



# Financial Update

## FY2022

May 12, 2022

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**e-Seikatsu Co., Ltd.**  
**(Tokyo Stock Exchange Standard Market**  
**Stock code: 3796)**

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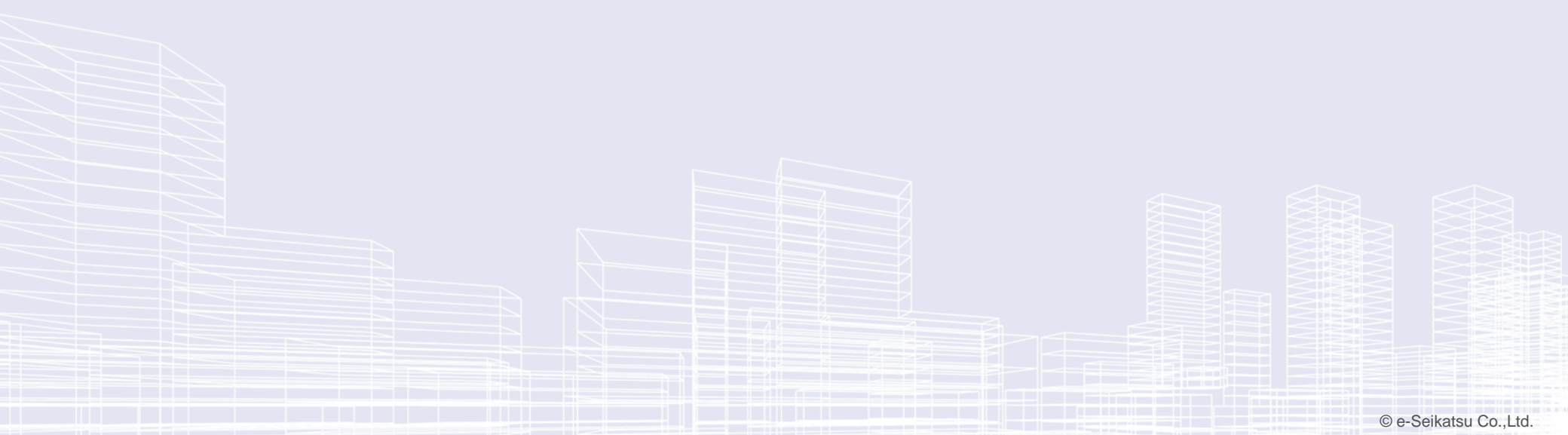
**We bring more "happiness" and "good life"**  
**by transforming real estate market with technology.**

Some of the material is machine translated.

# Table of Contents

1. Business Summary
2. Full-Term Results
3. Earnings Forecast and Future Prospects
4. Recent Business Overview

# 1. Business Summary





Technology × Real Estate Field

Mission

**Making the real estate market,  
which is related to “housing” as the bedrock for daily lives of  
people, more satisfying for all participants.**

Vision

**Building an essential integral information infrastructure  
for the real estate market, where a variety of information on real estate  
is put together.**

Offering **Vertical SaaS** specialized in the real estate business.

Characteristics of the real estate market

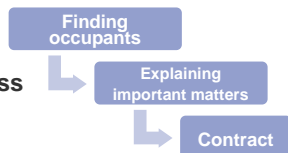
Overwhelming majority is small and medium-sized business operators



They exist across the country.

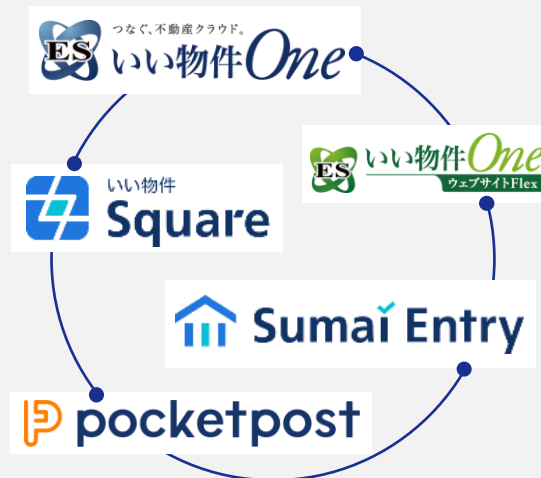


Every company has similar business flows determined by the laws.



Providing **seamless SaaS** products

Business support system that fully covers rental brokerage, rental management and sales brokerage



In addition to subscriptions, we also provide solutions services such as Support in installation.

## Subscription service

- ✓ **Extensive coverage of market needs**

Monthly fees for cloud/SaaS

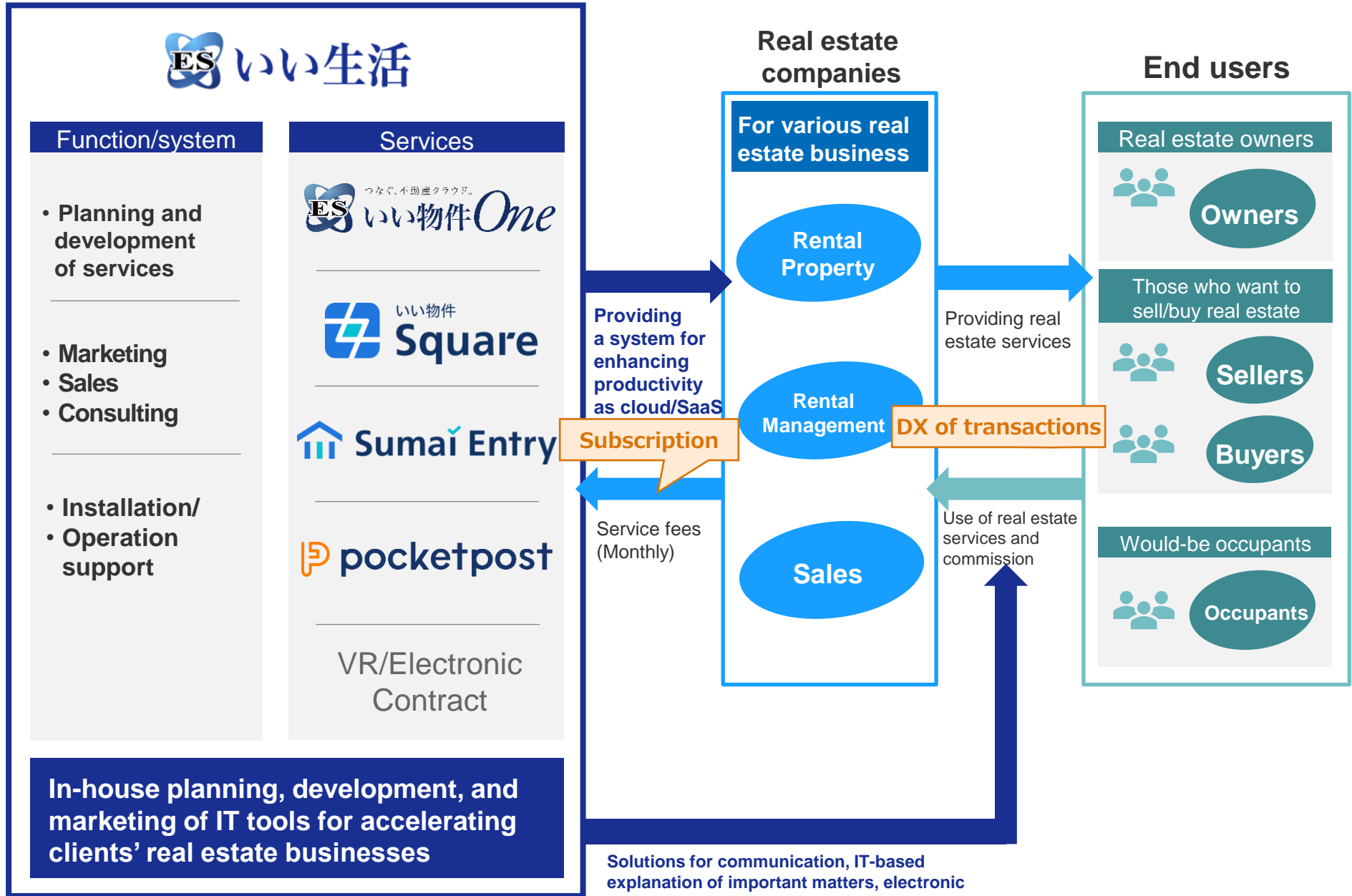


Complementing customer needs that cannot be covered by standard models

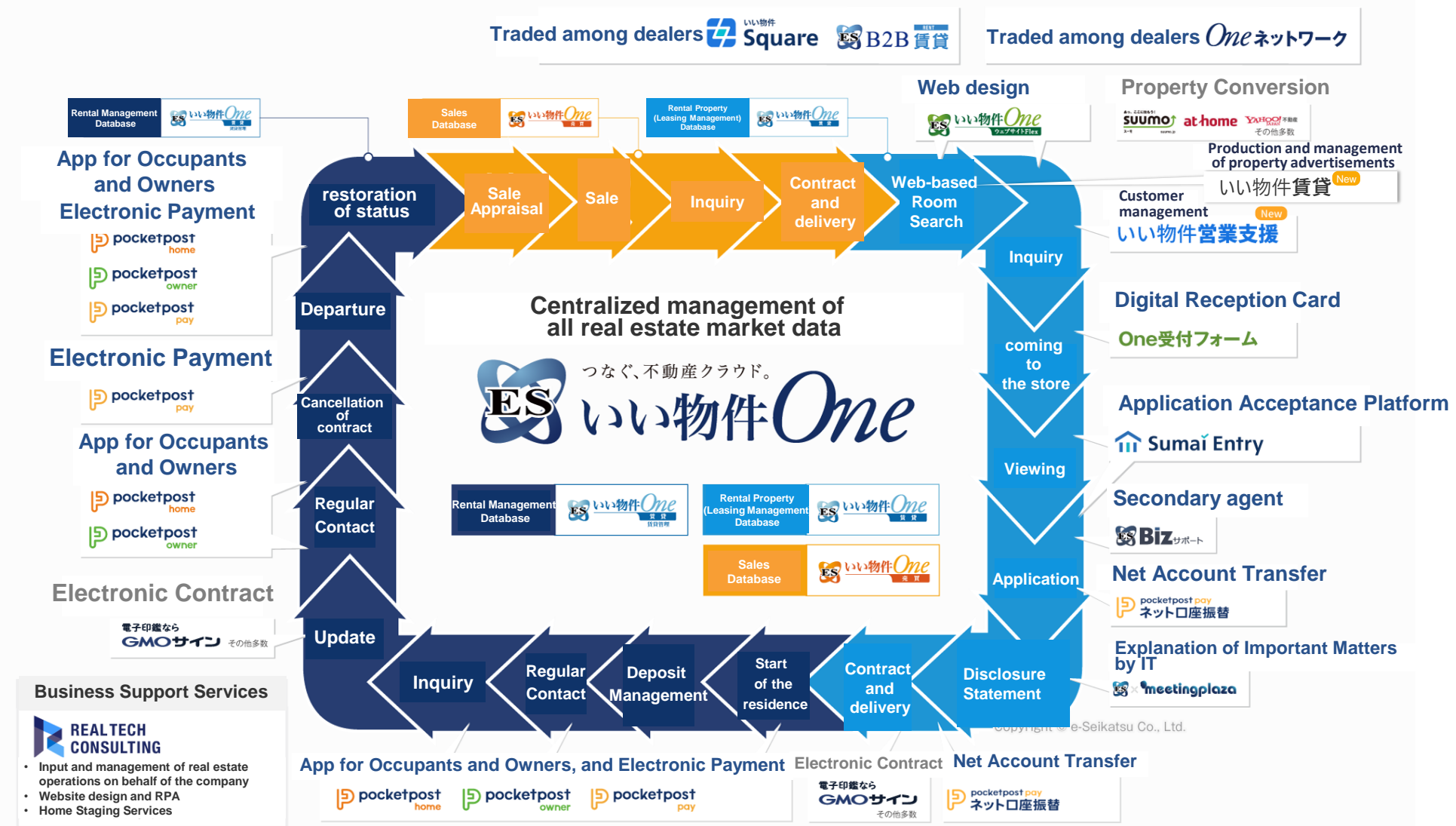
## Solution service

- ✓ **Deeply meet the individual needs of each customer**
- Initial setting fees for cloud and SaaS systems
- Support for installing and operating our cloud/SaaS (BPO)

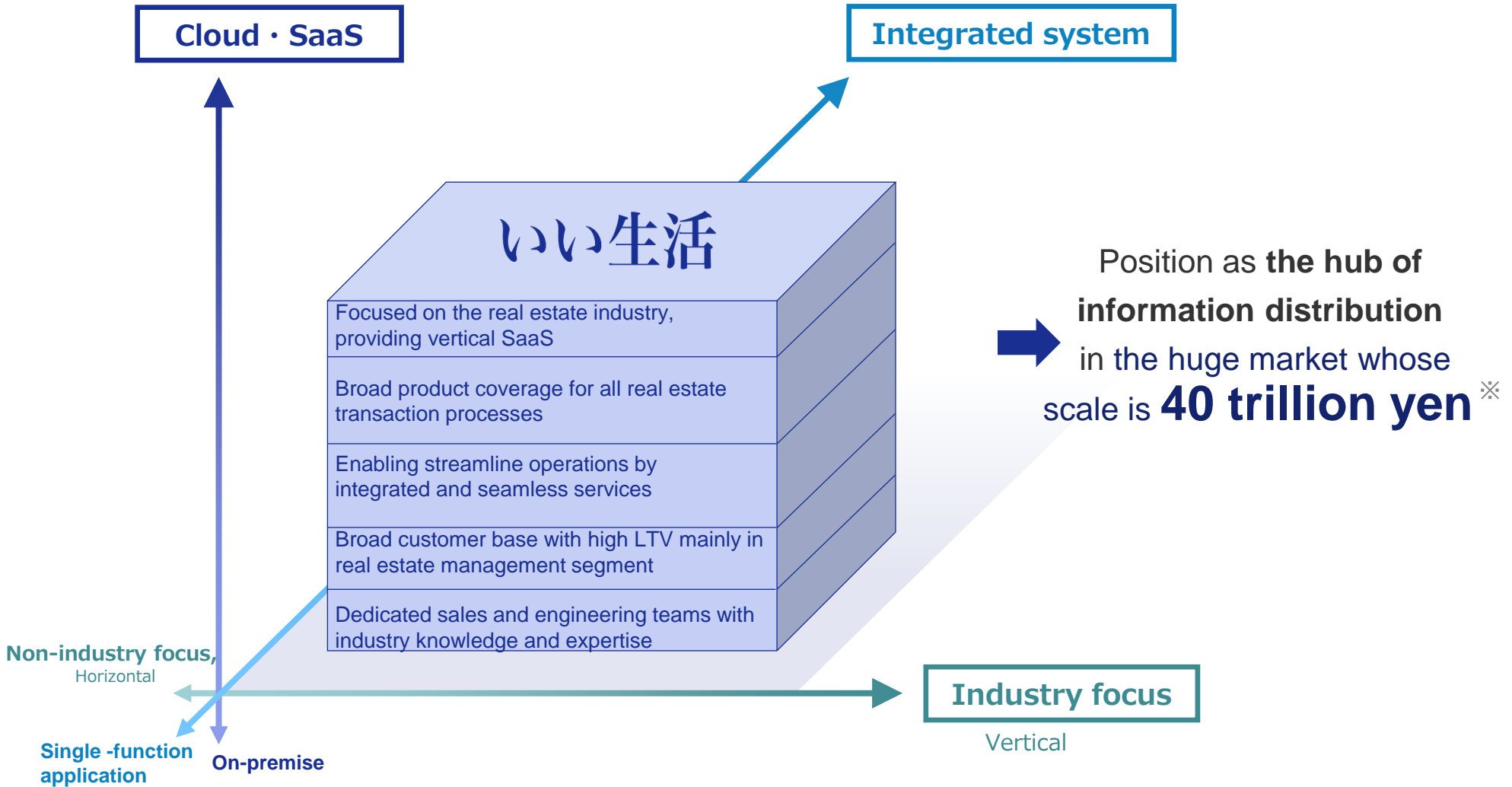
\*According to "Statistics of Real Estate Industry in 2020" (Real Estate Transaction Promotion Center), real estate enterprises with 4 or less employees account for about 86% of the total number of real estate enterprises: 353,558 (as of 2014).



Providing "seamless" SaaS products to be used throughout real estate transactions.



**Focused on the real estate market × Cloud · SaaS × Unified management**  
**= Sustainable competitive edge**



\* According to the "Statistical Survey on Corporations in Fiscal 2019" of the Ministry of Finance, the annual sales of the realty business amounted to 45,383.5 billion yen.



## 2. Full-Term Results



## Net Sales

**2,434** million yen <sup>YoY</sup> (+9.9%)

## Subscription sales ratio

**84.4%** <sup>Previous term</sup> (87.2%)

## Number of Fee-paying Client Companies

**1,457** companies

(+30 companies compared to March of the previous year)

**4,406** stores

(+176 stores compared to March of the previous year)

## ARPU (Average Revenue Per User)

Approx. **119** thousand yen

(Approx. 117 thousand yen in March of the previous term)

## EBITDA

**600** million yen <sup>YoY</sup> (+17.7%)

## Operating profit

**165** million yen <sup>YoY</sup> (+138.4%)

## Subscription gross profit margin

**60.0%**

(55.6% in the same period of the previous term)

## MRR churn rate

**△0.68%**

※This value becomes negative, when the increase in MRR due to up-selling exceeds the decrease in MRR due to cancellation in the month concerned (negative churn)

\*1 Figures rounded down to the nearest million yen. Ratios rounded to the nearest decimal place.

\*2 Subscription sales are earned continuously on a monthly basis unless customers apply for cancellation, and include monthly charges for cloud and SaaS services. They are our monthly recurring revenues (MRR).

\*3 ARPU (average revenue per user) is calculated by dividing "subscription sales" in March2022 by "the number of subscribed companies" in the same month and rounded down to the nearest thousand yen.

\*4 Subscription gross profit margin is the gross profit margin of "subscription sales," excluding "solution sales."

\*5 Subscription sales ratio is the ratio of "subscription sales", which is recurrent revenue such as monthly charges for cloud and SaaS, to total sales.

\*6 MRR churn rate is the number of MRRs (including existing changes) lost in March 2022 divided by the MMR of February 2022. \*7 EBITDA = Operating profit + Depreciation

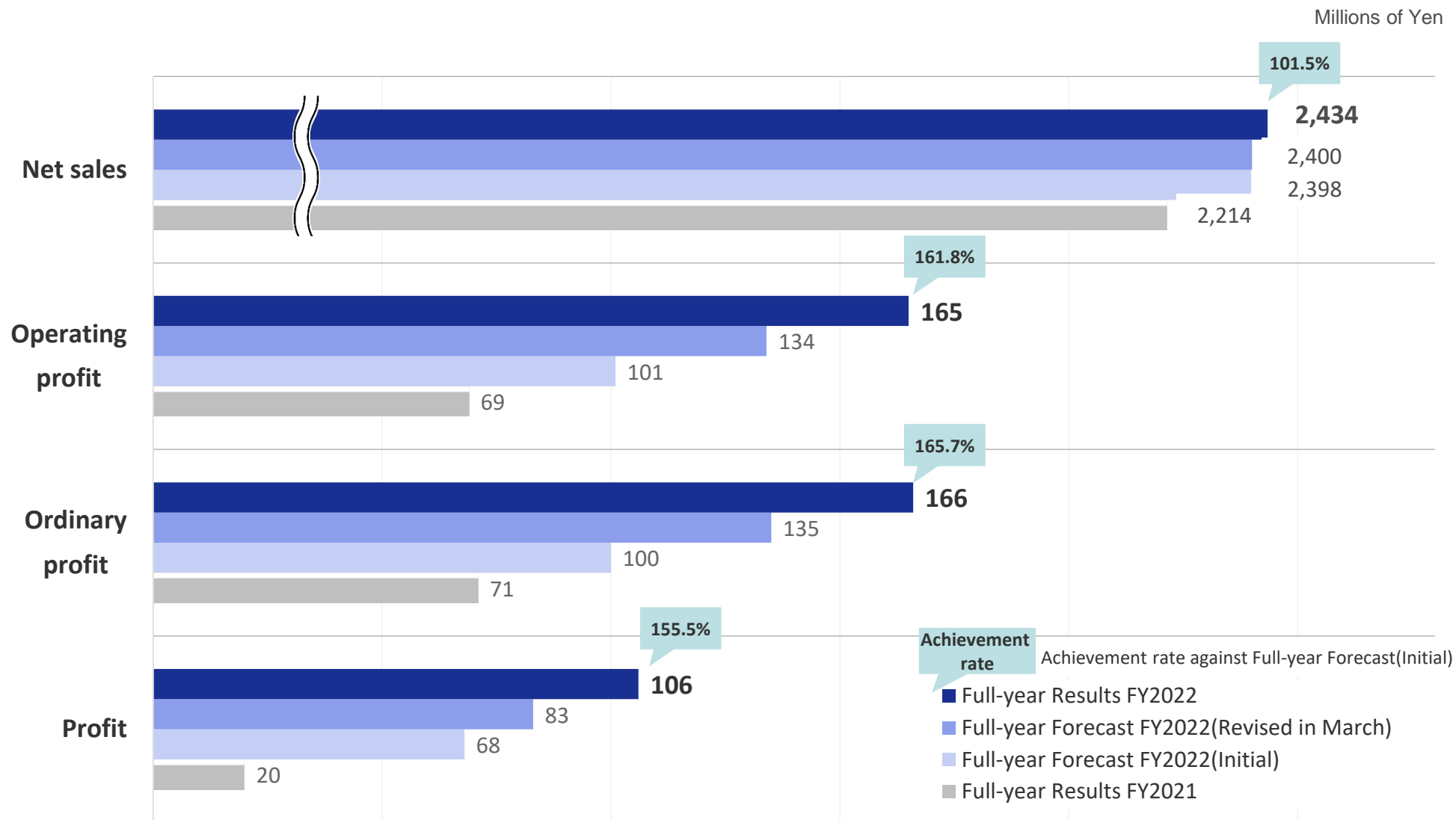
Millions of Yen

	<b>Results</b>	<b>FYE 2022</b> Revised Forecast in March	<b>Initial forecast</b>
Net sales	<b>2,434</b>	<b>2,400</b>	<b>2,398</b>
Operating profit	<b>165</b>	<b>134</b>	<b>101</b>
Ordinary profit	<b>166</b>	<b>135</b>	<b>100</b>
Profit	<b>106</b>	<b>83</b>	<b>68</b>

#### Dividend per share

Full-term dividend (forecast) (FYE March 2022)	<b>5.00</b> yen
Full-term dividend (result) (FYE March 2021)	<b>5.00</b> yen

\* Figures rounded down to the nearest million yen.



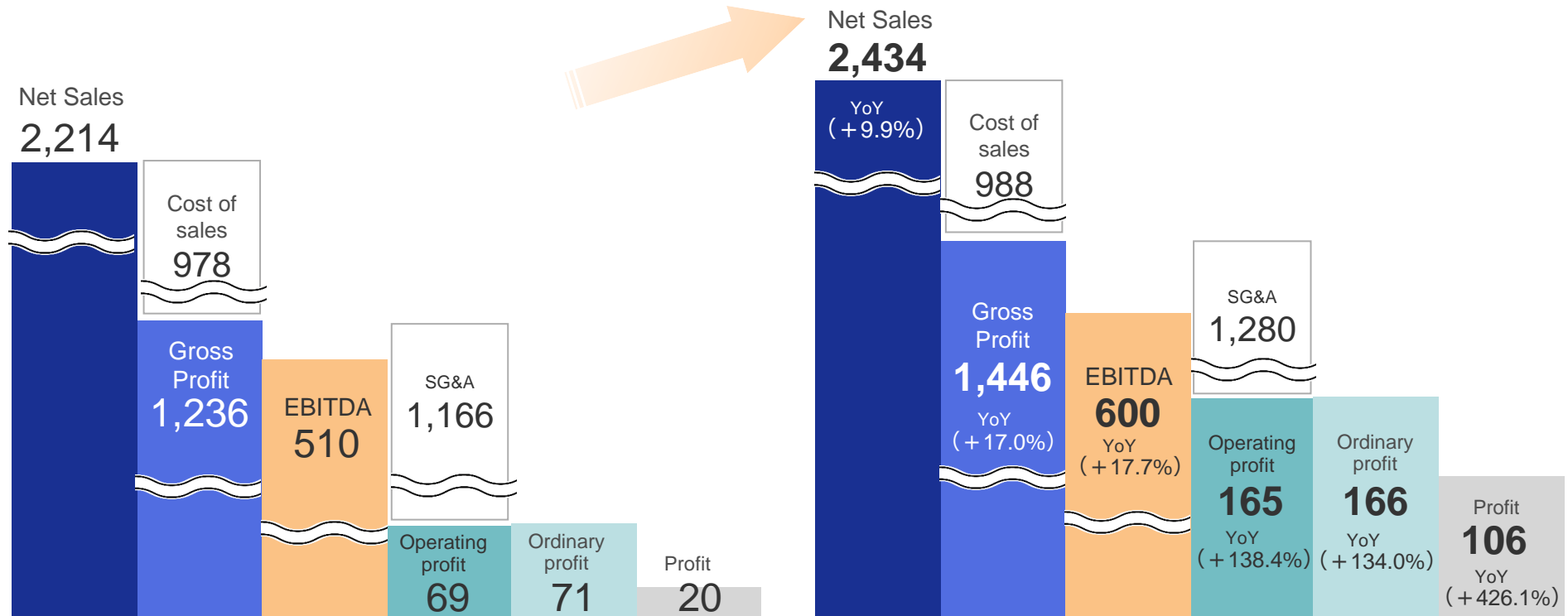
\* Figures rounded down to the nearest million yen.

FY2021

FY2022

(Consolidated)

Millions of Yen

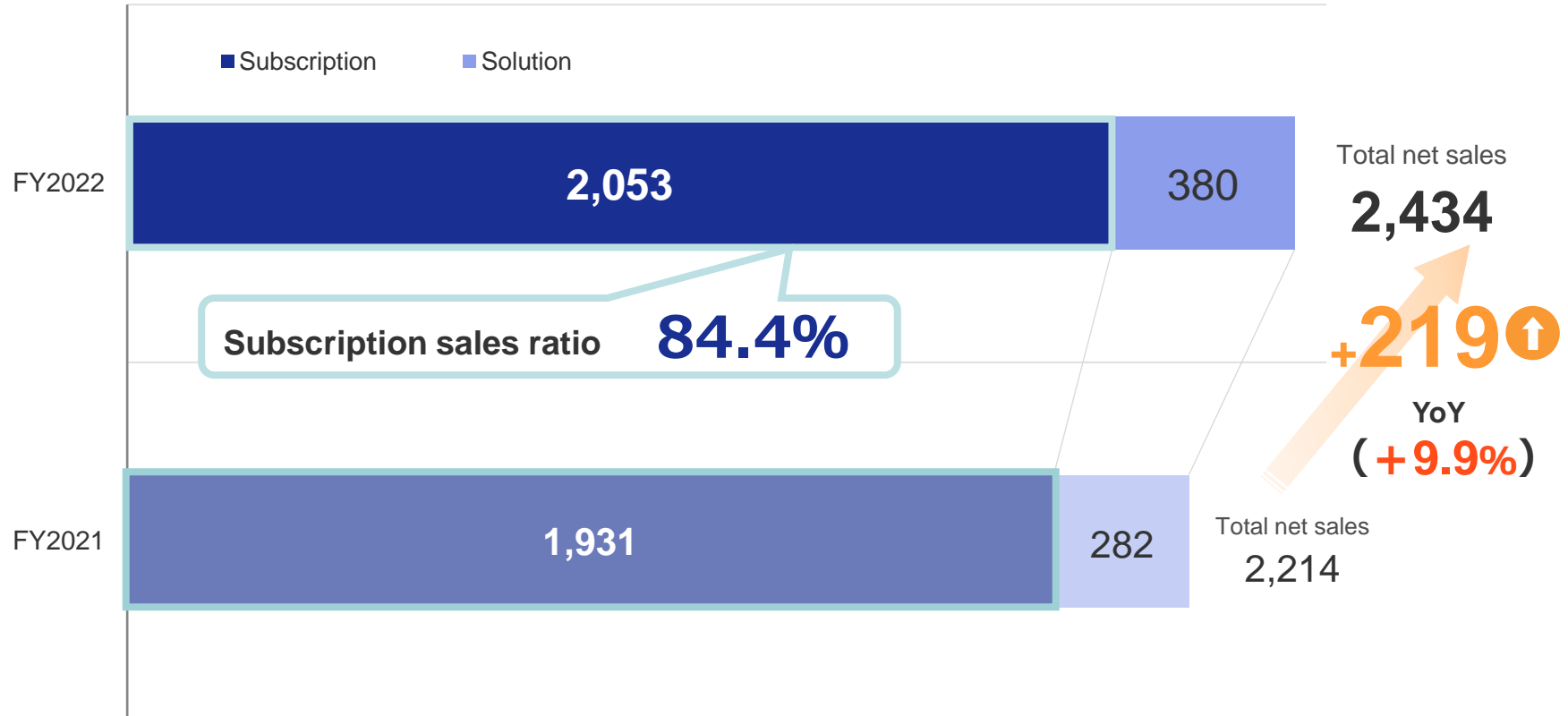


- Net Sales increased by 9.9% on YoY to 2,434 million yen.
- Gross margin rose 17.0% and Operating profit rose 138.4%.
- Profit rose 426.1%.

\* Figures rounded down to the nearest million yen.

## Breakdown of Net Sales

Millions of Yen



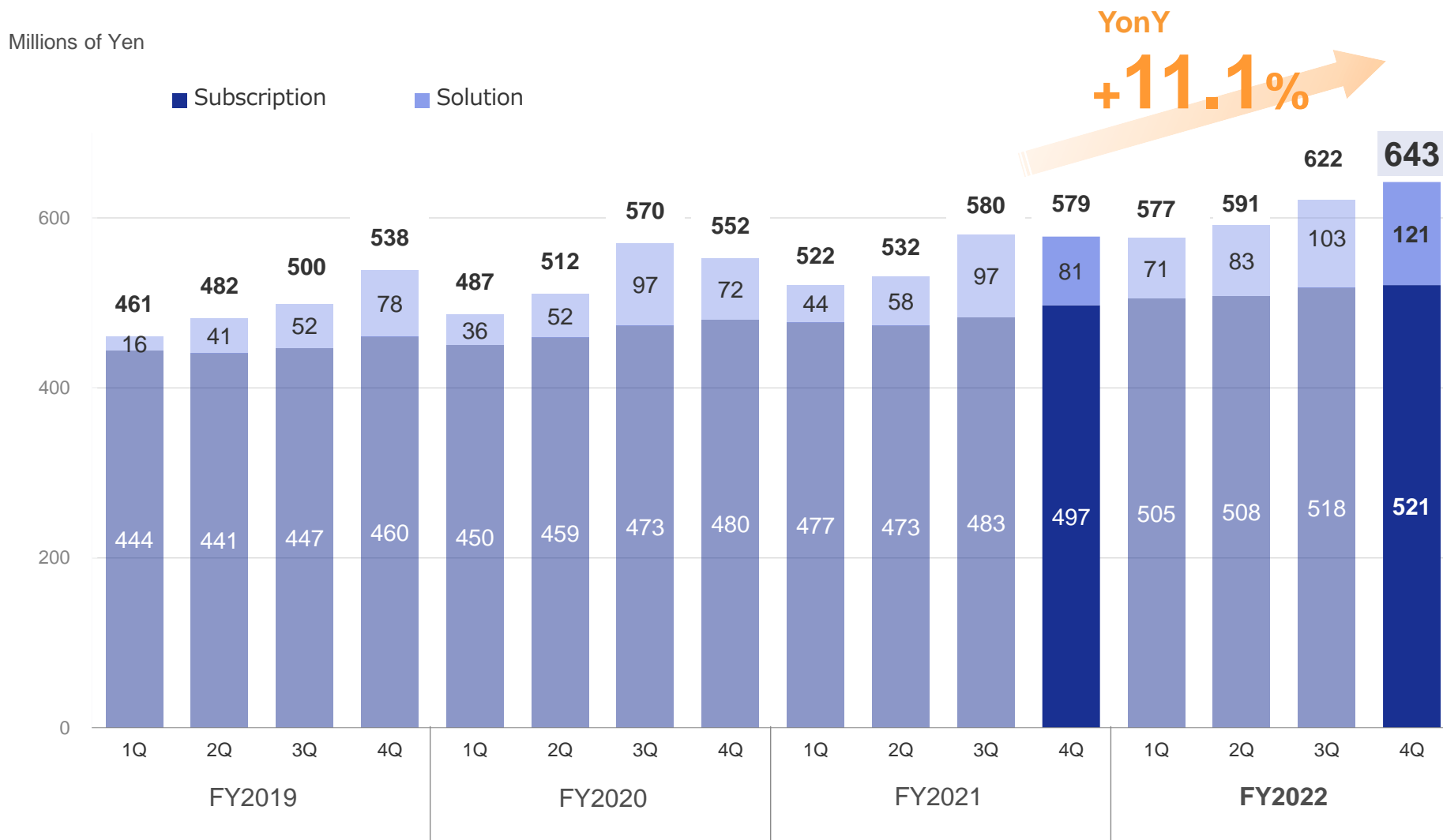
\* Subscription: revenues earned continuously on a monthly basis unless customers apply for cancellation, including monthly charges for cloud and SaaS services

\* Solution: revenues earned from other services, including fees for initial setting, system installation, and operation support (BPO) for cloud and SaaS services, commissioned development of systems, and sale or introduction of other companies' services as an agency

\* From FY 2022, sales are classified into "Subscription" and "Solution," to disclose information in a more understandable way.

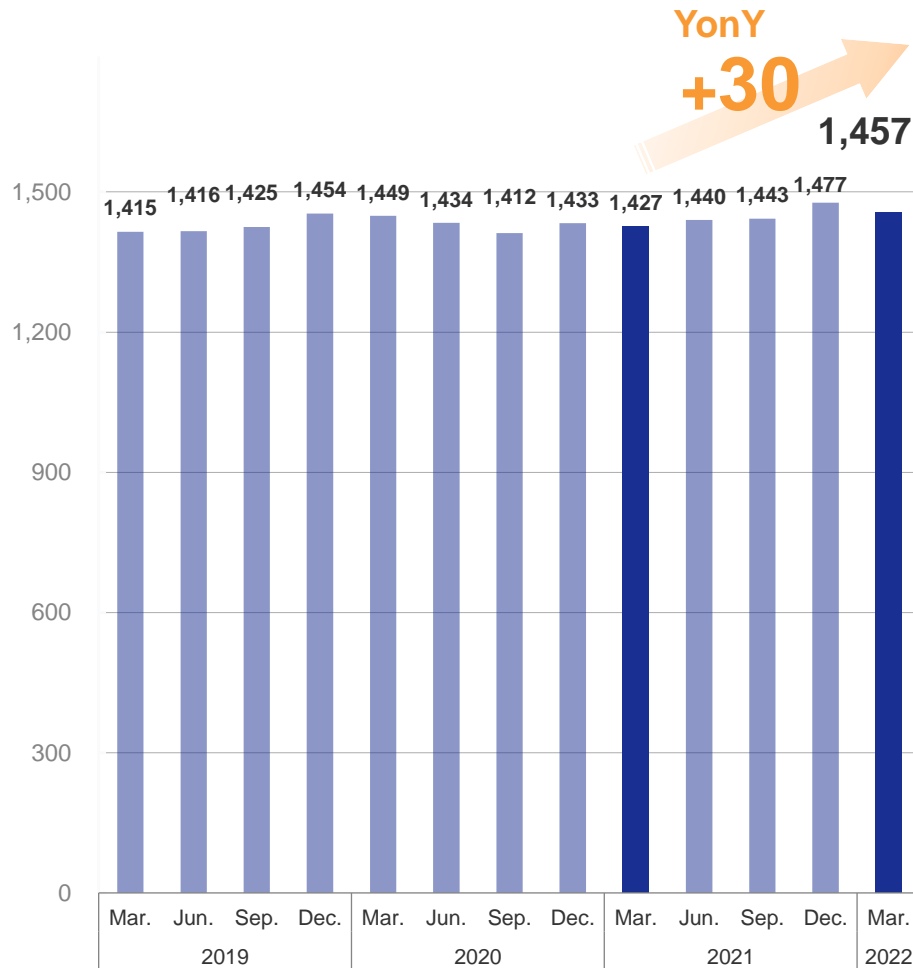
\* Figures rounded down to the nearest million yen.

## Net Sales by Service Offering (Cloud Solution Business)

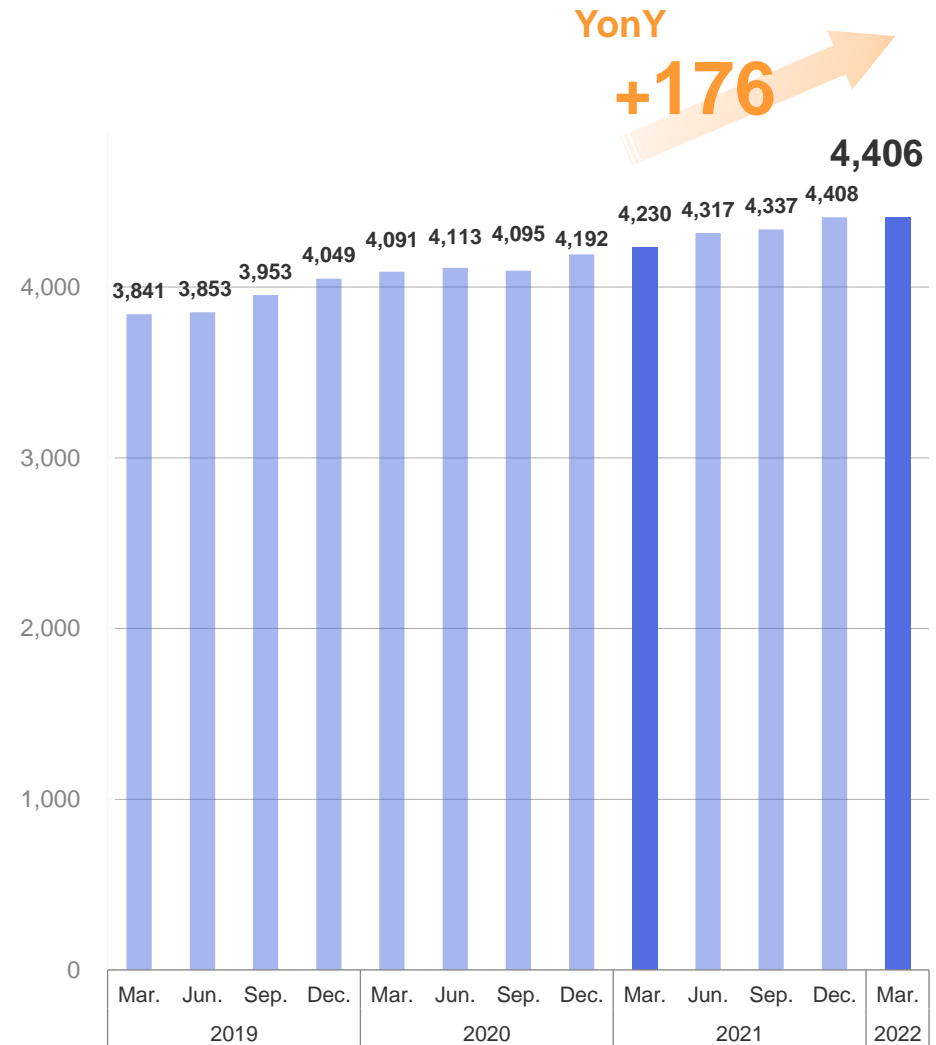


\* Figures rounded down to the nearest million yen.

## The Number of Companies Using Our Services (Charged companies only)



## The Number of Stores Using Our Services

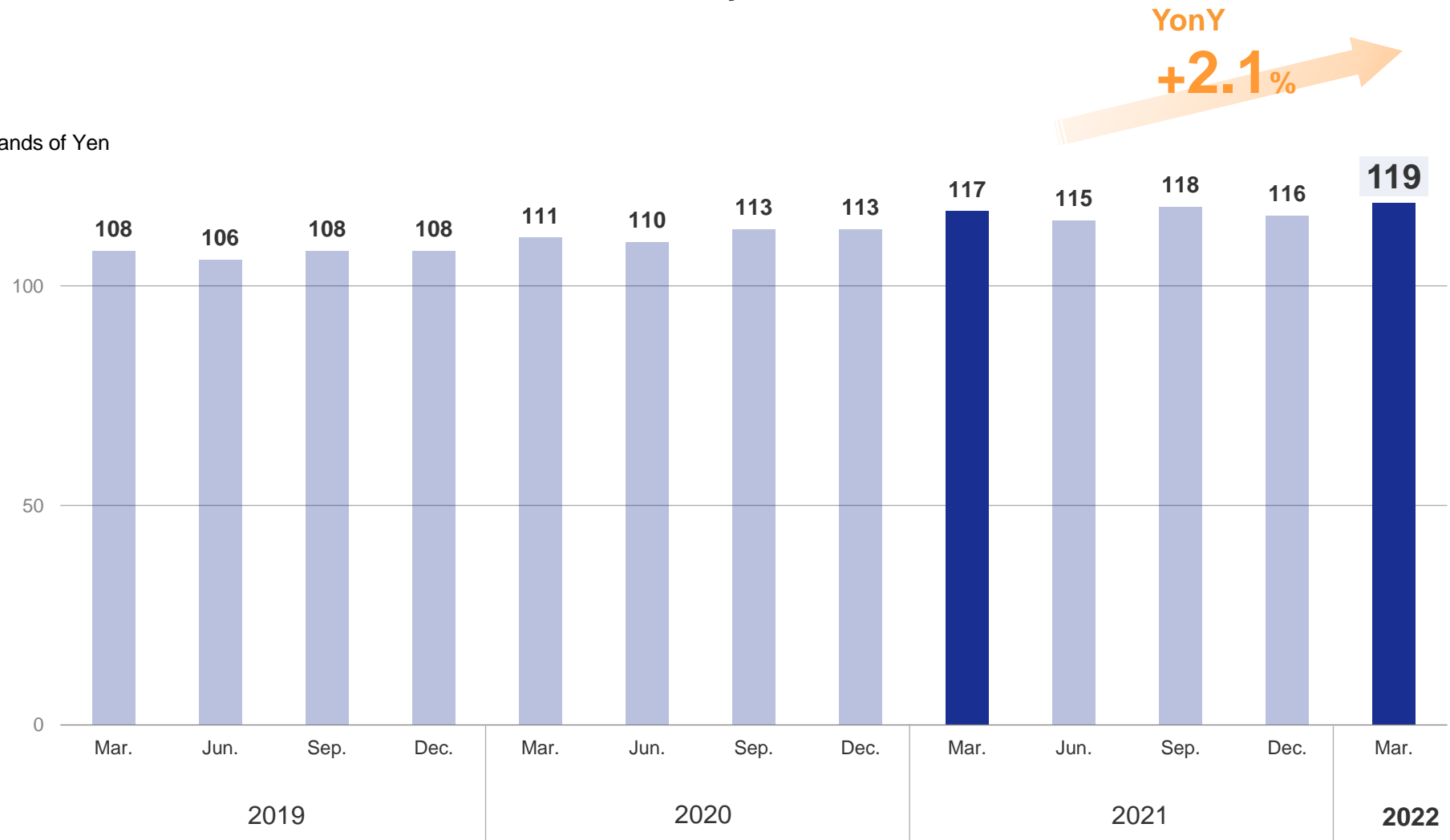


\* As for ES e-Bukken One, contracts are established and fees are charged for individual corporations. As for the number of stores, the total number of stores registered by clients for use (real estate companies) was counted.



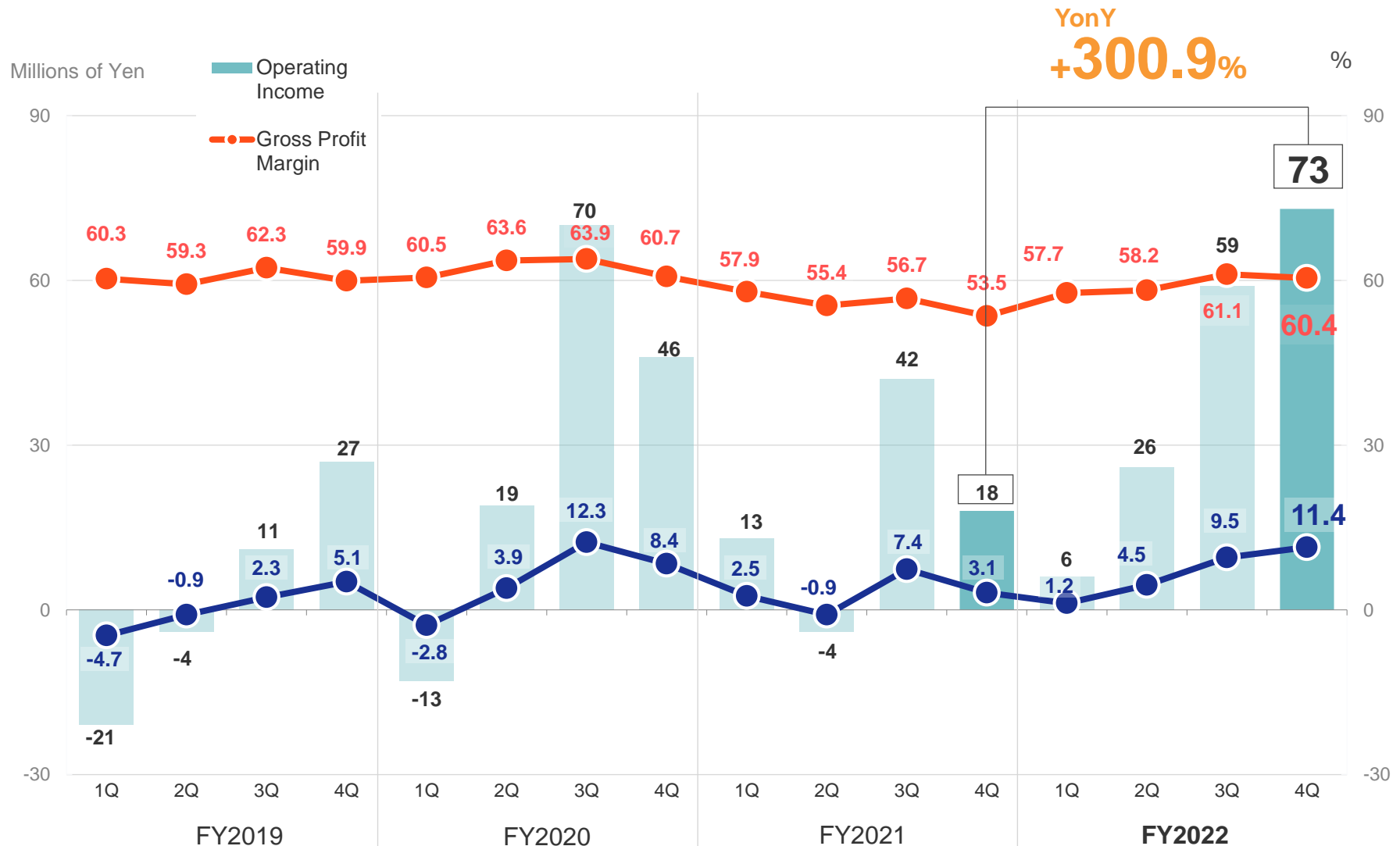
## Monthly ARPU

Thousands of Yen



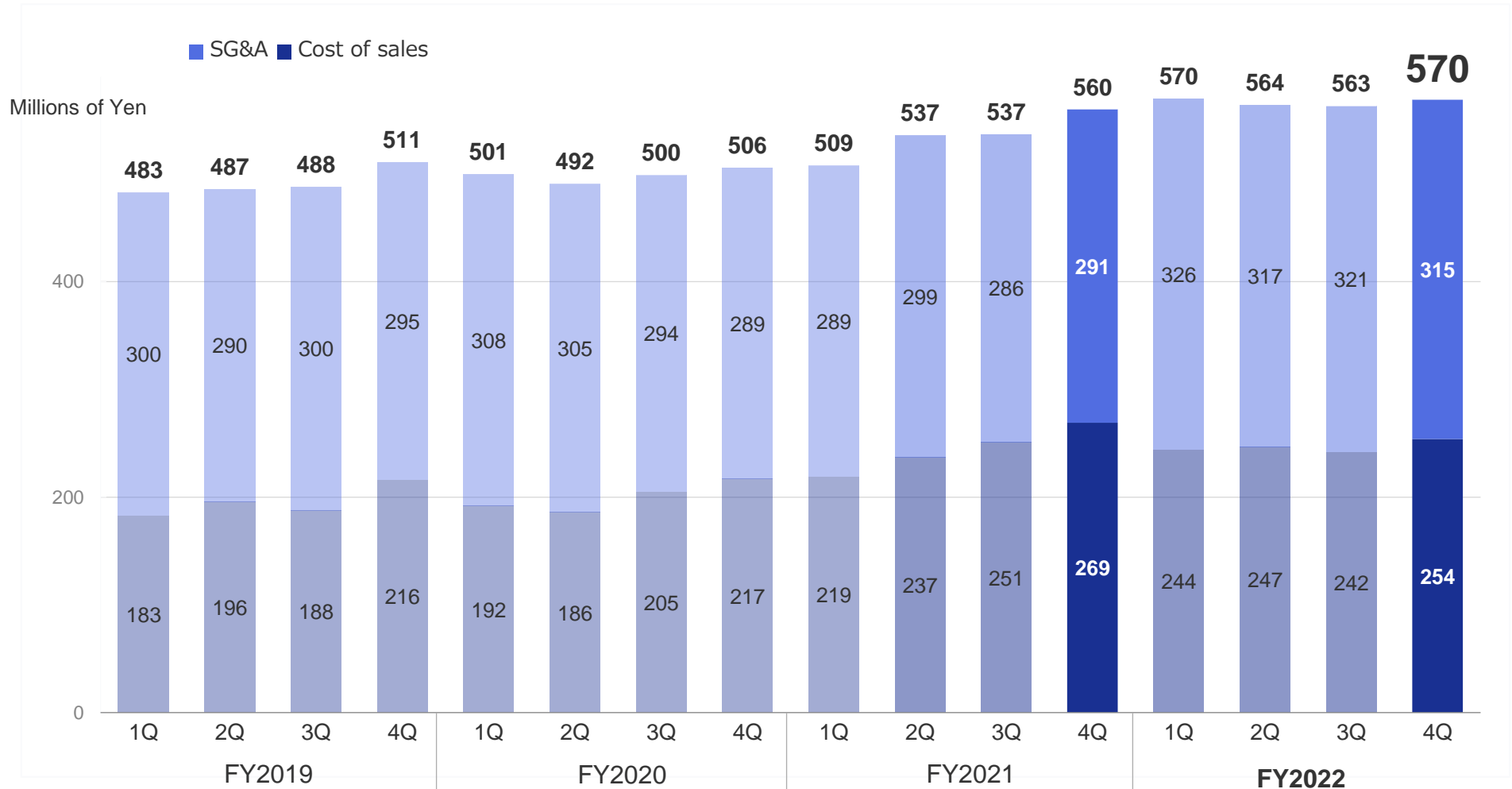
\* In order to disclose information in a more understandable manner, we indicate the figures obtained by dividing “subscription sales in each month,” which is a new segment, by “the number of (corporate) subscribers in that month” and rounding the figure down to the nearest 1,000, from FY 2021. The past figures were recalculated with the new calculation method.

## Gross Profit Margin and Operating profit (Consolidated)



\* Figures rounded down to the nearest million yen.

## Total Costs and Expenses(Consolidated)

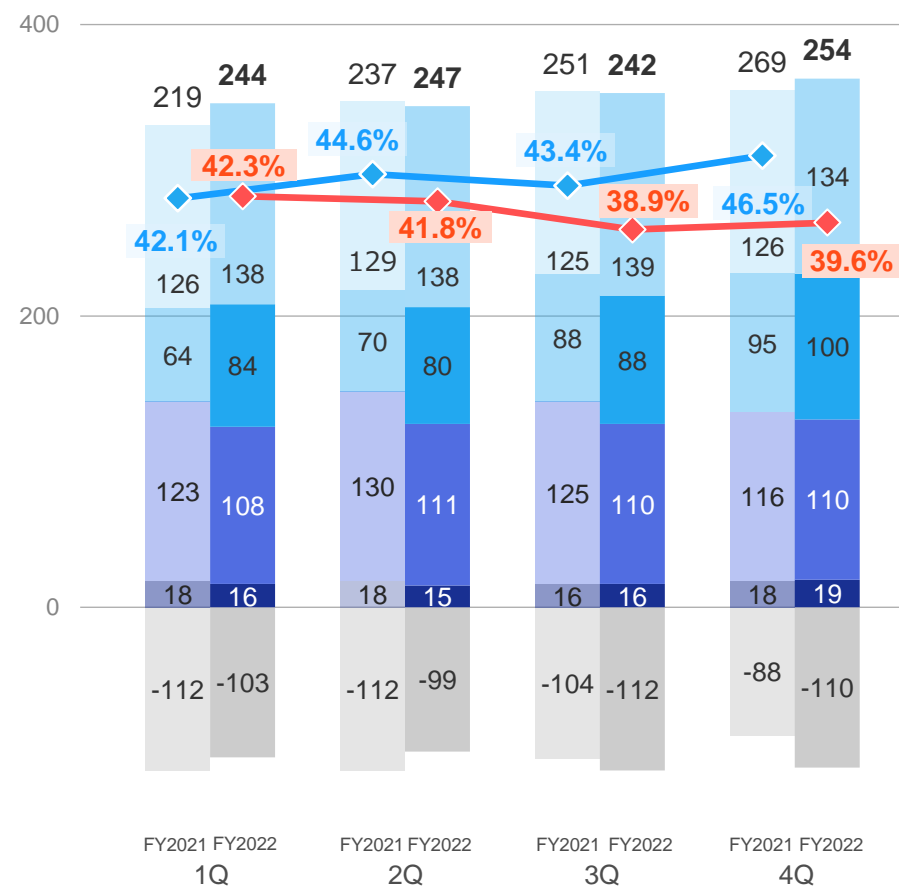


\* Figures rounded down to the nearest million yen.

## Cost of sales (Consolidated)

- Personnel expenses
- Outsourcing expenses
- System management and depreciation expenses
- Other expenses
- Temporary account of development investment
- COGS rate (FY2021)
- COGS rate (FY2022)

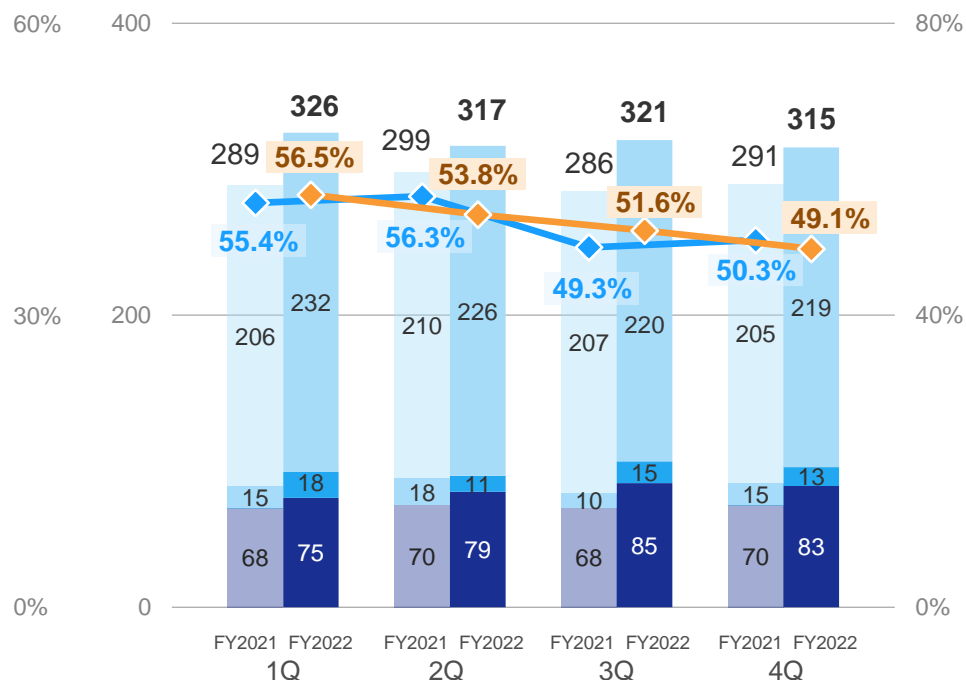
Millions of Yen



## SG&A (Consolidated)

- Personnel expenses
- Outsourcing expenses
- Other expenses
- SG&A rate (FY2021)
- SG&A rate (FY2022)

Millions of Yen



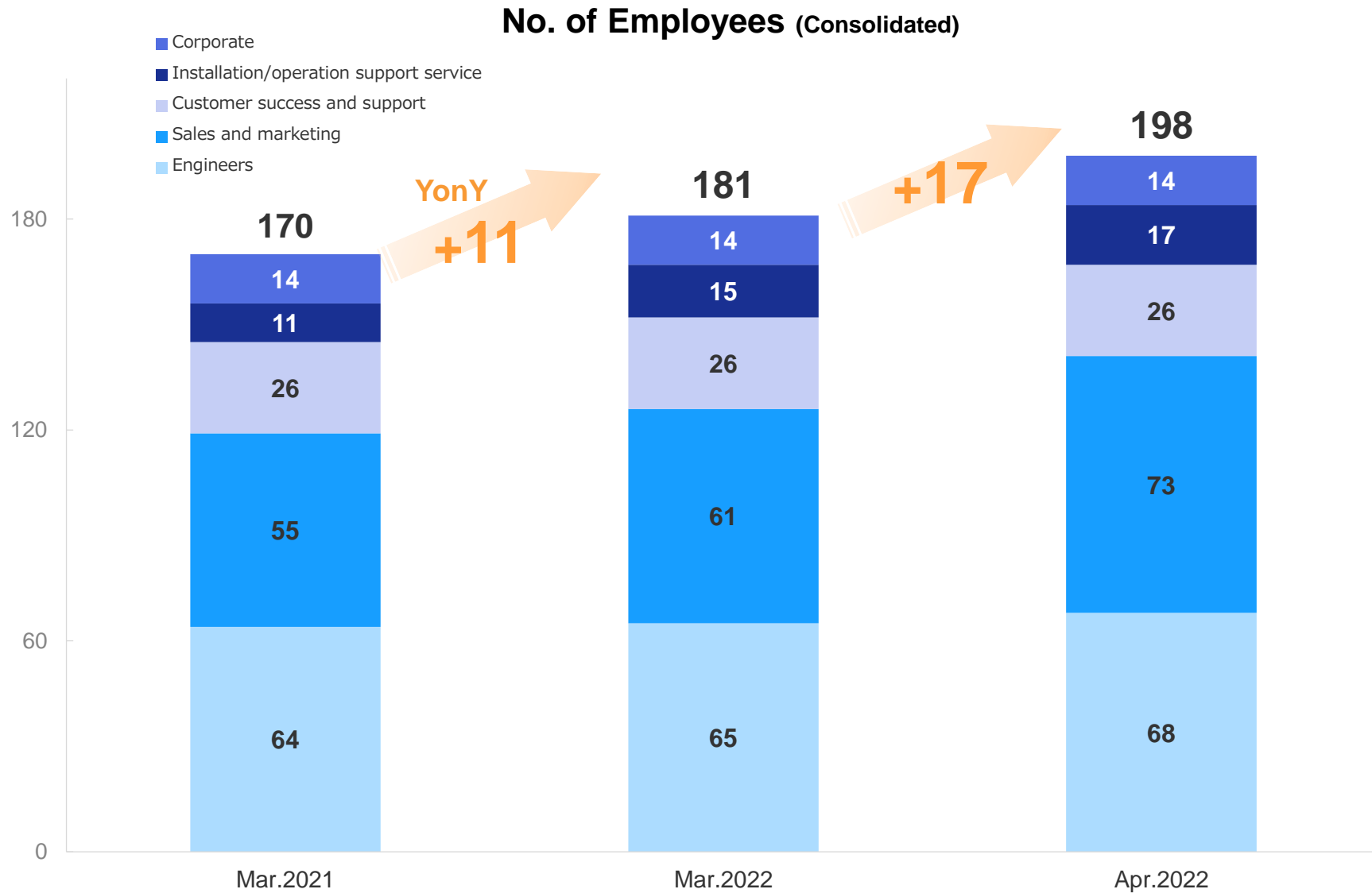
\* Among costs, outsourcing expenses include expenses for outsourcing, temporary staff, and IaaS usage charges. System management and depreciation expenses include the depreciation for software and hardware and costs for in-house data centers.

Temporary account of development investment includes the posted costs for inventory (goods in process and products) and temporary account of software.

\* Total Cost of sales is calculated by subtracting the temporary account of development investment from the sum of costs.

\* (SG&A) Outsourcing expenses: Advertising expenses, recruitment related expenses, consultant fees, payment commission, etc. Others include office rent, software and system costs for internal use, etc.

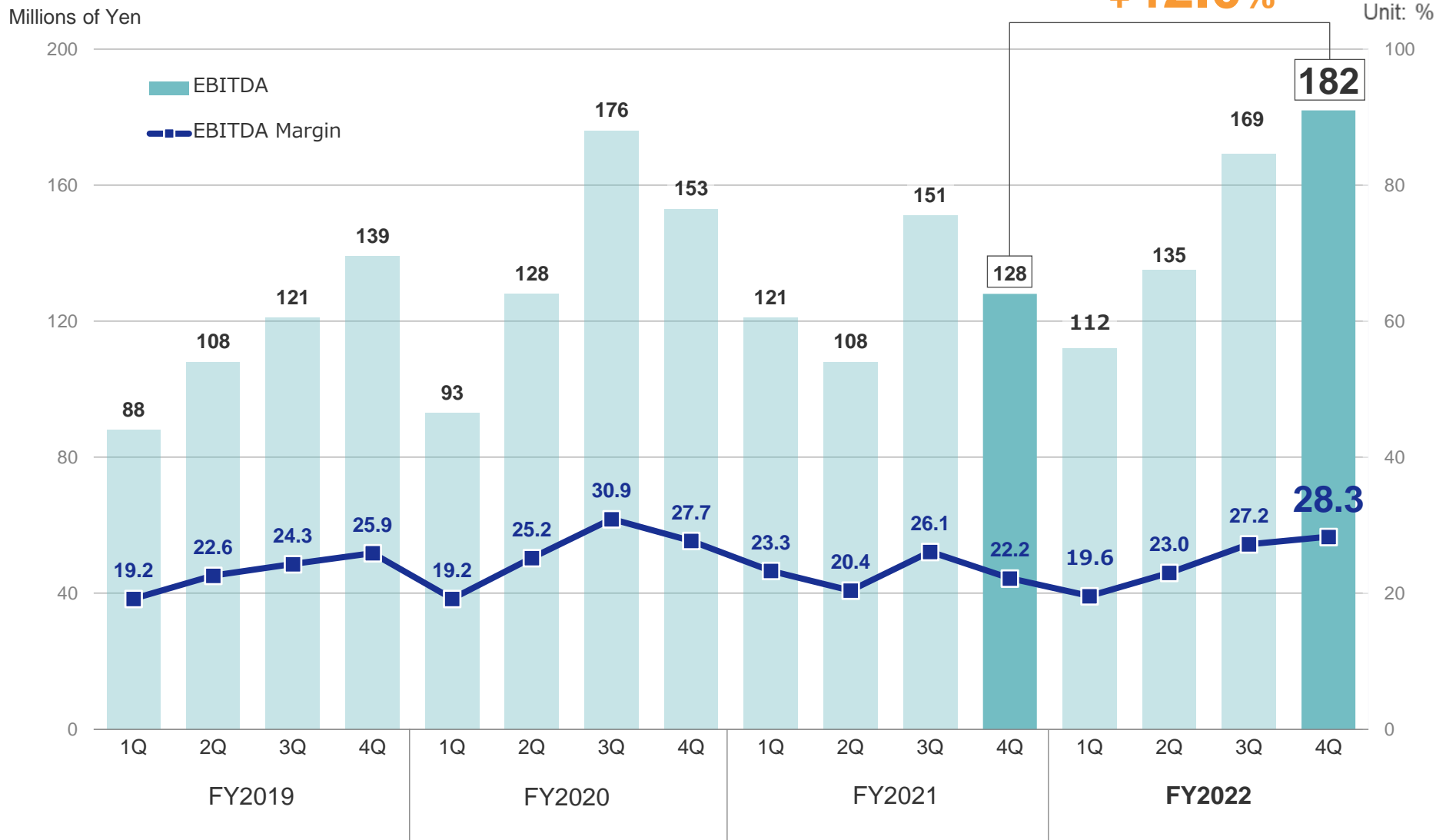
\* Figures rounded down to the nearest million yen.



\* Excluding directors, advisors, and part-time workers.

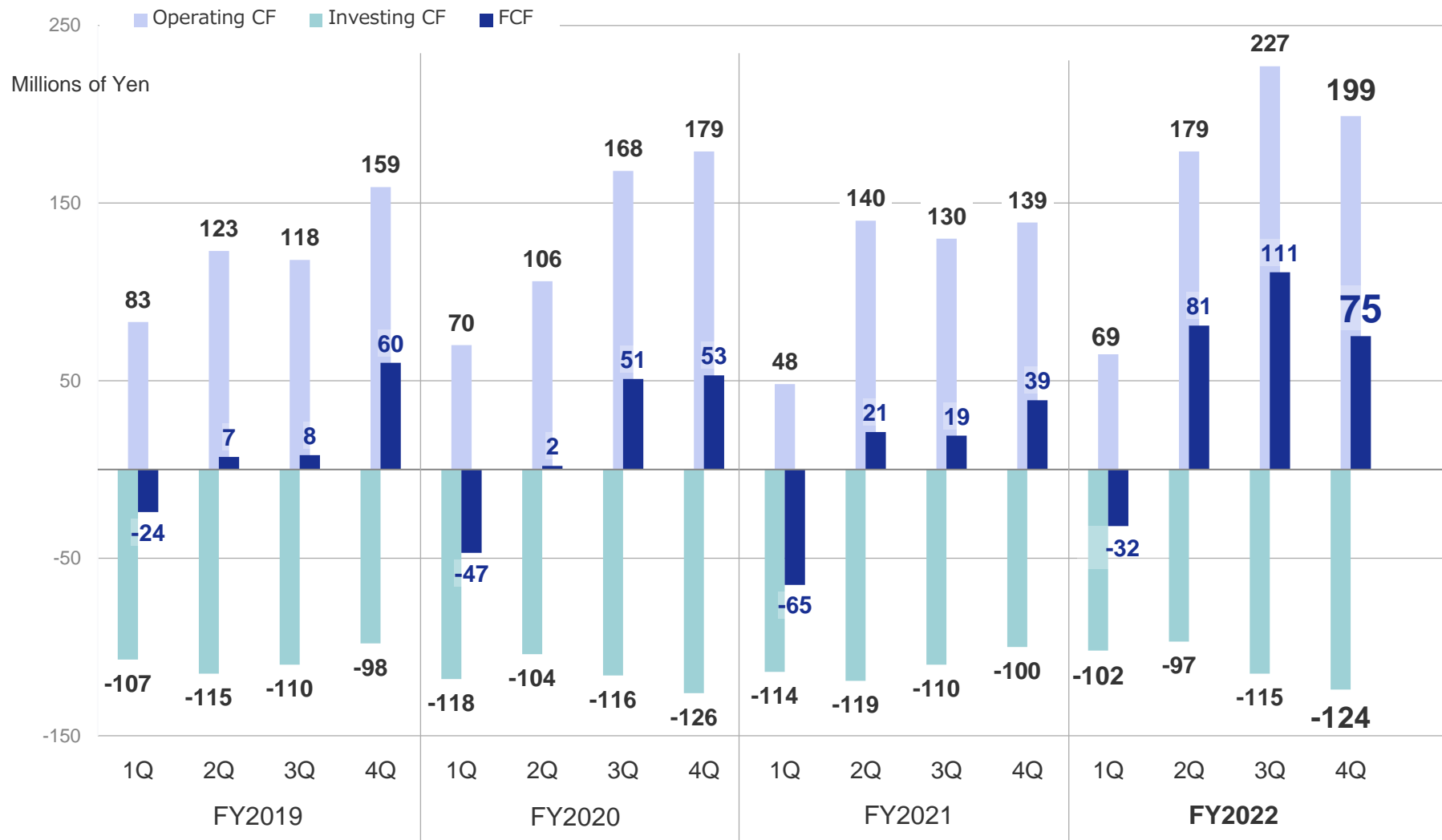
## EBITDA (consolidated)

YoY  
**+42.0%**



\* Figures rounded down to the nearest million yen.

## Free cash flow (Consolidated)

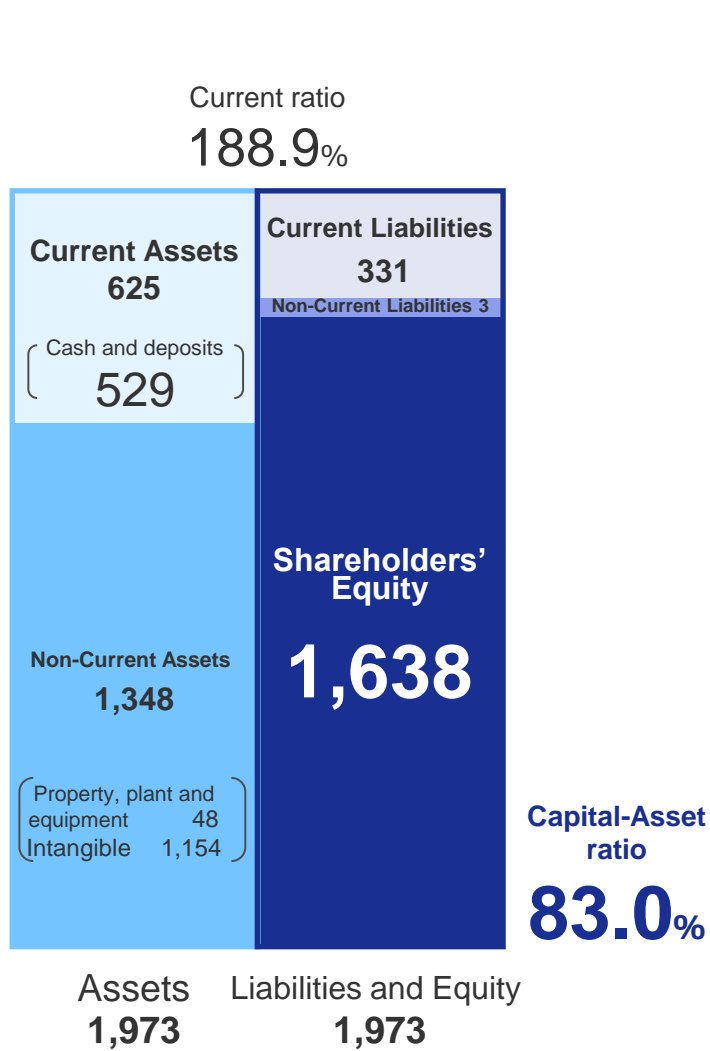


\* Free cash flow (FCF) = Operating cash flow (CF) + Investing cash flow (CF)

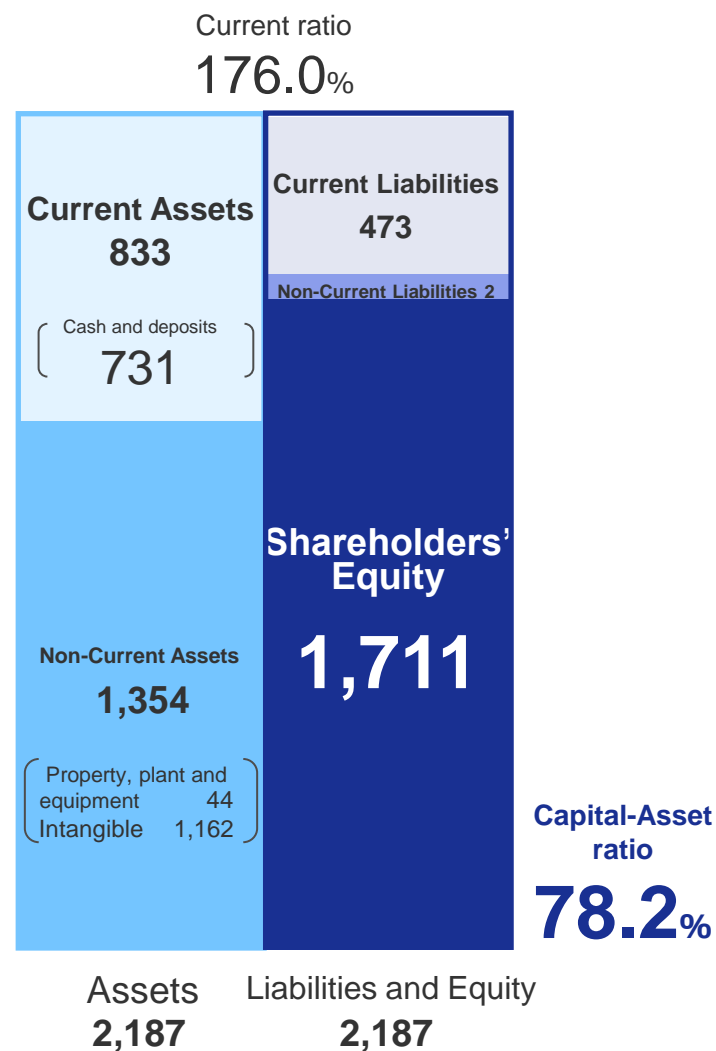
\* Figures rounded down to the nearest million yen.

## Consolidated Balance Sheet

Millions of Yen



As of the end of March 2021



As of the end of March 2022

\* Figures rounded down to the nearest million yen.



# 3. Earnings Forecast and Future Prospects



Millions of Yen

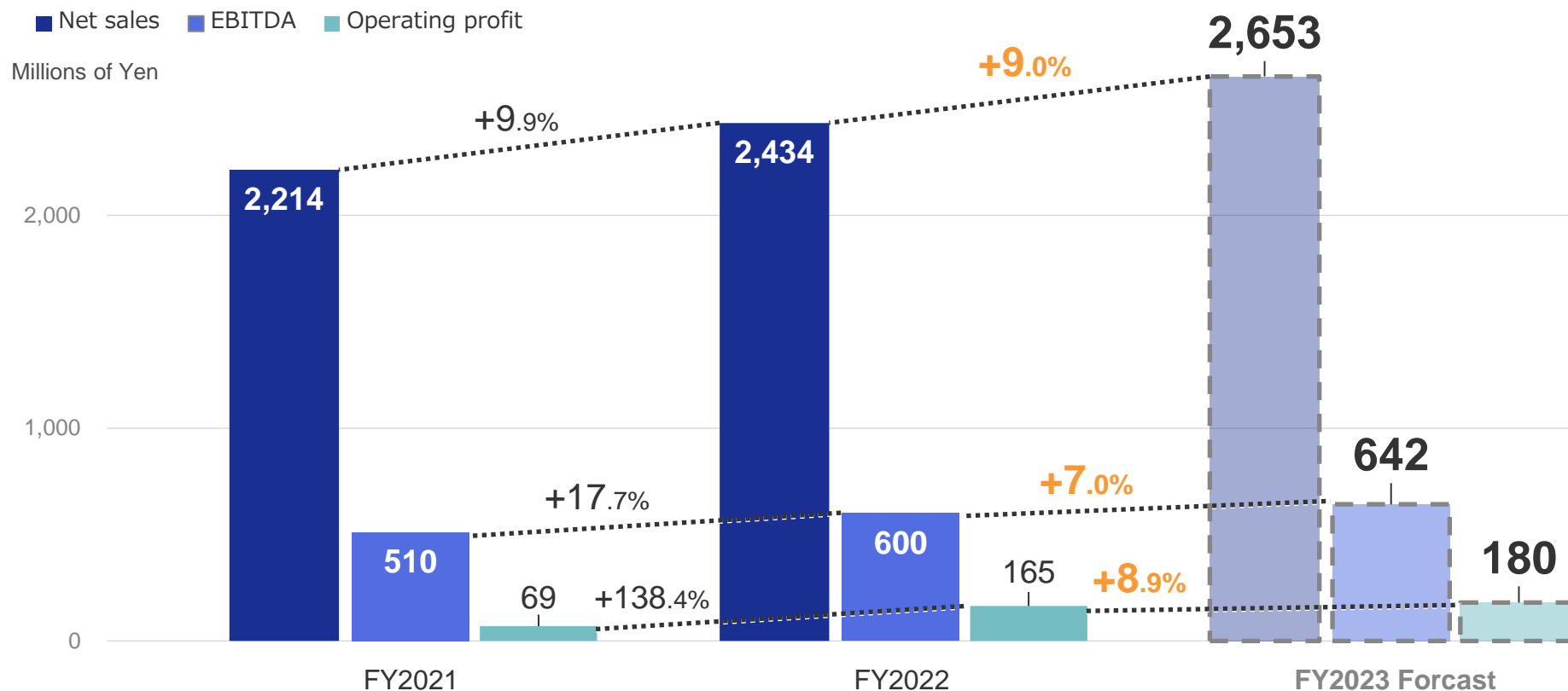
	FYE 2022 Results	FYE 2023 Full-term Forecast	YOY Change
Net sales	<b>2,434</b>	<b>2,653</b>	<b>+219</b> (+9.0%)
Operating profit	<b>165</b>	<b>180</b>	<b>+14</b> (+8.9%)
Ordinary profit	<b>166</b>	<b>180</b>	<b>+14</b> (+8.5%)
Profit	<b>106</b>	<b>112</b>	<b>+5</b> (+4.9%)

### Dividend per share

Full-term dividend (forecast) (FYE March 2023)	<b>5.00</b> yen
Full-term dividend (result) (FYE March 2022)	<b>5.00</b> yen

\* Forecast figures are based on information available at the time of this announcement, and includes uncertainty.  
Actual results may differ materially from the forecast figures.

\* Figures rounded down to the nearest million yen.



- **Net Sales:** Revenue is expected to increase due to acquisition of new customers and to create up-selling opportunities cross-selling to existing customers, etc. in response to the trend of law amendments.
- **Cost:** Increase due to system infrastructure (IaaS) reinforcement and service deployment expenses in line with sales expansion.  
Our cloud and SaaS service infrastructure is operated on "Amazon Web Services".  
Service infrastructure costs may increase due to exchange rate fluctuations (currently assuming 1US\$ = 129 yen).
- **SG&A Expenses:** Continue to strengthen our sales and marketing lineup to further grow Net Sales.

## 1 Supporting SaaS Shifts by Leveraging Our Unique Positioning

**We are the only listed company that provides a SaaS-only system** that enables centralized management of real estate rental management and rental solicitation operations, including related operations.

## 2 Acquiring free users (real estate companies) with "e-Bukken Square "

**Active Proposal of "e-Bukken Rental" and "e-Bukken Sales Support"** that are easy to introduce entries.

## 3 Proposal of the total optimal SaaS group

Individual tools have been introduced to optimize individual operations, but data needs to be coordinated on a case-by-case basis.

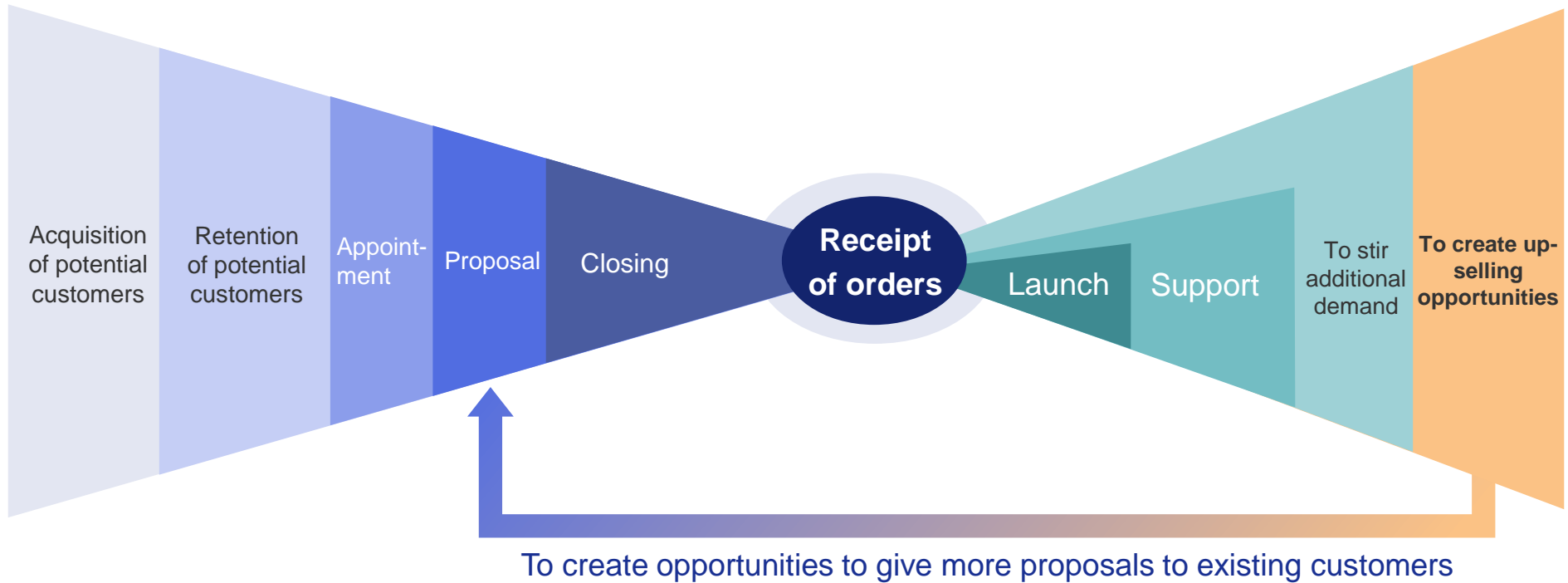
**Targeting customers who are doubtful about devoting effort to this area.**

## 4 Promotion of introduction to major companies

A trend to properly **catch up with legal changes with SaaS** without customizing the system. Promoted introduction to large companies that were thought to have a strong customization orientation.

## 5 Start of full-scale operation of electronic contracts

Increase **introduction of versatile electronic contract tools (GMO Sign, CloudSign) as a sales agent** and take in pay-as-you-go billing.



<b>Marketing</b>	<b>Inside Sales</b>	<b>Field Sales</b>			<b>Customer Success</b>		<b>Marketing</b>
		Promotion of adoption of services			Support in installation		Inside Sales
<ul style="list-style-type: none"> <li>• Seminars</li> <li>• E-mail newsletter &amp; PR</li> <li>• Approach to industry associations</li> </ul>	<ul style="list-style-type: none"> <li>• Targeting</li> <li>• Telemarketing</li> <li>• Online proposal</li> </ul>	<ul style="list-style-type: none"> <li>• Online proposal</li> <li>• Direct proposal</li> </ul>	<ul style="list-style-type: none"> <li>• Survey on operations</li> <li>• Conclusion of contracts</li> </ul>	<ul style="list-style-type: none"> <li>• Determination on operation</li> <li>• Proposal for improvement in operations</li> <li>• Data transfer</li> </ul>	<ul style="list-style-type: none"> <li>• Support in operation</li> <li>• To contact customers regularly</li> <li>• Customer care for increasing satisfaction level</li> </ul>	<ul style="list-style-type: none"> <li>• Seminars</li> <li>• E-mail newsletter &amp; PR</li> <li>• News release</li> </ul>	

## I Target Index

Number of clients

**5,000**  
companies

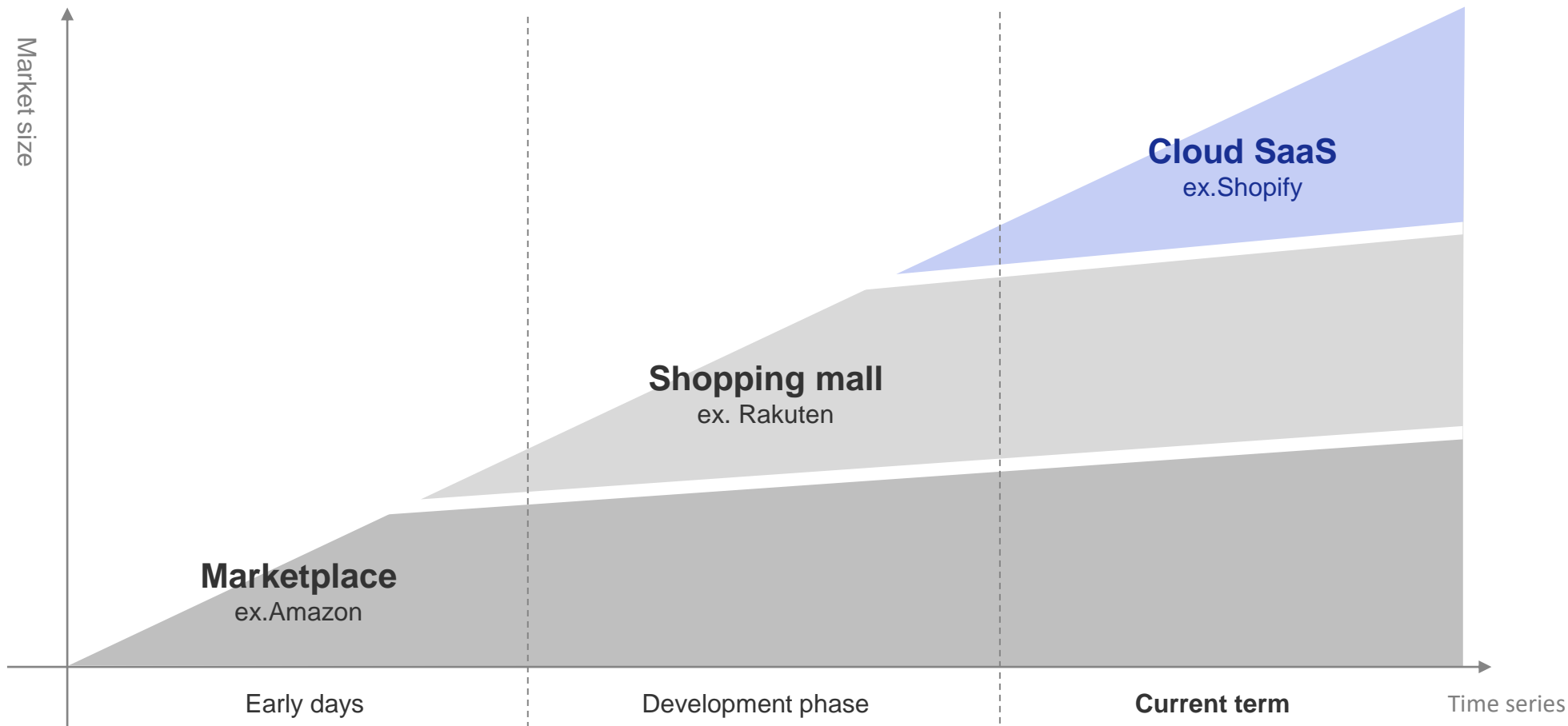
Monthly ARPU

more  
than **¥100,000**

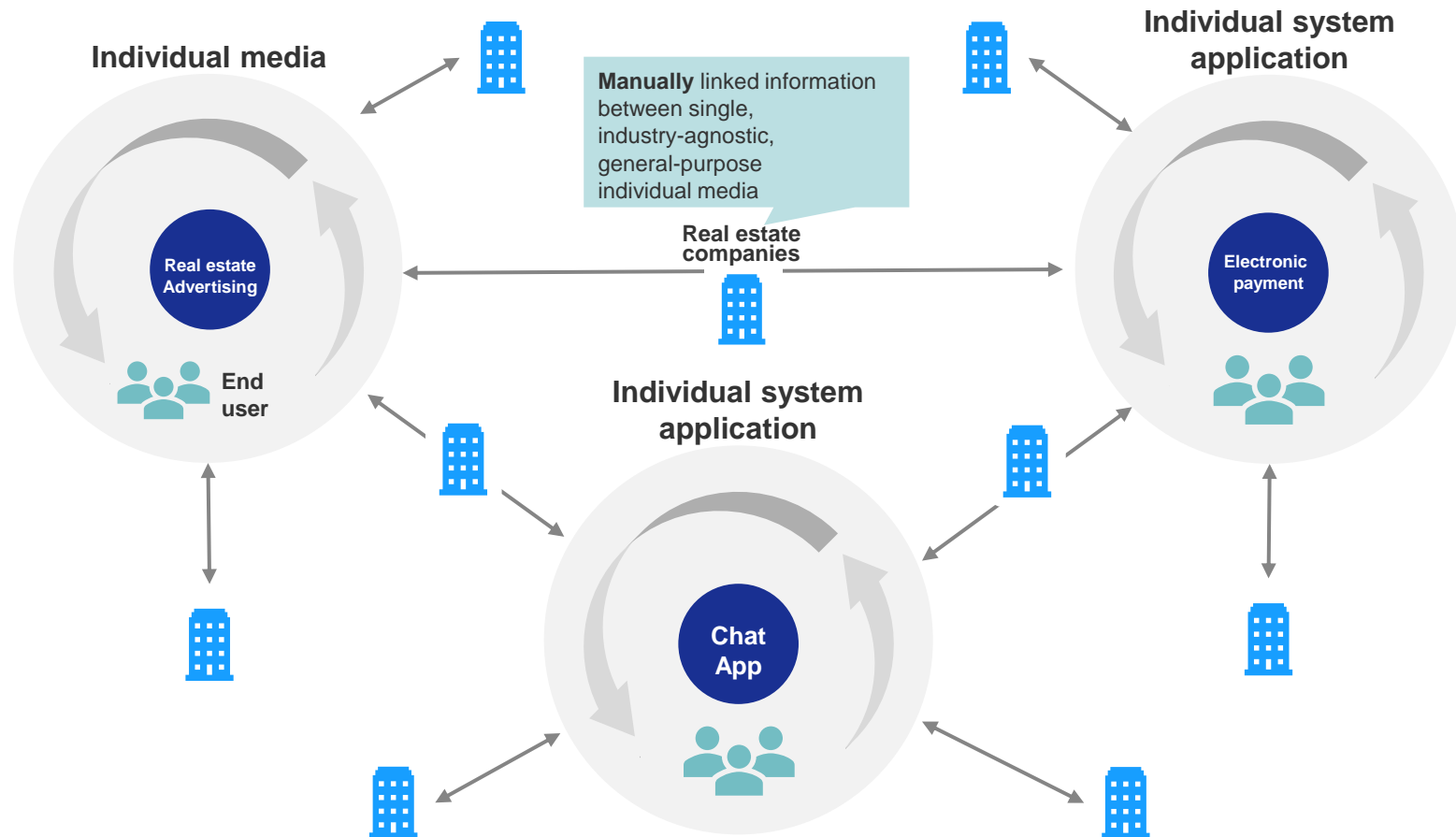
Subscription gross profit margin

more  
than **70%**

- 1 Continuous expansion of our customer base
- 2 Increasing our earning capacity with ARPU growth and customers' LTV expansion
- 3 Strategic move to be a leading real estate transaction platform



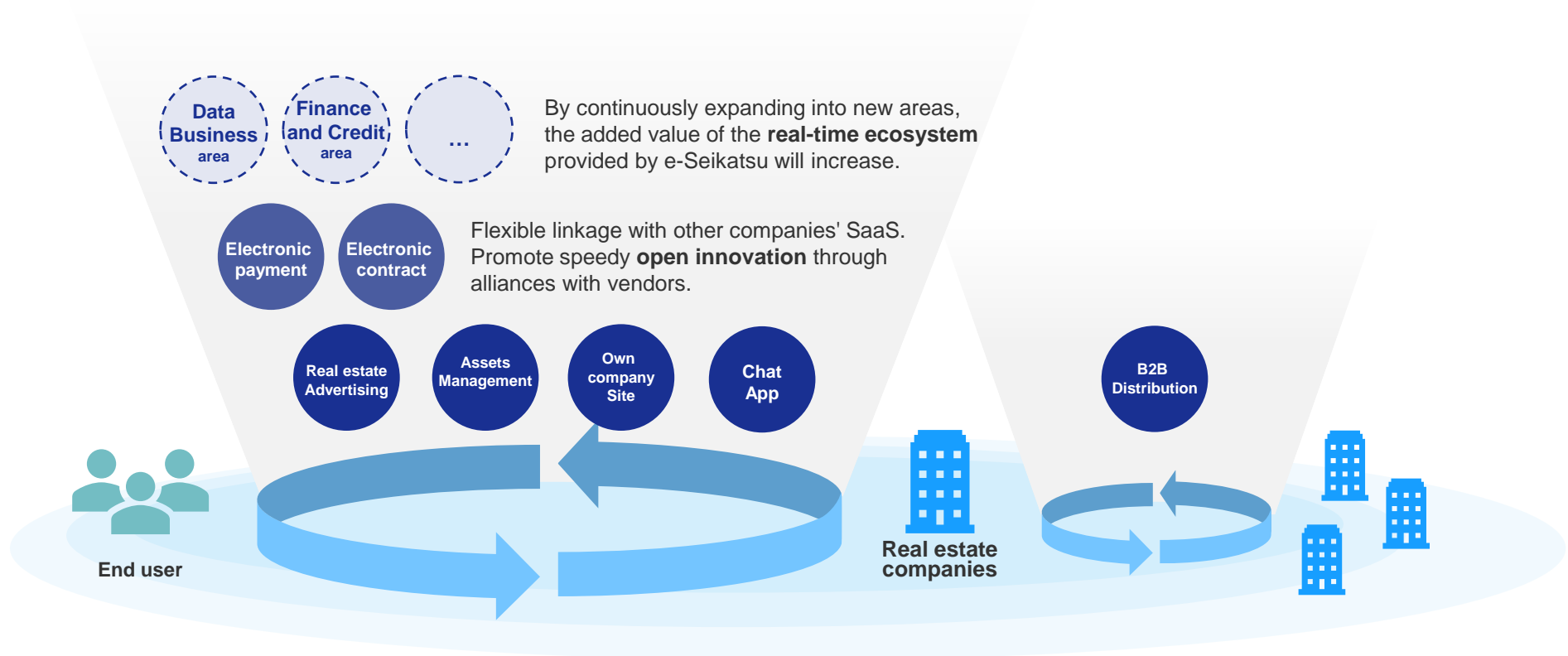
- Early days : Outsourced sales through marketplaces. No direct approach to end users, making it difficult to differentiate.
- Development phase : Approaching end users directly by opening a store in an EC mall. On the other hand, there is a limit to how much you can differentiate yourself from other companies.
- Current term: Complex use of cloud and SaaS such as cart, payment, chat, etc. Develop differentiated D2C in house.



- Individual media, systems (including on-premise) and apps exist independently in each business field.
- Information remains within each individual medium and system/application. Information between systems is linked manually.
- End users are limited to each medium and service, and real estate companies need separate measures.




いい生活
Cloud SaaS

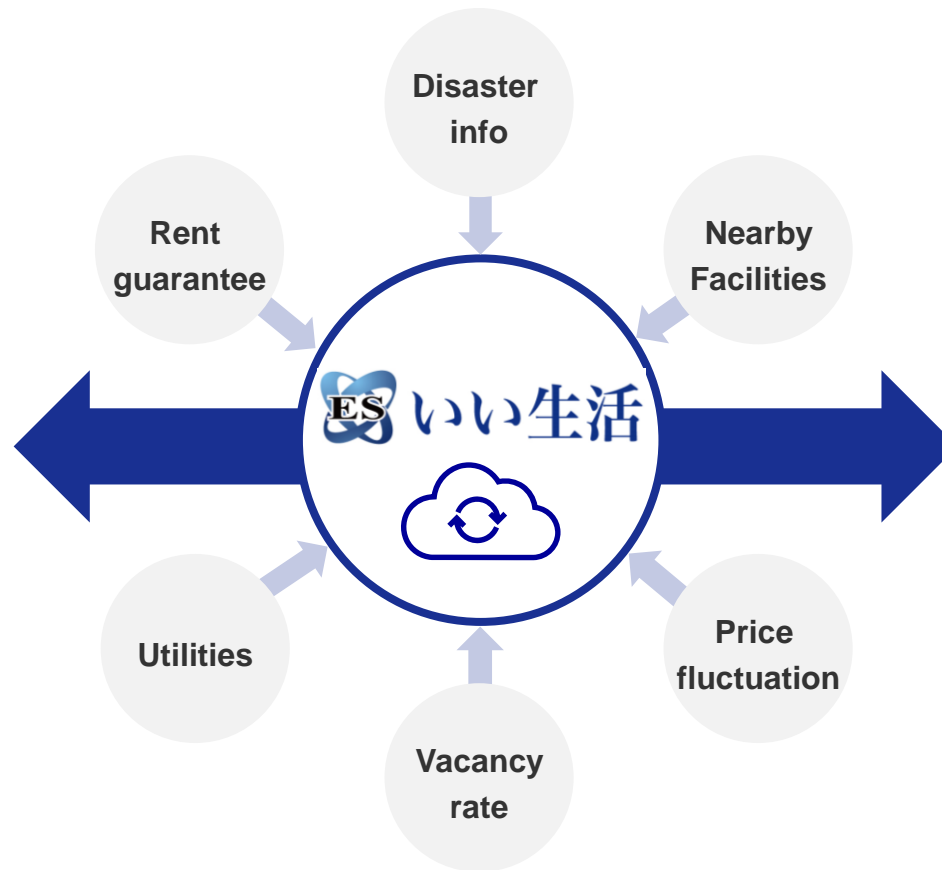


- Cloud computing and SaaS cover all real estate business domains. Real-time information exchange between tools without human intervention.
- Our SaaS enables leading real estate companies to link directly with end users through multi-channel communications, enhancing convenience for both sides.
- Real estate companies will be able to seamlessly provide services to end users by integrating tools, and BtoB distribution will be accelerated by networking.

## End users



- Procedures for finding housing will become easier and convenient, with application for moving in with smartphones
- Users can look for housing freely and smartly, by using Online Preview
- Transformation of the housing market with digital technology



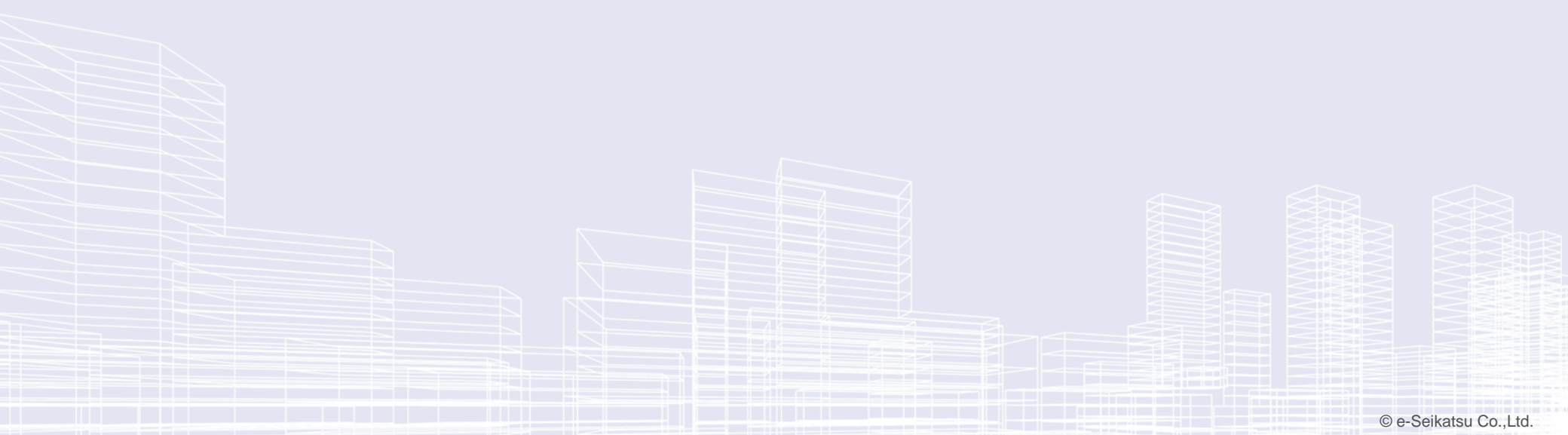
## Real estate companies



- To support the development of a management structure with an effective BCP that can adapt to New Normal in the post-pandemic era
- By streamlining back-office operations, more focus will be placed on the support for their customers such as occupants and owners.
- To support decision making and designing managerial strategies based on collected data and facts.

- To develop a **cloud based data platform** to collect all kinds of data on real estate via cloud and SaaS services for supporting business operations.
- To offer various digital technology-based services to users and real estate companies, **to promote the digital transformation (DX) of the entire real estate market**, and to improve the satisfaction level of all stakeholders.

# 4. Recent Business Overview



## Building Lots and Buildings Transaction Business Act(revised)

In May 2022, complete digitization of contract procedures in real estate transactions will be lifted.

With the enactment of the "Digital Reform Bill" on May 12, 2021, the Building Lots and Buildings Transaction Business Act is also scheduled to be enforced on May 18, 2022.

The obligation to provide written explanations of disclosure statement and to affix a seal will be abolished.

Contractual procedures for real estate transactions can now be fully digitized.

### Release of Electronic Contract API with GMO Sign

News!!

Start linking the system with the GMO sign for electronic seal impression!

ES いい物件One



電子印鑑なら  
GMOサイン

Achieving significant reductions in the amount of work and labor required for the lease conclusion of contracts and paperless operations!

## Rental Housing Management Business Act (New)

The registration system for rental housing management companies was established in June 2021, and the following requirements are made compulsory.

### (1) Registration of Rental Housing Management Business

The Minister of Land, Infrastructure, Transport and Tourism is obliged to register persons who intend to engage in the rental housing management business (transitional period until June 15, 2022).

**Obligation to register with a rental housing management company that manages 200 houses and more than houses.**

### (2) Principal Obligations of Registered Rental Housing Management Operators

- Appointment of Operation Manager
- Explanation of Important Matters Prior to the Administrative Consignment Conclusion of contracts
- Segregated management of assets
- Periodic report to the contractor

### Automatic version upgrade to reflect changes in the law.

On June 15, 2021, the Act on the Rationalization of the Management of Rental Housing will be enforced.

Is the system being used available?

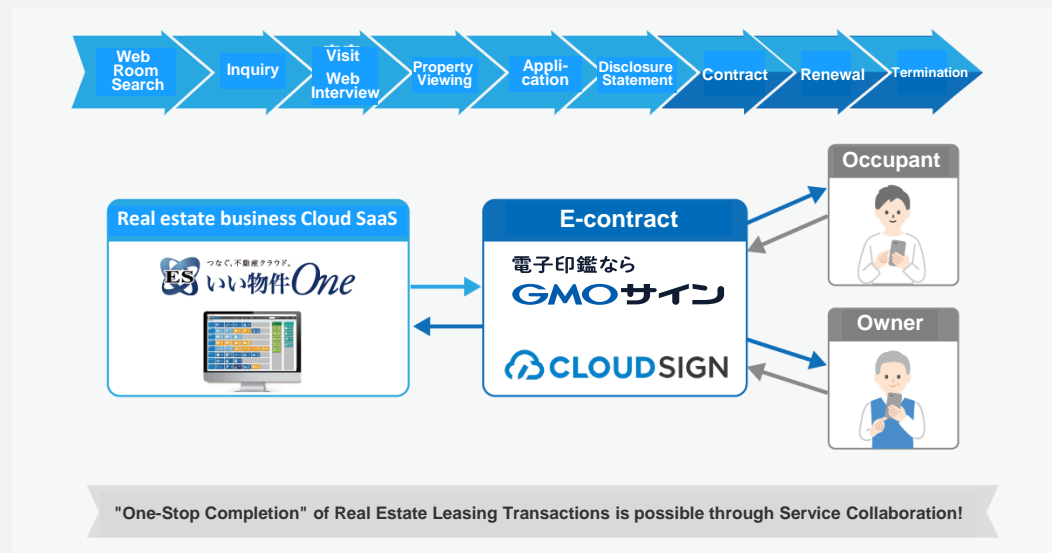
Even if To stir additional demand operations are generated by the revision of the law, it is possible to improve operational efficiencies and productivity if the property is one with good ES!



Updating of the Cloud service "ES-Good Property One" is performed automatically.

- Providing users with options through API collaboration with multiple electronic contract services  
(For us, the opportunity to expand earnings through transaction volume)

## Electronic contract API release

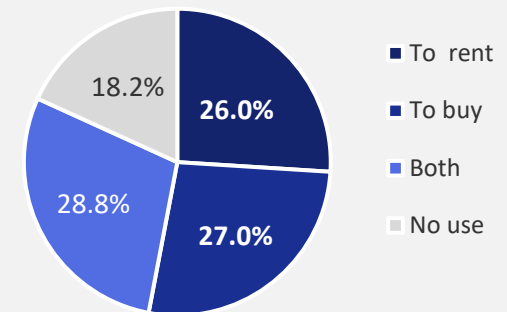


The ban on electronic contracts was lifted on May 18, 2022.

Starting with an API collaboration with GMO Sign in October 2021, we plan to release an electronic contract API that can be linked to "ES e-Bukken One."

## Market research and information dissemination

Online contract Want to use **81.8%**



In collaboration with GMO GlobalSign HD, we surveyed the market needs of people who are considering buying or renting real estate.












On-line Seminars held on April 21  
**"The ban was finally lifted in May.  
 Remove concerns before the start of  
 the electronic contract! "**

















■ Zentaku Kanri, a nationwide network of about 6,500 member companies, and e-Seikatsu form a business alliance.

The real estate business Cloud SaaS "ES e-Bukken One" was decided as one of the recommended systems for members.



- Formed business alliance with Zentaku Kanri.
- "ES e-Bukken One" was selected as one of the recommended systems for members to meet the needs of all home management members.
- We will promote the DXing of rental management operations, including electronic contracts, and the centralization of information management together.

Customer Name	User service
TOKYU COMMUNITY	 つなぐ、不動産クラウド。 いい物件 One  pocketpost  Sumai Entry Integrated management of customer information through home change service in new business Increased convenience for stakeholders and end users Started computerizing the application for tenancy for the leased property managed by the Company.
YAMADA HOMES (YAMADA HOLDINGS Group)	<p><b>Real-time information is provided by centralizing data</b> from channels to end-users and internal management systems.</p>  つなぐ、不動産クラウド。 いい物件 One  いい物件 One ウェブサイト Flex Strengthening the Resale Business for Purchased Housing
ANA FACILITIES	<p>The system enables <b>centralized management</b> of everything from distribution of vacancy information to rental brokerage firms to processing of applications for occupancy, resulting in <b>a significant improvement in operational efficiency.</b></p>  つなぐ、不動産クラウド。 いい物件 One  B2B 賃貸  Sumai Entry Started computerizing the application for tenancy for the leased property managed by the Company.
ITOCHU Urban Community	 Sumai Entry 20,000 apartments are managed, and the application for tenancy is computerized.  つなぐ、不動産クラウド。 いい物件 One  B2B 賃貸

Customer Name	User service
 <p><b>Takamatsu Estate (Osaka)</b> (Takamatsu Construction Group)</p>	<p><b>Achieving total optimization by centralizing data</b></p> <p> <b>いい物件 Square</b> Real-time linkage of vacancy information to make inquiries from intermediary companies more efficient</p> <p> <b>Sumai Entry</b> Integrated application, internal forecast, and contract procedures</p> <p> <b>いい物件One</b>  <b>B2B貸貸</b></p>
 <p><b>Hiroshima Univ. CO-OP</b></p>	<p><b>Achieving significant efficiency improvement</b></p> <p> <b>いい物件One</b>  <b>pocketpost</b> Enhanced operational efficiency through Excel management, telephone and on-site visits, etc.</p> <p> <b>いい物件One ウェブサイトFlex</b></p>
 <p><b>Chu-o Building Kanri</b> (POLUS GROUP)</p>	<p> <b>いい物件One</b>  <b>B2B貸貸</b> In order to centralize management from solicitation to tenant application procedures, real-time delivery of vacancy information to leasing agency</p> <p> <b>Sumai Entry</b> In-house reservations and electronic applications are realized.</p>
 <p><b>My Home Information Real Estate</b></p> <p>Biggest player in Saga</p>	<p> <b>いい物件One</b> Replacement from the old on-premises system Consolidated databases of five Group companies</p> <p> <b>いい物件One ウェブサイトFlex</b> Real-time updating of company website</p>





## Rental brokerage and management

(Information on real estate and customers)

(Information on contracts, income and expenditure, and transactions)



### Information on real estate

- Automatic compression of images
- Sharing by shops
- Assistance in inputting suggestions
- It is possible to upgrade or delete data at once.

### Information on customers

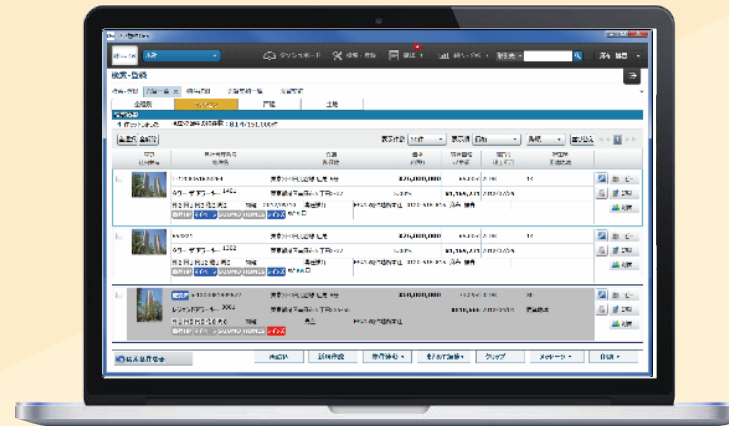
- Feedback
- Registration of desirable conditions
- Check of records on marketing targeted at potential customers
- Sending and receipt of messages

### Management information

- Transaction ledger
- Contracts for outsourcing management
- Management of transactions (repair)
- Rent management and report on income and expenditure

- Unified management of all kinds of information regarding real estate in the field of rental brokerage and management, including information on real estate, customers, and outsourcing of management
- Multiple shops can share information by taking advantage of cloud and SaaS systems. It is possible to support marketing, manage contracts and cash flows from rents, and produce reports on income and expenditure.
- Through the combined use and linkage with other services of our company, such as online application for moving in an apartment (Sumai Entry), it is possible to streamline operations and achieve DX.

# Property/customer information database



## Information on real estate

- Automatic compression of images
- Sharing by shops
- Assistance in inputting suggestions
- It is possible to upgrade or delete data at once.

## Information on customers

- Feedback
- Registration of desirable conditions
- Check of records on marketing targeted at potential customers
- Sending and receipt of messages

- Unified management of all kinds of information on real estate in the trading field, such as information on real estate and customers
- Multiple shops can share information by taking advantage of cloud and SaaS systems. It is possible to support marketing, manage contracts, assess properties, and offer follow-up services to sellers.
- Through the combined use and linkage with other services of our company, it is possible to streamline operations and achieve DX.

Customer Management Tools  
 Handling of Rental and Sales

いい物件  
 営業支援

Functions will be further  
 enhanced in the future !

Limited-term campaign

- Devices such as smartphones and tablets are supported. Manage various interactions such as LINE and web chat on a single screen.
- Focused on high-priority sales activities through the automatic reply function of first-mail for inquiries.
- Real-time linkage with "ES e-Bukken One". Smooth transition to electronic applications and contract operations.

## Tool for producing websites regarding real estate



Centered management of property advertisements



Completely responsive design



It can be designed and edited internally by each company.



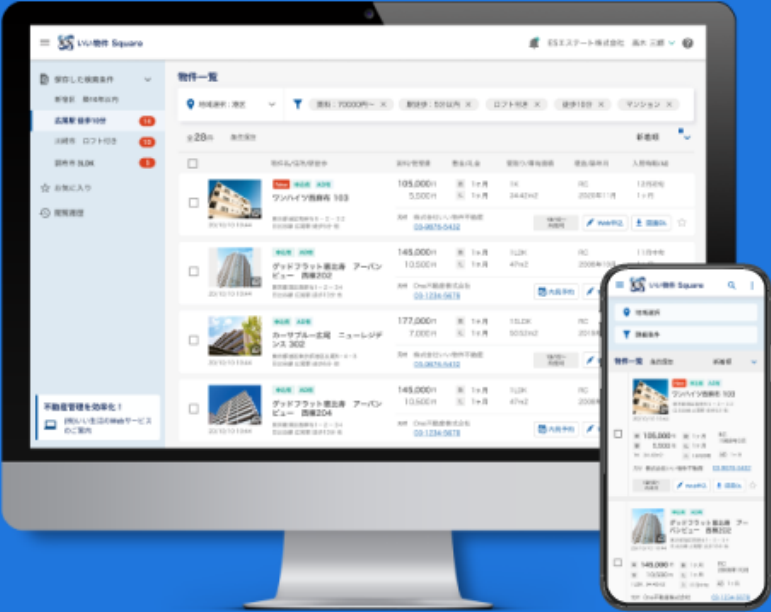
- It is possible to produce a company's website optimized for introducing real estate in a fully responsive manner, to support the digital marketing of real estate firms.
- It is possible to produce a practical company's website with plentiful templates and simple operation, change its designs, and update its contents in house.

## Services for booking previews online and applying for moving in an apartment/house

The graphic features the Sumai Entry logo at the top center. Below it, two blue boxes with white text are connected by a white plus sign: "Online application" on the left and "Booking for room previews" on the right. A larger blue box at the bottom contains the text "Sumai Entry became more convenient." Below this text, two computer monitors and a smartphone are displayed. The left monitor shows a web interface with a table of listings, and the smartphone shows a notification for a 25% discount. The right monitor shows a detailed view of a room listing. The background is a light blue grid with some calendar-like elements.

- Real estate brokers and management firms can process applications for booking previews automatically and 24 hours a day, 365 days a year.
- Users can apply for moving in an apartment/house with a smartphone. This streamlines processes for receiving and examining applications paperless.
- Linked with the real estate information in “ES e-Bukken One” and “ES-B2B Rental,” streamlining operations considerably.
- Sharing of information with rental guarantee companies, to save labor in all processes

- A new BtoB platform for facilitating the BtoB distribution of real estate for rental



Online service for distribution among rental agencies

- ✓ It's OK in smartphones!
- ✓ Real-time linkage
- ✓ Up-to-date and accurate property information
- ✓ Content enriched and photos abundant!
- ✓ Handle everything from viewing reservation to application at once.

- Information on properties solicited by medium-sized and large real estate companies is the main source of information. The number of public items is about 120,000 to 140,000 (subject to seasonal variations).
- Rental housing management companies can link information in real time directly from our Cloud/SaaS they each use. Images are abundant and rich in content.
- The accounts of intermediaries are provided free of charge. Promote adoption of our Cloud/SaaS through product marketing.

## Communication apps for occupants and owners



App for occupants



App for owners



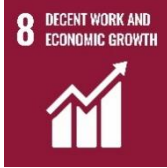








Service for payment settlement with a smartphone

※Cooperation with SMBC GMO PAYMENT, Inc.

- A communication application that replaces phone calls, mailings, and bulletin boards for property management companies and tenants, and property management companies and owners.
- The App for owners can send a lump sum of the income and expenditure report and send a repair estimate, etc.
- In App for occupants, facilities can be communicated using photographs and videos, and lump-sum payments and applications for withdrawal can also be made.

**| We believe business is the greatest platform to achieve SDGs. Our materiality is as follows.**

Materiality of e-Seikatsu	Related goals
<p><b>Creating of personnel who would trigger changes</b></p> <ul style="list-style-type: none"> <li>• Creation of advanced IT personnel</li> <li>• Promotion of new workstyles</li> <li>• To provide a wide range of personnel with opportunities to flourish</li> </ul>	  
<p><b>Offering innovative, high-quality services that would bring added value to society</b></p> <ul style="list-style-type: none"> <li>• Creation of services with high added social value</li> <li>• Continuous improvement in quality</li> <li>• Emphasis on information security</li> </ul>	 
<p><b>Improving the residential environment through business</b></p> <ul style="list-style-type: none"> <li>• Formation of the appropriate real estate market by adopting IT</li> <li>• To secure the appropriate accessibility to the market for all people by rationalizing the market</li> <li>• To contribute to the development of the real estate market as a base for supporting people and society in cooperation with stakeholders</li> </ul>	
<p><b>Building an environmentally-friendly, affluent, sustainable society with IT and DX</b></p> <ul style="list-style-type: none"> <li>• To execute business operations with low environmental burdens</li> <li>• To contribute to the online market and the environmentally-friendly real estate industry in cooperation with stakeholders</li> <li>• To contribute to the sound development of local communities in cooperation with stakeholders throughout Japan</li> </ul>	  

\*“SDGs” stands for Sustainable Development Goals. International goals for realizing a sustainable, better world by 2030, adopted at the UN Summit in Sep. 2015. Composed of 17 goals and 169 targets.



In order to provide safe and reliable services and develop our business, we have obtained various certifications.

**Health & Productivity Management Outstanding Organizations 2022**  
(Large Enterprise Category)



The company was certified as a "Health & Productivity Management Outstanding Organizations 2022 (Large Enterprise Category)" by the Ministry of Economy, Trade and Industry, the Ministry of Health, Labour and Welfare, and the Nippon Kenko Kaigi.

**DX Certified Business Operators**



We obtained certification under the DX certification system established by the Ministry of Economy, Trade and Industry.

**Partnership Construction Declaration**



We endorse the Declaration on the Establishment of Partnerships issued by the Small and Medium Enterprise Agency.

**ISMS and ITSMS**



ISMS (ISO27001) International Standard for Information Security.  
International standard for ISMS (ISO 27017) cloud security.  
ITSMS (ISO 20000) International standard for IT service management.

**Security of cloud services Information Disclosure Certification System for Reliability**



"ES e-Bukken One" has obtained certification under the "Information Disclosure Certification System for the Safety and Reliability of Cloud Services" as a cloud service for which information is appropriately disclosed based on guidelines published by the Ministry of Internal Affairs and Communications.

(Note) Health & Productivity Management Outstanding Organizations = The award system to honor Corporations such as large enterprises and SMEs that implement particularly good health management based on initiatives tailored to local health issues and health promotion initiatives promoted by the Nippon Kenko Kaigi.

(Note) DX Certified Business Operators = Based on the Act on Promotion of Information Processing, DX-certified businesses have already established visions, strategies, and systems to implement DX (DX-Ready). A system approved by the Minister of Economy, Trade and Industry.

(Note) Partnership Declaration = Enterprises of all sizes and sizes in the position of "orderer" declare "coexistence and co-prosperity of the entire supply chain and new partnerships (inter-enterprise partnerships, IT implementations support, matching specialists and green procurement, etc.,)" and "compliance with promotion standards", regardless of the size of the enterprise..

The Integrated Report 2021 has been published to help you to understand our long-term efforts to increase corporate value and the process of realizing both social and economic value.

## Integrated Report 2021



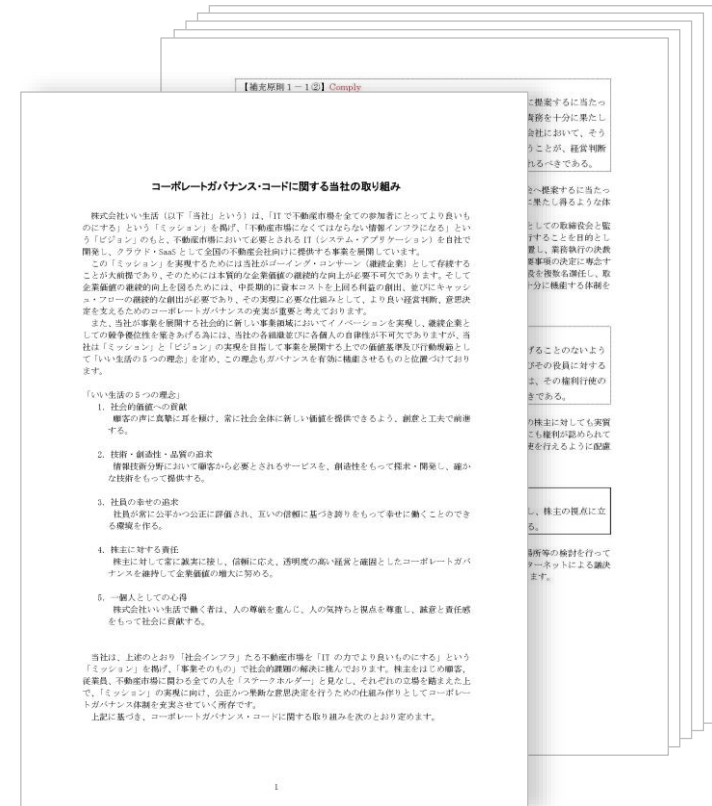
The Report is based on "Guidance for Collaborative Value Creation". This section presents the most important information, including financial and non-financial information.

The Integrated Report 2021 can be downloaded from all of the following URLs.

<https://www2.tse.or.jp/disc/37960/140120211014410881.pdf> (only available in Japanese)

## ■ We have already announced our approach to the Corporate Governance Code 2021 by disclosing "comply or explain" to all 83 principles.

- Section 1: Securing the Rights and Equal Treatment of Shareholders
- Section 2: Appropriate Cooperation with Stakeholders Other Than Shareholders
- Section 3: Ensuring Appropriate Information Disclosure and Transparency
- Section 4: Responsibilities of the Board
- Section 5: Dialogue with Shareholders



(Scheduled to be listed on the TSE Standard Market from April 4, 2022)

Our Corporate Governance Code Initiatives can be downloaded from the following URL.

<https://www.e-seikatsu.info/aboutUs/pdf/corporateGovernance.pdf> (only available in Japanese)

**Established :** January 21, 2000

**Paid-in capital :** 628,411,540 yen (As of the end of March 2022)

**Listing :** Tokyo Stock Exchange Standard Market (Code: 3796)

**Relationship banks :** MUFG Bank, Ltd., Mizuho Bank, Ltd., Resona Bank, Ltd., Sumitomo Mitsui Banking Corporation, Sumitomo Mitsui Trust Bank, Limited, Mitsubishi UFJ Trust and Banking Corporation

**# of employees :** 181 (As of the end of March 2022)

**Governance System :** Company with Audit Committee

<b>Officers :</b>	Chairman	Kiyotaka Nakamura	Outside Director (Independent Director), Full-time Audit and Supervisory Committee Member	Akira Hirano
	President, Representative Director & CEO	Zenichi Maeno	Outside Director (Independent Director), Audit and Supervisory Committee Member	Masahito Omachi
	Representative Director & CFO	Hiroyuki Shiokawa	Outside Director (Independent Director), Audit and Supervisory Committee Member	Haruo Narimoto
	Representative Director & COO	Hiroyoshi Kitazawa		
	Managing Director, CTO	Akira Matsuzaki		

**Audit Corporation :** Kisaragi Audit Corporation

<b>Offices :</b>	Headquarters	〒106-0047	2-32, Minamiazabu 5-chome, Minato-ku, Tokyo
	Osaka office	〒530-0011	4-20, Ofukacho, Kita-ku, Osaka-shi, Osaka
	Fukuoka office	〒812-0011	25-21, Hakataeki Mae 3-chome, Hakata-ku, Fukuoka-shi, Fukuoka
	Nagoya office	〒450-6419	28-12, Meieki 3-chome, Nakamura-ku, Nagoya-shi, Aichi

- The material and information provided through this presentation are intended for helping you understand our group's management policy and financial information, and not for encouraging you to purchase or sell the shares of our company for investment.
- We are careful when handling information mentioned herein, but we will not guarantee its accuracy, recency, usefulness, or the like. If any information mentioned herein includes an error, data falsified by a third party or the like, our company will not assume any responsibility for damage caused by said matter.
- The information mentioned herein includes our current plans, strategies, and outlooks. They are based on the analysis of currently available information and the judgment of employers, including potential risks and uncertainties. The forecast may be different from actual results, due to the changes in the business environment, etc. The future outlook will not be revised or updated according to the facts after the date of announcement, etc.