

2022

**Materials for Financial Results Briefing:**  
**FY06/2022 (full-term)**  
**August 12, 2022 (Fri.)**

TSE Growth: 3300

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FY06/2022 (Company-wide)**

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# Section 1

## Financial Results Overview

FY06/2022  
(Company-wide)

# Higher revenues / Much higher earnings

## Point 01

Company-wide results

**Substantial increase in earnings** (YoY)

**increase by about 50%**

(Operating profit: 53.3%; Ordinary profit: 51.0%)

## Point 02

Company-wide

- **Business reform by promoting DX** is underway
- DX for Leasing DX Property Management Business segment is preferentially promoted
- Building up the next-generation management system named "**AMBITION Cloud**" is underway (80% complete)

## Point 03

**【Leasing DX】 Property Management Business**

- **Net sales: increased by 10.7%** (YoY)
- **Number of houses under management: +11.3%** (YoY)
- **Occupancy rate: 96.3%**

## Point 04

**【Leasing DX】 Leasing Brokerage Business**

- 15 directly-run shoos + 19 bases partnered with membership-based shared offices
- Attracting guests on the WEB by strengthened advertising strategies did well
- Measures for attracting guests including enhanced non-face-to-face services such as remote customer VR preview, electronic contract, are successful

## Point 05

**【Sales/Purchase DX】 Investment Business**

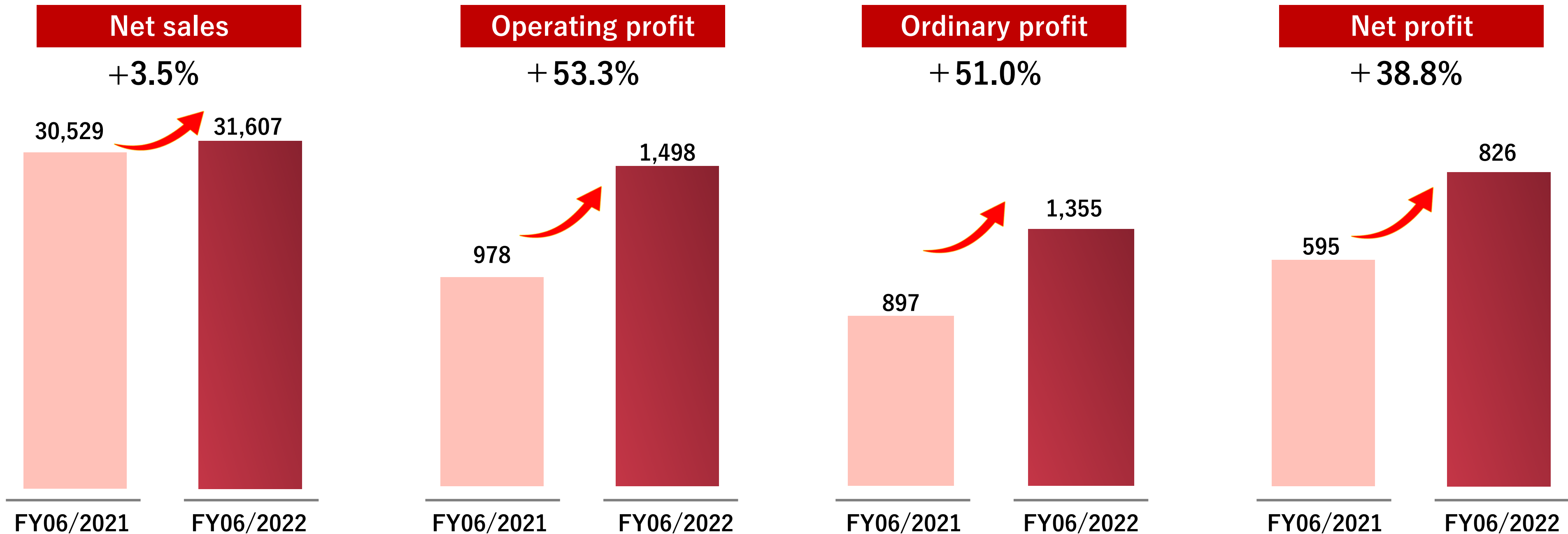
- **Actual results were as planned**
- **In total, 353 properties were sold.**

# Higher revenues / Much higher earnings

Policy for FY06/2022: “Reform of existing businesses by promoting DX and growth of Real Estate DX Business”

Net sales	31,607 mil. yen	+/- %	<b>+3.5%</b>	+/- amount	<b>+1,078 mil. yen</b>	(FY06/2021	30,529 mil. yen)
Operating profit	1,498 mil. yen	+/- %	<b>+53.3%</b>	+/- amount	<b>+520 mil. yen</b>	(FY06/2021	978 mil. yen)
Ordinary profit	1,355 mil. yen	+/- %	<b>+51.0%</b>	+/- amount	<b>+457 mil. yen</b>	(FY06/2021	897 mil. yen)
Net profit*	826 mil. yen	+/- %	<b>+38.8%</b>	+/- amount	<b>+231 mil. yen</b>	(FY06/2021	595 mil. yen)

\* Net profit attributable to owners of parent





## Higher revenues / Much higher earnings

(mil. yen)	FY06/2021 actual	FY06/2022 actual	+/- %	+/- amount
Net sales	30,529	31,607	+3.5%	+ 1,078
Gross profit	5,511	6,109	+ 10.8%	+ 598
SG&A expenses	4,533	4,611	+1.7%	+ 77
EBITDA*	1,231	1,758	+ 42.7%	+ 526
Operating profit	978	1,498	+ 53.3%	+ 520
Ordinary profit	897	1,355	+ 51.0%	+ 457
Net profit before income taxes and minority interests	966	1,322	+ 36.8%	+ 356
Net profit attributable to owners of parent	595	826	+ 38.8%	+ 231

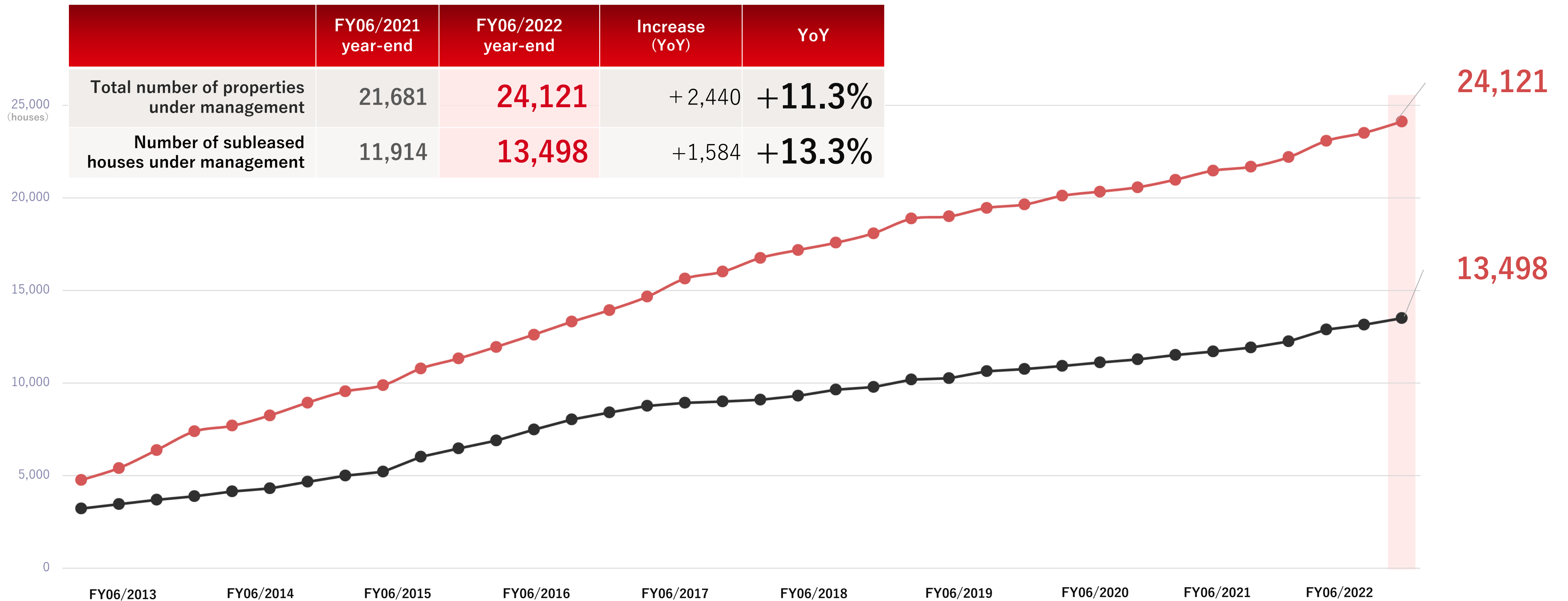
\* EBITDA = Operating profit + Depreciation + Software depreciation + Goodwill amortization

# Balance Sheet

(mil. yen)	FY06/2021 actual	FY06/2022 actual	+/- amount
<b>Current assets</b>	13,079	13,769	+ 690
<b>Non-current assets</b>	4,564	3,354	-1,210
<b>Deferred assets</b>	4	2	-2
<b>Total assets</b>	17,648	17,036	-611
<b>Current liabilities</b>	4,728	6,727	+ 1,999
<b>Non-current liabilities</b>	9,067	6,564	-2,502
<b>Net assets</b>	3,852	3,744	-108
<b>Total liabilities and net assets</b>	17,648	17,036	-611

# Number of houses under management has continued to increase steadily.

Number of houses under management: Trend in number of subleased houses under management



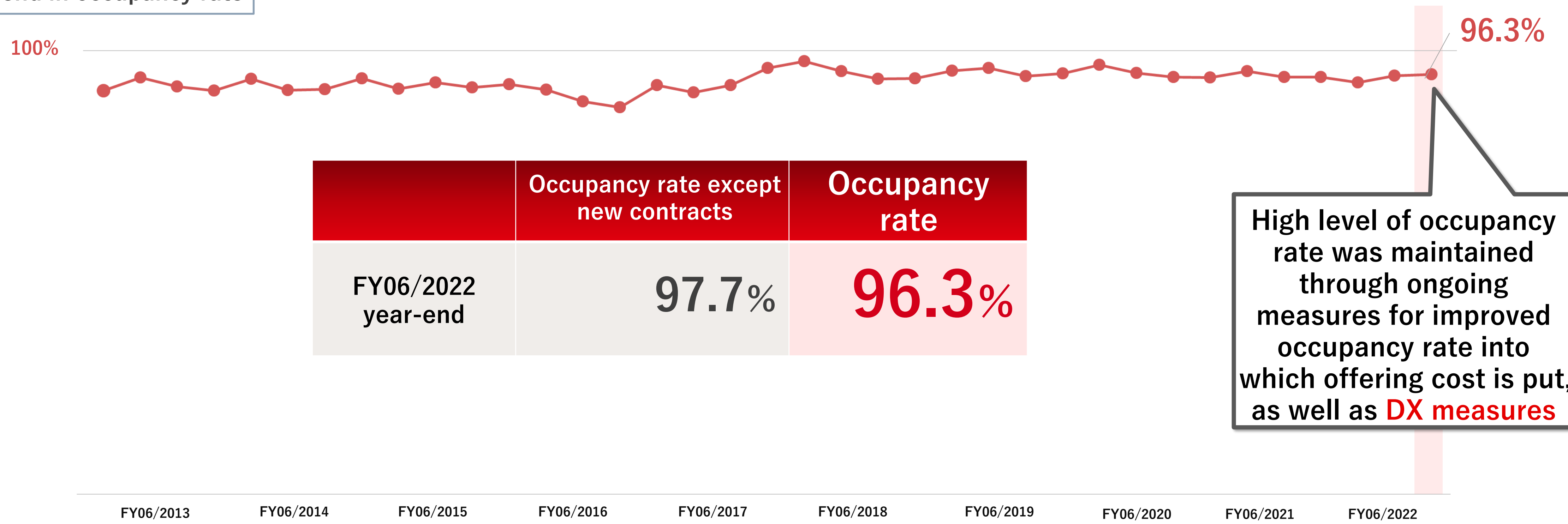


# High level of occupancy rate was maintained

【Features】

- Properties under management: Mainly high-quality studio apartments such as designer’s brand
- Areas: Concentrated in Tokyo (mainly 23 wards) & Kanagawa/Chiba/Saitama Prefectures
- Target: Mainly for young people

Trend in occupancy rate

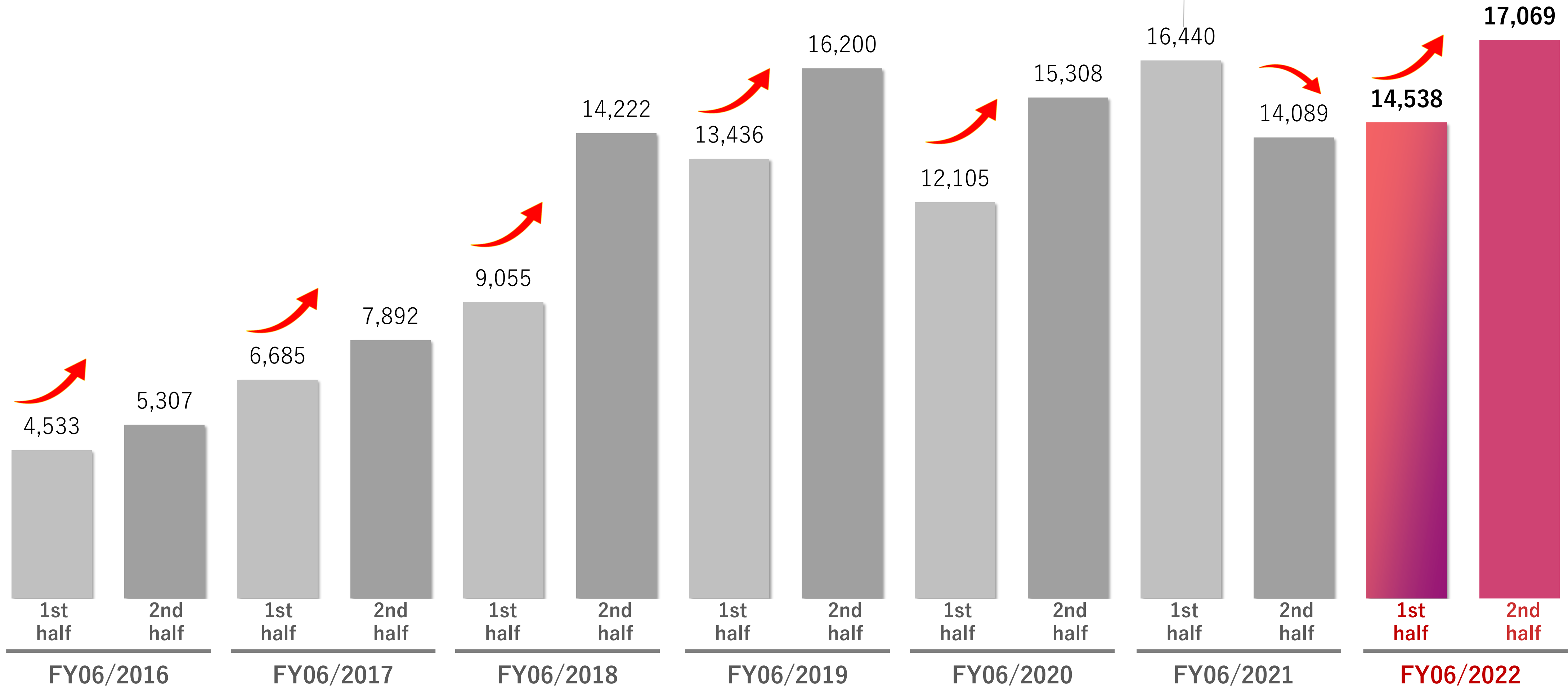


High level of occupancy rate was maintained through ongoing measures for improved occupancy rate into which offering cost is put, as well as **DX measures**

# Net sales tend to be lopsided to second half as peak periods of Leasing DX\* come in 3Q and later

Sales of properties supposed to be allocated in the second half of FY06/2020 were in part postponed and concentrated to the first half of FY06/2021 because of COVID-19

\* Leasing DX: Property Management Business + Leasing Brokerage Business



# Section 2

## Financial Results Overview

FY06/2022  
(By segment)

## Five business segments

**【Leasing DX】  
Property Management Business**

**【Leasing DX】  
Leasing Brokerage Business**

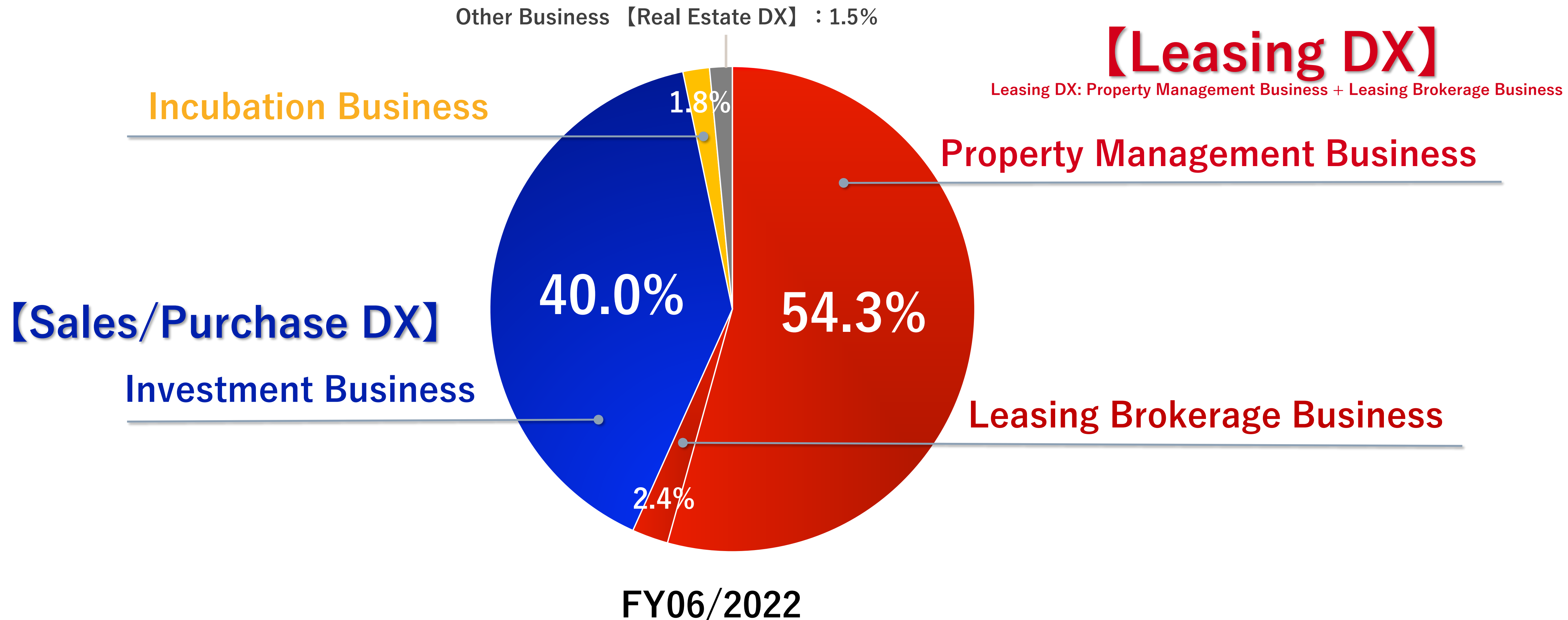
**【Sales/Purchase DX】  
Investment Business**

**Incubation Business**

**【Real Estate DX】  
Other Business**

- ◆ **Subleasing business and leasing management business for residential properties**
- ◆ Efforts are put to building up its **next-generation management system named “AMBITION Cloud”**
- ◆ which facilitates higher operational efficiency
- ◆ **Brokerage business for leased properties**, mainly those managed by the Company
- ◆ AMBITION AGENCY Co., Ltd. (which operates **“ROOMPIA”**) and VALOR Co., Ltd. (which operates **“VALOR”**), both of which are subsidiaries, run **total 15 shops**: 7 in Tokyo, 7 in Kanagawa Pref. and 1 in Saitama Pref.
- ◆ **High leasing ability** of this segment contributes to the high occupancy rates maintained by the Property Management Business
- ◆ VERITAS INVESTMENT (subsidiary): Develops its business around **selling self-developed studio apartments for investment in new building**
- ◆ Investment Division of the Company: By means of its ability to purchase properties from diverse routes, **sells renovated condominium apartments** with emphasis on location
- ◆ AMBITION VENTURES (subsidiary): Invests in **venture companies which carry out businesses highly compatible with those of the Group**
- ◆ Provides **support to invested companies** through capital tie-up, leading **to earnings via IPO or other means**
- ◆ Real Estate DX Business (Re-Tech RaaS) ◆ Small Amount Short-term Insurance Business (HOPE)
- ◆ Overseas Systems Business (AMBITION VIETNAM) ◆ Hotel Business

**【Leasing DX】** accounts for about 60% of overall sales





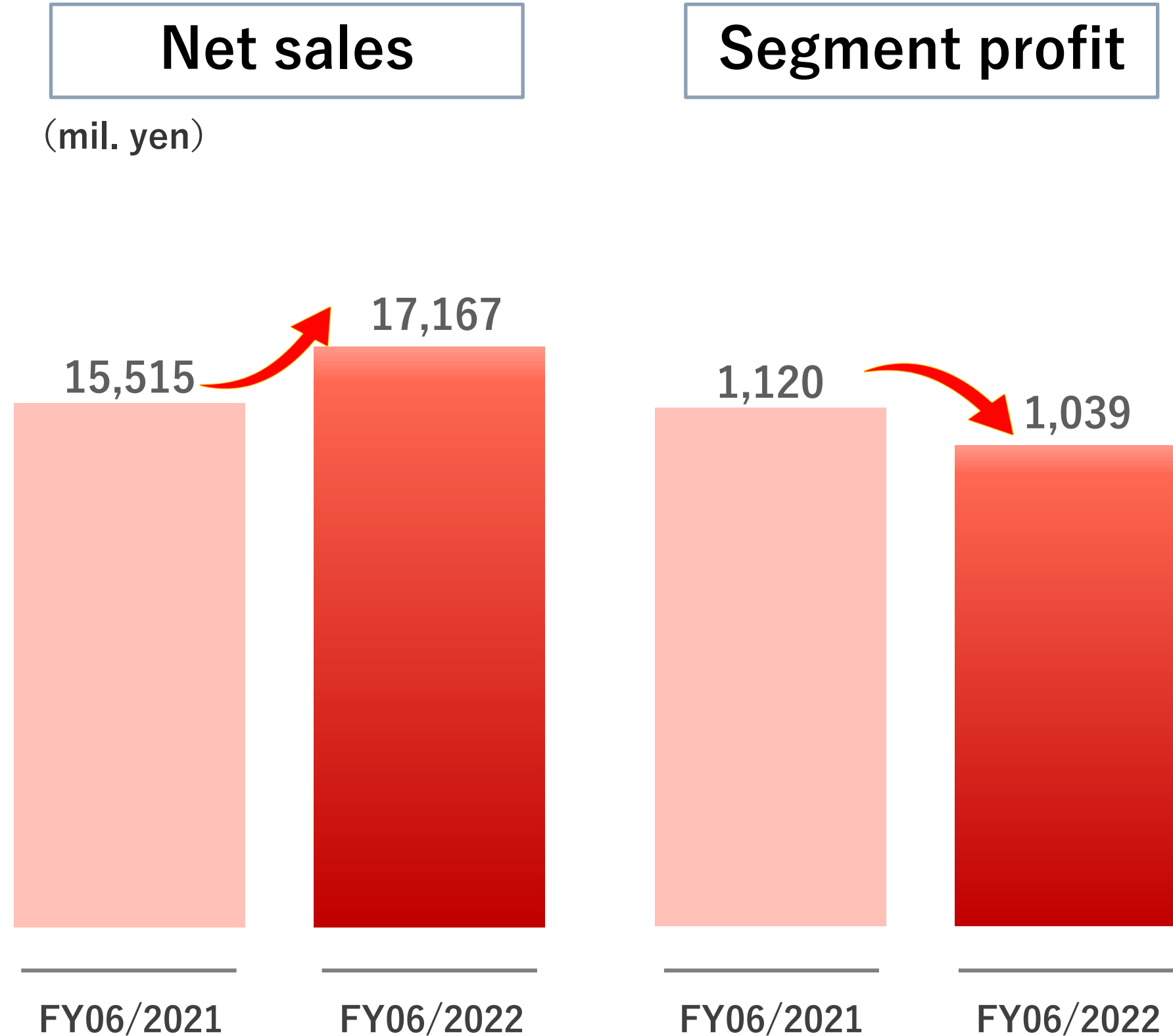
**【Leasing DX】**

# **Property Management Business**

**Developed mainly by the Business Division of the Company but  
also partly by VERITAS INVESTMENT and VALOR**

# Higher revenues / Lower earnings

Net sales	17,167 mil. yen	+/- %	+10.7%	+/- amount	+1,652 mil. yen	(FY06/2021	15,515 mil. yen)
Segment profit	1,039 mil. yen	+/- %	-7.2%	+/- amount	-81 mil. yen	(FY06/2021	1,120 mil. yen)



## Factors

**Higher revenues:** Increased number of houses under management  
**Lower earnings:** Increased cost due to measures for improved occupancy rates and DX investment

### 【KPI】 Stayed in steady progress

- Number of houses under management: 24,121 (+2,440, +11.3% YoY)
- Subleased houses under management: 13,498 (+1,584, +13.3% YoY)
- Occupancy rate: 96.3% (Occupancy rate except new contracts: 97.7%)  
 High level of occupancy rate was maintained through measures for improved occupancy rate

### 【Principal efforts】

Efforts are put to building up next-generation management system named “AMBITION Cloud” (which facilitates higher operational efficiency)

**【Leasing DX】**

# **Leasing Brokerage Business**

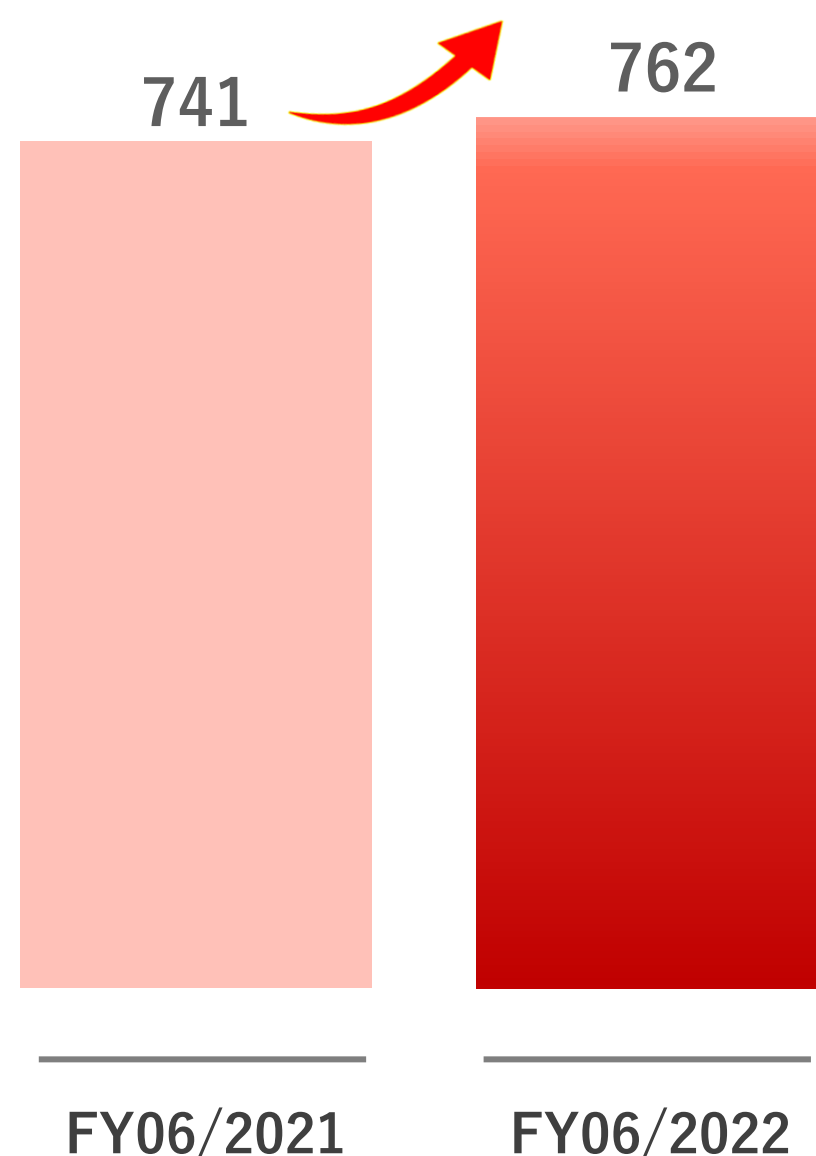
**Undertaken by AMBITION AGENCY, VALOR, as well as  
AMBITION RENT and AMBITION PARTNER**

# Higher revenues & Higher profit

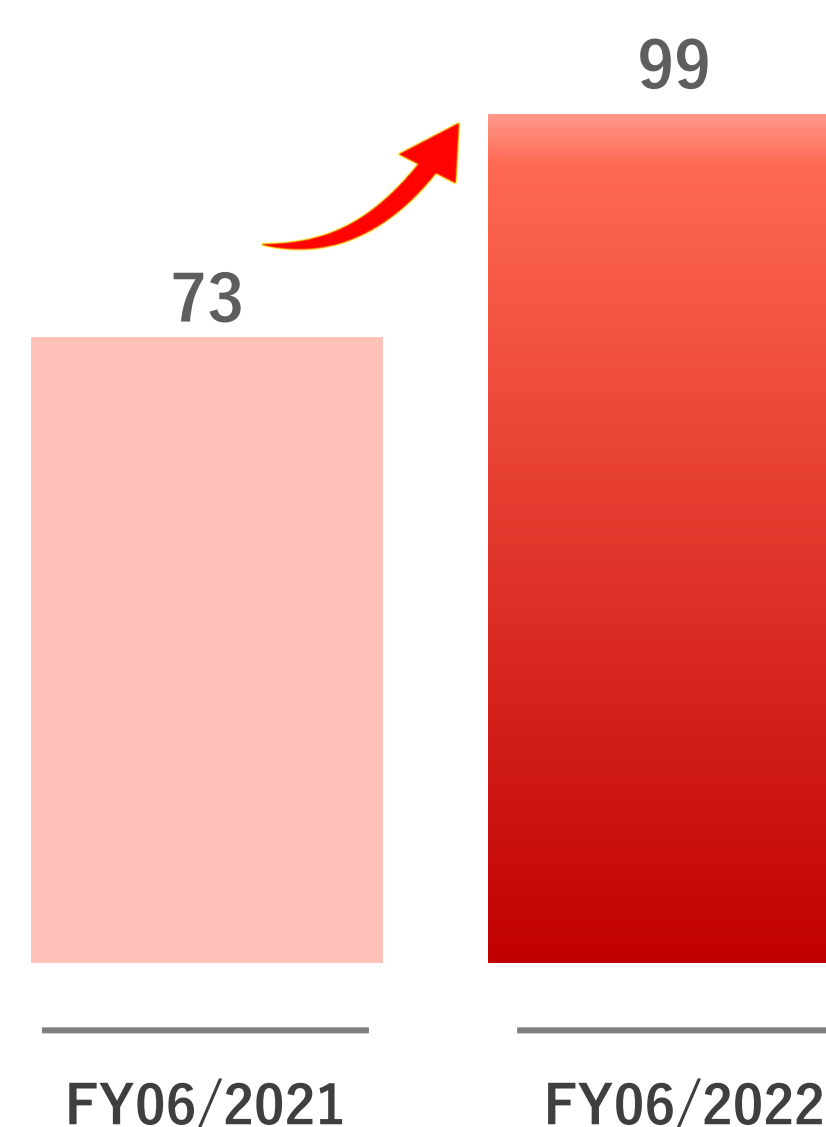
Net sales	762 mil. yen	+/- %	+2.9%	+/- amount	+ 21 mil. yen	(FY06/2021	741 mil. yen)
Segment profit	99 mil. yen	+/- %	+36.3%	+/- amount	+ 26 mil. yen	(FY06/2021	73 mil. yen)

## Net sales

(mil. yen)



## Segment profit



## Factors

- Improved productivity per shop provided the first black figure for the first quarter which is a off season and continuous good performance for the full term as well
- By making use of an AIxRPA tool named “RAC-TECH”, the Company succeeded in personnel downsizing for inputting work and substantial increase in the number of response
- Attracting guests on the WEB by strengthened advertising strategies is doing well, and measures for attracting guests including enhanced non-face-to-face services such as remote customer VR preview, electronic contract, are also successful

### 【Features】

- Under the trade names of “ROOMPIA” and “VALOR” (respectively run by AMBITION AGENCY and VALOR which are subsidiaries), 15 shops in total are run: 7 in Tokyo, 7 in Kanagawa Pref. and 1 in Saitama Pref.
- During the current 3Q, “ROOMPIA Uenookachimachi Branch” was opened as an “innovative DX shop”. Further, by partnering with membership-based shared offices 19 more shops located at highly accessible places were added.

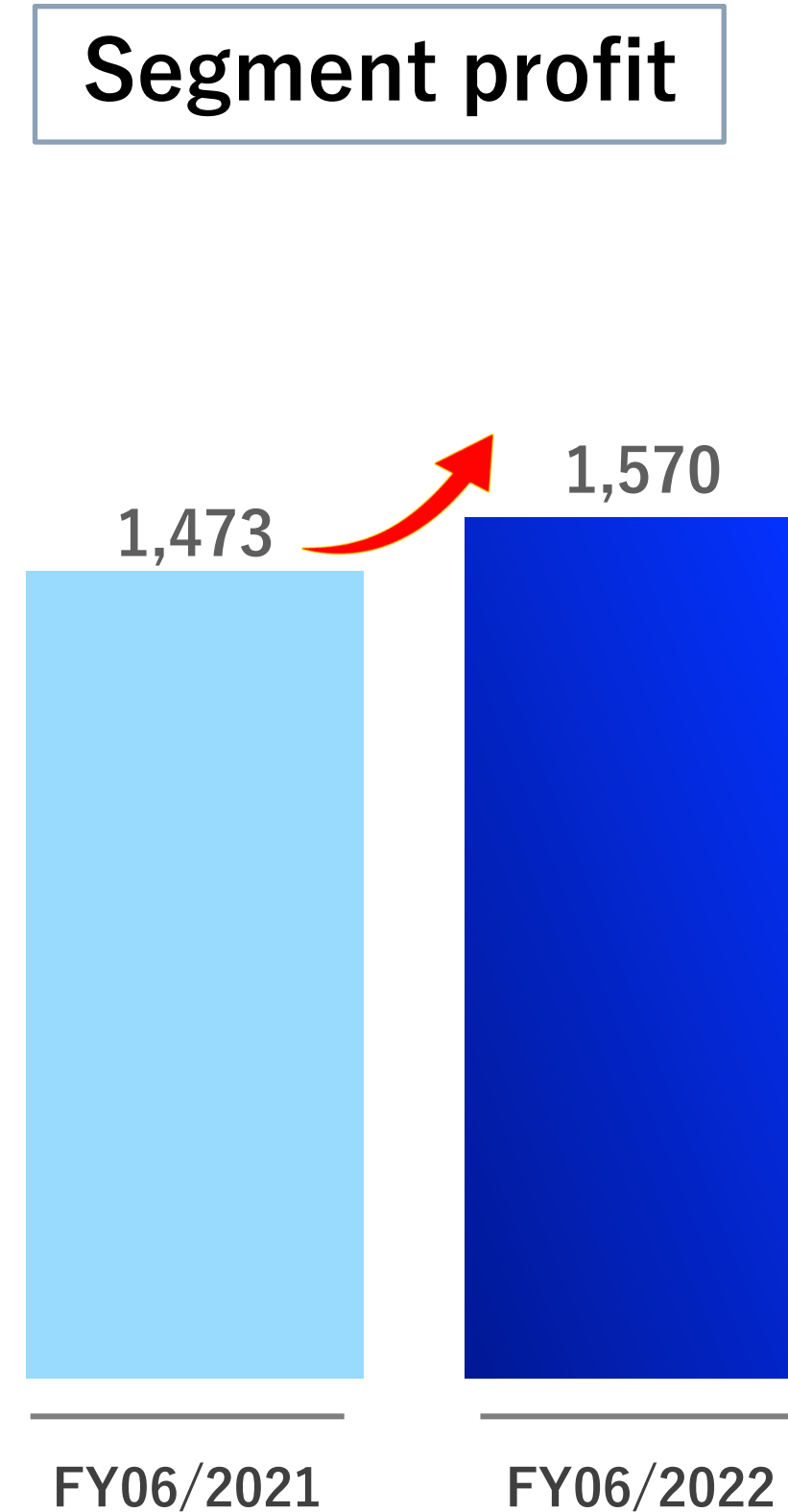
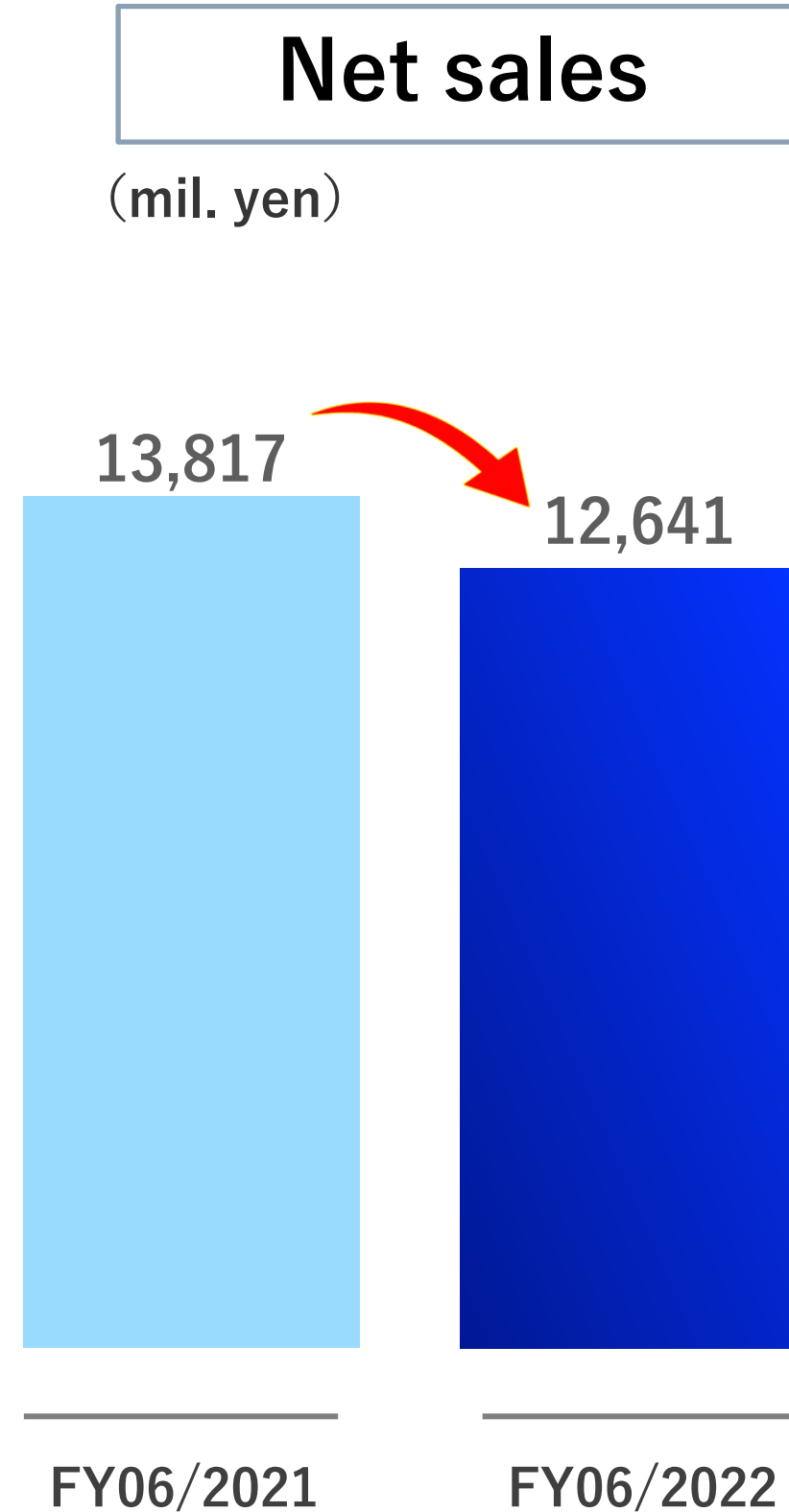
# 【Sales/Purchase DX】 Investment Business

Undertaken by VERITAS INVESTMENT  
and by Investment Division of the Company.



# Actual results were as planned

Net sales	12,641 mil. yen	+/- %	-8.5%	+/- amount	-1,176 mil. yen	(FY06/2021	13,817 mil. yen)
Segment profit	1,570 mil. yen	+/- %	+6.6%	+/- amount	-96 mil. yen	(FY06/2021	1,473 mil. yen)



**Factors**

Actual results were as planned.

Number of houses sold during FY2022 was as initially planned.

- VERITAS INVESTMENT (subsidiary): 247
- Investment Division of the Company: 106

Properties developed by VERITAS INVESTMENT (subsidiary) were completed during the second half as planned.

# Incubation Business

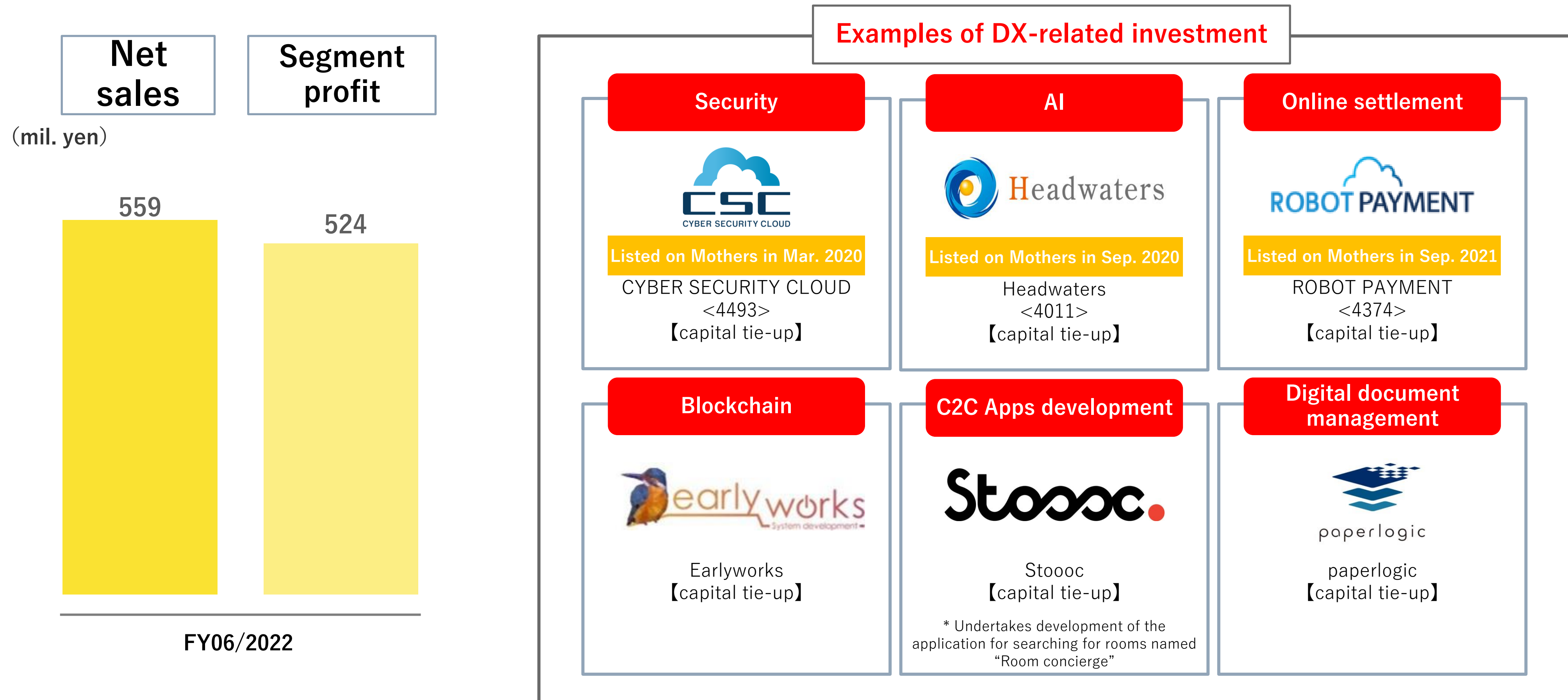
Since the second quarter consolidated fiscal period of FY06/2022, “Incubation Business” segment, which was previously included in the category “Other Business”, has been presented as one of the reportable segments.

**Undertaken by AMBITION VENTURES**

(Since the second quarter consolidated fiscal period of FY06/2022, “Incubation Business” segment, which was previously included in the category “Other Business”, has been presented as one of the reportable segments.)

**Net sales** 559 mil. yen  
**Segment profit** 524 mil. yen

- Some of operational investment securities of invested companies were sold
- Investment in 19 venture companies (as of June 30, 2022) \* excluding cross-shareholdings



# 【Real Estate DX】 Other Business

■ Real Estate DX Business (Re-Tech RaaS)  
Overseas Systems Business  
(AMBITION VIETNAM)

■ Small Amount Short-term  
Insurance Business (HOPE)  
■ Hotel Business (the Company)

# Higher revenues / Improved profitability (smaller deficit)

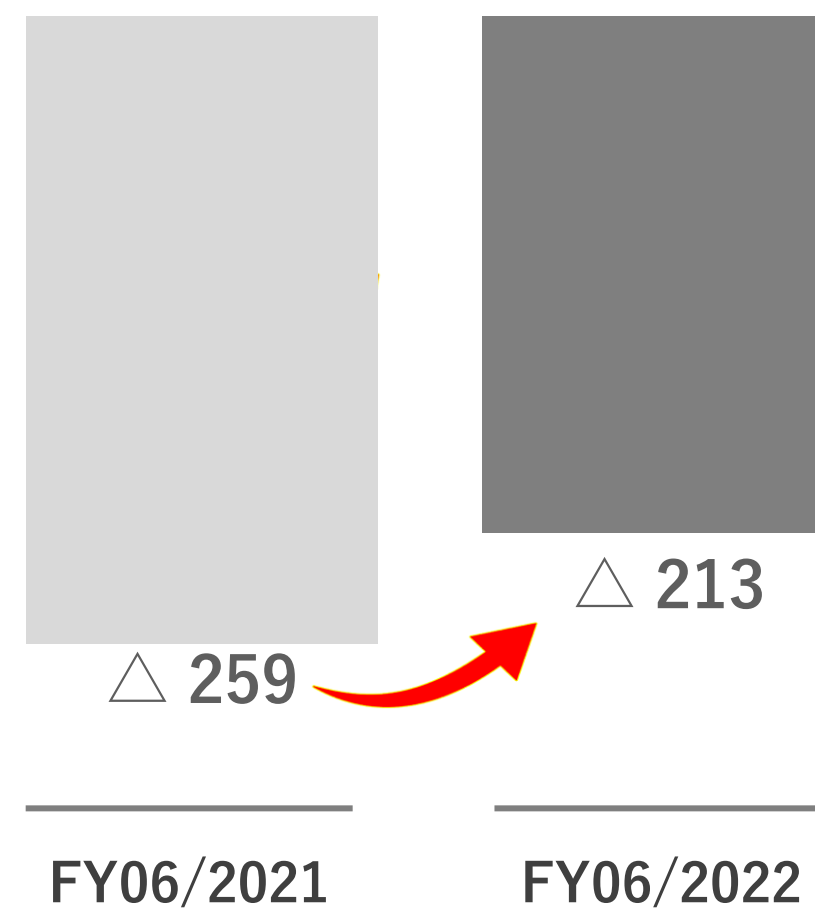
Net sales	476 mil. yen	+/- %	+4.6%	+/- amount	+20 mil. yen	(FY06/2021	455 mil. yen)
Segment profit	-213 mil. yen	+/- %	- %	+/- amount	+46 mil. yen	(FY06/2021	-259 mil. yen)

## Net sales

(mil. yen)



## Segment profit



## Efforts

### 【Real Estate DX Business】

- Development of the next-generation leasing management system “AMBITION Cloud” is underway (by AMBITION VIETNAM, an overseas subsidiary)
- AIxRPA tool named “RAC·TECH” developed by a subsidiary, Re-Tech RaaS Inc., has been functionally enhanced, and a new brand “RAC·TECH Auto-input” was also released in December 2021
- Application for searching for rooms named “Room concierge” has been deployed in full-swing and has increasing number of registered users (the Group’s first BtoC matching service application)
- On May 12, 2021, laws on digital reforms were passed at the Japanese Congress, which enables computerization of various paper procedures in the real estate industry such as explanation of important matters (related to Articles 34, 35 and 37 of the Building Lots and Buildings Transaction Business Law) on May 18, 2022 and onwards
- Test introduction of an electronic contract package integrated with the IT explanation of important matters and the electronic contract system named “Cloud Sign” developed by Bengo4.com, Inc., has started since August 2021 in the Leasing DX Leasing Brokerage Business segment
- In March 2022, the Company started to provide its unique electronic signature system named “AMBITION Sign” which utilizes blockchain (distributed ledger) technologies

It enables customers to execute contracts easily on their smartphones or PCs while doing video conferences with salespersons. Moreover, with respect to highly confidential information about real estate contracts, by utilizing blockchain (distributed ledger) technologies, information leakage/alteration is prevented and robustness is reinforced such as preventing impersonation, thereby making it possible to execute contracts in a secure environment.

### 【Small Amount Short-term Insurance Business】

- Obtained new contracts smoothly
- New system “MONOLITH” realized an entirely paperless process from application through to payment

【Hotel Business】 Decreased demand from inbound tourists, and termination of contracts with one facility



**All business operations in connection with real estate are covered in a straightforward fashion**

Straightforward & DX promotion

(real estate industry)		<b>AMBITION DX HOLDINGS</b>	Developer company	Real estate sales company	Purchase/Resale company	Leasing management company	Real estate brokerage company
<b>Development business</b>	<b>Land acquisition</b>	○ subsidiary: VERITAS INVESTMENT	○	×	×	×	×
	<b>Construction</b>	○ subsidiary: VERITAS INVESTMENT	○	×	×	×	×
	<b>Sales</b>	○ subsidiary: VERITAS INVESTMENT	○	○	×	×	×
<b>Purchase/Resale business</b>	<b>Purchase/Sales</b>	○ AMBITION DX HOLDINGS	×	×	○	×	×
<b>Ownership business</b>	<b>Leasing management</b>	○ AMBITION DX HOLDINGS	×	×	×	○	×
<b>Brokerage business</b>	<b>Finding customers</b>	○ subsidiary: VALOR subsidiary: AMBITION AGENCY	×	×	×	×	○





## The Company's own designers' condominium

<p><b>Concept</b></p>	<p>Good location, modern and fashionable</p>
<p><b>Design</b></p>	<p>Famous designers/architects “PREMIUM CUBE” series is highly popular</p>
<p><b>Examples of specialty designs</b></p>	<ul style="list-style-type: none"> <li>■ Security (hands-free key system “Raccess”)</li> <li>■ Automatic lock system with color monitor</li> <li>■ Flooring (LL50 grade)</li> <li>■ Door knob (KAWAJUN)</li> <li>■ Kitchen (gas stove of 3 burners with Si sensors)</li> <li>■ Cabinet (sliding cabinet with assisting pockets)</li> <li>■ Kitchen (single lever)</li> <li>■ Powder room (single lever, twin mirror with storage)</li> <li>■ Bathroom (archline bathtub, switched ecoful shower)</li> <li>■ Toilet (washing toilet seat with deodorizing function)</li> <li>■ Architecture (no sound leakage)</li> <li>■ Security equipment, architecture, no sound leakage</li> <li>■ 24-hours ventilation system, bathroom dryer, heating</li> </ul> <p>…etc.</p>



## Modernized real estate DX company deploying DX on its own in every field of real estate

DX fields	AMBITION DX HOLDINGS	Conventional real estate company
<b>DX case</b>	deploying DX on its own in every field of real estate(embodying hands-on issues) with high quality	outsourcing (to a tech company) using some products (tools), difficult to lead to solving issues
<b>operations</b>	digital	analog
<b>documents</b>	electronic	paper
<b>communication</b>	Internet	fax, telephone
<b>contracts</b>	online	paper
<b>explanation</b>	online explanation on important matters	face-to-face
<b>preview</b>	perfect preview experience with high-level VR	photo, visit
<b>properties management</b>	automatic entry with RPA	manual entry
	single platform (owner / management company / brokerage company)	multiple tools
	Repair & restoration works are also systematically managed	e-mail, paper and fax
<b>settlement for properties management</b>	online settlement	bank transfer, in cash
<b>data management</b>	cloud	local server
<b>security</b>	blockchain technologies which store records and prevent falsification	less credibility
<b>database management</b>	digitalized data are managed	difficult to digitalize
<b>finding properties</b>	matching application finds a user and a room matching via room concierge	users search for properties by himself/herself
	online customer services	face-to-face customer services

# Operational efficiency with DX



# Section 3

## Policies



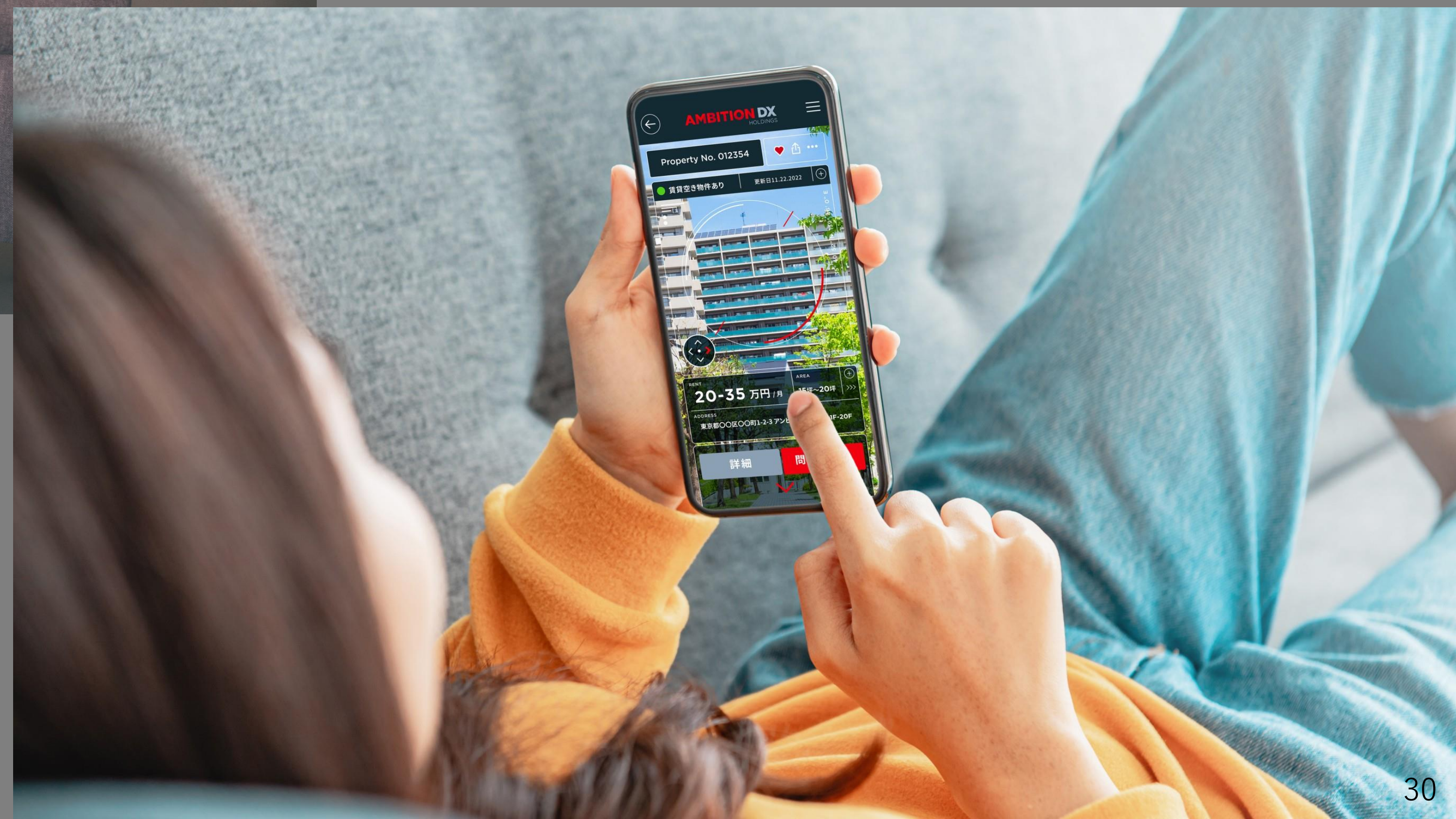


The Company changed its name on October 1, 2021  
**AMBITION DX HOLDINGS Co., Ltd.**  
(formerly AMBITION Co., Ltd.)

To reform real estate business through DX  
and become a sole real estate digital platformer  
which fuses digital and real world together



Perfect preview  
experience with  
high-precision VR



Explanation &  
Contract entirely  
completed on **your**  
smartphone





**"Owner / Management company / Brokerage company  
All in a single platform"**

To build up a DX platform on which real estate business can be made more efficient in a straightforward fashion, and provide comfortable residence experience

**【Sales/Purchase DX】**



- Non-face-to-face sales/purchase contract
- Data management on cloud, such as land prices
- Offering properties via crowdfunding

**【Leasing DX】**



- **//AMBITION Sign** Easy leasing management by higher operational efficiency on a paperless basis, such as electronic contract
- Stably continued high occupancy rate
- More houses managed by individual staff **//AMBITION Cloud**



- Enhanced remote customer service, preview and electronic contract
- AIxRPA tool "RAC-TECH" reduces inputting work
- Data linkage from searching for properties, contract, through to vacating procedures

Safe and seamless data linkage by utilizing blockchain

## To realize new vision

Policy  
**01**

### **Business reform by promoting DX**

Adding more value to existing business and creating new business

Policy  
**02**

### **Efforts to discrete business expansion, such as M&A facilitation**

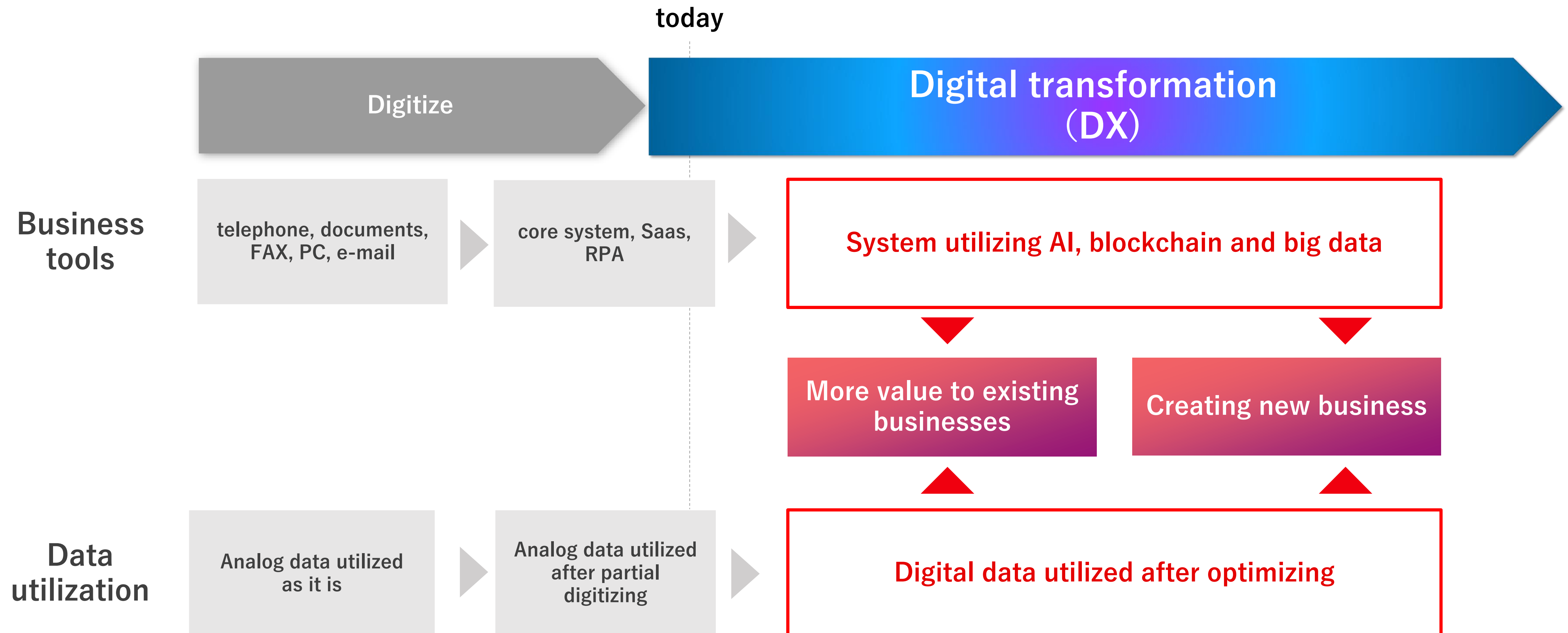
Business expansion by promoting M&A and alliance with others,  
venture investment, etc.

Policy  
**03**

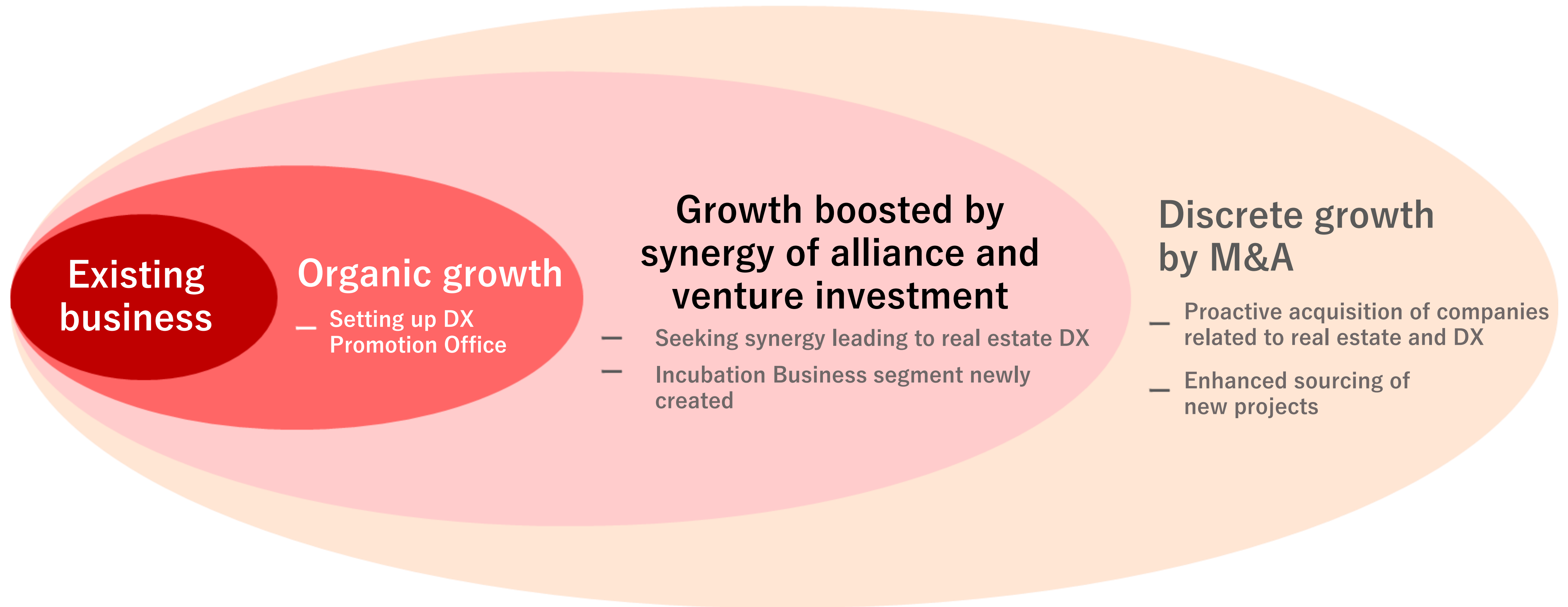
### **Industry reform by development/sales of novel real estate DX products**



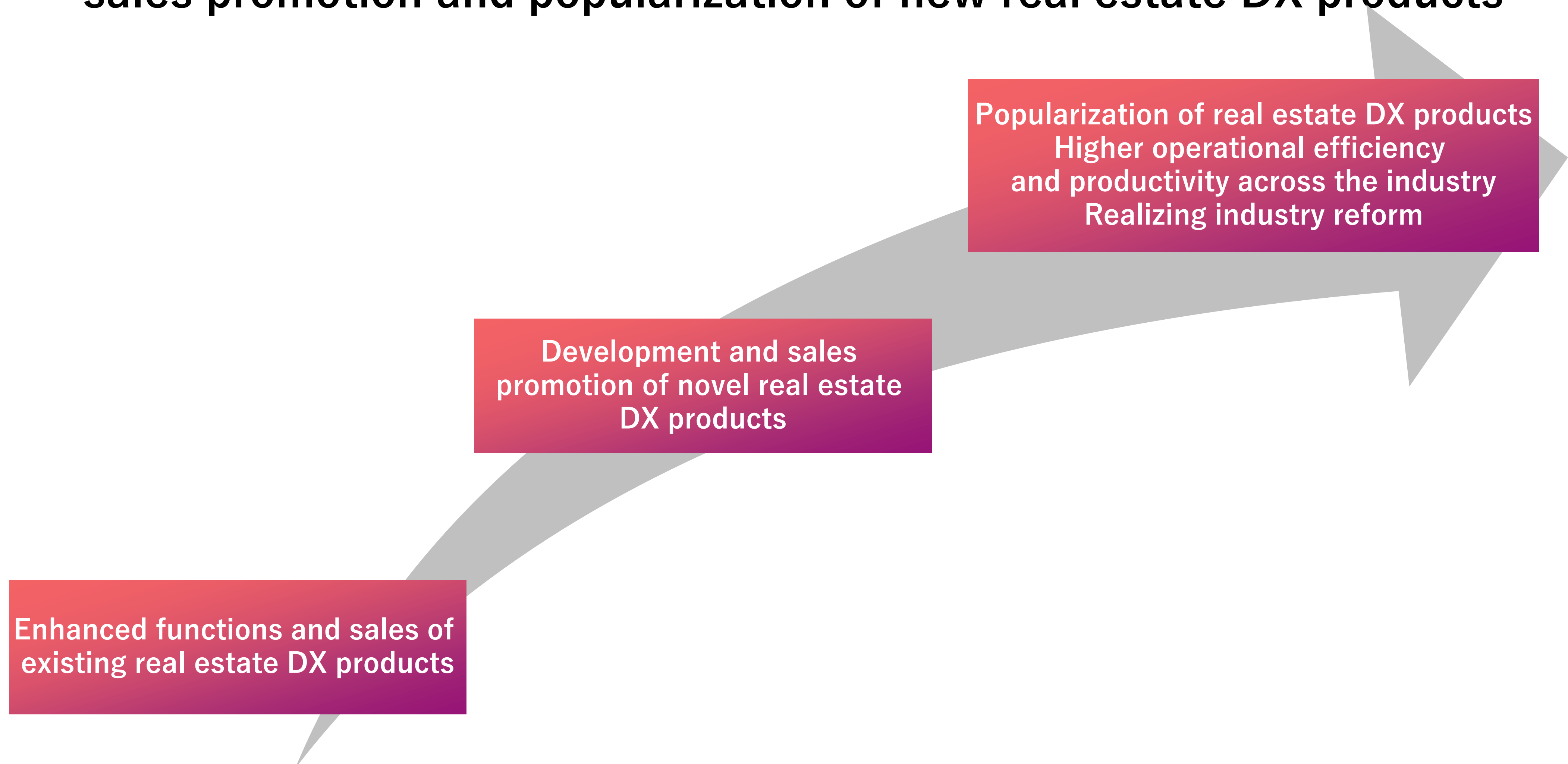
Advanced technologies and optimized digital data should add more value to existing businesses, and create new business in the future



**In addition to organic growth, M&A and alliance and venture investment are boosted towards business expansion**



In addition to enhanced functions and external sales of existing services in Real Estate DX Business, industry reform should be realized by development, sales promotion and popularization of new real estate DX products



## Policies in FY06/2022

### Reform of existing businesses by **promoting DX** and growth of **Real Estate DX Business**

DX measures (FY06/2022)

DX measures  
**01**

DX management system (AMBITION Cloud)  
: under development (80% completed)

DX measures  
**02**

Electronic contract package (online contract  
/ explanation of important matters)  
: products for external sales under development  
(Internal version is in operation; external version is under development)

DX measures  
**03**

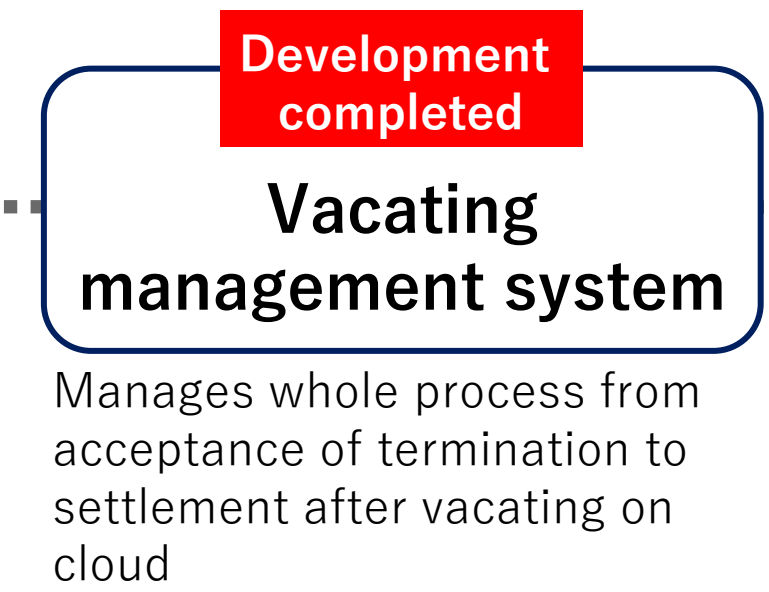
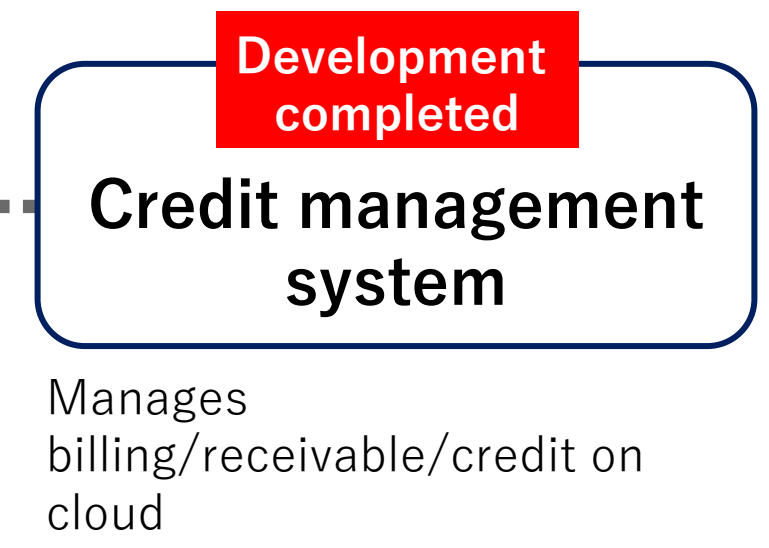
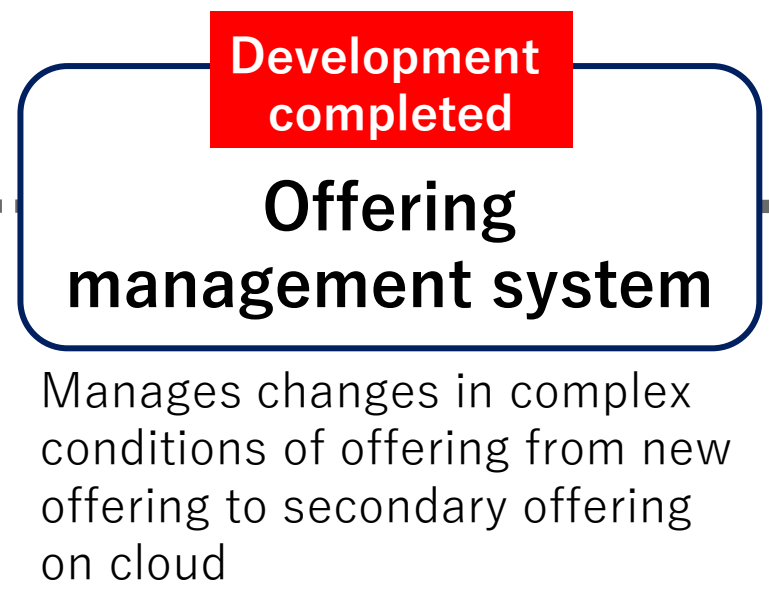
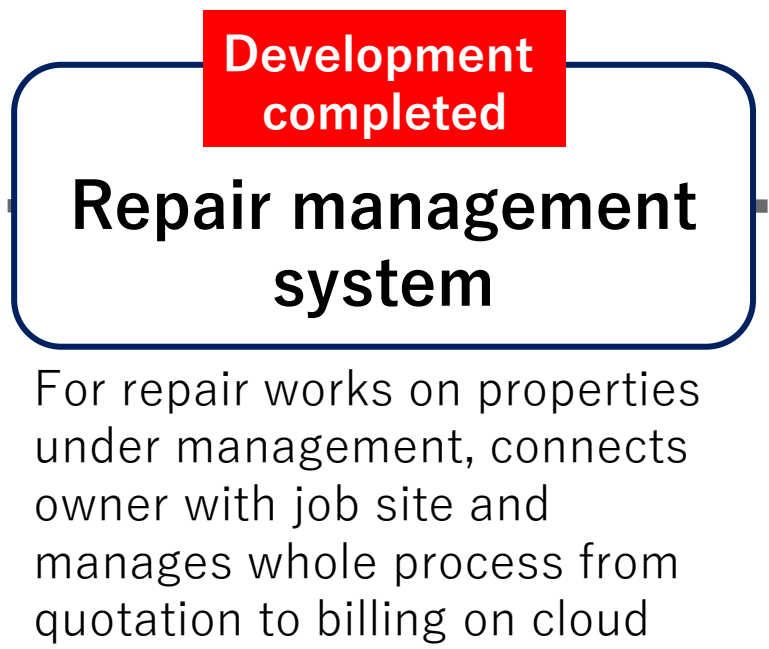
Services for consumers (Room concierge)  
: test operation **underway**

DX measures  
**04**

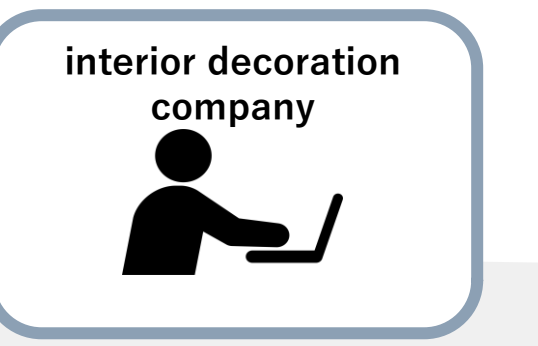
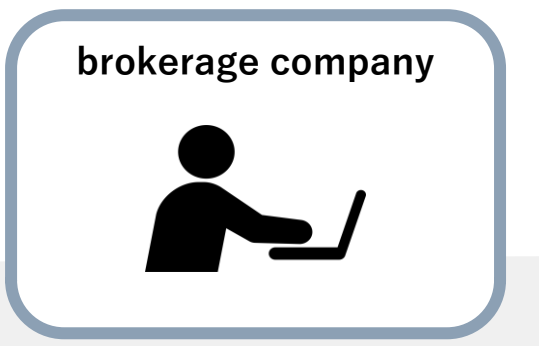
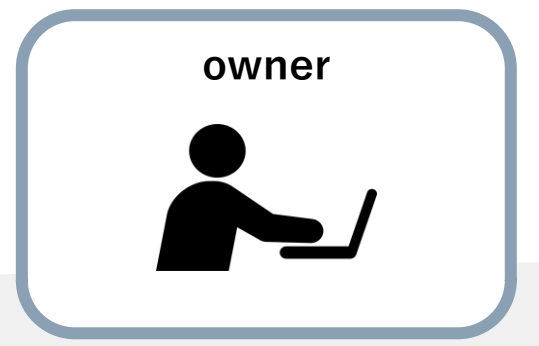
App for residents facilitates communication  
with residents after move-in  
**Improves their engagement (LTV)**

## DX management system (AMBITION Cloud) is under development 【Leasing DX】 Property Management Business would be expanded

Development: 80% completed  
Next term: Each system will be integrated  
External sales is on the table

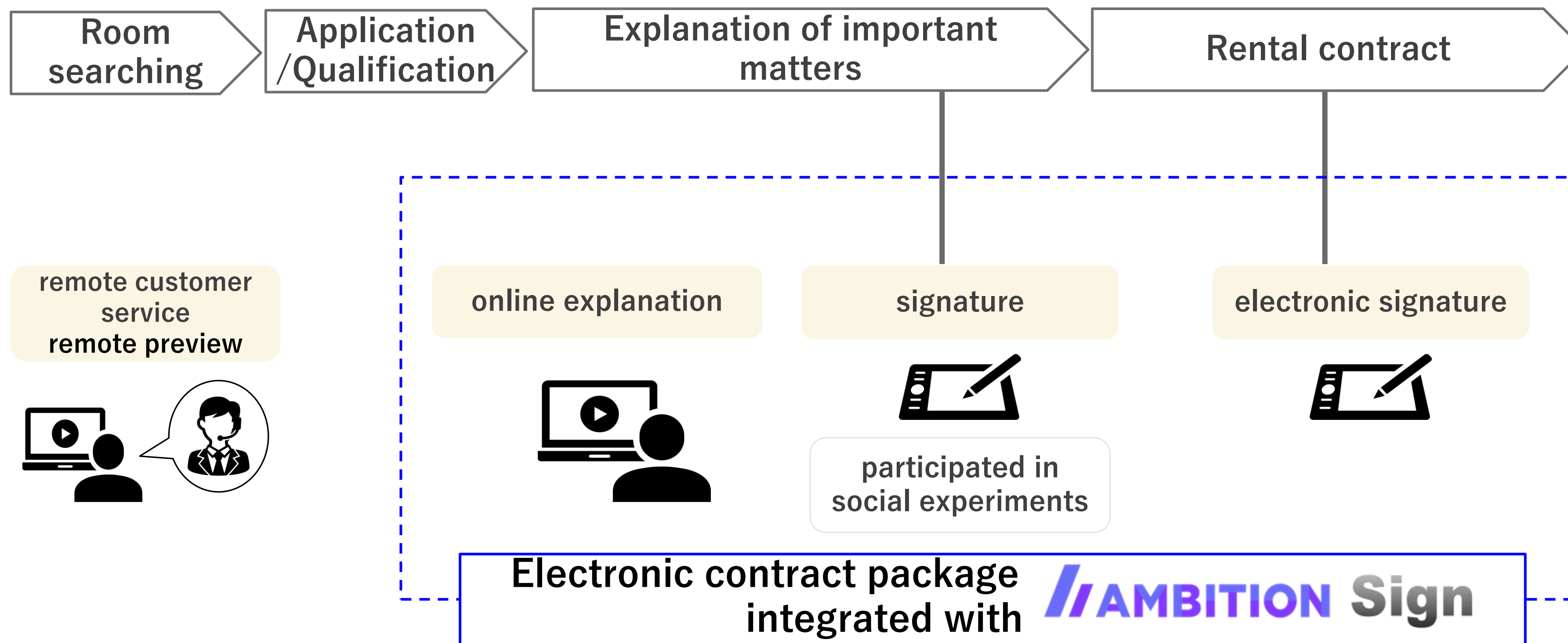


### Data management via **blockchain**





# AMBITION's electronic contract package



AMBITION Sign



Amendments to Electronic Contracts Act (effective from May 18, 2022)  
To be released from Re-Tech RaaS (subsidiary) during FY06/2023.  
The Group's operational performance will be enhanced.

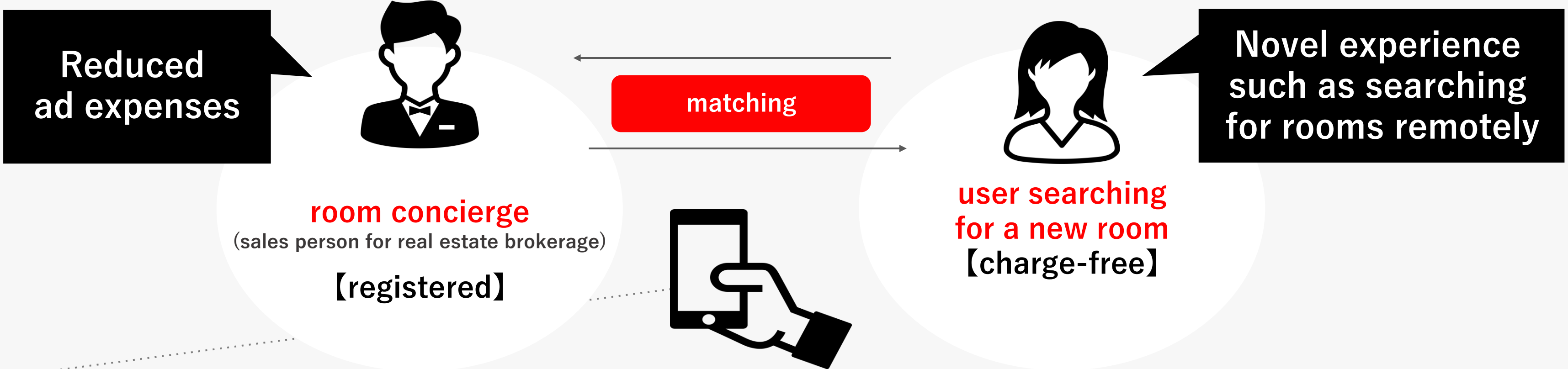
## now in test operation(to be full-swing during FY06/2023)



Numbers of downloads  
and room concierges  
are increasing!

Matching application which connects users searching for new rooms  
with a room concierge (sales person for real estate brokerage)

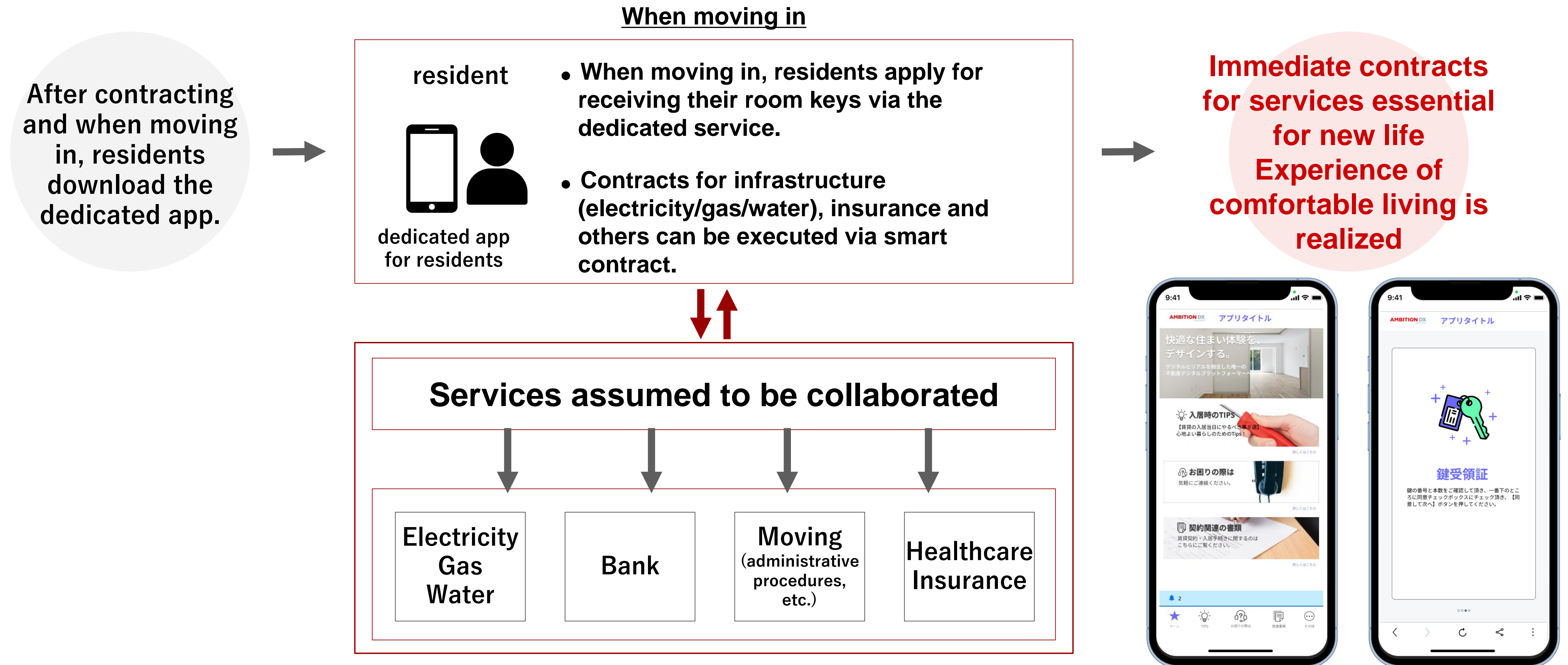
### “Room Concierge”



- SNS-type UI/UX in which a series of posts introducing properties can be viewed
- Evaluation by “Like!” and comments for the post
- Functions for searching for room concierges and chatting

To be expanded across Japan and leasing brokerage industry





## Living platform used by residents can be built up. When moving in, contracts for essential services including living infrastructure can be executed immediately.





## Now in promotion!

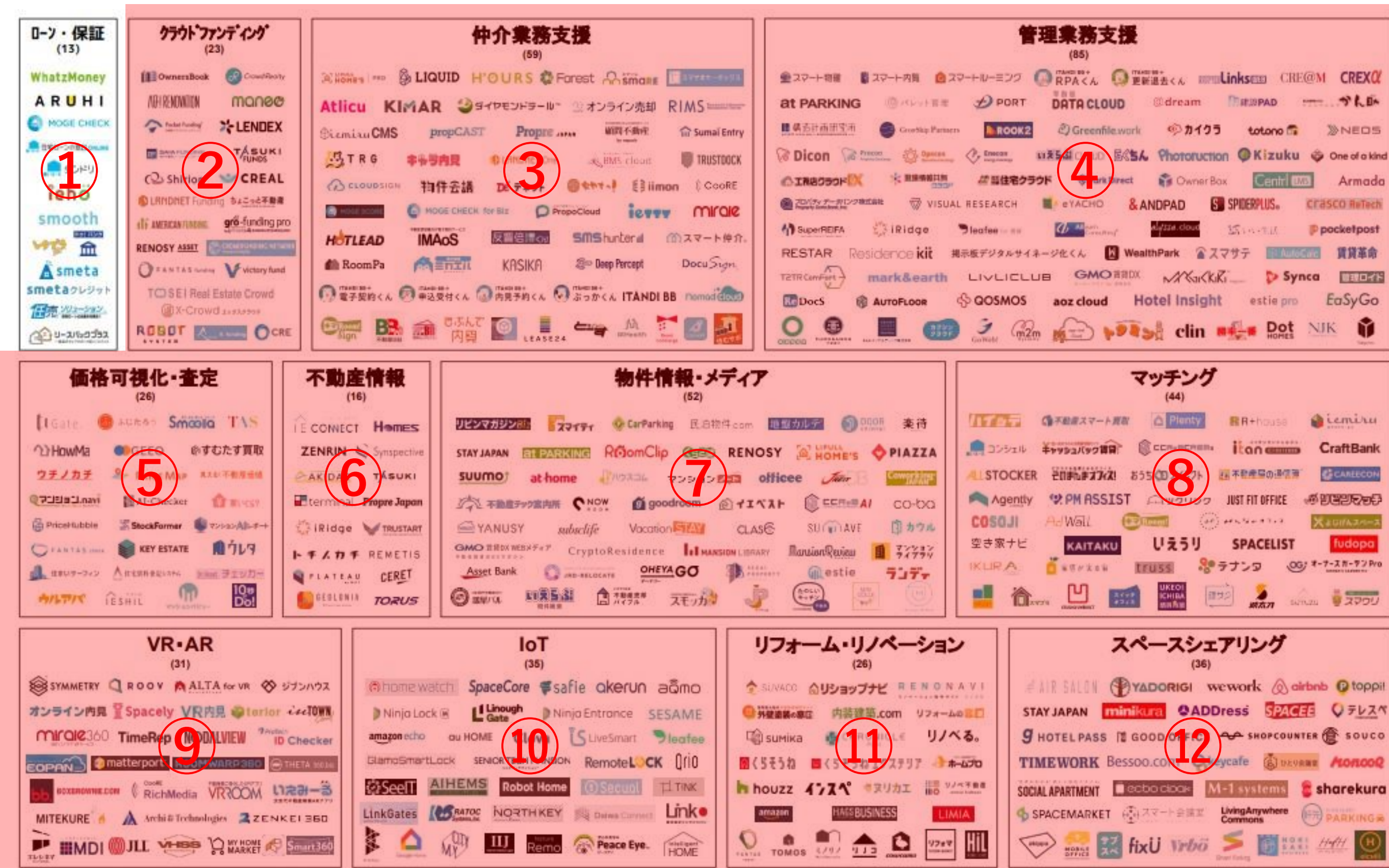
### Real estate business reform by **AMBITION DX** products

	service name	service overview	under development	in-house operation	go-live
B2C	 Room Concierge	Matching application which connects users searching for new rooms with a room concierge (sales person for real estate brokerage)			●
	Re-Tech Raas	 Auto-input	【Collective proposal of properties】 Auto-posting tool for properties information which utilizes response prediction by AI and leasing business data		●
【Individual proposal of properties】 A tool specialized particularly in highly-demanded functions (RPA: auto-post) among others of main brand			●		
 AMBITION Sign		System which enables explanation of important matters and execution of contracts online		●	
Cloud	 AMBITION Cloud	Contract progress management system		●	
		Repair management system		●	
		Offering management system		●	
		Credit management system		●	
		Vacating management system		●	
		New contract management system	●		



## Real estate DX services are deployed in all 12 areas (except “loan/guarantee”)

Real Estate Tech, chaos map (computerized areas in real estate industry)



第7版：2021年7月（446サービス）

作成：一般社団法人不動産テック協会

NO	12 areas	pertaining to the Company
①	loan/guarantee	X
②	crowdfunding	○
③	brokerage business support	○
④	management business support	○
⑤	price visualization/evaluation	○
⑥	real estate information	○
⑦	property information/media	○
⑧	matching	○
⑨	VR/AR	○
⑩	IOT	○
⑪	remodeling/renovation	○
⑫	space sharing	○



# Section 4

**FY06/2022 (full term)**

Performance forecasts/Dividend forecasts

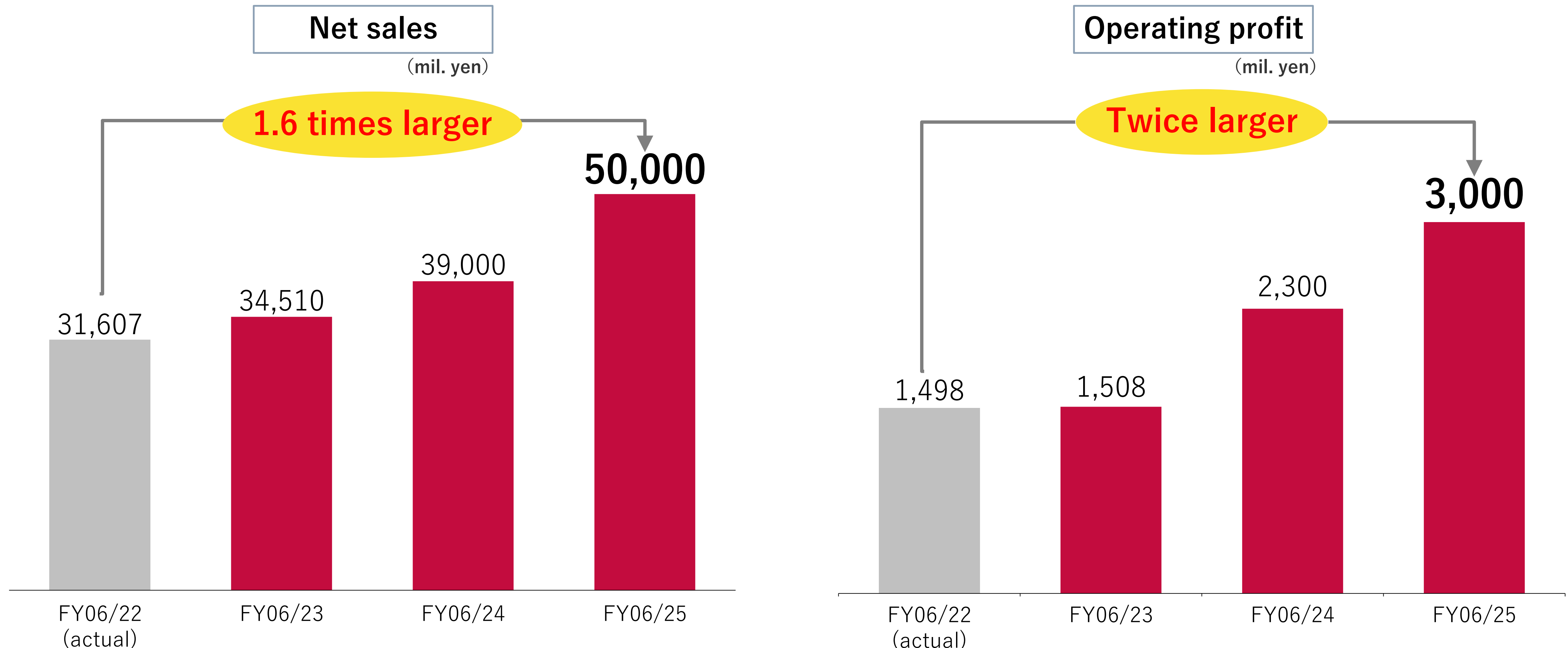
## Higher revenues / Higher earnings forecasted

(mil. yen)

	FY06/2022 Actual	FY06/2023 actual*	YoY
Net sales	31,607	<b>34,510</b>	<b>+9.2%</b>
EBITDA (for reference)	1,758	<b>1,825</b>	<b>+3.8%</b>
Operating profit	1,498	<b>1,508</b>	<b>+0.6%</b>
Ordinary profit	1,355	<b>1,371</b>	<b>+1.2%</b>
Net profit attributable to owners of parent	826	<b>838</b>	<b>+1.5%</b>

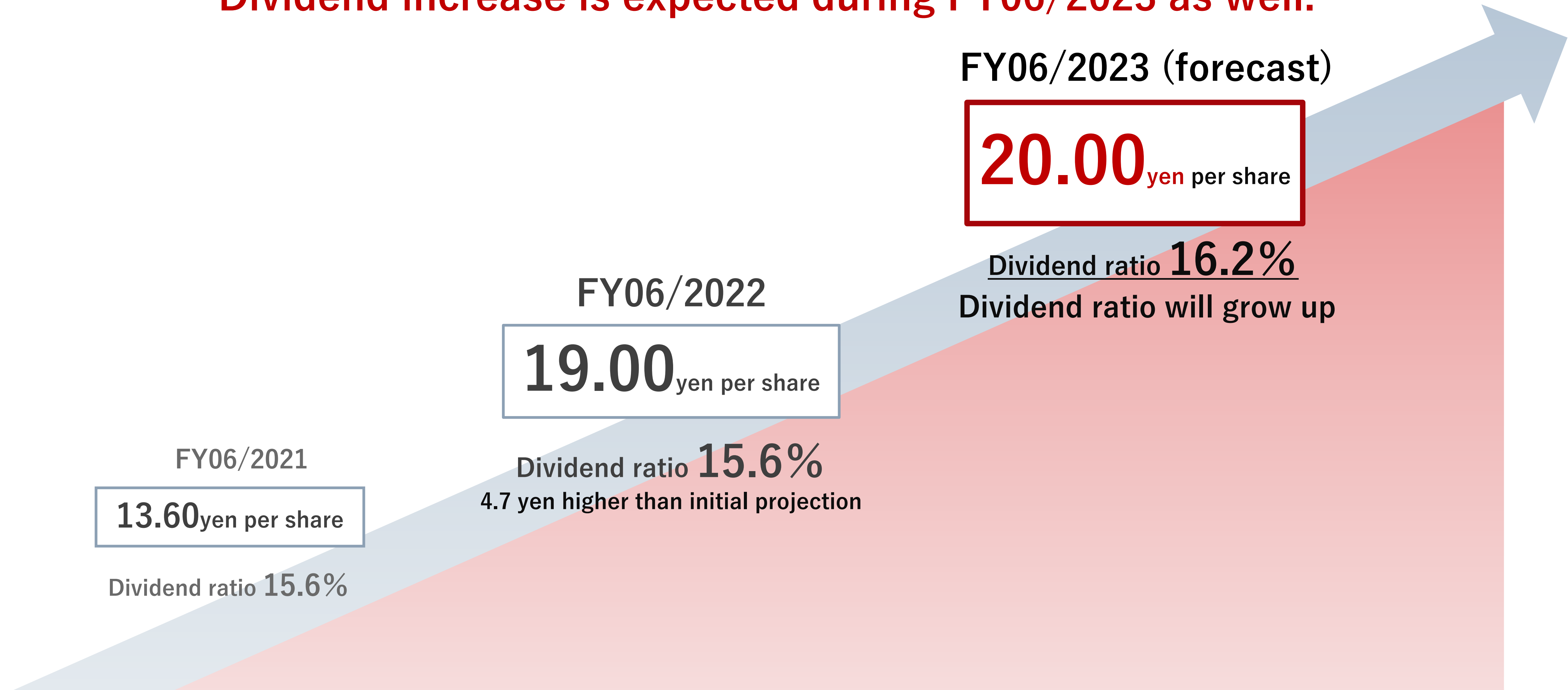
\* Descriptions about the future such as performance forecasts contained in this document are based on information currently available to the Company and certain presumptions considered to be reasonable, and therefore actual business performance and other elements may differ substantially due to various factors.

By the end of FY06/2025, Net sales of 50 bln. yen and Operating profit of 3 bln. yen will be achieved.



\* Descriptions about the future such as performance forecasts contained in this document are based on information currently available to the Company and certain presumptions considered to be reasonable, and therefore actual business performance and other elements may differ substantially due to various factors.

The Company intends to continue stable return to shareholders while proactively investing in growing fields.  
**Dividend increase is expected during FY06/2023 as well.**



# Section 5

**Most recent TOPICS**



## Company name changed to **AMBITION DX HOLDINGS Co., Ltd.** (formerly **AMBITION Co., Ltd.**)

(from Oct. 1, 2021)

### Background

- The Company has, for a long time, proactively promoted DX business in the field of “LIVING” and in April 2021, it was appointed as an accredited entity of DX accreditation scheme by the Minister of Economy, Trade and Industry.
- Also in the same month, “DX Property Promotion Association” was established collectively by eight companies, to which Takeshi Shimizu, representative of the Company, was appointed as a board member. As such, the Company has put its efforts to reforming the labor-intensive real estate industry as well.
- For the future, the Company decided to change its name with a desire to put its efforts to growth of real estate DX business more than ever and accelerate its internal DX, as well as to contribute to DX promotion within real estate industry and the whole society, while leading the industry.

(New company name)

**AMBITION DX HOLDINGS Co., Ltd.**



(New vision)

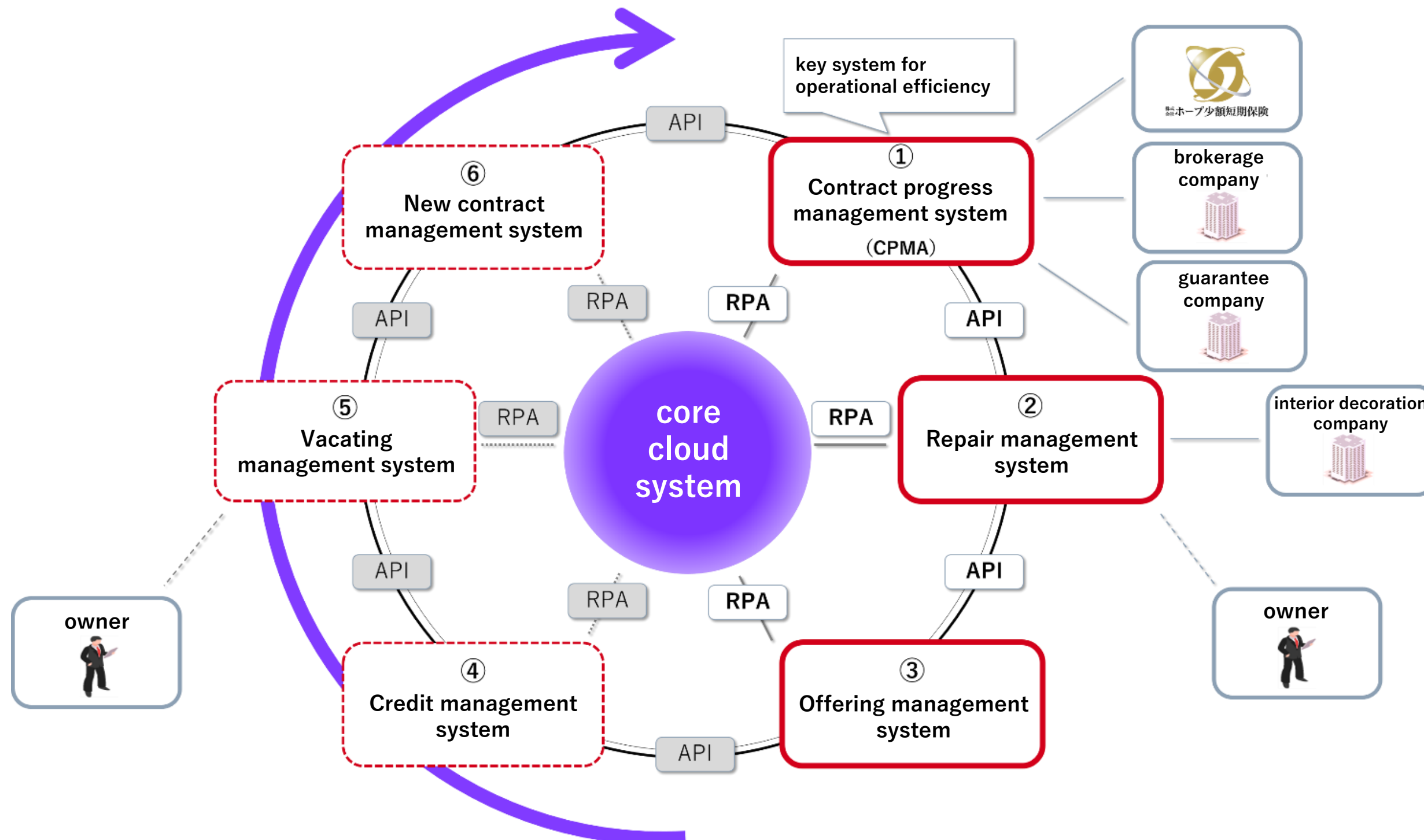
**To reform real estate business through DX  
and become a sole real estate  
digital platformer which fuses digital  
and real world together**



## Efforts are put to building up next-generation management cloud system named “AMBITION Cloud”

— Overwhelming operational efficiency is realized by DX —

The Company makes use of its know-how on comprehensive practices of real estate industry, and has put its efforts to development of next-generation management cloud system named “AMBITION Cloud” aiming at improvement in productivity.



### Points

“AMBITION Cloud” is a platform based on a consistent model consisting of an operational arrangement / practice / IT system and a multichannel, which enables seamless on-cloud management on cloud of any and all business operations of real estate industry.

- It makes use of the Company’s strength that has been fostered in its business areas and field connections, and its expertise in the field of DX based on its high-level understanding of systems.

### Development background

- At present, many of business operations concerning leasing/management of real estates are irregular, and businesses are run in a counterproductive and inefficient manner.
- Common core systems for real estate industry are at most linkage with accounting data, and it is quite usual that progress management is carried out with scattered information dependent on analog hand-written memos, spreadsheets and verbal explanation.
- Such a situation prevents growth of number of houses under management per personnel and hence is a big problem that disturbs improvement in profitability of real estate industry.

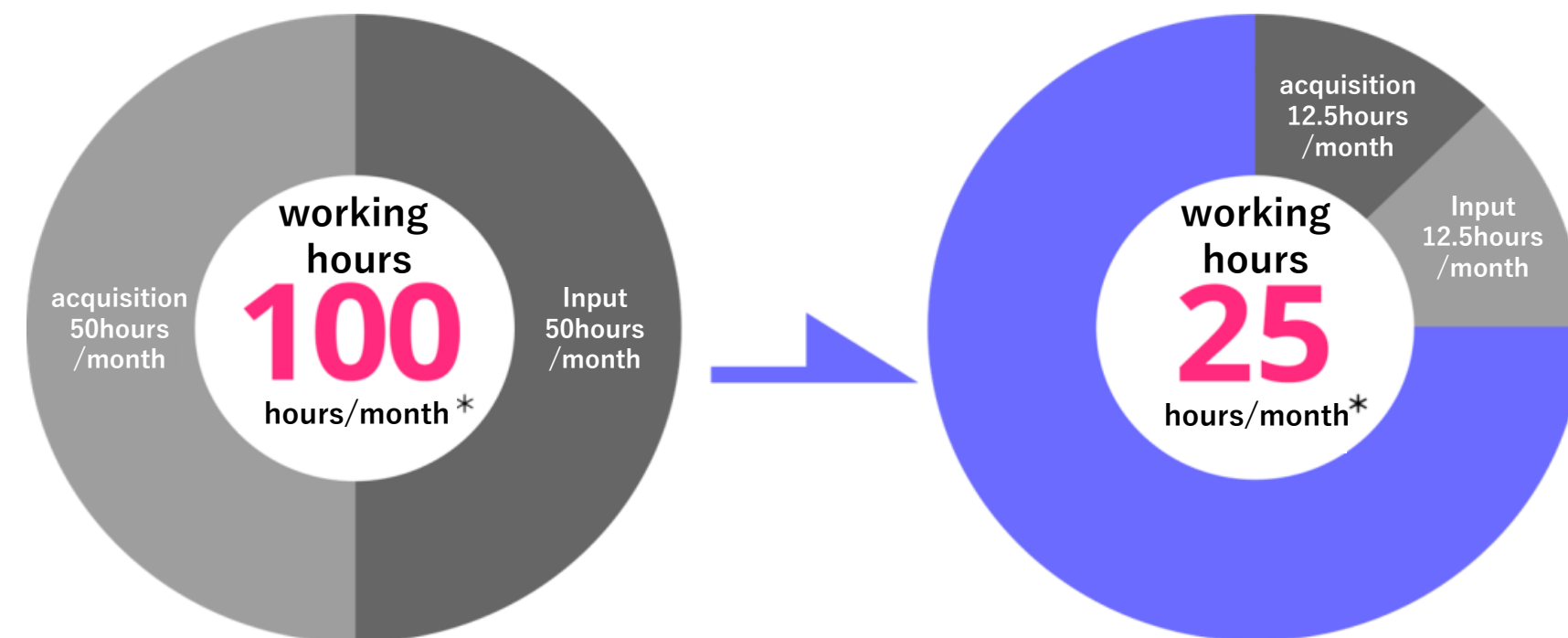
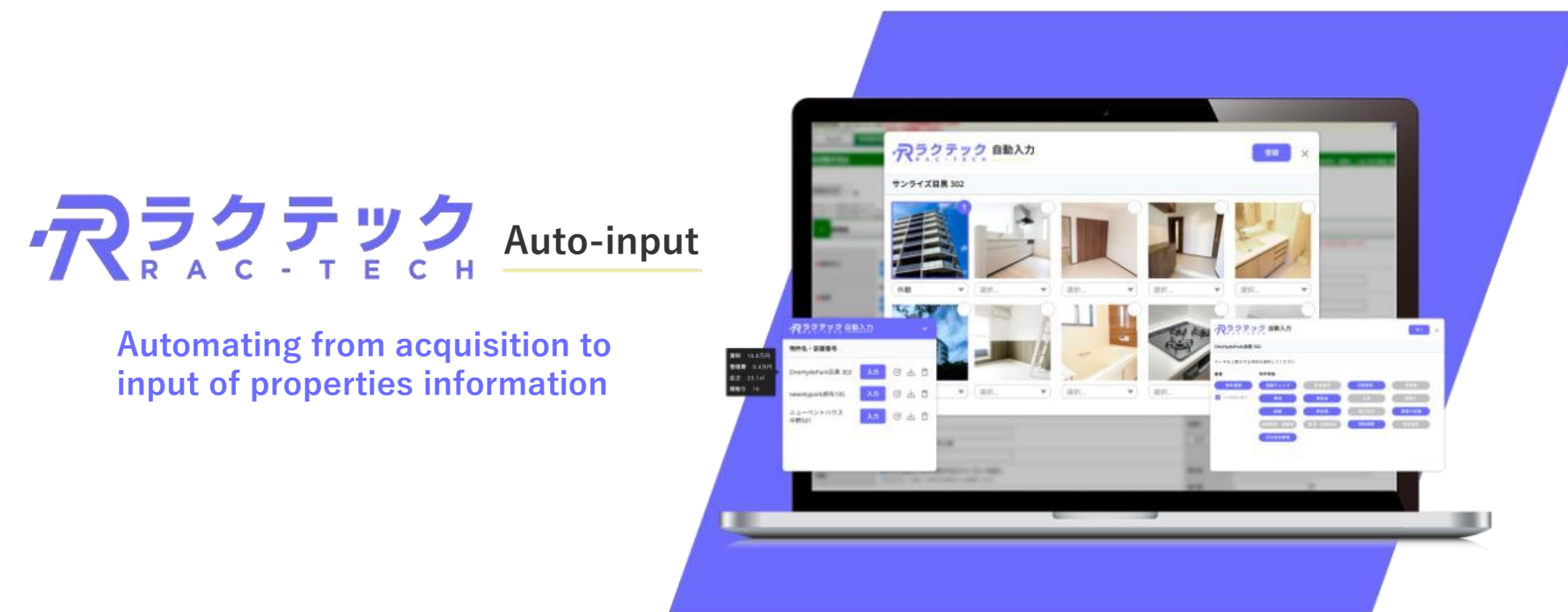
### Overview

- ① Contract progress management system: Manages progress and communication on cloud from offering leased properties to executing contract
  - ② Repair management system: For repair works on properties under management, connects owner with job site and manages whole process from quotation to billing on cloud
  - ③ Offering management system: Manages changes in complex conditions of offering from new offering to secondary offering on cloud
  - ④ Credit management system\* : Manages billing/receivable/credit on cloud
  - ⑤ Vacating management system\* : Manages whole process from acceptance of termination to settlement after vacating on cloud
  - ⑥ New contract management system\* : Manages automation of sales activities for new contracts on cloud
- Upon completion of development, these management systems numbered 1 to 6 are planned to be integrated via API with the core cloud system during FY06/2023, and are considered to contribute to improvement in productivity and operating profit thereafter.



## “RAC-TECH Auto-input” started to be distributed, which is a service that automates acquisition and input of properties information provided by Re-Tech RaaS

～ Overwhelming operational efficiency in real estate brokerage business is realized ～



\* Approximate image assuming handling 15 pieces of information and working 20 days per month



### Point

“RAC-TECH Auto-input” automates acquisition/input of properties information which previously required enormous time and labor, and realizes sweeping alleviation of workload.

### Development background

- Thus far, salespersons of real estate brokerage business have been required to input data manually one by one, from searching for properties through to entry to a portal site, wandering over multiple platforms back and forth, which were very cumbersome and inefficient tasks. They are busy inputting properties information and cannot devote themselves to customer services. Such a situation prevents growth of number of houses under management per personnel and hence is a big problem that disturbs improvement in profitability of real estate industry.
- Besides, in the real estate industry, “lack of human resources” is also a serious problem for management executives. Moreover, Japanese government has promoted “work style reform” which is one of important policies, sharply raising needs for improvement in productivity.
- To solve these problems, the Company has put its efforts to building up the “RAC-TECH series” so that DX as its strength would enhance life and business of every person involved. Accordingly, “RAC-TECH Auto-input” that was completed through building up the system by the Company in a unique way will realize sweeping alleviation of workload.

### Features of RAC-TECH Auto-input

- It is an epoch-making system which enables operators to complete their process including “searching for properties”, “comparison of competing properties”, “storing information”, “acquiring photos” and “entry to portal site” with just two clicks at a minimum. By automating acquisition/input of properties information which previously required enormous time and labor, frontline salespersons are provided with sufficient time to devote themselves to customer services.
- It is a tool which contributes to cost reduction, solving problems with lack of human resources and work style reform, leading to greater financial results with improved profit rate.

### Merits of adoption

- Inputting completed with easy operation: Relevant property is selected, saved, and that information can be entered to the portal site with only a single tap
- Regular update: Addition of supporting websites and functional expansion by AI
- Support: Monthly support by dedicated staff, and telephone/e-mail support are permanently free-of-charge
- Operational efficiency: Automation reduces work load by up to 75% (internal survey)



# Started to provide a unique electronic signature system named “AMBITION Sign” which utilizes blockchain technologies

## Points

- The Company has been working on building up a next-generation cloud system for managing real estates named “AMBITION Cloud” for the purpose of bringing about improved lives and businesses of all the people involved, and recently released “AMBITION Sign” which utilizes blockchain (distributed ledger) technologies.
- This system enables higher safety for information by incorporating elements of blockchain technologies into conventional electronic contract system, due to the fact that contracts related to real estates handle highly confidential information.

## Development background

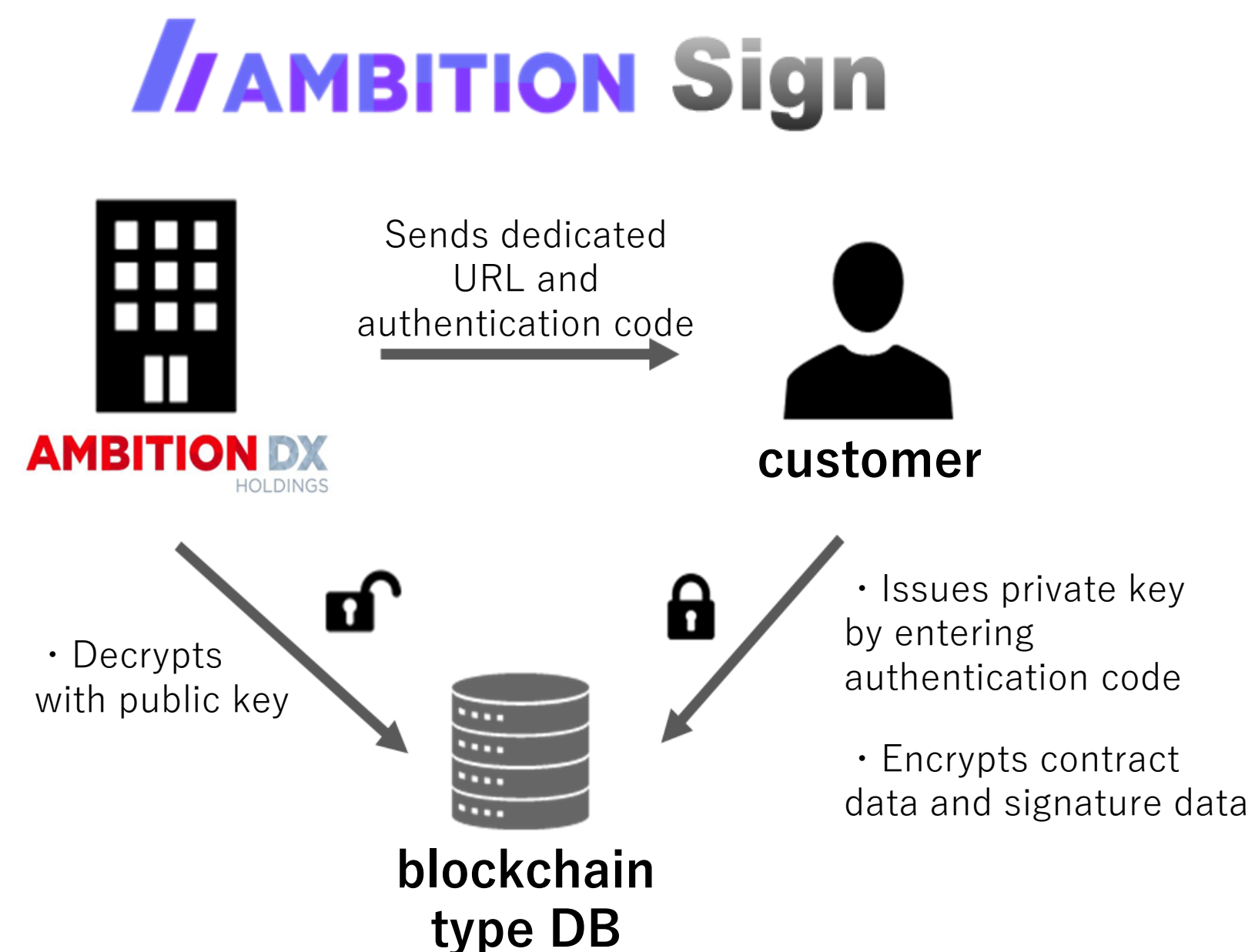
Previously lease contracts in the real estate industry were required to be executed on a face-to-face basis, but on May 12, 2021, laws on digital reforms were passed at the Japanese Congress, which has enabled computerization of various paper procedures in the real estate industry such as explanation of important matters (related to Articles 34, 35 and 37 of the Building Lots and Buildings Transaction Business Law). Also, in the real estate industry, when a lease contract is executed many procedures which are complicated for both customer and real estate agent are required, and discrete tools are used, thus in this industry there is an issue that contracting itself is burdensome and it has become quite usual that there is sporadic information by means of such as analog hand-written notes, Excel spreadsheets and oral explanation.

In order to solve this issue, in February 2022, the Company developed a system (AMBITION Cloud) which digitalize a set of procedures involved in real estate lease contracts and conclude the entire process all online from explanation on important matters to eventual execution. In addition, for the purpose of providing customers with further safe transactions, the Company recently developed an electronic signature system which utilizes blockchain (distributed ledger) technologies.

## Overview

This electronic contracting system (AMBITION Sign) enables customers to execute contracts easily on their smartphones or PCs while doing video conferences with salespersons. Moreover, with respect to highly confidential information about real estate contracts, by utilizing blockchain (distributed ledger) technologies, information leakage/alteration is prevented and robustness is reinforced such as preventing impersonation, thereby making it possible to execute contracts in a secure environment. Grid Ledger System\* developed by Earlyworks which established a capital tie-up with the Company in June 2021 is used as the blockchain technologies in this system.

\* It is a “next-generation type blockchain” that satisfies both security and processing speed with no stress which were considered impossible against the technical common sense of existing blockchain technologies. And it is a unique technology as a next-generation infrastructure technology which supports technologies for creating a new era such as AI and IoT, so that important data of customers are protected, evolution of solutions is accelerated, and businesses are scaled up.





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#### Disclaimer

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Performance forecasts and future projections such as prospects, plans and targets related to the Company and the Group as presented in this material have been determined by the Company based on such information as practically available at this point.

Forecasts inherently include wide variety of uncertainty, and therefore actual performance may differ substantially from these future prospects.