



Financial Update

Q1 FY2023

August 4, 2022

e-Seikatsu Co., Ltd. (Securities code: 3796)

Some of the material is machine translated.

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

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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.**

Our Business Overview

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

Characteristics of the real estate market

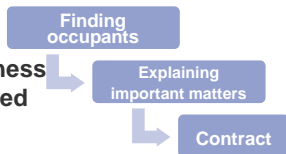
Overwhelming majority is small and medium-sized business operators



They exist across the country

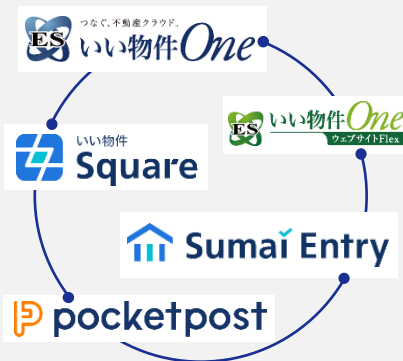


Every company has similar business flow as determined by the laws



Providing **seamless** SaaS products

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



Providing solution services such as BPO

Subscription service

✓ **Extensive** coverage of market needs

Monthly fees for SaaS



Complementing customer needs that cannot be covered by standard models

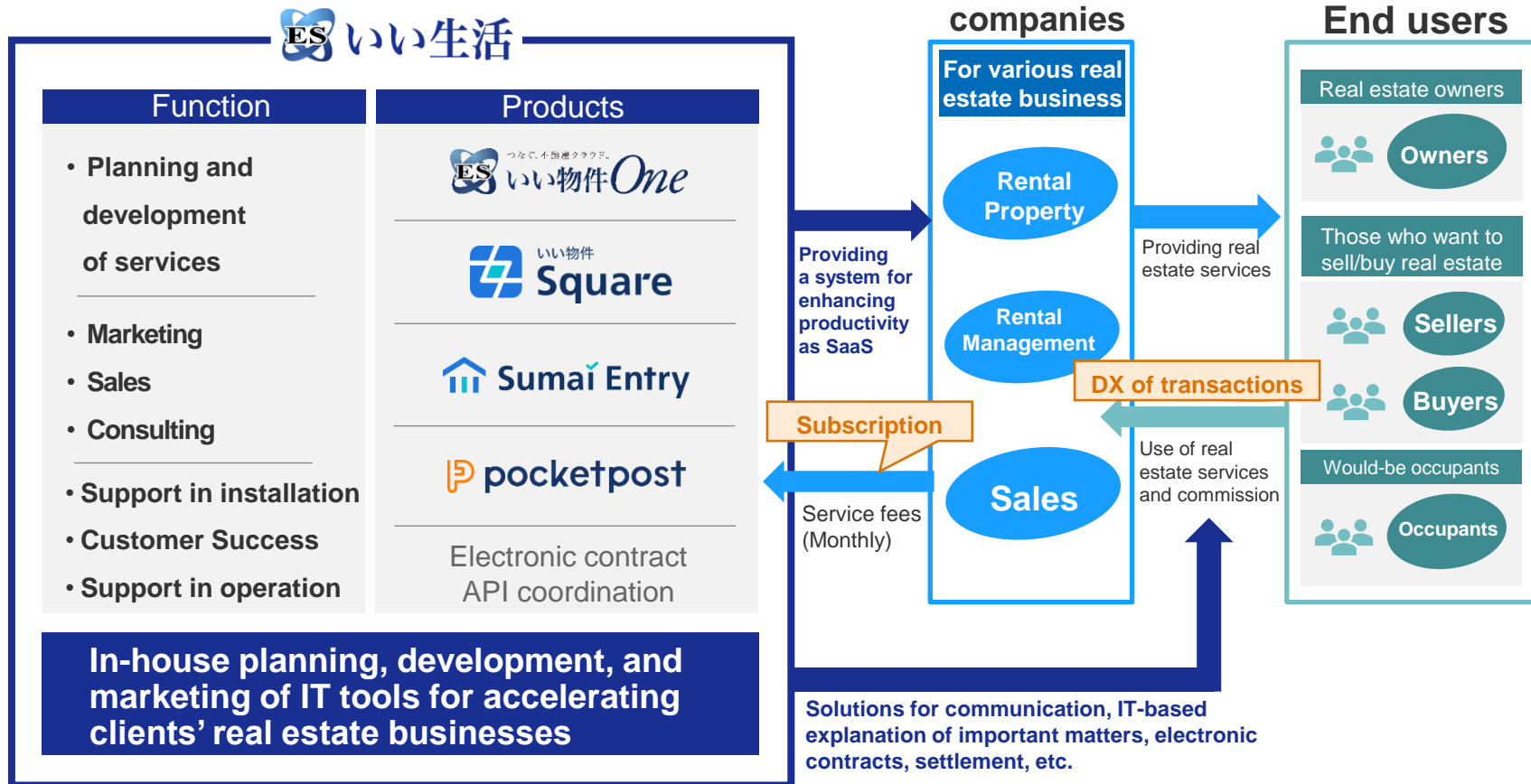
Solution service

✓ **Deeply** meet the individual needs of each customer

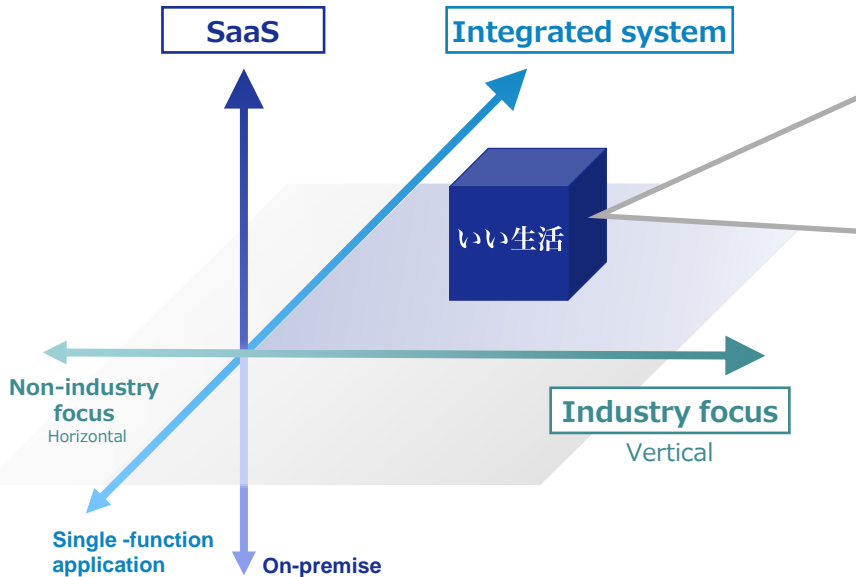
- SaaS initialization
- SaaS introduction and operation support (BPO to complement real estate company releases)

*According to "Statistics of Real Estate Industry in 2022" (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).

Our Business Structure



Competitive Advantage of e-Seikatsu



- 1 Focused on the real estate industry, providing **vertical SaaS**
- 2 Broad product coverage for **all real estate transaction processes**
- 3 Enabling streamline operations by integrated and **seamless** services
- 4 **Broad customer base with high LTV** mainly in real estate management segment
- 5 Dedicated sales and engineering teams with **industry knowledge and expertise**

Focused on the real estate market × SaaS × Integrated management
= Sustainable competitive edge

Position as **the hub of information distribution**

2. Quarterly Results

1Q FY2023 Highlights

Net Sales

617 million yen YoY (+7.1%)

Subscription sales ratio

85.3 % Previous term (87.6%)

Number of Fee-paying Client Companies

1,455 companies
(+15 companies compared to June of the previous year)

4,406 stores
(+89 stores compared to June of the previous year)

ARPU (Average Revenue Per User)

Approx. **121** thousand yen

(Approx. 115 thousand yen in June of the previous term)

EBITDA

130 million yen YoY (+15.2%)

Operating profit

18 million yen YoY (+171.7%)

Subscription gross profit margin

59.9%

(59.3% in the same period of the previous term)

MRR churn rate

△0.12%

※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 SaaS services. They are our monthly recurring revenues (MRR).

*3 ARPU (average revenue per user) is calculated by dividing "subscription sales" in June 2022 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."

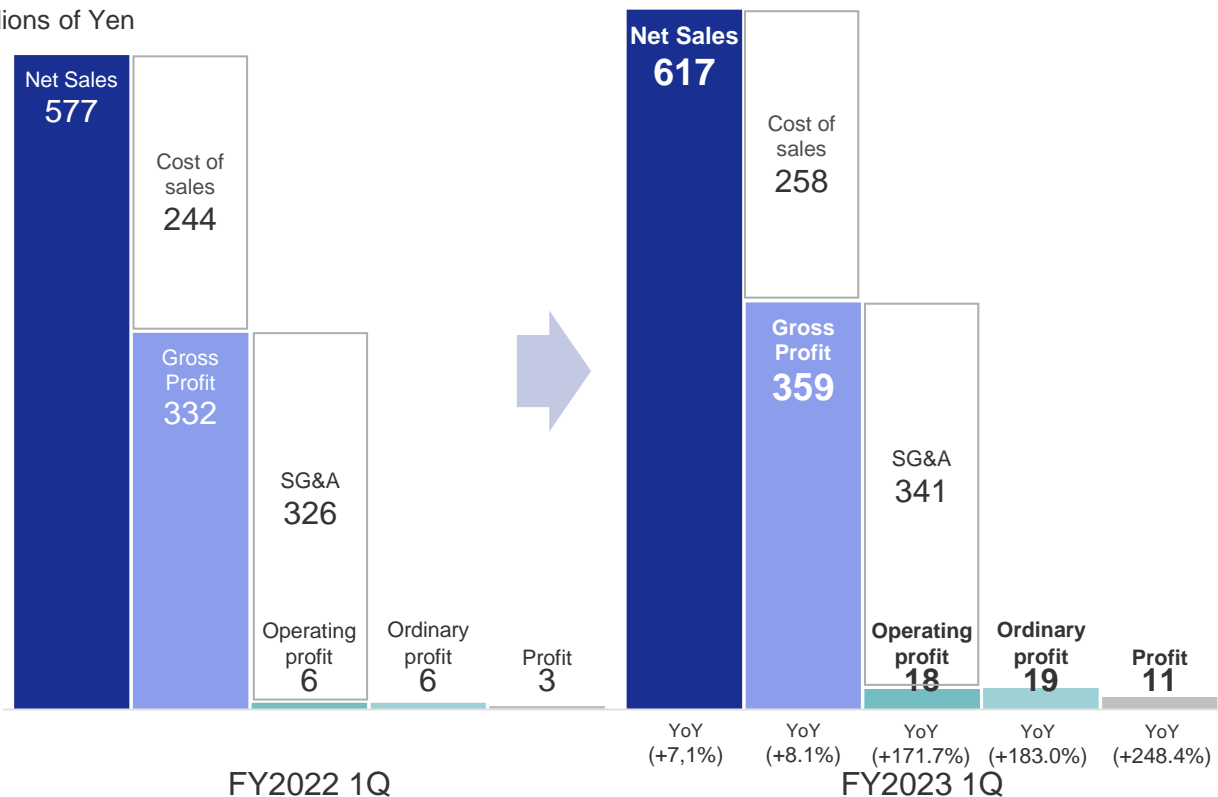
*5 Subscription sales ratio is the ratio of "subscription sales", which is recurrent revenue such as monthly charges for SaaS, to total sales.

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

YOY Increase In Both Sales and Profit. 1Q Net Sales Rose 7.1%.

(Consolidated)

Millions of Yen

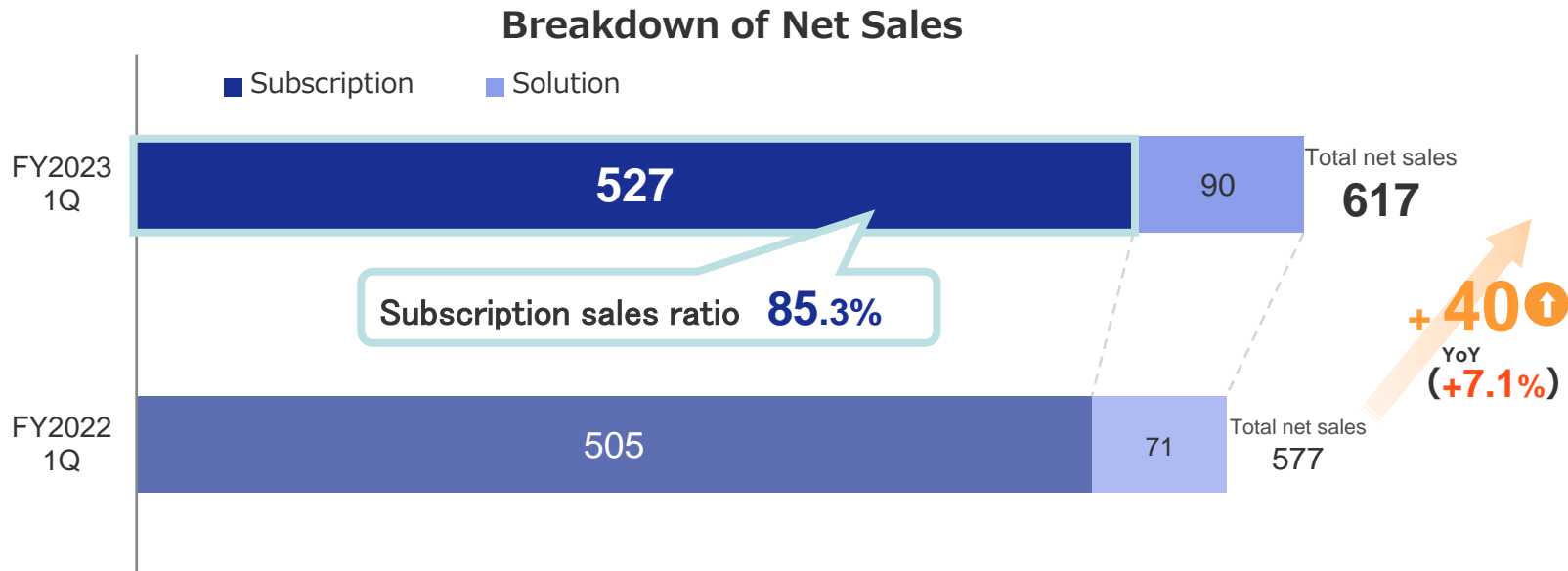


- Net Sales :+7.1%
 - Gross margin :+8.1%
 - Operating profit :+171.7%
 - Profit :+248.4%
- (All YoY)

* Figures rounded down to the nearest million yen.

Net Sales Grew 7.1%

Millions of Yen



- Subscription: revenues earned continuously on a monthly basis unless customers apply for cancellation, including monthly charges for SaaS
- Solution: revenues earned from other services, including fees for initial setting, system installation, and operation support (BPO) for SaaS, commissioned development of systems, and sale or introduction of other companies' services as an agency

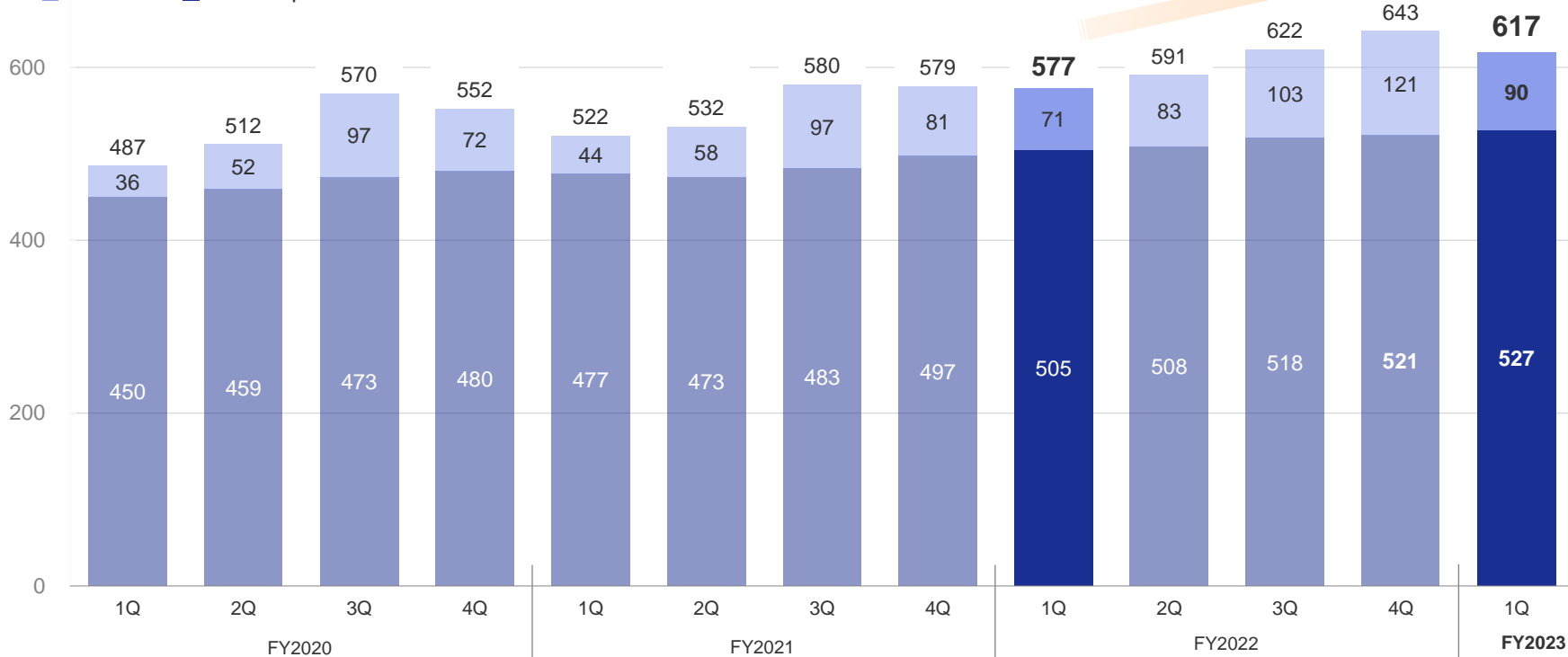
* Figures rounded down to the nearest million yen.

Steady Growth of Net Sales Continues

Millions of Yen

Net Sales by Service

■ Solution ■ Subscription



* Figures rounded down to the nearest million yen.

Changes in the Number of Companies, the Number of Stores, and the Average Number of Stores Per Company

	2018				2019				2020		2021		2022					
	Mar.	Jun.	Sep.	Nov.	3月	6月	9月	12月	Mar.	Jun.	Sep.	Nov.	Mar.	Jun.				
The Number of Companies	1,297	1,290	1,307	1,356	1,415	1,416	1,425	1,454	1,449	1,434	1,412	1,433	1,427	1,400	1,443	1,477	1,457	1,455
The Number of Stores	3,567	3,460	3,527	3,663	3,841	3,853	3,953	4,049	4,091	4,113	4,095	4,192	4,230	4,317	4,337	4,408	4,406	4,406
Number of stores per Company	2.75	2.68	2.70	2.70	2.71	2.72	2.77	2.78	2.82	2.87	2.90	2.93	2.96	3.08	3.01	2.98	3.02	3.03
ARPU (JPY)	114,000	113,000	112,000	110,000	108,000	106,000	108,000	108,000	111,000	110,000	113,000	113,000	117,000	115,000	118,000	116,000	119,000	121,000

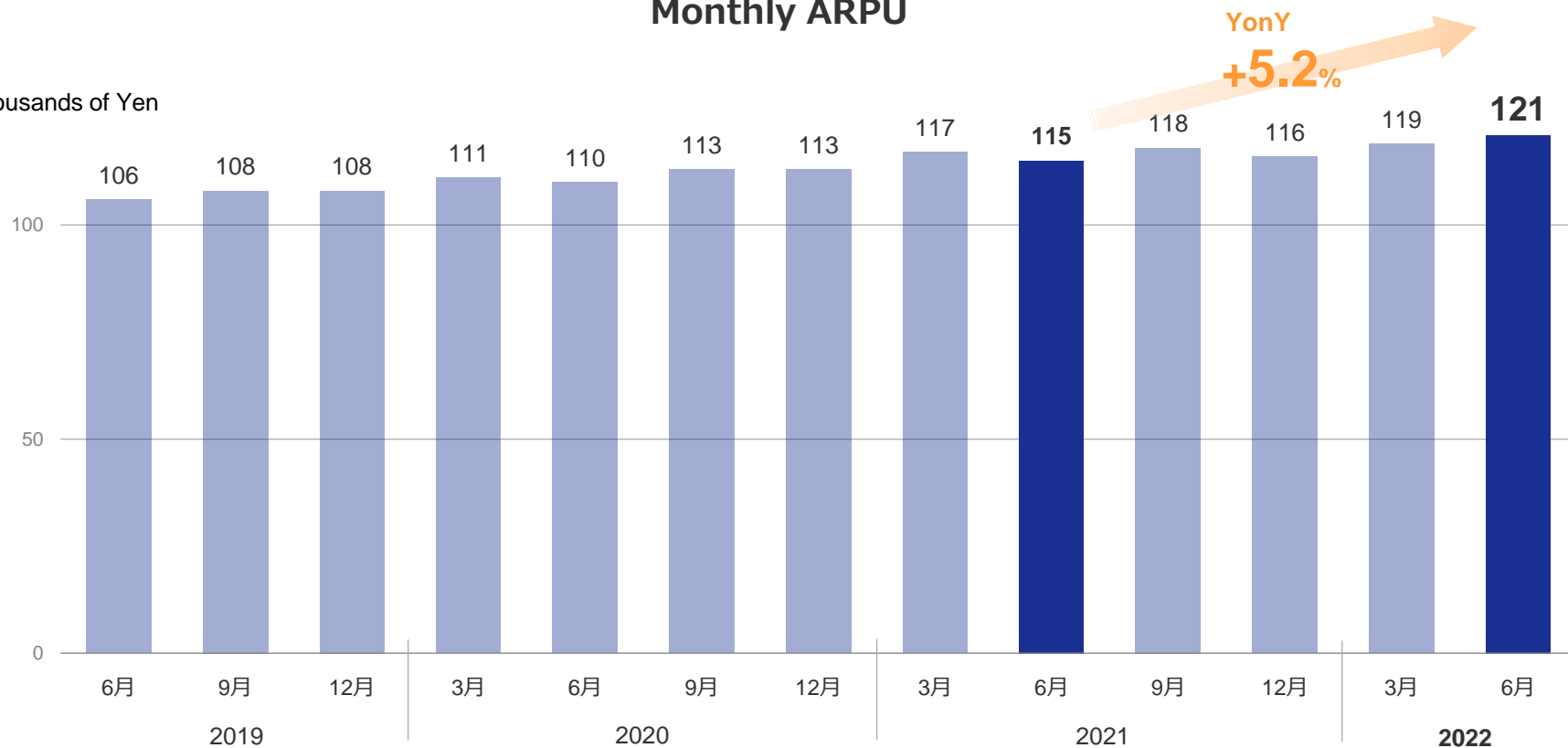
* As for ES e-Bukken One, contracts are established and fees are charged for individual corporations. As for the number of stores, the total number of stores registered by clients for use (real estate companies) was counted.

* Figures rounded down to the nearest thousand yen.

Steady ARPU Growth

Monthly ARPU

Thousands of Yen

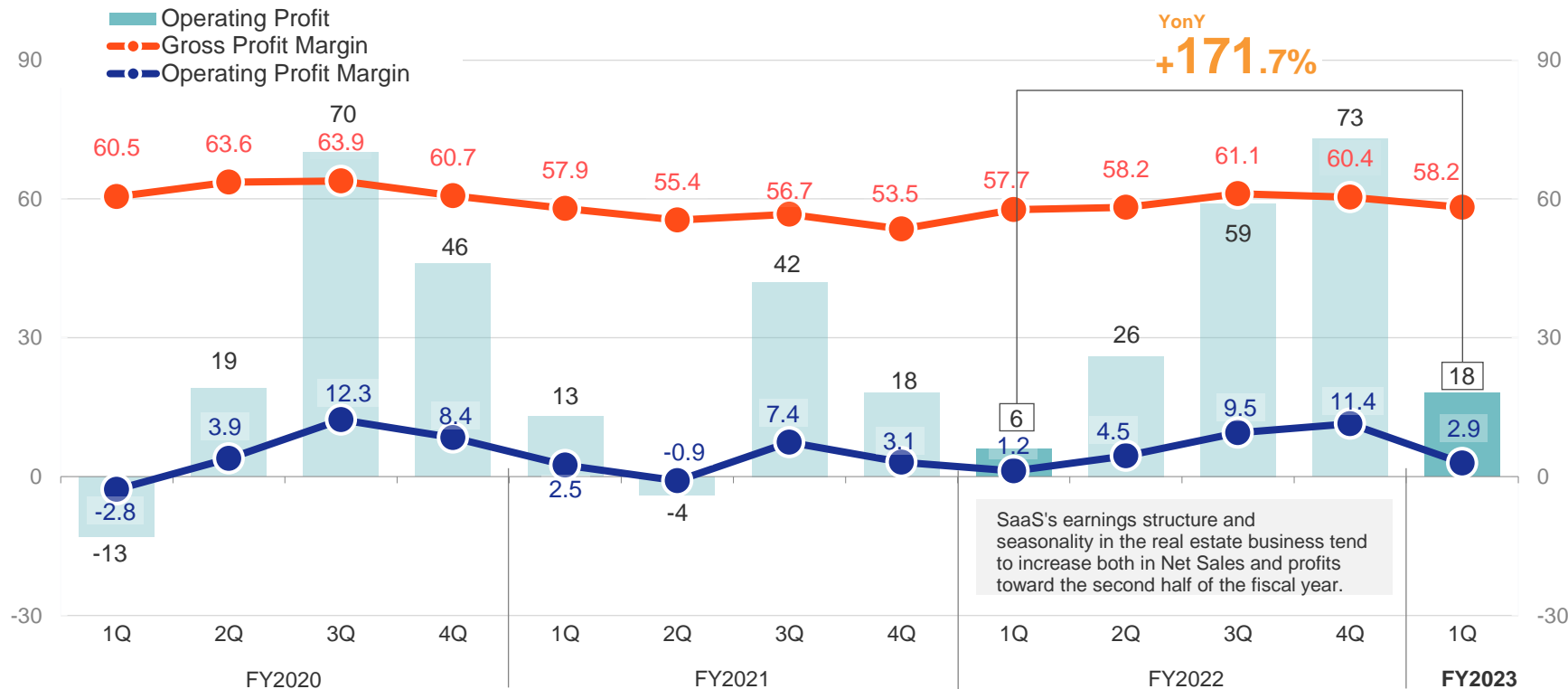


* Figures rounded down to the nearest thousand yen.

The Gross Profit Margin Has Been Stable. The Operating Profit rose 171.7% YOY

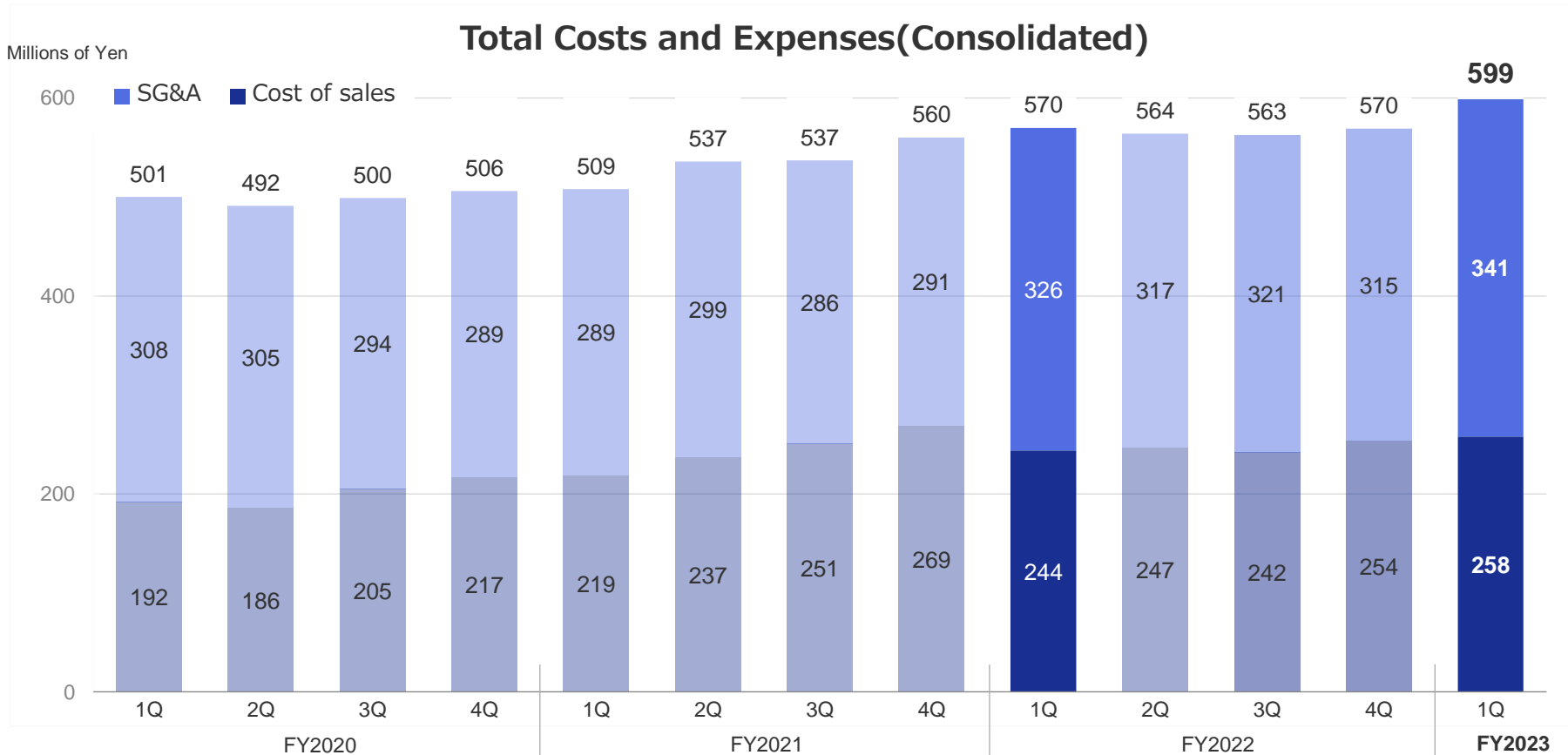
Millions of Yen

Gross Profit Margin and Operating Profit (Consolidated)



* Figures rounded down to the nearest million yen.

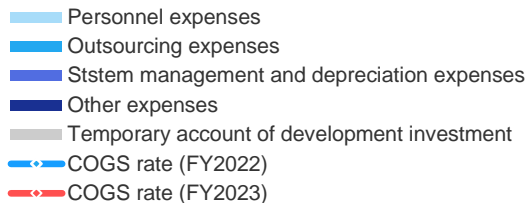
Total Costs Slightly Increased, While Investments in R&D and Marketing Continue



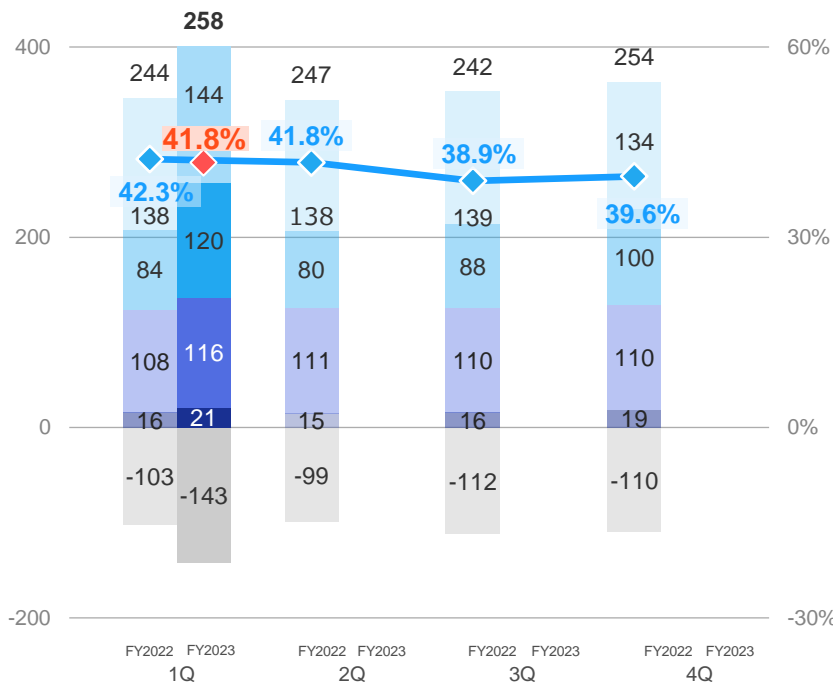
* Figures rounded down to the nearest million yen.

Cost Structure

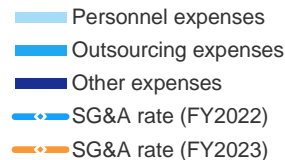
Cost of sales (Consolidated)



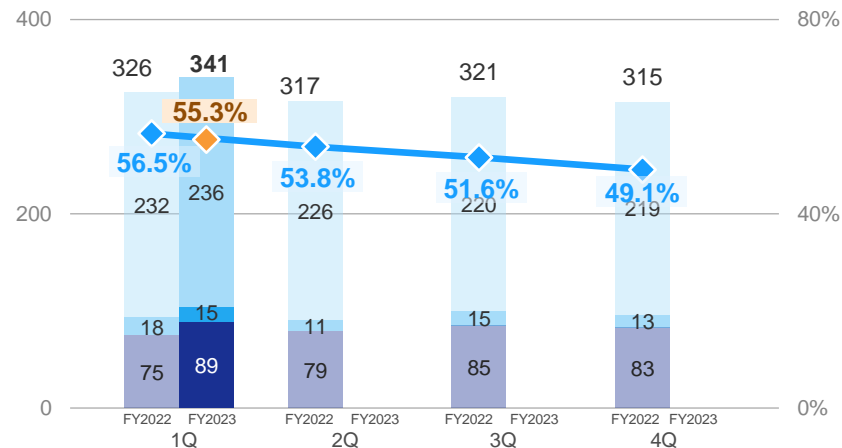
Millions of Yen



SG&A (Consolidated)



Millions of Yen

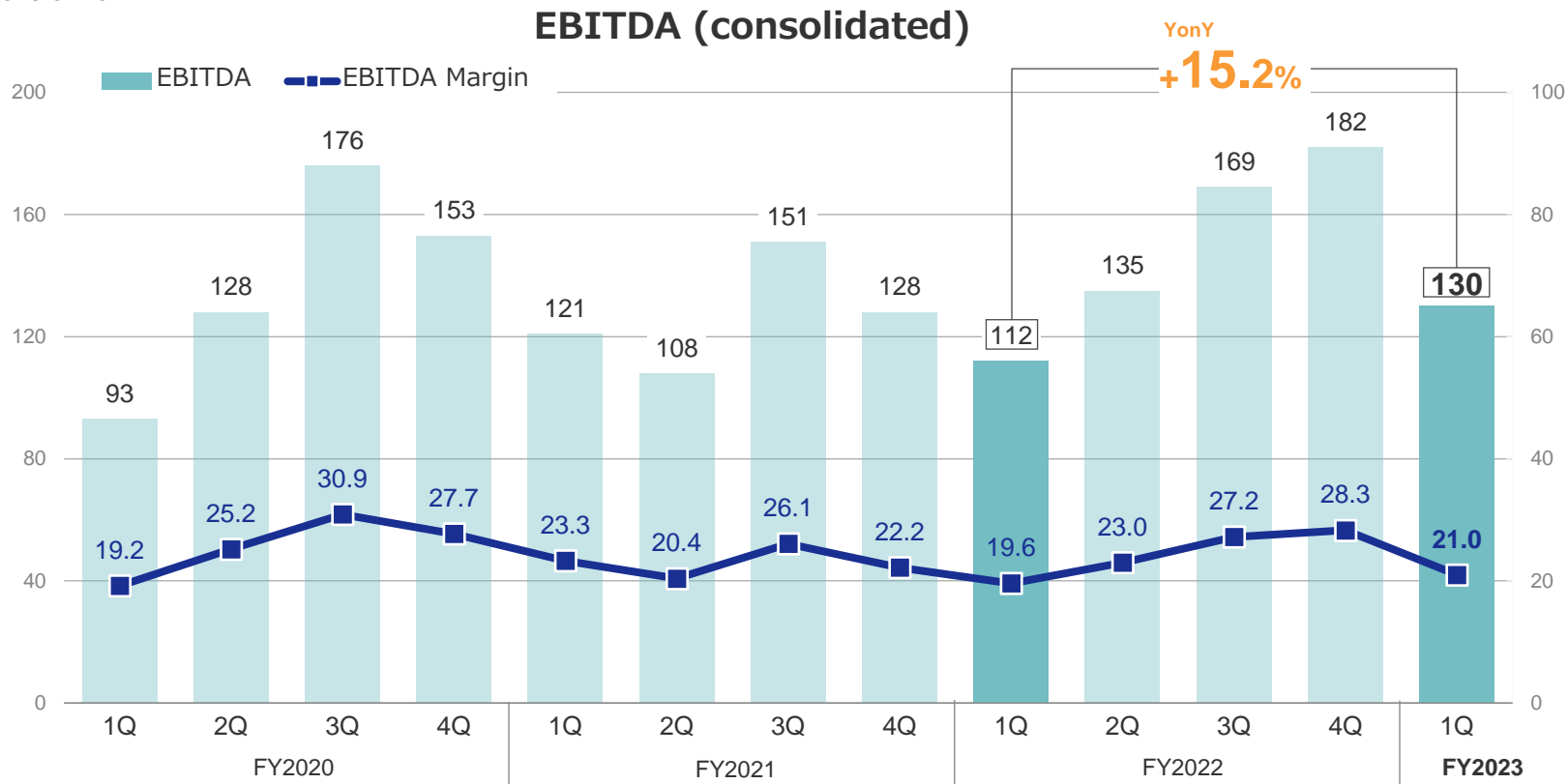


* Among crcing expenses include expenses for outsourcing, temporary staff, and laaS usage charges.
 System management and depreciation experiences include the depreciation for software and hardware costs, outsouand costs for in-house data centers.
 Temporary account of development investment includes the posted costs for inventory (goods in process and products) and temporary account of software.
 -30%* 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.

Stable Growth of EBITDA

Millions of Yen

Unit: %

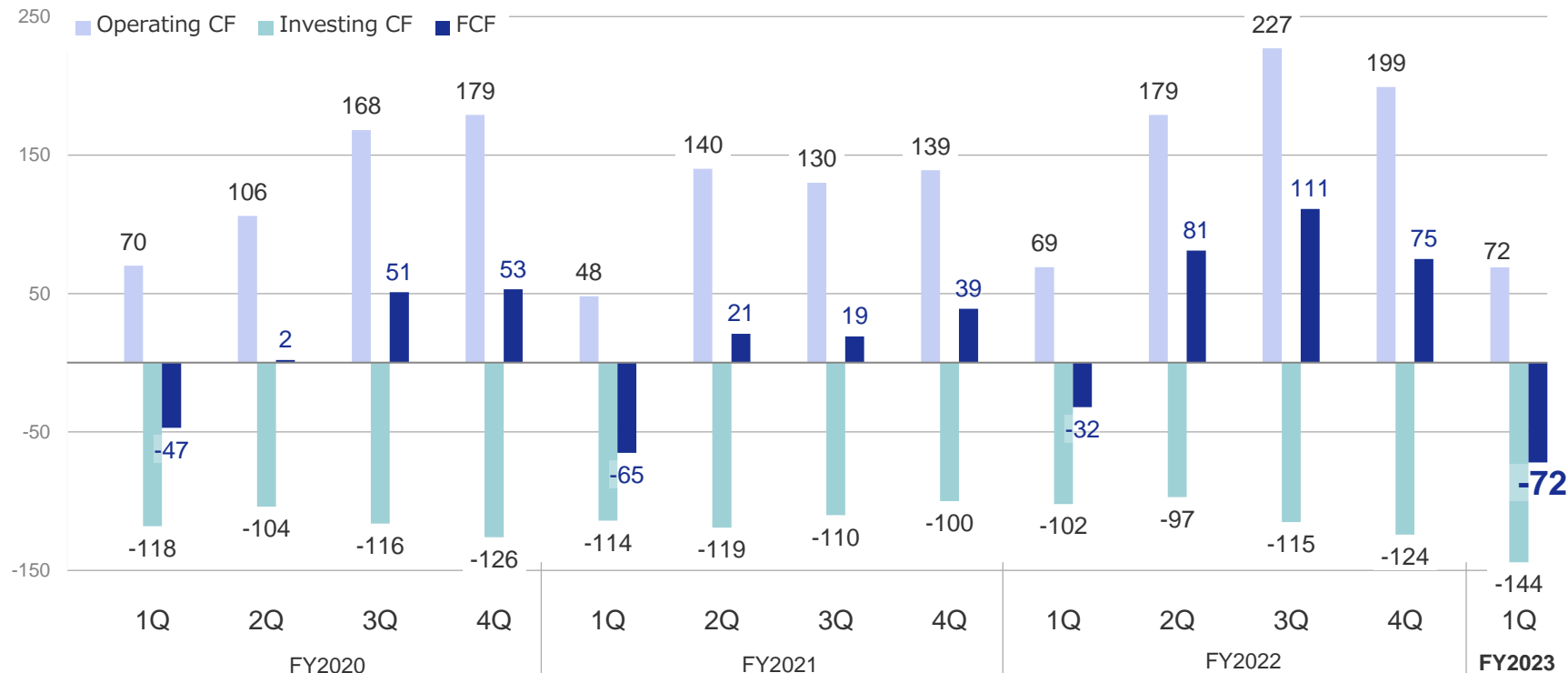


* Figures rounded down to the nearest million yen.

Continue to Invest in Service Development by Using Operating CF

Millions of Yen

Free cash flow (Consolidated)



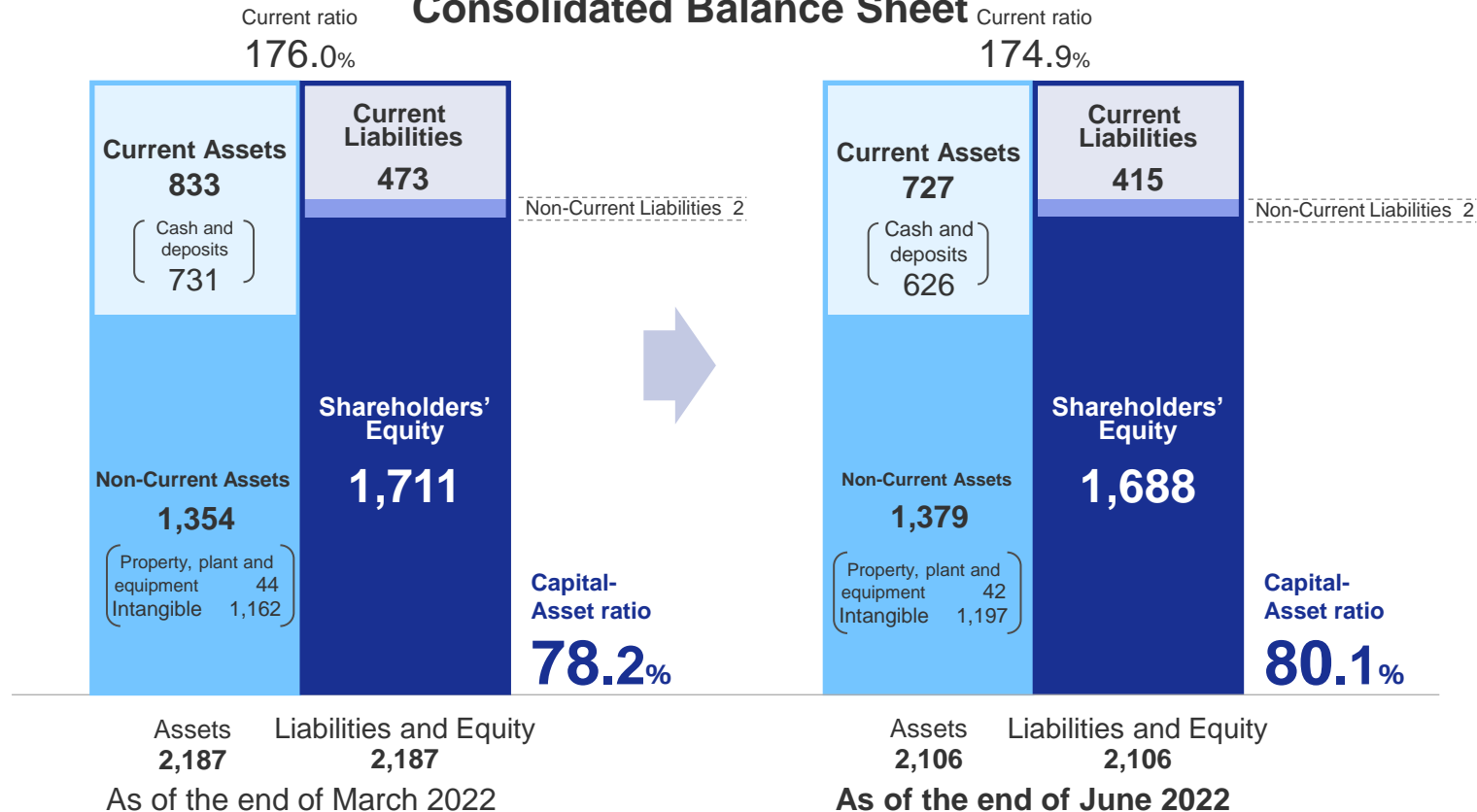
* Free cash flow (FCF) = Operating cash flow (CF) + Investing cash flow (CF)

* Figures rounded down to the nearest million yen.

Sound Financial Ground to Prepare for Growth Opportunities

Millions of Yen

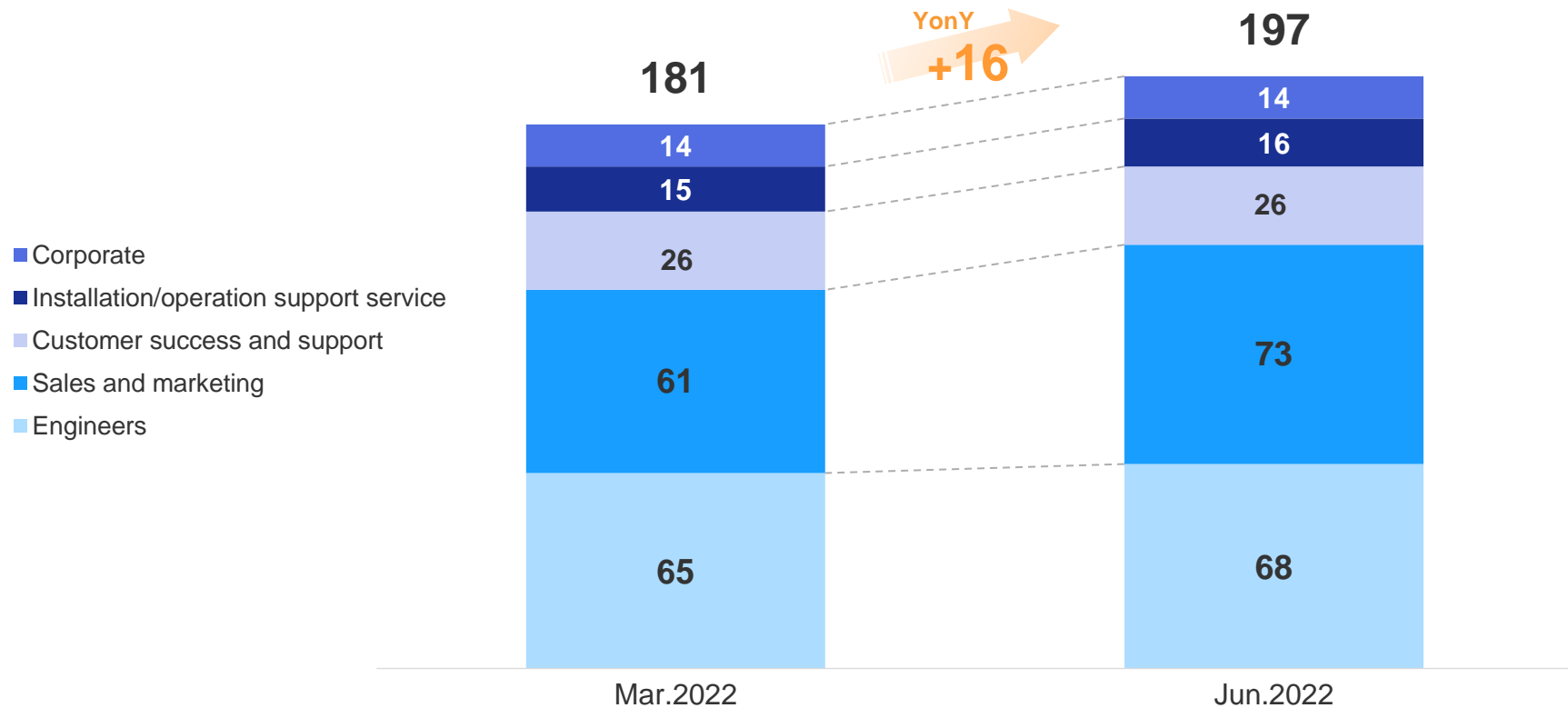
Consolidated Balance Sheet



* Figures rounded down to the nearest million yen.

Strengthening the Sales and Marketing

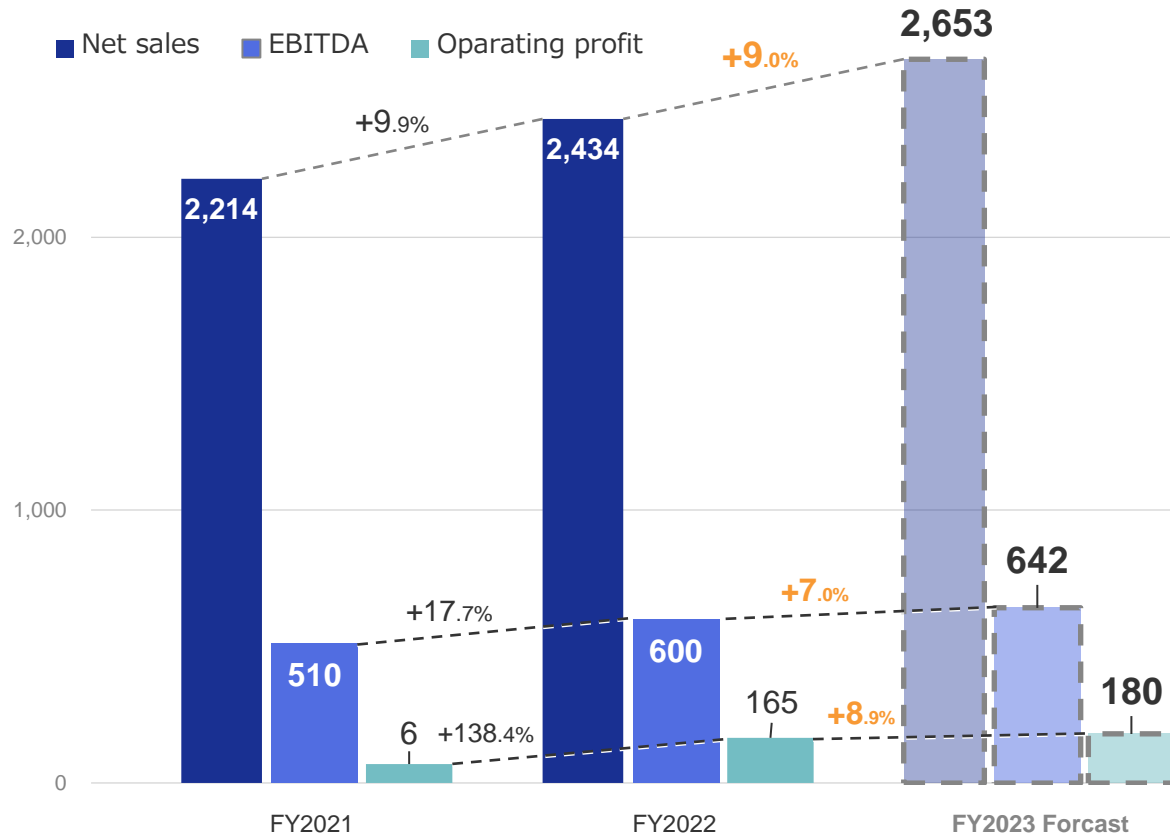
No. of Employees (Consolidated)



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

3. Earnings Forecast and Future Prospects

Earnings Forecast for FYE March 31, 2023 Millions of 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 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.

Earnings Forecast for FYE March 31, 2023

Millions of Yen

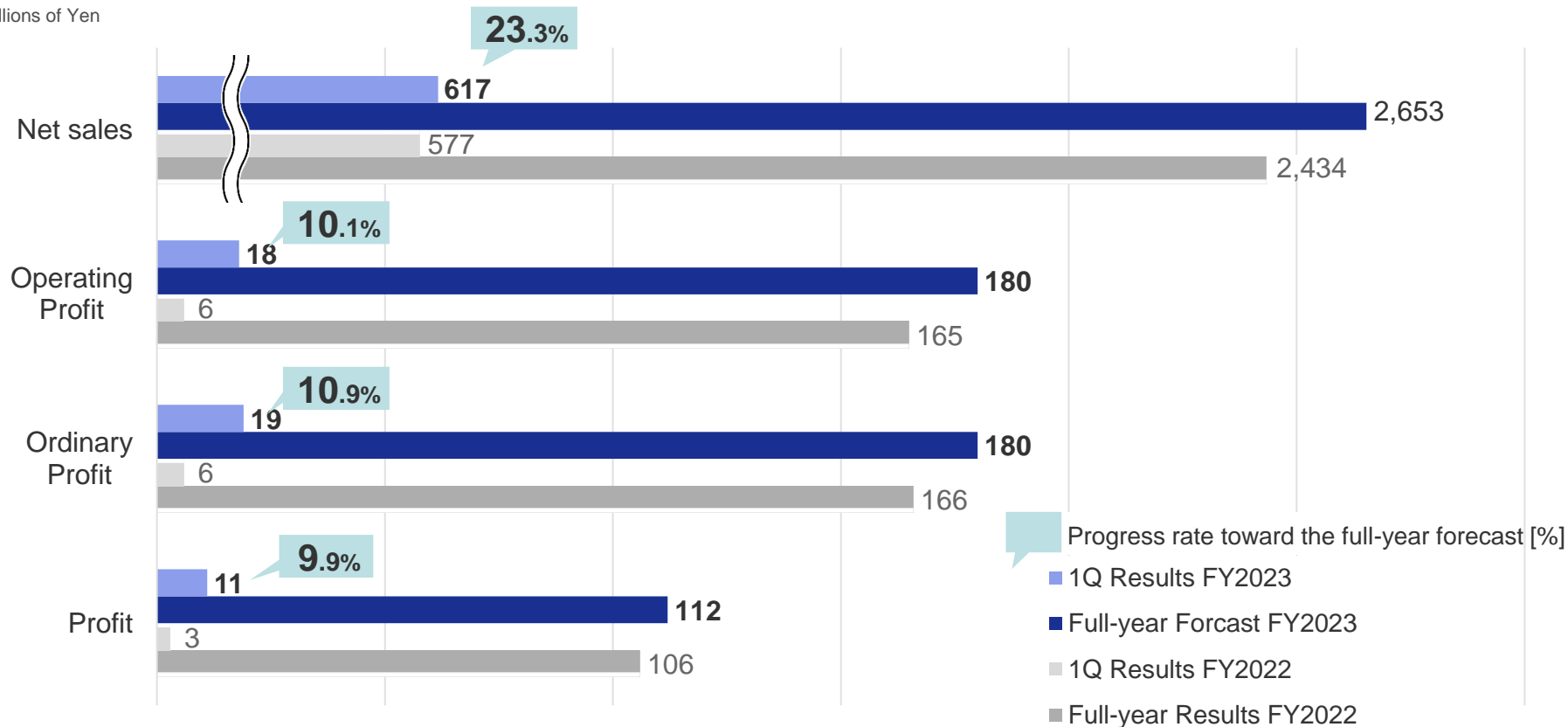
	FYE 2023 Full-term Forecast	1Q Results	Progress rate
Net sales	2,653	617	23.3 %
Operating profit	180	18	10.1 %
Ordinary profit	180	19	10.9 %
Net Profit	112	11	9.9 %

	Dividend per share
Full-term dividend (forecast) (FYE March 2023)	5.00yen
Full-term dividend (result) (FYE March 2022)	5.00yen

* Figures rounded down to the nearest million yen.

Progress Rate Toward the Full-year Earnings Forecast

Millions of Yen



* Figures rounded down to the nearest million yen.

Basic Policy for the FY2023

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.

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.

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.

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.

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.

We Are a Leading "Real Estate Tech" Company in Japan

Target Index

Number of clients

5,000
companies

Monthly ARPU

more
than **¥100,000**

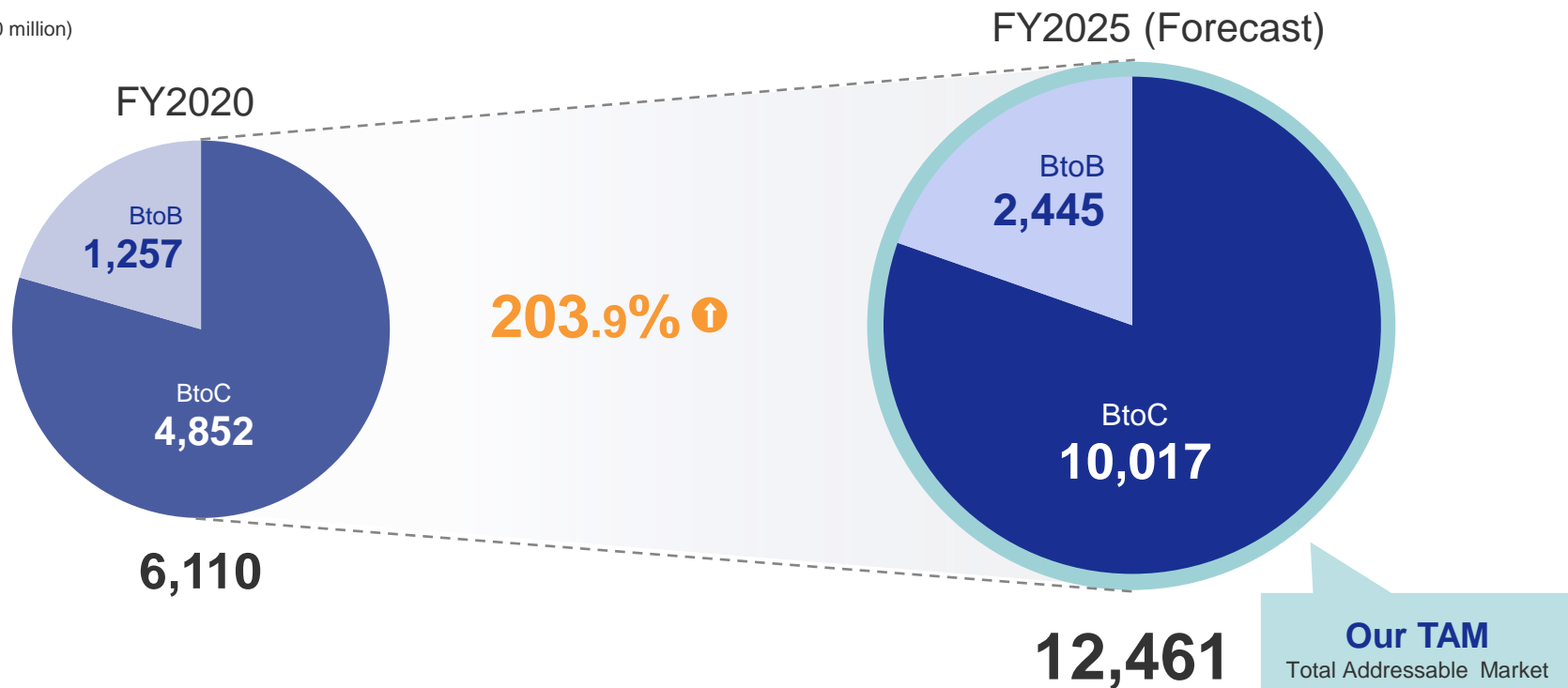
Subscription
gross profit margin

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

Trends and Forecasts of the Real Estate Tech Market

(Unit: JPY100 million)



Source: 2021 Real Estate Tech Market Status and Outlook, Yano Research Institute Ltd., July 2021

Note: Yano Research Institute Ltd. is a market research company of the Kyodo News Group, and the above data are based on the company's own research.

Note: Volume of Net Sales of companies

- The areas of BtoC for consumers are "media such as property searches," "matching services," "design/construction services," "Cloud funding (real estate type)," and "property utilization (sharing brokerage)."
- Business-to-business segment covers "Real Estate Information Services," "Real Estate Brokerage/Management Support/Pricing Services" and "Support Services Utilizing VR (Virtual Reality) and AR (Extended Reality)" and "IoT (Cloud Monitoring Cameras/Image Analysis)."

Potential Market Size of the Real Estate Tech in Japan

Market Size of Real Estate Tech as a whole
(FY2025 Forecast)

Source: Real Estate Tech Market Status and
Outlook for 2021 edition, Yano Economic
Research Institute, Ltd.

- Real estate: Number of business establishments in Japan: 353,558 (FY2014)
- Average unit price for business establishments: approximately 40,000 yen

Target Index

- 5,000 client companies
- Average customer unit price (monthly amount/corporation): 100,000 yen

SOM (Note 1)

Approximately
6 billion
Yen/Fiscal Year

To increase market share
On-premise scratches, etc.
Replacement of the system

SAM (Note 2)

Approximately
170 billion
Yen/Fiscal Year

Through entry into new fields
Target market expansion
Financial and credit fields,
Data business domain, etc.

TAM (Note 3)

Approximately
1.2 trillion
Yen/Fiscal Year

(Note 1) Serviceable Obtainable Market (SOM): the actual market size that may actually be acquired in a market that is a direct target of a service.

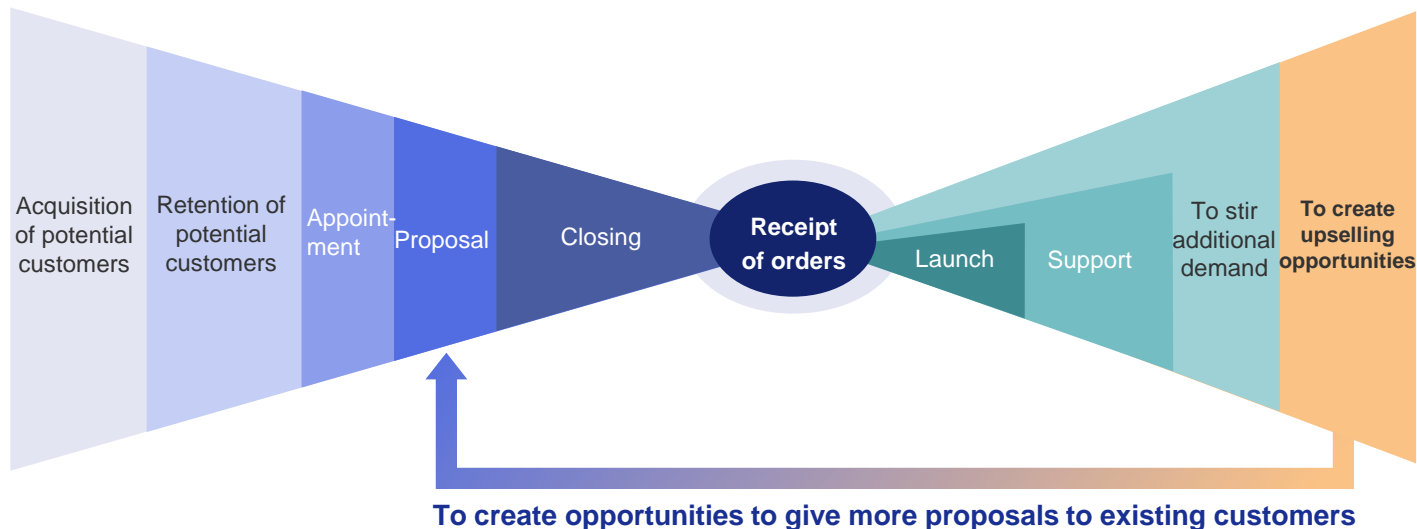
(Note 2) Serviceable Available Market (SAM) is the largest market theoretically able to capture in a market that is a direct target of a service.

(Note 3) Total Addressable Market (TAM): The potential total market size, including the market for alternative services that meet the same customer needs, even if not directly targeted for a service.

(Note 4) The number of domestic business establishments in the real estate industry is the sum of "Real estate transaction business" and "Real estate leasing and management business." "Source: "2022 Real Estate Business Statistics," Real Estate Distribution Promotion Center

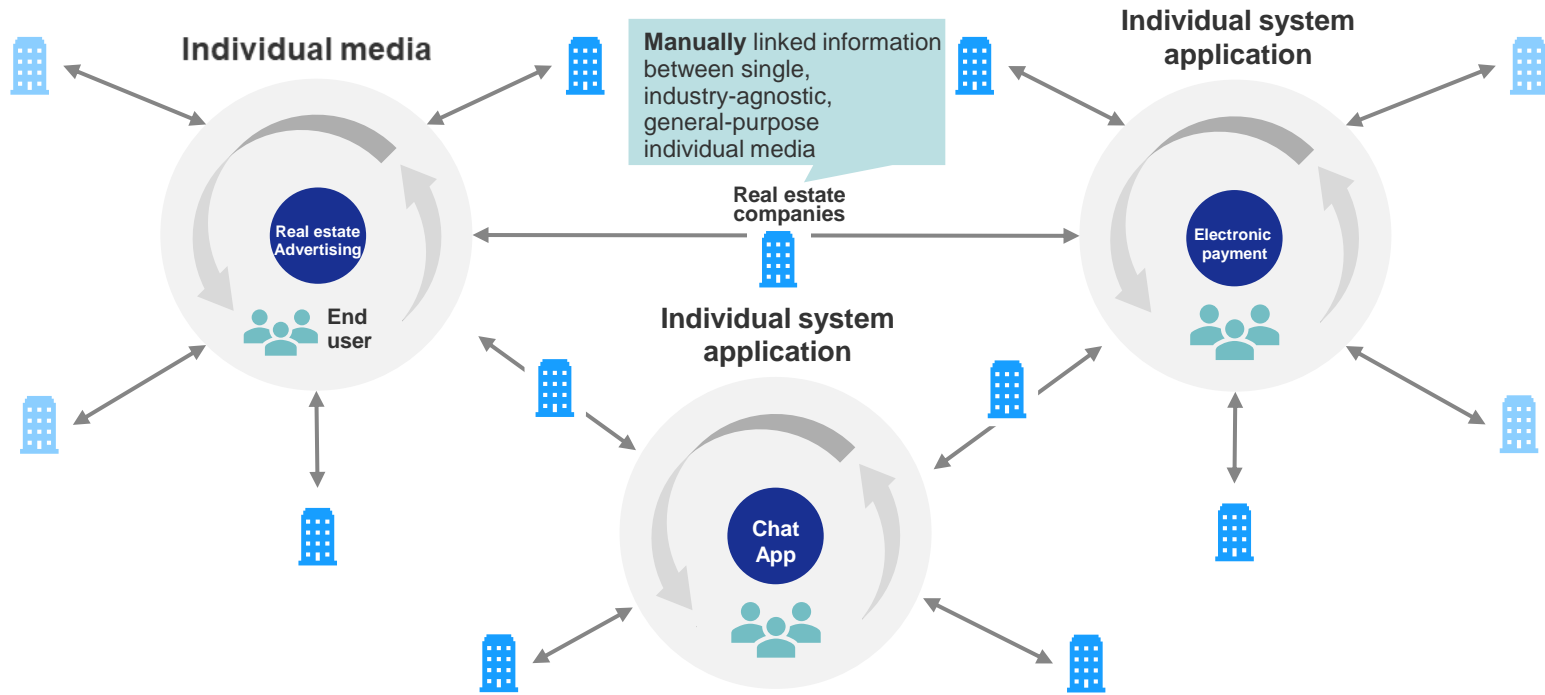
(Note 5) The market size (SOM/SAM/TAM) is calculated by adding our own estimates based on statistical and public data, and does not guarantee scientific accuracy.

Our Customer Success Cycle



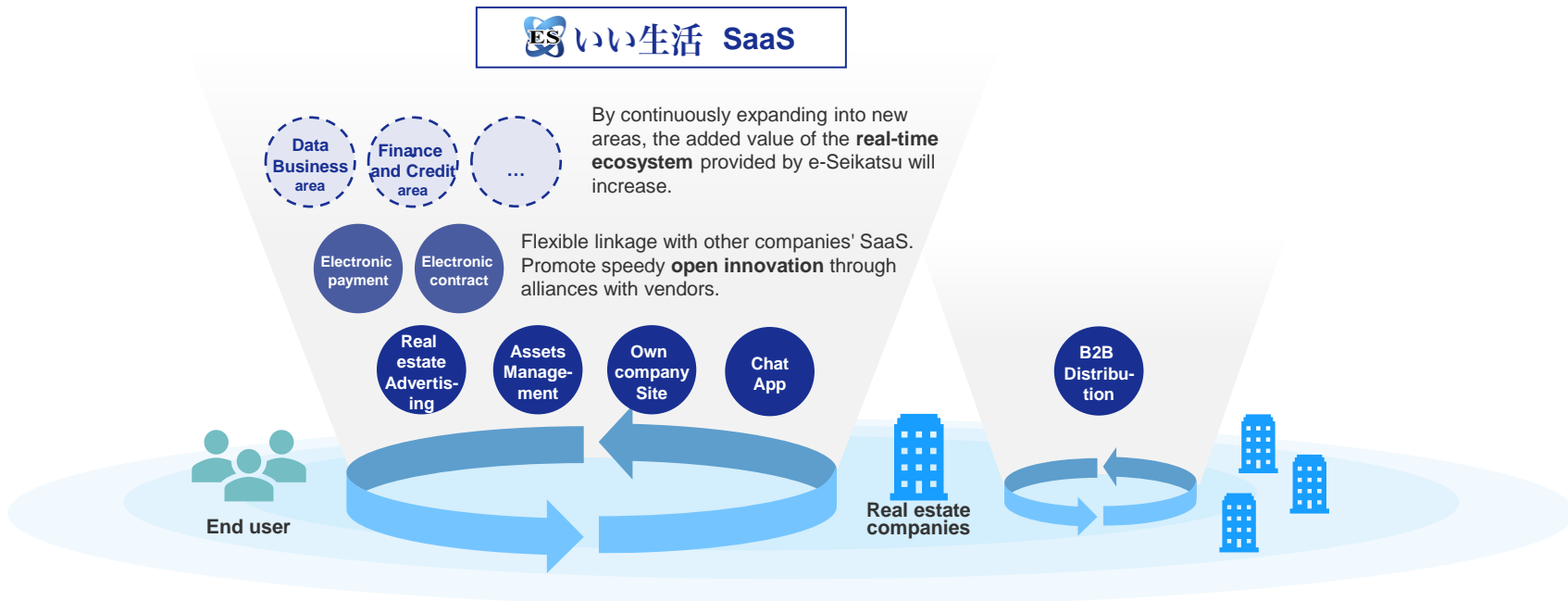
Marketing	Inside Sales	Field Sales	Customer Success	Marketing
<ul style="list-style-type: none"> • Seminars • E-mail newsletter & PR • Approach to industry associations 	<ul style="list-style-type: none"> • Targeting • Telemarketing • Online proposal 	<ul style="list-style-type: none"> • Survey on operations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

IT in Real Estate Market :Previous Market Structure



- 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.

Our Vision for the Future of DX in Real Estate Market



- Our SaaS products 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.

Building a Platform that Collects All Kinds of Data on Real Estate



- Build a **data platform on the cloud** that collects all data related to real estate through business support SaaS
- **Eliminate** the "inconvenience" of end users and real estate companies **with technology**, provide various services using data to both parties, and **update** the real estate market **with technology**

4. Recent Business Overview

Rental Brokerage SaaS : Releases "e-Bukken Leasing," a Tool for Creating Property Advertisements

いい物件賃貸

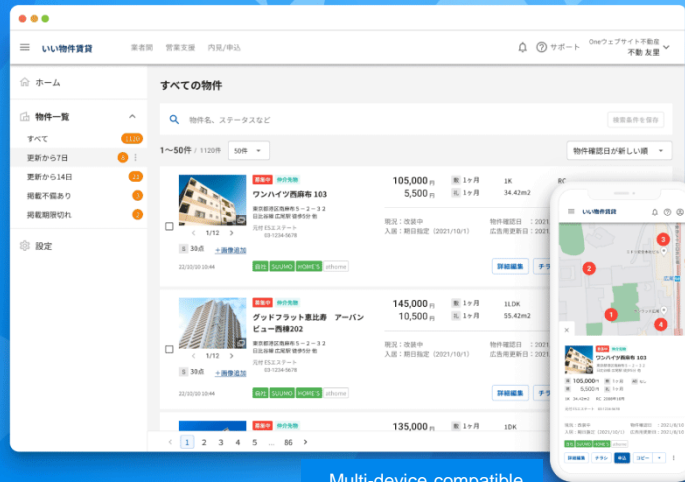
In an effective advertisement in a short time

Anyone can easily create and manage property ads, regardless of time and location.

Integrated portal management

AI input support/scoring function

Tasks are obvious



Multi-device compatible

- New product officially released to support nationwide rental brokerage real estate agencies operating on the Web
- Compatible with multiple devices such as smartphones and tablets
- Supports the operations of leasing companies conducting sales activities online with AI-assisted input, a map search function using location information, and other functions

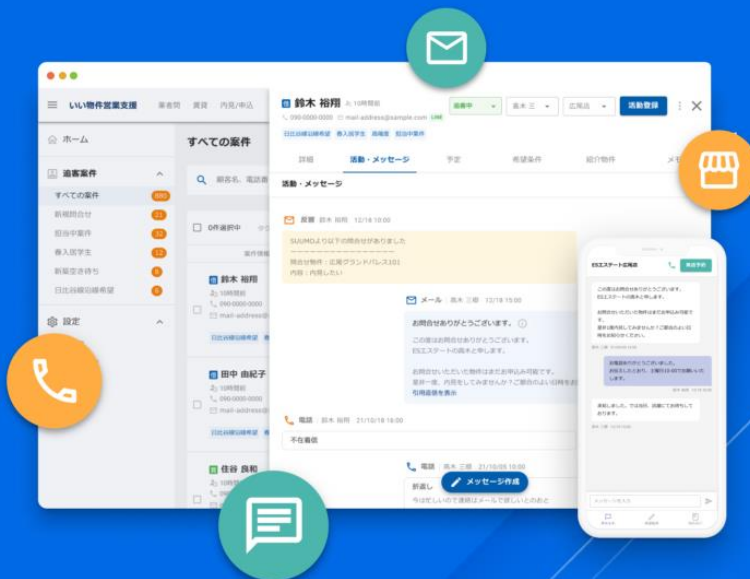
Digital Marketing SaaS : e-Bukken Sales Support

Customer management SaaS optimized for real estate brokerage business, supporting the evolution of analog real estate sales to digital marketing

Customer Management Tools
Handling of Rental and Sales

いい物件
営業支援

Functions will be further
enhanced in the future !



- Devices such as smartphones and tablets are supported
Manages 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

Introduction of Our SaaS is Progressing from Major Companies to Regional Leading Companies

House Mate Partners Co., Ltd.

The company has begun digitizing occupancy applications for rental properties managed by the company in order to **promote DX in the leasing business** of the entire group.

Introduced “Sumai Entry”, a web viewing reservation and move-in application SaaS for House Mate Shop Co., Ltd., which ranks third in the number of rental brokerages nationwide.

Advance use starts from 6 stores in the western Japan area directly managed by House Mate Shop.



Japan Property Management Center Co., Ltd.

The company centrally manages **about 106,000 managed properties nationwide** with our SaaS. The company realizes accurate and timely delivery of vacancy information to rental brokerage companies, tenant recruitment, room viewing reservations, and moving in applications.

The company has realized **digitization of leasing operations** and **improved operational efficiency**.



Hokkaido University Consumer Cooperative

Prior to its introduction, the company managed property information, lease agreements, rent billing/payment status, etc. using Excel.

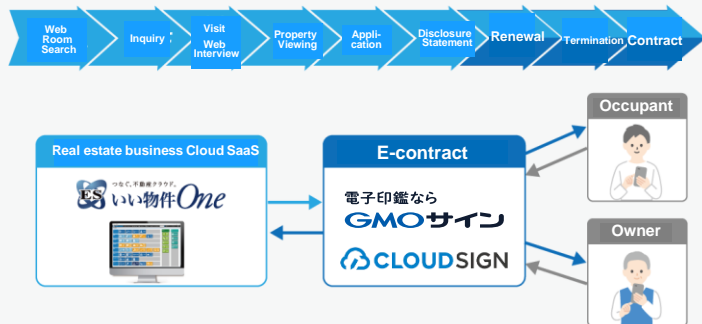
The company introduced our rental management SaaS and web occupancy application SaaS, and realized the smartphone completion of occupancy applications for students, who are the company's main users.



Promoting API Linkage between Our SaaS and Existing Electronic Contracting Tools

Providing users with options through API collaboration with multiple electronic contract services, while we have an opportunity to expand earnings through transaction volume

Electronic contract API release



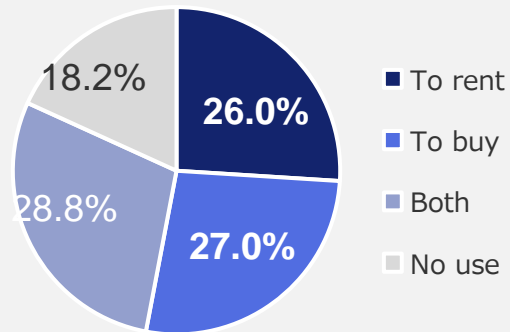
"One-Stop Completion" of Real Estate Leasing Transactions is possible through Service Collaboration!

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

We have released an electronic contract API that can be linked to "ES e-Bukken One."

Market research

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.

Revisions to Laws Related to Real Estate Provide a Strong Boost to DX, Expanding Our Business Opportunities

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.

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

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!

The graphic shows a computer monitor displaying a software interface on the left, connected by a double-headed arrow with a checkmark to the text '電子印鑑なら GMOサイン' on the right. A blue arrow points from the bottom left towards the main text below.

Release of Electronic Contract API with GMO Sign

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

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.

The graphic features a speech bubble asking 'Is the system being used available?' and a computer monitor displaying the software interface on the right. A blue arrow points from the bottom left towards the main text below.

Automatic version upgrade to reflect changes in the law

SaaS for Leasing and Property Management : ES e-Bukken One Rental Brokerage/Management

SaaS for rental management companies covers management consignment contracts with owners, rent management, income and expenditure reports, and accounting interlocking



Rental brokerage and Management Database

(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

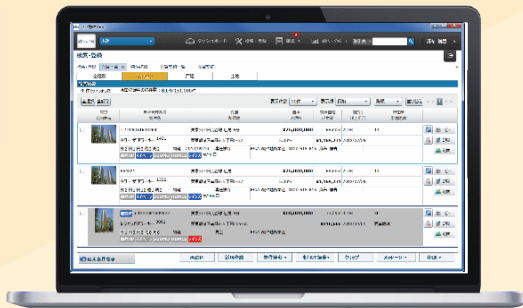
- Transaction ledger
- Contracts for outsourcing management
- Management of transactions (repair)
- Rent management and report on income and expenditure

- Integrated management of all kinds of information regarding real estate in the field of rental brokerage and management
 - information on real estate, customers, and outsourcing of management
- Multiple shops can share information by taking advantage of SaaS systems
 - Supporting marketing
 - Managing contracts and cash flows
 - Producing 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

Sales Brokerage SaaS : ES e-Bukken One Sales

SaaS that covers wide range of real estate brokerage operations and realizes complete digitalization of brokerage operations.

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

- Integrated 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 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.

Digital Marketing SaaS : ES e-Bukken One Website Flex

SaaS for creating your own website and web media optimized exclusively for real estate companies.
It is also linked to our property database product, enabling a variety of search options and property introductions.



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

SaaS for Leasing and Property Management : Sumai Entry

Completely digitalizes the communication between end-users, leasing companies, and property management companies. This Web-based tenant application SaaS is also automatically linked to rent guarantee companies, making all operations related to rental applications completely digitalized.

The image features the Sumai Entry logo at the top center, which consists of a blue house icon with three vertical bars and the text "Sumai Entry". Below the logo, a large blue plus sign is centered between two text boxes: "Online application" on the left and "Booking for room previews" on the right. Below these boxes, the text "Sumai Entry became more convenient." is displayed. The background is a collage of blue and teal geometric shapes and numbers. At the bottom, there are two computer monitors and a smartphone. The left monitor shows a web interface with a table of property listings, and the smartphone shows a mobile app interface with a circular progress indicator and a "25%" label. The right monitor shows another web interface with a table of property listings.

- 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 makes 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

SaaS for Leasing and Property Management : e-Bukken Square

An inter-dealer property information distribution platform that connects rental management companies that wish to disseminate information on vacant properties with rental brokerage companies that wish to obtain information on properties that can be introduced to end users.

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
- Property management companies can link information in real time directly from our SaaS they each use
- Images are abundant and rich in content
- The accounts of intermediaries are provided free of charge, to promote adoption of our SaaS through product marketing

Number of registered companies

Over **9,500** companies

Number of Registered Stores (Note)

More than **14,000** stores

Note: The number of companies and stores registered as of June 2022 as "e-Seikatsu accounts" that are free of charge between e-Seikatsu services.

SaaS for Leasing and Property Management : pocketpost

SaaS for property management companies to centrally manage and digitize their services and communications to tenants (pocketpost home) and reporting and communication to owners (pocketpost owners).



 pocketpost
owner

App for owners



 pocketpost
home

App for occupants



 pocketpost pay
クレカ・コンビニ

※Cooperation with SMBC GMO PAYMENT, Inc.

Service for payment
settlement with a smartphone

Option for the pocketpost home

A communication application that replaces phone calls, mailings, and bulletin boards for property management companies, tenants, and owners



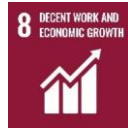






- The App for owners can send income and expenditure reports and send a repair estimate, etc.
- In App for occupants, equipment status can be communicated using photographs and videos, and payments and applications for withdrawal can also be made
- The smartphone payment function is also installed

Valid occupant ID

more than **80,000**

Sustainability : Our Action for SDGs

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

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

*“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.

Sustainability : Acquired Certification

E-Seikatsu has obtained various certifications to ensure the sustainable provision of reliable and secure services.

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..

Expressed support for the recommendations of the Task Force on Climate-Related Financial Disclosures (TCFD)

In addition, he joined the TCFD Consortium, which was established to discuss effective disclosure of TCFD information and appropriate measures.



Started disclosing "human capital" information in securities reports

Disclosure of "human capital" information in securities reports from the fiscal year ending March 31, 2022, in advance of mandatory disclosure from fiscal 2023.

Integrated Report 2022 is scheduled to be issued

"Integrated Report 2022" is scheduled to be published this year as well. It shows our efforts to enhance corporate value over the long term and the process of achieving both social and economic value.

Note: TCFD is an abbreviation for the Task Force on Climate-Related Financial Disclosures, which was established in December 2015 by the Financial Stability Board (FSB) to discuss climate-related information disclosure and financial institutions' response to climate change at the request of the G20 Finance Ministers and Central Bank Governors' Meeting. The TCFD released its final report in June 2005, recommending companies to disclose information on climate change-related risks and opportunities. (TCFD website: <https://www.fsb-tcfd.org/>)

Note: The TCFD Consortium was established in 2019 as a forum for discussing effective disclosure of corporate climate-related financial information and the use of disclosed information. (TCFD Consortium Website: <https://tcfd-consortium.jp/>)

Company Profile

- Established :** January 21, 2000
- Paid-in Capital :** 628,411,540 yen (As of the end of June 2022)
- Listing :** Tokyo Stock Exchange Standard Market (Code: 3796)
- 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 :** 197 (As of the end of June 2022)
- Governance System :** Company with Audit Committee
- Officers :**

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	Outside Director (Independent Director), Audit and Supervisory Committee Member	Koichiro Ito
Managing Director, CTO	Akira Matsuzaki		
- Audit Corporation :** Moore Mirai & Co. (Kisaragi Audit Corporation merged with Moore Shisei & Co. and changed its corporate name as of July 1, 2022)
- Offices :**

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

Disclaimer

- 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.