

FY2022.10 3Q

Financial Results

2021.11.1 - 2022.7.31

September 14, 2022 (Securities code:3491)



GA TECHNOLOGIES

Our Ambition

- “Building a world leading company that inspires and impresses people with the power of technology and innovation” is our “Ambition” and “Purpose”. To achieve this goal, we must tackle the big unsolved issues.
- Based on our ambition, we will solve social problems through our business activities by bringing technology into the world of housing (real estate), which is the least developed of the three essential areas of life, apart from food and clothing.

OUR AMBITION

テクノロジー×イノベーションで、
人々に感動を生む
世界のトップ企業を創る。

Building a world leading company
that inspires and impresses people with
the power of technology and innovation.

Revision to earnings forecast for the fiscal year ending October 2022

(million yen)

Operating Profit

Revised upward by 350 million yen from the plan announced in 2Q

Upward Revision

+ 70%

850

+350
million yen

500

FY2022.10

Previous Forecast
(June 14 2022)

FY2022.10

3Q Earnings Revision

(million yen)

		FY2021.10 (IFRS)	FY2022.10 Initial forecast (IFRS)	FY2022.10 2Q After Earnings Revision (IFRS)	FY2022.10 3Q After Earnings Revision (IFRS)	After 3Q Earnings Revision YoY changes ⁻¹
Consolidated	Revenue	74,867	110,000	110,000	110,000	+47%
	Gross Profit	10,234	13,200	15,250	15,710	+54%
	Operating Profit	△1,114	57	500	850	-
	Profit attributable to owners of parent	△854	△700	△350	180	-
RENOSY Marketplace	Revenue	73,095	107,261	107,261	107,390	+47%
	Gross Profit	9,121	11,837	13,418	13,730	+51%
	Segment Profit	2,879	3,109	3,663	4,395	+53%
ITANDI	Revenue	1,170	1,691	1,810	1,970	+68%
	Gross Profit	934	1,340	1,504	1,630	+75%
	Segment Profit	1	△152	113	265	+26,400%

Note: 1. Calculated based on the figures on the table FY2022.10 3Q After Earnings Revision ÷ FY2021.10 Actual -1

Reasons for revisions to earnings forecast

- Revenues and costs improved due to selection and concentration of RENOSY Marketplace and ITANDI business which has been implemented from the previous quarter.
- In RENOSY Marketplace, due to various commission improvement measures that have been implemented, profit margins after gross profit increased
- In ITANDI, the number of new customers (companies) increased due to the high evaluation of products and services, in addition to the increased market needs and inquiries backed by the enforcement of the revised Real Estate Brokerage Act, and Monthly Recurring Revenue (MRR) improved.

RENOSY Marketplace

Successful selection and concentration of businesses and measures to improve commissions

(1) Business selection and concentration

- Improved profitability and costs by selecting and concentrating on profitable businesses

(2) Commission improvement measures

- Expansion of product lineup
Strengthened procurement directly from owners through seller DX
- Provision of ancillary services to RENOSY members

ITANDI

Improved MRR driven by growing market needs

(1) SaaS for management company

- Increase in utilization rate due to increased recognition of ITANDI BB
- Due to the enforcement of the revised Real Estate Brokerage Act, the response from SMBs*1 increased

(2) SaaS for real estate agencies

- Enhancement of collaboration with ITANDI BB to improve functions
- Enhanced service reputation and increased SMB acquisition


Direction of Profit and Growth Investment for FY2022

Sharp Focus and Selection of Investments while Expanding Growth Path

Return to Profit from Last Year's Low

	Last Year	This Year
Business	<ul style="list-style-type: none"> • Cultivated numerous growth seeds, including new business 	<ul style="list-style-type: none"> • Focus on 2 businesses of RENOSY Marketplace and ITANDI • New business also focused on RENOSY Marketplace-related business
Cost	<ul style="list-style-type: none"> • Increased personnel costs owing to aggressive investments • Office expansion with more employees 	<ul style="list-style-type: none"> • Increased personnel costs only for growth businesses • Achieve annual rent reduction of approx. 100 million yen by reviewing office layouts, etc.
Revenue	<ul style="list-style-type: none"> • Commissions declined due to higher procurement costs as a result of higher procurement prices. 	<ul style="list-style-type: none"> • Implement ways to improve commission through seller DX, etc. • Build strong barriers to entry by expanding market share
Recruitment and	<ul style="list-style-type: none"> • Active recruitment (investment) in all divisions, including new business 	<ul style="list-style-type: none"> • Sharp focus and selection for recruitment and staffing • Restructure, making personnel changes to strengthen businesses
M&A	<ul style="list-style-type: none"> • Aggressive M&A to accelerate market share expansion 	<ul style="list-style-type: none"> • Prioritize creating synergies with 8 existing M&A companies over new M&A

GA technologies Group - Business Overview

	Area of Business	Business Summary	Main Products and Services
RENOSY Market- place	Online Transactions	Providing a complete package to find sellers and buyers, matching them together to make actual transactions happen by using the media of RENOSY. A wide-ranging product line-up covering brokerage of luxury condominiums for rent and demand for private use, as well as all all type of investment properties including small, newly built and pre-owned condominiums, and including overseas real estate.	RENOSY
	Subscriptions	Property management for owners of real estate, offering multiple plans with a fixed-price subscription for services that protect asset value.	
	Third party services ^{*1}	Making RENOSY media available to third-party businesses, providing them with use of the media and introducing customers.	
ITANDI	SaaS	Providing a system to real estate companies (mainly rental housing management companies and real estate agencies) to improve work efficiency through monthly and pay-as-you-go fees.	ITANDI BB+
	Marketplace	Building a platform that connects people with living, to be offered free of charge as an exclusive real estate website for B2B, and as a rental/house-hunting website for B2C with a revenue model based on commissions for each contract.	ITANDI BB <small>イタンディ ビービー</small> OHEYAGO <small>オヘヤゴ</small>
New Business/ Other	RENOSY Marketplace- related Business	Developing new business related to RENOSY marketplace. Operating a mortgage application platform and one of the largest Japanese real estate platforms in Greater China.	RENOSY X 

Note: 1. Data for third party service is counted towards the New business/Other

FY2022.10 3Q Summary

GA technologies Group Consolidated

- The company maintained its forecasts for 3Q sales that were announced in the previous quarter. However, there were further upward revisions to gross profit and operating profit.
- Sales grew steadily in line with plan. Operating profit was 700 million yen, exceeding the 500 million yen announced in the previous quarter. Full-year operating profit was revised upwards from 500 million yen to 850 million yen.
- RENOSY Marketplace commission improvement measures have improved profitability. Continued the strategy of balancing profitability while expanding the top line and product range to gain market share in the medium- to long-term.
- In the Vertical SaaS area of ITANDI, cross-selling by expanding the service lineup is a key measure to increase the speed of growth. Continued strengthening of online tenant applications and digital contract management services, in order to acquire users that can lead to cross-selling.

RENOSY Marketplace

Online Transaction

- RENOSY receives 5,000-6,000 enquiries per month and has grown to become a real estate investment marketplace with overwhelming usage intentions from prospective customers
- In addition to strengthening the product and marketing of buyers, the product and marketing of 'RENOSY for selling investment properties' is also being improved

Subscription

- 12,670 units in rental management due to increase in online transactions
- Increased profitability through operational and product improvements

Third Party Service

- Started providing an interview reservation function as part of customer transfer services. Preparing to offer a life plan simulator and CRM to further improve customer closing rates

ITANDI

SaaS

- Due to the success of free promotions coinciding with the enforcement of the revised Real Estate Brokerage Act, the number of companies subscribing to the digital contract management service exceeded 350. New services were also released, and ARPA improved

Marketplace

- ITANDI BB has high recognition and satisfaction from real estate agencies as a site where real-time property information can be viewed, boosting the growth of each SaaS product
- ITANDI BB's PVs reached a record high of 4.4 million per month, even after the busy season. It is also expanding its influence as an industry infrastructure

New Business and others

RENOSY Marketplace related business

- PMI started in Thailand to strengthen synergies with RENOSY (Thailand)¹, which was acquired through M&A in May, with the aim of strengthening RENOSY's overseas businesses
- Strengthen cross-border transactions between Japan, China and the Thailand to realize inbound and outbound real estate transactions

Note: 1. Data for third party service is counted towards the new business

2. In November 2021, we announced the business integration of Dear Life Corporation Ltd., and its parent company, DL Holdings Co., and established RENOSY (Thailand) on March 11, 2022. After that Dear Life Corporation Ltd's business was transferred to RENOSY (Thailand) on May 1, 2022. The brand will also be integrated and services will be offered under the name 'dearlife by RENOSY'.

FY2022.10 3Q Performance Highlights (Consolidated)

■ Consolidated results

Both RENOSY Marketplace and ITANDI business performed well, and both revenue and gross profit increased by more than +60% YoY. Gross margin ratio remained in the 14% range, and operating profit reached profitability of over 700 million.

■ RENOSY Marketplace

Sales grew significantly to +62% YoY and gross profit +59% YoY. Continue investment to improve commissions and increase market share. Aiming for high growth while balancing scale expansion and earnings.

■ ITANDI

SaaS led the growth, with high revenue growth of +70% YoY and gross profit of +79% YoY. Due to strong sales and growth in gross profit, segment profit also increased to about 250 million yen.

■ New business, etc.

Selection and concentration while continuing to invest with discipline.

Revenue

77,675 Million yen

YoY +62%

Gross Profit

11,327 Million yen

YoY +63%

Operating Profit

700 Million yen

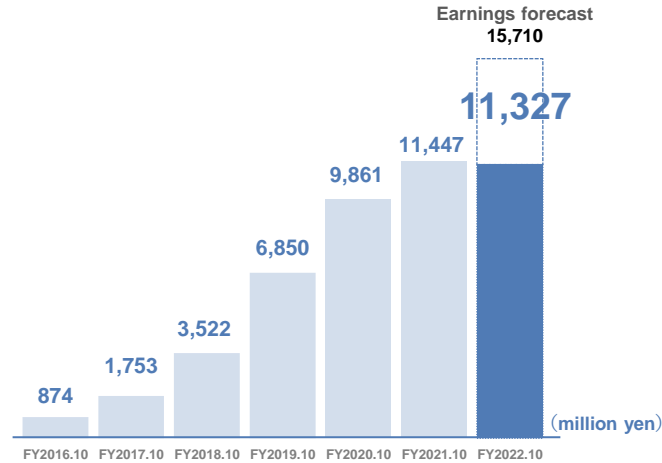
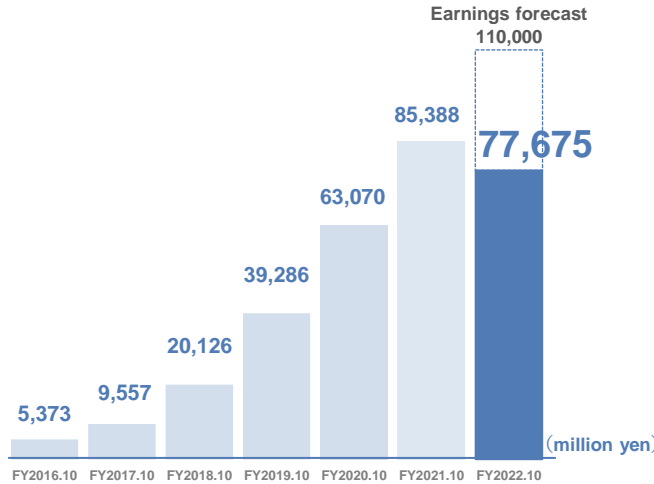
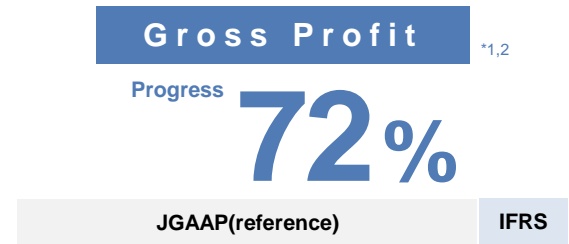
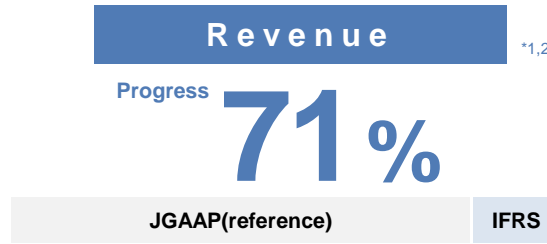
(Previous 3Q Δ516 million yen)

	RENOSY Marketplace	ITANDI	New Businesses	HQ expenses	Consolidated adjustments etc	Consolidated total
Revenue	75,817 (YoY +62%)	1,430 (YoY +70%)	449 (YoY +41%)	-	△21	77,675
Gross profit	9,921 (YoY +59%)	1,193 (YoY +79%)	224 (YoY +276%)	-	△11	11,327
Gross margin ratio	13.09%	83.43%	49.92%	-	-	14.58%
Segment profit (Operating Profit)	3,218 (YoY +67%)	246 (YoY +1,990%)	Δ153 (Previous 3QΔ162)	△2,441 (Previous 3QΔ2,186)	△168 (Previous 3QΔ105)	700

Note: 1. Consolidated adjustment includes the amount of the gap adjustment between segment profit and operating profit upon the segment information.

FY2022.10 3Q Performance Trends

- Revenue (net sales) showed steady progress of 71% compared to the plan.
- Progress rate of gross profit increased to 72%.



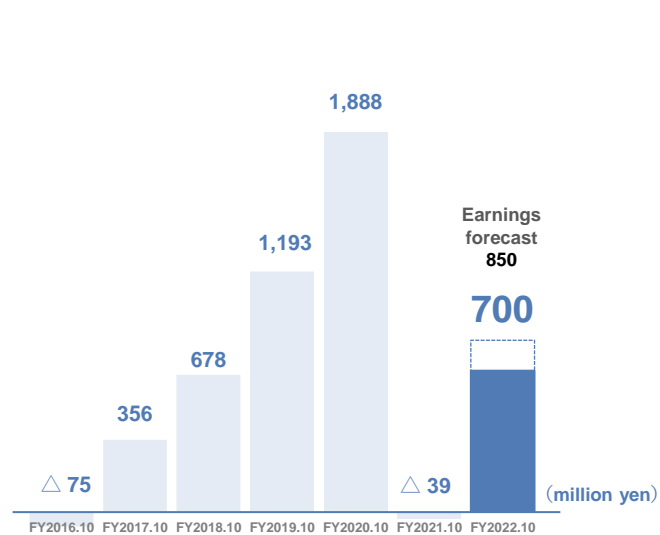
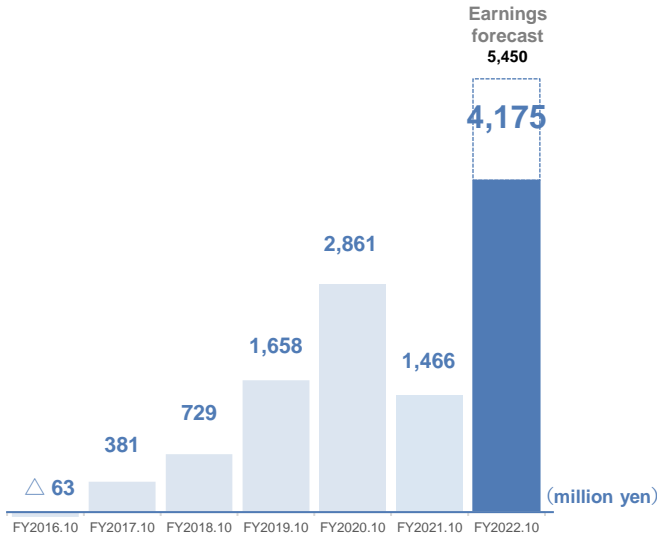
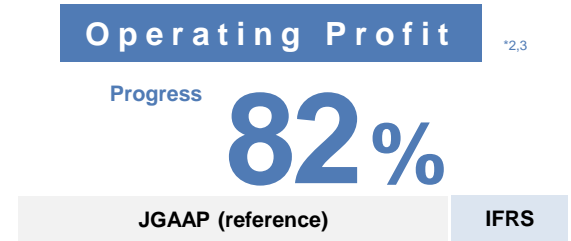
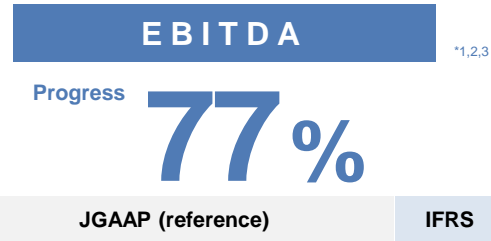
Notes:

1. Produced in consolidated financial statement since FY 2019.10
2. Forecast disclosed in our FY2022.10 3Q financial statement

FY2022.10 3Q

Performance Trends

- EBITDA was revised upwards from the forecast of 4.7 billion yen in the 2Q to 5.45 billion yen. Progress ratio maintained a high-performance level of 77%.
- Operating profit was revised upwards to 850 million yen from the forecast of 500 million in 2Q. Progress ratio was 82% that profit generation progressed



Notes:

1. EBITDA representing ability to create cash flow (Operating Profit + depreciation costs)
2. Developed in consolidated financial statement since FY 2019.10
3. Forecast disclosed in FY2022.10 3Q financial statement

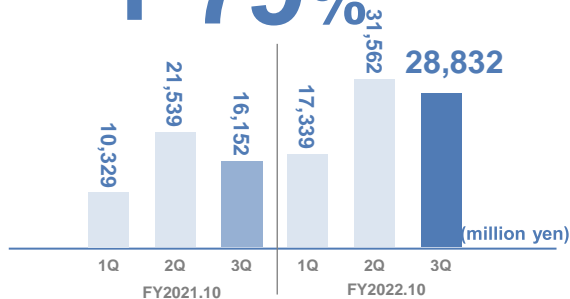
FY2022.10 3Q

Quarterly Trends (IFRS)

- Both sales and gross profit increased about 80% YoY.
- Similarly, EBITDA and operating profit achieved high YoY growth. Operating profit remained positive from 2Q into 3Q.
- Please note that EBITDA is larger than operating profit because of depreciation expenses recorded on right-of-use assets (including investment real estate) under IFRS, such as lease agreements and master leases.

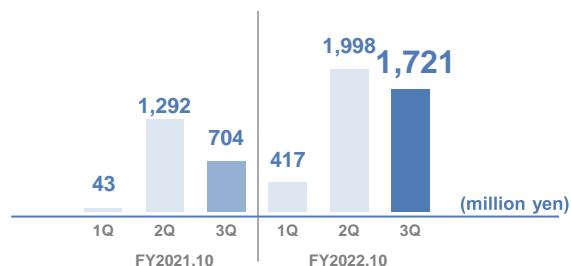
Revenue

YoY
+ 79%



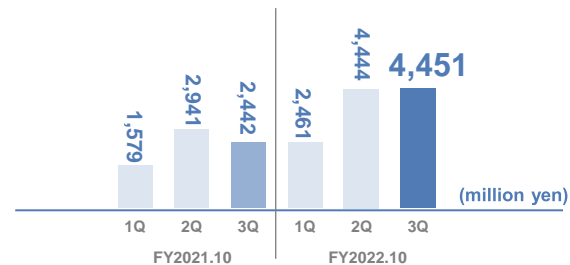
EBITDA

YoY
+ 144%

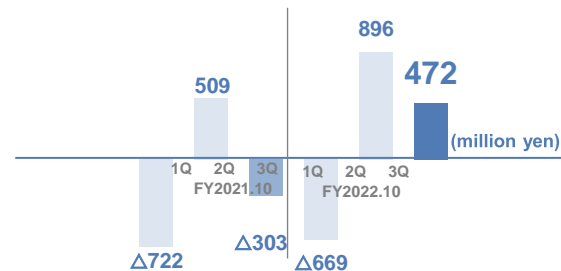


Gross Profit

YoY
+ 82%



Operating Profit



Notes:

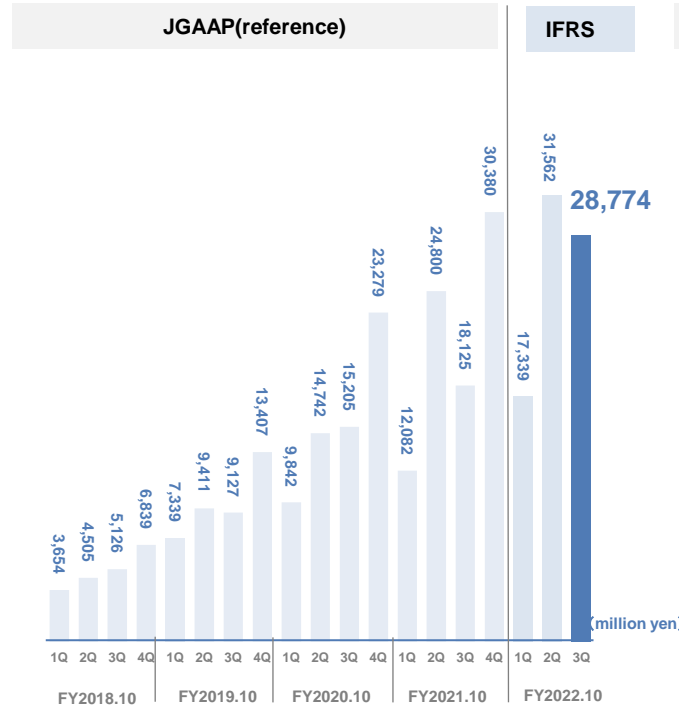
1. EBITDA refers to the productivity of cash flow (sales revenue + amortizations) 2. The data is made based on financial documents released after FY2019.10(7th season)

FY2022.10 3Q

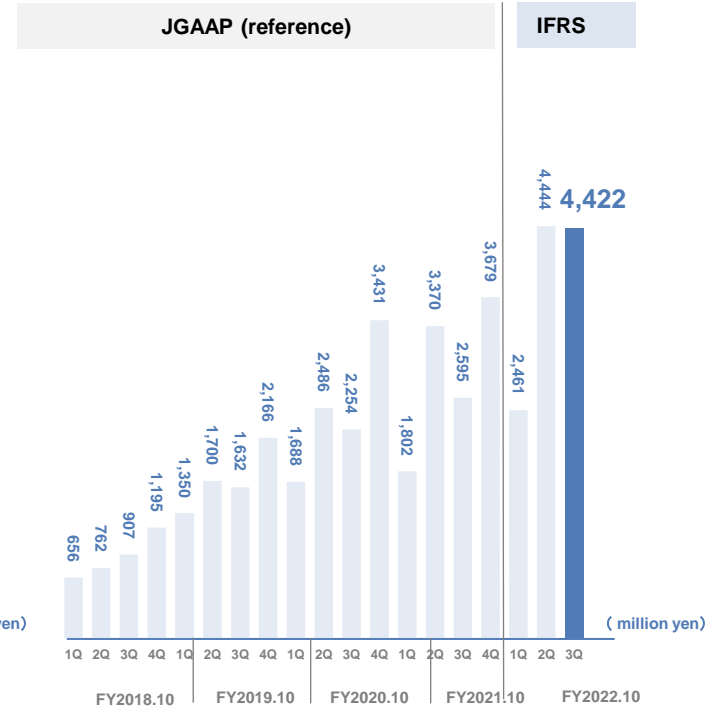
Quarterly Trends (Reference)

- Revenue were strong for both RENOSY Marketplace and ITANDI.
- Gross margins also expanded, reaching 15% in 3Q, due to improved gross margins in the RENOSY Marketplace etc.

Revenue



Gross Profit

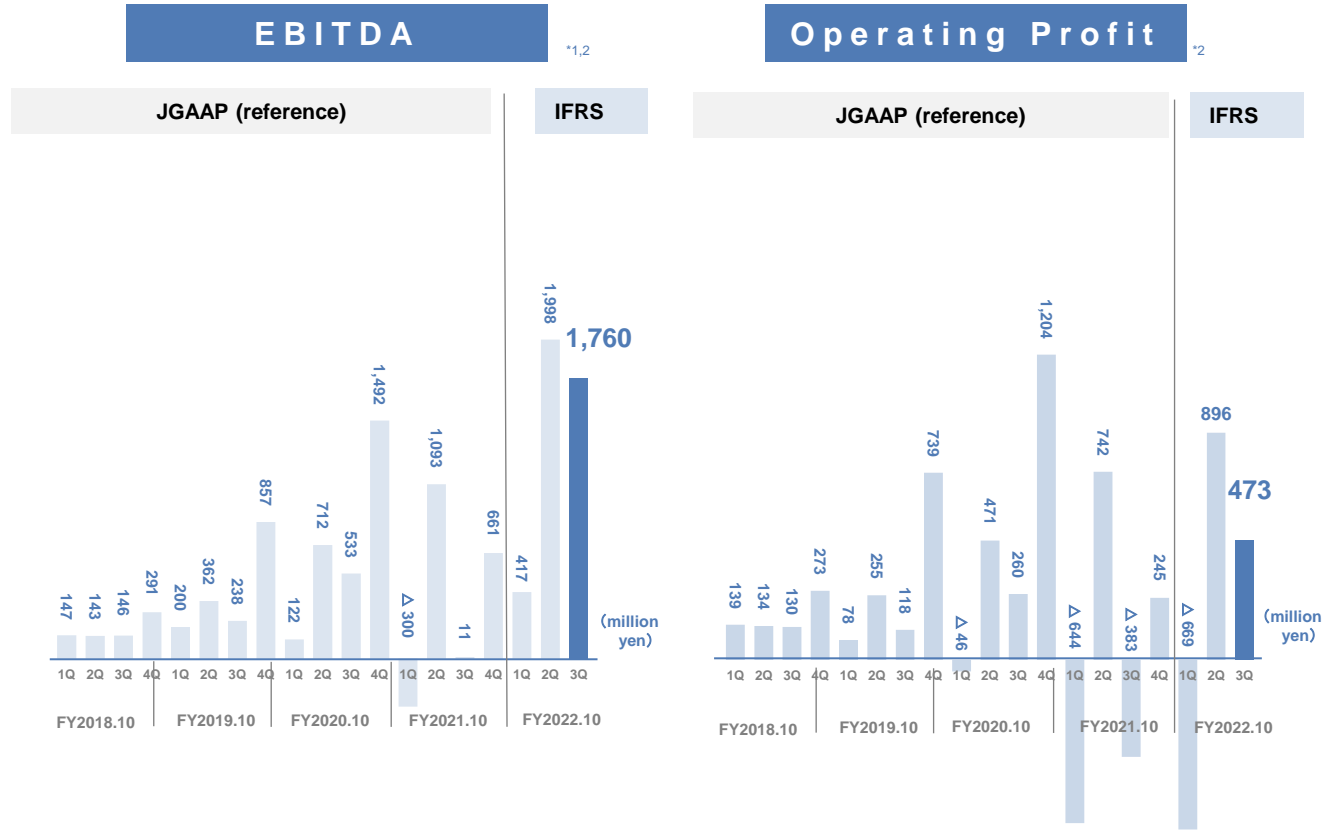


Note: 1. The data is made based on financial documents released after FY2019.10(7th season)

FY2022.10 3Q

Quarterly Trends (Reference)

- EBITDA and Operating Profit is expanding the profit amount.



Notes:

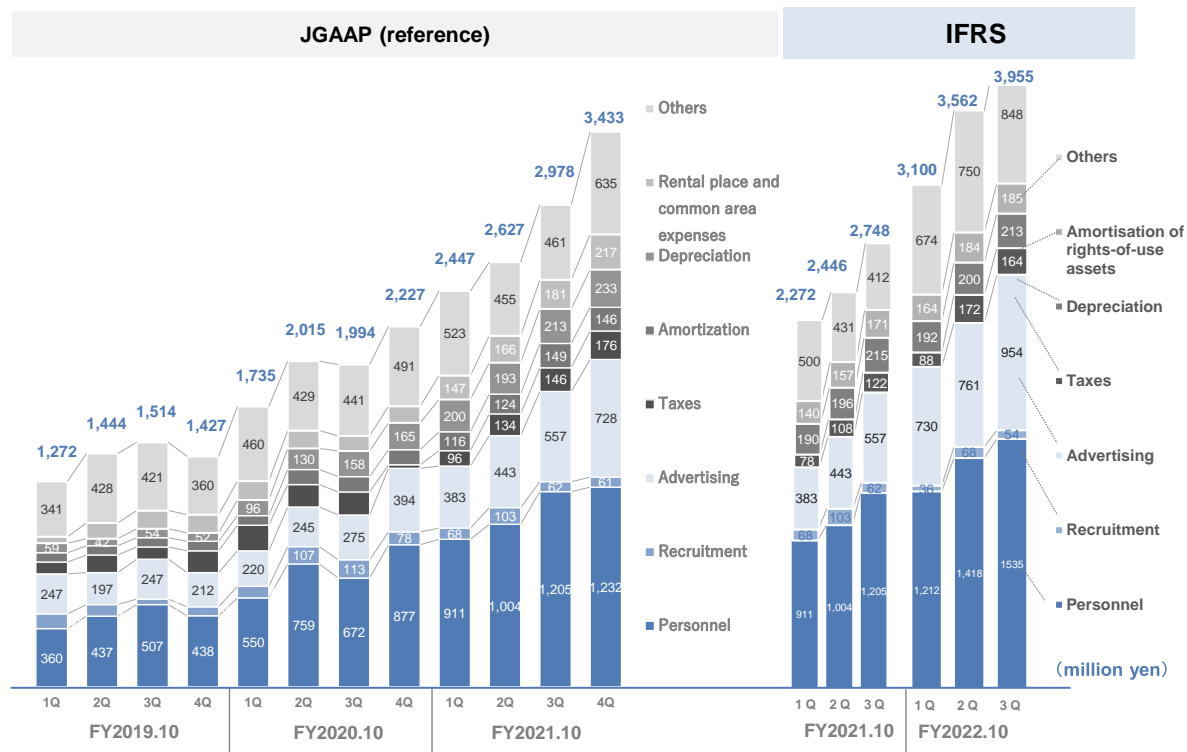
- EBITDA representing ability to create cash flow (Operating Profit + depreciation costs)
- The data is made based on financial documents released after FY2019.10(7th season)

FY2022.10 3Q

SG&A Trend

- Aggressive investment in advertising expenses to expand awareness of RENOSY.
- Personnel expenses increased due to new graduate recruitment and the management integration with Ricordi.
- Added right of use depreciation as per IFRS standards (the depreciation of right of use assets such as offices, company housing, and office machines).

SG&A Trend



Note: 1. Based on financial documents released after FY2019.10 (7th season)

FY2022.10 3Q

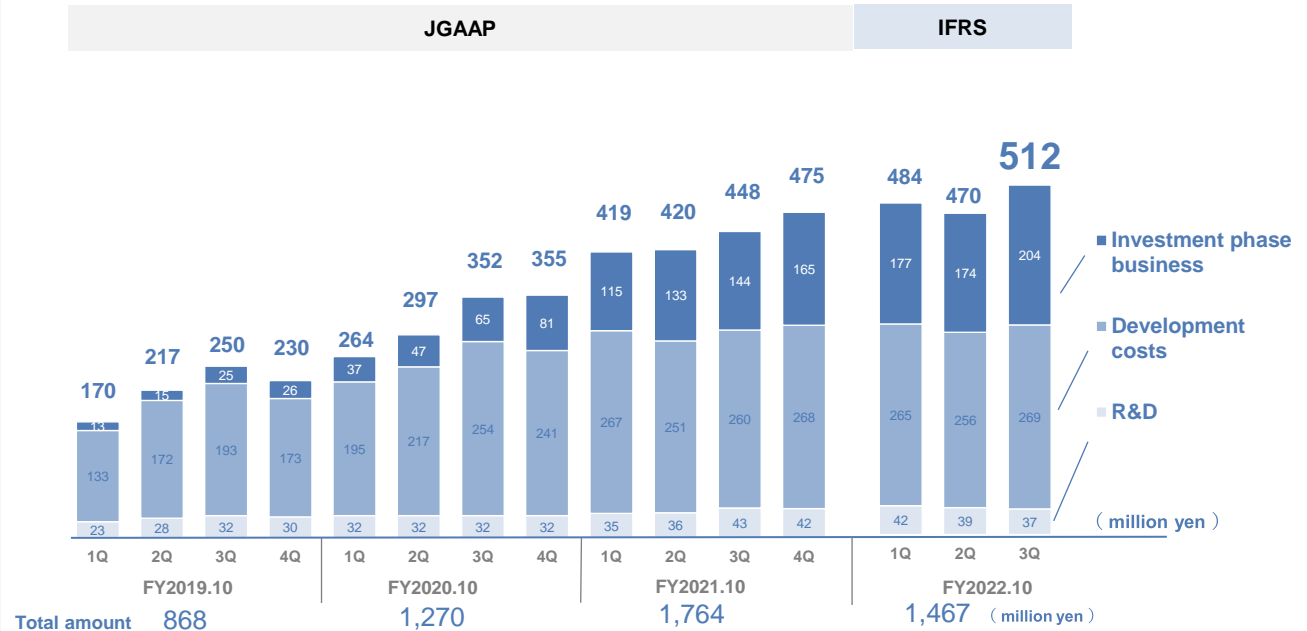
Growth Investment

- Figures compiled are based on IFRS standards from FY2022.10. Q1, but there will be no impact on past figures due to the change in accounting standards.
- While growth investment will continue, new business investments as growth investment phase will be conducted with discipline in areas that have growth forecasts, and promptly withdraw businesses that are judged to have inadequate ROI.
- Given that the business is still in investment phase, commencement of new business, such as expansion of product lineup, in RENOSY Marketplace increased investment amount.

Growth Investment

YoY

+14%



Note: 1. Breakdown of growth investment (including capitalization): R&D = Personnel costs for AI-related departments; Development costs = Personnel costs for development-related departments; Investment phase = Personnel costs for Shenjumiaosuan, living advisors, ITANDI (OHEYAGO, ITANDIBB, and incidental services business), and RENOSY X

FY2022.10 3Q Employees Trend

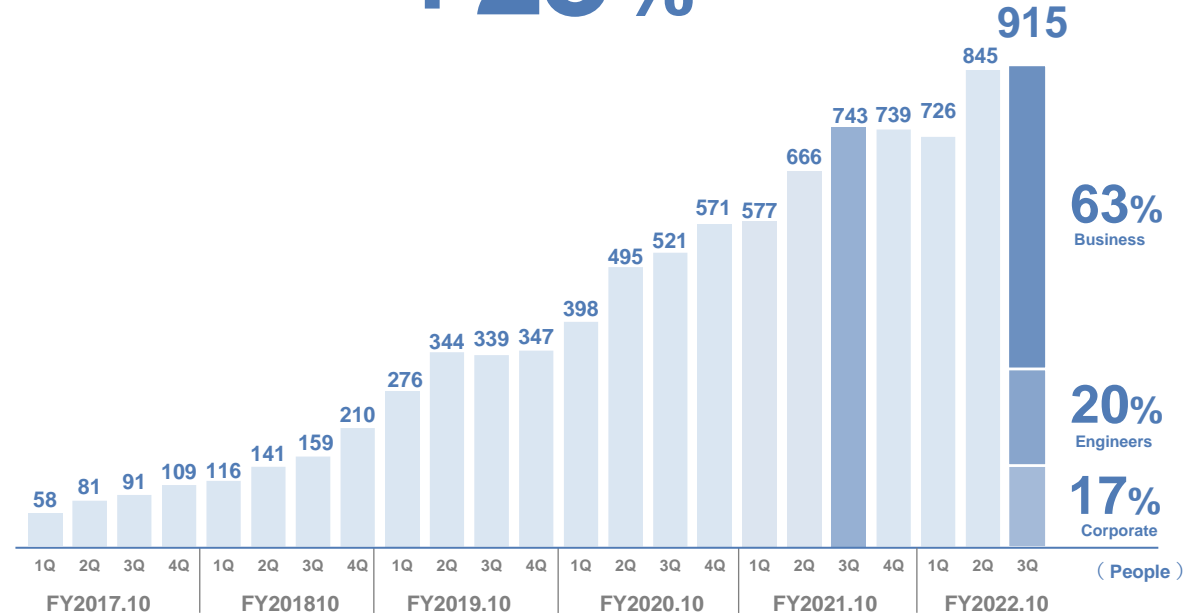
- Adopted to referral recruitment system in order to save cost and to recruit talented personnel.
- Management integration with RENOSY Thailand, resulting in a 23% increase YoY.
- Continue to adopt selection and concentration as human resources strategy, minimizing new careers while strengthening careers in growth businesses.

Number of Employees

YoY
+23%

*1,2,3

RENOSY (Thailand) :
49 people



Notes:

1. Board members, contracted workers, internships, part time workers are excluded (as of July 31 2022)
2. Based on financial documents after FY2019.10 (7th season)
3. The numbers are being rounded up so it may not add up to 100%

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RENOSY Marketplace

RENOSY Marketplace Highlights

- GMV steadily increased to 90 billion and approximately +48% YoY.
- Similarly, the number of contracts reached 3,975, an increase of approximately +44% YoY.
- The number of RENOSY members has grown to approximately 300,000, and we aim to improve LTV through cross-selling by expanding the product lineup

GMV^{*1,2}
89.88 billion Yen
 YoY approx. +48%

No. of contracts^{*3}
3,975 deals
 YoY approx. +44%

Renosy members^{*4}
 approx. **300** k ppl.
 YoY approx. +40%

Notes:

1. GMV = Gross Merchandise Value

2. Total volume of transactions for investment and home within RENOSY Marketplace. Figures for companies prior to the management integration are not included (cumulative total of FY2022.10 3Q)

3. Total number of contracts for investment and home within RENOSY Marketplace. Figures do not include those of pre-merger companies (FY2022.10 3Q total)

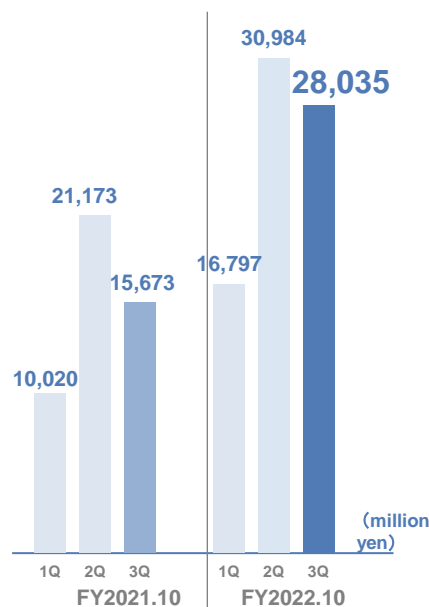
4. Refers to the total stock number of RENOSY members (accumulated numbers of member registration).

RENOSY Marketplace FY2022.10 3Q Quarterly trends(IFRS)

- The RENOSY marketplace remained strong in both supply and demand due to direct procurement by seller DX, expansion of product lineup and increase of RENOSY membership.
- With favorable demand and supply, revenue, gross profit and segment profit have achieved high growth rates YoY.
- Mainly due to measures to improve commission rates, gross margin ratio gradually improved, and recovered to 13.8% in 3Q.

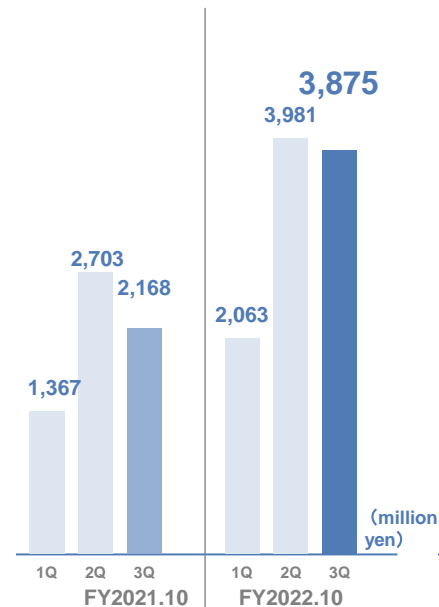
Revenue

YoY
+79%



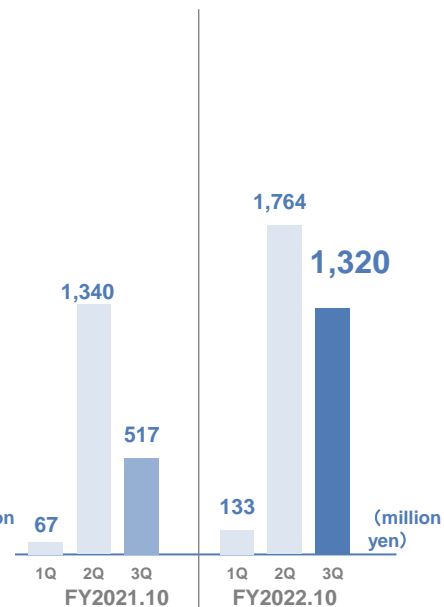
Gross Profit

YoY
+79%



Segment Profit

YoY
+155%



RENOSY Marketplace

FY2022.10 3Q

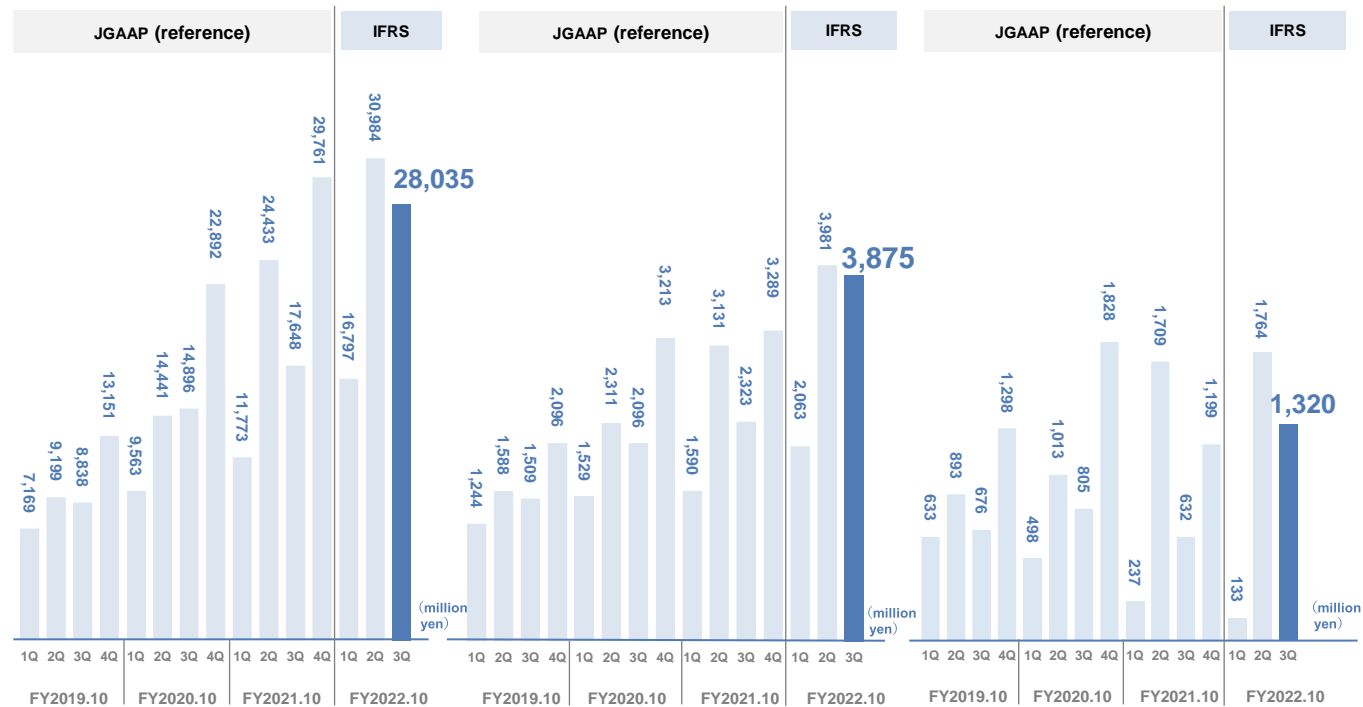
Quarterly trends(IFRS)

- Revenue, gross profit, and segment profit performed at high level

Revenue

Gross Profit

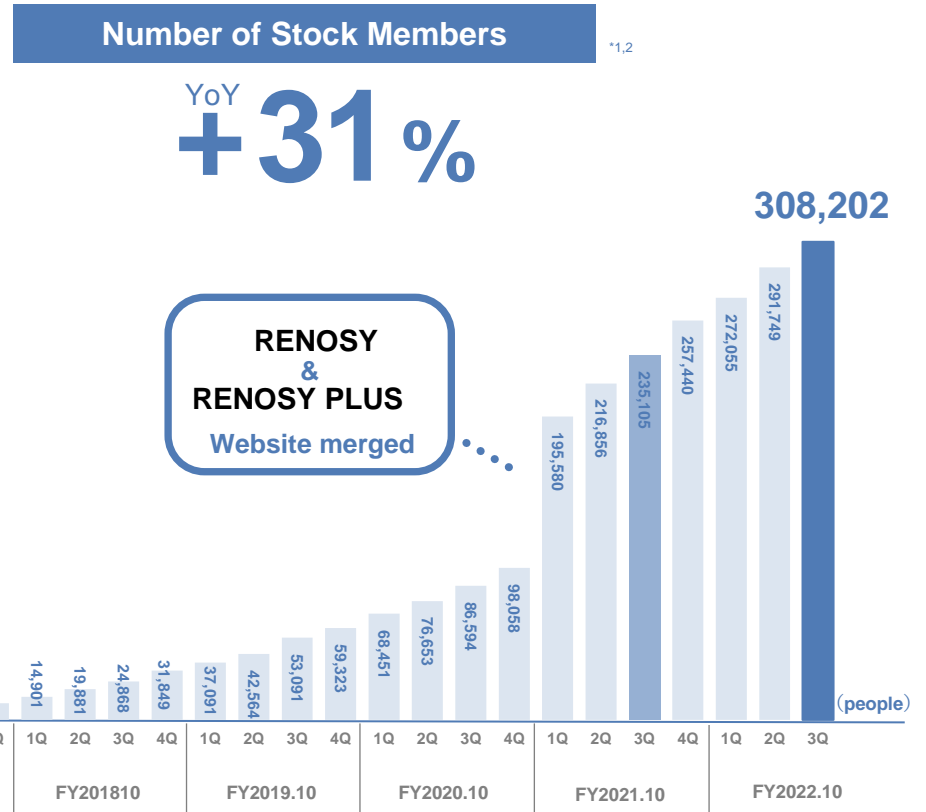
Segment Profit



RENOSY Marketplace

RENOSY Member Stock trends

- RENOSY's promotions, marketing initiatives, in amongst others, have led to the acquisition of highly-attributed members and an increase in the number of stocks, growing by 31% YoY to over 300k RENOSY members.



*1 The number of RENOSY member stocks refers to the cumulative number of people who have registered as members

*2 The number of RENOSY member stocks after FY2021.10 1Q in the graph differs from the number of members announced before FY2022.10 1Q due to a change in the definition of aggregation from FY2022.10 2Q

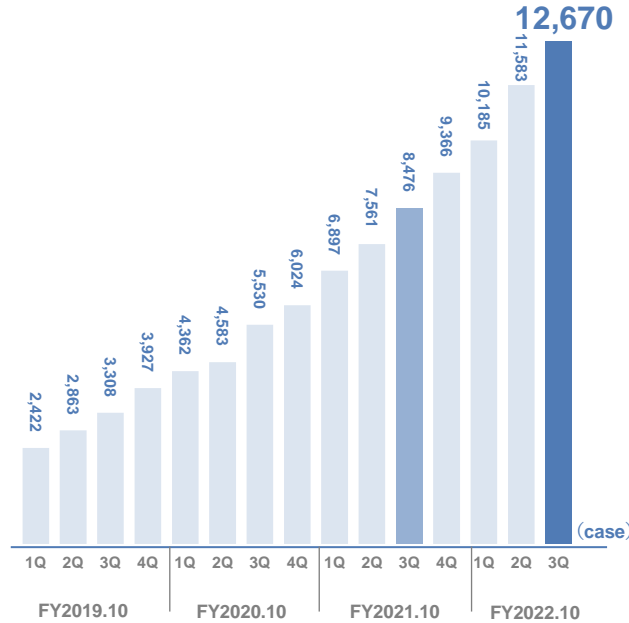
*3 Company name changed from 'Modern Standard Inc.' on April 1 2022

RENOSY Marketplace (Subscriptions) KPI Trends

- Cumulative total of subscription contracts grew +50% YoY on strong sales, with more than 13,000 units in stock.
- The number of owners also grew by 43% YoY, with strong growth totaling approximately 6,500 owners.

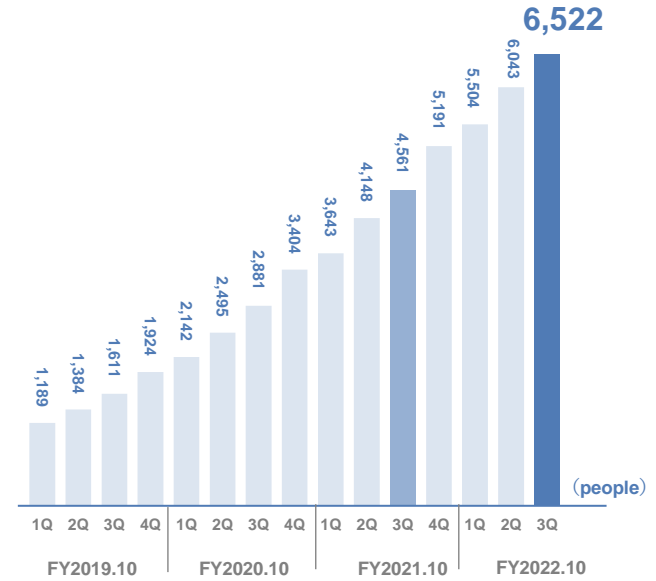
No. of subscriptions

YoY
+49%



No. of owners

YoY
+43%



Note: 1. The number was collected based on the number of deals made before FY2020.10 1Q and changed the standard for collection to number of listings managed after that.

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ITANDI

ITANDI Highlights

- ARR maintains a high growth rate of +60.2% YoY.
- We have gained about 76% share of the online tenant application market, boosting the acquisition of subscriptions to digital contract management services.
- Revenues from stock gained with high gross profit margin from SaaS development.
- SaaS churn rates remain low and future earnings are expected to be stable.

YoY ARR Growth
Rate ^{*1}

+60.2%

Online Tenant
Application Share ^{*2}

75.5%

SaaS Gross Profit
Margin ^{*3}

83.5%

Churn Rate ^{*4}

0.52%

Notes:

1. Annual Recurring Revenue is calculated based on the MRR of each quarterly month (by the end of each month) times 12. MRR which includes monthly usage fee, pay-as-you-go fee, profit from additional businesses. It is calculated based on the ARR comparison between the numbers from July 2021 and April 2022 of ITANDI BB+.

2. As of July, 2022, our estimate based on TPC Market Research, Inc.

3. ITANDI BB+ for 3Q FY2022 (May 2022 to July 2022) figures

4. Average monthly churn rate of ITANDI BB+ for the last 12 months as of the end of July 2022

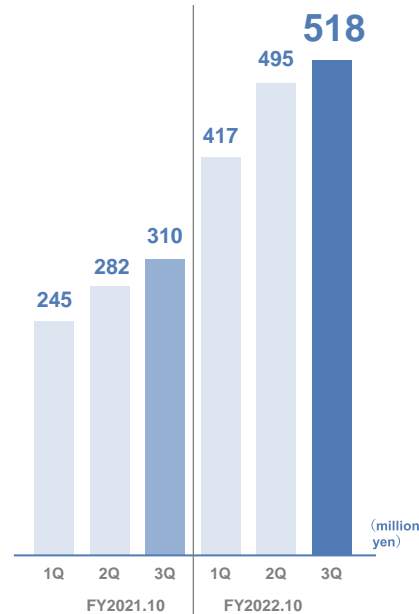
ITANDI

FY2022.10 3Q

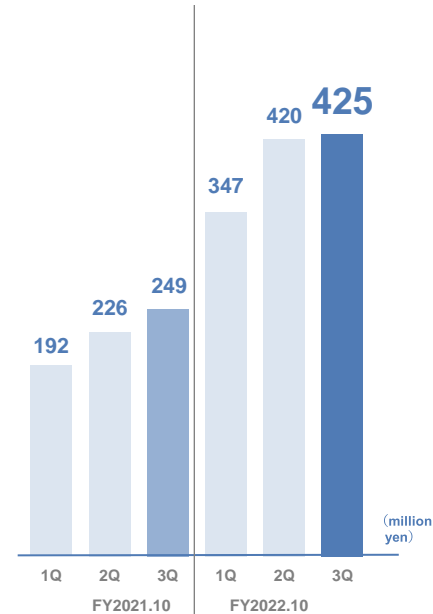
Performance Trends (IFRS)

- SaaS business performed well with net sales up 67% YoY.
- A high growth rate for gross profit, up 71% YoY.
- Segment profit made it into the black at 84 million yen. Priority is given to market share expansion, in addition to increasing engineering and sales personnel whilst maintaining profit.

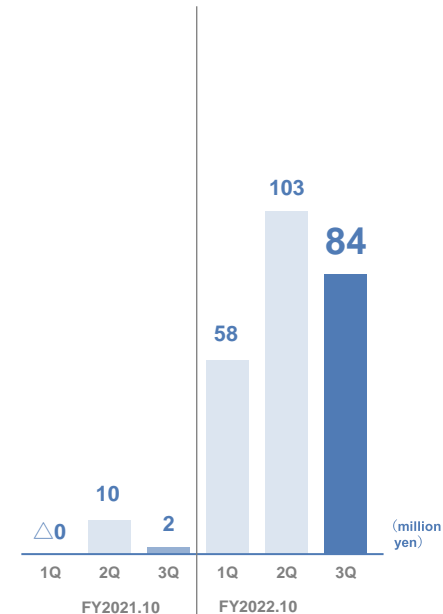
Revenue

YoY
+67%

Gross Profit

YoY
+71%

Segment Profit

YoY
+3,615%

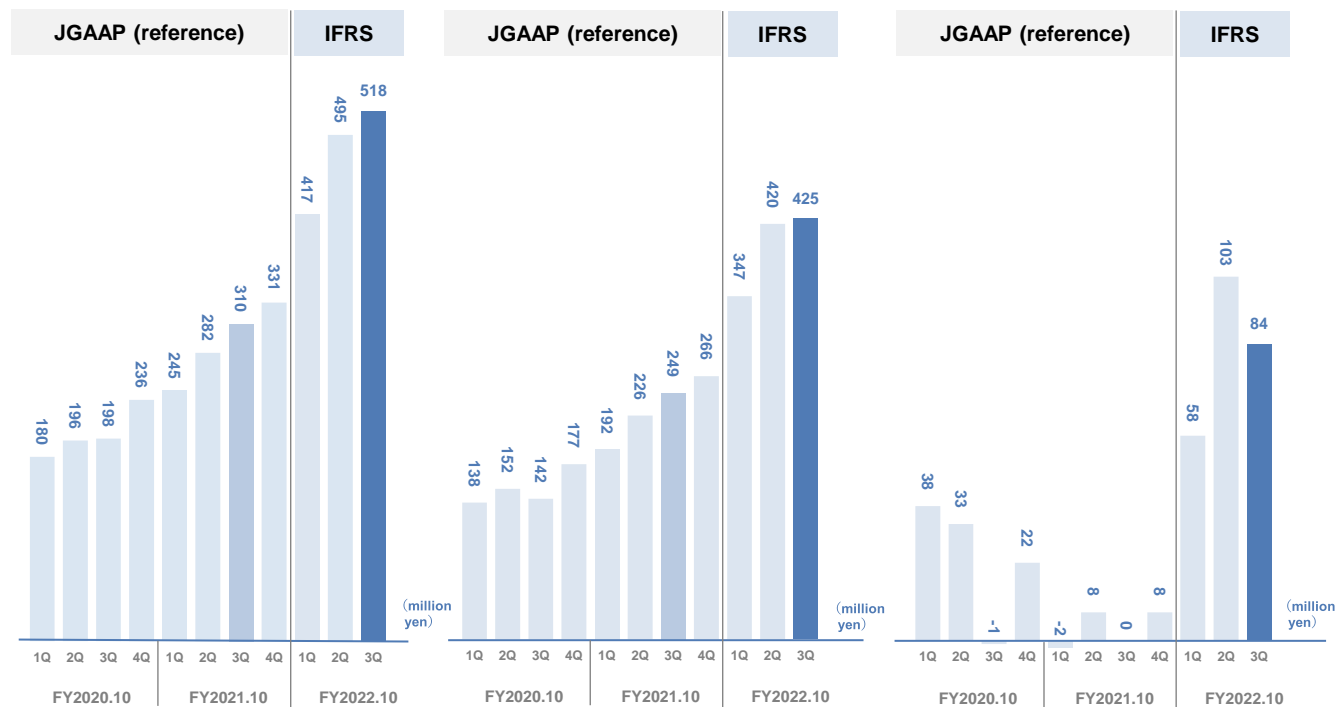
Performance trends
(Reference)

- SaaS business performed well, expanding net sales, gross profit, and segment profit.

Revenue

Gross Profit

Segment Profit



ITANDI SaaS for Management Companies KPI Trends

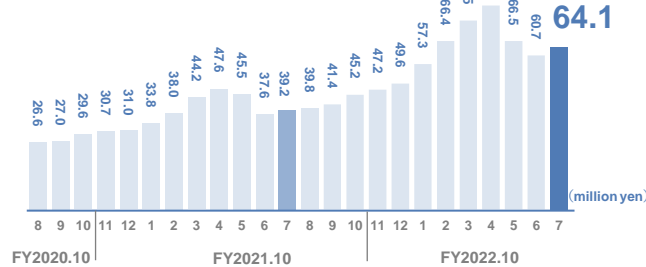
- MRR maintained a high growth rate of +64% YoY. Recurring revenue (ancillary services) linked to the number of online tenant applications drove MRR, despite a decline in overall rental market transaction volumes after the busy rental season.
- The churn rate has been on a downward trend, declining to 0.34% on average for the last 12 months.
- The number of companies subscribing SaaS exceeded 1,300, growing significantly, up 64% YoY.
- Gross profit also remained strong, up 77% YoY surpassing MRR growth.

ITANDI BB+



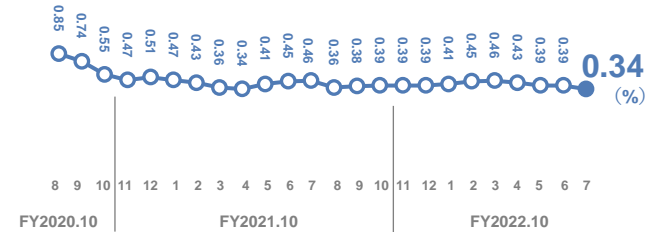
Bukka-kun Naiken yoyaku-kun Moshikom iuketsuke-kun Denshi-keiyaku-kun Koushin keiyaku-kun Naiso koji-kun

MRR
YoY
+64%



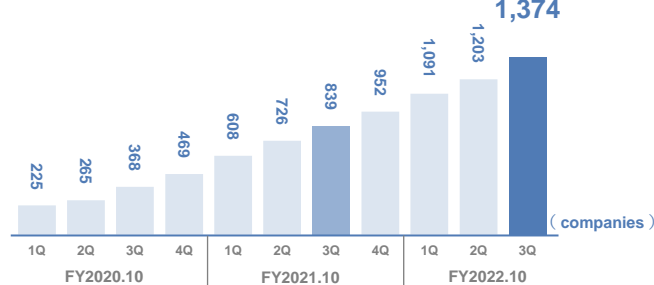
Churn Rate

Avg. last 12 mos. **0.34%**



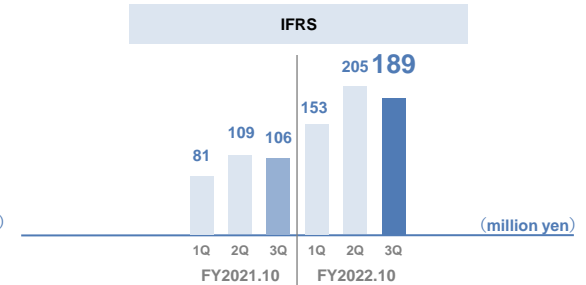
Companies subscribing SaaS

YoY
+64%



Gross Profit

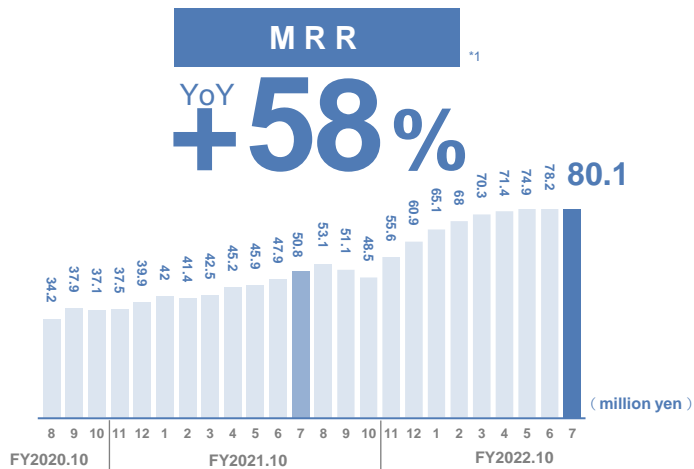
YoY
+77%



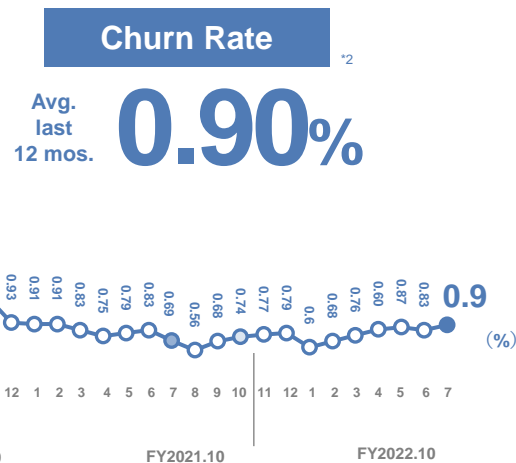
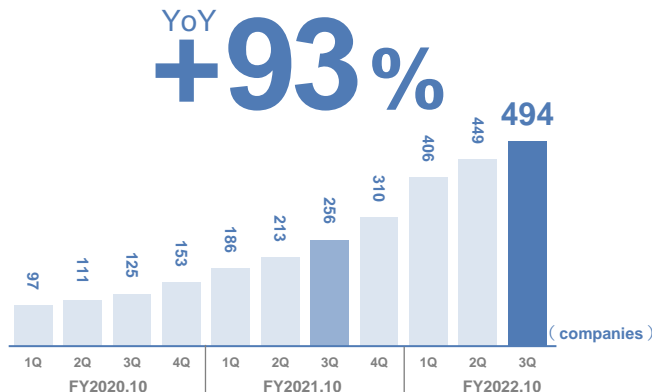
Notes: 1. Monthly SaaS user fees, incidental services business, product pay-as-you-go fees 2. Calculated monthly average churn rate of recent 12 months, based on the numbers of companies with system subscription. 3. Management companies those started with the service

SaaS for Real Estate Agencies KPI Trends

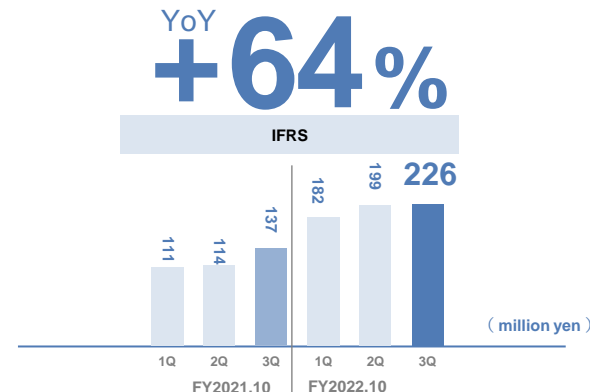
- MRR was favorable with +58% YoY. The strategy to expand from enterprises into SMBs has led to a decline in ARPA, as the main new customers (companies) are small and medium-sized businesses.
- The churn rate has been on a downward trend, declining to 0.90% on average for the last 12 months.
- The number of subscribing companies has expanded to more than 490, which growth continued at 93% YoY, almost double the previous year's growth, mainly due to the reinforcement of sales personnel
- Gross profit remained strong, up 64% YoY.



Companies subscribing SaaS



Gross Profit



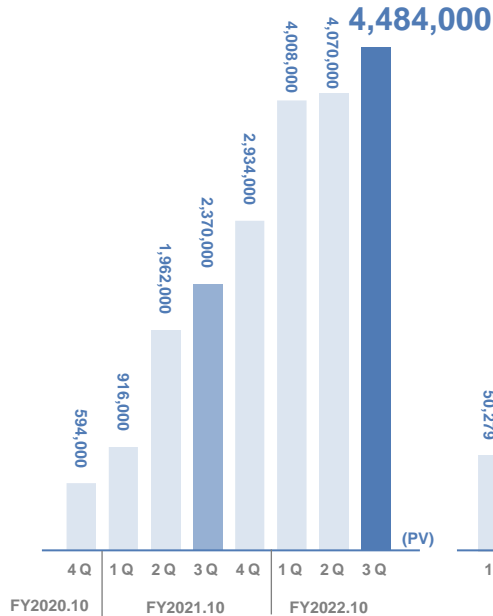
Notes: 1. Monthly SaaS user fees, product pay-as-you-go fees 2. Calculated monthly average churn rate of recent 12 months, based on the numbers of companies with system subscription 3. Real estate agencies those started with service 4. ARPA= Average Revenue per Account: Average sales per company

ITANDI's Key Metrics

- Significant YoY growth in all metrics thanks to aggressive investments.
- ITANDI BB has seen strong PV numbers and registrations since its release in June 2020 and continues to expand its influence as an industry infrastructure.
- By taking advantage of the No.1 market share position, there was steady progress in customer acquisitions, leading to significant growth YoY in the number of online applications.
- OHEYAGO has changed its KPI from the number of properties listed to the number of PVs from 3Q. The number of PVs has increased significantly due to an increase in the number of properties listed, as well as word of mouth and increased awareness among users.

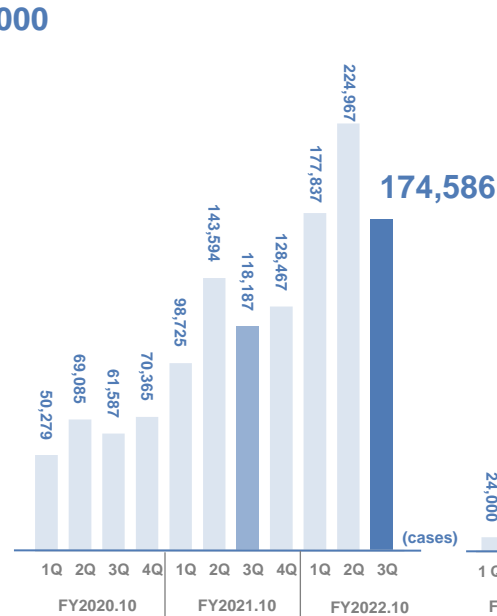
ITANDI BB monthly page views ^{*1,3}

YoY **+89%**



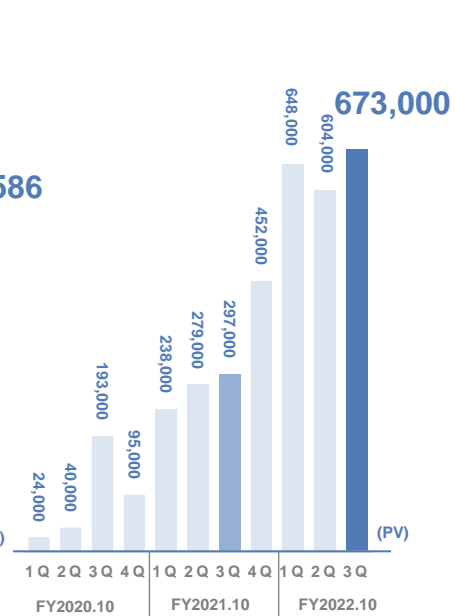
Online tenant applications ^{*2}

YoY **+48%**



OHEYAGO page views ^{*3}

YoY **+127%**



Notes:

1. Round down to the 1,000

2. Certain data published prior to FY2021.10 3Q have been tabulated differently. Please refer to the figures published after FY2021.10.

3. The figures are the last month of each quarter

Our growth strategy

A vertical blue bar on the left side of the slide, featuring a pattern of overlapping, semi-transparent geometric shapes (triangles and polygons) in various shades of blue, creating a textured, crystalline effect.

RENOSY Marketplace

RENOSY Marketplace Service Overview

- Based on the concept of “Finding a home and managing assets is easy with RENOSY”, the RENOSY marketplace consists of three services.

Finding a home and managing assets is easy with RENOSY

Online Transaction

RENOSY



All real estate transactions on the RENOSY marketplace

Subscription

RENOSY



Providing unique, fixed-price management plans for property owners

Third Party Services

RENOSY

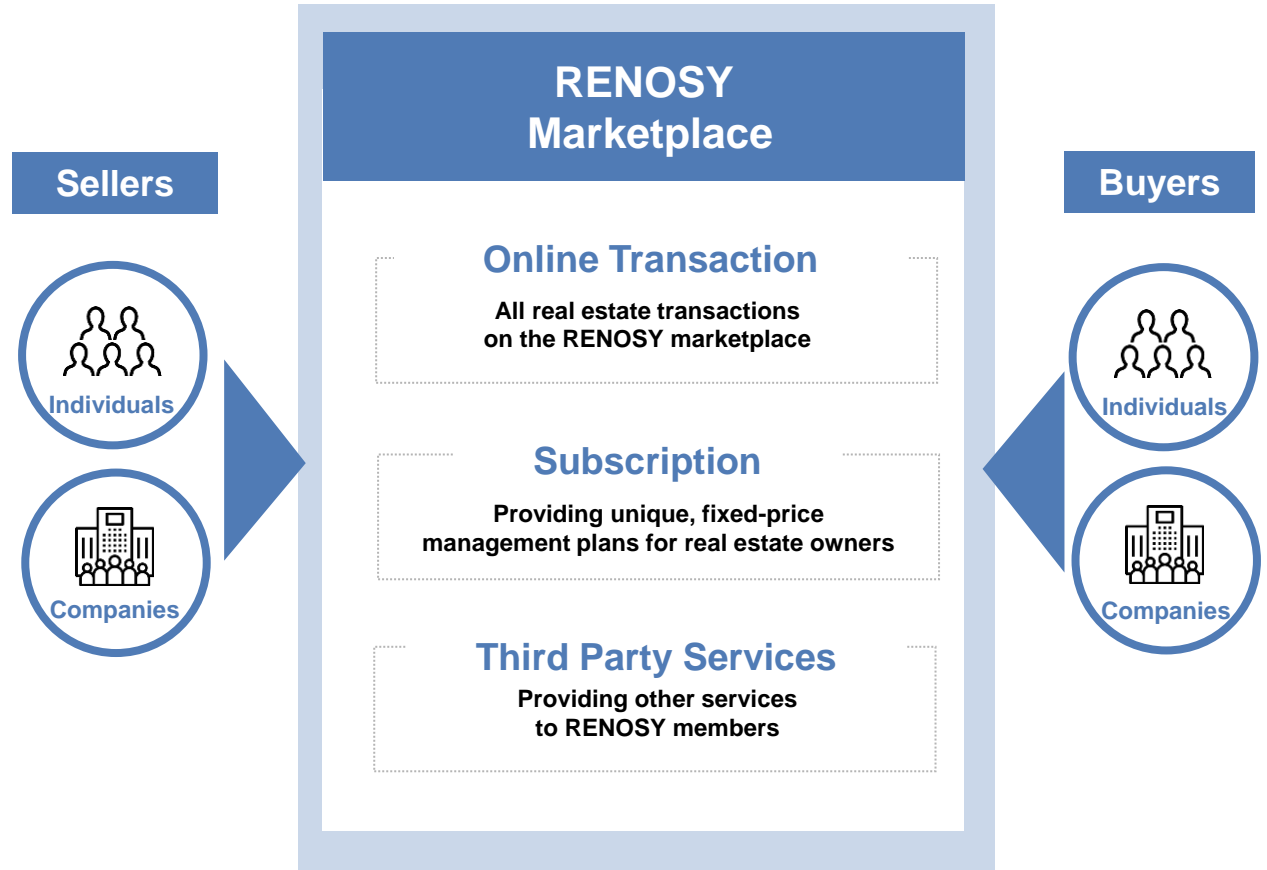


Providing other services to RENOSY members

RENOSY Marketplace

Business Summary

- RENOSY Marketplace**
 Attract customers interested in investing, selling, leasing, and renting real estate.
- Online Transaction**
 Not only matching supply and demand in terms of investments, sales, leases, and rentals on the RENOSY marketplace, but also conducting all real estate transactions with in-house sales.
- Subscription**
 Providing a number of flat-fee services as a property management to protect the value of real estate assets for the owners.
- Third Party Services**
 Providing other related services by forging better digital contact with customers for RENOSY members.

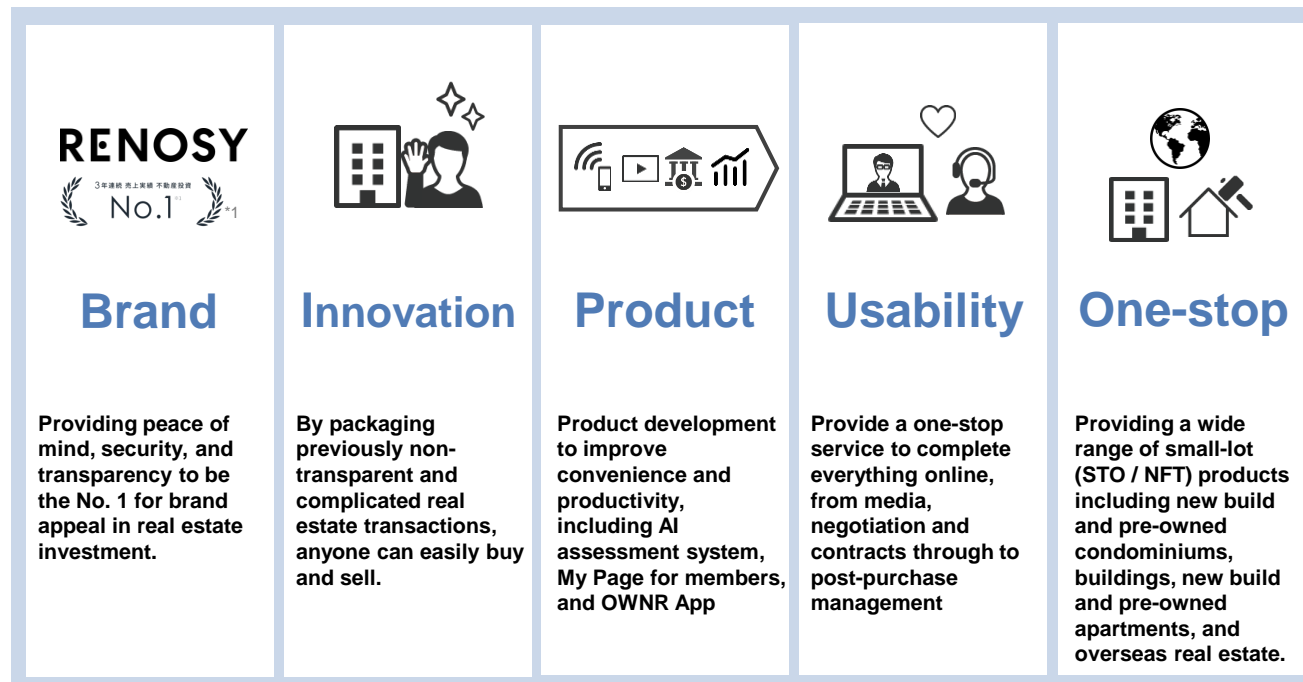


RENOSY Marketplace Features

- RENOSY has been chosen by customers as a result of pursuing customer satisfaction by incorporating technology into real estate since it was first founded.

RENOSY Features

(Why customers are choosing RENOSY)



Note:

1. Source: Searched by TOKYO SHOKO Research upon actual sale number of pre-owned condominium investment (March 2022)

RENOSY Marketplace Strengths

- RENOSY Marketplace has six major strengths.

RENOSY Marketplace Strengths

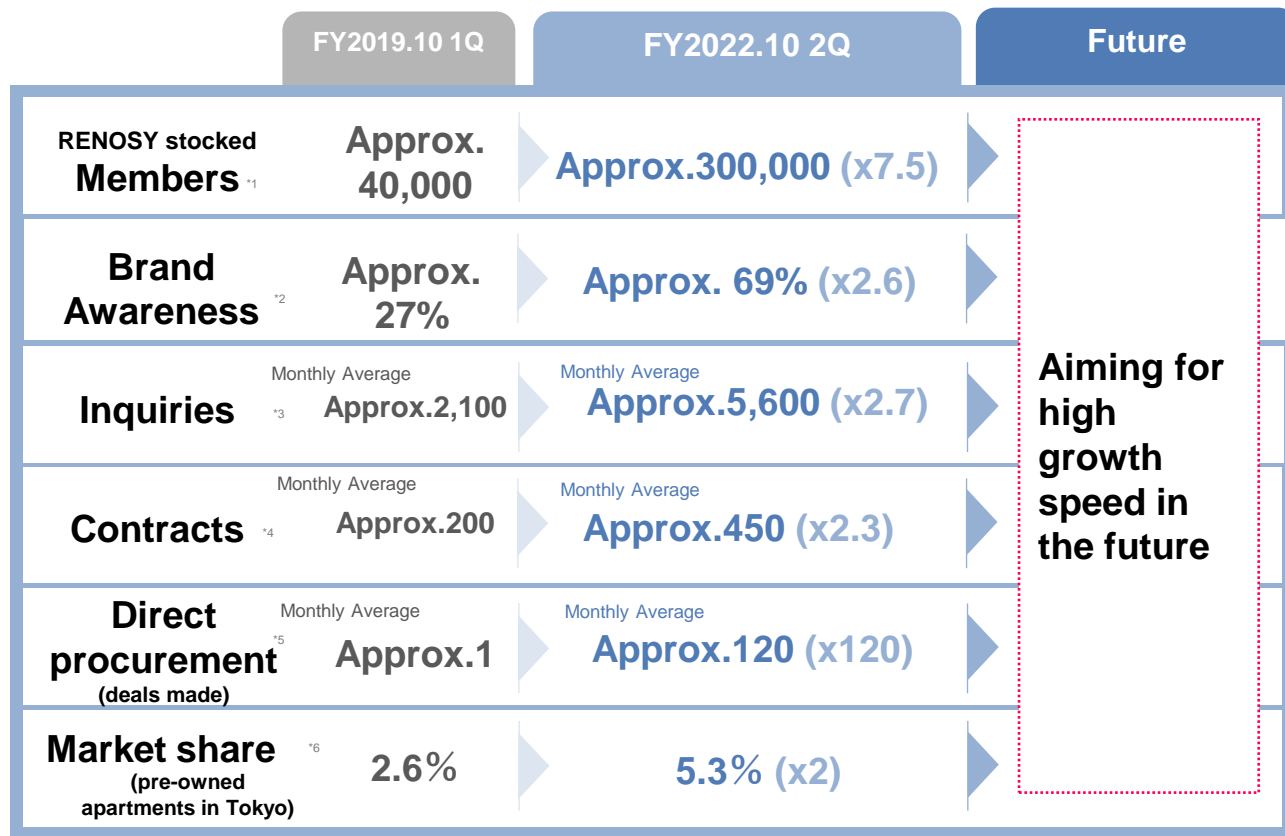


Notes:

- This refers to the accumulated number of registered members
- The result was researched using net research service "Fastask"
- The number refers to the avg. number of inquiries we received regarding investment and own used properties
- Average of investment within RENOSY Marketplace (including the number of Partners brokering and the number of direct procurement properties) and the number of monthly contracts of demand for private use.
- The number refers to the monthly avg. contracts of direct procurement from retail made by PARTNERS.
- Calculated by dividing investment sales result of FY2021.10 by the SAM estimated with reference to results released by Tokyo Kantel Co., Ltd.: Press release Newly built / existing apartments market size of Tokyo metropolitan area (Jan. 2021), Tokyo Kantel Co., Ltd.: Press release Newly built / existing apartment logistics change of Tokyo metropolitan area (May 2021), Data of registered properties released by Real Estate Information Network for East Japan, Data from top 10 companies in the property investment industry

RENOSY Marketplace Growth Feasibility

- In order to quickly expand RENOSY Marketplace's market share, we will continue to develop our business aggressively by aiming for a high growth rate without ever slowing down.



Notes:

1. This refers to the accumulated number of registered members

2. The result was researched using net research service "Fastask"

3. The number refers to the avg. number of inquiries we received regarding investment and own used properties

4. Average of investment within RENOSY Marketplace (including the number of Partners brokering and the number of direct procurement properties) and the number of monthly contracts of demand for private use.

5. Average of the number of Partners brokering and the number of monthly contracts of direct procurement properties.

6. Calculated by dividing investment sales result of FY2021.10 by the SAM estimated with reference to results released by Tokyo Kantel Co., Ltd.: Press release Newly built / existing apartments market size of Tokyo metropolitan area (Jan, 2021), Tokyo Kantel Co., Ltd.:

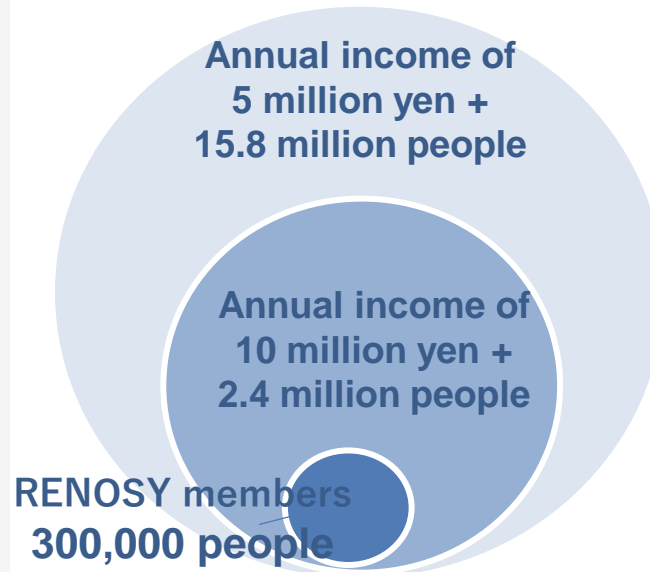
Press release Newly built / existing apartment logistics change of Tokyo metropolitan area (May 2021), Data of registered properties released by Real Estate Information Network for East Japan, Data from top 10 companies in the property investment industry

RENOSY Members' TAM

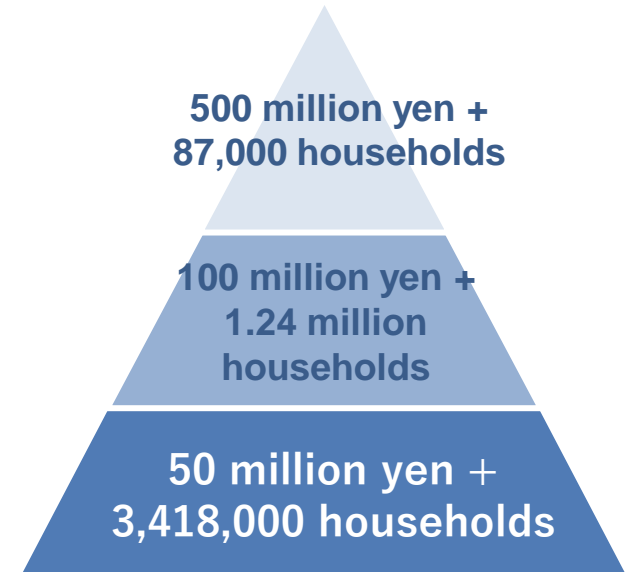
- RENOSY members target two main groups
- Salaried employees who has the financing availability from financial institutions (annual income 5 million yen +) accounts for 15.8 million out of the 65 million employees which accounts for one third.
- Of the 15.8 million people, the main target is 2.4 million with an annual income of 10 million.
- A total of 4.745 million households have financial assets of 50 million yen or more.

Target group of RENOSY members

Salaried employees eligible for financial loans



High-net-worth individuals with financial assets of 50 million yen +



*1 Source: National Tax Administration Agency, Results of the Private Sector Salary Survey, FY2020 data compiled by the Company.

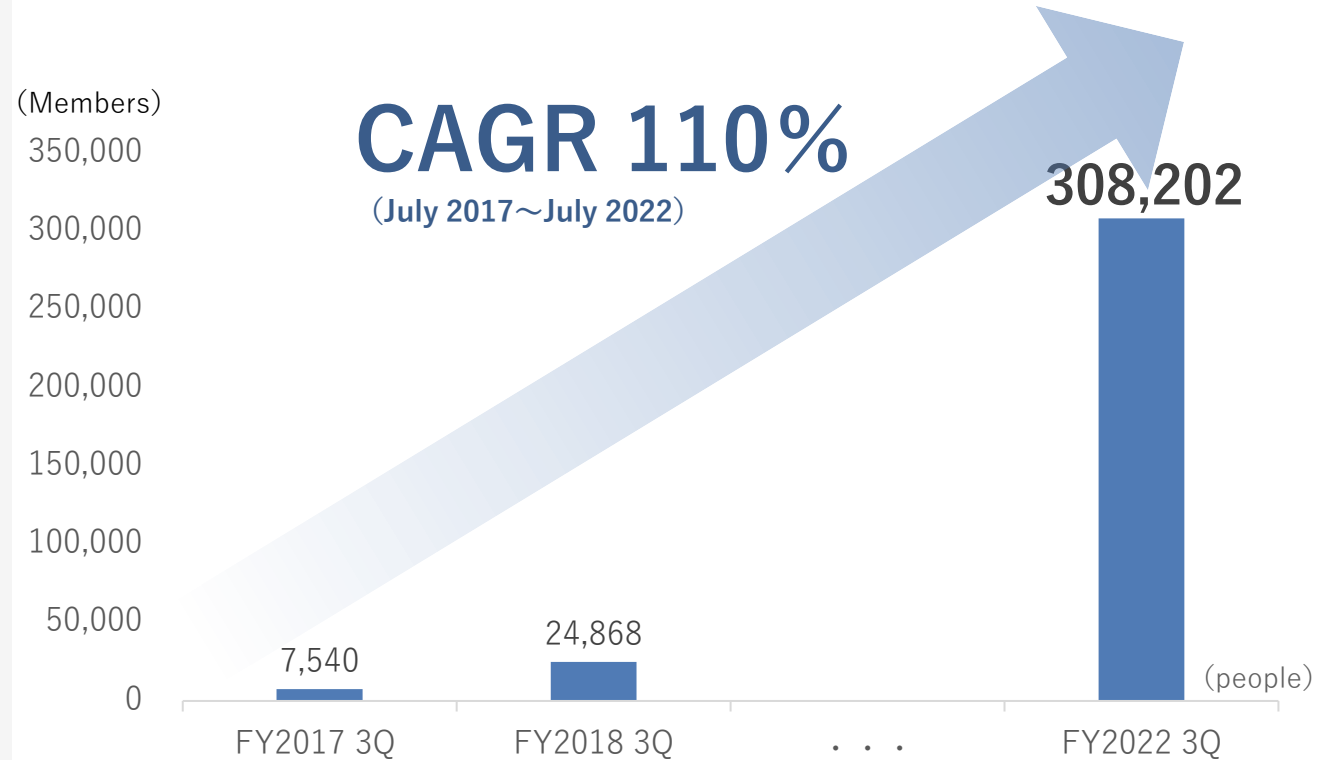
*2 Source: Nomura Research Institute Research Number of households and asset size by net gold assets held in Japan in 2019 Data dated 21 December 2020

RENOSY Marketplace

Expansion of our excellent customer base

- RENOSY members exceeded 300,000, with high-class members increasing year on year.
- CAGR of 110% over 5 years due to increased market share and increased awareness through marketing initiatives, etc.

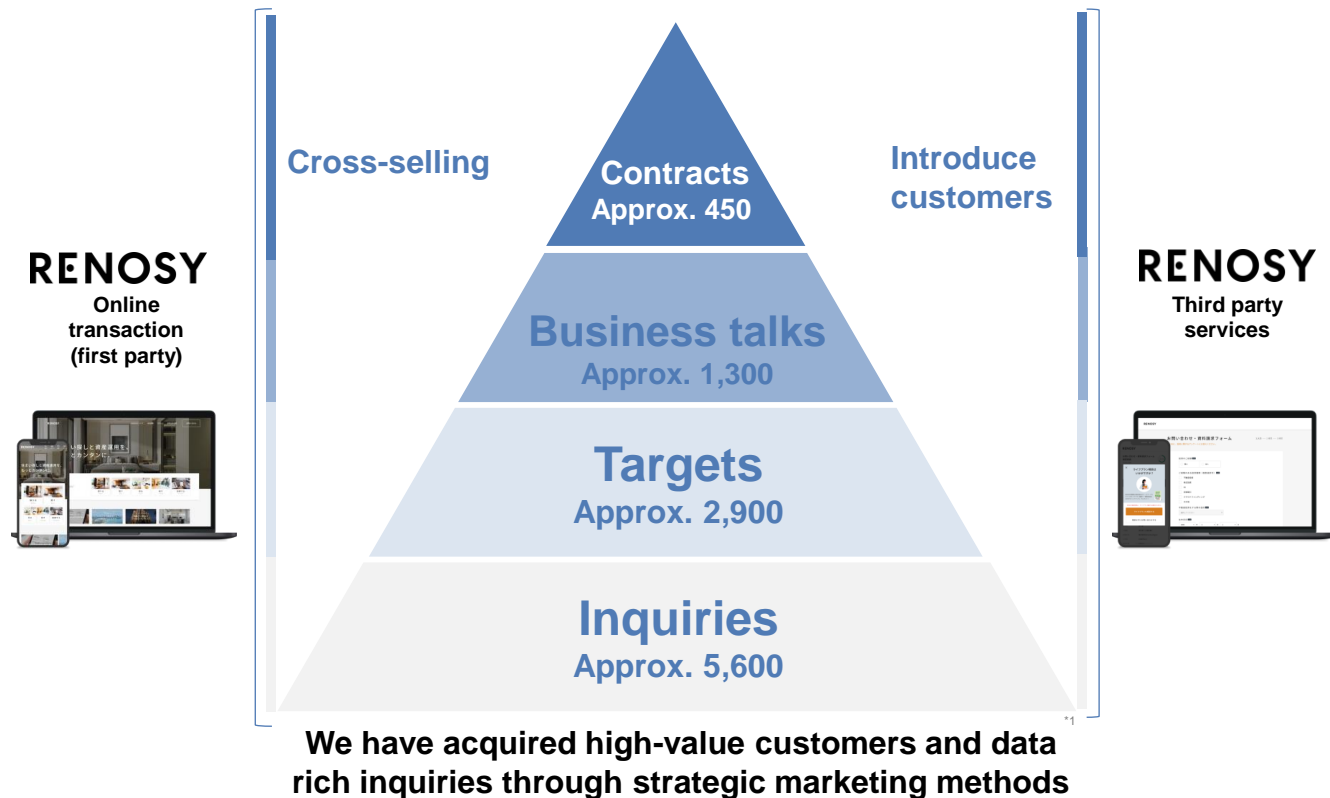
Increase of high-class members has led high average annual growth rate of RENOSY members



RENOSY Marketplace Strengthening Profitability

- There has been an increase in RENOSY members due to more brand awareness, leading to more inquiries.
- By introducing customers to third party services and cross-selling with first parties with an expanded product line-up, we will eliminate any missed opportunities in the process of acquiring customers from inquiries to contracts, leading to greater revenues.

Maximizing revenues by eliminating missed opportunities for both first and third parties

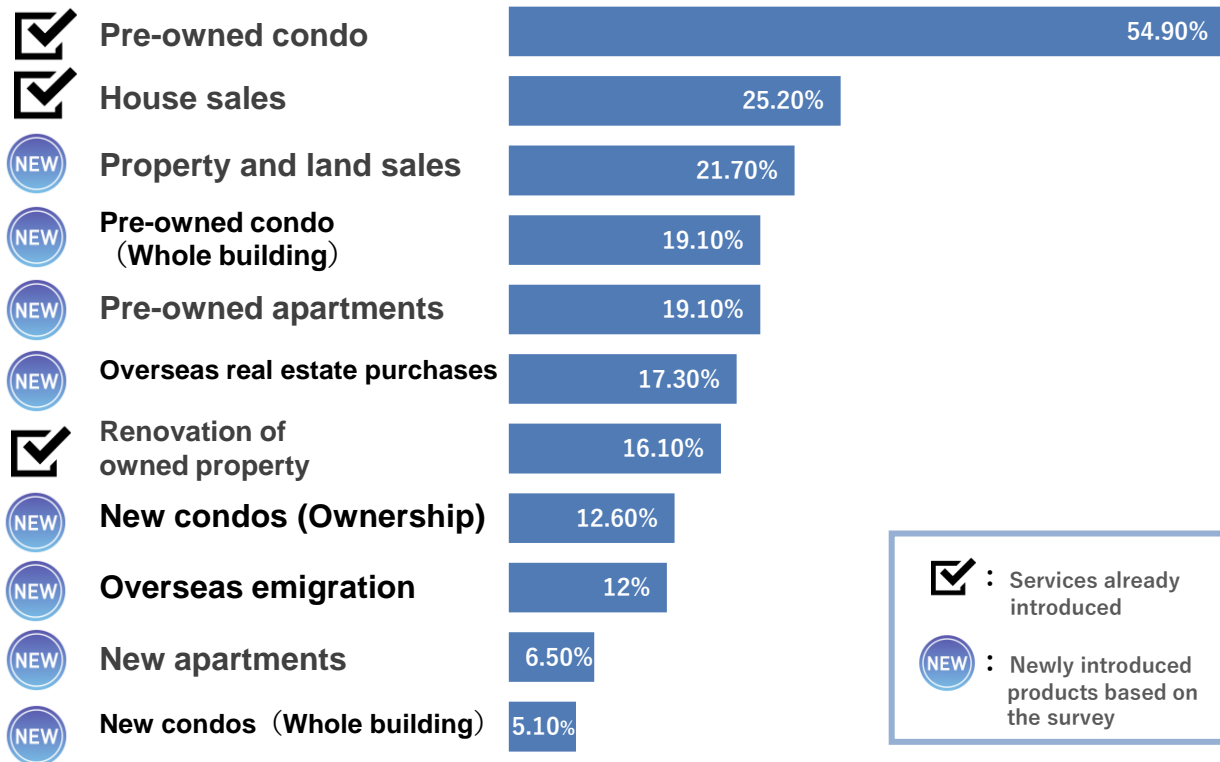


Note: 1. Monthly average over the past year within RENOSY Market place for investment and residence.

RENOSY Marketplace Expansion of product lineup to meet customer needs

- Survey conducted with RENOSY owners to understand customer needs.
- Unit economics maximized by adding customer needs to the product lineup, optimising CPO and increasing customer LTV.

Status of product lineup in response to customer needs according to the results of the survey ^{*1}



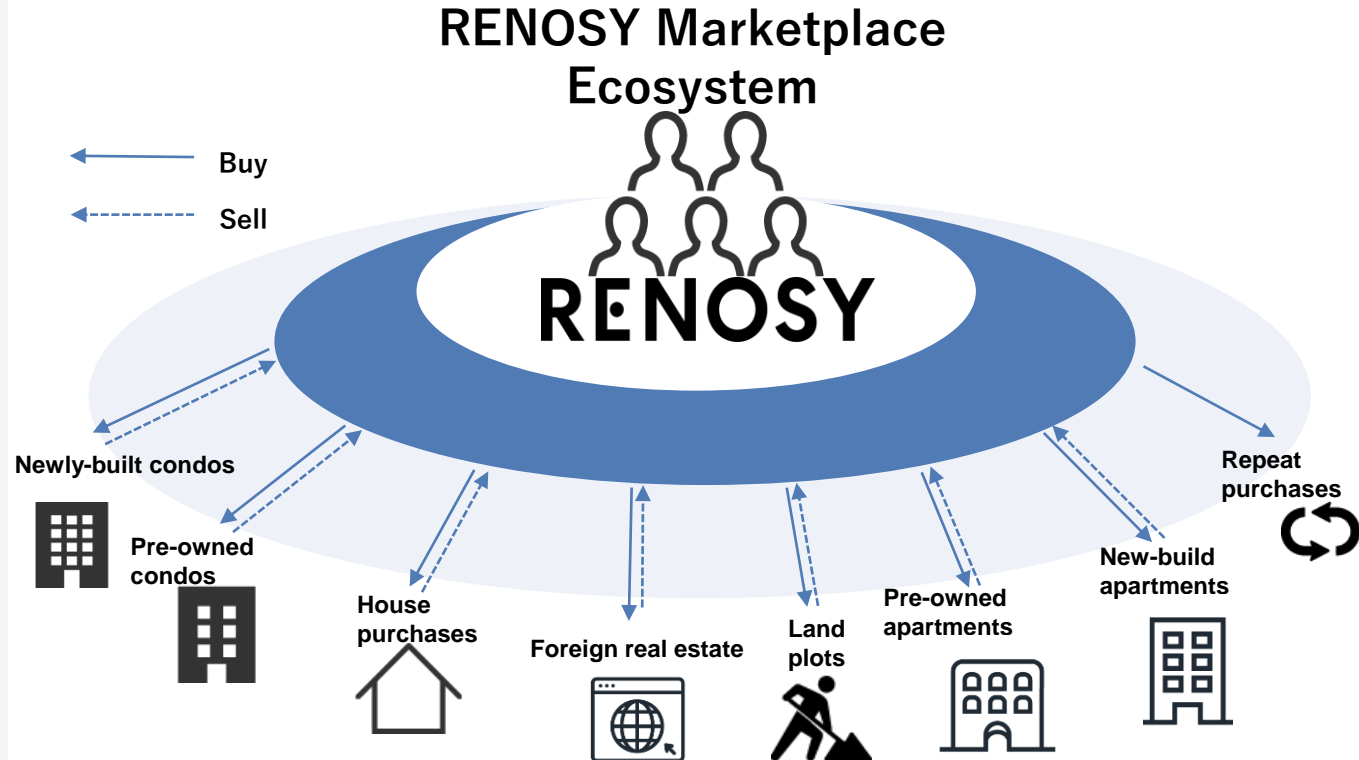
*1. June 24 2022 - July 2 2022 A survey on service expansion was conducted among 6,544 RENOSY members, with a total of 492 valid responses.

RENOSY Marketplace

RENOSY**Building an Ecosystem**

- An ecosystem of sellers (sales) and buyers (purchases) is created by the accumulation of RENOSY members' customer assets on the RENOSY marketplace.
- Increasing the product lineup to meet customer needs will increase up-sell and cross-sell purchases and maximize LTV.

Build a buy/sell ecosystem based on RENOSY marketplace and further expand the product lineup to maximize LTV

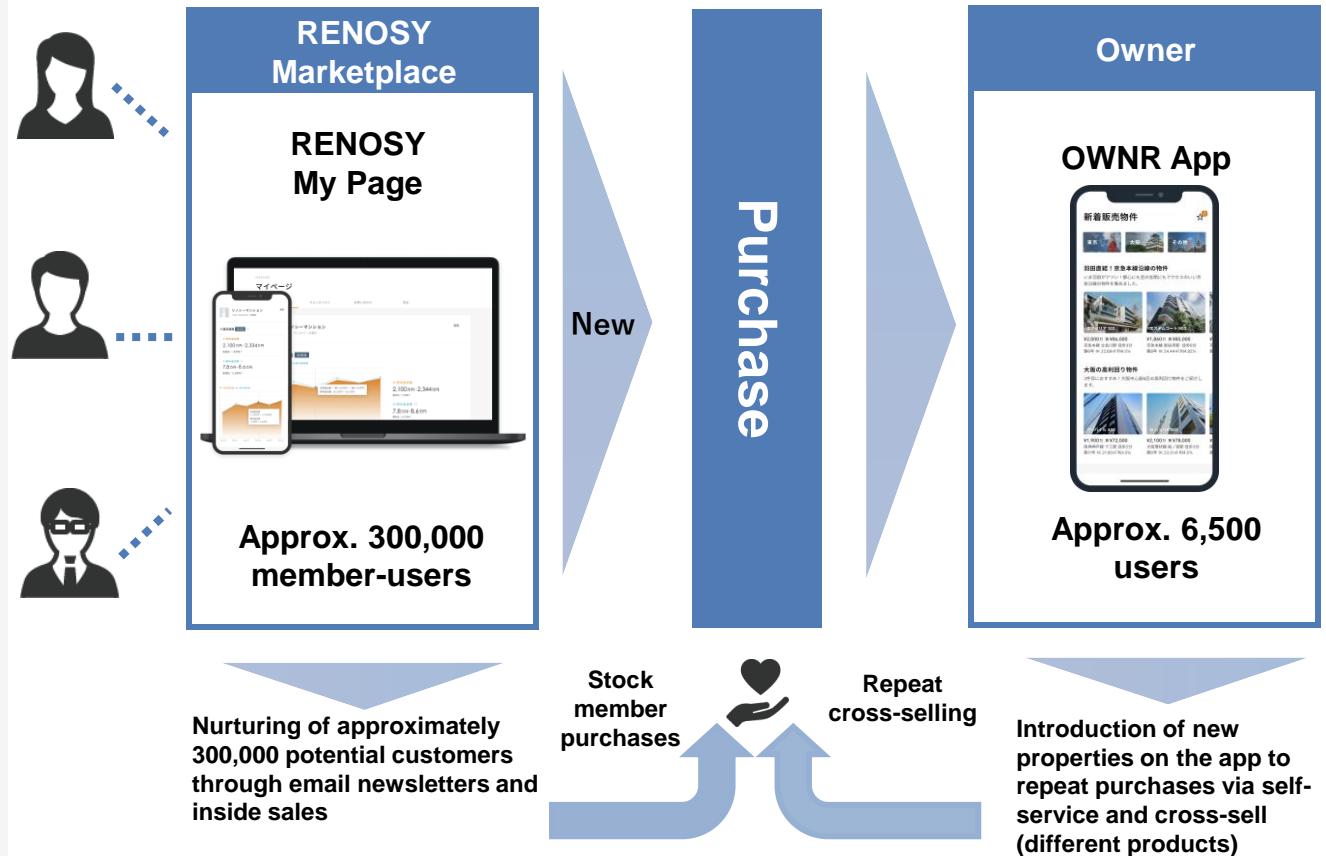


RENSOY Marketplace

Product lineup that keeps customers connected

- Products such as RENS OY'S My Page and OWN R App allow customers to stay connected over the long term, enabling stock members to make purchases and owners to make repeat purchases.

Due to OWN R App and My Page, it is possible to build long-term relationships with acquired customers



RENOSY Marketplace

High customer satisfaction

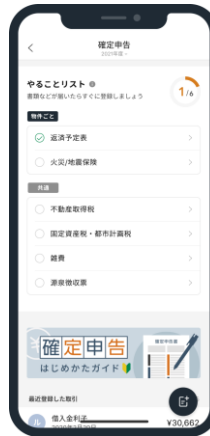
- The monthly active user (MAU) rate of the OWNR App, which is used after the purchase of a property, has been maintaining high active rate over 80%
- New listings are displayed on the OWNR App and additional properties can be purchased. High-touch sales are not required, to increase repeat business.
- Due to high customer satisfaction, churn rate is 0.78% for owners who acquired investment property.

RENOSY's high customer engagement

OWNR App
MAU rate approx. 80%

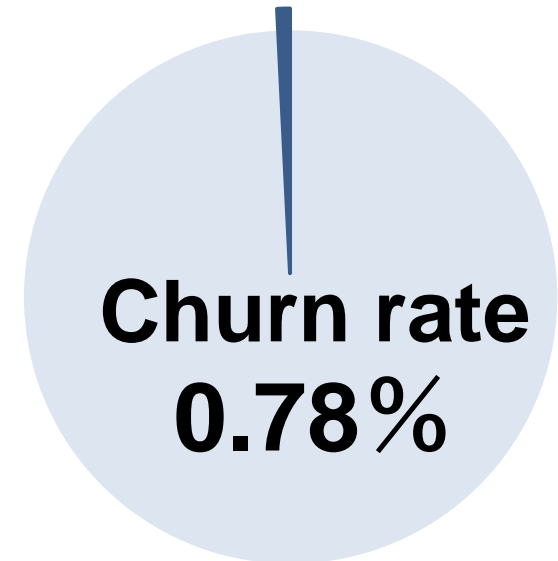
Highly rated by owners due to extensive functionality, including a tax return function

OWNR by RENOSY



Approx. 6,500 owners

Churn rate: 0.78%



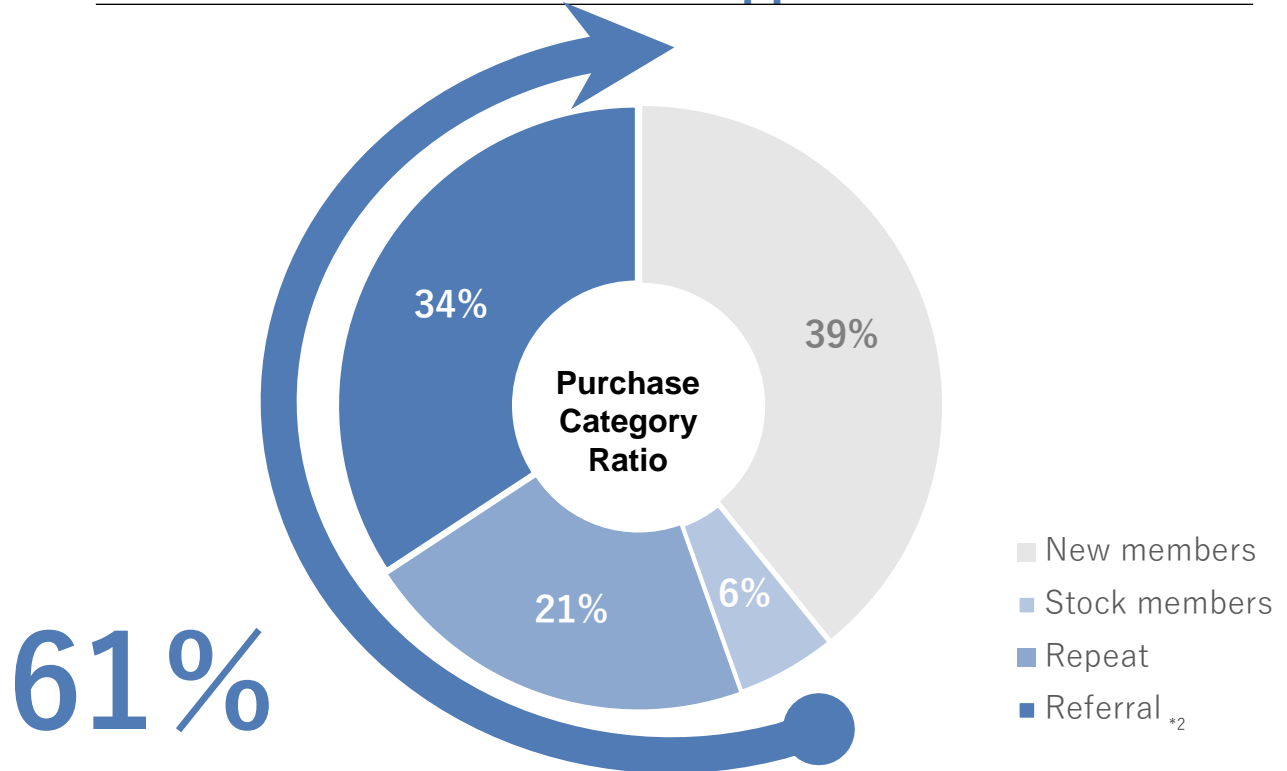
Number of subscription managed
approx. 13,000 units

RENOSY Marketplace

Stock business through utilisation of customer assets

- Due to the utilisation of accumulated RENOSY members' customer assets, the stock ratio, including repeat purchases, is approximately 60%.

Strong customer assets have been built up through product utilisation and Stock ratio accounts for approx. 60% of sales

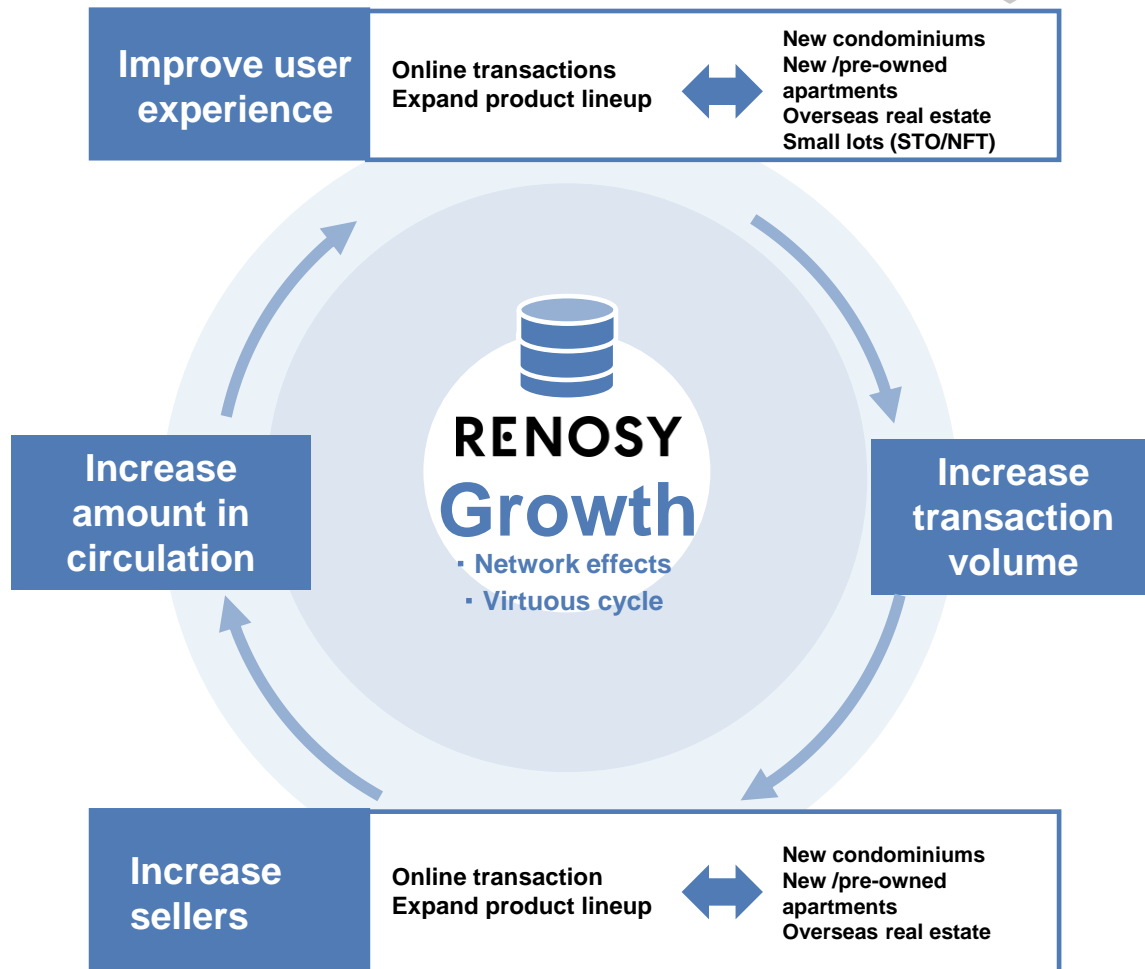


*1 Calculated based on data by purchase for the three-year period FY2019.10-FY2021.10

*2 Definition of purchase categories are as follows: Stock members - new purchases from members who were members in the past but had not yet purchased. Repeat members - purchases by customers who have previously purchased. Referral members - purchases by word of mouth from customers. New members - purchases within three months after a new enquiry

RENOSY Marketplace Online Transactions Strategy to Improve Commission

- Until now, the focus has been on expanding market share of existing small condominiums in existing business.
- New small condominiums and new and existing apartments have been introduced to strengthen the marketplace.
- Aiming to expand our product lineup to third parties as well as first parties.
- These network effects lead to an increase in buyers and sellers, creating a virtuous revenue model.



RENOSY Marketplace: The Road to Increase Market Share

GA technologies share of pre-owned condominiums under the size of 50m² and under in the Tokyo metropolitan area

FY2021.10

5.3%

Increased market share through sales of 80 billion yen



FY2022.10 (forecast)

6.6%

Through sales of 100 billion yen



Future

20%

Aim to expand market share as soon as possible, including third-party services

Market profit of the industry

TAM (approx.) **65** trillion yen^{*1,3}

Condominiums over the size of 50m² in the Tokyo

SAM **6.9** trillion yen^{*2,4}

Condominiums under the size of 50m² in the Tokyo

SAM **1.5** trillion yen^{*2,4}

Aim to expand share to **20%**

Grow to share of 6.6%

GA technologies share 5.3%

Notes:

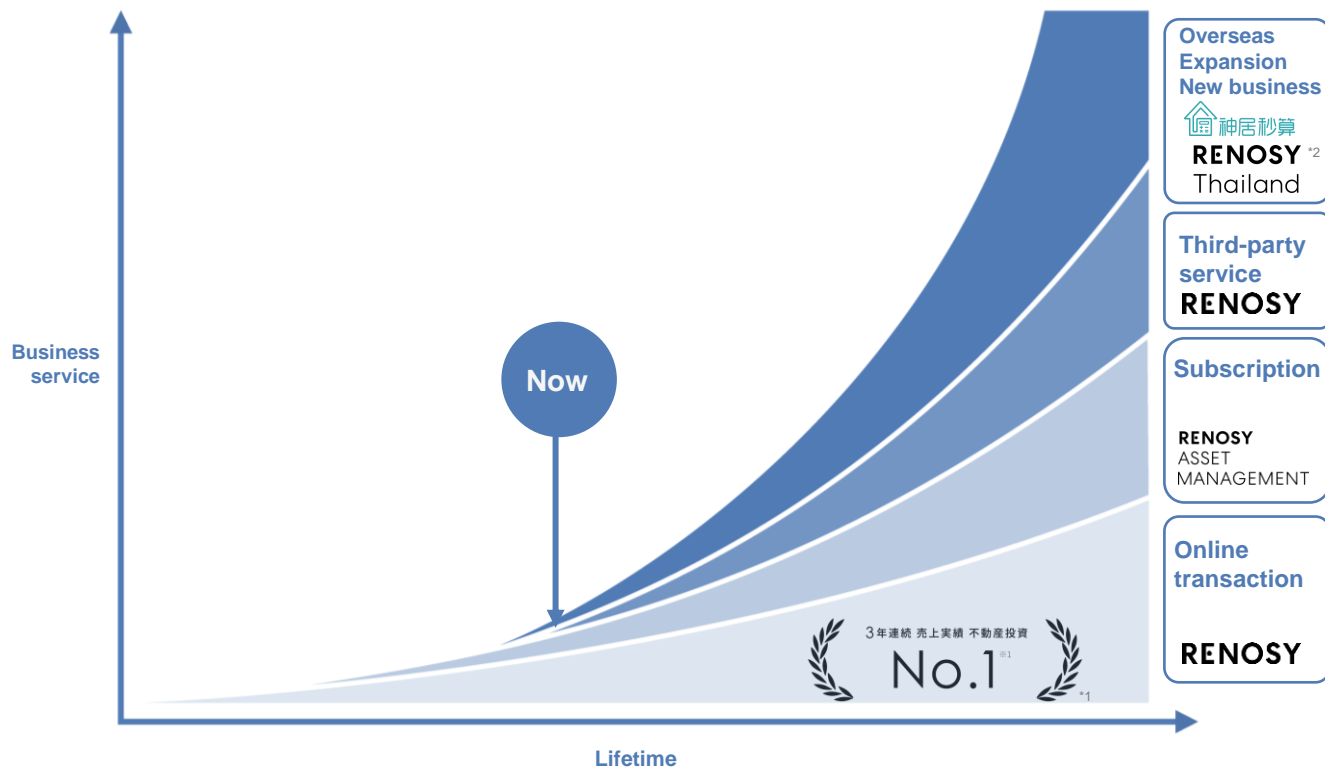
1. Source: Japan's real estate investment market size of profitable real estate by use, NLI Research Institute Real Estate Investment Report (March 12, 2021)
2. Estimated with reference to results released by Tokyo Kantei Co., Ltd.: Press release *Newly built / existing apartments market size of Tokyo metropolitan area* (Jan. 2021), Tokyo Kantei Co., Ltd.: Press release *Newly built / existing apartment logistics change of Tokyo metropolitan area* (May 2021). Data of registered properties released by Real Estate Information Network for East Japan, Data from top 10 companies in the property investment industry
3. TAM: Total Addressable Market (The maximum potential market size that the RENOSY marketplace business can take over)
4. SAM: Serviceable Available Market (The market share size that the RENOSY marketplace business is targeting)

RENOSY marketplace

Growth Strategy

- In the mid to long term, we will expand our market share based on online transactions and grow each sector including overseas business

Expand use of services to other businesses by leveraging customer base of RENOSY, No.1 real estate investment company in terms of sales in Japan



Note:
 1. Sales results of used condominium investment by Tokyo Shoko Research (surveyed in March 2022)
 2. Changed name from DEAR LIFE CO.,LTD. on May 1, 2022.

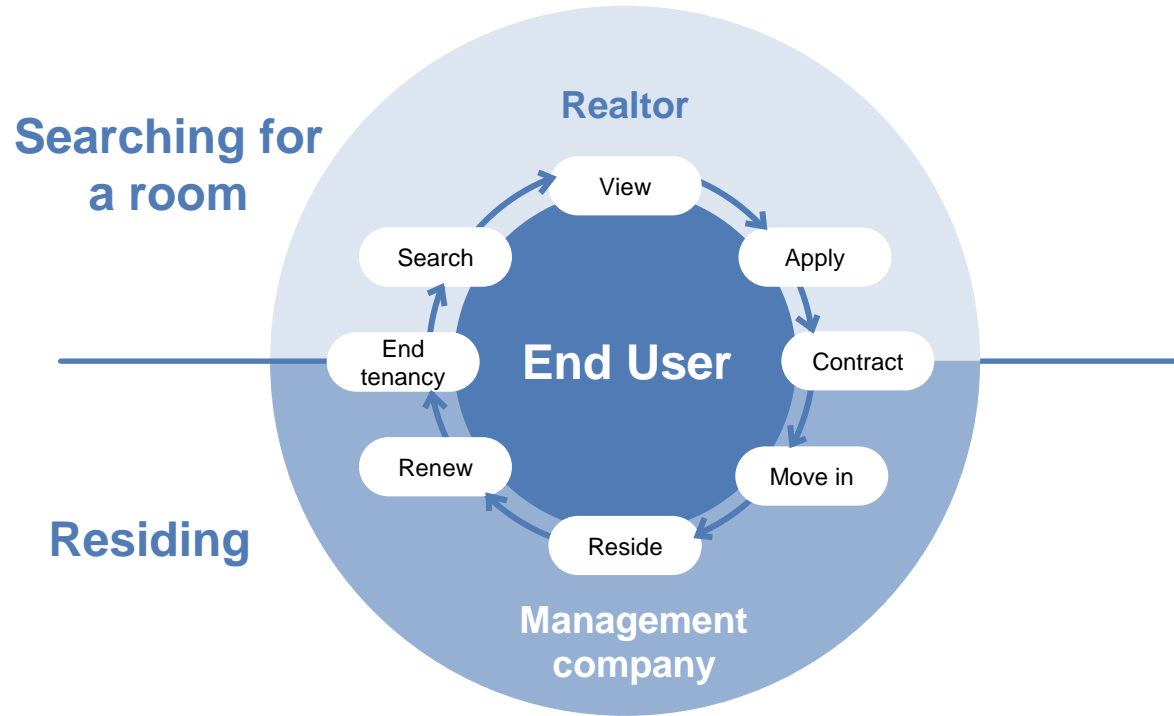
A vertical blue bar on the left side of the page, featuring a complex geometric pattern of overlapping triangles and polygons in various shades of blue, creating a textured, crystalline effect.

ITANDI

ITANDI's Vision

- In the short term, aim for smooth real estate transactions through SaaS and marketplace.
- In the long term, aim for a platform that modernizes overall "living" after occupancy including real estate.

Enrich people's life through our platform by connecting people and their living



ITANDI Issues in the Rental Housing Industry and ITANDI's Value Promise

■ Information asymmetry

Problems with bait and switch properties where inaccurate information is advertised to consumers.

■ Low productivity due to analog working style

Phone and fax are still being used. Compared to other industries, the adoption of IT has lagged behind, leaving many monotonous and geriatric tasks such as data entry from paper to systems.

■ Worker shortages due to falling laboring population

With about 50% of real estate workers over the age of 60, and a turnover rate of 8.1%, the future labor shortage is even more serious than in other industries.

Notes:

1. Taken from *Real Estate Industry Vision 2030*, Ministry of Land, Infrastructure, Transport and Tourism

2. Taken from *2020 R2 Employment Trends Survey*, Ministry of Health, Labor and Welfare

Issues in the Rental Housing Industry



Information
asymmetry



Low productivity due
to analog work style



Worker shortages due
to falling laboring
population

ITANDI's Value Promise

Provide accurate information in
real time

Marketplace

Streamline operations to promote
DX

**SaaS tailored to the rental
housing industry**

ITANDI's Service Overview

- Rollout services in both SaaS and marketplace to achieve Vision.
- Each service shares real-time property data and has established its own position.

Enrich people's life through our platform by connecting people and their living

SaaS

ITANDI BB +



For management companies



For real estate agencies



Marketplace

ITANDI BB



Real estate industry professionals' website

OHEYAGO
オヘヤゴー



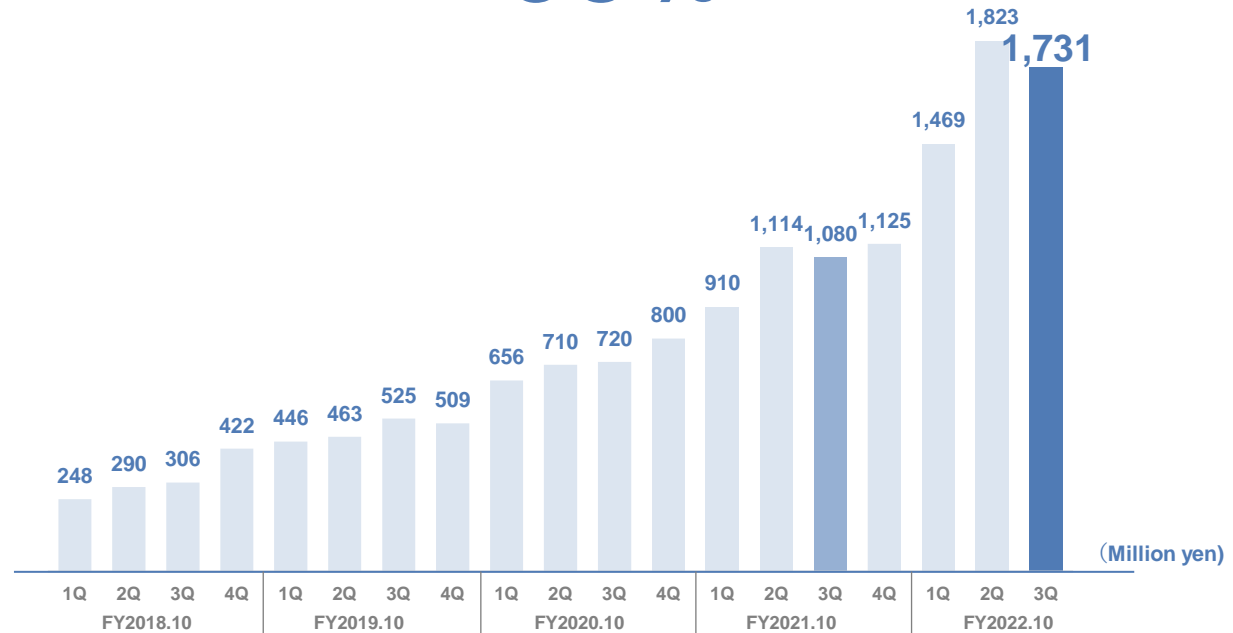
Online Real Estate Rental Service

ITANDI

Sustainable Growth in the SaaS Business

- ARR was up 60% year-on-year due to growth in the main services of SaaS for management companies and SaaS for real estate agencies.

ARR Growth ^{*1,2}
YoY
+60%



Notes:

1. Annual Recurring Revenue. Calculated by multiplying the end of quarter MRR by 12.

2. Comparison of ITANDI BB+ ARR as of July 2021 and July 2022.

ITANDI Three Growth Driving Factors

- Growing market needs
- ITANDI BB network effects
- Expansion of service lineup

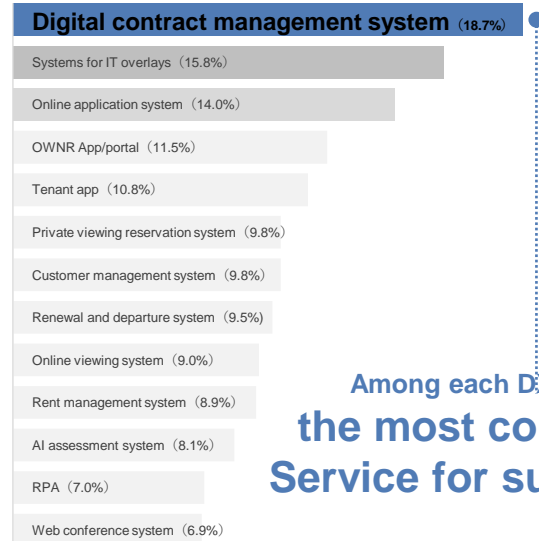


ITANDI Opportunities for the introduction of DX tools due to the lifting of the ban on digital contracts.

- Demand for digital contract management service is growing rapidly following the 2021 amendments to the Real Estate Brokerage Law, which came into force in May 2022.
- Starting with consideration of the introduction of digital contract management system, the intention to introduce various digital tools is accelerating in the SMB domain, where DX has not penetrated to date.
- By gaining the top market share of the digital contract management system, the company aims to cross-sell to the entire ITANDI products, which can seamlessly link data.

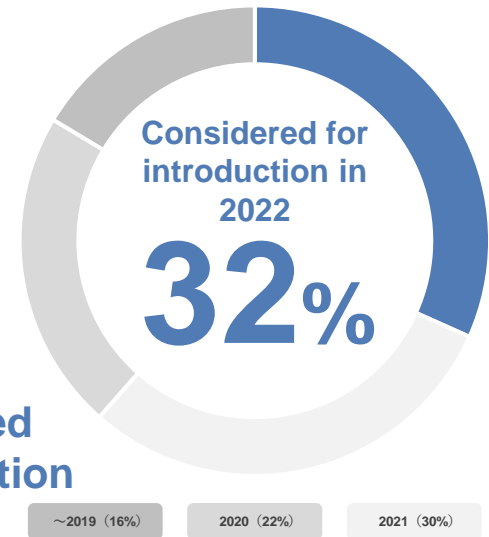
Customer needs became more apparent after the implementation of the revised Real Estate Brokerage Act. Increased intention for early adoption of online contract management system

DX services under consideration for introduction ^{*1}



Among each DX services,
the most considered
Service for subscription

Digital contract system introduction period ^{*2}



^{*1,2} Source: Joint survey by ITANDI Corporation, WealthPark Corporation, Space Lease Masate Corporation, SUMAVE and National Rental Housing Newspaper on the status of DX promotion in the real estate industry (August 2022). [Period] June 16 - July 7 2022, [Number of respondents] 766, [Target] Real estate-related businesses, mainly property management companies/real estate brokers, [Method] Survey conducted online

^{*1} n=766, ^{*2} n=104

ITANDI Expansion of the number of electronic contract services

- The number of contracts by Denshikeiyaku-kun (Digital Contract Manager) increased to about 350 companies by July 2022 after expanding sales in December 2021.
- Daito Trust Construction Group, the largest management company, plans to install the system this autumn.

About 350 companies signed contracts in half a year after full-scale sales expansion



ITANDI BB+
電子契約くん

Number of
contracted
companies

About **350** companies

Start of sales expansion

Launch campaign for free initial
cost and monthly usage fee

December 2021

July 2022

Example of a
contracted
company

No. 1 in the number of managing houses

 **大東建託グループ**
PURSUING EFFECTIVE USE OF LAND



“しあわせ[感]理”
あなぶきハウジングサービス



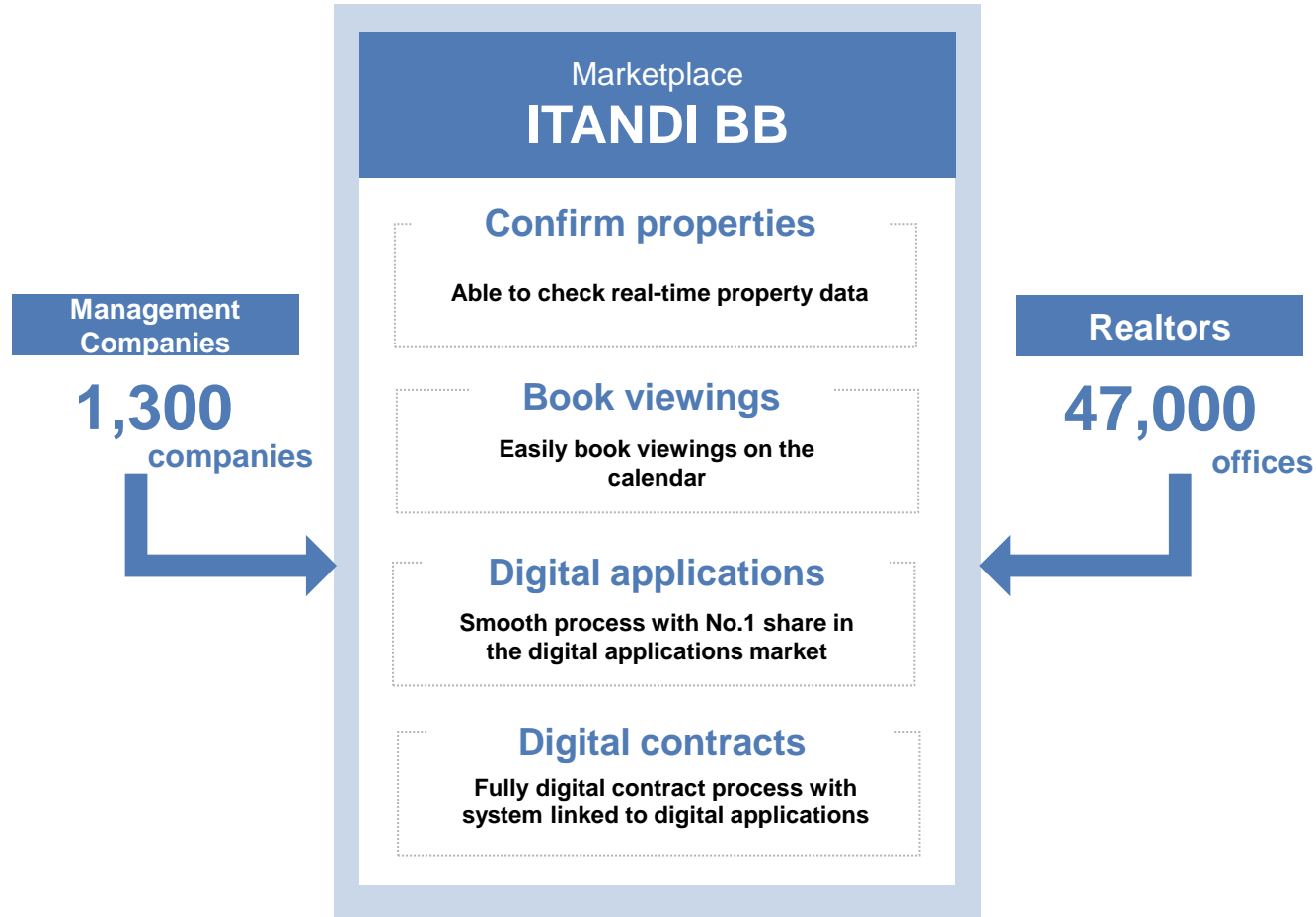
エステムプランニング

etc

ITANDI

What is ITANDI BB?

- A marketplace that makes transactions more efficient by matching management companies that list vacant properties with real estate agencies that want to introduce properties to consumers.
- Increases market share by differentiating with features not available on other real estate websites, such as real-time property information confirmation, viewing reservations, digital applications and digital contracts.



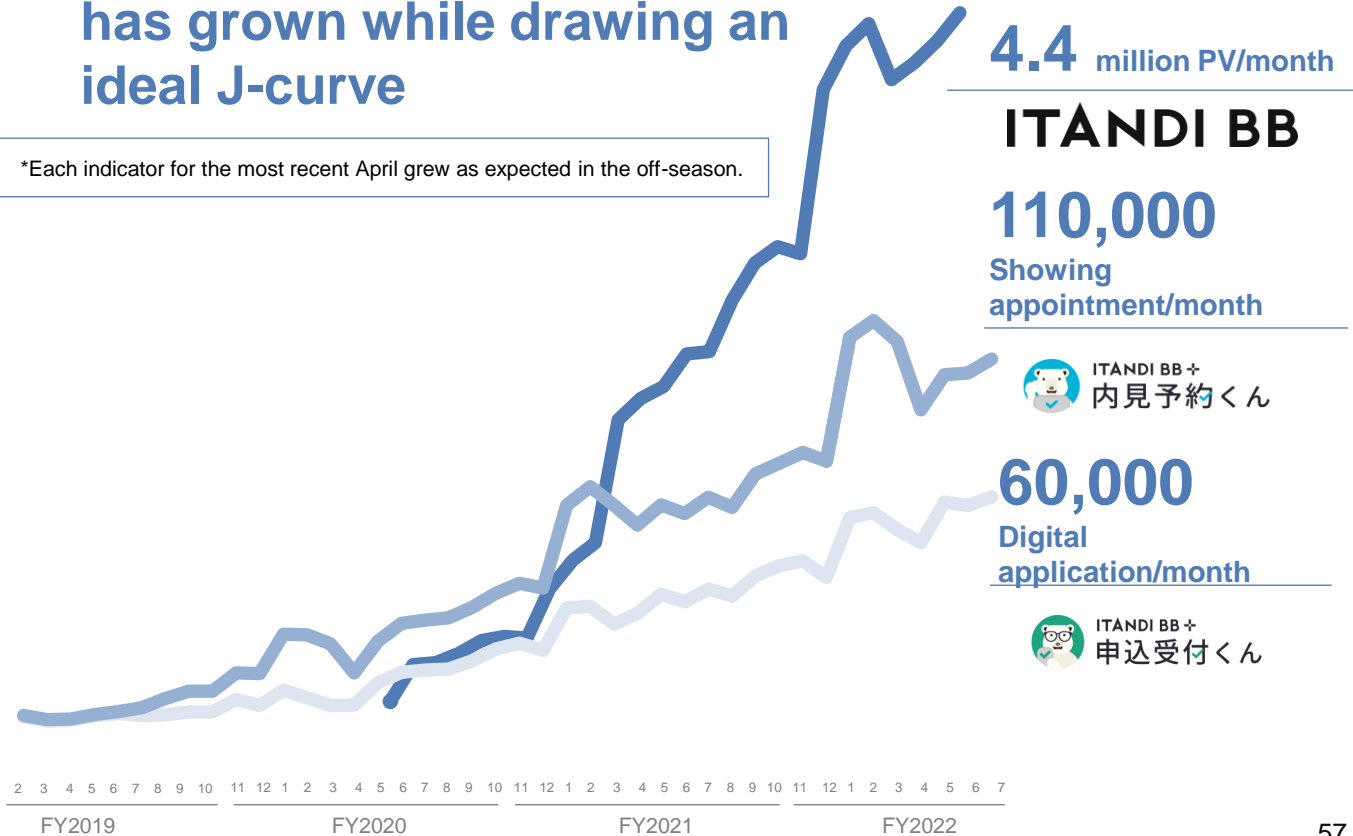
ITANDI

Network effects of ITANDI BB

- As the number of property listing on ITANDI BB increased, the number of page views (PV), showing appointment, and digital tenant applications by real estate agencies also grew exponentially.
- The growth of ITANDI BB will lead to operational streamlining and higher sales for management companies that use SaaS, which will further increase the number of companies that introduce it.
- After the revised Real Estate Brokerage Act was enforced in May 2022, the number of digital contract is used as an indicator.

ITANDI BB as a marketplace has grown while drawing an ideal J-curve

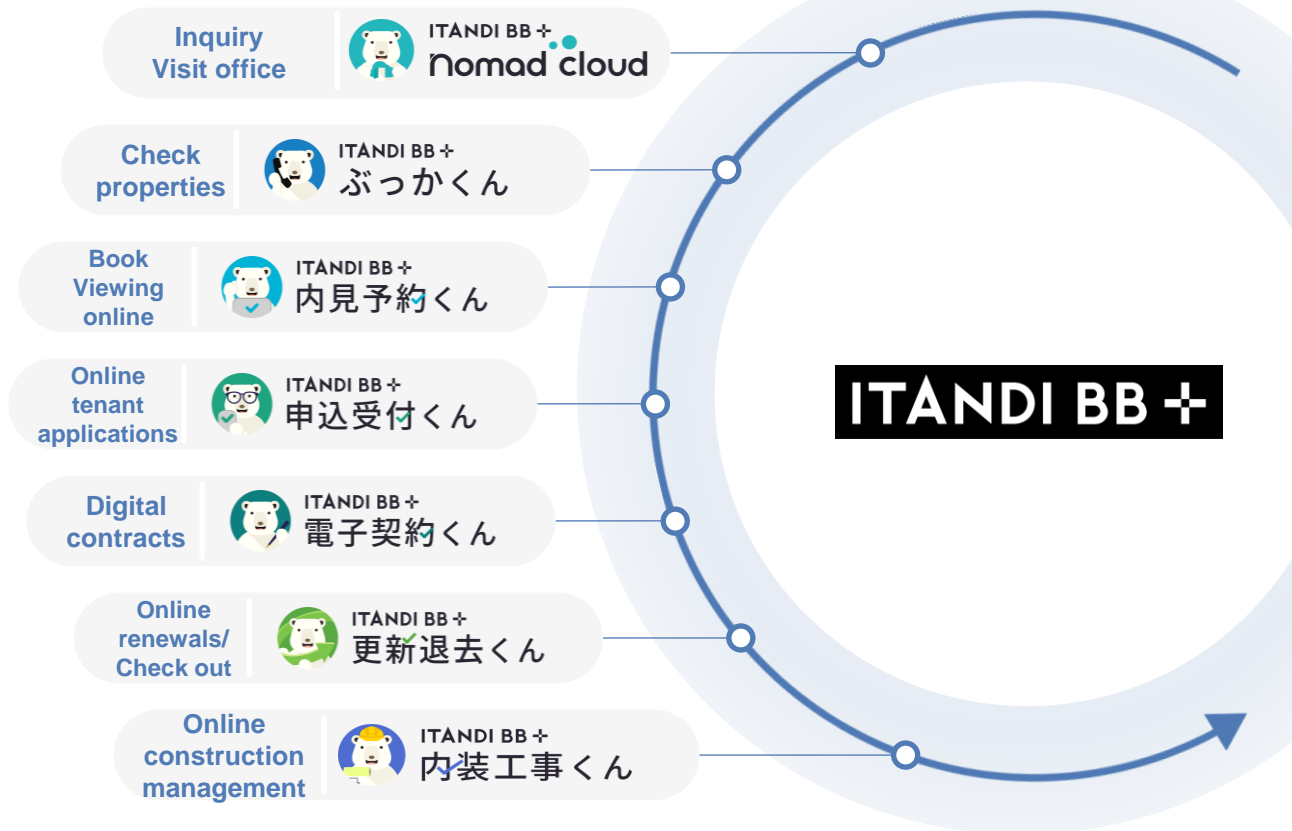
*Each indicator for the most recent April grew as expected in the off-season.



Expanded Service Lineup

- Expanded service line-up for real estate companies in the rental housing market. A complete package to help digitize real estate related work.

Providing services in a complete package



ITANDI Growth Strategy

- ITANDI BB improves convenience for real estate companies that use the book viewings and digital application features, as well as the property search function which makes use of the real-time nature of properties available, to create a competitive advantage as an inter-agency website.
- ITANDI BB+ (SaaS) aims to improve ARPU by promoting the use of new products for existing customers while accelerating the acquisition of new customers through the network effect of the marketplace ITANDI BB.
- OHEYAGO continuously increases the number of listed properties while taking advantage of its high level of customer satisfaction to strengthen its ability to attract customers.

Aiming for growth by honing our strengths in every area in light of future digital expansion in the real estate market

ITANDI BB

Enhancing competitive advantage with improved convenience and real-time strengths

ITANDI BB +

Leveraging ITANDI BB's network to acquire new customers and improve ARPU for existing customers

OHEYAGO

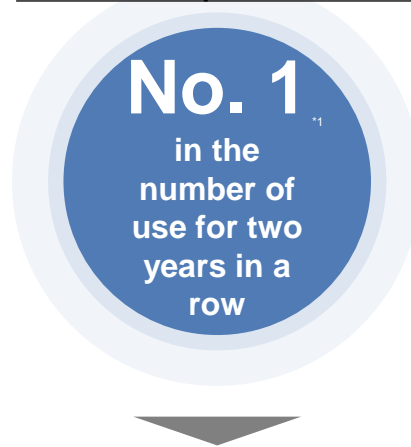
オヘヤゴー

Aiming to improve ability to attract customers by running promotions that leverage high levels of customer experience

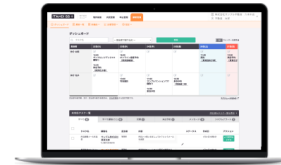
ITANDI Share and customer satisfaction performance

- Moshikomiuketsuke-kun (Application Receiver) has been No. 1 in the number of use as a digital tenant application service since last year.
- Nomad Cloud is ranked No. 1 in terms of convenience and satisfaction with its sales contribution, which differentiates it from its competitors.
- ITANDI BB is the No. 1 inter-agency distribution website that real estate agencies want management companies to introduce, which boasts a high level of customer satisfaction that far outstrips competitors.

Digital tenant application services for management companies



Operational streamlining services for real estate agencies



Inter-agency distribution website

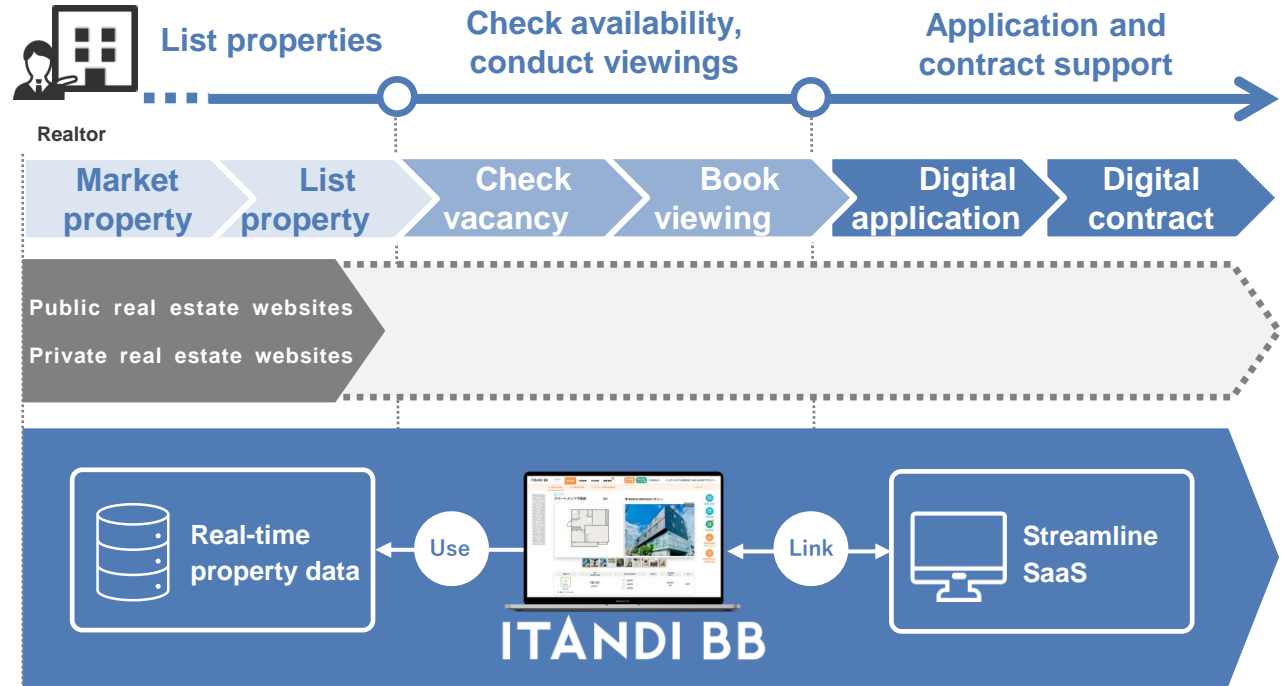


Notes: 1. [Survey period] April 1, 2021 to March 31, 2022 [Survey contractor] TPC Market Research K.K.
 2. [Survey conducting agency] Industrial Marketing Consultations Co., Ltd. [Survey period] February 21 to April 8, 2022
 [Target of survey] Real estate agents listed on the register of real estate brokers, mainly in prefectural capitals and ordinance-designated cities, that have adopted a customer management system.
 [Survey method] Telephone interview survey + Fax questionnaire [Number of hearings] 2,900 phone calls, 426 questionnaires that sent [Valid responses] 145 (*Companies that introduced CRM systems for brokering rentals) [Analysis] Comparison among the four systems with the highest number of valid responses.

ITANDI ITANDI BB Growth Strategy

- Enhance competitive advantage by supporting the business of real estate agencies to differentiate from other companies' public and private real estate websites through further improvements to ITANDI BB's real-time capabilities and convenience.
- Meet the needs of SMBs (and enterprises which have been the main target to date) improved vacancy rates to increase the number of listings by utilizing website networks.

Enhancing competitive advantage with improved convenience and real-time strengths



ITANDI ITANDI BB+ (SaaS) Growth Strategy

- Roll out SaaS paid services by utilizing the network effect of ITANDI BB's 47,000 offices and 44 million PV/month.
- Improve ARPU while continuing to acquire new customers.
- Following on from Moshikomiuketsuke-kun and Nomad Cloud, focus on expanding sales in 2022 for Koshintaikyo-kun and Denshikeiyaku-kun.

Improving ARPU by expanding multiple services utilizing ITANDI BB's network

ITANDI BB



47,000 offices

Start to charge free
users on the
marketplace

Key services this year



ITANDI BB+
更新退去くん



ITANDI BB+
電子契約くん



ITANDI BB+
申込受付くん



ITANDI BB+
Nomad cloud

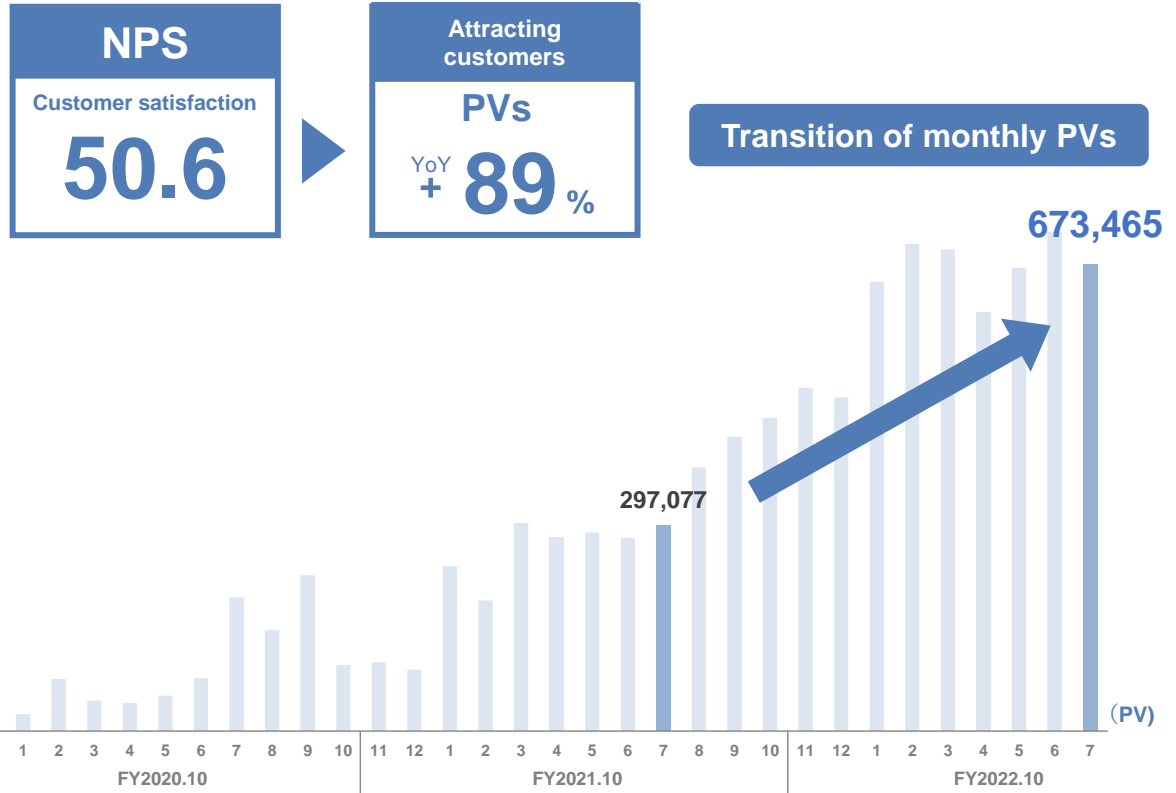


ITANDI BB+
内装工事くん

ITANDI OHEYAGO Growth Strategy

- Obtained NPS of 50.6 (the average for other companies' real estate websites is -36.7⁻²) with a smart property search experience using technology.
- PVs remained high and the busy season continued even after the peak moving season of May-July, maintaining a high growth rate of +89% YoY.
- Aiming for viral effect through enhanced SEO owing to increasing number of properties and marketing measures that enjoy high customer satisfaction levels.

Greater ability to attract customers with high levels of customer satisfaction



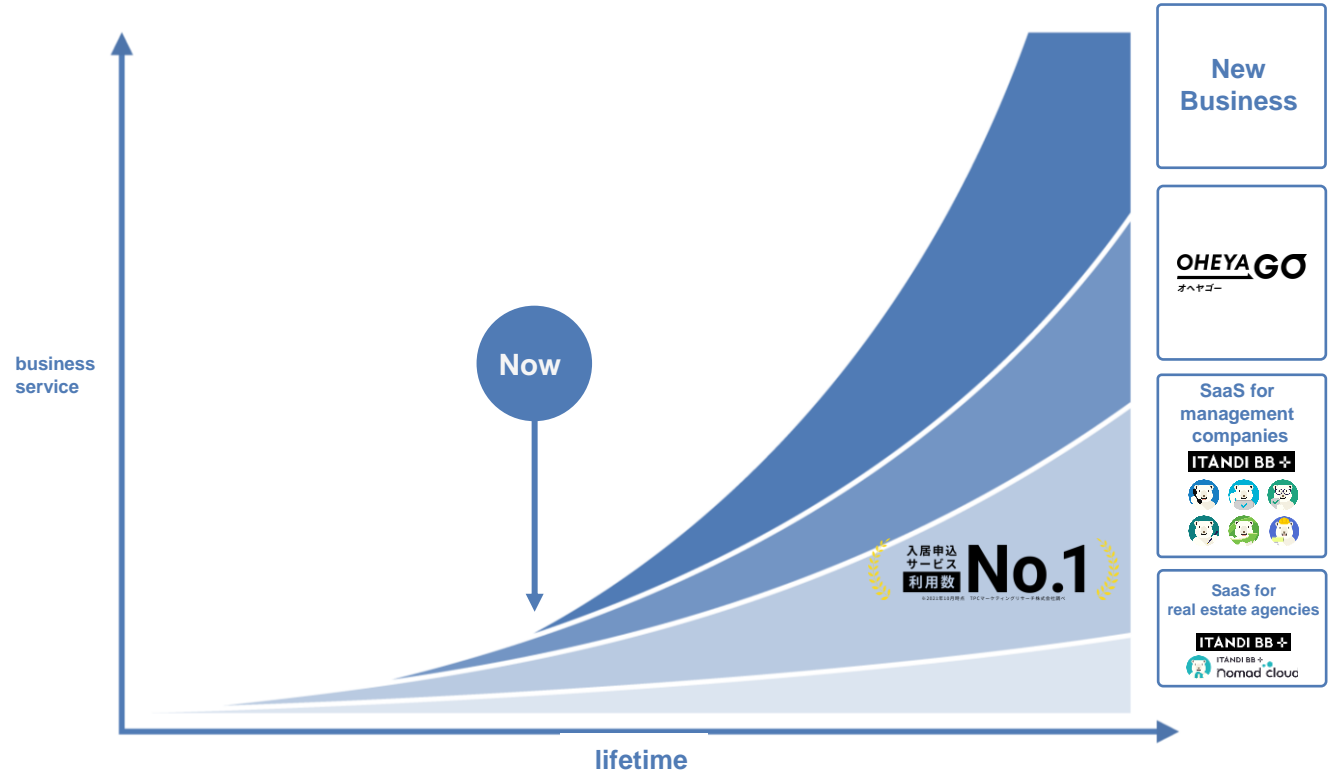
Notes:
 1. Net Promoter Score, a metric used to measure customer loyalty.
 2021/05/01 – 2022/04/30
 2. Taken from the NPS® Benchmark Survey 2019, Real Estate Information Websites, NTTCom Online Marketing Solutions Corporation.

ITANDI

Future Expansion

- Expand market share based on SaaS for management companies and SaaS for real estate agencies, aiming to grow as a platform essential for the real estate industry that “connects people with their lives” in the medium to long term.

Expand use of services in other businesses by leveraging customer base of Moshikomiuketsuke-kun, which has the largest number of users



A vertical blue bar on the left side of the slide, featuring a pattern of overlapping, semi-transparent geometric shapes (triangles and polygons) in various shades of blue, creating a textured, crystalline effect.

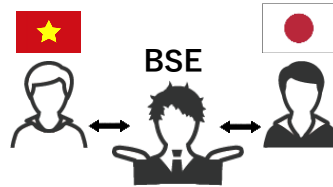
Other Key Strategy

Other Key Strategy Enhancement of measures to recruit

- Implement distinctive and unique measures to secure excellent human resources

Measures to be taken by recruitment to grow the business

Offshore development at Vietnam



Offshore development in Vietnam, which has a large number of highly-skilled IT personnel. Train bridge SEs in-house to reduce mis-communication. Gain cost and speed benefits

Bootcamp for newly recruited graduate engineers



8-12 months of programming and other technical training for new graduates who have been offered engineering positions, prior to joining the company. Train engineers who will be immediately effective when joining the company, such as in the development of web applications required on site

Referral & Customer recruitment



Referran kun Former client Employee

Strengthening recruitment via referral has resulted in 251 of the 915 employees, approx. 30%, joining the company through referrals. In total, more than 100 customers who were attracted to the business and its growth potential have joined the company, attracting top talent through distinctive and unique recruitment channels

Other Key strategy

Overseas Strategy

- The Thai group entity Dear Life, which announced an M&A in May 2022, joined the GA Group in May as RENOSY Thailand.
- RENOSY commenced rental properties in Thailand.
- Following entering Chinese market, gradual expansion of global footprint has been successfully completed in Thailand.

In May, Dear Life joined the group as RENOSY¹ (Thailand)

RENOSY
Thailand



Following Greater China's Shenjumiaosuan, Thai rental properties are now also handled by RENOSY; globalisation is accelerating



*1 In November 2021, we announced the business integration of Dear Life Corporation Ltd., and its parent company, DL Holdings Co., and established RENOSY (Thailand) on March 11, 2022. After that Dear Life Corporation Ltd.'s business was transferred to RENOSY (Thailand) on May 1, 2022. The brand will also be integrated and services will be offered under the name "dearlife by RENOSY".

Other Key strategy

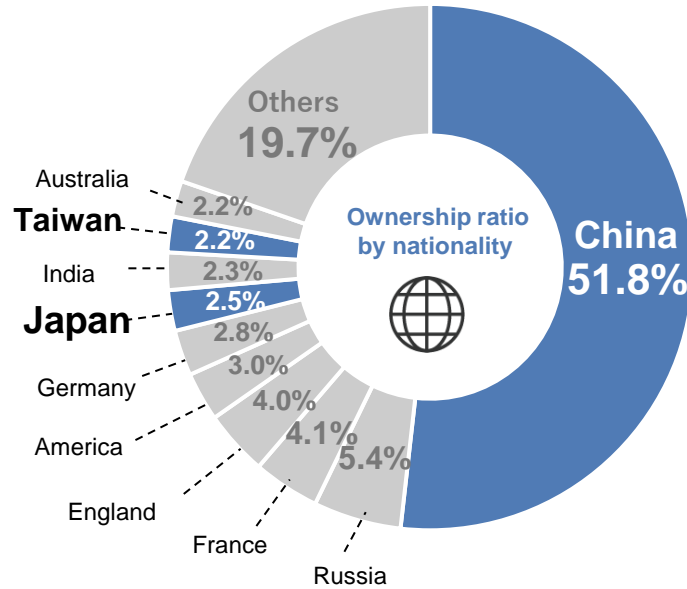
Overseas Strategy

- Investment properties business have commenced in Thailand as part of overseas strategy
- The Chinese account for around half of all condominium acquisitions by foreigners in Thailand, by far the largest share. Japanese acquisition also ranks in the top ten.
- Already acquired many buyers in Greater China with Shenjumaosuan and Japanese with RENOSY.
- In Japan, within RENOSY members, 38.6% considers purchase of overseas real estate and 45.7% of with an annual income of 10 million yen or more responded to the survey*1 that they are considering or have already invested in overseas investments, indicating a high needs for overseas property.

*1 Based on the results of a survey conducted on 1,566 RENOSY members.

Due to the RENOSY Thailand's group join, property investment business has commenced in Thailand

Number of registration of transfer of unit ownership rights in Thailand per country ^{*2}



Chinese accounts for 51.8% which is about half of the total ownership by nationality

*2 Source: Compiled by "Prachachart Tulagit", Thai Economic Media, Thailand Condominium Ownership, Ranked by Country <https://www.prachachat.net/property/news-692534>

Started handling Investment Property in Thailand 

RENOSY Thailand

Acquired Chinese and Japanese buyers already 

 神居秒算 → 1,000 inquiries per month inquiries

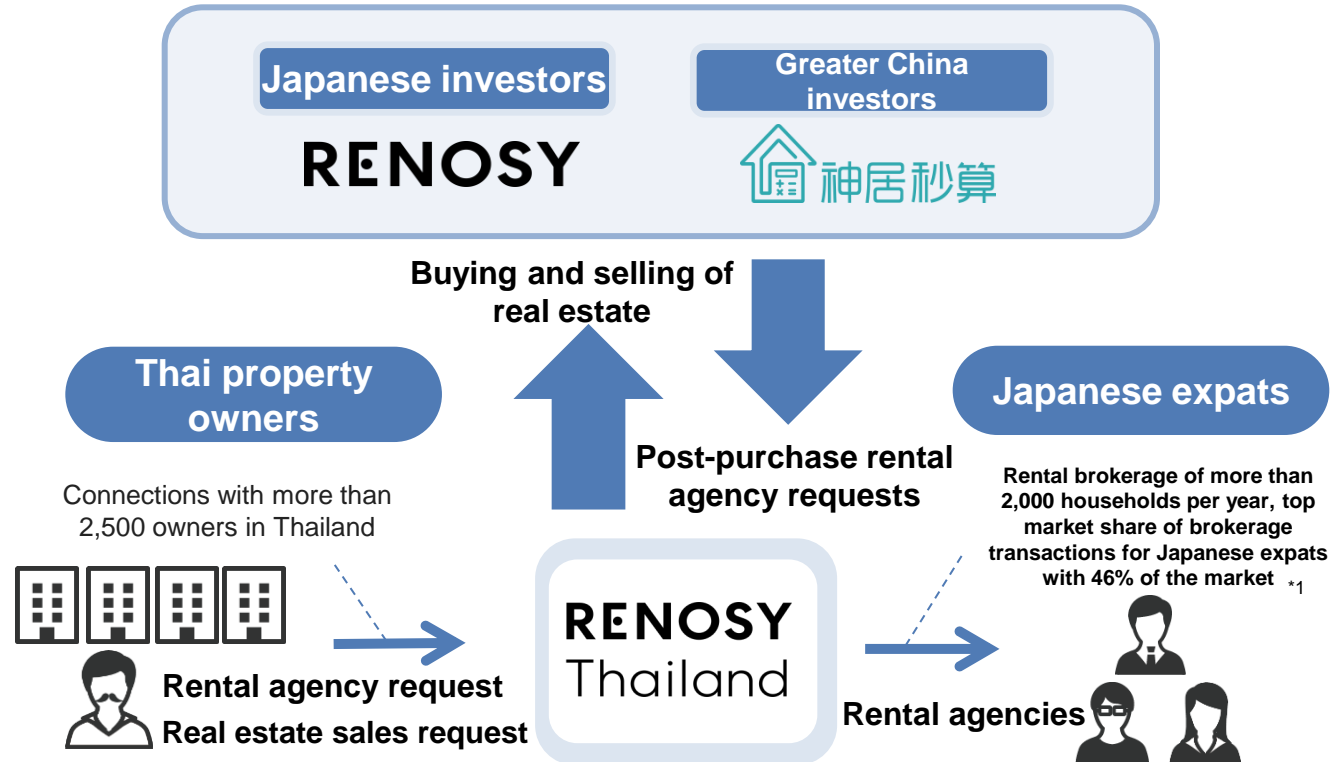
RENOSY → 5,600 inquiries per month inquiries

Other Key strategy

Overseas Strategy

- RENOSY Thailand's annual number of rental property agency transactions is approximately 2,000 households, the top market share in Thailand.*1
- The number of Japanese expats**2 in Thailand continued to increase to 82,000 in 2021, compared to 55,000 ten years ago in 2012.
- The company holds ~~boasts~~ the top market share of the rental agency market for Japanese nationals, and have connections with more than 2,500 owners in Thailand
- Procures investment properties in Thailand by utilising contacts with property owners. Sells through RENOSY and Shenjumiaosuan, which have already attracted buyers. After sales, the strong customer base can be used to broker rental properties.

High advantage in procurement of investment properties and post-purchase occupancy by leveraging RENOSY (Thailand)'s strong customer base and property owner contacts



*1 Source: Compiled by us based on registry data from the Thai Ministry of Commerce; share among the 10 major rental agencies for Japanese in Bangkok in FY2021

*2 Source: "Annual report of statistics on Japanese Nationals Overseas(2021)" by Foreign Ministry of Japan

Appendix

FY2022.10 Full-Year Consolidated Results and Earnings Forecast

Consolidated

(million yen)

	FY2021.10 (IFRS) ①	FY2022.10 Initial Forecast (IFRS)②	FY2022.10 2Q After Earnings Revision (IFRS)	FY2022.10 3Q After Earnings Revision (IFRS)③	After Earnings Revision YoY changes (③/① - 1) *1	After Earnings Revision vs Initial plan YoY changes (③/② - 1) *2
Revenue	74,867	110,000	110,000	110,000	+47%	-
Gross Profit	10,234	13,200	15,250	15,710	+54%	+19%
EBITDA	3,172	4,000	4,700	5,450	+72%	+36%
Operating Profit	△1,114	57	500	850	-	+1,391%
Profit attributable to owners of parent	△854	△700	△350	180	-	-

Note: 1. Calculated based on the figures on the matrix FY2022.10 3Q After Revision ÷ FY2021.10 - 1 2. Calculated based on the figures on the matrix FY2022.10 3Q After Revision ÷ FY2022.10 Initial Forecast - 1

Summary of Income Statement (Consolidated) (IFRS)

■ EBITDA

EBITDA is larger than operating profit because of depreciation expenses recorded on right-of-use assets (including investment real estate) under IFRS, such as lease agreement and subleases of head office

■ Current income attributable to owners of the parent

Finance expenses totaled 248 million yen, including 164 million yen in interest paid on interest-bearing debt and 413 million yen in fees paid on loans and commitment lines.

YoY comparisons

	FY2022.10 3Q ①	FY2021.10 3Q ②	Amount of change (③=①-②)	Percentage of change (①/②-1)
Revenue	28,774	16,152	12,622	+78%
Gross Profit	4,422	2,442	1,980	+81%
EBITDA	1,760	704	1,056	+150%
Operating Profit	473	△303	776	-
Revenue attributable to owners of parent	225	△272	497	-

Progress on forecast (million yen)

FY2022.10 3Q Accumulative amount ④	FY2022.10 Earnings forecast ⑤	Achievement rate (④/⑤)
77,675	110,000	71%
11,327	15,710	72%
4,175	5,450	77%
700	850	82%
164	180	91%

Summary of Balance Sheet (Consolidated)(IFRS)

((million yen))

■ Current assets

Increase due to new consolidation of Ricordi and increase in real estate for sale due to procurement towards 4Q.

■ Fixed assets

Increased due to increased right-of-use assets related to investment real estate (capitalized sublease rent), which was due to newly consolidated Ricordi, goodwill and head office lease agreement, as well as an increase in right-of-use assets due to extension of head office lease agreement.

■ Liabilities

Increased in interest-bearing debt due to new borrowings and newly consolidated Ricordi

	FY2022.10 3Q ①	FY2021.10 4Q ②	Amount of change (③=①-②)	Percentage of change (①/② - 1)
Total Assets	54,975	48,594	6,381	+13%
Current assets (Cash and cash equivalents) (Real estate for sale) (Rental claims)	22,524 (12,864) (6,579) (461)	19,453 (15,275) (2,836) (—)	3,070 (△2,410) (3,743) (461)	+16% (△16%) (+132%) (—)
Fixed assets (Investment property) (Goodwill) (Intangible assets) (Right-to-use assets)	32,451 (15,382) (7,019) (3,537) (2,618)	29,140 (15,222) (5,082) (3,451) (1,773)	3,310 (160) (1,936) (86) (845)	+11% (+1%) (+38%) (+3%) (+48%)
Liabilities (interest-bearing debt)	36,056 (29,683)	30,921 (26,100)	5,135 (3,583)	+17% (+14%)
Net assets	18,918	17,672	1,245	+7%
Total liabilities and net assets	54,975	48,594	6,381	+13%

Voluntary adoption of International Financial Reporting Standards (IFRS)

Objectives of voluntary adoption of IFRS

- **Facilitation of fund procurement**
Facilitate explanations of financial statements to overseas investors and expand fund-raising options
- **Peers comparison**
Compliance with international accounting standards facilitates comparisons with global peers.
- **Improved efficiency of business management**
By applying IFRS to all companies in the group, including overseas subsidiaries, indicators between companies will be unified, making business management more efficient.

JGAAP

Allowance for leave with pay

No special treatment

Evaluation method for unlisted stocks, etc.

Unlisted stocks, etc., for which it is difficult to determine the market value are left unchanged at acquisition cost (not marked to market), except in cases where they are impaired.

Accounting for goodwill

Amortization of goodwill arising as a result of M&A is not subject to amortization
Regularly amortized each fiscal year over a certain amortization period

Accounting for operating leases

BS	PL
No special treatment	Rents related to office and other lease contracts are recorded as expenses in the month they are incurred.

IFRS

Allowance for leave with pay

Provide for reserves based on the number of days of leave granted and the rate of use.

Evaluation method for unlisted, etc. stocks

All financial instruments, including unlisted stocks, etc., shall be valued at fair value by reasonably calculating their fair value.

Accounting for goodwill

Regular amortization is not implemented. However, a more rigorous evaluation (impairment test) of the value of goodwill generated as a result of M&A is conducted every fiscal year, taking into account the business conditions of the target business, future market environment, and other factors.

Accounting for operating leases

BS	PL
Present value of total rent is recorded in the balance sheet (assets and liabilities)	<ul style="list-style-type: none"> • Assets are amortized every fiscal year using the straight-line method. • Interest expense from liabilities is recognized each period.

FY2022.10 Assumptions for the full-year consolidated earnings forecast

FY2022.10 Budget Assumptions (Top Line)

Overall	↗	Increase sales and market share in all businesses
RENOSY Marketplace Online transactions	↗	Increase market share through aggressive marketing activities, continuing to expand sales. Secure business profits despite a certain amount of leeway for lower commission with priority given to expanding market share.
RENOSY Marketplace Subscriptions	↗	Increase sales in proportion to the number of online transactions. Promote DX and improve profitability as a standalone business.
ITANDI SaaS for real estate agencies	↗	Revenue pillar of the ITANDI. Further accelerate the pace of sales expansion by strengthening sales and other stuff/ other activities, while securing profits to fund investment.
ITANDI SaaS for management companies	↗	Continue to prioritize expanding market share rather than short-term profits as still in investment phase. Likely to see profits in 2-3 years.
New Business	↗	Establish business model by expanding and developing sales channels as still in business start-up phase.

FY2022.10 Budget Assumptions (Costs)

Overall	↗	Increase personnel for sales expansion, investment in business, and M&A strategy. Maximize the effective use of management resources and avoid incurring excess costs.
RENOSY Marketplace Online transactions	↗	Plan to increase number of employees by about 90 (up approx. 20%), mainly for sales. Costs required to expand market share, such as advertising costs, will increase.
RENOSY Marketplace Subscriptions	→	Although sales will increase, number of employees will increase slightly, and cost increases will be limited. Likely to see profits from the current fiscal year.
ITANDI SaaS for real estate agencies	↗	In order to expand sales, increase number of employees by about 15 (up approx. 35%) mainly in sales and customer service, making upfront investment to accelerate sales.
ITANDI SaaS for management companies	↗	Increase number of employees by about 50 (up approx. +55%) mainly in sales and customer service, continuing to make upfront investment to expand market share.
New Business	↗	After setting certain rules, determine increase/decrease in personnel and investment amount according to business progress.

Digital Reform Bills

■ What are the Digital Reform Bills?

The digital reform bills refer not just about one specific law but to several different laws. The Bill on Development of Related Laws to Form a Digital Society relaxes rules and regulations to facilitate future use of digital means.

■ The real estate industry needs to pay attention to the review of procedures for issuing documents and affixing seals

A total of 48 laws will be amended through this review.

It is hoped that digitization in the real estate industry will accelerate with the easing of regulations, such as contract procedures that previously had to be done either in person or by post.

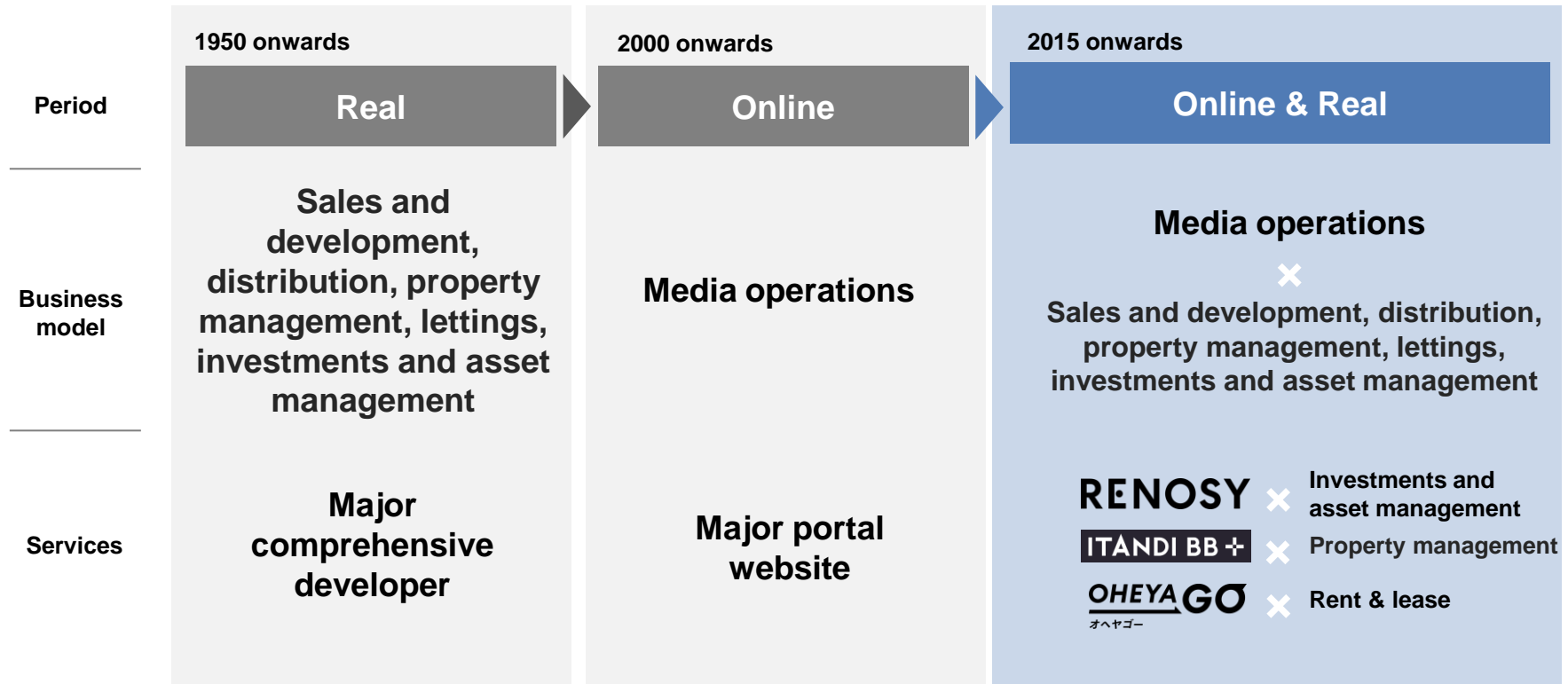
Government Trends in Bringing Real Estate Transactions Online

		Application	Contract			
		Application process	Explanation of important matters	Art. 35 documents	Rental/Sales agreement	Art. 37 documents
Previously	Standard issuing of contract documents must be on paper	✓	✓	✗	✓	✗
After enforcement	All online	✓	✓	✓	✓	✓

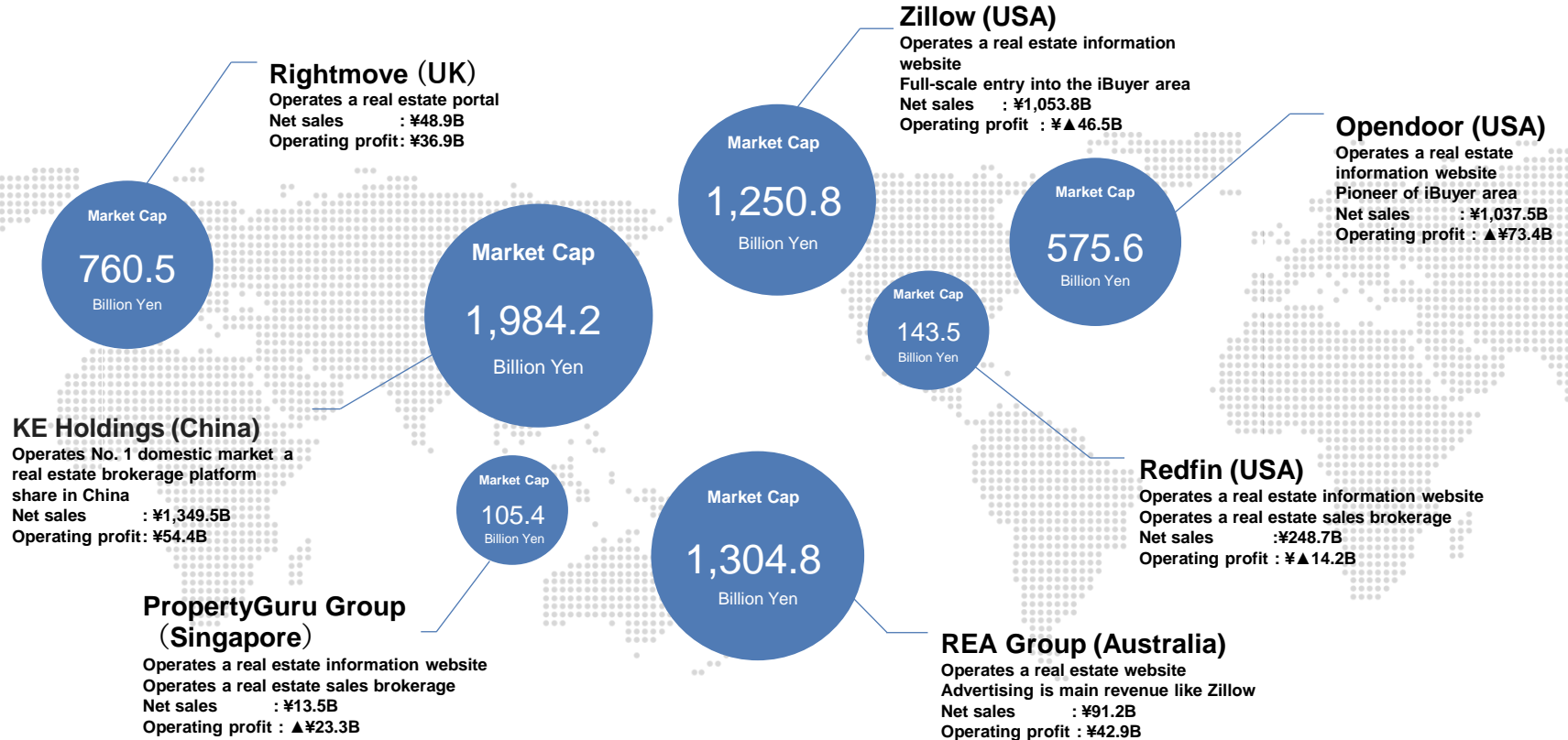
	Now	After Enforcement of Digital Reform Bills (Revisions scheduled for May 2022)
Issuing documents on important matters	The real estate broker must have a real estate transaction specialist issue documents to parties involved to explain important matters related to the real estate transaction up until the contract is concluded. If certain conditions are met, explanations can be given by means other than face-to-face, such as by video conferencing, but important matters must be provided on paper. Furthermore, the signature and seal of the real estate transaction specialist is required for the documentation explaining important matters.	With consent from other parties involved in the transaction, documentation on important matters can be provided in digital form instead of on paper. Furthermore, the signature and seal of the real estate transaction specialist is not required.
Issuing contract documents	When a contract is concluded, the real estate broker must issue a contract that describes the contents of the real estate transaction to each party. Furthermore, the signature and seal of the real estate transaction specialist is required for the contract.	With consent from parties concerned in the transaction, the real estate contract can be provided in digital form instead of on paper. Furthermore, the signature and seal of the real estate transaction specialist is not required for the contract.

Rental and purchase contracts can be completed digitally by digitizing documents and making contracts non face-to-face by putting them online.

GA technologies Group Unique Positioning



Market Scale of Prop Tech



Notes:

1. The numbers are based on the IR report released by each company
2. The price is based on the data validated until 19th, August, 2022
3. Currency exchange rate: 1 dollar =134.913 yen ,1 pond =163.111 yen,1 Australian dollar =90.018 yen (by 10th,August, 2022)

The Team Driving Our Technology

The team leading the way in solving real estate issues with technology, improving productivity and convenience in all real estate operations, and achieving technology-driven corporate growth.



**Shinpei
Noguchi**

COO

A graduate of Waseda University, he won a business contest organized by the university and gained work experience while still attending university.

After graduating, he established his second company, a web media company, and later sold it to a listed company. Joined ITANDI from the early stage, launched media business and SaaS, became CEO and committed to the revenue expansion.

- 2014 Joined ITANDI as executive officer
- 2018 Appointed as representative director of ITANDI
Appointed as executive officer of the Company
- 2019 Appointed as Chief Product Officer (CPO)
- 2021 Appointed as Chief Operating Officer (COO)



**Hiroshi
Tabuki**

CMO

Joined Imagineer after graduating from Meiji University.

Worked in planning and marketing. Engaged in business development and management at Kakaku.com. Served as marketing executive at an IT startup company. Had been working on the planning and the development of RENOSY Marketplace's system as well as the semi-auto system for the purpose of improving customer engagement at GA technologies.

- 2018 Joined the Company
Responsible for Product Planning and Marketing Division
- 2020 Appointed as Chief Marketing Officer (CMO)



Akira Endo

CTO

After graduating from Gakushuin University, he joined a leading securities system development company.

He served as the chief technology officer of a venture company specializing in reunion services. Later, he joined GungHo Online Entertainment and worked in system development. Had been working on the development and the operation of CRM, SFA that are assisting to improve the work efficiency of the sales at GA technologies.

- 2018 Joined the Company
Responsible for new graduate engineer training team
- 2020 Appointed as executive officer (CDO)
- 2021 Appointed as Chief Technology Officer (CTO)



**Hirohisa
Inamoto**

CAIO

Joined Ricoh after completing graduate school at Osaka University.

Engaged in R&D on image processing and recognition technology. In charge of launch of "theta360.biz" virtual reality service for real estate.

After joining GA technologies, developed floor plan auto description system by using AI and introduced AI/RPA to our procurement operation process.

- 2017 Joined the Company
Developed real estate service automation system utilizing AI/RPA.
- 2019 Appointed as Chief AI Officer (CAIO)
Appointed as Head of AI Strategy Center

Issues Addressed by the GA technologies Group

■ The issues with housing (real estate) include increasing vacancy ratio, aging housing stock, information asymmetry, non-transparent pricing and fees, an analog (non-digital) industry, vertical industry structure, and complicated transactions.

■ The GA Technologies Group is aiming to create highly transparent, smooth, user-friendly real estate transactions by utilizing technology to solve three of the above real estate issues, namely: analog, information asymmetry, and user experience. By tackling these problems, we also hope to solve some of the broader social issues.

Solutions to social issues

- Contributing to the SDGs through business (reducing emissions by digitizing documents, etc.)
- Getting prepared with real estate in an age of longevity (asset formation)
- Housing problems due to declining birthrate and aging population

Solutions to real estate issues

- Low productivity analog work
- Information asymmetry
- Poor user experience

GA technologies Group Sustainability Strategy

Consideration for the global environment

Contribution to sustainable urban development

Creating a safe and secure trading environment

Creating rewarding workplaces

Contributing to society through sports

Strong governance and compliance



Efforts for ESG ~Environment~

Environment conscious business activities

Consideration for the global environment



By contributing to the real estate industry through the digitization of real estate transactions in-house (GA technologies) and SaaS services provided through the ITANDI, the amount of paper generated in real estate transactions has been reduced by about 6.55 million sheets per year. Contracts can be fully digitized since after the digital contract law revision.

Reduction of 7.94 million sheets of paper for the Group
(One year from April 1, 2021 to March 31, 2022)



Contribution to sustainable urban development



Measures have been developed based around three sustainability themes to contribute to sustainable urban development through revitalization and minimum renovation of pre-owned real estate, mainly at GA technologies and RENOSY ASSET MANAGEMENT.

Pre-owned condominium sales*



Participation in the implementation of video conferencing for explanations for new tenants promoted by MLITT*



Reducing vacancies with minimum renovation for rental condominiums



Before

After

Efforts for ESG ~Social~

Contribute to society and fulfill our responsibility to create the future through our business activities

Creating a safe and secure trading environment



The GA Group aims to conduct highly transparent real estate transactions with technology, providing the following trading platforms and systems to improve market soundness.

OHEYAGO

Property website with no listings for properties already concluded



MORTGAGE GATEWAY

Loan screening platform to prevent data tampering

MORTGAGE GATEWAY by RENOSY

Contributing to society through sports



We support people who continue to challenge themselves to achieve their dreams in the field of sports by supporting professional sports teams, educational institutions, and hiring para-athletes. We also work to foster a sports culture within the company.

Kawasaki Frontale top sponsor



Para-athlete employees



Sports Yell Company



Creating rewarding workplaces



Various systems and initiatives have been implemented to allow a diverse range of work styles and encourage active participation so that employees can work with pride and enthusiasm. Such efforts have been highly rated.

Selected as best company in the medium-sized business category in the Best Workplaces awards



Awarded 3.5 stars in the Nikkei Smart Work Management Survey



Efforts for ESG ~Governance~

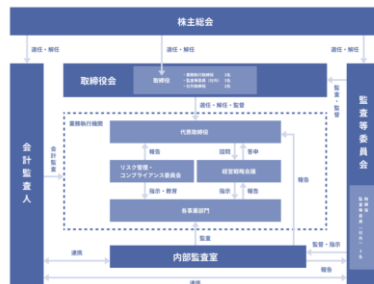
Creating new value through technology x innovation while managing with good governance

Building a governance system



In order to achieve sustainable development and maximize corporate value, the Group will carry out sound and transparent management that respects all stakeholders and will enable prompt and rational decision-making and business execution. We will strive to build an internal system. Compliance training and stuff also been conducted on a regular basis

Outline of the Company's Corporate Governance System



Strengthening governance in the security field



In addition to the existing governance system, a team in charge of incident response called GA-CSIRT (Computer Security Incident Response Team) has been established. The GA Group is also joining the Nippon CSIRT Association and strengthening its focus on cybersecurity.



Efforts for ESG ~Governance~

Board of Directors based on Governance and Diversity



The majority are outside directors due to strengthened governance of the Board of Directors. Moreover, in view of the diversity of management and the globalization of economic activities, the Board is composed of directors who are diverse in terms of gender, nationality, and age, etc.

3 internal directors



**Ryo
Higuchi**

Managing Director,
Member of the Board
& CEO



**Fumio
Sakurai**

Vice President,
Member of the Board



**Dai
Higuchi**

Member of the Board



**Ken
Kutaragi**

Outside Director



**Piotr Feliks
Grzywacz**

Outside Director



**Tomohisa
Matsuba**

Outside Director
(Auditory and supervisory
committee member)



**Toshiro
Kuwabara**

Outside Director
(Auditory and supervisory
committee member)













**Saori
Sato**

Outside Director
(Auditory and supervisory
committee member)

Group Companies



		Shareholding ratio	M&A/ Establishment Date ^{*1}	Business
	ITANDI, Inc.	100%	2018.11	Provide the SaaS system "ITANDI BB" for rental companies and the self-viewing room search service "OHEYAGO"
	RENOSY PLUS Co., Ltd. ^{*2}	100%	2020.1	Provides brokerage services for luxury rental properties in the 23 wards of Tokyo
	RENOSY FINANCE Inc.	100%	2018.11 Established	Provide one-stop lending service for renovation expenses
	RENOSY X Co., Ltd.	100%	2019.11 Established	Provides mortgage application platform services and SaaS-type services for BtoB to promote DX in real estate operations
	RENOSY ASSET MANAGEMENT Co., Ltd. ^{*3}	100%	2018.11	Providing property management, customer success, renovation and other services for property owners and tenants
	Shenjumaosuan Co., Ltd.	100%	2020.9	Provides an operating website for "Shenjumaosuan," a platform for matching Chinese investors with Japanese real estate
	GA technologies (Shanghai) Co., Ltd	100%	2020.9	Providing technical services, technology development, and technical consulting in the areas of information technology and computer technology
	Partners Co., Ltd.	100%	2021.6	Strength in direct procurement, providing crowdfunding, insurance business, real estate brokerage business, and rental management business, etc
	Ricordi Co., Ltd.	100%	2022.3	Providing new asset management condominium sales and leasing, renovation and sales of existing homes, etc
	RENOSY(Thailand) Co., Ltd. ^{*4}	100%	2022.5	Operation of "dearlife by RENOSY", a rental search platform in Thailand, providing brokerage services for high-end rental properties mainly in Bangkok and Sriracha for Japanese and foreigners.

^{*1} M&A period for those not listed as establishment ^{*2} Company name changed from 'Modern Standard Inc.' on April 1 2022

^{*3} In May 2020, the company name was changed from Regal Rental Assurance Co., Ltd to RENOSY ASSET MANAGEMENT Co., ^{*4} Indirectly holds 100% of voting rights

Company Overview

Established	March 12, 2013
Head Office	40F Sumitomo Fudosan Roppongi Grand Tower, 3-2-1 Roppongi, Minato-ku, Tokyo
Capital	7,225,767,228 Yen (July. 31, 2022)
Number of employees*1	915 (July. 31, 2022)
Business Description	<ul style="list-style-type: none"> • Development and operation of the online real estate service platform “RENOSY” • Development of SaaS type of BtoB PropTech products
Directors	<p>President, CEO and Representative Director: Ryo Higuchi</p> <p>Vice President, Member of the Board: Fumio Sakurai</p> <p>Member of the Board: Dai Higuchi</p> <p>Outside Director: Ken Kutaragi, Piotr Feliks Grzywacz</p> <p>Director, Audit & Supervisory Committee Member: Tomohisa Matsuba (outside), Toshiro Kuwabara (outside), Saori Sato (outside)</p>

Note: 1. Excluding officers, contract employee, part-time workers, and interns at consolidated subsidiaries.

Disclaimer

This material contains forward-looking statements, which are based on current expectations, forecasts and assumptions that involve risks.

These forward-looking statements contain uncertainties, and actual results may differ substantially from these statements.

These risks and uncertainties include general industry and market conditions as well as Japanese and international economic conditions such as changes in interest rates and exchange rates.

GA Technologies has no obligation to update or correct the forward-looking statements contained in this material, regardless of any new information, future events, etc.

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