

February 9, 2023

Financial Update

Q3 FY2023

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

Some of the material is machine translated.



Create many "good life"
for others with technology
and heart.

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① Renewal of Our Brand

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1. Business Summary

The corporate logo has been renewed since November 1, 2022.



不動産市場に、テクノロジーを

いい生活

Mission

**Create many "good life"
for others with technology
and heart.**

Vision

**Create society where
comfortable life circulates.**

Statement

More kindness.

A life in harmony with life, snuggling up to the other person's heart and perspective.

More clarity.

A life that allows people to choose their own lifestyle comfortably without hesitation.

More diversity.

A life that is in tune with the times, with people, and with a variety of values.

We have been contributing to the optimization of the real estate market from early on,

and have accumulated a wealth of data and trust.

To create a new standard together with our customers.

What only technology can do, what only people can do.

We want to build more and more "tools" to help people's lives, "places" where people can exchange data with peace of mind, and "experiences" where friendly communication can spread.

When life changes, when life continues.

At every point of contact,

we want to provide rich and clear choices, and to connect people and their good lives by seamlessly linking data.

Create a social system in which a comfortable life circulates.

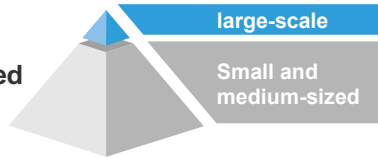
That is our mission.

Our Business Overview

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

Characteristics of the Real Estate Market

Overwhelming majority is small and medium-sized business operators



They exist across the country



Every company has similar business flow as determined by the laws



Providing **seamless SaaS** products

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



In addition to subscriptions, provide solution services such as introduction support

Subscription service

✓ Extensive coverage of market needs

- Monthly fees for SaaS



Complementing customer needs that cannot be covered by standard models

Solution service

✓ Deeply meet the individual needs of each customer

- SaaS initialization
- SaaS introduction and operation support

*According to "Statistics of Real Estate Industry in 2022" (Real Estate Transaction Promotion Center), real estate enterprises with 4 or less employees account for about 86% of the total number of real estate enterprises: 353,558 (as of 2014).

Our Business Structure



In-house planning, development, and marketing of IT tools for accelerating clients' real estate businesses

Function

Planning and development of services

- Marketing
- Sales
- Consulting

- Support in installation
- Customer Success
- Support in operation

Products

Lease Sales

Lease management

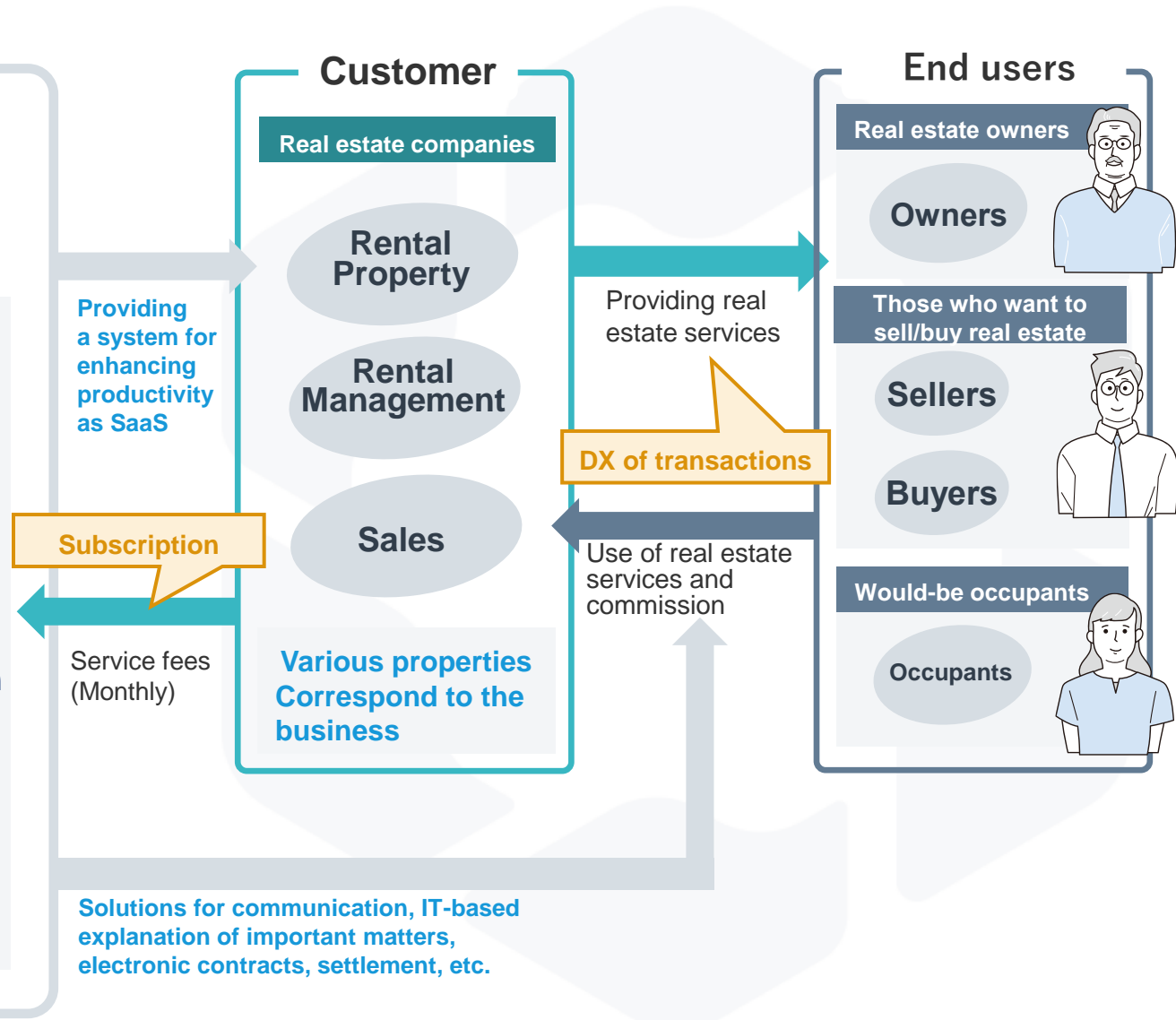
Website production

Inter-vendor Distribution /Electronic Applications

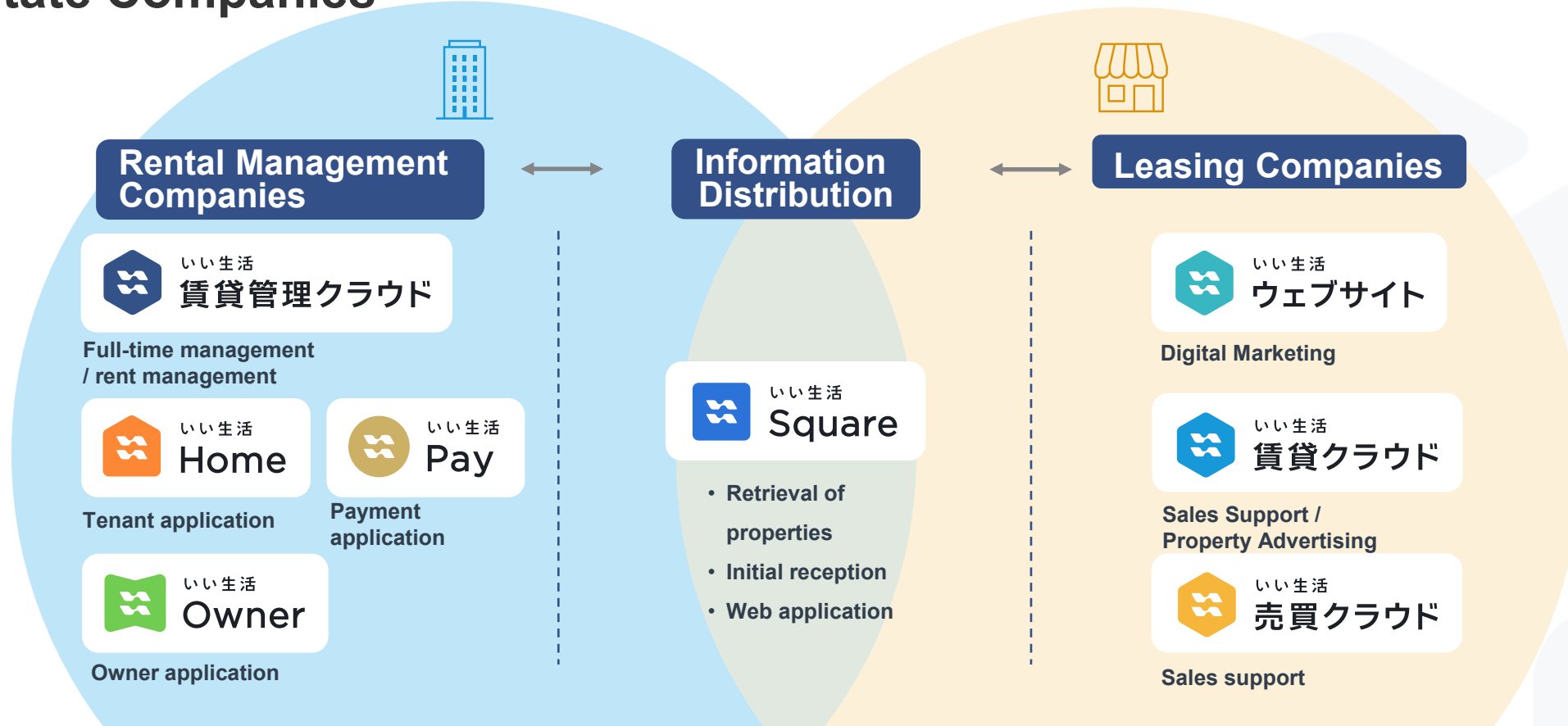
occupant

Owner

Payment

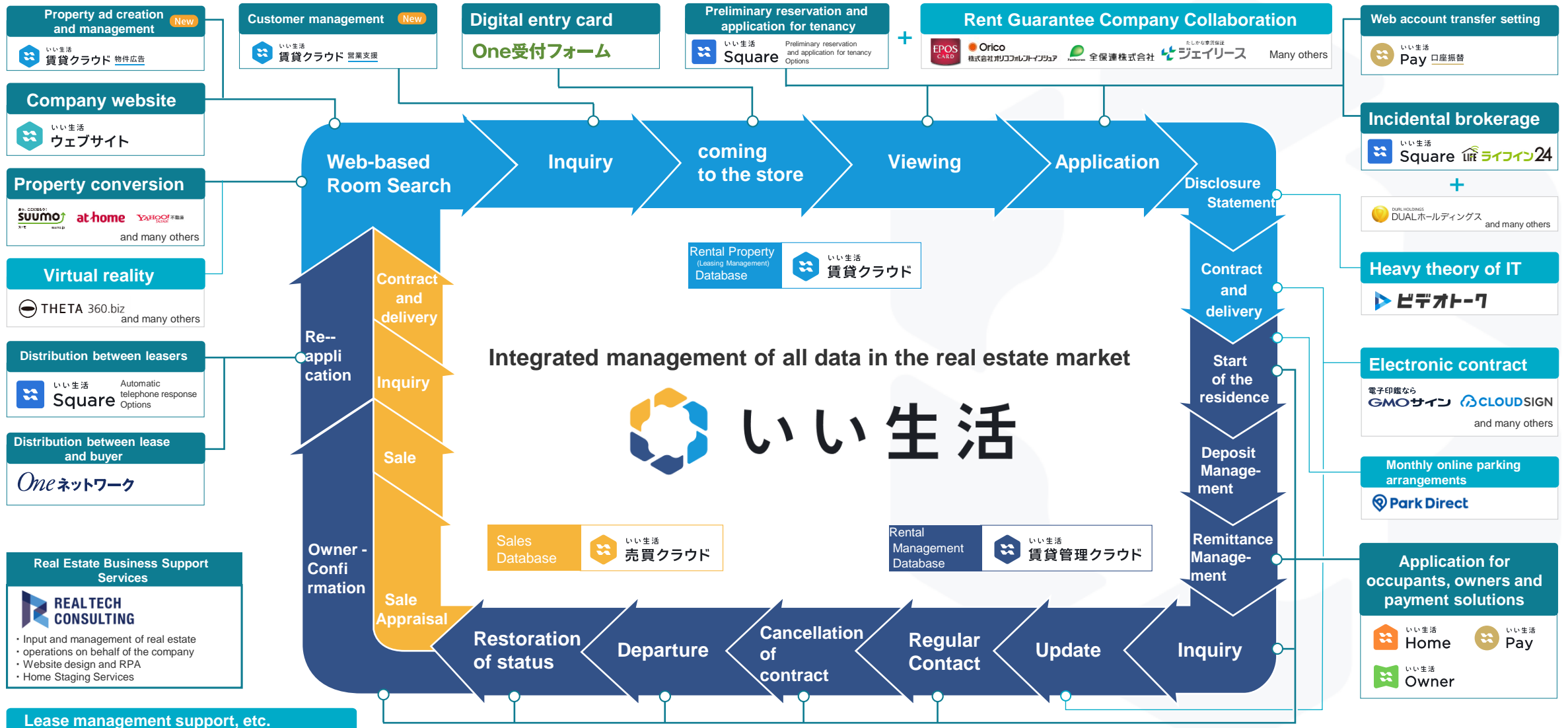


Integrated Business Support System to Resolve Various Problems Faced by Real Estate Companies

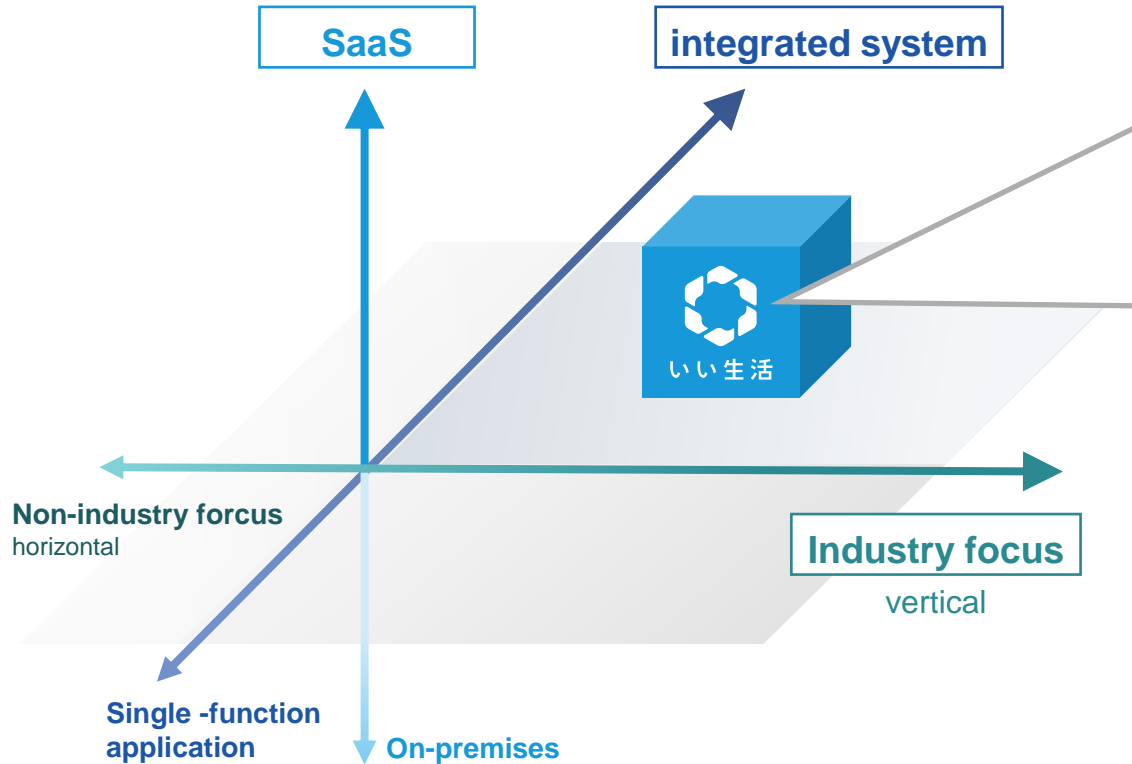


- Want to fill the **vacant room** quickly.
- Want to improve the efficiency of **rent and property management**.
- Increase the efficiency of the **response of tenants and owners**
- **Easy to find** popular properties
- Want to efficiently provide information, apply for tenancy, and explain important matters.
- Reduce **the amount of time required to check** whether the room is empty.
- Increase **productivity** in sales activities
- Reducing **the amount of time required to place advertisements on properties**
- Want to introduce **attractive properties** to customers.

Our SaaS Product Portfolio Covers All Real Estate Operations



Competitive Advantage of e-Seikatsu



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

**Focused on the real estate market × SaaS × Integrated management
= Sustainable Competitive Advantage**

Position as the hub of information distribution

Possibility of SaaS in the Real Estate Market

1 Fragment market as it is community-based

Large number of small and medium-sized enterprises (**approximately 125,000 enterprises** in the housing land and building transaction business only) that are rooted in local needs, and constrained by IT investment that is difficult to work due to "economies of scale"

3 Recent successive legal amendments and obsolescence of old systems

Lack of follow-up in On-premise and in-house-developed systems due to successive amendments to laws such as **the Rental Housing Management Business Act** , and **the importance of industry-specific and specialized IT vendors**

5 Diverse players in the supply chain

User needs that are inevitably diverse because they relate to the services that all people need, whether young or old, men or women, as well as to the lifestyles of residents in general. Many companies appear in the process, and **there is an increase in opportunities for inevitably linking data.**

2 Human resource constraints and a lack of IT engineers

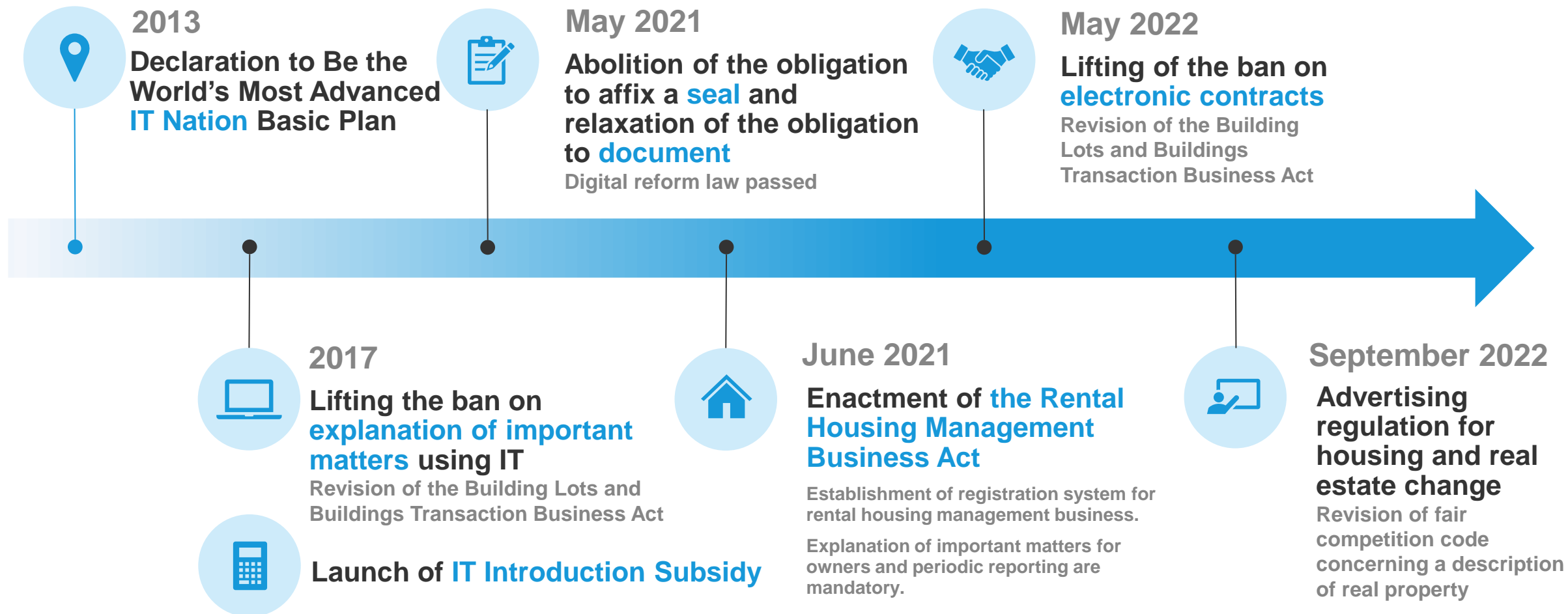
At the user's side, the maintenance and operation of a single system is highly restricted by human resources.

The maintenance load should be as lighter as possible.

4 Essential Master of real estate business

The existence of essential master data required by all real estate businesses in common, such as changes in address information due to mergers of municipalities and changes in transportation routes

Major Revisions to Laws and New Systems Relating to the IT and DX in the Real Estate Industry



(Note) Measures concerning the rationalization of lease agreements between sublessors and owners entered into force on December 15, 2020.

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

Building Lots and Buildings Transaction Business Act (revised)

In May 2022, complete digitization of contract procedures in real estate transactions will be lifted.

With the enactment of the "Digital Reform Bill" on May 12, 2021, the Building Lots and Buildings Transaction Business Act is also scheduled to be enforced on May 18, 2022.

The obligation to provide written explanations of disclosure statement and to affix a seal will be abolished.

Contractual procedures for real estate transactions can now be fully digitized.

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

ES いい物件One

電子印鑑なら GMOサイン

Achieving significant reductions in the amount of work and labor required for the lease conclusion of contracts and paperless operations!

➔ Release of electronic contract linkage function

Rental Housing Management Business Act (new law)

Effective from June 2021. The one-year transitional period has ended, and full enforcement has begun.

1. Registration of the rental housing management business
 - Obligation to register with a rental housing management company that manages more than 200 houses
2. Principal Obligations of Registered Rental Housing Management
 - Appointment of Operation Manager
 - Explanation of Important Matters Prior to the Administrative Consignment
 - Conclusion of contracts
 - Segregated management of assets
 - Periodic report to the contractor

On June 15, 2021, the Act on the Rationalization of the Management of Rental Housing will be enforced.

Is the system being used available?

Even if To stir additional demand operations are generated by the revision of the law, it is possible to improve operational efficiencies and productivity if the property is one with good ES!

Updating of the Cloud service "ES-Good Property One" is performed automatically.

➔ Automatically upgrading compliance with law revisions

External Environment Surrounding the Real Estate Market

Momentum to promote DX
in the wake of the COVID-19

Despite the wide-ranging nature of the industry and the depth of the company, **there is no change in the momentum to promote DX in after COVID-19 as a whole.**

Recent legal reforms provide
a tailwind for SaaS

The new law has added new regulations to rental management companies, and the new law has triggered system reviews.

Increase in inquiries about our SaaS for rental management companies.

Enforcement of
the Rental Housing Management Business Act
(new law)

The benefits of SaaS are widely disseminated. SaaS automatically upgrades to successive legal amendments and regulations, such as the revision of existing laws and the enactment of new laws, **as well as speedy response to these amendments and regulations.**

Industry activism to
promote electronic contracts

Although electronic contracts are already common in business-to-business transactions, there are many business-to-consumer transactions in the real estate industry, and each company has begun to take action in anticipation of a change in the owners' generation.

Irreversible Change
in end-user attitudes

Changes in lifestyles such as remote lectures/remote work, and the consciousness of the younger generation who are accustomed to convenience are irreversible.

Even after COVID-19, the big trend that has already started will not stop.

2. Quarterly Results

3Q FY2023 Highlights

Net sales

1,972 million yen

YoY
(+10.1%)

Number of Fee-paying Client Companies

1,492 companies
(+15 companies compared to December of the previous year)

4,543 stores
(+135 stores compared to December of the previous year)

ARPU

Approx. **125** thousand yen

(Approx. 116 thousand yen in December of the previous term)

Subscription sales ratio

82.5 %

Previous term
(85.6%)

EBITDA

480 million yen (YoY
(+14.9%))

Operating profit

148 million yen (YoY
(+60.2%))

MRR churn rate

0.38 %

*1 Figures rounded down to the nearest million yen. Ratios rounded to the nearest decimal place.

*2 ARPU (average revenue per user) is calculated by dividing "subscription sales" in December 2022 by "the number of subscribed companies" in the same month and rounded down to the nearest thousand yen.

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

*4 MRR churn rate is the number of MRRs (including existing changes) lost in December 2022 divided by the MMR of November 2022.

*5 EBITDA = Operating profit + Depreciation

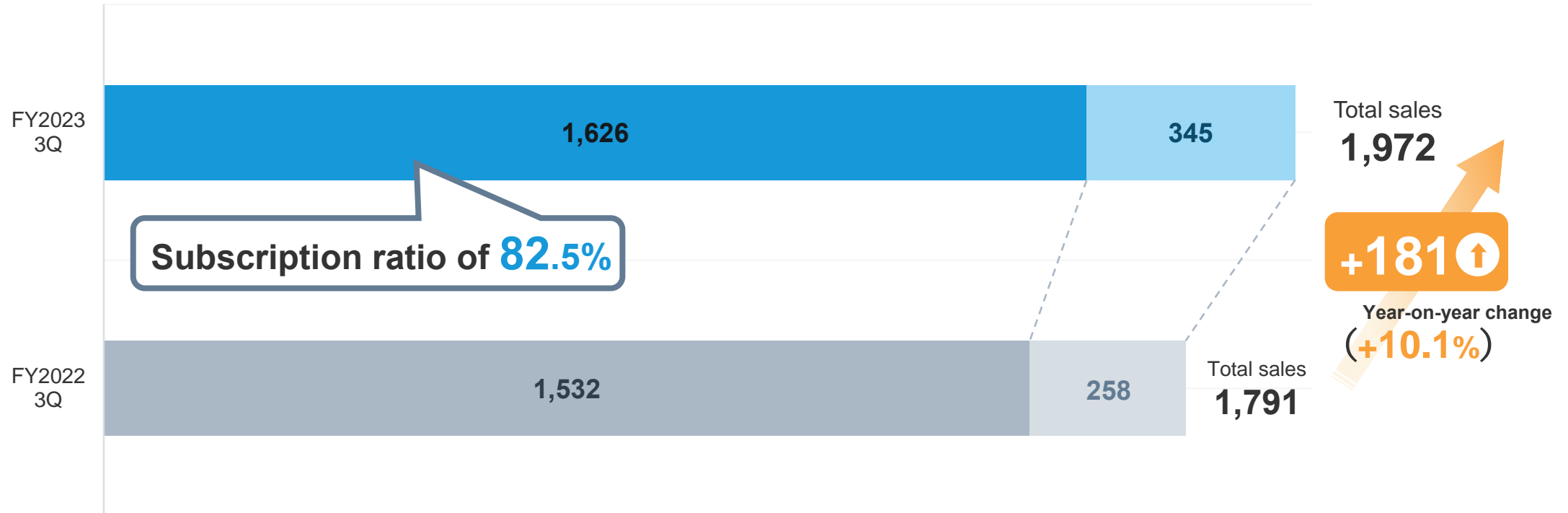
Net Sales Grew 10.1%

(Unit: Million Yen)

■ Subscription

■ Solution

Breakdown of Net Sales

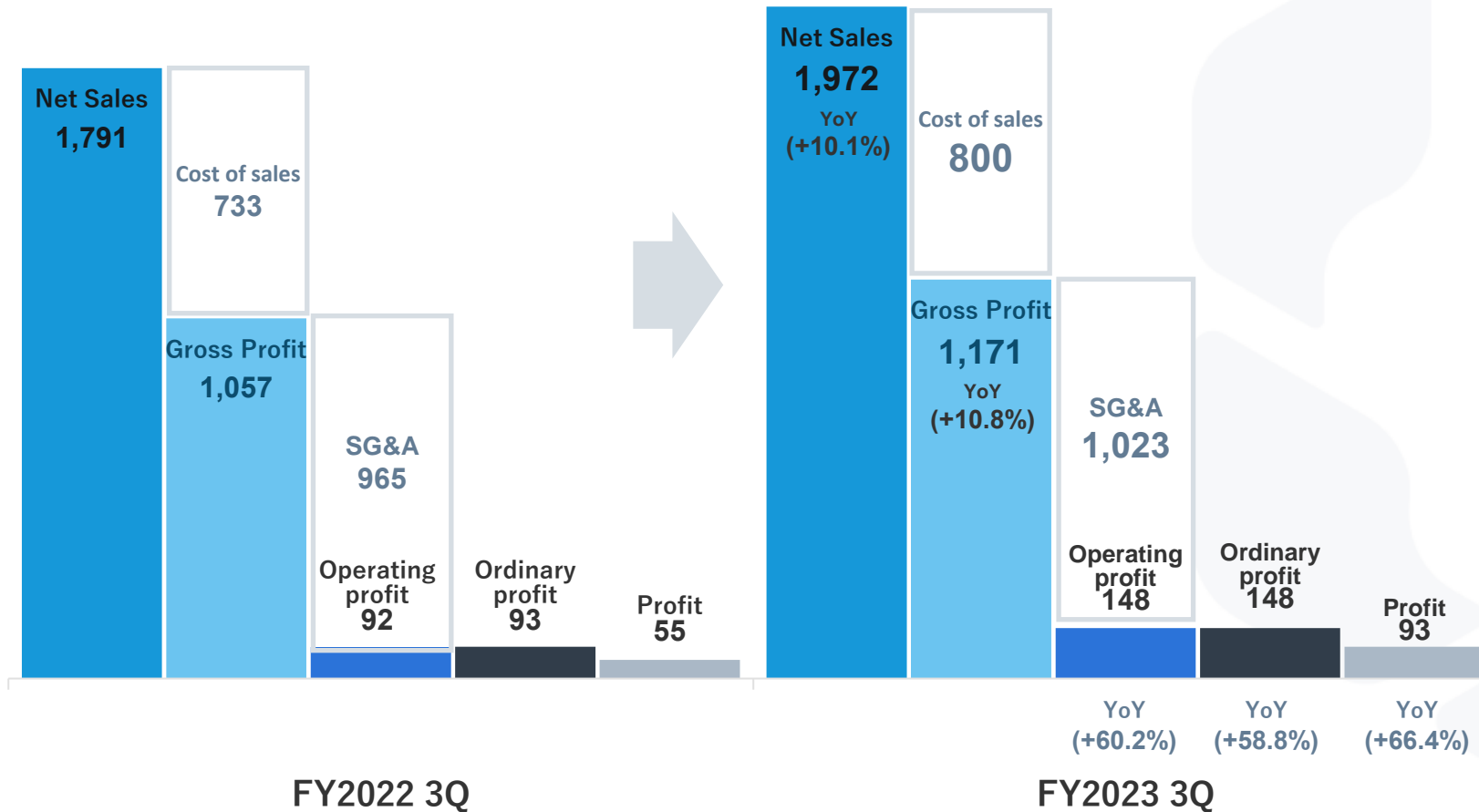


- **Subscription:** revenues earned continuously on a monthly basis unless customers apply for cancellation, including monthly charges for SaaS
- **Solution:** revenues earned from other services, including fees for initial setting, system installation, and operation support for SaaS, commissioned development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

Sales and Margin Increased year-on-year. 3Q Operating Profit up 60.2%.

(Consolidated)

(Unit: Million Yen)



- Net Sales: +10.1%
- Gross Profit: +10.8%
- Operating Profit: +60.2%
- Profit: +66.4%
(All YoY)

* Figures rounded down to the nearest million yen.

Earnings Forecast for FYE March 31, 2023

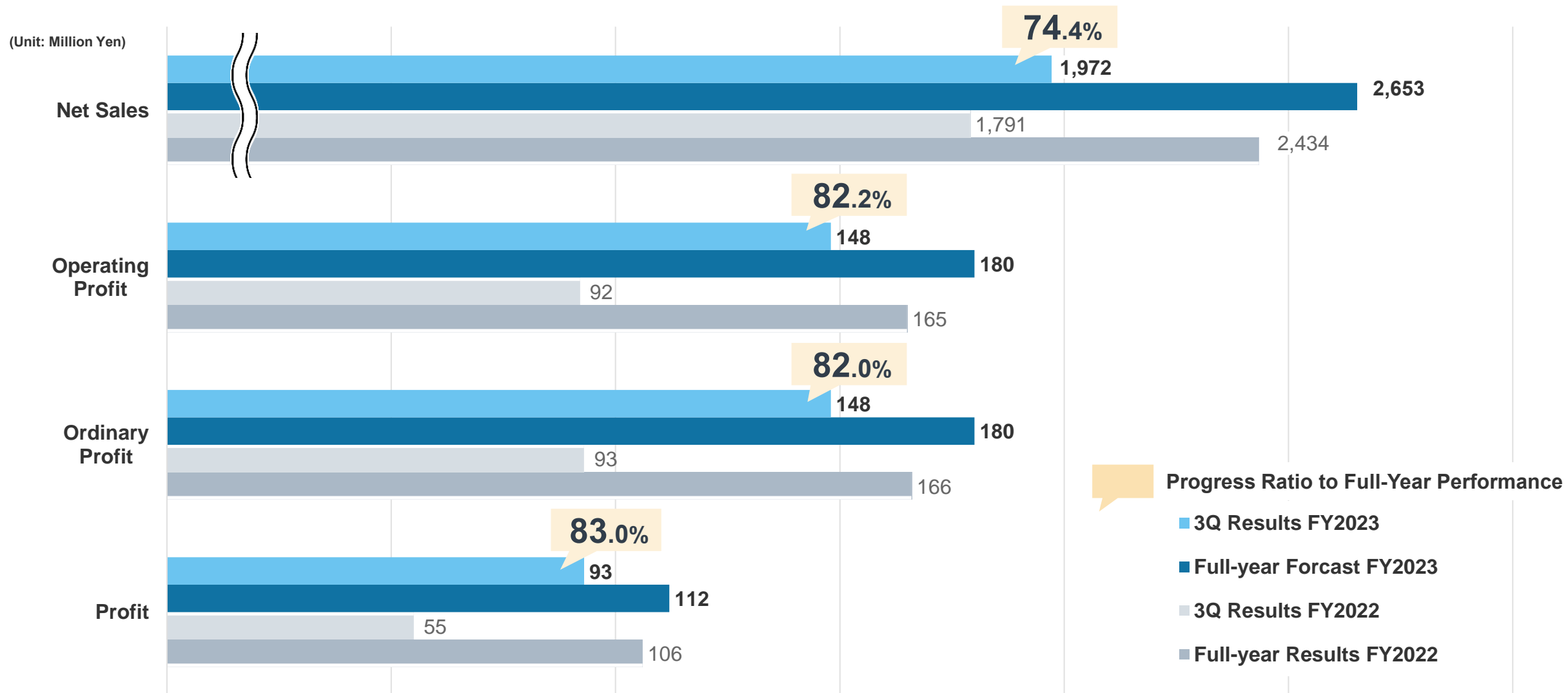
(Unit: Million Yen)

	Earnings Forecast for FYE March 31, 2023	3Q Results	Progress rate
Net Sales	2,653	1,972	74.4 %
Operating profit	180	148	82.2 %
Ordinary profit	180	148	82.0 %
Profit	112	93	83.0 %

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

* Figures rounded down to the nearest million yen.

Progress Rate Toward the Full-year Earnings Forecast



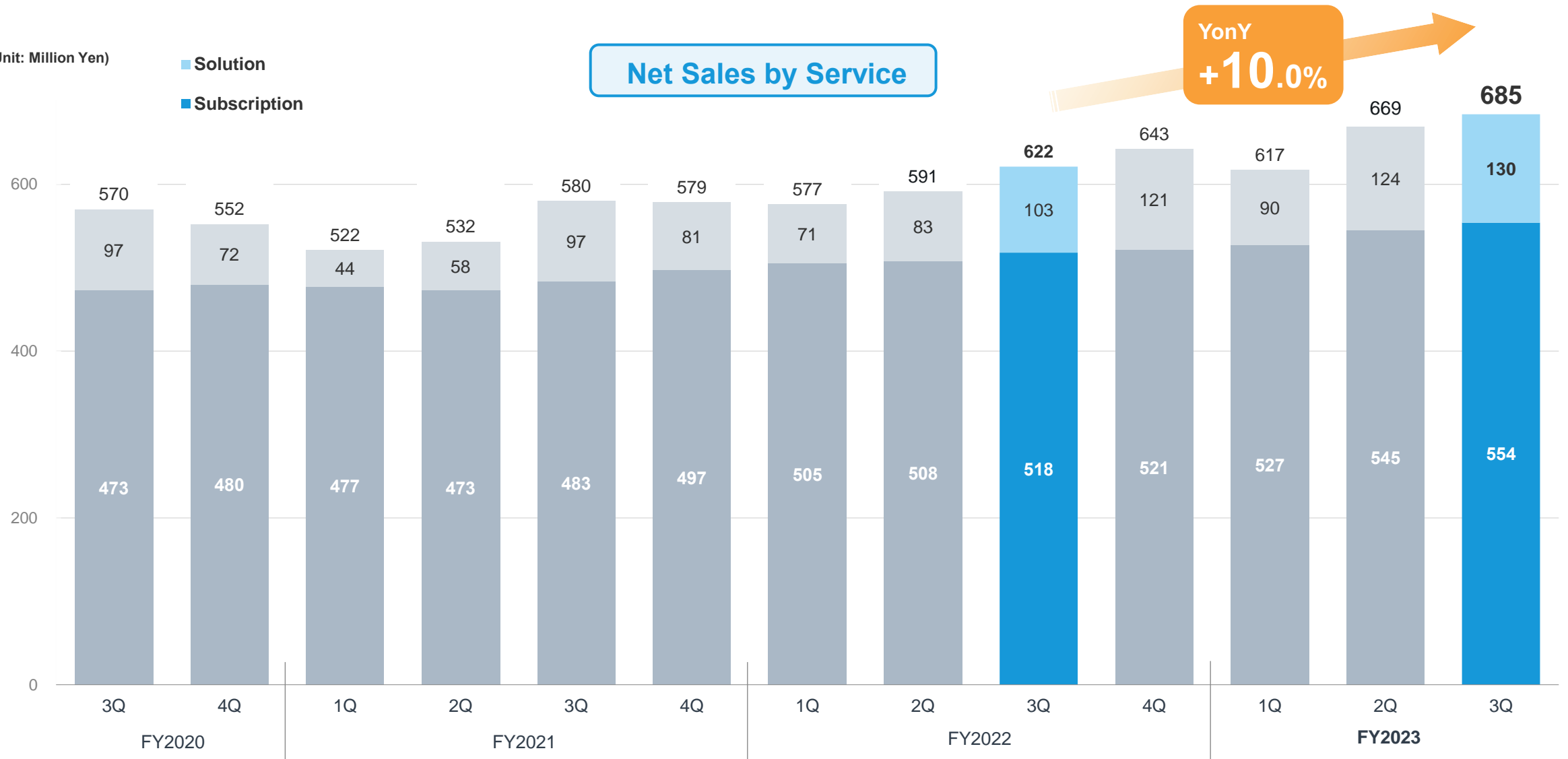
* Figures rounded down to the nearest million yen.

Steady Growth of Net Sales Continues

(Unit: Million Yen)

- Solution
- Subscription

Net Sales by Service



YoY
+10.0%

* Figures rounded down to the nearest million yen.

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

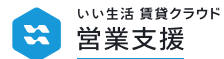
Nationwide

House Mate Partners
Co., Ltd.

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

Introduced a Web reservation and occupancy application SaaS and a sales support and customer tracking system for House Mate Shop Co., Ltd., which ranks third in the number of lease brokerage transactions nationwide.

Introduced in six directly operated stores in western Japan in Q1 and expanded to 27 stores in Q3.

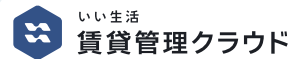


Kanagawa

Ocean hamajyu
Co., Ltd.

From the On-premise real estate business system, they decided to introduce the system in order to **respond to the business improvement and DX promotion in line with the revision of the Building Business Law.**

For about 6,000 managed properties and parking lots, seamless and integrated management of operations from solicitation to application reception, contract, and management is realized.



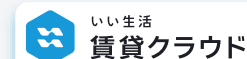
Osaka

AFLO CO., LTD.

Broad-based development of lease brokerage, sales brokerage, lease management, purchase resale, etc.

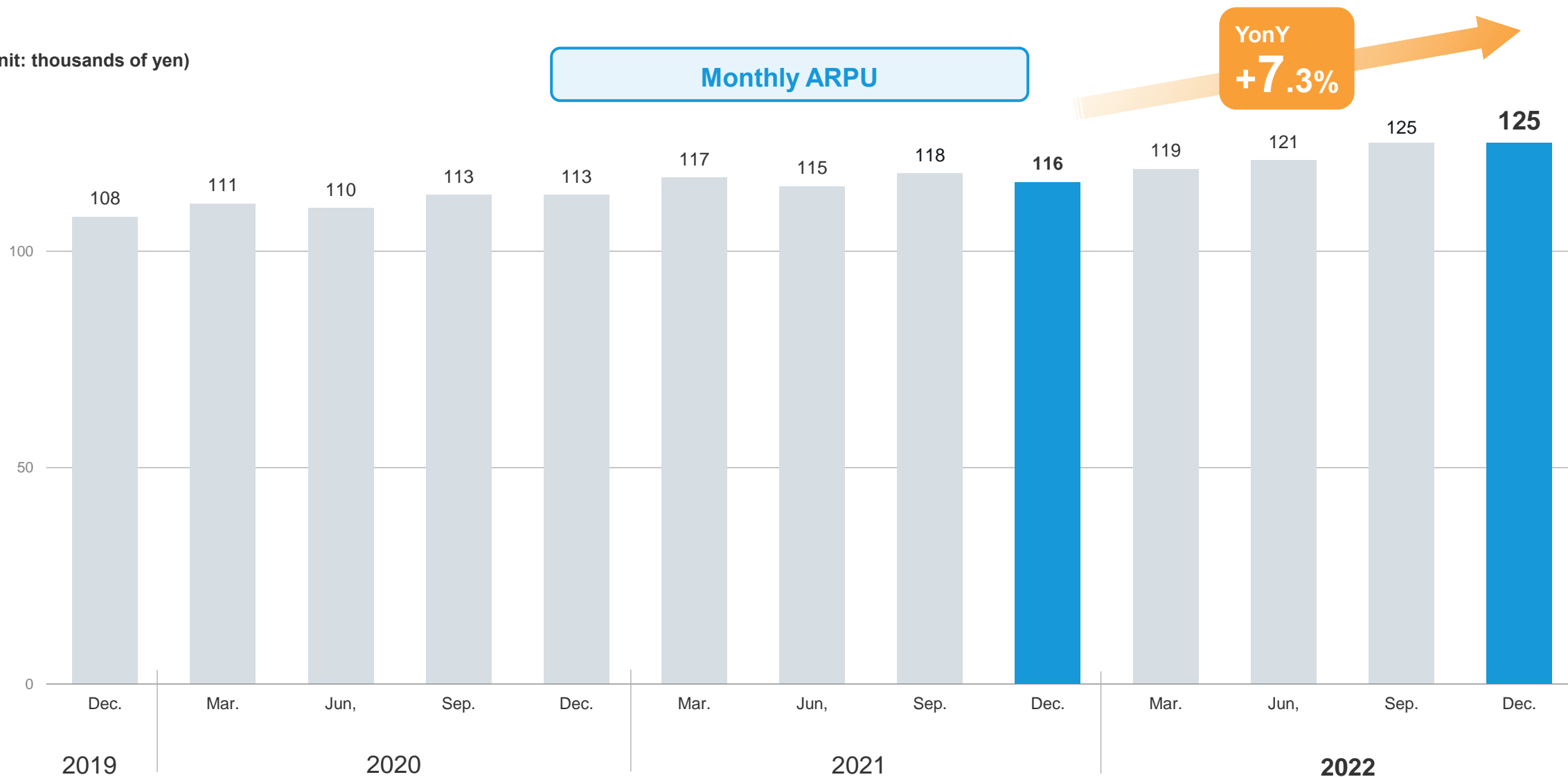
Looking ahead to the expansion of the leasing management business, they managed our own lease contracts and customer information on SaaS, thereby achieving in-house information sharing and operational efficiency.

The use of "e-Seikatsu Home/Owner" also reduces communication with tenants and property owners, and improves convenience.



ARPU Remained Firm

(Unit: thousands of yen)

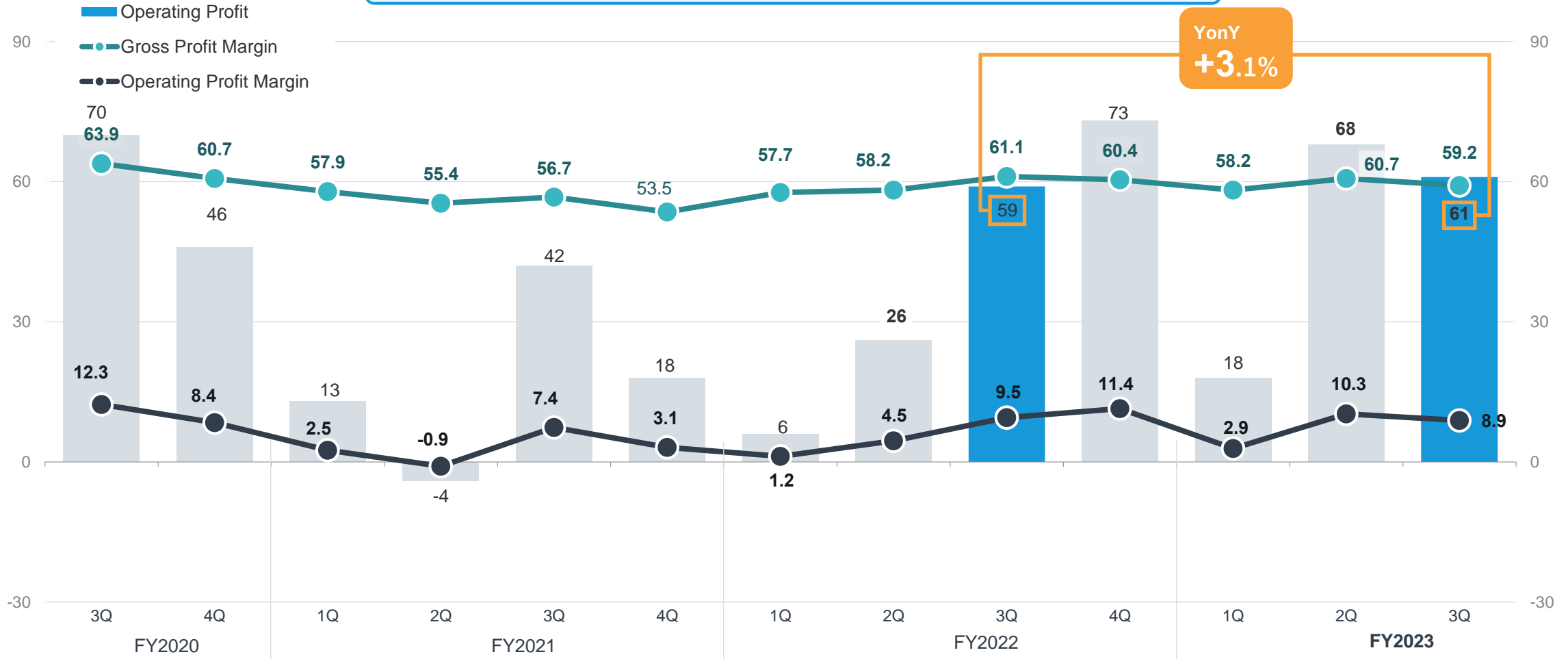


* Figures rounded down to the nearest thousand yen.

The Gross Profit Margin and the Operating Profit Have Been Stable.

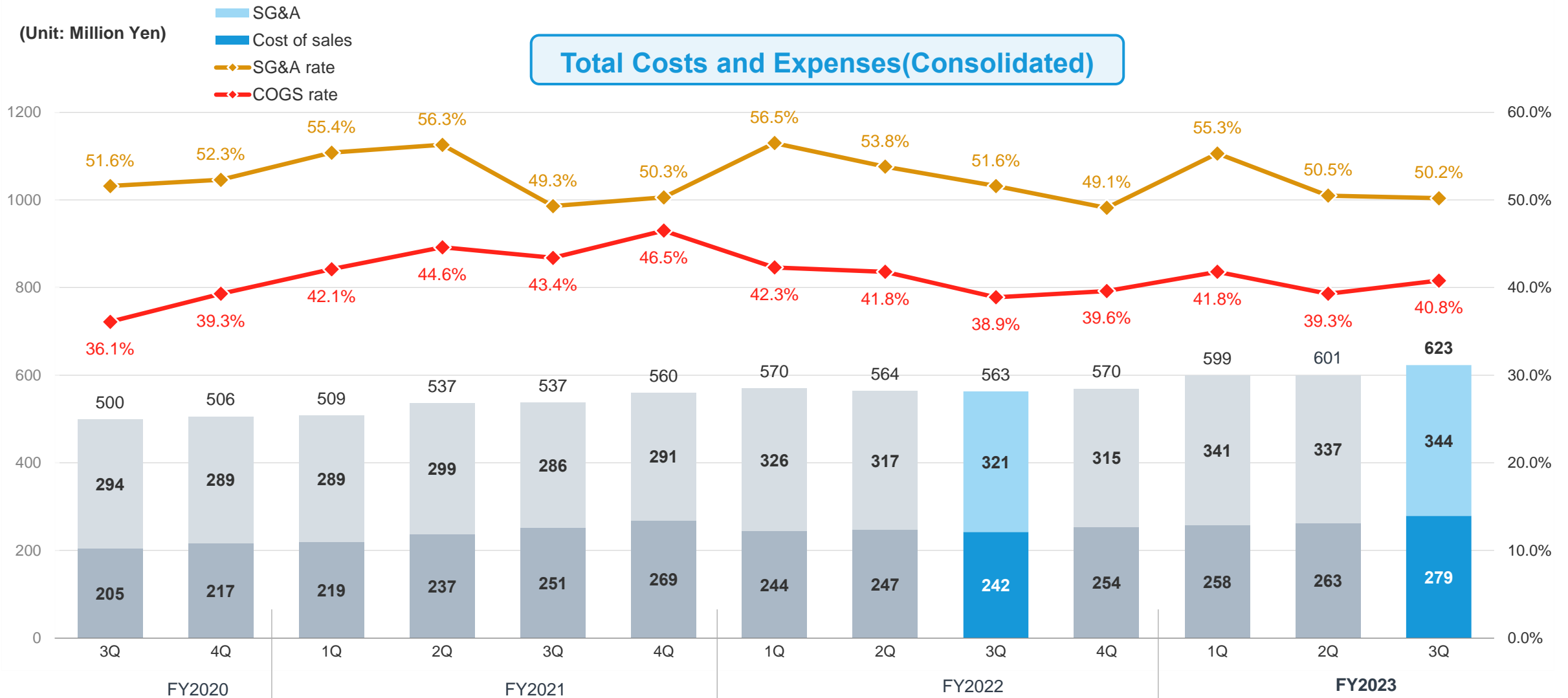
(Unit: Million yen) (Unit: %)

Gross Profit Margin and Operating Profit (Consolidated)



* Figures rounded down to the nearest million yen.

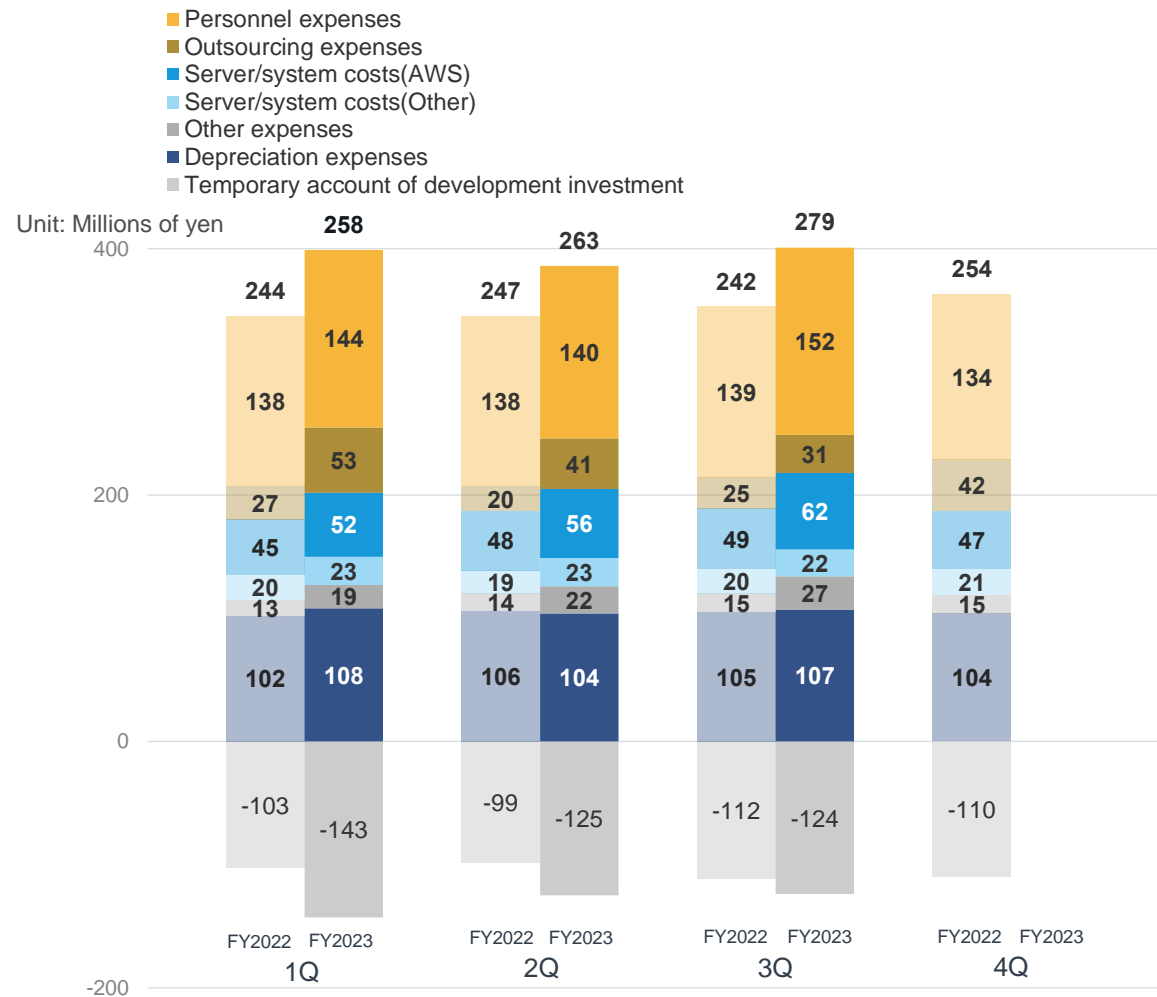
The Cost to Sales Ratio and SG&A Ratio Declined due to the Increase in Sales



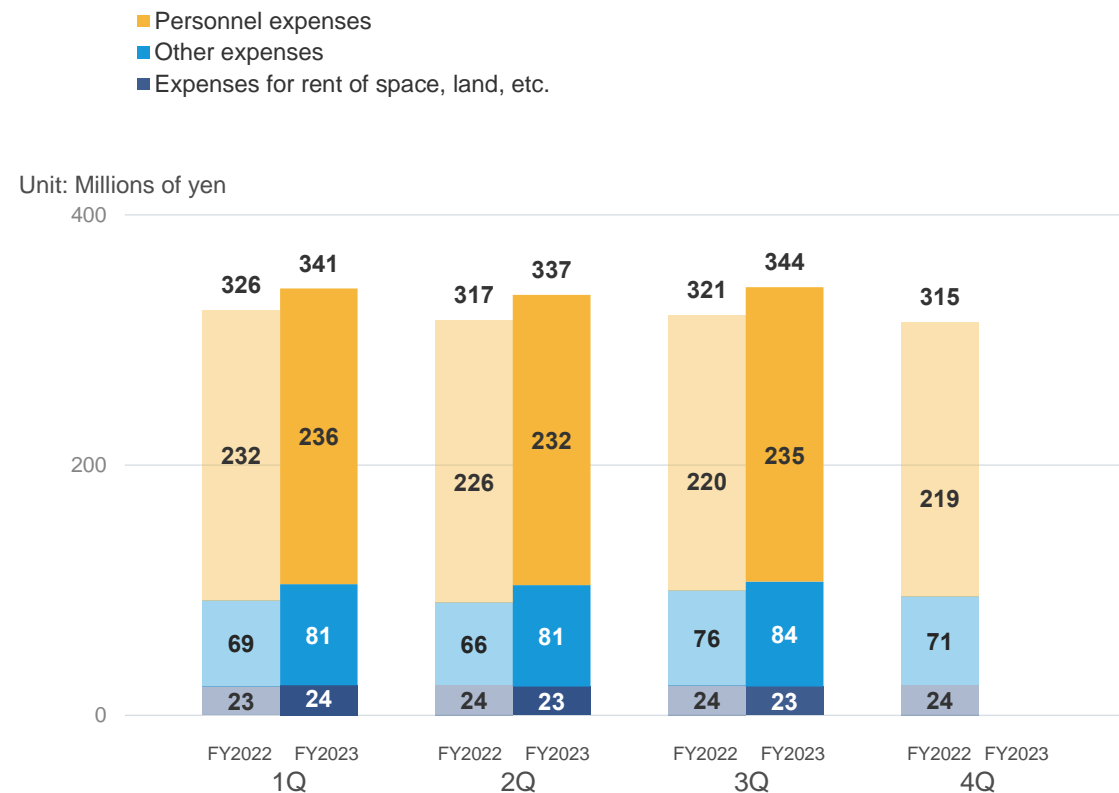
* Figures rounded down to the nearest million yen.

Cost Structure

Cost of Sales (Consolidated)



SG&A (Consolidated)



**"Other expenses" in cost of sales include office rent, utilities, etc.. "Temporary account of development investment" consists of work in process under development, software in progress, etc.

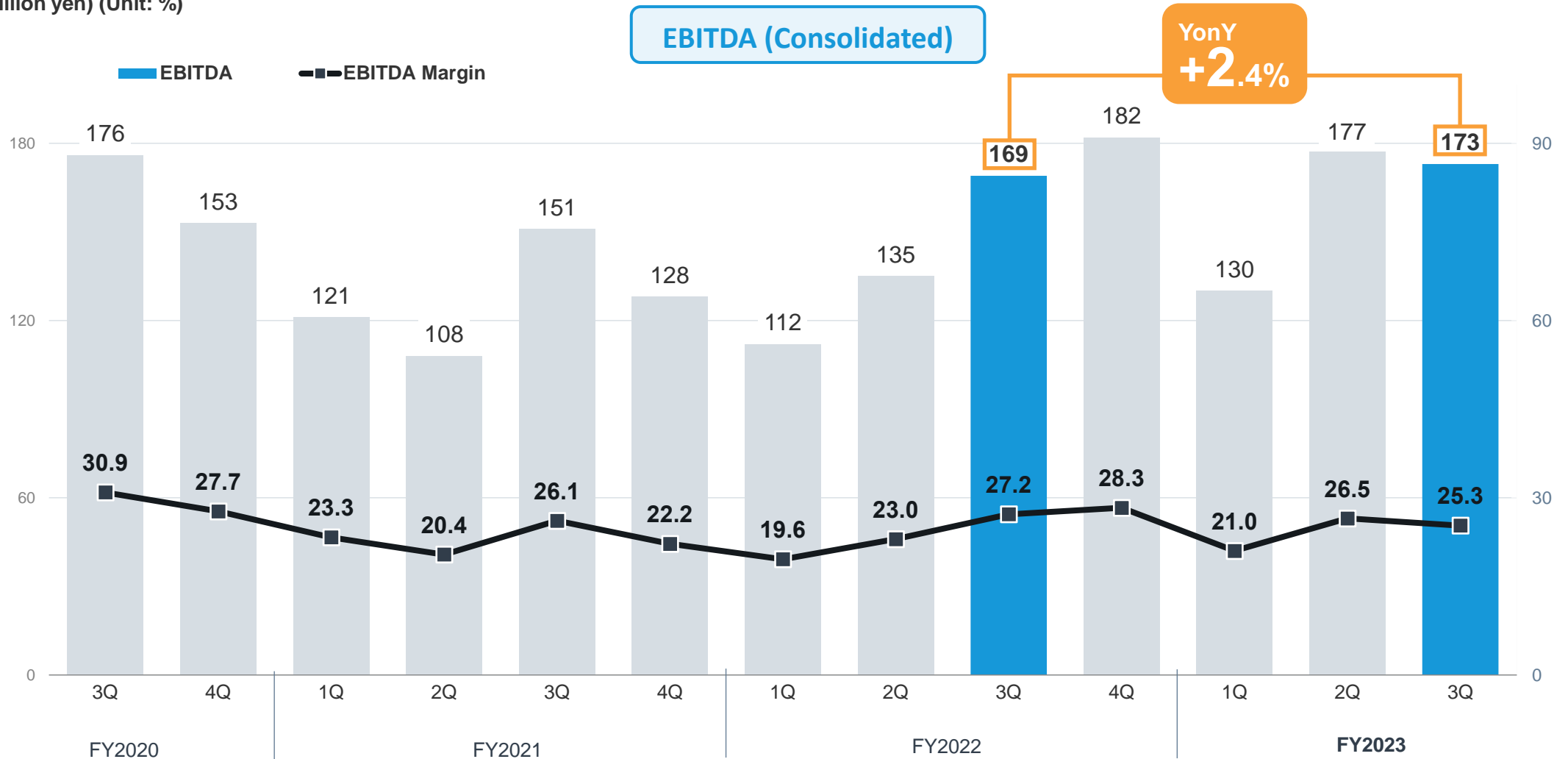
* Total Cost of sales is calculated by subtracting the temporary account of development investment from the sum of costs.

* Other expenses" in SG&A expenses include expenses related to marketing, sales support, etc.

* Figures rounded down to the nearest million yen.

EBITDA Remained at the Same Level as the Previous Quarter

(Unit: Million yen) (Unit: %)

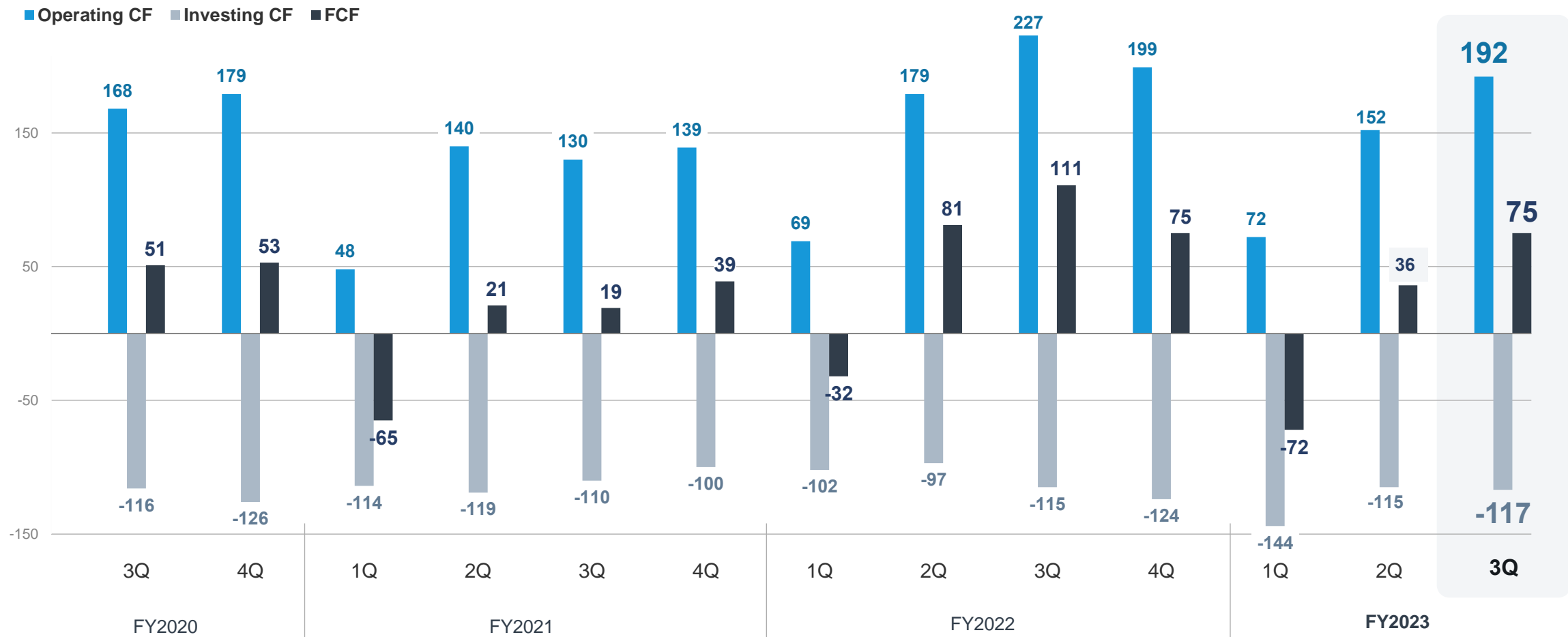


* Figures rounded down to the nearest million yen.

Continue to Invest in Service Development by Using Operating CF

(Unit: Million yen)

Free Cash Flow (Consolidated)



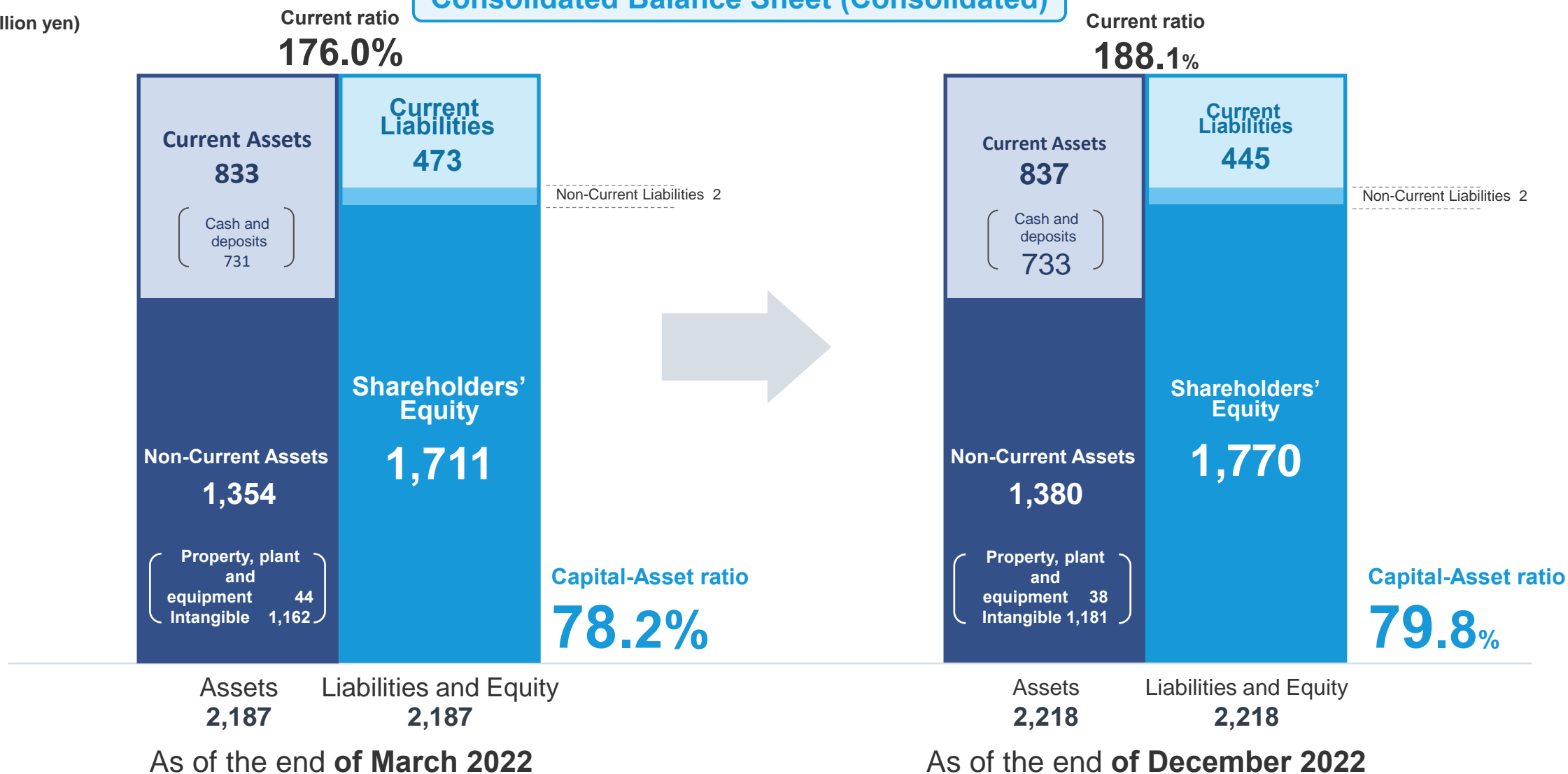
* Free cash flow (FCF) = Operating cash flow (CF) + Investing cash flow (CF)

* Figures rounded down to the nearest million yen.

Sound Financial Ground to Prepare for Growth Opportunities

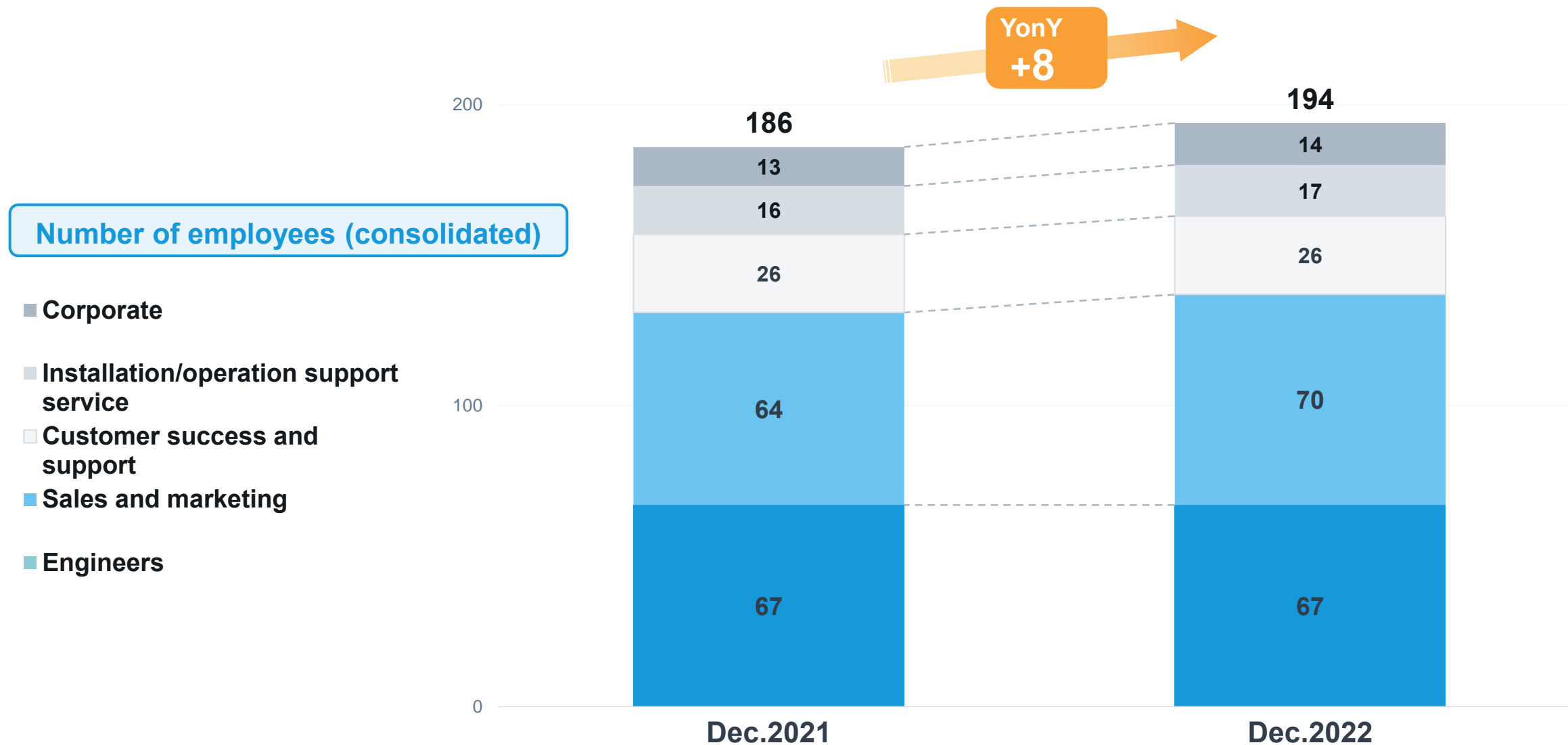
Consolidated Balance Sheet (Consolidated)

(Unit: Million yen)



* Figures rounded down to the nearest million yen.

Number of Employees



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

3. Future Prospects

Basic Policy and Growth Strategy for the FY2023



Speaker at the NIKKEI PropTech Conference (February 17)

Large-scale summit meeting that looks ahead to the future of cities

NIKKEI Hosted by Nihon Keizai Shimbun, Inc.

Real Estate Summit 2023

Achieving Social Issues through Real Estate Capabilities

2023

Friday, February 17

Tokyo International Forum
Hall 7 (3-5-1 Marunouchi, Chiyoda-ku, Tokyo)

Venue listening and online auditing

Free lectures

Check here for details and applications
<https://adweb.nikkei.co.jp/realestate2023/>
Inquiries: Nikkei Real Estate Summit Secretariat nre-summit@nex.nikkei.co.jp



NIKKEI PropTech Conference Real Estate Tech 14:30~15:40 Track II

協賛 いい生活 Netdata

Explore the Frontlines of Real Estate Innovation

Protec is increasingly being used to drive innovation in the real estate and construction sectors. In addition to lectures by experts, I will explain the current and future of Protec through lectures by industry-leading companies, such as the latest trends in SaaS and mapping DX tools.

Keynote speech

Mr. Yosuke Nagase,
Associate Researcher, Center of Real Estate Innovation of the University of Tokyo

Corporate lecture I

Real Estate Tech, which brings about a fusion and conviction of the latest trends in SaaS for the real estate market, the real estate market, Fintech, and regional revitalization

Mr. Zenichi Maeno, President & CEO of e-Seikatsu Co., Ltd

Corporate lecture II

500 companies nationwide
Map-type DX tool prepared by the real estate business

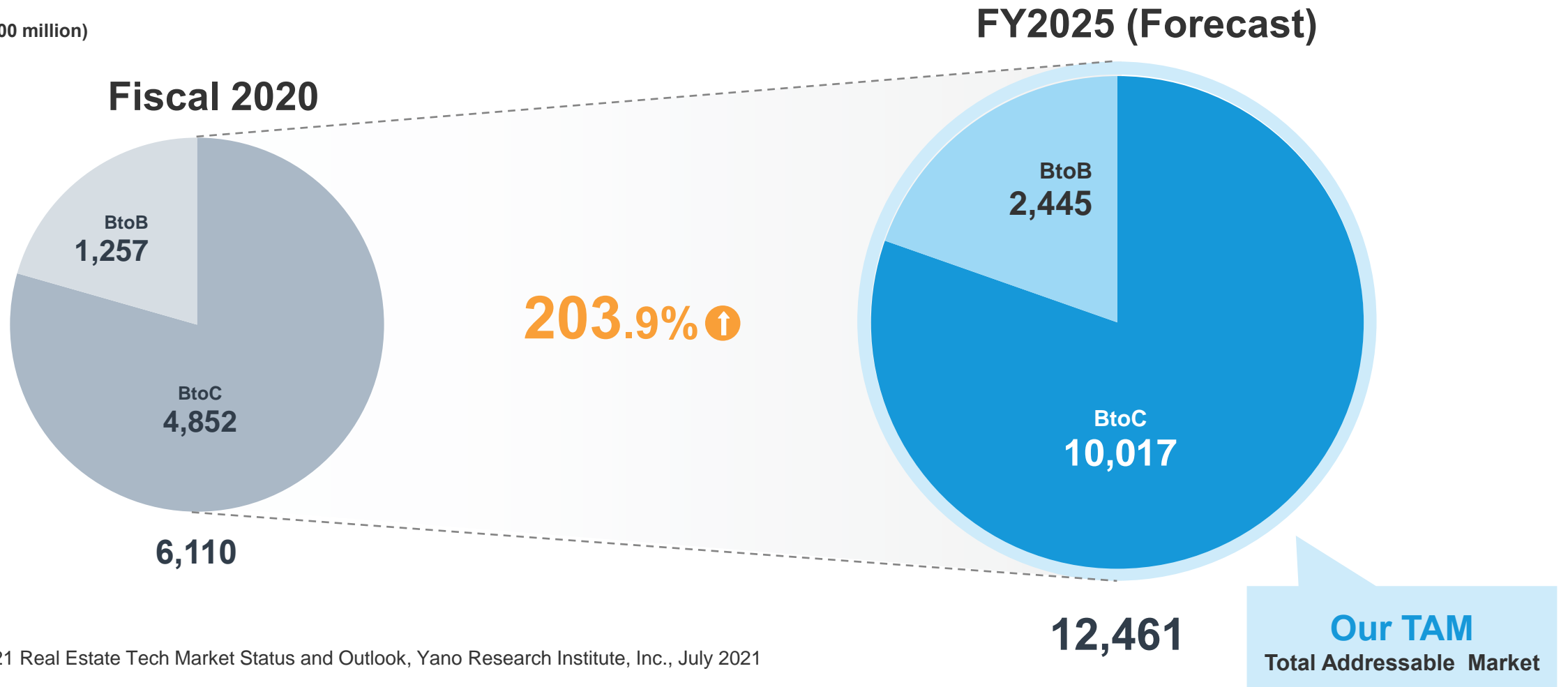
Mr. Akira Matsuoka, Representative Director of Net Data, Inc.



You can apply for the following URL; <https://adweb.nikkei.co.jp/realestate2023/>

Trends and Forecasts of the Real Estate Tech Market

(Unit: JPY100 million)



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

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

Note: Operator Sales Basis

- The areas of BtoC for consumers are "media such as property search," "matching services," "design and construction services," "crowdfunding (real estate type)," and "property utilization (sharing brokerage)."
- Business-to-business services include real estate information services, real estate brokerage and management support and pricing systems, support services using VR (virtual reality) and AR (extended reality) technologies, and IoT (cloud-based surveillance cameras and image analysis).

Potential Market Size of the Real Estate Tech in Japan

Target Indicators

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

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

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

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

SOM (Note 1)
Approximately
6 billion
Yen/Fiscal Year

To increase market share
On-premises scratch, etc.
Replacement of the system

SAM (Note 2)
Approximately
170 billion
Yen/Fiscal Year

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

TAM (Note 3)
Approximately
1.2 trillion
Yen/Fiscal Year

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

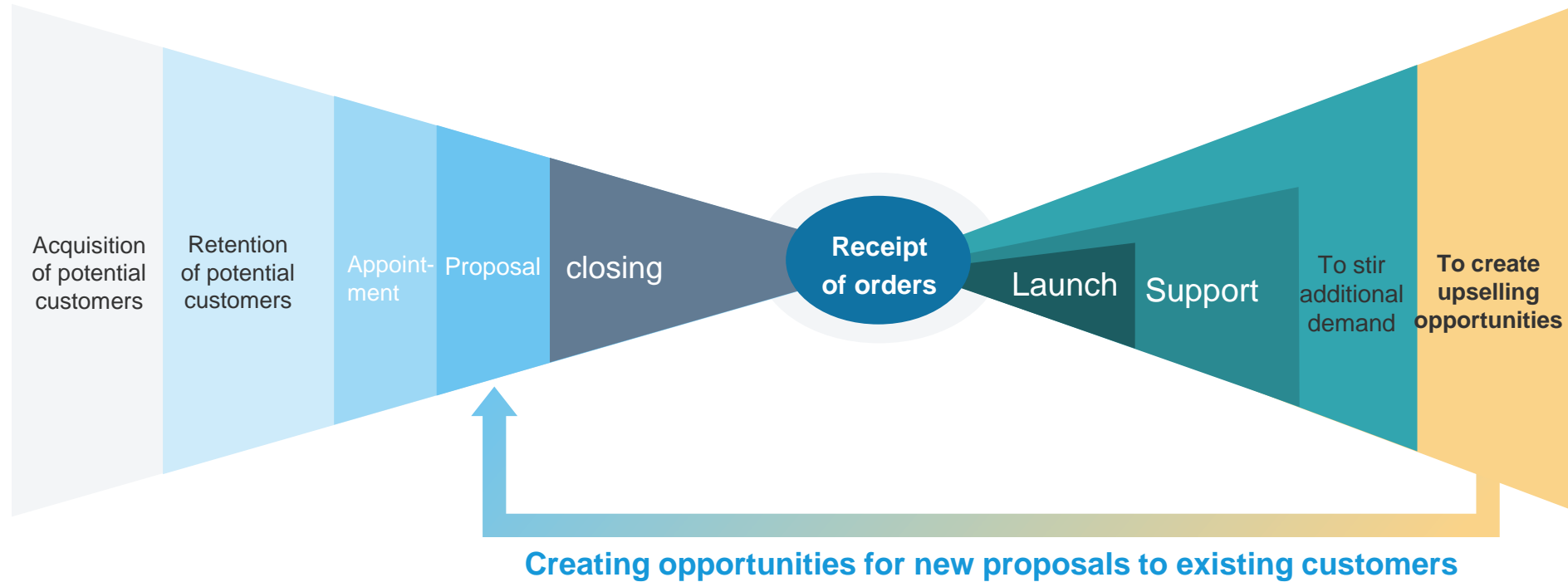
*2 Serviceable Available Market (SAM) is the largest market theoretically able to capture in a market that is a direct target of a service.

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

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

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

Our Customer Success Cycle



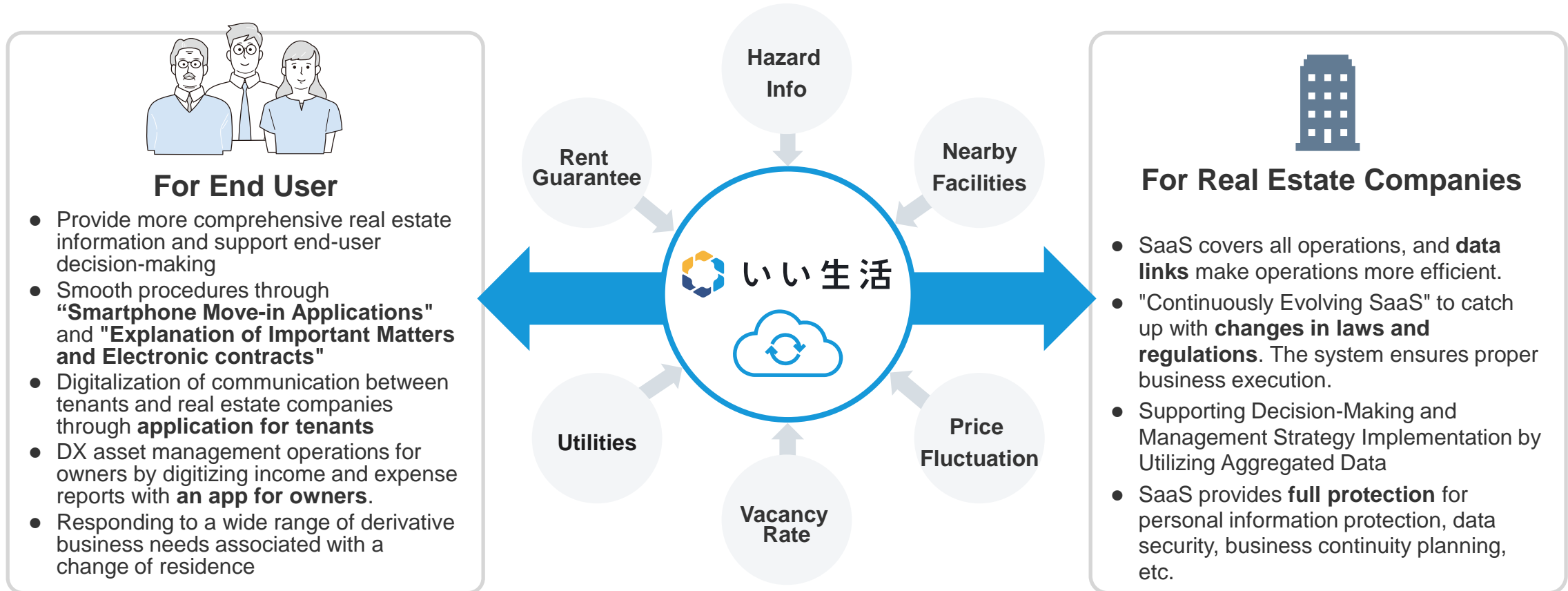
Marketing	Inside Sales	Field Sales		Customer Success	Marketing	
				Support in Installation		
<ul style="list-style-type: none"> • Seminar • Approach to industry associations 	<ul style="list-style-type: none"> • targeting • Online proposal 	<ul style="list-style-type: none"> • Online proposal • Direct proposal 	<ul style="list-style-type: none"> • Survey on operations • Conclusion of contracts 	<ul style="list-style-type: none"> • Determination on operation • Proposal for improvement in operations • Data transfer 	<ul style="list-style-type: none"> • Operation support • Regular contact 	<ul style="list-style-type: none"> • Seminar • New service information

Our Vision for the Future of DX in Real Estate Market



- Our SaaS products cover all real estate business domains. Real-time information exchange between tools without human intervention.
- Our SaaS enables leading real estate companies to link directly with end users through multi-channel communications, enhancing convenience for both sides.
- Real estate companies will be able to seamlessly provide services to end users by integrating tools, and BtoB distribution will be accelerated by networking.

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



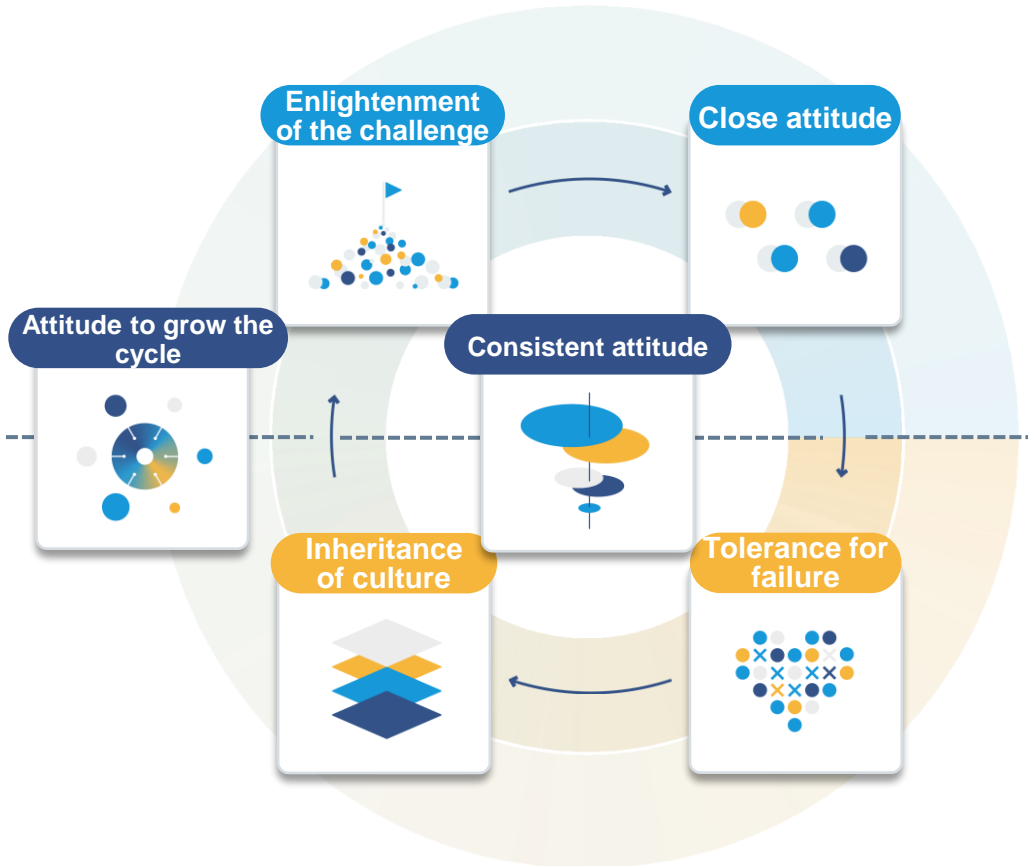
- Build a **data platform on a cloud** where all data on real estate is accumulated through business support SaaS
- **Eliminate** the "inconvenience" of end users and real estate companies **with technology**, and **update** the real estate market **with technology**

Reference

① Renewal of Our Brand

Unique Value That Supports Growth

Business (External)



Organization (Internal)

Enlightenment of the challenge

Keep setting a new standard.

Always question the "norm," learn and unlearn, and formalize the path we have taken.

Be curious, enjoy exploring the unexplored as pioneers, introduce and expand new insights into our organization.

Close attitude

Advance forward with perspective just right.

Think about innovations and improvements that will move the world forward by one step.

Not in the future, not so far, nor today, but from the distance of "TOMORROW".

Light the way forward proactively, not leaving anyone behind, and not stagnating.

Consistent attitude

Be gentle and kind, but with firm determination in heart.

Kindness = "friendly" and ease = "comfortable", but it is not a Yes-man.

We will be a dependable presence through clear communication and a system with a "principle".

Attitude to grow the cycle

Generate a chemical bond by various talents.

Send out your own WILL and involve colleagues and partners who can fill in your lacking abilities.

When the DNA of specialist's fuse beyond differences in areas and ideas, new "chemical reactions" will be born.

Inheritance of culture

Make our history by accumulating trust from others.

The past leads to today, and today leads to the future.

Accumulating trust with our customers step by step, becomes the foundation of "US" and our history.

Tolerance for failure

Love challenges and failures we meet altogether.

Let's welcome the trials and errors with great love, for new challengers and that followers.

Whether it is a small challenge or a big failure, let us accumulate them while supporting each other.

Service Line-up



This is the structure of each service that embodies e-Seikatsu's mission.

It consists of a central service line-up for all areas and a leasing, leasing, management, and trading service specializing in each area.

Each service is not interrupted by its domain or business, but it connects all real estate-related operations and circulates lifestyle and data.

Along with the Renovation of the Brand, the Service Category and Name are Changed.

In order to deliver more friendly and convenient services to our customers, e-Seikatsu is rebranding its services to provide more convenient services to our customers.

Sequentially Reflected



Business Cloud Series

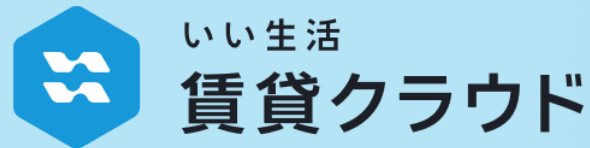
Real Estate Platform

Reference

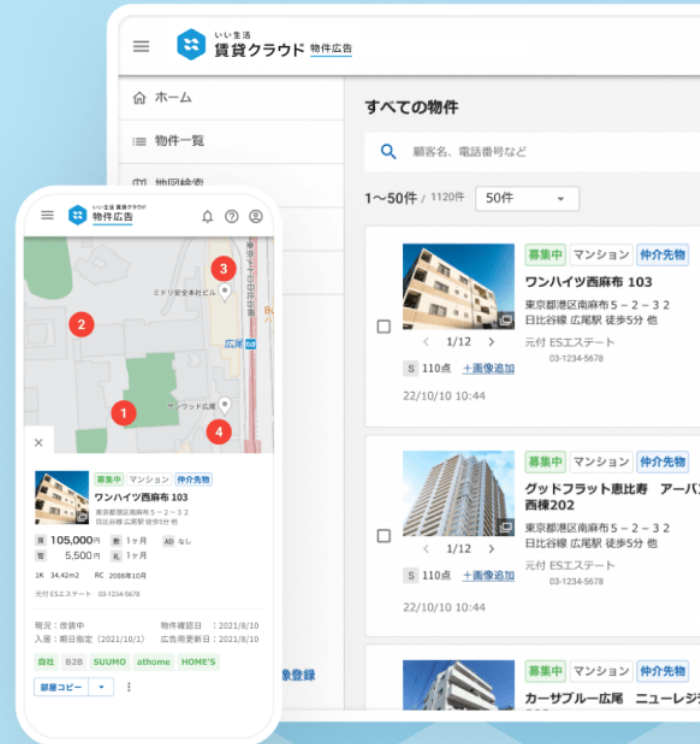
② Our Products

[Sales Support] Customer management SaaS optimized for real estate leasing brokerage. Support for the digitization of the real estate business

[Properties Advertising] Digital and efficient rental and intermediary real estate companies



Sales Support / Property Advertising




[Sales Support]

- Supports smartphones, tablets, and other devices, and manages a wide range of interactions such as LINE and web chat on a single screen
- Real-time linkage with e-Seikatsu database, and smooth transition to electronic applications and contracts

[Properties Advertising]

- Support for multi-device devices such as smartphones and tablets
- Support the business of a rental real estate agency that operates on the web with AI input support and assist functions.

SaaS customer management optimized for real estate trading. Support for digitization of real estate sales



The image displays the e-Seikatsu Sales Cloud interface. On the left, there is a logo for 'いい生活 売買クラウド' (Ii Seikatsu Baikai Cloud) with the text 'Sales support' below it. The main part of the image shows a smartphone screen displaying a customer management dashboard. The dashboard includes a search bar for customer names and phone numbers, a list of customer profiles (e.g., 鈴木 裕翔, 田中 由紀子, 住谷 良和), and a chat window. The chat window shows a conversation between a customer and a sales agent, with messages in Japanese. The interface is clean and modern, with a focus on customer interaction and management.

- Maximize opportunities to interact with management customers on a single screen for various types of communication, such as LINE and Web chat, for smartphones, tablets, and other devices.
- Complete My Page for Customers. Supporting sales activities by automatically responding to customer feedback and introducing new properties
- Corresponding to key operations such as sales assessment, explanations of important matters, sales contracts, and preparation of transaction ledgers
- Real-time linkage with e-Seikatsu database, and smooth transition to electronic applications and contracts

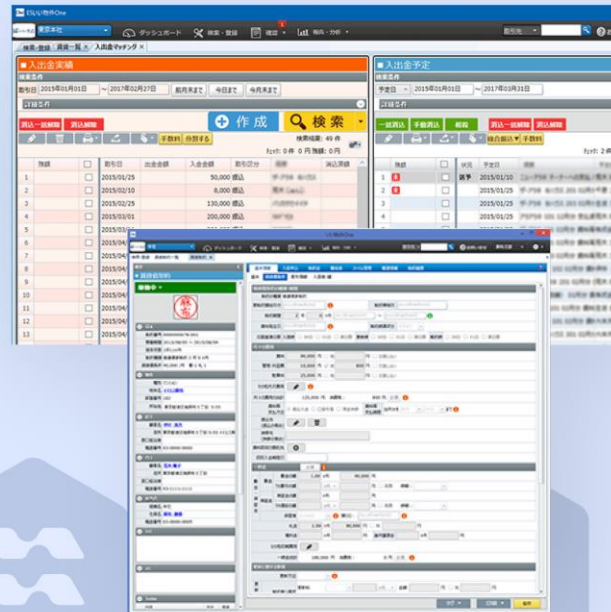
e-Seikatsu Lease Management Cloud

SaaS for lease management companies covering management contracts with owners, rent management, income and expenditure reporting, and accounting linkages



いい生活
賃貸管理クラウド

Appointment Management /
Rent Management



- Centralized management of all information relating to real estate leasing management
- Can share information in multiple stores by taking advantage of SaaS's advantages
 - ✓ Explanation of important matters for owners
 - ✓ Management consignment contract and lease contract management
 - ✓ Rent management, income and expenditure reports, and preparation of periodic reports
- Achieving greater operational efficiency and DX by combining and collaborating with other services, such as Web tenant applications

SaaS for creating your own website and web media optimized exclusively for real estate companies.

It is also linked to our property database product, enabling a variety of search options and property introductions.



いい生活
ウェブサイト

Digital marketing



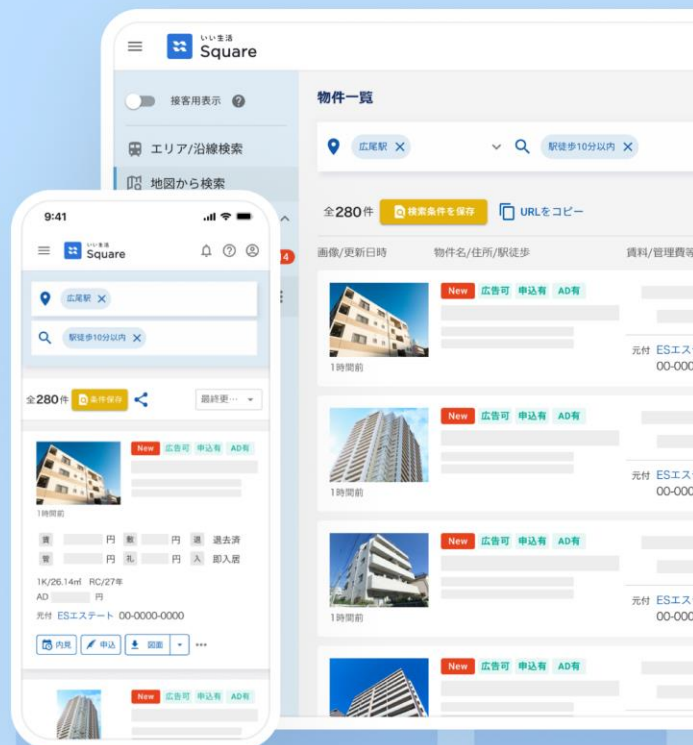
- It is possible to produce a company's website optimized for introducing real estate in a fully responsive manner, to support the digital marketing of real estate firms
- It is possible to produce a practical company's website with plentiful templates and simple operation, change its designs, and update its contents in house

[e-Seikatsu Square] An inter-dealer property information distribution platform that connects rental management companies and rental brokerage firms with ready-to-introduce property information

[Reserving a viewing/Web application] Digitization of the rental application process with automatic linkage between consumers, rental agencies/rental management companies, and rent guarantee companies



Search of property / Internal reception
/ Web application



[e-Seikatsu Square]

- Direct real-time linkage of information from SaaS used by each management company
- Information on properties with abundant images and abundant contents
- Free accounts for rental brokerage firms

[Reserving a viewing/Web application]

- Available 24 hours a day, 365 days a year for automation of application and acceptance between brokerage company and management company
- Applications can be submitted from a mobile phone, and applications are accepted and screened paperless.
- To collaborate with rent guarantee companies

[e-Seikatsu Square]

Number of registered corporations

over **11,000** companies

Number of Registered Stores*

More than **17,000** stores

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

SaaS for property management companies to centrally manage and digitize their services and communications to tenants (e-Seikatsu Home) and reporting and communication to owners (e-Seikatsu Owners).



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

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

Valid occupant ID:

More than **110,000**

Reference

③ Company Profile

All Japanese Listed Companies' Website Ranking (FY 2022) Selected as the "AAA Website" in the Standard Market Ranking



企業ホームページ
最優秀サイト
2022
日興アイ・アール
スタンダード市場部門

✓ Three evaluation axes

Easy to understand

Ease of use

Large amount of information

- Nikko Investor Relations Co.,Ltd. surveyed **3,926 listed companies** to determine **the level of information disclosure on their websites.**
- Whether or not each evaluation item is posted on the target company's website is assessed twice.
- 169 items were converted into deviation values for each of the three objective perspectives, and the average was evaluated as a total point, which was then announced as a ranking.

* Nikko Investor Relations Co., Ltd., "All Japanese Listed Companies' Website Ranking " (<https://www.nikkoir.co.jp/english/rank/rank.html>)

Introduction to the Corporate Research Analyst Report

For the first time
As you know

You can comprehensively understand the business.





Published in December 2022

The full corporate research report (Japanese only) by FISCO Ltd. can be downloaded at the following URL;
<https://cf.pfdata.fisco.jp/data/report/20221215/6680070020221215001.pdf>

Sustainability : Our Action for SDGs

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

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

*"SDGs" stands for Sustainable Development Goals. International goals for realizing a sustainable, better world by 2030, adopted at the UN Summit in Sep. 2015. Composed of 17 goals and 169 targets.

Sustainability : Acquired Certification

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

Health & Productivity Management Outstanding Organizations 2022

(Large Enterprise Category)

The company was certified as a "Health & Productivity Management Outstanding Organizations 2022 (Large Enterprise Category)" by the Ministry of Economy, Trade and Industry, the Ministry of Health, Labour and Welfare, and the Nippon Kenko Kaigi.



DX Certified Business Operators

We obtained certification under the DX certification system established by the Ministry of Economy, Trade and Industry.†



Partnership Construction Declaration

We endorse the Declaration on the Establishment of Partnerships issued by the Small and Medium Enterprise Agency.



ISMS and ITSMS

- ISMS (ISO27001) International Standard for Information Security.
- International standard for ISMS (ISO 27017) cloud security.
- ITSMS (ISO 20000) International standard for IT service management.



Security of cloud services Information Disclosure Certification System for Reliability

"ES e-Bukken One" has obtained certification under the "Information Disclosure Certification System for the Safety and Reliability of Cloud Services" as a cloud service for which information is appropriately disclosed based on guidelines published by the Ministry of Internal Affairs and Communications.



* Health & Productivity Management Outstanding Organizations = The award system to honor Corporations such as large enterprises and SMEs that implement particularly good health management based on initiatives tailored to local health issues and health promotion initiatives promoted by the Nippon Kenko Kaigi.

* DX Certified Business Operators = Based on the Act on Promotion of Information Processing, DX-certified businesses have already established visions, strategies, and systems to implement DX (DX-Ready). A system approved by the Minister of Economy, Trade and Industry.

* Partnership Declaration = Enterprises of all sizes and sizes in the position of "orderer" declare "coexistence and co-prosperity of the entire supply chain and new partnerships (inter-enterprise partnerships, IT implementations support, matching specialists and green procurement, etc.)" and "compliance with promotion standards", regardless of the size of the enterprise..

ESG-related Topics

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

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



TASK FORCE ON
CLIMATE-RELATED
FINANCIAL
DISCLOSURES



TCFD
Consortium

Started disclosing "human capital" information in securities reports

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

Integrated Report 2022 was issued

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

<https://pdf.irpocket.com/C3796/fhjD/bXc3/ivZs.pdf>

*TCFD is an abbreviation for the Task Force on Climate-Related Financial Disclosures, which was established in December 2015 by the Financial Stability Board (FSB) to discuss climate-related information disclosure and financial institutions' response to climate change at the request of the G20 Finance Ministers and Central Bank Governors' Meeting. The TCFD released its final report in June 2009, recommending companies to disclose information on climate change-related risks and opportunities. (TCFD website: <https://www.fsb-tcfid.org/>)

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

Company Profile

Established : January 21, 2000

Paid-in Capital : 628,411,540 yen (As of the end of December 2022)

Listing : Tokyo Stock Exchange Standard Market (Code: 3796)

Banks : MUFG Bank, Ltd., Mizuho Bank, Ltd., Resona Bank, Ltd.,
Sumitomo Mitsui Banking Corporation, Sumitomo Mitsui Trust Bank, Limited,
Mitsubishi UFJ Trust and Banking Corporation

of Employees : 194 (As of the end of December 2022)

Governance System : Company with Audit Committee

Officers :

Chairman	Kiyotaka Nakamura	Outside Director (Independent Director), Full-time Audit and Supervisory Committee Member	Akira Hirano
President, Representative Director & CEO	Zenichi Maeno	Outside Director (Independent Director), Audit and Supervisory Committee Member	Masahito Omachi
Representative Director & CFO	Hiroyuki Shiokawa	Outside Director (Independent Director), Audit and Supervisory Committee Member	Haruo Narimoto
Representative Director & COO	Hiroyoshi Kitazawa	Outside Director (Independent Director), Audit and Supervisory Committee Member	Koichiro Ito
Managing Director, CTO	Akira Matsuzaki		

Audit Corporation : Moore Mirai & Co. (Kisaragi Audit Corporation merged with Moore Shisei & Co. and changed its corporate name as of July 1, 2022)

Offices :

Headquarters 〒106-0047 2-32, Minamiazabu 5-chome, Minato-ku, Tokyo

Osaka office 〒530-0011 4-20, Ofukacho, Kita-ku, Osaka-shi, Osaka

Fukuoka office 〒812-0011 25-21, Hakataeki Mae 3-chome, Hakata-ku, Fukuoka-shi, Fukuoka

Nagoya office 〒450-6419 28-12, Meieki 3-chome, Nakamura-ku, Nagoya-shi, Aichi

Disclaimer

- The material and information provided through this presentation are intended for helping you understand our group's management policy and financial information, and not for encouraging you to purchase or sell the shares of our company for investment.
- We are careful when handling information mentioned herein, but we will not guarantee its accuracy, recency, usefulness, or the like. If any information mentioned herein includes an error, data falsified by a third party or the like, our company will not assume any responsibility for damage caused by said matter.
- The information mentioned herein includes our current plans, strategies, and outlooks. They are based on the analysis of currently available information and the judgment of employers, including potential risks and uncertainties. The forecast may be different from actual results, due to the changes in the business environment, etc. The future outlook will not be revised or updated according to the facts after the date of announcement, etc.



不動産市場に、テクノロジーを

いい生活