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## **Notice on Strengthening Our Sales Structure for the Expansion of the Real Estate Fund Business**

Financial Products Group Co., Ltd. (FPG) focuses on strengthening our sale structure to achieve further growth of the Real Estate Fund Business, which is rapidly expanding as our second business pillar. As part of this effort, we are pleased to announce that all of our 13 sales offices have now been designated as offices (head office or branches) under the Building Lots and Buildings Transaction Business Law.

One of the core strengths of FPG is our ability to develop competitive products by taking full advantage of its group synergies. The Premium Asset Series, the real estate fractional ownership investment products in the Real Estate Fund Business, utilizes the trust beneficiary right of FPG Trust Co., Ltd., a wholly owned subsidiary of FPG, and is designed for our customers aiming for asset management and succession of assets as a product that enables small lot investments as low as 10 million yen in a prime real estate in the heart of Tokyo and other major cities in Japan.

Since the sale of the Premium Asset Series requires a qualified real estate transaction agent to provide our customers with explanations of important matters (about properties and terms and conditions, etc.), an increase in the number of offices (branches) required under the Building Lots and Buildings Transaction Business Law, where full-time real estate transaction agents are appointed, was an essential condition for the expansion of our business. Therefore, FPG have long encouraged our employees to obtain real estate notary qualifications and actively recruited salespeople with such qualifications. As a result of these efforts, we now have full-time real estate transaction agents at all of our 13 sales offices, and all 13 offices have become offices (head office or branches) under the Building Lots and Buildings Transaction Business Law.

FPG is also focusing on improving the efficiency of contract work, which continues to increase with the expansion of the Real Estate Fund Business, and in 2021 introduced an online explanation of important matters using the internet and other means, known as *IT Jusetsu*. Furthermore, the Building Lots and Buildings Transaction Business Law, as amended by the Law Concerning the Establishment of Related Laws for the Formation of a Digital Society, will come into force in May, 2022, making it possible to provide various documents pertaining to sales contracts for the Premium Asset Series, including disclosure statement of important matters, which were required to be delivered even for *IT Jusetsu*, by electromagnetic means (paperless) by obtaining customer approval. Therefore, we are planning to introduce an even more efficient non-personal contract procedure system in the future.

As a leading company of the real estate fractional ownership investment products, FPG will continue to aggressively acquire attractive real estate in a prime location in the city centers and provide new real estate investment opportunities to our customers nationwide, and strive to develop new products by leveraging the synergies of our group.