

# Robot Home

A life with Robot Home can change the world.

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## Robot Home, Inc. FY2022 3Q FINANCIAL RESULTS

November 2022 Robot Home, Inc. (TSE Prime:1435)

- 1 FY2022 3Q Financial Results Overview**
- 2 Robot Home Growth Strategy**
- 3 Appendix**

# 1. FY2022 3Q Financial Results Overview

## Company overview

<b>Name</b>	Robot Home, Inc.	<b>Businesses</b>	AI/IoT business
<b>Head office</b>	7-4-15, Ginza, Chuo-ku, Tokyo		PM platform business
<b>Established</b>	January 23, 2006		income club business (*)
<b>Representative</b>	Daisaku Furuki, Representative Director/CEO	<b>Subsidiaries</b>	Residence kit, Inc.
<b>Capital</b>	7,470 million yen (Including capital surplus)		TABICT, Inc.
<b>Employees</b>	192 persons (consolidated basis / full-time employees / as of September 30, 2022)		Sunassu Co., Ltd.
			income club Inc.
			IDC Inc.
			Next Relation, Inc.

\* Real estate consulting business changed its name to income club business.

## Business development

### Development of three businesses leveraging AI and IoT technological capabilities

#### AI / IoT business

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- Service to support development, sale, and installation of AI and IoT
- Comprehensive DX support service

#### PM platform business

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- PM platform leveraging AI and IoT

PM business /  
guarantee business /  
maintenance business

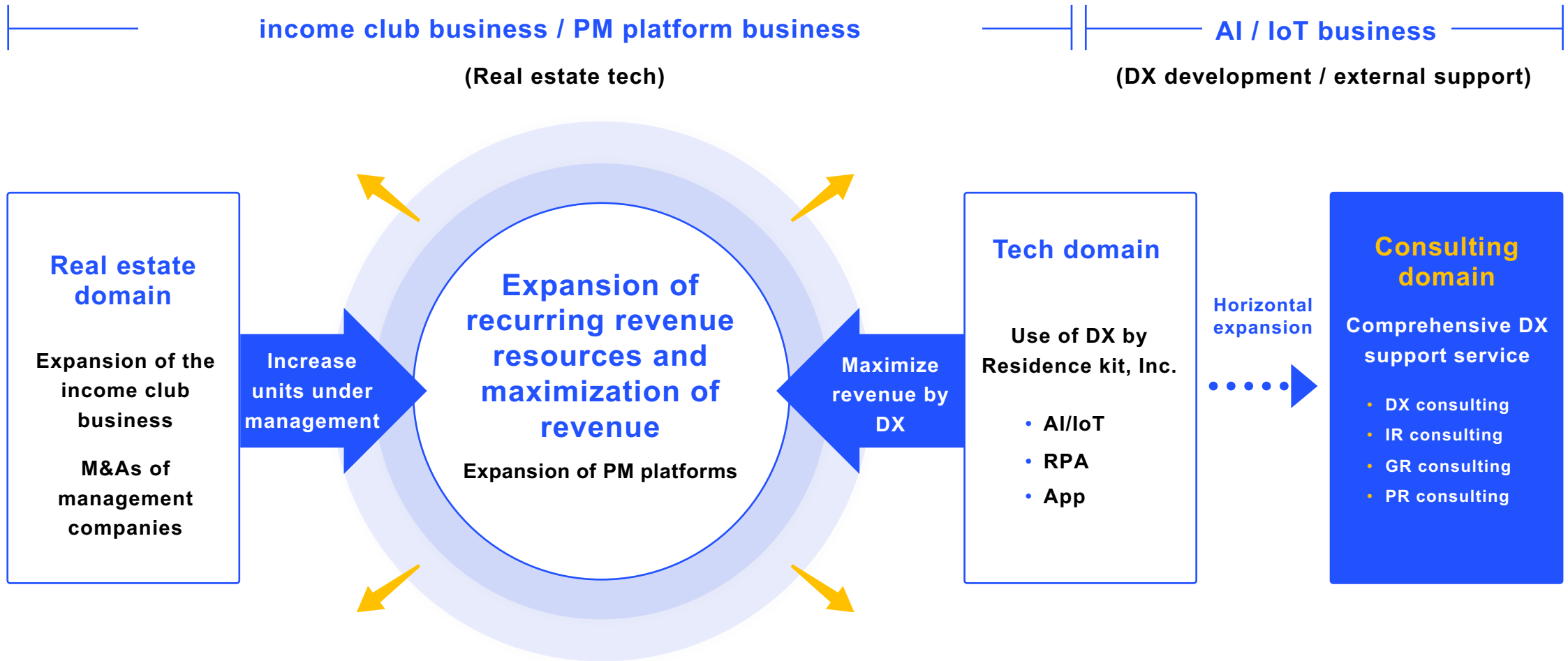
#### income club business<sup>(\*)</sup>

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- Consulting, planning and development of real estate
- Development and operation of income club

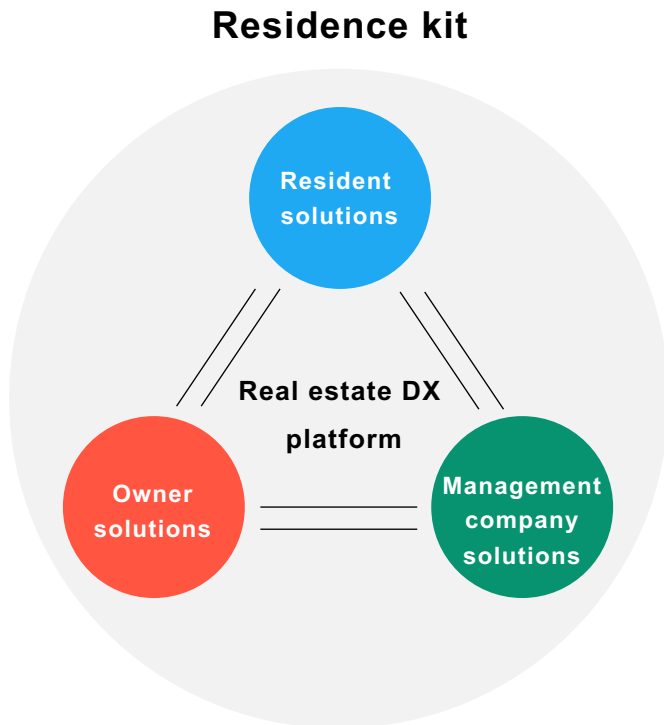
\* Real estate consulting business changed its name to income club business.

## Expansion of knowledge in the real estate and technology domains to the DX domain



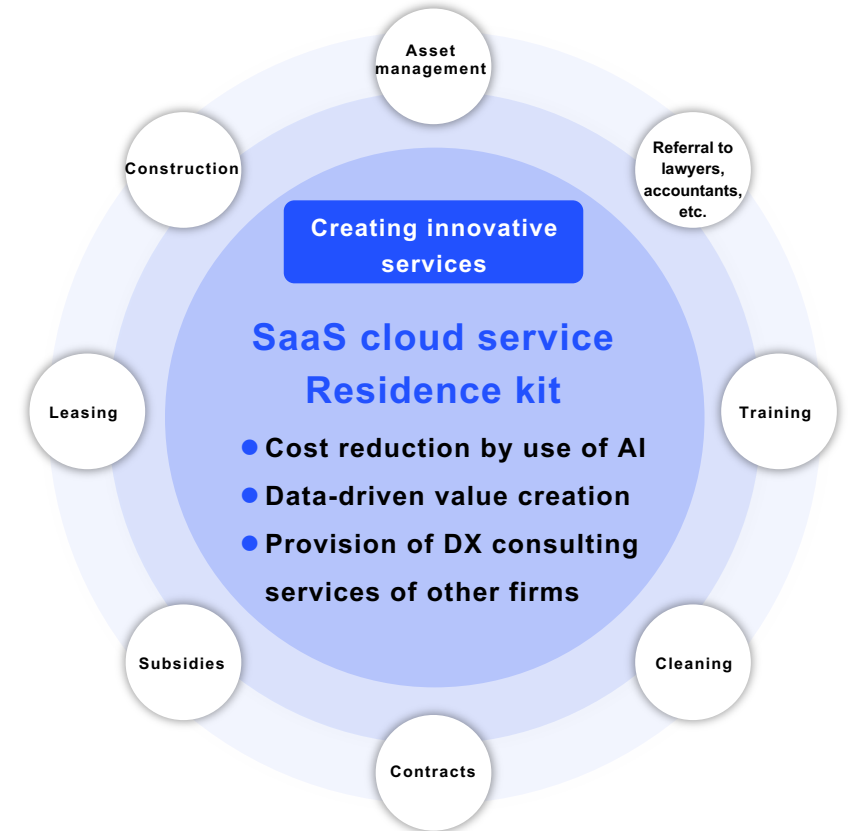
## Aiming to become a leading company in SaaS for rental property management

In order to achieve further growth as a DX company in the medium to long run, the Company will further enhance the DX platform in the property management domain and create innovative data-driven services.



#### On agenda

- Enhance the system for DX
- Establish an Intelligent PM Center
- Hire around 100 IT personnel



## FY2022 3Q Highlights

- Increased both net sales and operating profit by sustainably expanding revenue of “stock business” (subscription)
- Steady progress in strategic IT investment to further enhance the system for DX
- Start of joint development of an intercom system with Panasonic
- Established a subsidiary “Next Relation, Inc.” due to increasing demand for PA consulting
- Newly developed a brand of housing with rentals “CRASTINE withome”



## Consolidated statements of income

(Unit: million yen)	FY2021 3Q	FY2022 3Q	YoY Change
<b>Net sales</b>	2,166	3,743	1,577
<b>Gross profit</b>	1,747	2,138	390
<b>Selling, general and administrative expenses</b>	1,433	1,764	331
<b>Operating profit</b>	314	374	59
<b>Ordinary profit</b>	364	406	42
<b>Profit attributable to owners of parent</b>	296	329	33

\* The figures for FY2021 2Q are reported in compliance with the new revenue recognition accounting standard.

- Increased both net sales and operating profit by sustainably expanding revenue of “stock business” (subscription)
- Steady progress in strategic IT investment to further enhance the system for DX

## Segment Information

	(Unit: million yen)	FY2021 3Q	FY2022 3Q	YoY Change
AI/IoT business	Net sales	277	288	11
	Operating profit	114	175	61
PM platform business	Net sales	1,546	1,974	428
	Operating profit	889	943	54
income club business	Net sales	343	1,492	1,149
	Operating profit	▲50	55	105

\* The figures for FY2021 2Q are reported in compliance with the new revenue recognition accounting standard.

- Net sales and operating profit increased in the AI/IoT business due to the contribution to revenue by comprehensive DX support service
- Net sales and operating profit increased in the PM platform business due to expansion of service into domains related to PM
- Operating profit recorded a surplus in the income club business due to its full-scale operation

## Consolidated balance sheets

(Unit: million yen)	December 31, 2021	End 3Q, FY 2022	YoY Change
<b>Current assets</b>	8,015	8,024	8
<b>Cash and deposits</b>	4,648	3,943	▲705
<b>Inventories</b>	2,798	3,586	788 (*)
<b>Non-current assets</b>	1,889	2,326	436
<b>Total assets</b>	9,905	10,350	445
<b>Liabilities</b>	2,378	2,845	467
<b>Interest-bearing debt</b>	367	582	215
<b>Net assets</b>	7,527	7,504	▲22
<b>Total liabilities and net assets</b>	9,905	10,350	445

- Increase in inventories portfolio for the next growth phase (\*)
- Equity ratio: 72.3%
- Repurchase of the Company's own shares worth ¥99 million
- Dividend of surplus: ¥180 million

## 2. Robot Home Growth Strategy

## Panasonic and Residence kit jointly develop an intercom system that can be linked with an tenants' app for rental housing

### Panasonic and Residence kit jointly develop an intercom system that can be linked with an tenants' app for rental housing

An app developed by Residence kit, Inc. “Residence kit for Customer (hereinafter the “Tenants’ app”)” can not only operate IoT devices but also communicate with a management company managing tenants’ properties, and has been used by over 24,000 tenants in total. In the joint development, Residence kit, Inc. will link the app with an apartment intercom device developed by Panasonic, and Panasonic will develop software for the intercom device to link the system with the app. The intercom system developed by Panasonic will serve as an automatic fire alarm system for apartments, and will be able to be introduced in mid- and large-scale apartments as well as housing complexes developed by the Company.

Residence **kit** for Customer

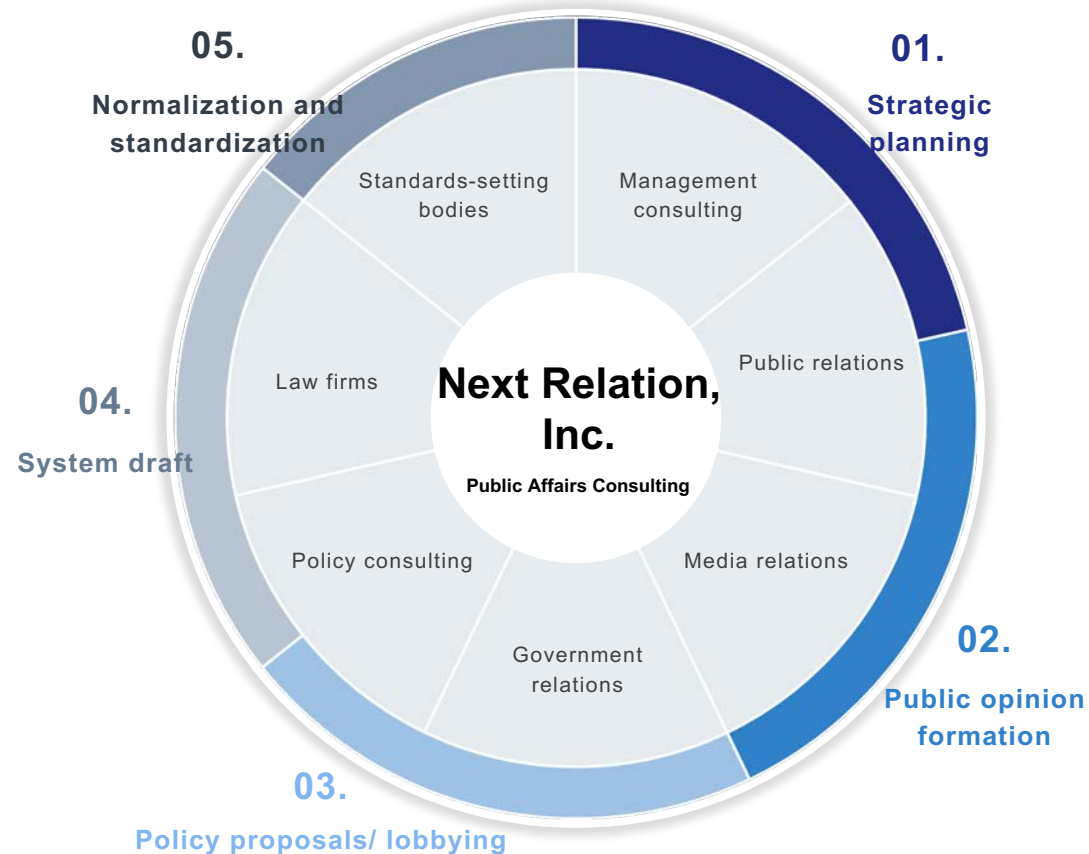


Residence kit for Customer (Tenants’ app) and an apartment intercom device made by Panasonic

## Notice regarding the establishment of a subsidiary

**Established subsidiary “Next Relation, Inc.” on August 15, 2022 amid increasing demand for PA (public affairs)\* consulting in DX integration support services.**

Utilizing our track-record in the development and application of a variety of different real estate x IT products, the Company has rolled out a range of DX integration support services. Among those services, demand for public affairs consulting in particular has expanded. The public affairs business is a growth industry that is essential to the creation of new markets, and we believe that its expansion will contribute to the improvement of medium- to long-term corporate value across the entire Group. We hope that the establishment of this subsidiary will realize further business growth by clarifying the profit to be generated through the public affairs business.



\* Public Affairs (PA) is a methodology for building the external environment needed for the creation of new markets, the implementation of new technologies in society, and the growth of new services and products.

## The Company newly developed a brand of housing with rentals “CRASTINE withome”

### New concept of responding to various potential needs other than investment

Since its foundation, the Company has planned a designed IoT apartment exclusively for wooden apartments. “CRASTINE withome,” a brand of housing with rentals developed by the Company, is a new brand named by adding “withome,” a coined word made by combining “With” and “Home,” to CRASTINE, a series developed by the Company. This brand has been developed with a concept of responding to various potential needs not only for owning an investment apartment but also for a two-family house and a teleworking space for an owner. The rented portion is also equipped with IoT devices that are installed in standard properties developed by the Company, such as an automatically locked intercom system that can enable tenants to respond to visitors even when away from home, a smart remote controller that can control various home appliances and a sensor that notices opening and closing of windows, to ensure high convenience and security for tenants. The first property of this brand was already sold out, and will be completed in September, 2022.

# CRASTINE

withome



## Announcement on receiving the highest rating for “BELS Certification” and standardization of specifications

“CRASTINE +e,” an investment apartment with superior energy-efficiency performance, received the highest rating in the “Building-Housing Energy-efficiency Labeling System (BELS).” The Company has determined to make “CRASTINE +e” a standard specification for its properties to be developed.

“CRASTINE +e”, the highest five-star rated apartment for its energy-efficiency, becomes a standard specification for our properties

The first property of “CRASTINE +e,” which is an investment apartment with superior energy-efficiency performance developed by the Company, received the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS) under which a third-party organization evaluates the energy-efficiency performance of buildings in accordance with evaluation standards provided by the Ministry of Land, Infrastructure, Transport and Tourism (MLIT). The Company continues to promote its environment-friendly initiatives such as reduction of CO<sub>2</sub> emissions to create a sustainable society by making “CRASTINE +e” a standard specification for its properties to be developed.

- CRASTINE +e’s logo

CRASTINE +e

- About BELS



BELS is a public certification system that evaluates buildings’ energy-efficiency performance on a five-scale rating that real estate agents and certain other parties are required to make efforts to label under the Act on the Improvement of Energy Consumption Performance of Buildings (Building Energy Efficiency Act) enforced in April 2016.



## income club business: changing gears into a high inventory turnover business

Launching the development of a new income club platform and app

# income club

A new investment experience using technology to enable end-to-end online real estate investing

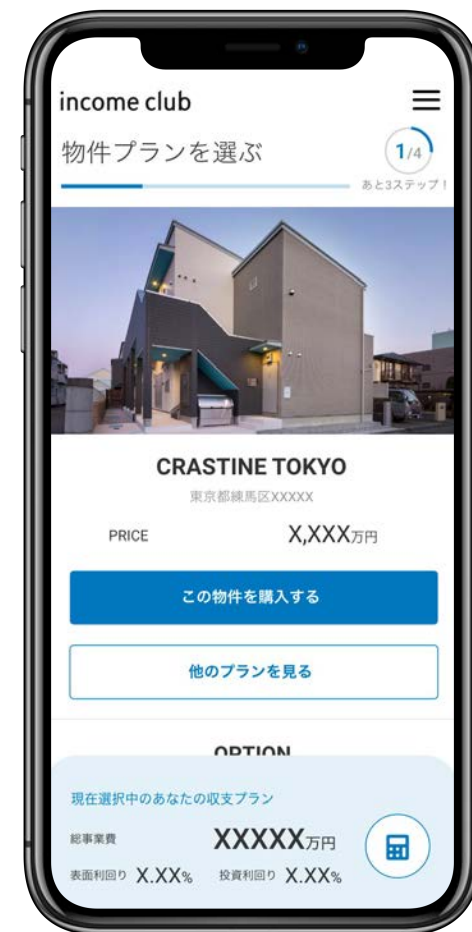
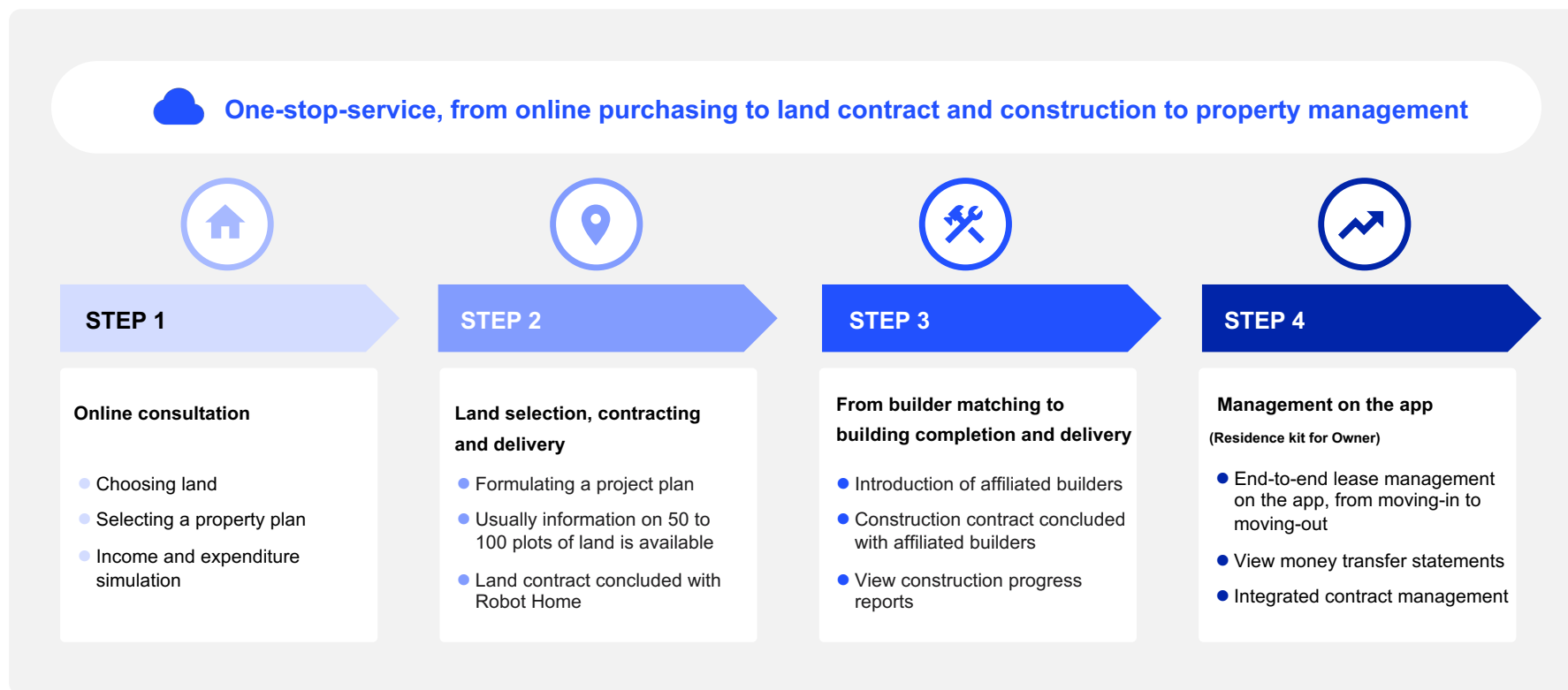


Illustration of the app screen

# AI / IoT business

Net sales

**¥288**million

Operating profit

**¥175**million

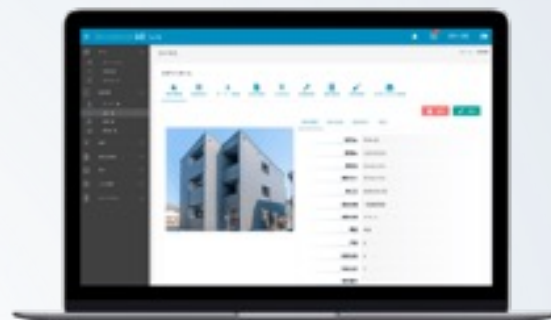
## Outline of IoT platform for rental housing, “Residence kit”

Providing a platform that leverages **AI/IoT technologies** to connect all players – residents, owners, leasing agents and leasing management companies – **with the aim of automating real estate management.**

**Assets** × **AI / IoT**

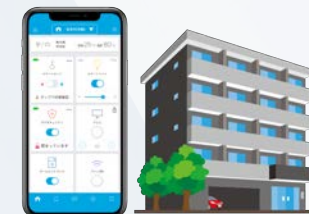
Increasing asset value by utilizing AI/IoT

Residence **kit**  
for PM



Residence **kit**  
for Customer

Move-in



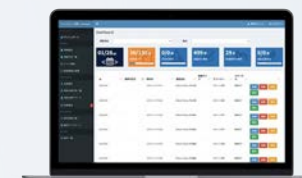
Residence **kit**  
for Owner

Ownership



Residence **kit**  
for Maintenance

Maintenance

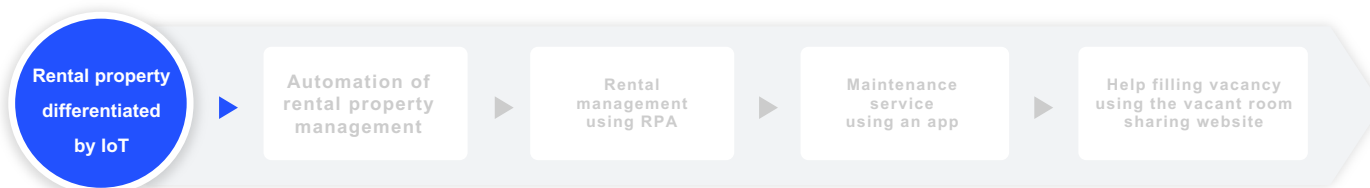


Residence **kit**  
for Agent

Receipt of move-in request

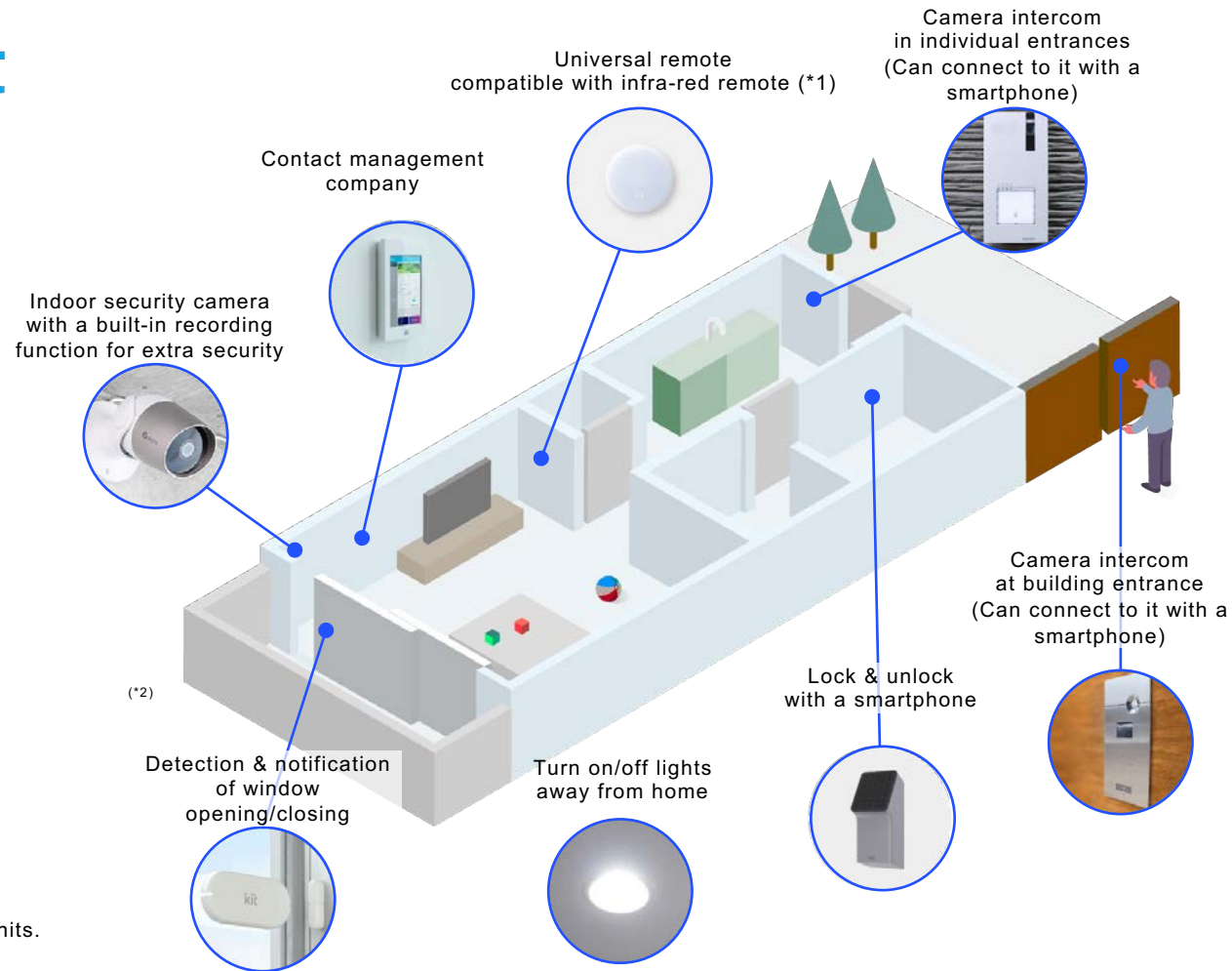


# Room with IoT devices controlled easily with a smartphone



Residence **kit**

for Customer



Introduced in more than **10,000 units** and continues to increase steadily.

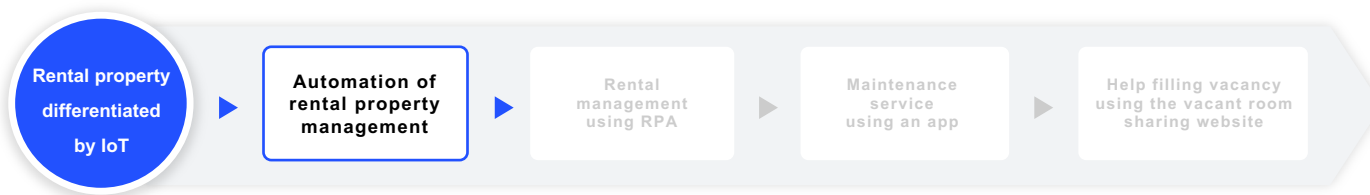
Number of units that introduced IoT

**10,345**

(As of September 30, 2022)

\*1 Some functions may not be available in all units.  
\*2 The apartment layout is a sample.

# Owners can manage rental housing operations with the app



## Residence **kit** for Owner



Receipt of a move-out request



Confirmation of work details



Preview status



Receipt of move-in request



Online contract signing



Contact with the management company is also easy with the chat function on the app.

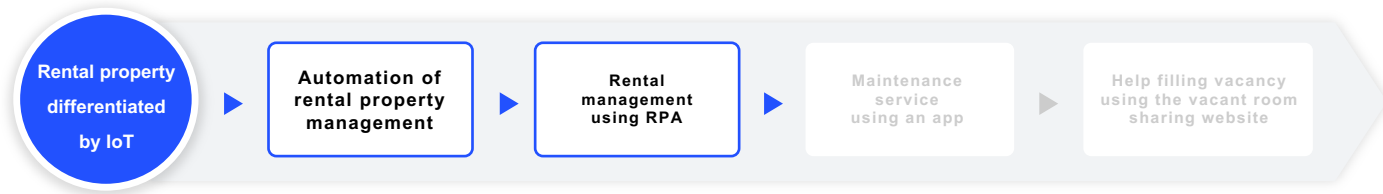
App helps owners manage their rental properties, from previews to collecting rents and placing orders to suppliers, etc.

Number of owners

# 1,992

(As of September 30, 2022)

# Management companies can streamline operations with RPA



## Residence **kit** for PM

### Manage moving-in/moving-out

Receipt of move-in/move-out requests, receipt of repair requests, making orders, management of history

### Manage information

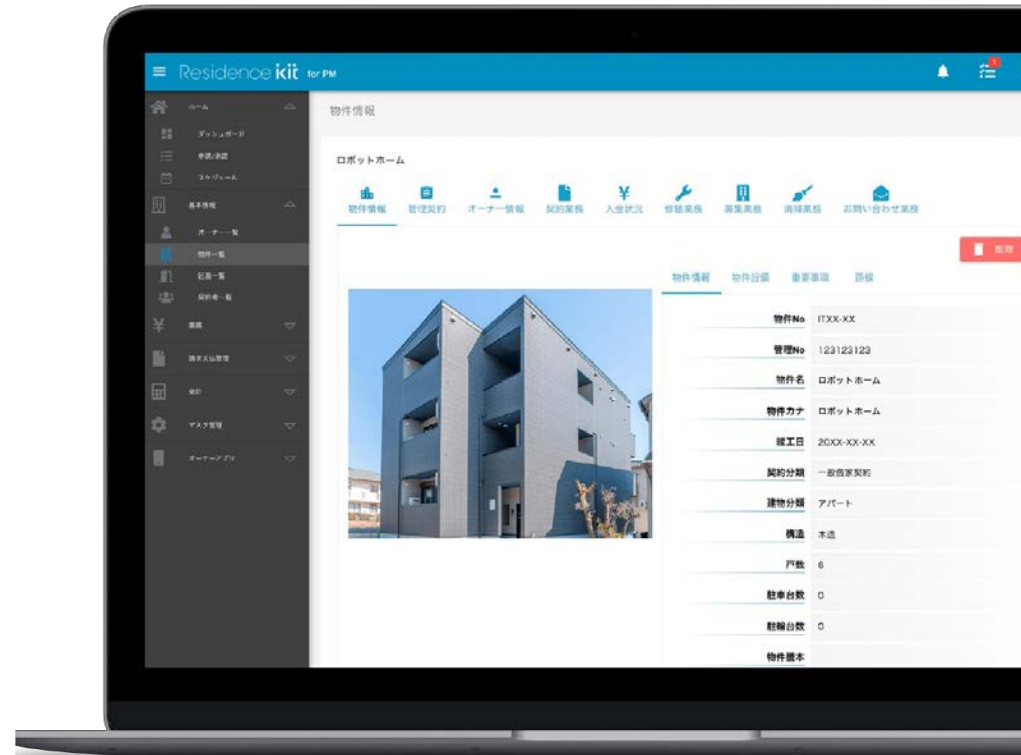
Management of property information, management of and search for owner information

### Management of remittance history

Management of rent payment, remittance to owners, management of vendor billing

### Management of documents

Management of contracts, remittance statements, and bills



Reduces vacancy risk and improves service quality by streamlining operations utilizing RPA.

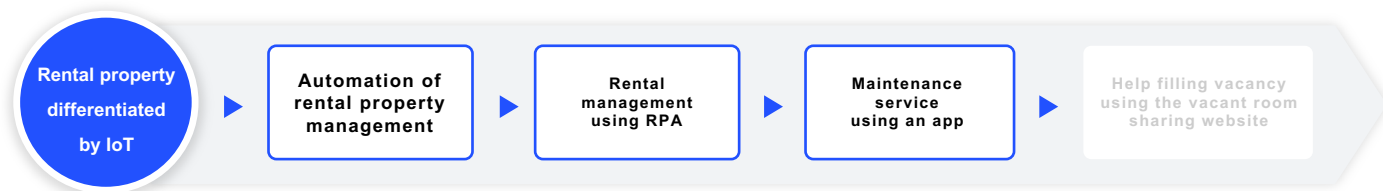
Number of units that introduced RPA

# 25,409

(As of September 30, 2022)



## Efficiency improvement in cleaning, inspection, etc. using an app



# Residence **kit** for Maintenance

Centralized management of maintenance service realized through the in-house developed cleaning app

### Optimized routes

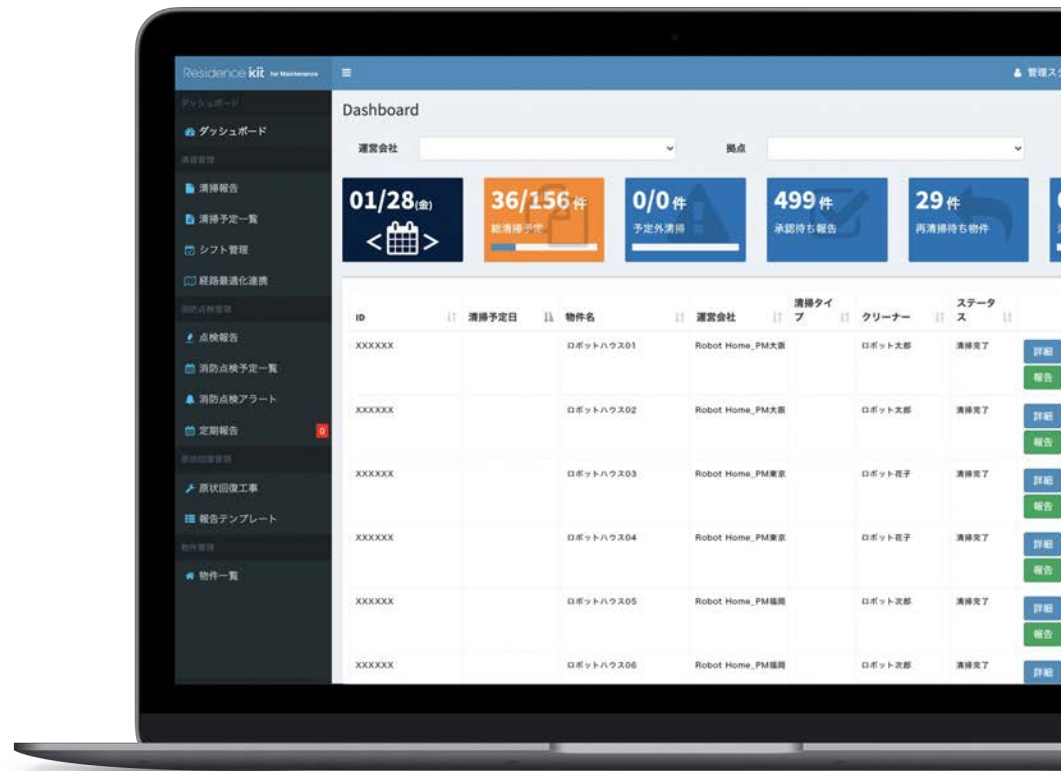
Maximally efficient routes are presented to janitors.

### Automatically generated reports

Quality is maintained through completion reports with images attached.

### Management screen

The cleaning status can be confirmed at a glance.



Operational efficiency improvement and service quality improvement through the leverage of technology in the maintenance domain

Walk-around cleaning

**117,262** times

Fire-fighting inspection

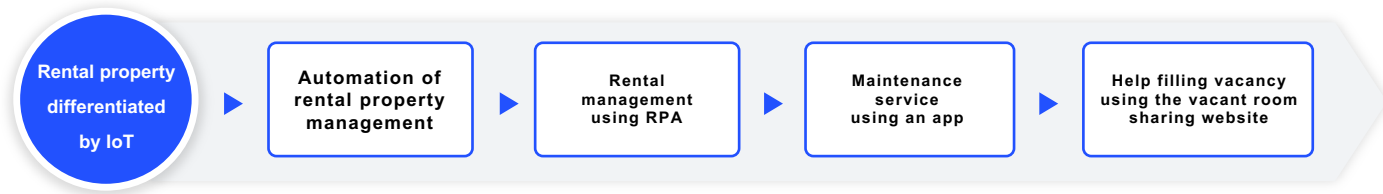
**11,220** times

Restoration work

**6,851** cases

(As of September 30, 2022)

# Agents can find tenants more efficiently through the vacant room sharing website



Residence **kit** for Agent

Management companies

Post and update latest information



Agents

See latest information

Number of registered agents

**6,747**  
registered agents in

**22**  
prefectures nationwide

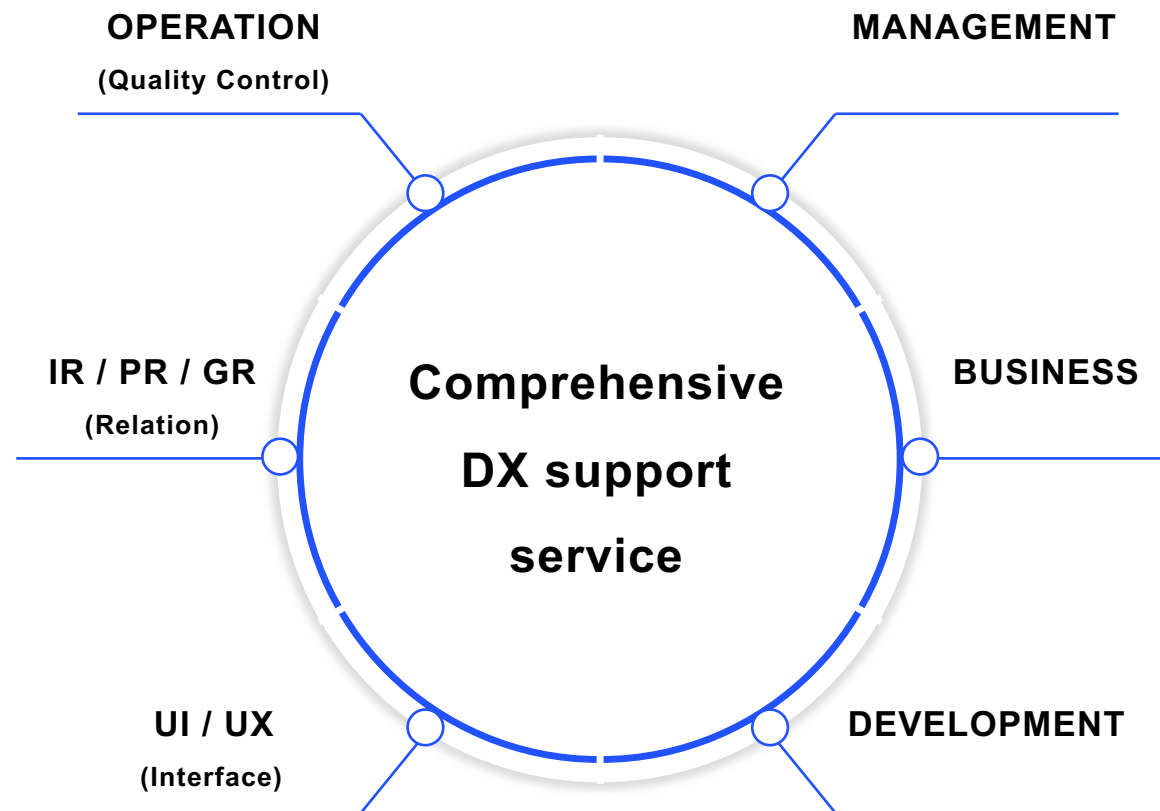
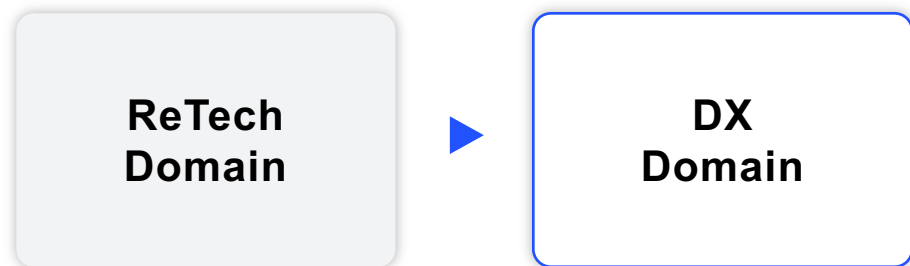
(As of September 30, 2022)



## Overview of comprehensive DX support service

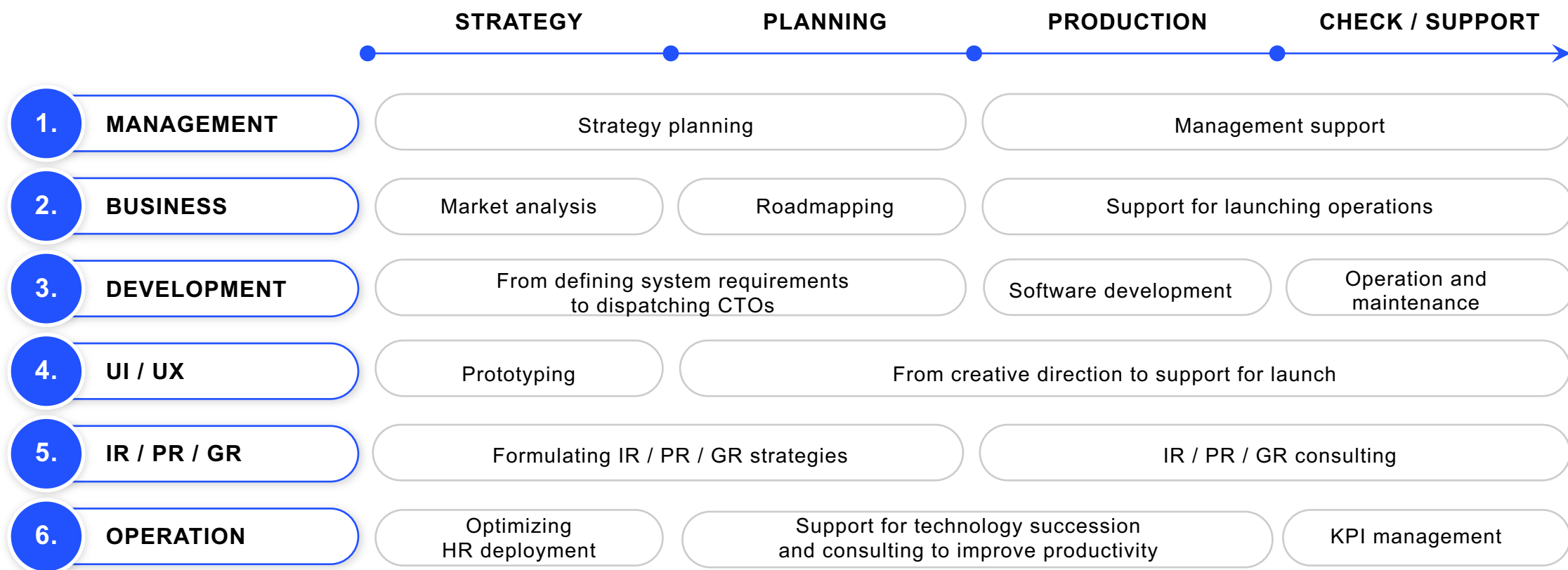
**Launched a comprehensive DX support service drawing on our experience of developing and running various in-house products combining real estate and IT**

The service will support a wide range of activities including management strategy planning, designing concepts and defining requirements for service development, IT system development, and PR activities.



## Overview of comprehensive DX support service

### Six facets to support companies that need help in promoting DX.



## Current clientele of comprehensive DX support service

**Current clientele: 28 companies.** (As of September 30, 2022)



SONIC SYSTEM Co., Ltd



INNOVATION DESIGN



\*Shown above are clients that gave permission to be named.

# PM platform business

Net sales

**¥1,974**million

Operating profit

**¥943**million

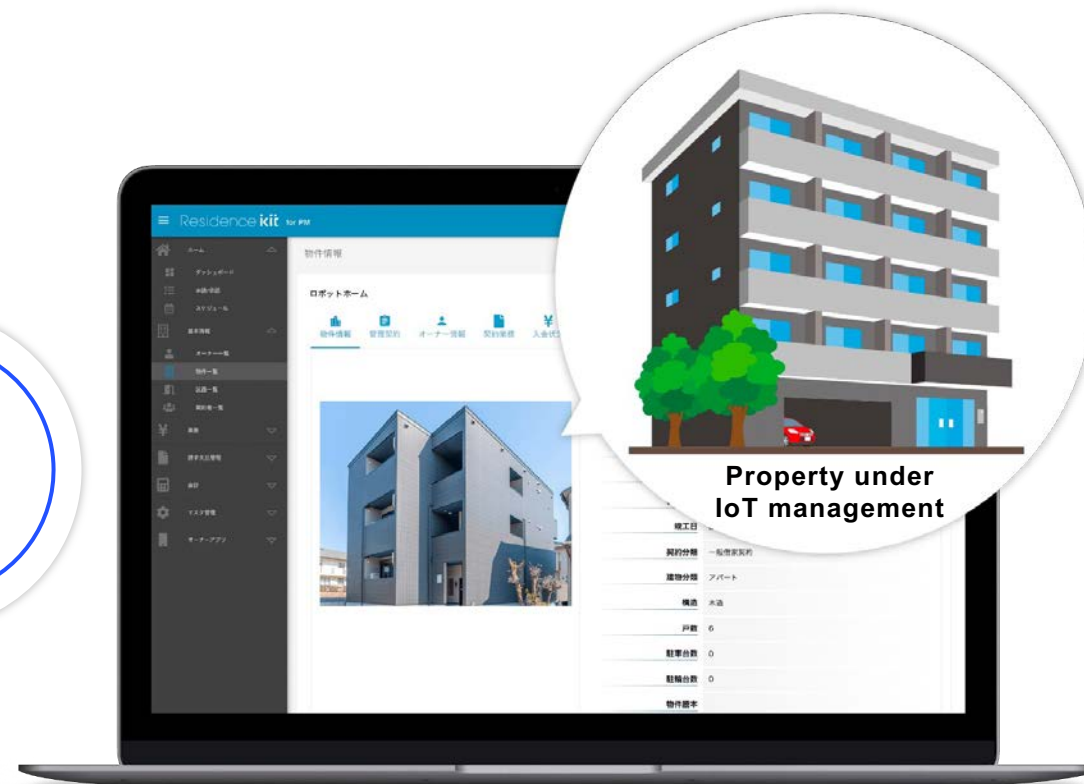
## PM business utilizing technologies including AI / IoT



**Tenants' app**  
(Residence kit for Customer)

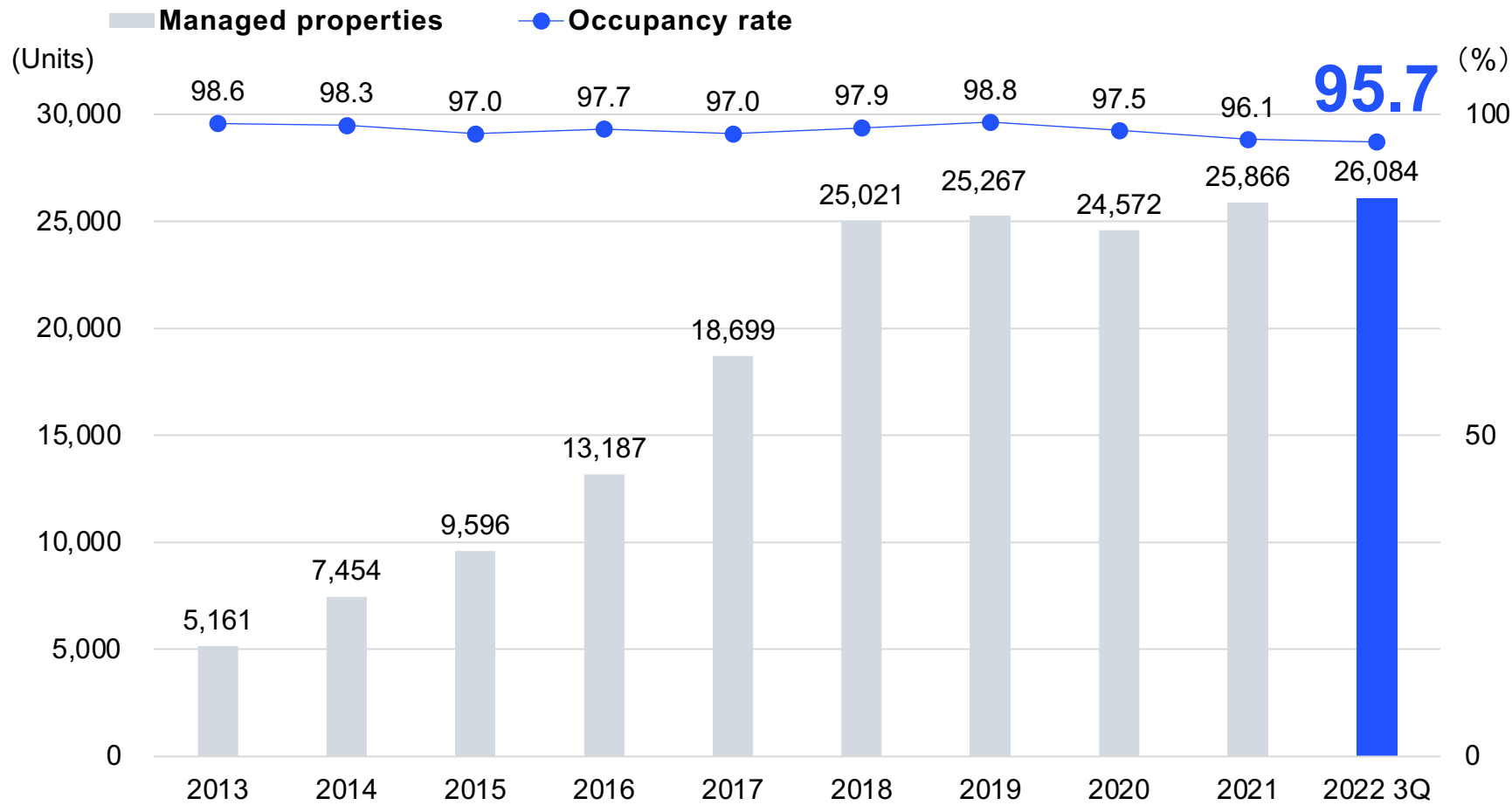


**Owners' app**  
(Residence kit for Owner)



**RPA tool for management companies**  
(Residence kit for PM)

## Stable recurring income that maintains high occupancy rate



\*Occupancy rates for 2016 and earlier are figures for Company-managed and constructed properties only.

Occupancy rate of **95.7%**. Keep high occupancy rates

Managed properties

**26,084 units**

Occupancy rate

**95.7 %**

(As of September 30, 2022)

## Sustainable expansion of profit foundations

### Measures to increase units under management

- Raise awareness through delivering advertisement
- Management contracts following proposals of IoT utilization to real estate developers
- Management contracts following sales of IoT to real estate owners
- Expansion through M&As of other management companies

### Expanding Company-guaranteed share

**16,336** units

**26,084** units

(As of September 30, 2022)

### Improvement of the profitability through a shift to in-house production in the maintenance domain

Walk-around cleaning	Fire-fighting inspection	Restoration work
<b>39,195</b> times	<b>3,177</b> times	<b>3,103</b> cases

(As of September 30, 2022, during the nine months ended September 30)

# income club business

Net sales

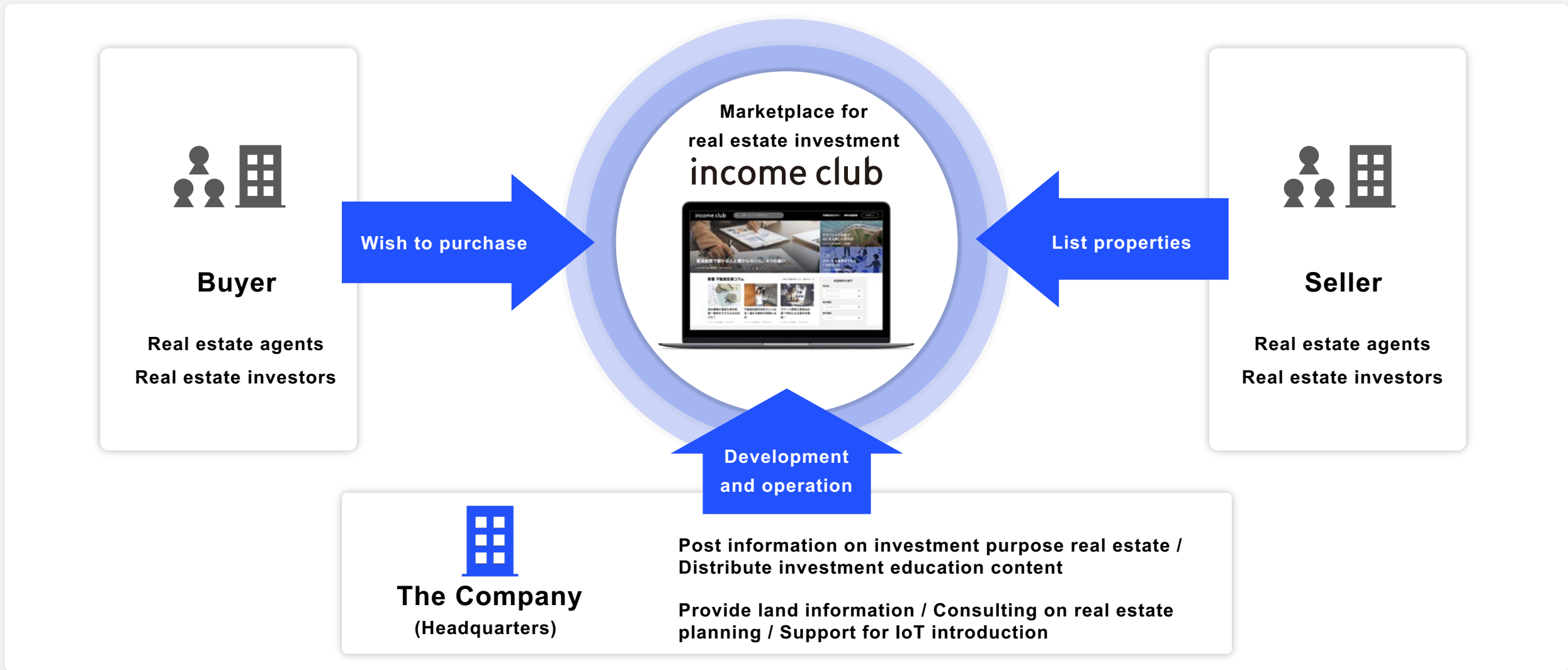
**¥1,492**million

Operating profit

**¥55**million



## Business overview of income club

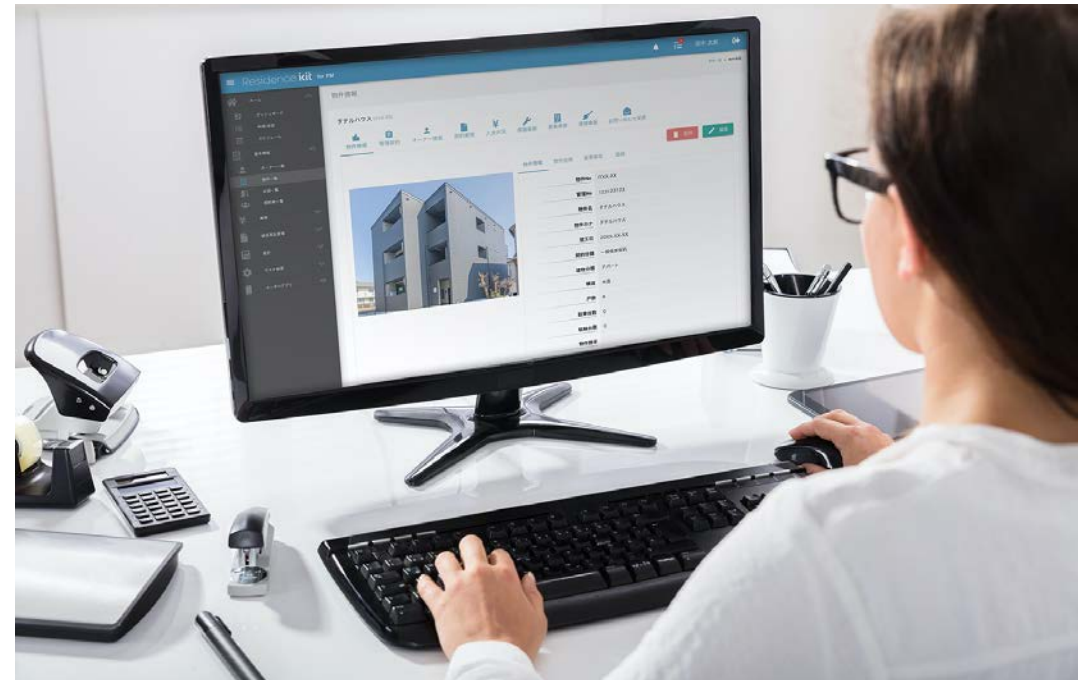


## Our SDGs initiatives

**Contribute to building comfortable cities through rental housing management services that take advantage of RPA and human resources**



Contribute to building comfortable cities by streamlining operations with RPA and providing high-quality services. Take a tenant-first approach to enhance readiness for responding to requests by further expanding the rental housing management domain and developing a total support structure for rental management.



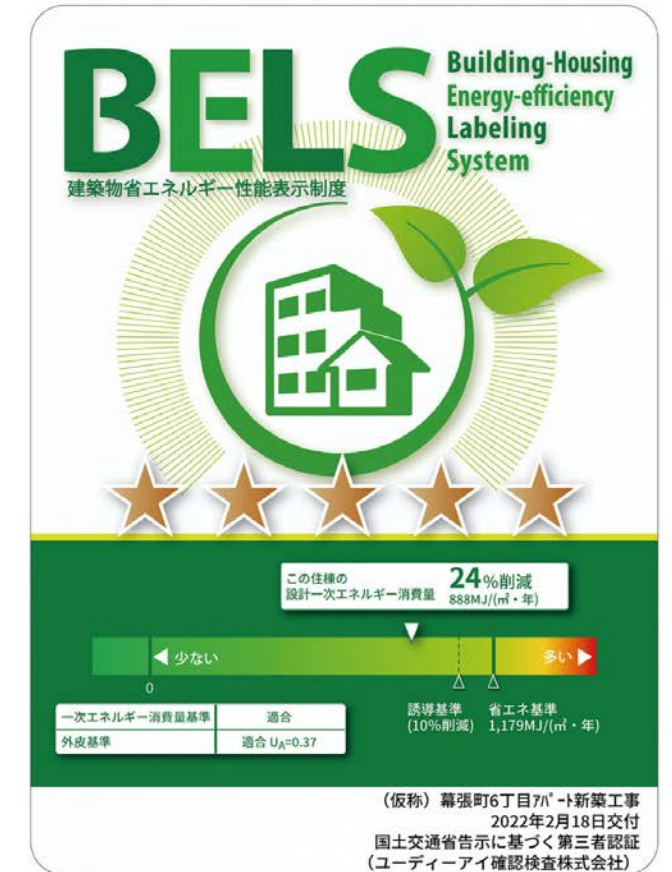
## Our SDGs initiatives

**Standardize the specifications of environment-friendly development properties with the “highest rank” for energy-efficiency performance**



“CRASTINE +e,” an investment apartment with superior energy-efficiency performance developed by the Company, received the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS) under which a third-party organization evaluates the energy-efficiency performance of buildings in accordance with evaluation standards provided by the MLIT.

BELS is a public certification system that evaluates buildings' energy-efficiency performance on a five-scale rating that real estate agents and certain other parties are required to make efforts to label under the Act on the Improvement of Energy Consumption Performance of Buildings (Building Energy Efficiency Act) enforced in April 2016.



## Our SDGs initiatives

### Promote diversity management that values diversity and creativity



Maintains sound diversity management: 57.0% female employees ratio, 100% parental leave taken by female employees, and 77.7% paid leave taken (as of December 31, 2021). We have employees with other jobs and those who are from other countries. We value diversity and creativity of our employees and promote the creation of workplaces where employees can work at ease while respecting their individual life plans.



## 3. Appendix

## DX Certification based on the Ministry of Economy, Trade and Industry guidelines

**Pursuant to Article 31 of the Act on Facilitation of Information Processing, Robot Home, Inc. has been selected by the Minister of Economy, Trade and Industry as a **DX-certified operator under the DX Certification Initiative****

● **DX Certification Initiative** (From the information released by IPA: Information-technology Promotion Agency, Japan)

The DX Certification Initiative is based on the Act on the Partial Revision of the Act on Facilitation of Information Processing that came into effect on May 15, 2020. The initiative certifies operators that undertake excellent DX initiatives, based on the application by the operator, in light of guidelines established by the Japanese government <sup>(\*1)</sup>.

(\*1) The guidelines present a vision for the strategic use of systems in company management. These guidelines were established based on the Act on Facilitation of Information Processing. For details, visit the website of IPA: Information-technology Promotion Agency, Japan.

<https://www.ipa.go.jp/ikc/info/dxcp.html> (in Japanese)



# Robot Home

A life with Robot Home can change the world.

**List of DX-certified operators (in Japanese)**

<https://www.ipa.go.jp/ikc/info/dxcp-list-202103.html>



## Announcement on establishment of DX Property Promotion Association

### DX Property Promotion Association established with the aim of business model innovation in the real estate industry

The spread of COVID-19 has accelerated moves to reform legal systems and customs with the aim of digitalizing “face-to-face, paper-based, and seal” practices. This association will promote the digital transformation (DX) of the real estate industry through the use of advanced technologies such as IoT and AI and, in doing so, help solve various social issues, to contribute to the improvement of the residential environments and convenience of people living in Japan.



**Establishment** December 17, 2020

**President** Daisaku Furuki, Representative Director/CEO, Robot Home, Inc.

**Directors** Ryo Higuchi, President and Chief Executive Officer, GA technologies Co., Ltd.

Sei Nakanishi, President and Representative Director, PROPERTY AGENT Inc.

Seigo Miyaji, Representative Director and President, Casa Inc.

Takeshi Shimizu, President and CEO, AMBITION Corporation

Kazumasa Tomita, President & Chief Executive Officer, ZUU Co., Ltd.

Katsuki Matsuzono, President, Residence kit, Inc

**Auditor** Hiroyuki Sugimoto, Chairman & CEO, SYLA HOLDINGS Co., Ltd.

**Advisor** Kiyohiko Nishimura, Emeritus Professor, The University of Tokyo; former Deputy Governor, The Bank of Japan

**Website** <http://www.dxppa.or.jp/>

**Inquiries** [info@dxppa.or.jp](mailto:info@dxppa.or.jp)

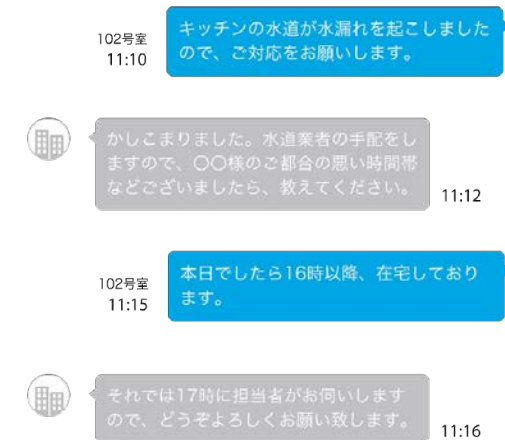
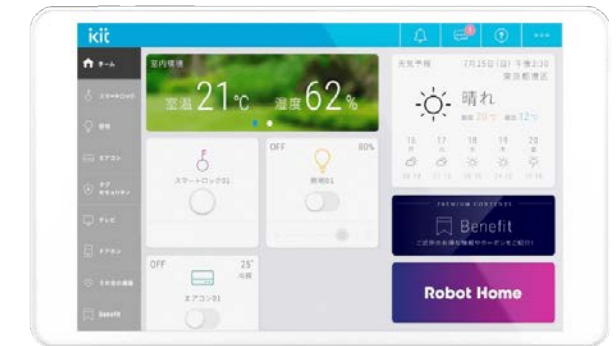
## IoT product introduction

### Chat concierge

### CENTRAL CONTROLLER TABLET

This tablet offers rental housing concierge services. Functioning as an IoT device gateway, it enables operation from a smartphone app.

- Chat concierge
- Responds to trouble, such as with water, gas, etc.
- Functions to provide everyday life information
- Delivers other useful lifestyle-related contents





## IoT product introduction

### HOME ENTRANCE

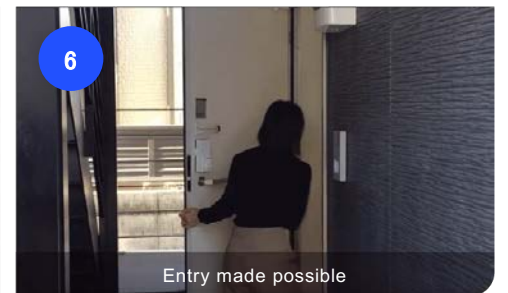
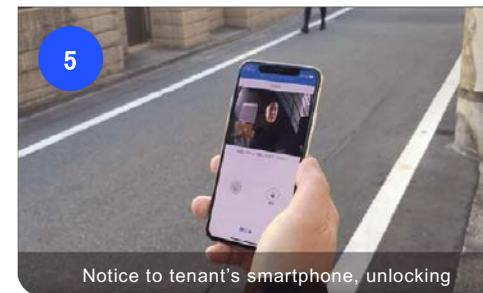
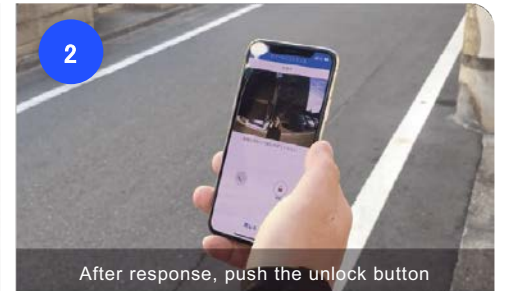
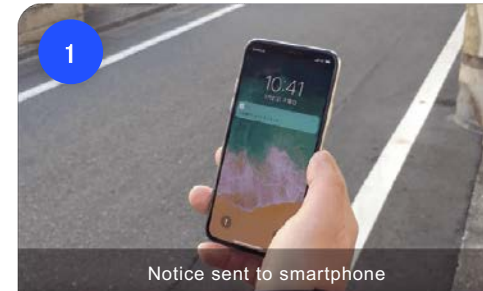
Intercom with camera for multiple dwelling or individual entrances capable of reception from a smartphone



Device with camera for individual entrance



Device with camera for multiple dwelling entrance



# IoT product introduction

## Flow of customer support using the app



Intercom for multiple dwelling entrance



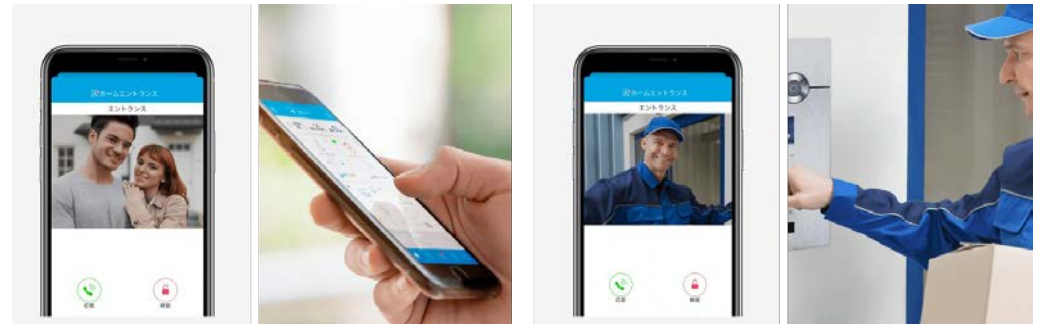
Intercom for individual entrance



**Easily unlock the door with the app even when away from home**

When friends or family visit  
**Unlock the door for them**

When a courier arrives  
**Request package drop**

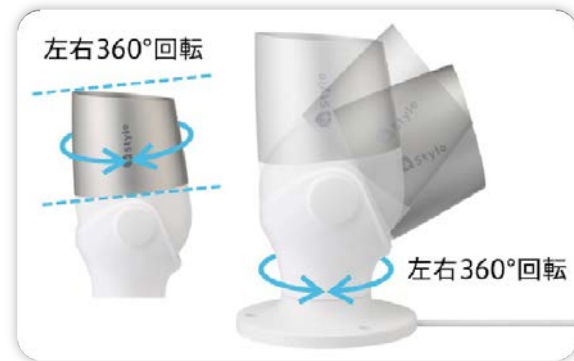


## IoT product introduction

### SECURITY CAMERA

#### - Surveillance camera for crime prevention -

Even when you cannot check in real time, such as when you are away from home or sleeping, it continues to record automatically to the app or a microSD card.



### Recorded video can be submitted as evidence

- Live check function
- Video saving function  
(Can be saved for up to two weeks)
- Snipping function
- Automated night-vision mode

**Day** You can clearly see the situation in the room with high-quality images.

**Night** You can see clearly even in the dark with the automated night vision mode.



\*The image was taken in a very dark room to see what it is like at night.

## IoT product introduction

### SMART LOCK

Features special processing that does not come off or fall 4 ways to unlock

(App, ten key, IC cards for transportation or conventional keys)

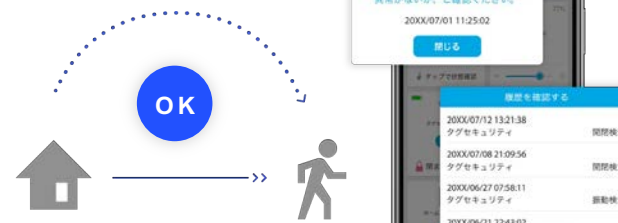


SMART LOCK is used to prevent unlocked doors and windows. If it is fraudulently unlocked, an alarm will be activated and an entry record can be checked via the app.

### SENSOR

Detects window open, close, vibration, and informs via app even when away from home

Automatically changes to "Outside mode" at a certain distance away from home.



SENSOR installed in the window detects opening and closing, or vibration, and enables confirmation of abnormalities in the room by using a smartphone from a remote location.



## IoT product introduction

### NATURE SENSOR REMOTE CONTROLLER

This remote control device can operate home appliances via a smartphone\*



Acquires information on indoor room temperature and humidity, and enables operation of air conditioning, TV or other appliances with a single tap of your smartphone.

\*Activation of all home appliances is not guaranteed.

### SMART LIGHT

Turns on and off the light, controls its color or dims freely



\* Illustration

If you are away from home, and realize that you forgot to turn off a home light, you can turn it off from a remote location with a single tap on your smartphone.

## **Disclaimer regarding forward-looking statements**

The materials and information presented in this release include “forward-looking statements.” These statements are based on expectations, forecasts, and assumptions that are subject to risks at the time of release, and include uncertainties that may cause outcomes to differ in substance from these statements.

These risks and uncertainties include industries in general, market conditions, and general domestic and international economic conditions such as interest rate and foreign exchange fluctuations.

Robot Home undertakes no obligation to update or revise the “forward-looking statements” included in this release, even in the event of new information, future events, or other circumstances.