

Casa Inc.

Financial Results Presentation
for the first Quarter 2023

Listed Code : 7196



Sales and profits are steadily increasing against the plan

	FY2021 / 1Q	FY2022 / 1Q		2Q plan
Unit: One million yen	Amount of money	Amount of money	Last year Change amount	Progress rate
Net Sales	2,657	2,555	△ 102	50.3%
Operating Profit	134	45	△ 88	34.8%
Ordinary Profit	161	78	△ 83	47.6%
Profit attributable to owners of parent	94	24	△ 70	37.5%

Breakdown of sales

Unit: One million yen	FY2021 / 1Q	FY2022 / 1Q		
	Amount of money	Amount of money	Last year Change amount	Year-over-year basis
Net Sales	2,657	2,555	△ 102	96.2%
Initial guarantee fee	1,403	1,218	△ 185	86.8%
Continuation guarantee fee *	1,243	1,320	77	106.2%
Cost of sales	1,275	1,226	△ 48	96.2%
Provision of allowance for doubtful accounts	770	737	△ 33	95.7%
Referral fee	244	271	27	111.2%
Lawsuit / Dispose expense	257	215	△ 42	83.4%
Gross profit	1,382	1,328	△ 53	96.1%

Although there is an impact from the review of the profitability of the agency in the previous fiscal year, it remains as planned.

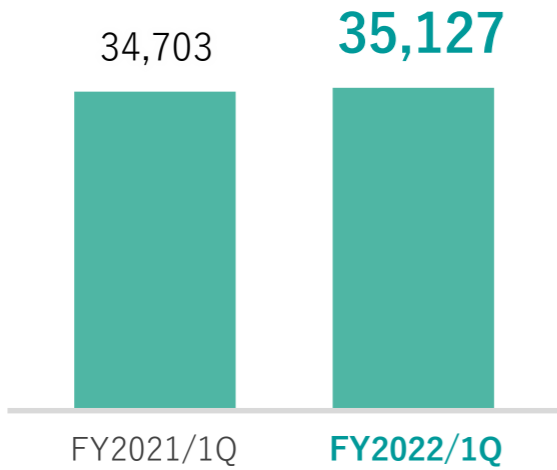
The delinquency rate remains as planned. The amount of right to reimbursements generated is lower than expected.

Temporarily increased the number of proceedings due to the influence of COVID-19 decreased.

* Monthly guarantee fee is included in the annual guarantee fee.

New contract

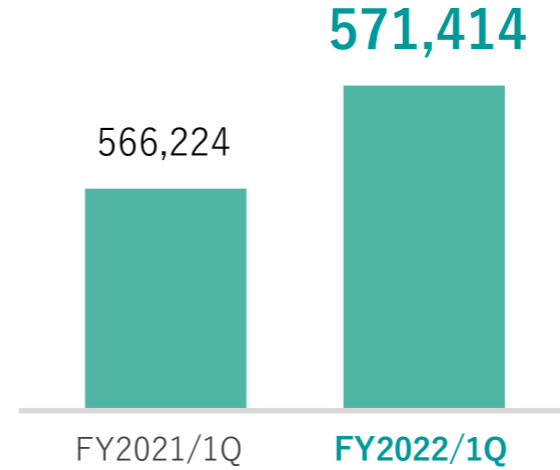
Unit:cases



Recovers to an increasing trend from a decrease due to a review of profitability

Contracts Held

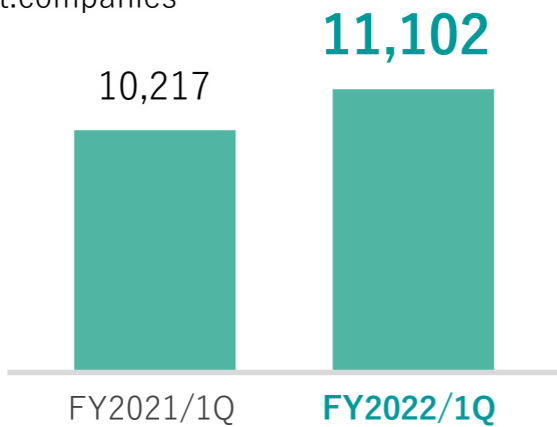
Unit:cases



New contracts increased and expanded steadily

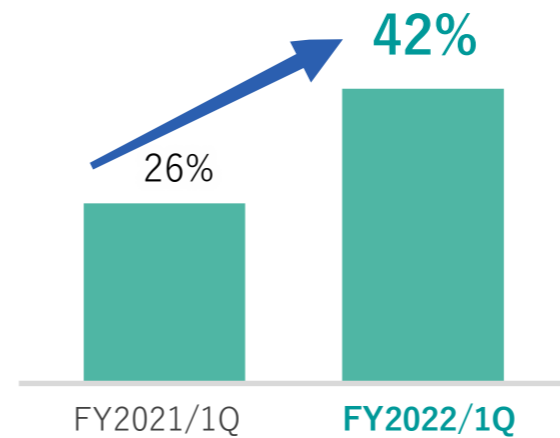
Number of agencies

Unit:companies



Increase in small-scale agencies YoY: +885 companies

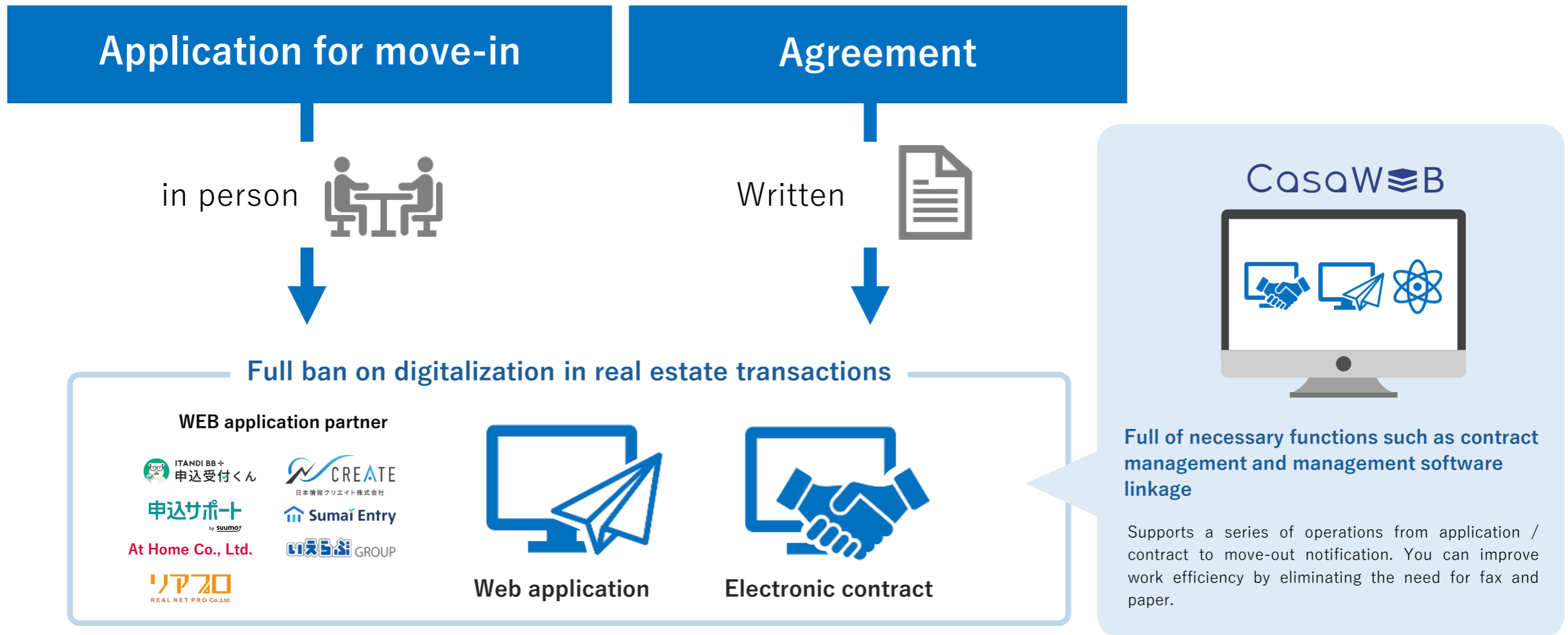
Casa WEB usage rate



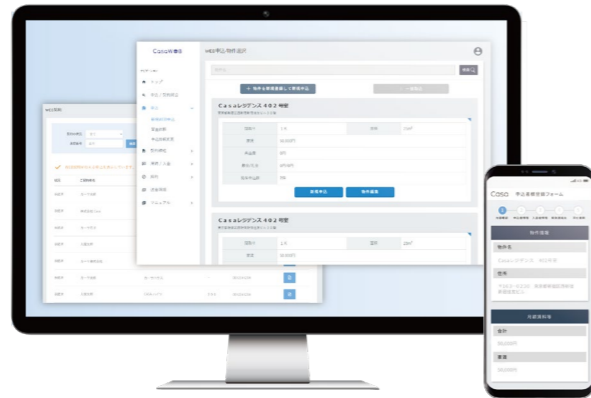
Increased use of agencies. Strengthen promotion as operation costs are expected to be reduced

May 2022 Enforcement of the Building Lots and Buildings Transaction Business Law

Accelerates non-face-to-face and online transactions from face-to-face and written transactions



Achieving online agency operations

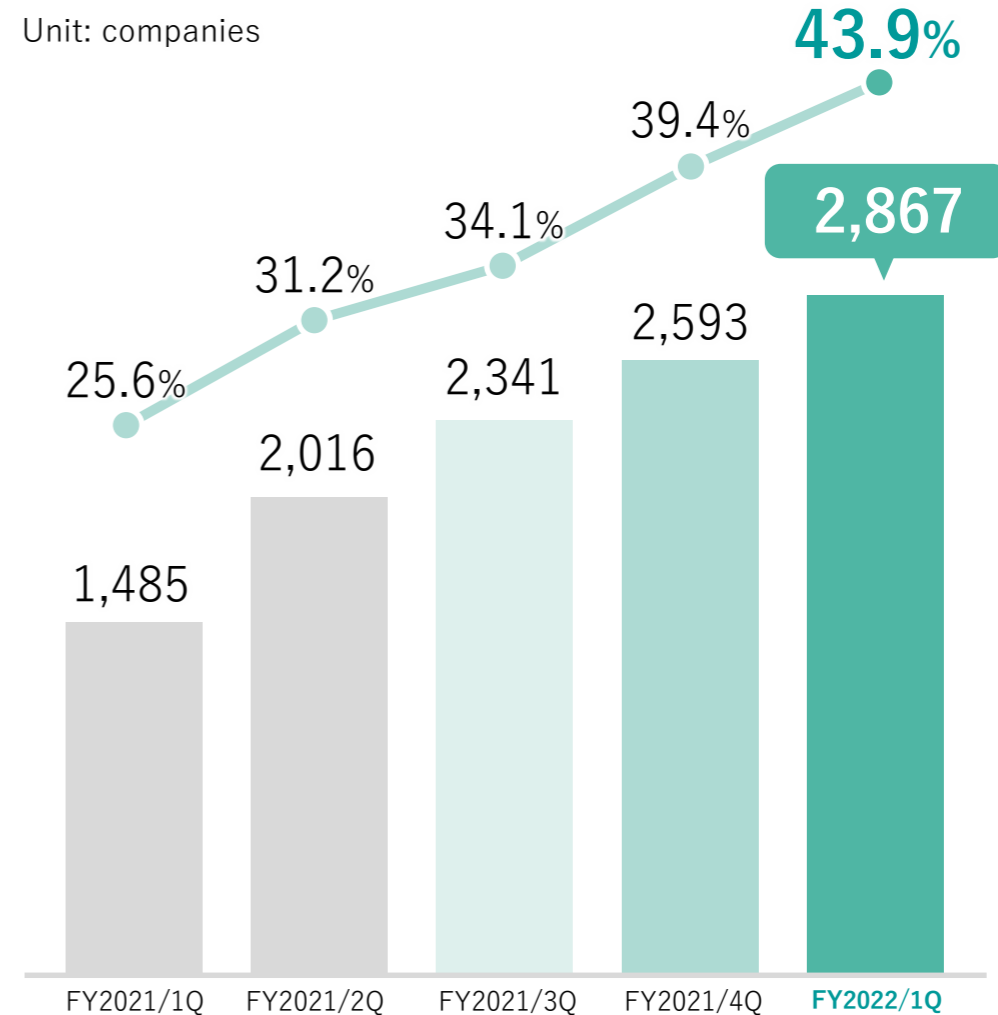


CasaWEB

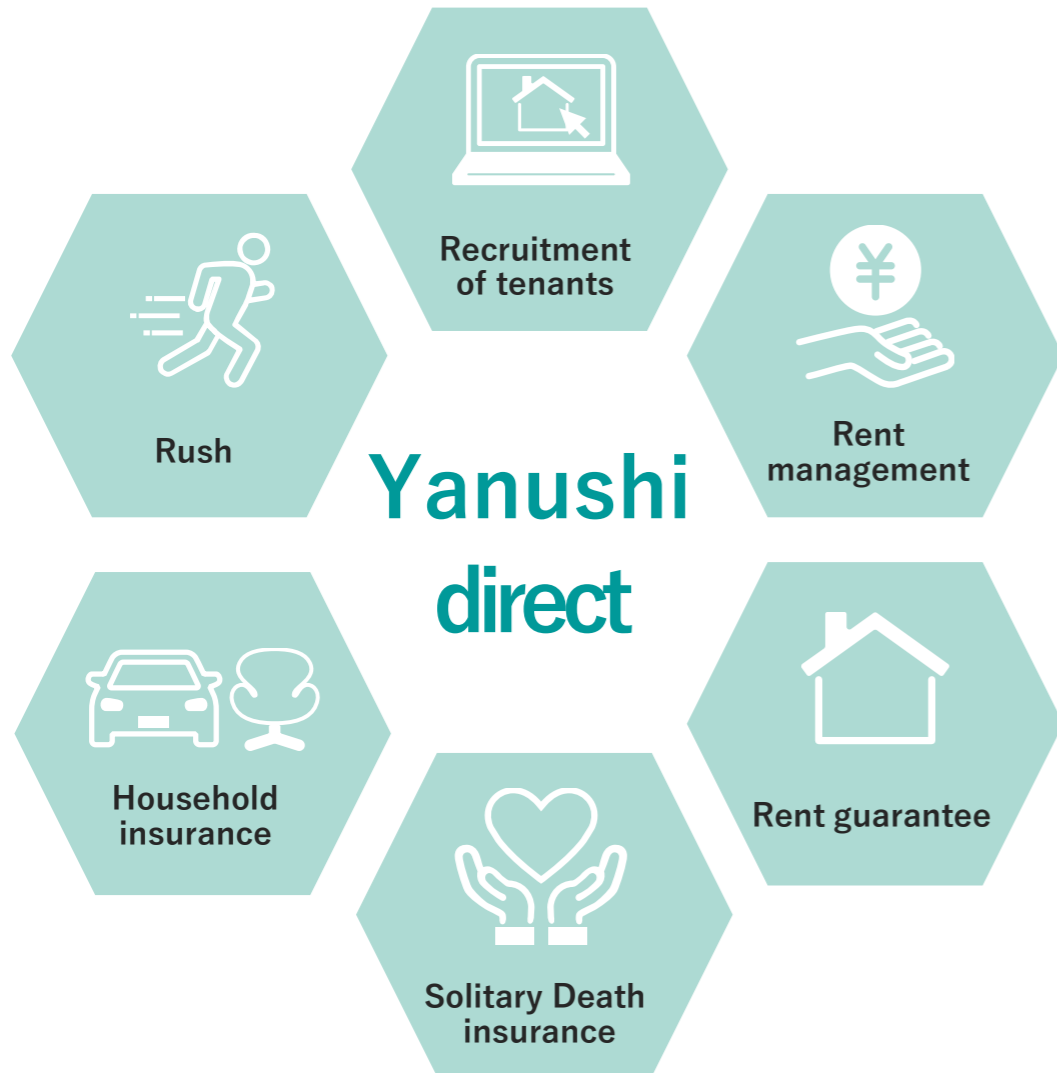
Electronic contract	Web application	WEB account transfer	Management software cooperation
Household goods insurance cooperation	Remittance details	Delinquency / change / Report of payment etc.	Insurance company cooperation

Number of companies that have introduced it and utilization rate

Unit: companies

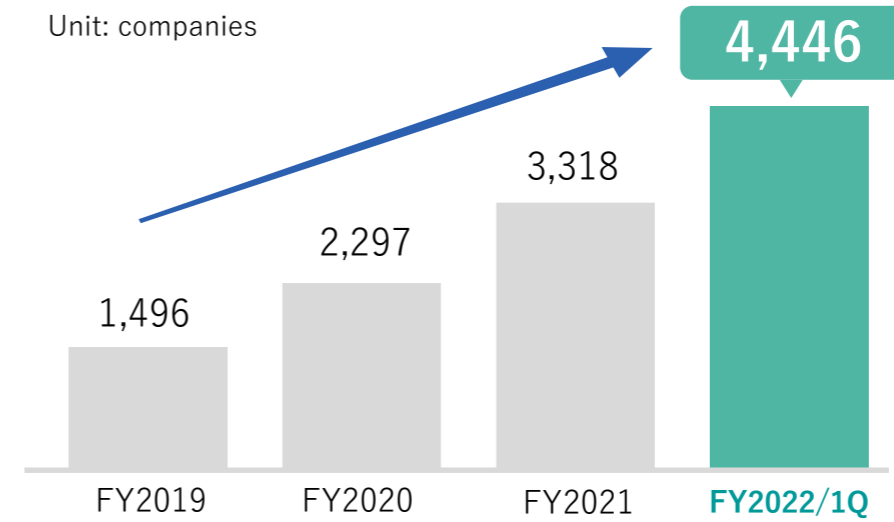


Full coverage of property owner risk



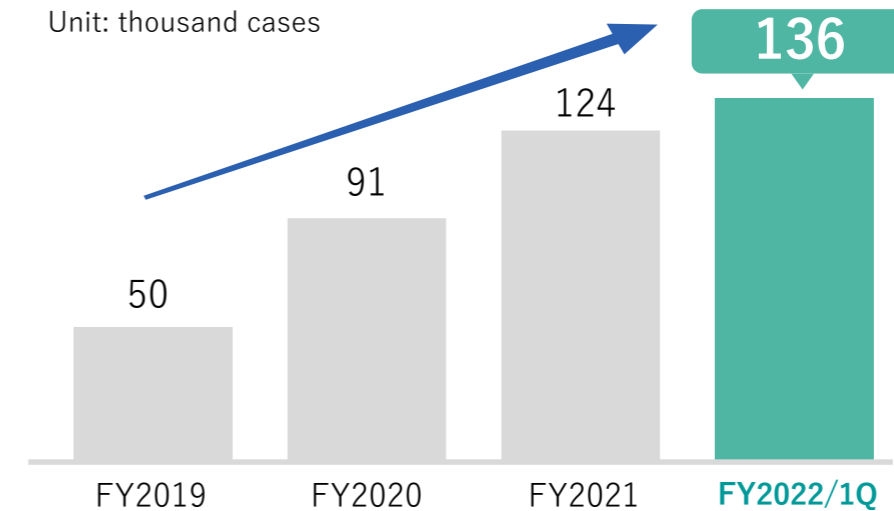
Number of agents (cumulative)

Unit: companies



Number of contracts (cumulative)

Unit: thousand cases



● Rent guarantee / rent management

Full payment of rent at the end of the previous month
Easy monthly rent management



● Household insurance

Not insured at the time of renewal
Prevention



● Solitary Death guarantee is Automatic compensation

Insurance for fatal accidents in the living room



● Resident inquiry

Inquiries from residents
Our company receives the primary



Social issues

Solitary death is about 30,000 people a year

Source: Nisseikiso Research Institute

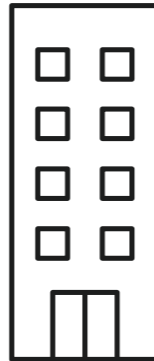
2022 Government policy

Measures against loneliness and isolation

- Utilization of "social prescription"
- Full-scale implementation of one-stop consultation service
- Reduction of loneliness and isolation in daily life such as food and housing

Direct S

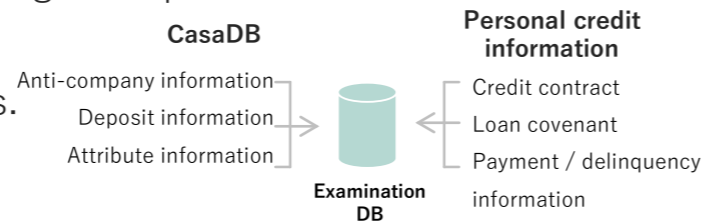
OEM products
using personal credit
information



Product concept

By utilizing Casa DB (rent information, payment history, etc.) and transaction information of credit cards and loan cards held by personal credit information agencies, the examination accuracy is improved and the guarantee range is expanded.

We can provide guaranteed products that meet your needs.

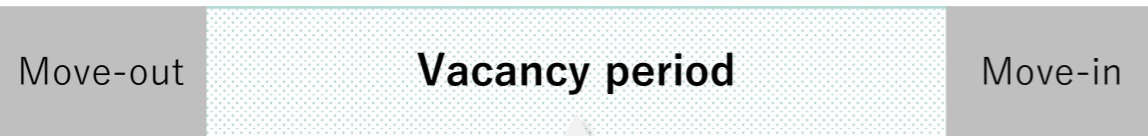




Rakuden

Different procedures for each electric power company when vacant are **possible on the WEB**

Work burden due to energization / stop

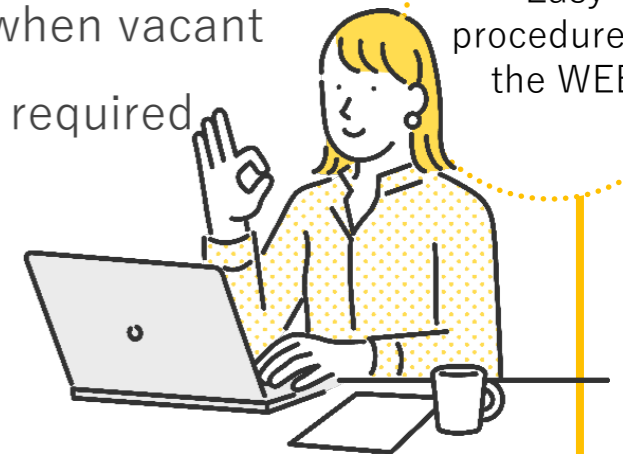


- Settlement work with the electric power company and the owner
- Pay the electricity bill in-house
- Contact work to energize / stop the electric power company



With Rakuden, just energize and input

- ✓ Easy energization request
- ✓ Free electricity bill when vacant
- ✓ No settlement work required



COVID-19 raises owner risk awareness

Strengthen sales for further sales expansion

Real estate owner risk

Delinquency risk

Risk when moving out

Bankruptcy risk

- Tenant's business does not go well and delinquent payment occurs
- Restoration cost when moving out is high
- Tenant's bankruptcy



Full guarantee

Increased occupancy rate by reducing initial costs



Rent, etc.



Fixed costs (parking lots, signboards, etc.)



Variable cost (utility cost)



Renewal fee



Expenses upon moving out



Early cancellation penalty



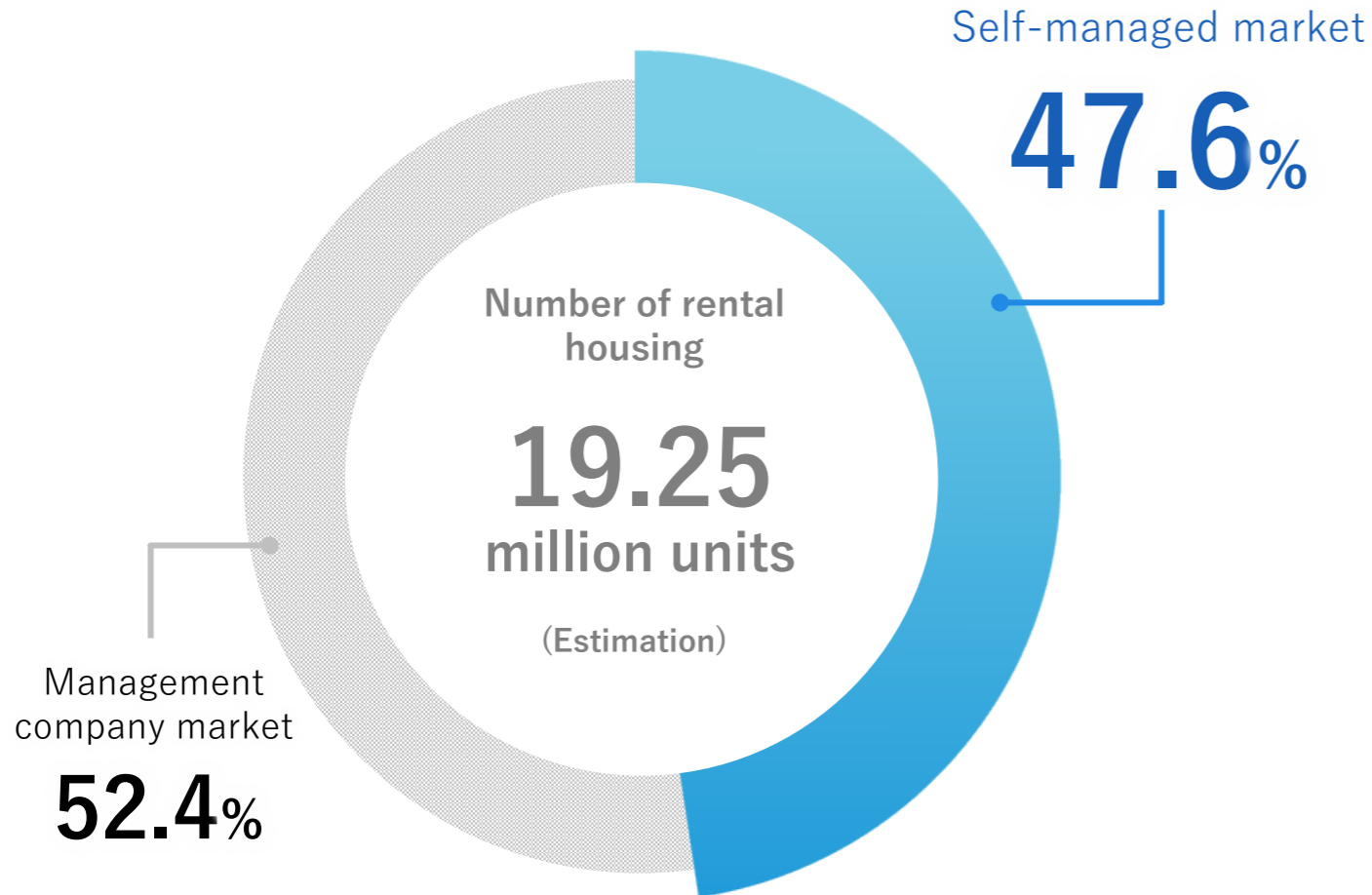
Rental penalty surcharges



Legal procedure costs

Guarantee maximum amount: 24 months of rent

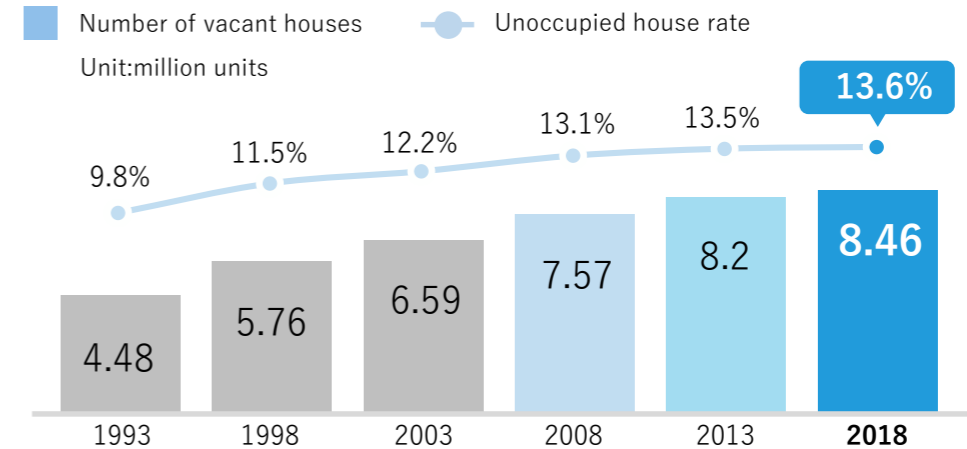
Breakdown of rental housing



Source: From "Rental Management Market Data Book 2021-2022" published by National Rental Housing Newspaper

Owner's problems

Changes in the number of vacant houses and the vacant house rate



Source: Housing and Land Statistics Survey (Ministry of Internal Affairs and Communications)

- Increase in vacant house rate
- Decline in property value
- Increase in old properties
- Lack of knowledge of rental management

Real estate management consulting platform development



Recruitment

It is possible to make a wide range of recruitment by sending e-mails to intermediary companies and posting them on rental real estate portal sites and inter-dealer distribution sites.



Rental management support

We will provide solutions to landlords who are experiencing challenges in rental management and contribute to maximizing profits in rental management.



Rent management

The rent will be transferred to the landlord's account at the end of the previous month. Even if you cannot withdraw, the full amount will be transferred, so the cash flow will be stable.



Resident support

We will provide a rush service and a call center in case of trouble for residents and receive them temporarily.



Maintenance support

You can complete from the troublesome request for cleaning the shared part of the property to the payment with your smartphone. The work report comes with a photo and does not require on-site confirmation.

Before

Fill out the documents
Fax and mail support



Contract business



Telephone
correspondence



Scheduled
to be developed

Apply

Agreement

Resident support

After

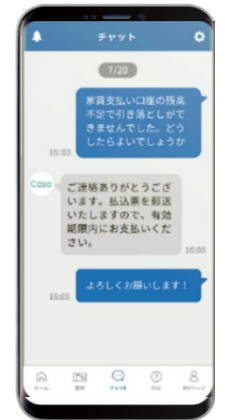
The procedures required
when moving in are
converted to the Web,
reducing the burden on
both the landlord and the
resident.



Electronic lease agreements
and guarantee contracts
realize simple and highly
secure contract procedures



From rent and equipment
to troubles in the
neighborhood. Primary
reception of housing
troubles via chat



養育費保証

Moms are relieved when children smile
Children are relieved when moms smile

Protect the future of children.



Current status of single mothers



Average annual income of single mothers

2.43
million yen

640,000 mother-child households (2020 census)

Administrative efforts

Y2020

22 municipalities

Y2022

145 municipalities

As of the end of April 2022



Never received child support

56%

Source: National Single Parent Household Survey Report

- Subsidies for the cost of creating a notarial act, etc.
- Subsidies for the initial guarantee fee for child support guarantee

Children's Family Agency

- Measures for children's poverty and support for single-parent families
- Enhancing consultation and information provision, creating a place for all children
- Policy planning from a child's perspective



● Holding an event

- Birthday planning
- April 19th "Child-rearing Day" project



● Holding seminars and study sessions

Holding seminars with lawyers and cooperating organizations



● Encouragement to secure child support

- Cooperation with local governments
- Activities for local councilors



● Posting in the media

- ADR center for families
- Mamasuma
- Newspaper publication

Raise awareness of the service by posting it in various media



SUSTAINABLE DEVELOPMENT GOALS

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



11 SUSTAINABLE CITIES AND COMMUNITIES



Online real estate transactions



Business systematization



Promotion of real estate DX



Child support guarantee service



Rent guarantee service



Tenant service

Casa will maintain a healthy living environment
for the people and
contribute to the development of lifestyle,
to realize a prosperous society.

A society where everyone can live with peace of mind



Notes

- In addition to our business and industry trends, this document also refers to our future prospects based on our current plans, estimates, forecasts or forecasts.
- These forward-looking statements carry various risks and uncertainties.
- Already known or unknown risks, uncertainties and other factors may or may not lead to different consequences than those contained in the statement of future prospects.
- We can not promise that our forward-looking statements are correct, and our results may differ materially from our forward-looking statements.
- The forward-looking statements in this material are made by us based on the information available as of June 9, 2022, and reflect any future events or circumstances, and any forward-looking statements. We have not updated or changed the Content of the statement.