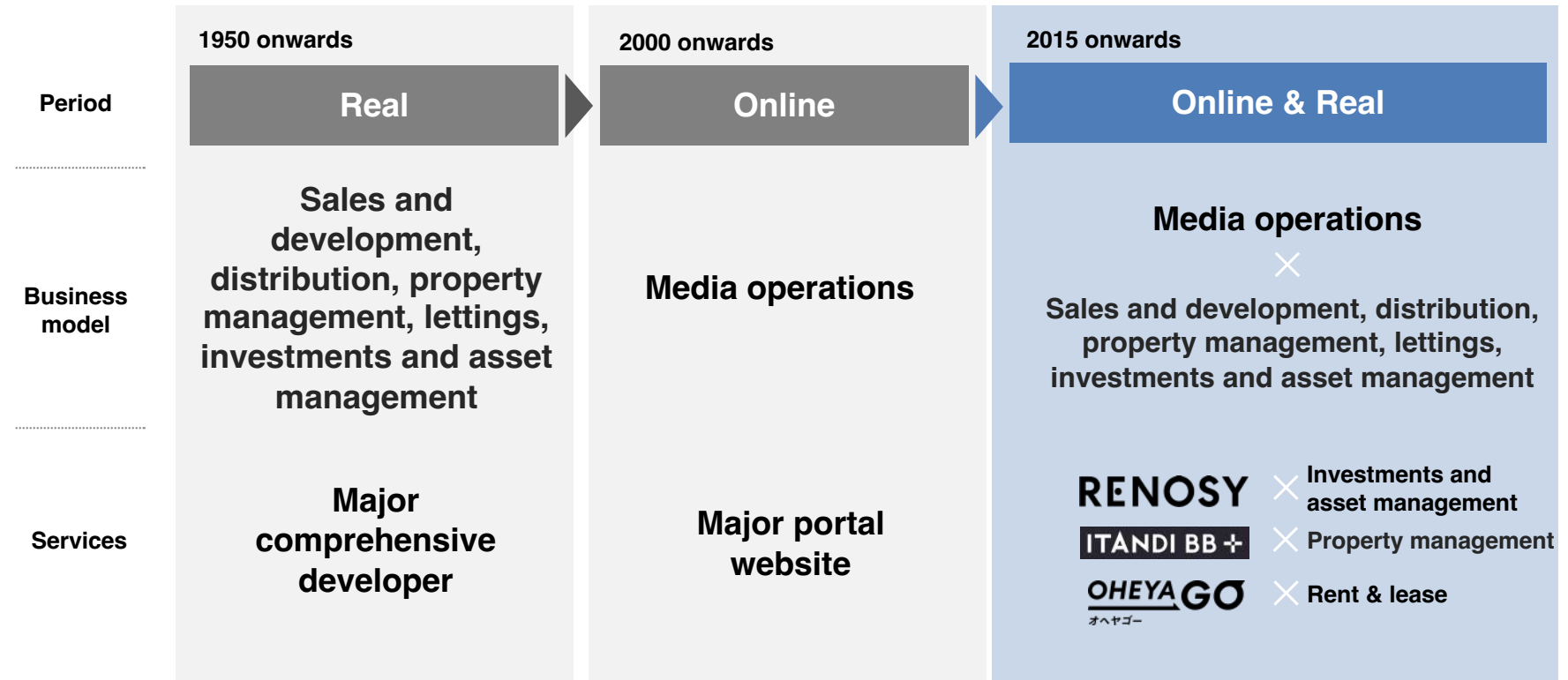
Government Trends in Bringing Real Estate Transactions Online

Application		Contract				
		Application process	Explanation of important matters	Art. 35 documents	Rental/Sales agreement	Art. 37 documents
Previously	Standard issuing of contract documents must be on paper	✓	✓	✗	✓	✗
After enforcement	All online	✓	✓	✓	✓	✓

	Now	After Enforcement of Digital Reform Bills (Revisions scheduled for May 2022)
Issuing documents on important matters	The real estate broker must have a real estate transaction specialist issue documents to parties involved to explain important matters related to the real estate transaction up until the contract is concluded. If certain conditions are met, explanations can be given by means other than face-to-face, such as by video conferencing, but important matters must be provided on paper. Furthermore, the signature and seal of the real estate transaction specialist is required for the documentation explaining important matters.	With consent from other parties involved in the transaction, documentation on important matters can be provided in digital form instead of on paper. Furthermore, the signature and seal of the real estate transaction specialist is not required.
Issuing contract documents	When a contract is concluded, the real estate broker must issue a contract that describes the contents of the real estate transaction to each party. Furthermore, the signature and seal of the real estate transaction specialist is required for the contract.	With consent from parties concerned in the transaction, the real estate contract can be provided in digital form instead of on paper. Furthermore, the signature and seal of the real estate transaction specialist is not required for the contract.

Rental and purchase contracts can be completed digitally by digitizing documents and making contracts non face-to-face by putting them online.

GA technologies Group Unique Positioning



Market Scale of Prop Tech

Rightmove (UK)
 Operates a real estate portal
 Net sales : ¥47.2B
 Operating profit : ¥35.0B

Market capitalization
893.9
 Billion Yen

KE Holdings (China)
 Operates a real estate brokerage platform
 No. 1 domestic market share in China
 Net sales : ¥1290.3B
 Operating profit : ¥52.0B

Market capitalization
2,496.5
 Billion Yen

REA Group (Australia)
 Operates a real estate website
 Advertising is main revenue like Zillow
 Net sales : ¥85.0B
 Operating profit : ¥40.0B

Market capitalization
1,522.5
 Billion Yen

Market capitalization
1,616.1
 Billion Yen

Zillow (USA)
 Operates a real estate information website
 Full-scale entry into the iBuyer area
 Net sales : ¥942.5B
 Operating profit : ▲¥39.8B

Market capitalization
616.6
 Billion Yen

Opendoor (USA)
 Operates a real estate information website
 Pioneer of iBuyer area
 Net sales : ¥927.9B
 Operating profit : ▲¥65.7B

Redfin (USA)
 Operates a real estate information website
 Operates a real estate sales brokerage
 Net sales : ¥222.4B
 Operating profit : ▼▲12.7B

Market capitalization
259.1
 Billion Yen

note1) The numbers are based on the IR report released by each company
 note2) The price is based on the data validated until 31st, Mar, 2022
 note3) Currency exchange rate: 1 dollar =112.899 yen, 1 pound =150.625 yen, 1 Australian dollar =80.513 yen (by 31st, Mar, 2022)

The Company's Board of Directors

The majority are outside directors due to strengthened governance of the Board of Directors. Moreover, in view of the diversity of management and the globalization of economic activities, the Board is composed of directors who are diverse in terms of gender, nationality, and age, etc.

Board of Directors based on Governance and Diversity

3 internal directors



**Ryo
Higuchi**

Managing Director,
Member of the Board
& CEO



**Fumio
Sakurai**

Vice President,
Member of the Board



**Dai
Higuchi**

Member of the Board

5 independent outside directors



**Ken
Kutaragi**

Outside Director



**Piotr Feliks
Grzywacz**

Outside Director



**Tomohisa
Matsuba**

Outside Director
(Auditory and supervisory
committee member)



**Toshiro
Kuwabara**

Outside Director
(Auditory and supervisory
committee member)



**Saori
Sato**

Outside Director
(Auditory and supervisory
committee member)

The Team Driving Our Technology

The team leading the way in solving real estate issues with technology, improving productivity and convenience in all real estate operations, and achieving technology-driven corporate growth.



**Shinpei
Noguchi**

COO

A graduate of Waseda University, he won a business contest organized by the university and gained work experience while still attending university. After graduating, he established his second company, a web media company, and later sold it to a listed company.

2014 Joined ITANDI as executive officer
2018 Appointed as representative director of ITANDI
Appointed as executive officer of the Company
2019 Appointed as Chief Product Officer (CPO)
2021 Appointed as Chief Operating Officer (COO)



**Hiroshi
Tabuki**

CMO

Joined Imagineer after graduating from Meiji University. Worked in planning and marketing. Engaged in business development and management at Kakaku.com. Served as marketing executive at an IT startup company. **Had been working on the planning and the development of RENOSY Marketplace's system as well as the semi-auto system for the purpose of improving customer engagement.**

2018 Joined the Company
Responsible for Product Planning and Marketing Division
2020 Appointed as Chief Marketing Officer (CMO)



Akira Endo

CTO

After graduating from Gakushuin University, he joined a leading securities system development company.

He served as the chief technology officer of a venture company specializing in reunion services. Later, he joined GungHo Online Entertainment and worked in system development. Had been working on the development and the operation of CRM, SFA that are assisting to improve the work efficiency of the sales.

2018 Joined the Company
Responsible for new graduate engineer training team
2020 Appointed as executive officer (CDO)
2021 Appointed as Chief Technology Officer (CTO)



**Hirohisa
Inamoto**

CAIO

Joined Ricoh after completing graduate school at Osaka University. Engaged in R&D on image processing and recognition technology. In charge of launch of "theta360.biz" virtual reality service for real estate.

2017 Joined the Company
Developed real estate service automation system utilizing AI/RPA.
2019 Appointed as Chief AI Officer (CAIO)
Appointed as Head of AI Strategy Center

Issues Addressed by the GA technologies Group

■ The issues with housing (real estate) include increasing vacancy ratio, aging housing stock, information asymmetry, non-transparent pricing and fees, an analog (non-digital) industry, vertical industry structure, and complicated transactions.

■ The GA Technologies Group is aiming to create highly transparent, smooth, user-friendly real estate transactions by utilizing technology to solve three of the above real estate issues, namely: analog, information asymmetry, and user experience. By tackling these problems, we also hope to solve some of the broader social issues.

Solutions to social issues

- Contributing to the SDGs through business (reducing emissions by digitizing documents, etc.)
- Getting prepared with real estate in an age of longevity (asset formation)
- Housing problems due to declining birthrate and aging population

Solutions to real estate issues

- Low productivity analog work
- Information asymmetry
- Poor user experience

Consideration for the global environment

Creating a safe and secure trading environment

Contributing to society through sports

Contribution to sustainable urban development

Creating rewarding workplaces

Strong governance and compliance



GA technologies Group Sustainability Strategy

GA technologies Group Sustainability Initiatives

Consideration for the global environment



By contributing to the real estate industry through the digitization of real estate transactions in-house (GA technologies) and SaaS services provided through the ITANDI, the amount of paper generated in real estate transactions has been reduced by about 6.55 million sheets per year. Contracts are likely to be fully digitized after revisions have been made to digital contract law scheduled for May 2022.



* Reduced a total of 2.68 million sheets of paper annually

ITANDI BB+ 申込受付くん
Approx. 3.87 million sheets of paper reduced per year

ITANDI BB+ 電子契約くん
ITANDI BB+ 更新退去くん

Expect further acceleration with the start of e-contracts next year and new products launched this summer

Contribution to sustainable urban development



Measures have been developed based around three sustainability themes to contribute to sustainable urban development through revitalization and minimum renovation of pre-owned real estate, mainly at GA technologies and RENOSY ASSET MANAGEMENT.

Pre-owned condominium sales*



Participation in the implementation of video conferencing for explanations for new tenants promoted by MLITT*



Reducing vacancies with minimum renovation for rental condominiums



Before



After

No. of renovations: 163 (of which, 130 are minimum renovations)

* Ministry of Land, Infrastructure, Transport and Tourism

GA technologies Group Sustainability Initiatives

Creating a safe and secure trading environment



The GA Group aims to conduct highly transparent real estate transactions with technology, providing the following trading platforms and systems to improve market soundness.



OHEYAGO
Property website with no listings for properties already concluded



MORTGAGE GATEWAY
Loan screening platform to prevent data tampering

Creating rewarding workplaces



Various systems and initiatives have been implemented to allow a diverse range of work styles and encourage active participation so that employees can work with pride and enthusiasm. Such efforts have been highly rated.



Selected as best company in the medium-sized business category in the Best Workplaces awards



Awarded 3.5 stars in the Nikkei Smart Work Management Survey

Contributing to society through sports



We support people who continue to challenge themselves to achieve their dreams in the field of sports by supporting professional sports teams, educational institutions, and hiring para-athletes. We also work to foster a sports culture within the company.

Kawasaki Frontale top sponsor



* 2021 season winners of the Meiji Yasuda J1 League league

Para-athlete employees



* Two employees participated in the Tokyo 2020 Paralympic Games

Sports Yell Company



Strong governance and compliance



In addition to the existing governance system, a team in charge of incident response called GA-CSIRT (Computer Security Incident Response Team) has been established. The GA Group is also joining the Nippon CSIRT Association and strengthening its focus on cybersecurity.



Company Overview

Established	March 12, 2013
Head Office	40F Sumitomo Fudosan Roppongi Grand Tower, 3-2-1 Roppongi, Minato-ku, Tokyo
Capital	7,220,574,649 Yen (Jan. 31, 2022)
Number of employees*1	726 (Jan. 31, 2022)
Business Description	<ul style="list-style-type: none"> • Development and operation of the online real estate service platform "RENOSY" • Development of SaaS type of BtoB PropTech products
Directors	<p>President, CEO and Representative Director: Ryo Higuchi</p> <p>Vice President, Member of the Board: Fumio Sakurai</p> <p>Member of the Board: Dai Higuchi</p> <p>Outside Director: Ken Kutaragi, Piotr Feliks Grzywacz</p> <p>Director, Audit & Supervisory Committee Member: Tomohisa Matsuba (outside), Toshiro Kuwabara (outside), Saori Sato (outside)</p>

*1. Excluding officers, contract employee, part-time workers, and interns at consolidated subsidiaries.

Disclaimer

This material contains forward-looking statements, which are based on current expectations, forecasts and assumptions that involve risks.

These forward-looking statements contain uncertainties, and actual results may differ substantially from these statements.

These risks and uncertainties include general industry and market conditions as well as Japanese and international economic conditions such as changes in interest rates and exchange rates.

GA Technologies has no obligation to update or correct the forward-looking statements contained in this material, regardless of any new information, future events, etc.

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