

GA

FY2023.10 1Q

Financial Results

March 16, 2023 (Securities code : 3491)

GA TECHNOLOGIES

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.

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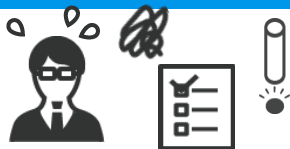
Our business model

Our business model

WHY : The issues we are tackling and the value proposition

Solving social issues through a fusion of “Real x Technology”

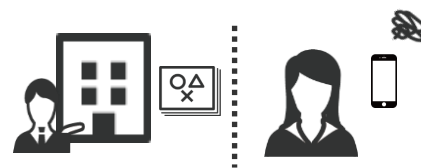
Low productivity due to analog process



Poor user experience



Unbalanced information



Solving the challenges of each industry/sector with DX for delivering a transparent and smooth CX

RENOSY



ITANDI BB
ITANDI BB+

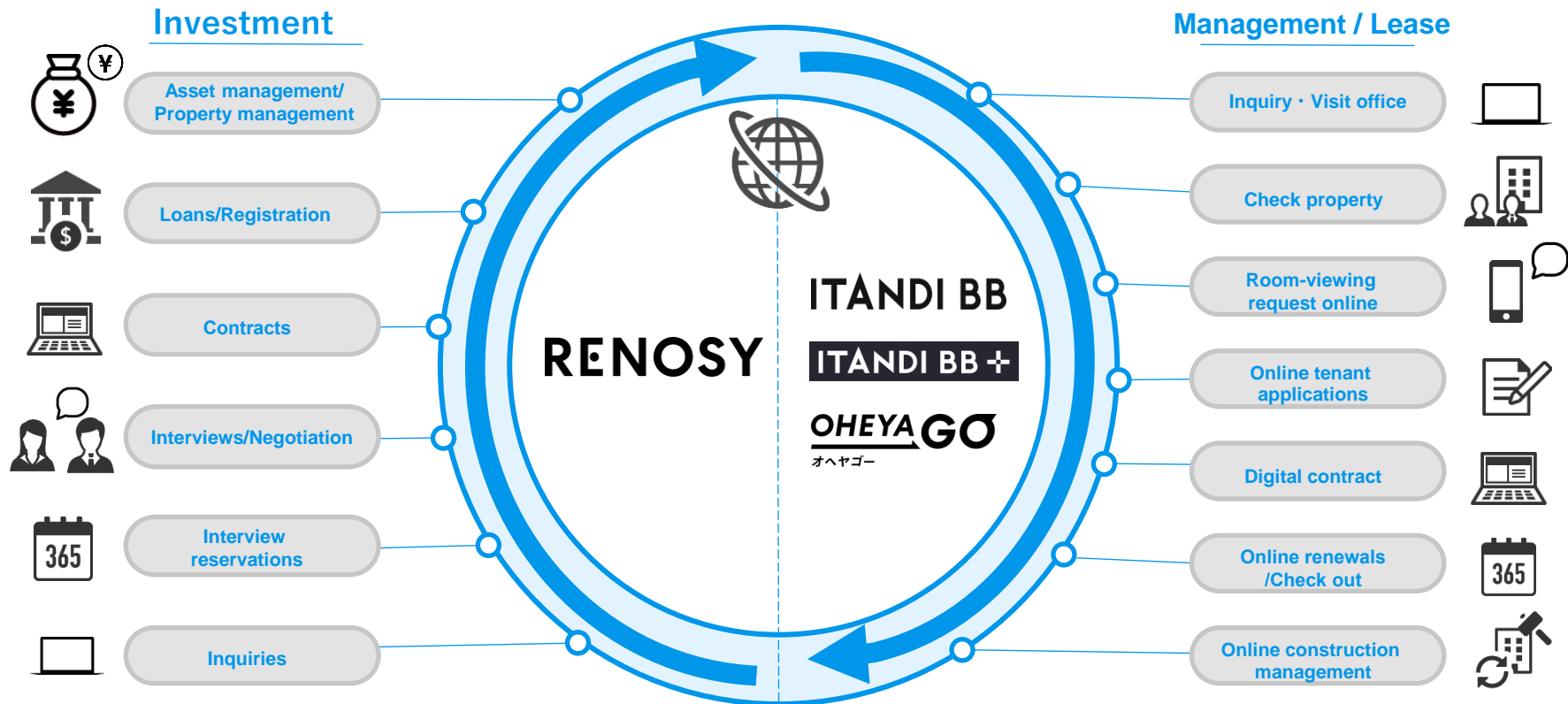


OHEYA GO
オヘヤゴ



Mtech

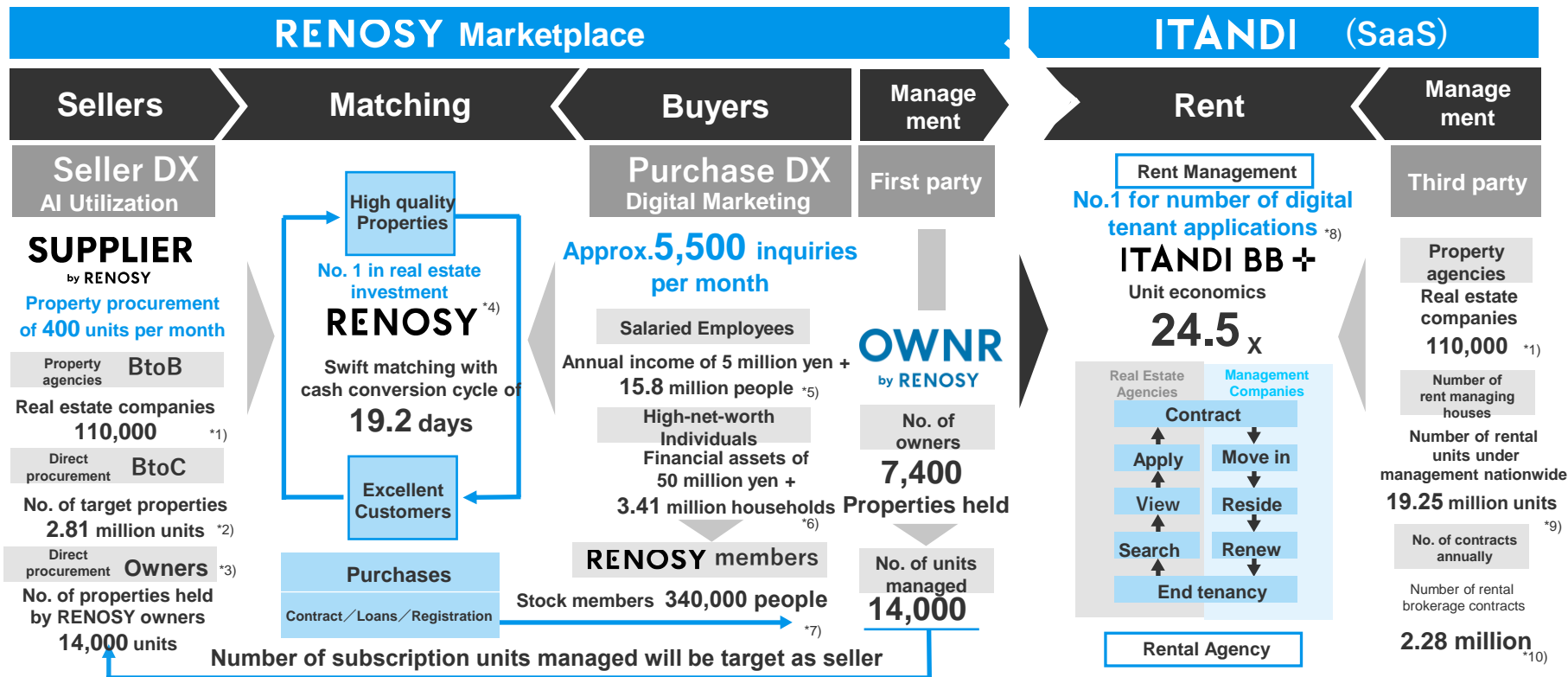
Our business model

WHAT: Our problem-solving initiatives**Providing end-to-end services online**

Our business model

HOW: Our business model – Overview of operation

Using technology for the streamlined operation of sequential processes in a unique business model



Note: *1~*10 are at page 98

Our business model

Business overview

Segment	Business Activities	Product	
RENOSY Market-Place	Online Transactions	<p>▶ Online real estate investment service</p> <ul style="list-style-type: none"> Utilizing RENOSY media to acquire real estate investment customers who are sellers (sales) and buyers (purchases), matching both, and utilizing technology to provide sales service 	RENOSY
	Subscriptions	<p>▶ Property management (asset management)</p> <ul style="list-style-type: none"> Offering multiple plans with subscriptions for a service that protects asset value 	 <small>powered by RENOSY</small>
	Third party services	<p>▶ Third-party use of RENOSY</p> <ul style="list-style-type: none"> Making RENOSY media available for use by third-party companies and providing them with media use and a service for customer introductions 	
ITANDI	SaaS	<p>▶ Vertical SaaS for real estate companies</p> <ul style="list-style-type: none"> Offering a streamlined system to real estate companies (mainly rental management companies and real estate agencies) through monthly and pay-as-you-go fees 	ITANDI BB+
	B2B Marketplace	<p>▶ Inter-agency website for real estate companies</p> <ul style="list-style-type: none"> Provided as an inter-agency website as a B2B marketplace 	ITANDI BB <small>イタンディ ビービー</small>
	B2C Marketplace	<p>▶ Online real estate rental service</p> <ul style="list-style-type: none"> Offering a rental website as a B2C marketplace with a revenue model based on commissions for each contract, etc. 	OHEYA GO <small>オヘヤゴー</small>

FY2023.10 1Q Business highlights

FY2023.10 1Q Business highlights

1Q Topics

- **Entering the M&A brokerage business**, a new area outside of Proptech
- Launched **“RENOSY BANK”**, Internet bank for real estate investors, on 16 March
- New businesses will **specialize in areas where we can leverage strengths**, and replicable business models will be developed horizontally

1Q Business summary

- RENOSY Marketplace **progresses as planned** despite changes in the interest rate environment
- ITANDI **progressed better than planned** due to continued strong inquiries
- **Aim for record-high profits** thorough cost control while continuing to invest in growth
- **Continue to thoroughly select and focus on** RENOSY and ITANDI to achieve the business plan

FY2023.10 1Q Business highlights

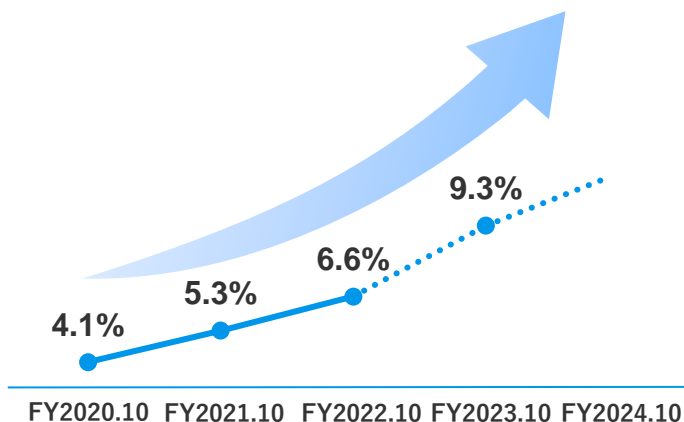
FY2023.10 1Q Business highlights

In the current fiscal year, we will continue to expand market share through focus and selection on RENOSY and ITANDI, and to develop social infrastructure

RENOSY Marketplace

Share of real estate investment market

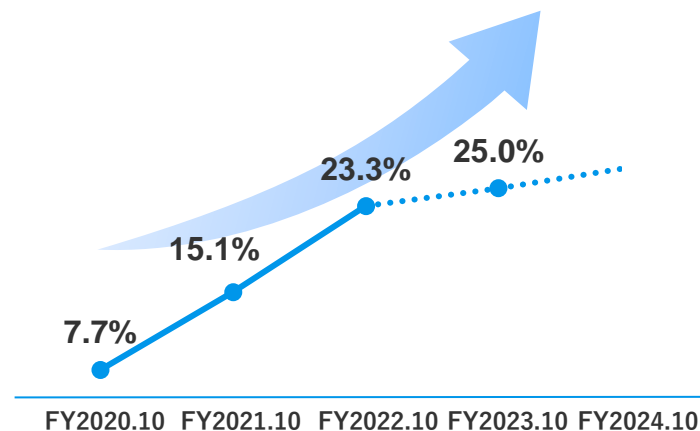
Plans to capture approx. **10%** market share out of a market size of **1.5 trillion yen** *1)



ITANDI

Share of rental applications

Plans to capture approx. **25%** market share of **3.25 million** rental applications *2)



*1) Tokyo Kantei Corporation, "Press Release: New and Used Condominium Market in the Tokyo Metropolitan Area" (January 2021), Tokyo Kantei Corporation, "Press Release: Market Trends of New and Used Condominiums (Tokyo Metropolitan Area)" (May 2021), Property data registered with Real Estate Information Network for East Japan, Inc. Market share was estimated at 1.5 trillion yen based on the business performance of the top 10 investment real estate companies, and market share was calculated based on RENOSY Market Place's forecasted sales revenue of 142 billion yen for the fiscal year ending October 31, 2023

*2) Based on 2.28 million rental brokerage contracts in REAN JAPAN Market Report - 1st Edition_2020_1224, the number of tenant applications was estimated at 3.25 million based on ITANDI's 30% cancellation rate from numbers of ITANDI's digital tenant application

Celebrating the 10th anniversary of the foundation

GA technologies Co., Ltd. celebrated its **10th anniversary** on March 12
 We will make an even greater leap forward for the next 10 years

Renewal of the corporate logo

Changed the logo to a bold and powerful one as a tech company for the new era. Adopted blue as the corporate color which evokes images of speed, technology, and cleanliness

GA TECHNOLOGIES

Renewal of the website

Complete renewal of the entire website, starting with the corporate site

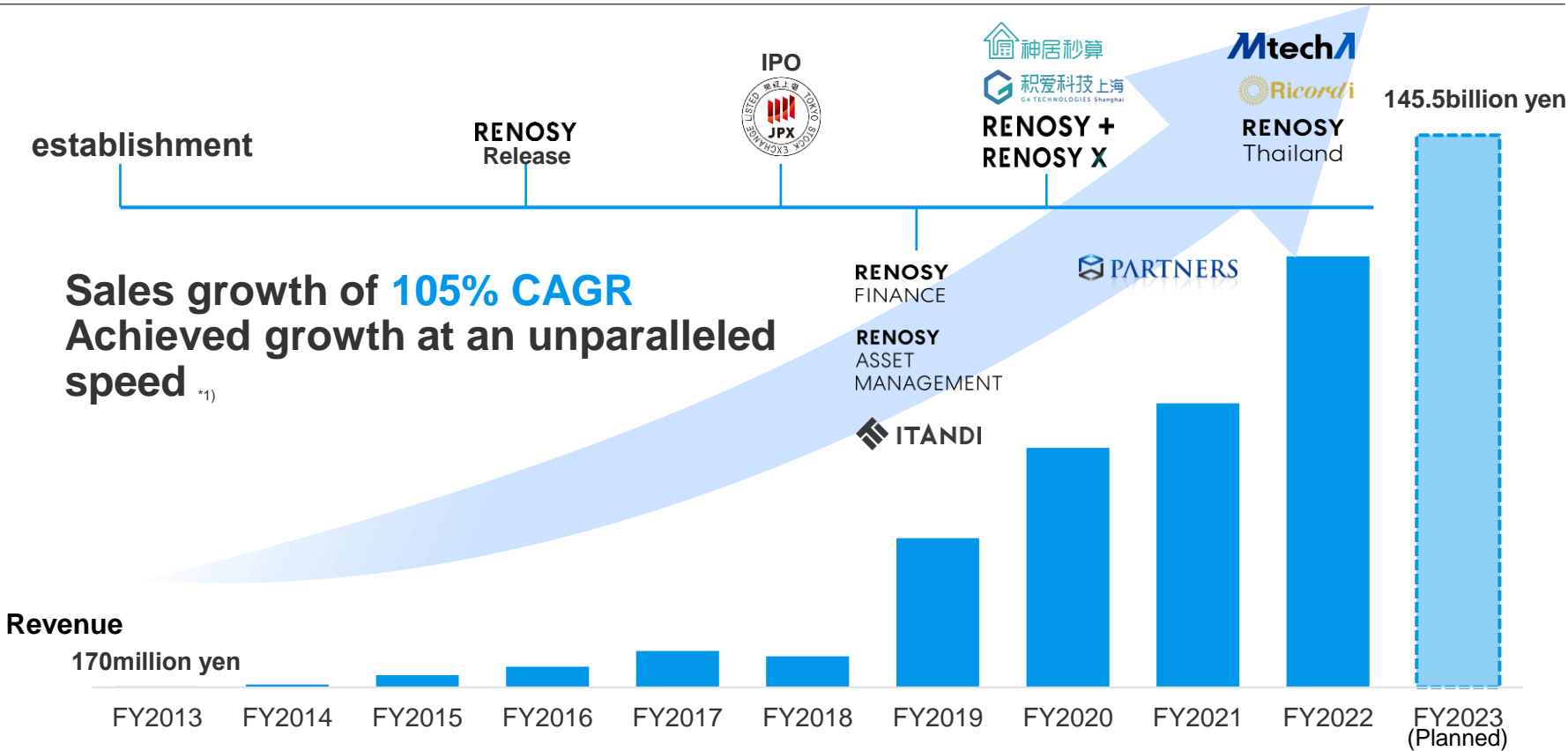


Expansion into new business

Leveraging the knowledge gained from the real estate DX business, we expand horizontally into areas with similar challenges. First foray into businesses outside the real estate

Mtech

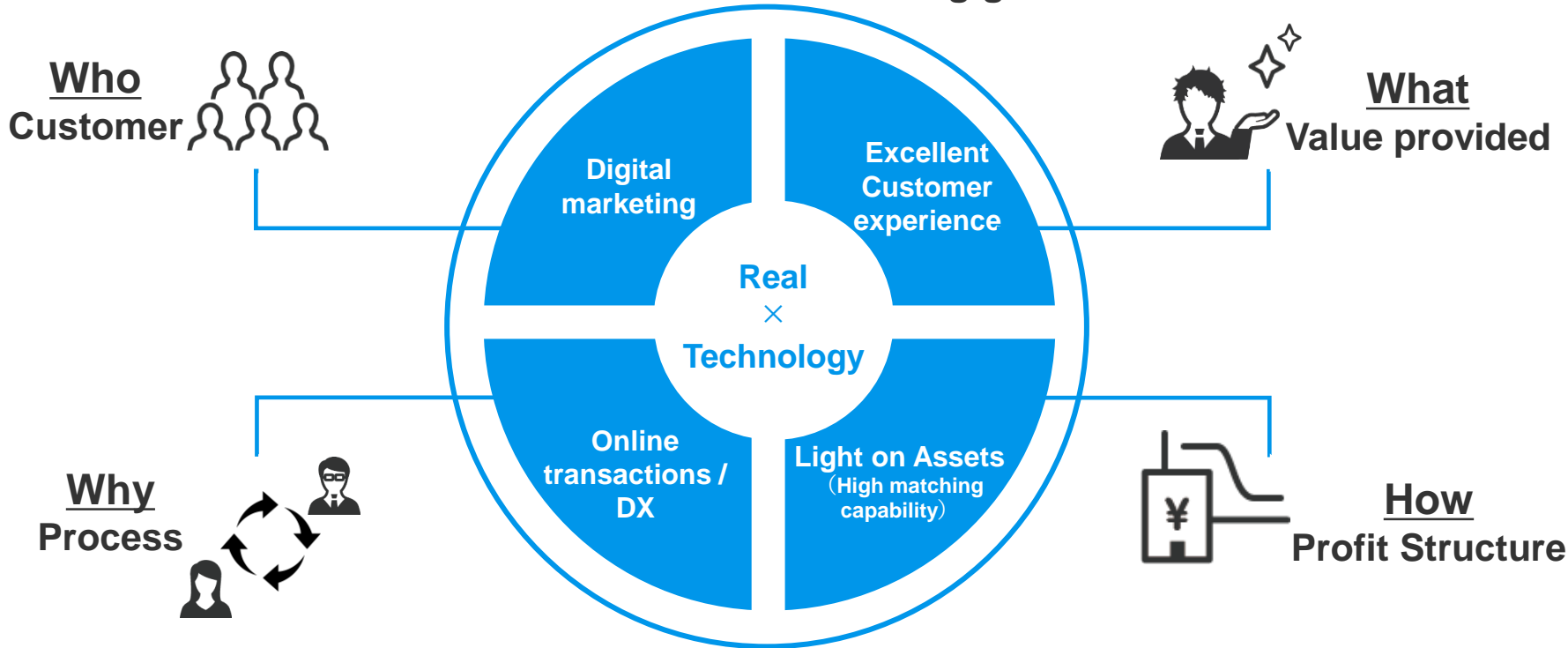
10 years of history ①



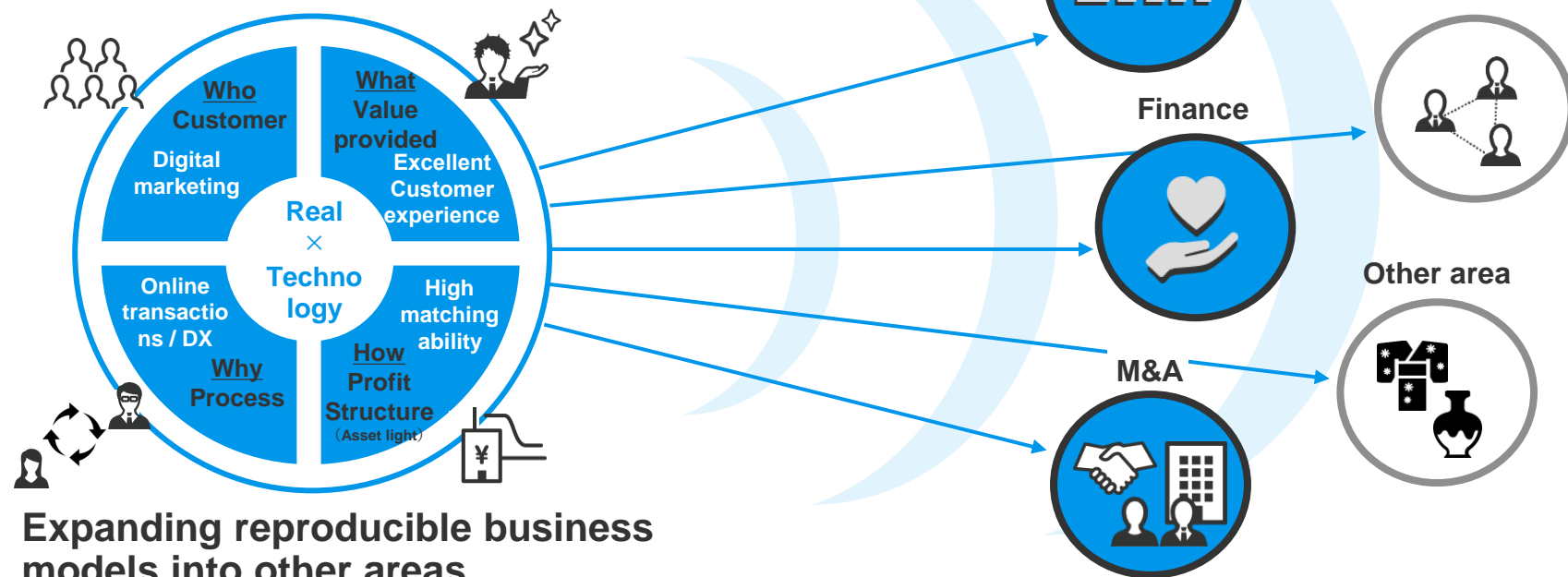
*1) Comparison of FY2013.10 full-year actual result with FY2023.10 full year forecast

10 years of history ②

**Solid business model based on “Real x Technology”
that has achieved overwhelming growth**



10 years of history ③

Expanding business domain from
“PropTech” to “Industry Tech”

Industry Tech RENOSYBANK service to be launched

Launched “RENOSY BANK”, the Internet bank for real estate investors, on March 16

RENOSY BANK

White Label using NEOBANK®



Saving/ Increase

JPY deposit / Structured deposit / foreign currency deposit, etc.



Loan

Mortgage / Credit card loan, etc.



Convenient

Dedicated smartphone apps, etc.



Enjoy

Publicly run gambling



Banking services for customers who are looking to invest and asset-build, with a focus on real estate. Banking transactions and its service are completed via an app

Opening an account at RENOSY BANK enables access to a variety of financial products/services such as bank transfers and foreign currency deposits, as well as mortgage loans

Since SBI Sumishin Net Bank handles the banking function, there is no credit risk to the Company in terms of borrowing, etc.

Industry Tech New M&A brokerage DX service company "MtechA"

Entering the M&A brokerage business, which faces the same challenges as the real estate industry, and by leveraging our knowledge

High business reproducibility and Integrated real (building operations) & Technology to solve social issues



M&A cannot be completed online only ; Building real operations is important

Expensive

High transfer price

Law of one price

No two companies are the same

Specialization

Requires specialist intervention

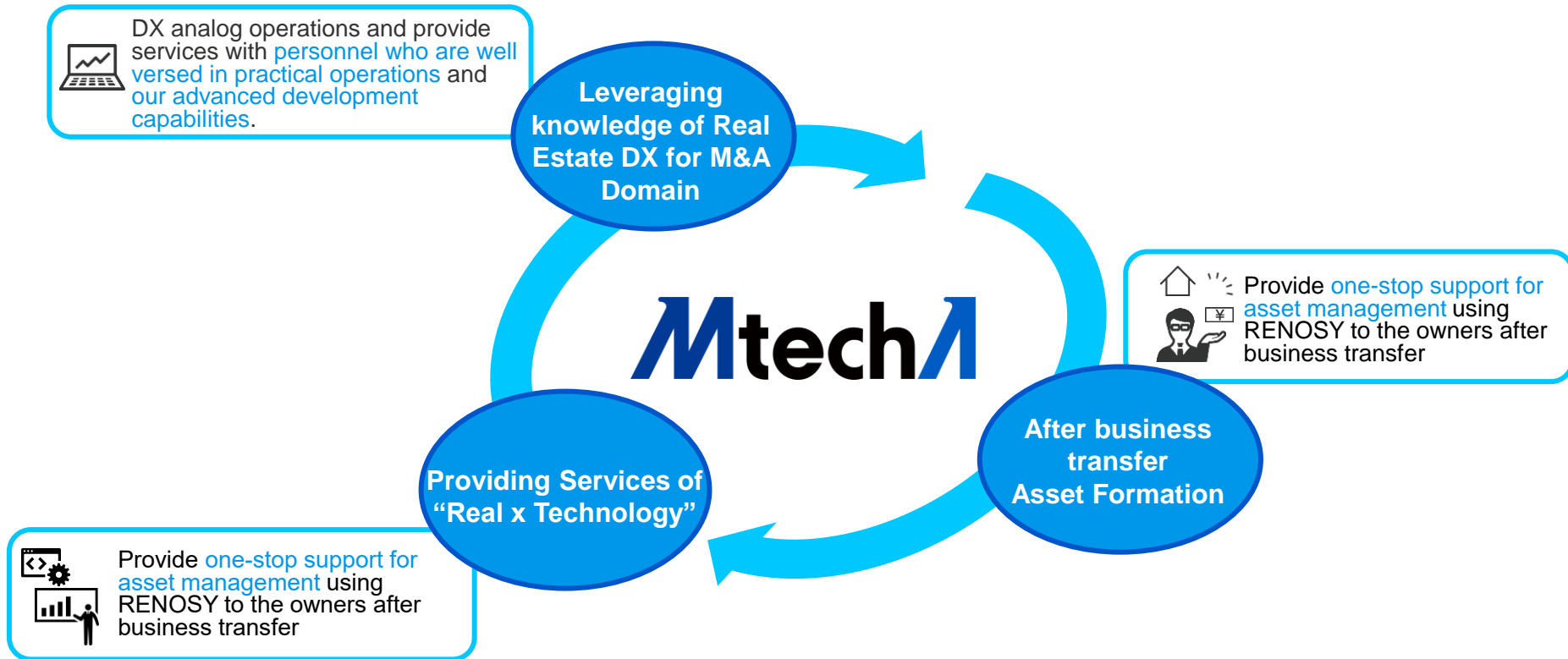


Use of technology

Technology

DX streamlines an analog industry and improves CX

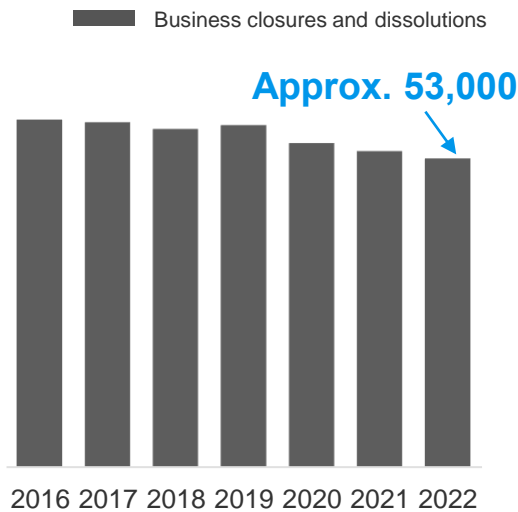
Strengths and synergies of "MtechA"



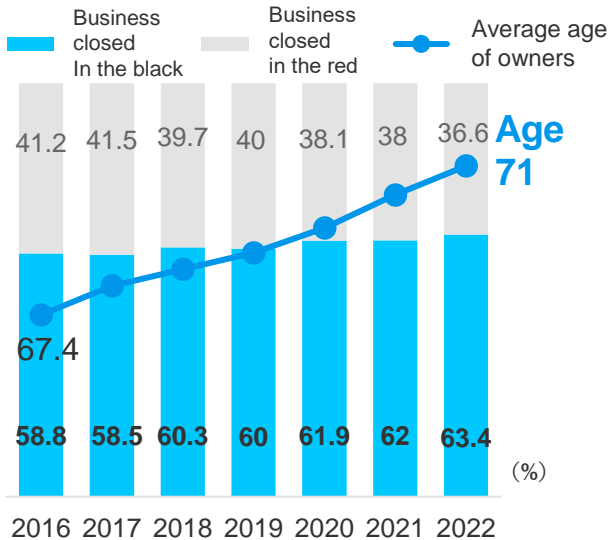
Challenges in SME business succession behind the growth of the M&A industry

Business succession of SMEs and small business operators is an urgent issue

Number of business closures and dissolutions *1)

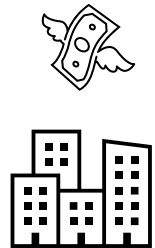
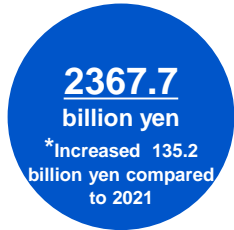


Percentage of businesses closed in the black or in the red *1,2)

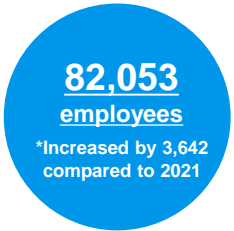


Loss of sales & Loss of employment opportunities *1)

< Loss of sales >



< Loss of employment opportunities >

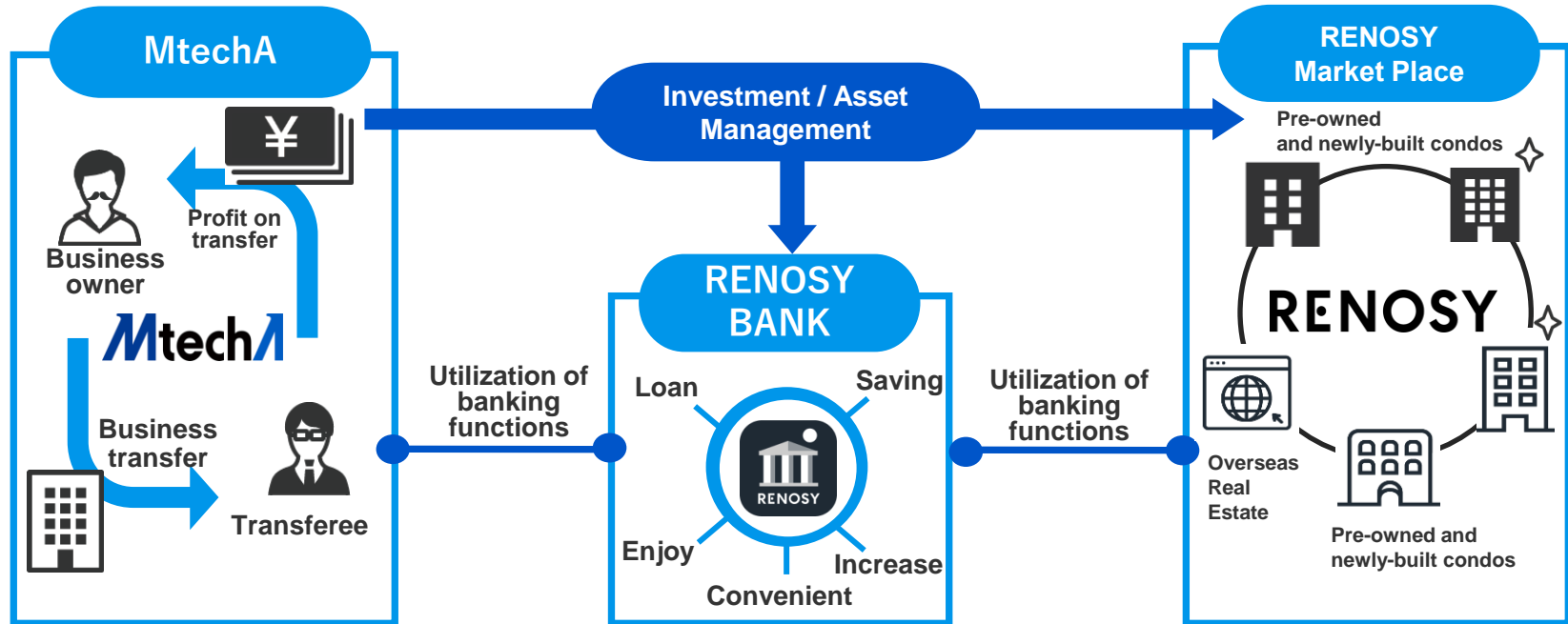


*1) From Teikoku Databank National Survey of Corporate "Suspension and Dissolution" Trends (2022) <https://www.tdb.co.jp/report/watching/press/pdf/p230106.pdf>

*2) Bankruptcy includes asset-overrun surplus business closed

“MtechA” Business model of high synergy with other businesses

Provide support for investment in real estate and financial products to the owners after business transfer, aiming to generate synergies with existing businesses



Disciplined new business standards / operating policies and systems

Set criteria for new business expansion in areas of synergy with existing businesses and large markets

New Business: Market Selection Criteria

1

There are social issues that need to be changed and can be solved with technology



2

Large Market size (TAM)



3

No need for large initial investment in equipment, etc.



4

Area where make the most of our strengths in real x technology know-how



New Business: Operational Policies and Structure of the Organization

1

Small and top talented team



2

Investment only to the extent of profit



3

Appointment of top players in the industry



4

Carefully assess investment returns and consider further scaling through M&A, etc.



FY2023.10 1Q Results

FY2023.10 Reform of the profit structure

Continue to investments that lead to sales growth,
while thoroughly controlling costs and generating further profits

Control on Personnel cost

Reduce personnel costs by about 100 from the initial estimate of 250 to a net increase of 100 to 150, by streamlining through transfers and DX

Consolidation of corporate functions

Reduce operational costs by relocating group companies and consolidating back-office and other corporate functions

Thoroughly select and focus on business

Review business strategies, **withdraw from unprofitable businesses**, and further concentrate resources on RENOSY and ITANDI

Increase profits
from 2Q
onward,
when the
effects of the
measures are
supposed to be
realized

Aim for record-high profit

Record-high profit
1.88 billion yen ^{*1)}

Initial
forecast
1.6 billion

FY2023.10
Business
profit

*1) FY2020.10 Operating profit based on JGAAP basis

Reason for change in profit indicators

Changed profit index from operating income to business profit in IFRS for the following three reasons

1 Consistent with JGAAP operating income

Aligns with operating income under JGAAP to facilitate comparisons with other companies

2 More accurately reflect profitability

Business profit under IFRS is a more accurate measure of the earning ability of a business because it doesn't include other income expenses.

3 Performance requirements for stock options

Since the performance requirement for the exercise condition in the 9/10/11th stock options issued in September 2022 is "business profit".

Statement of Income Comparison between JGAAP and IFRS

(JGAAP)

(IFRS)

Net sales		Business profit
-) Cost of sales		-) Cost of sales
Gross profit		Gross profit
-) Selling, general and administrative expenses		-) Selling, general and administrative expenses
Operating profit		Business profit
+) Non-operating income	}	+) Other income
-) Non-operating income		-) Other expenses
Ordinary profit		Operating profit
+) Extraordinary profit	}	+) Finance income
-) Extraordinary losses		-) Finance costs

FY2023.10 1Q Highlights of financial results

Both RENOSY Marketplace and ITANDI business performed well
The consolidated gross profit margin improved by 1.7 % points YoY; Losses in business income decreased

	Revenue	Gross Profit	Business Profit (Segment profit)	Topics
Consolidated	YoY +39% 24.0billion (YoY+6.7billion)	YoY +55% 3.8billion (YoY+1.3billion)	Previous year reference : \triangle 0.6billion \triangle 0.5billion	<u>Although progress in performance is weak due to conventional seasonality, both sales and profits are steady compared to the plan</u>
RENOSY Marketplace	YoY +39% 23.2billion (YoY+6.4billion)	YoY +56% 3.2billion (YoY +1.1billion)	YoY +217% 0.4billion (YoY+0.2billion)	<u>Gross profit progress remained steady at +56% YoY and expanded. Segment profit grew sharply by +217%</u>
ITANDI	YoY +74% 0.7billion (YoY+0.3billion)	YoY +75% 0.6billion (YoY+0.2billion)	YoY +190% 0.1billion (YoY+0.1billion)	<u>Sales and profits both grew at a high rate in YoY as the number of companies introducing apps increased ahead of the busy leasing season</u>

FY2023.10 1Q Results

FY2023.10 1Q Consolidated financial results

RENOSY Marketplace and ITANDI both achieved high growth rates in YoY, and segment profit grew significantly

(million yen)		FY2022.10.1Q (IFRS)	FY2023.10.1Q Actual (IFRS)	YoY changes ⁻¹⁾
Consolidated	Revenue	17,339	24,075	+39%
	Gross Profit	2,461	3,820	+55%
	Business Profit	△639	△541	–
	Profit attributable to owners of parent	△561	△499	–
RENOSY Marketplace	Revenue	16,797	23,297	+39%
	Gross Profit	2,063	3,218	+56%
	Segment Profit	133	421	+217%
ITANDI	Revenue	417	726	+74%
	Gross Profit	347	608	+75%
	Segment Profit	58	168	+190%
Adjusted items	Corporate expenses	△703	△1,025	–
	Others ^{*2)}	△73	△24	–

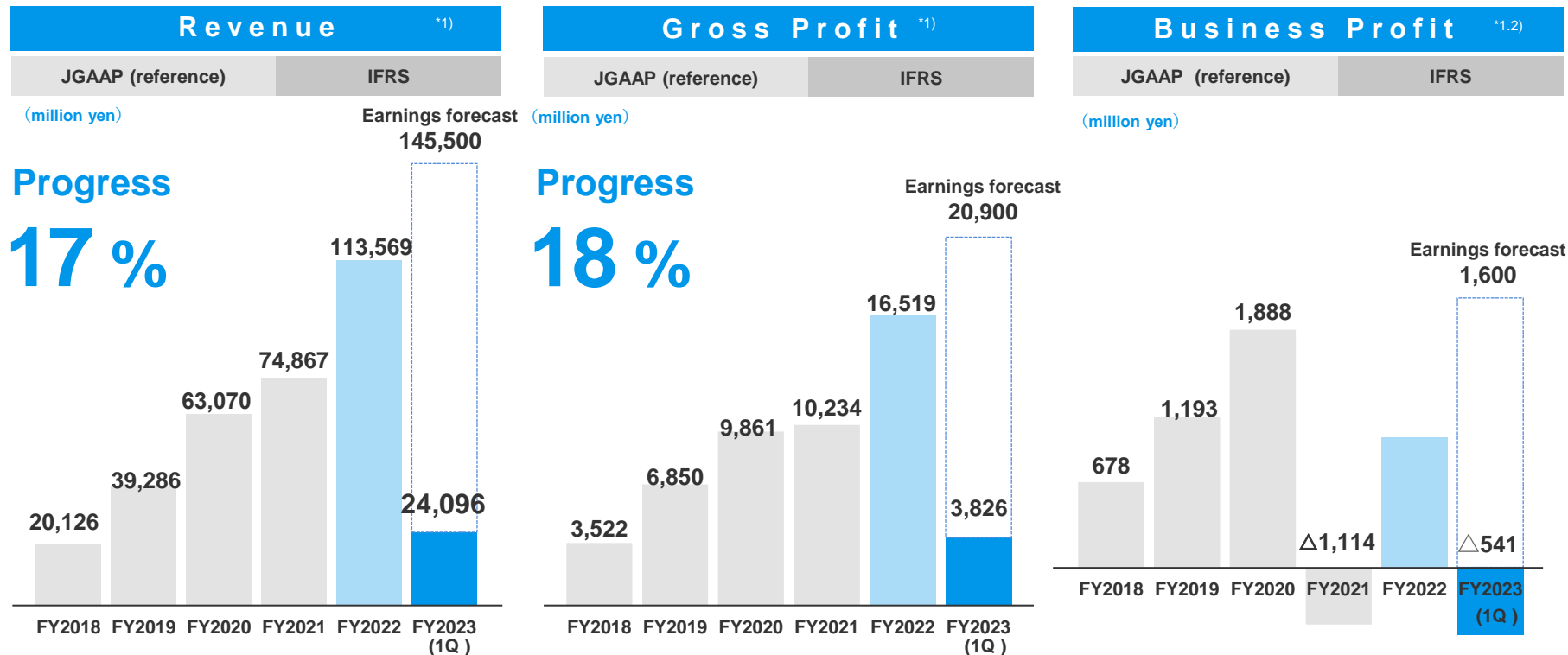
*1) Calculated based on the figures on the table FY2023.10 1Q Actual ÷ FY2022.1 Actual -1

*2) Other includes; Elimination of inter-segment transactions Amortization of intangible assets identified as a result of corporate consolidation and acquisition-related costs

FY2023.10 1Q Results

FY2023.10 1Q Consolidated financial results trends

Although the progress rate tends to be low in 1Q due to seasonality, goals were achieved as planned



*1) Produced in consolidated financial statement since FY 2019.10 *2) Figures FY2018.10 to FY2020.10 are based on operating profit

FY2023.10 1Q Results

Financial result by Quarter trend (IFRS)

Revenue grew steadily by +39% YoY, gross profit by +56% YoY, and business profit deficit narrowed in YoY

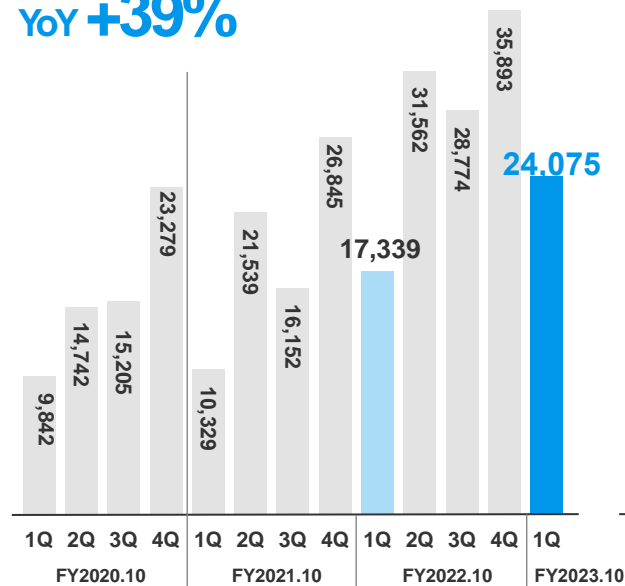
Revenue

JGAAP(reference)

IFRS

(million yen)

YoY +39%



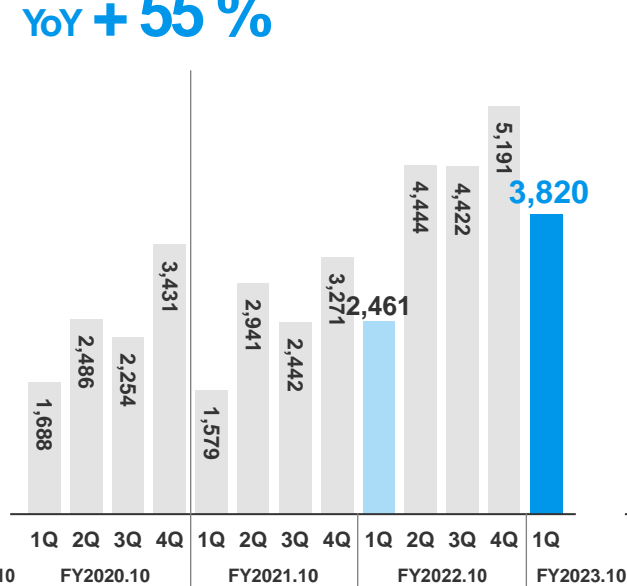
Gross Profit

JGAAP(reference)

IFRS

(million yen)

YoY +55%

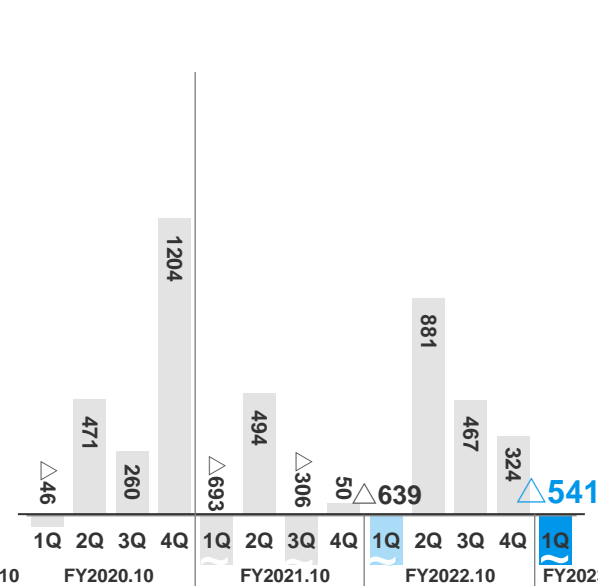


Business Profit ^(*)

JGAAP(reference)

IFRS

(million yen)



*1) Numbers in FY2020.10 are based on operating profit

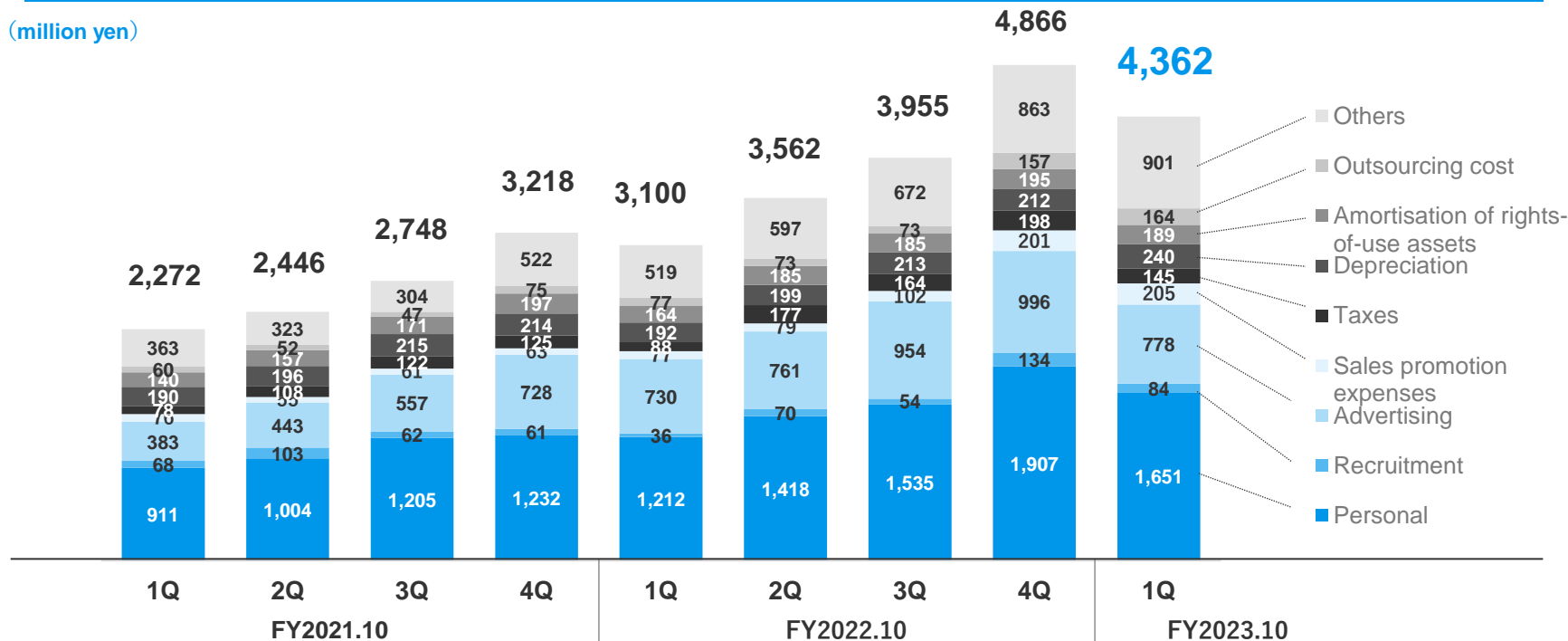
SG&A Trends

Advertising expenses were reduced in QoQ due to efficient marketing measures.

Personnel expenses decreased QoQ in 1Q of FY2023 due to appropriation of one-time expenses such as bonuses in 4Q of FY2022

SG&A Trends *1)

(million yen)



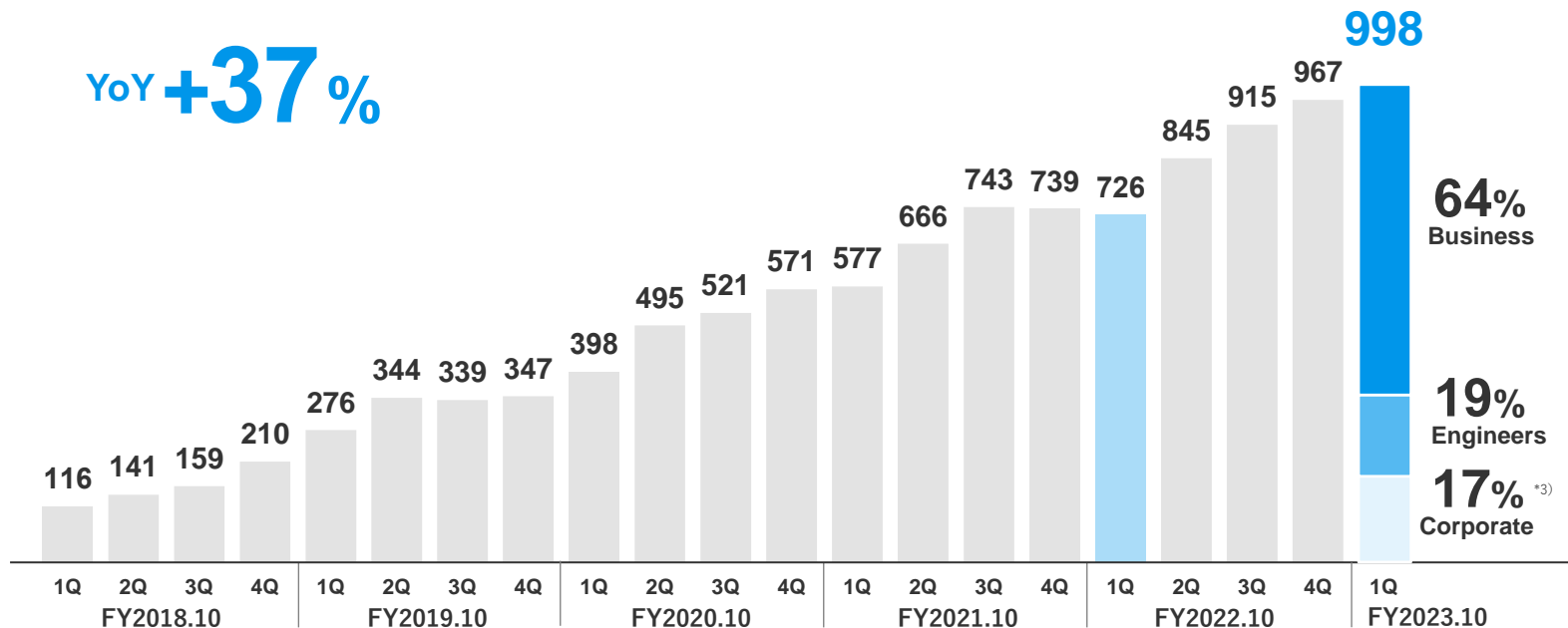
FY2023.10 1Q Results

Employees trends

Aggressive implementation of highly effective referral hiring to reduce hiring costs and control costs

Number of Employees ^{*1,2)}

(# of people)



*1) Board members, contracted workers, internships, part time workers are excluded (as of January 31 2023)

*2) Based on consolidated number of employees after FY2019.10

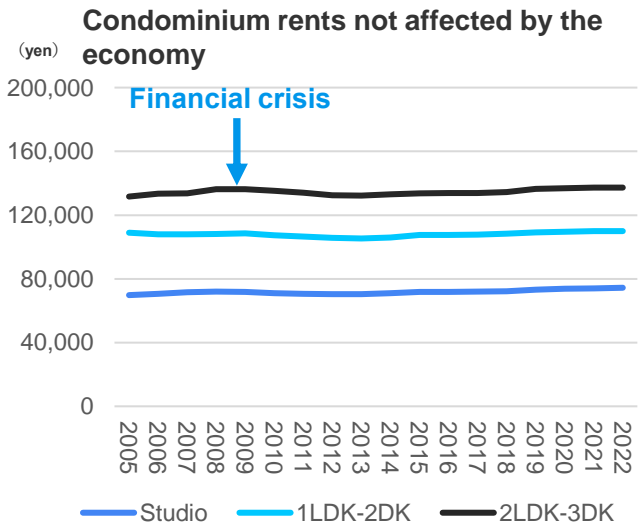
*3) The numbers are being rounded up so they may not add up to 100%

RENOSY Marketplace Results

Changes in the industry due to interest rate changes

Condominium rents are not easily affected by business conditions, as evidenced by past trends, and **our business is progressing as planned** despite the recent changes associated with the rise in interest rates

Trend of Condo rents in Tokyo ^{*1)}



Other key indexes trend

Stock prices, office rents, and REITs are greatly affected by the economic environment



Key KPI highlights

Each indicator remained steady. Number of Purchase DX contracts increased 1.5 times in YoY, and number of subscriptions also increased proportionally

Revenue Growth Rate

Target : 20%~30%

Revenue

23.2billion
(YoY appx.+39%)

Gross Profit Growth Rate

Target : 20%~30%

Gross Profit

3.2billion
(YoY appx.+ 56%)

RENOSY Members ^{*1)}

YoY appx.+ 25%

339,000
(YoY appx.+ 67,000 members)

Number of Purchase DX Contracts ^{*2)}

YoY appx.+ 55%

1,039deals
(YoY+370 deals)

Number of Seller DX contracts ^{*3)}

YoY appx.+ 26%

318deals
(YoY+65 deals)

Number of Subscriptions contracts ^{*4)}

YoY appx.+ 42%

14,422units
(YoY+4,237 units)

*1) Refers to the total stock number of RENOSY members at the end of January 2023 (accumulated numbers of member registration).

*2) Total number of contracts for investment and home within RENOSY Marketplace through Purchase DX. Figures do not include those of pre-merger companies (FY2023.10 1Q total)

*3) Total number of contracts for investment and home within RENOSY Marketplace through Seller DX. Figures do not include those of pre-merger companies (FY2023.10 1Q total)

*4) 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

Revenue trends (Quarterly)

Quarterly revenue was +39% YoY, achieved record revenues in 1Q

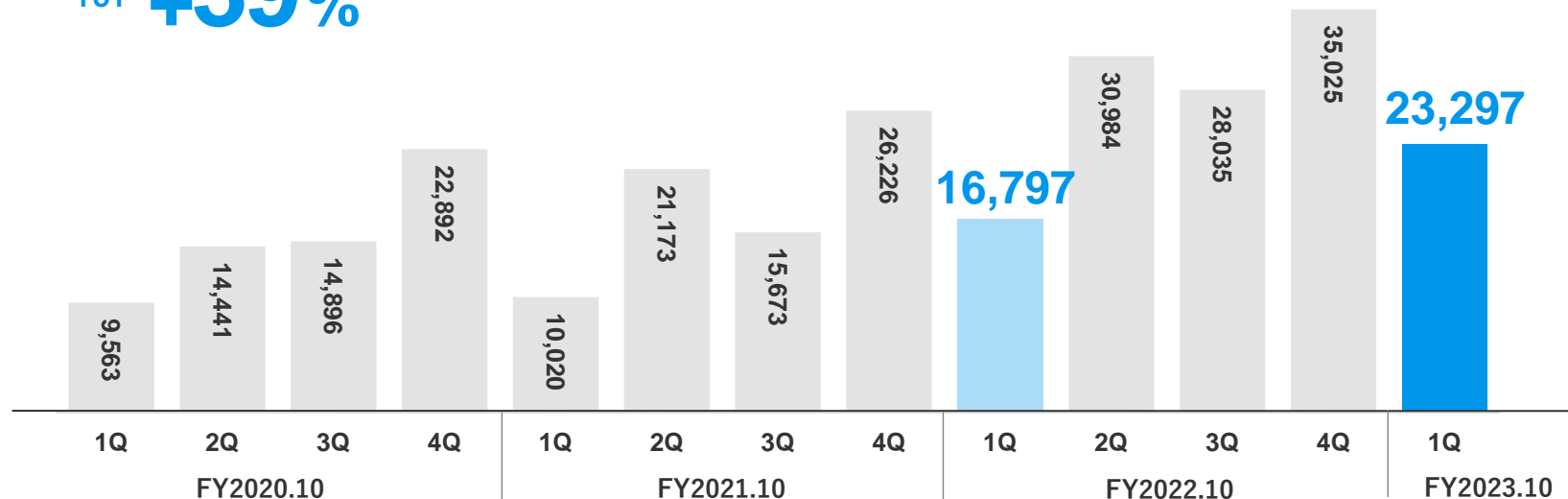
Quarterly Revenue Trends

JGAAP (reference)

IFRS

(million yen)

YoY **+39%**



FY2023.10 1Q RENOSY Marketplace Results

Gross profit trends (Quarterly)

Through promoting Seller DX and expanding our product lineup, gross profit was improved, which led to increase in YoY growth rate

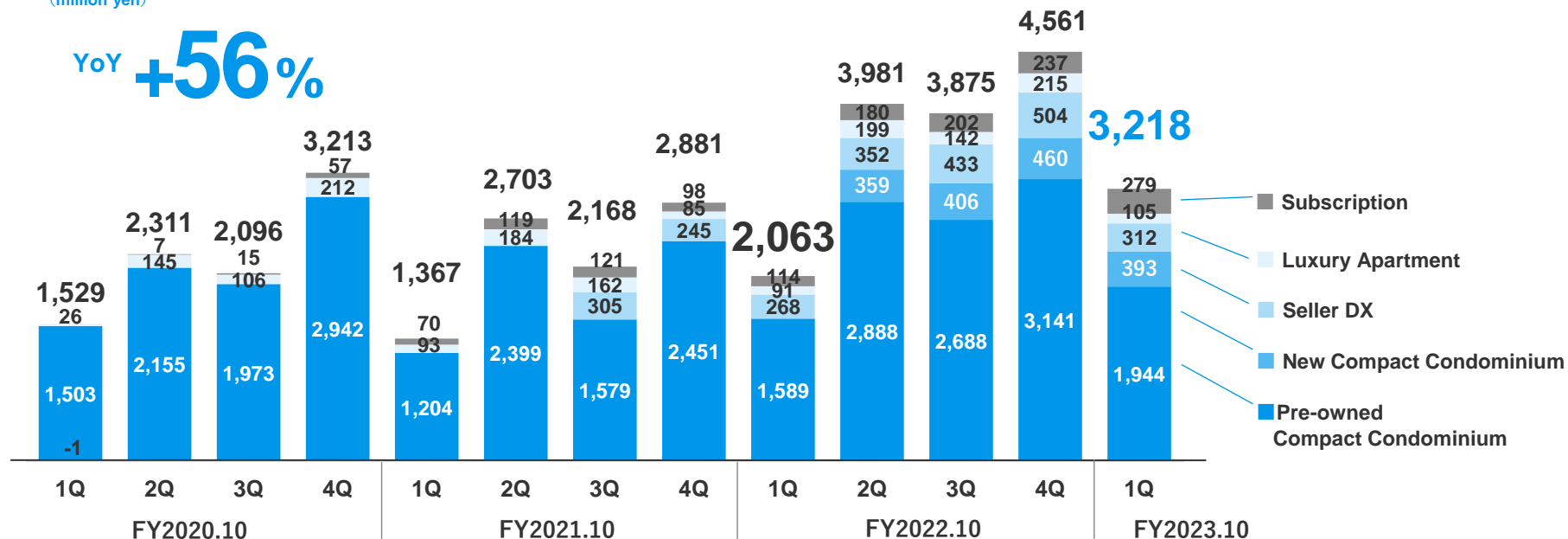
Quarterly gross profit trend

JGAAP (reference)

IFRS

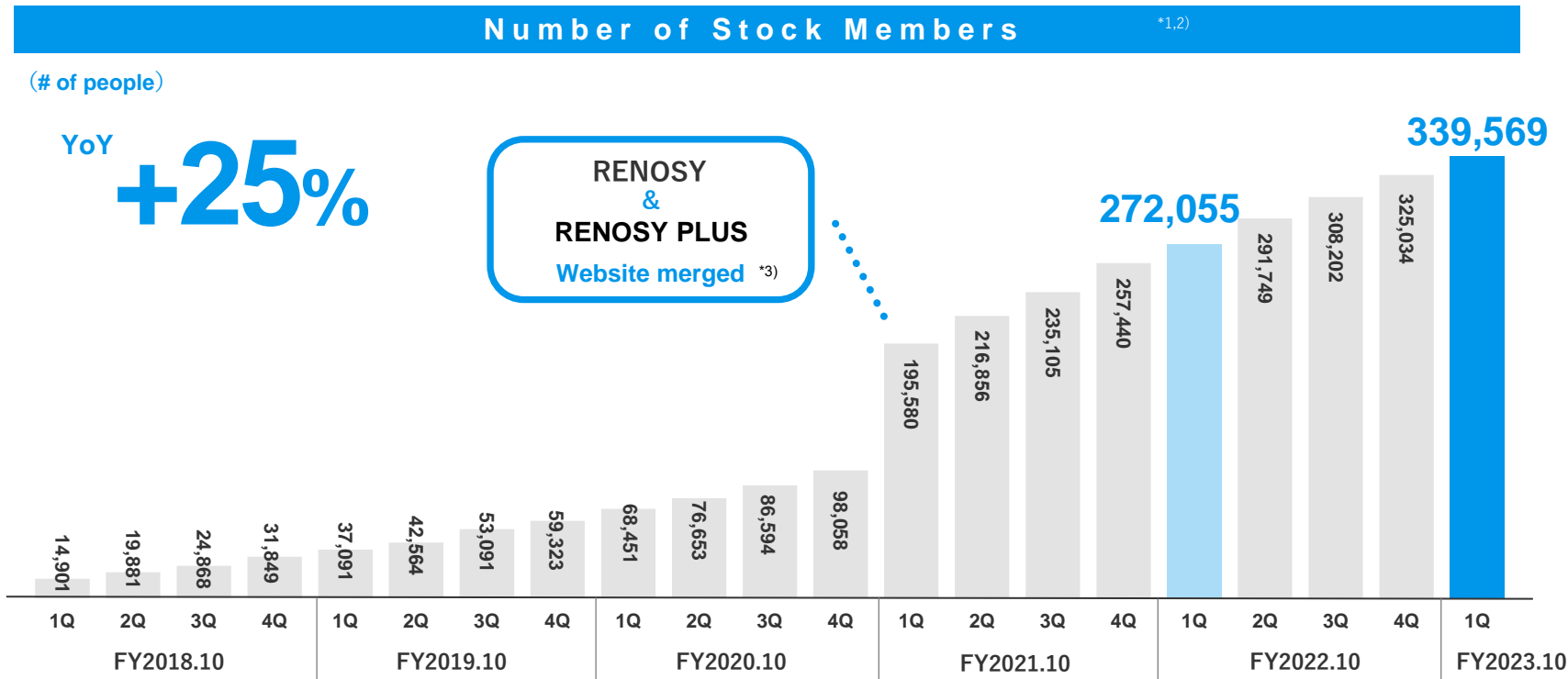
(million yen)

YoY **+56%**



RENOSY member stock trends

Efficient use of digital marketing to attract customers brings the number of members to the 340,000 level



*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

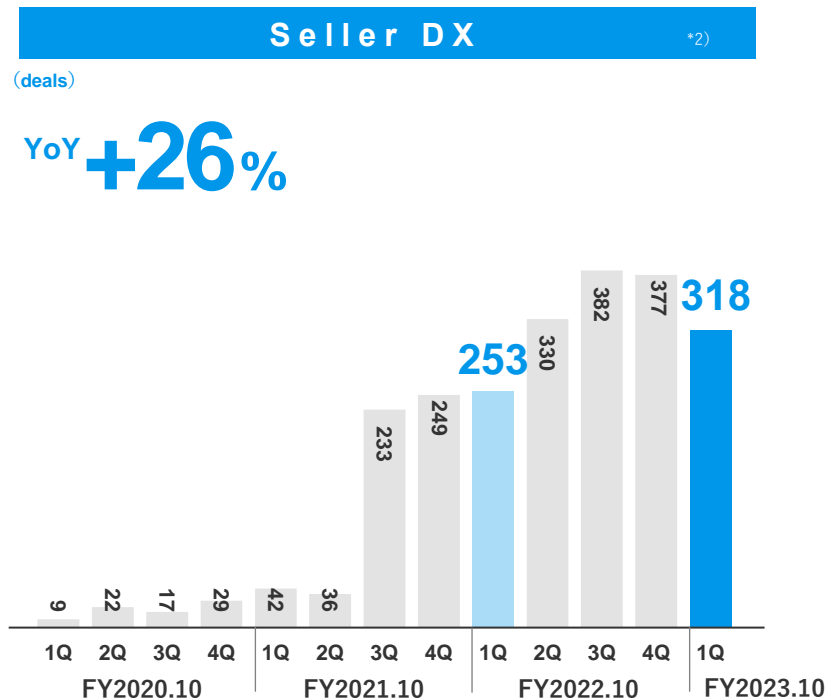
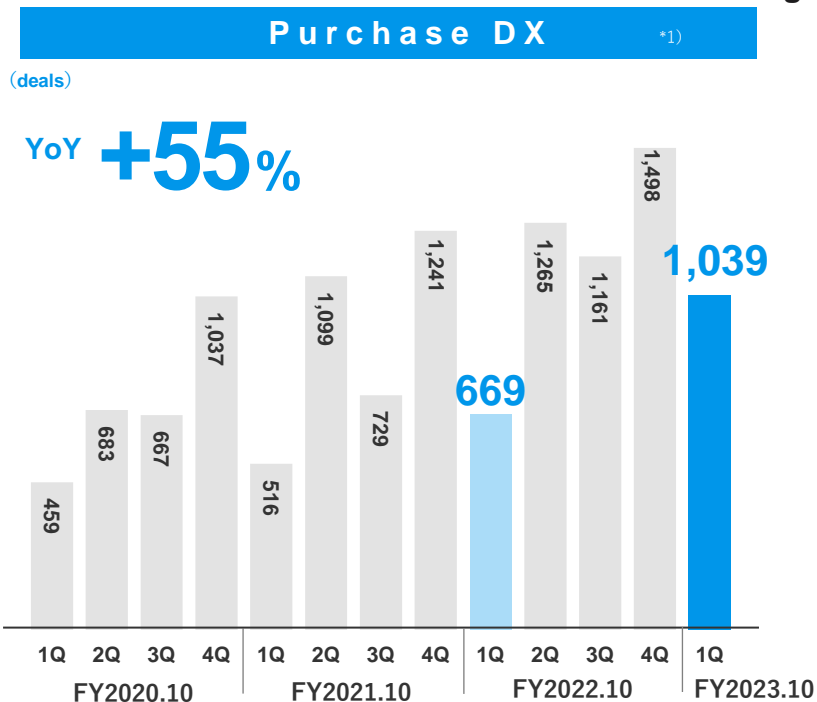
*3 Company name changed from 'Modern Standard Inc.' on April 1 2022

FY2023.10 1Q RENOSY Marketplace Results

Number of contract trends for Purchase DX, Seller DX

The number of contracts in the Purchase DX remained strong at 55% YoY

The number of contracts are on an increasing trend due to the strengthening of Seller DX, contributing to an increase in gross profit



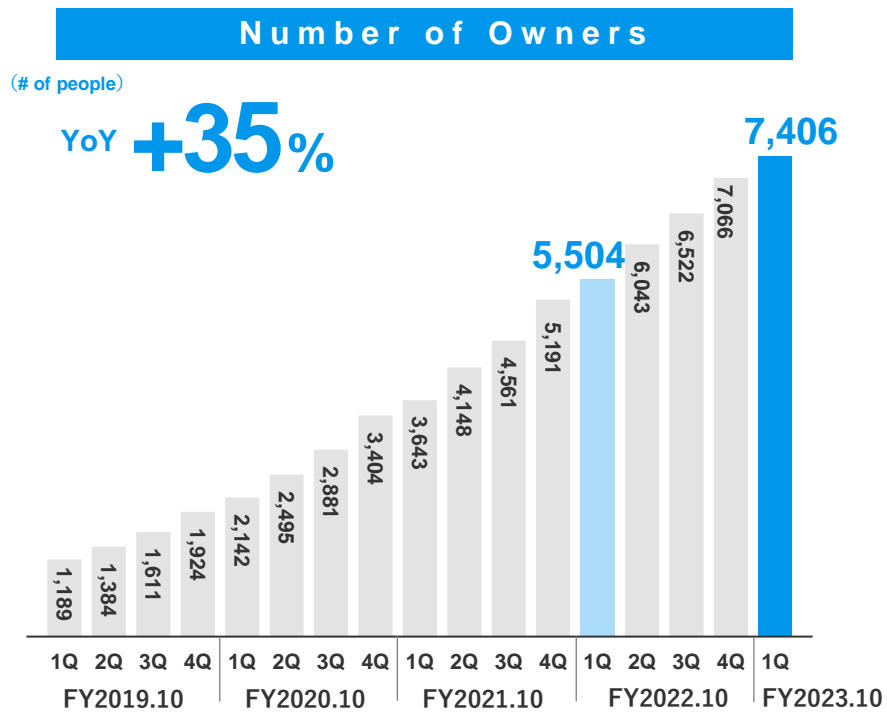
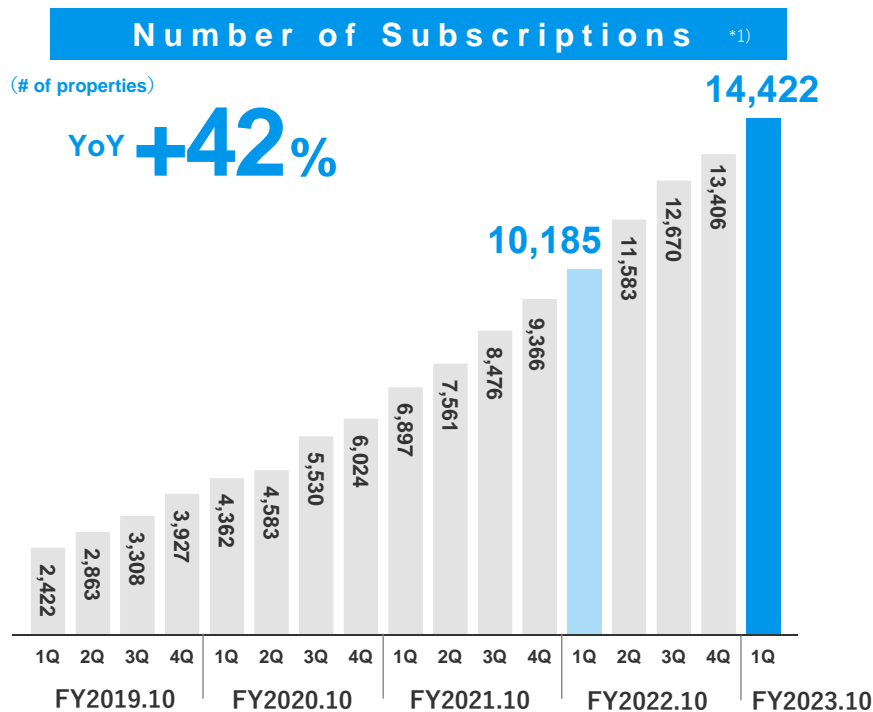
*1) Total number of contracts for investment and home within RENOSY Marketplace through Purchase DX. Figures do not include those of pre-merger companies (FY2023.10 1Q total)

*2) Total number of contracts for investment and home within RENOSY Marketplace through Seller DX. Figures do not include those of pre-merger companies (FY2023.10 1Q total)

FY2023.10 1Q RENOSY Marketplace Results

Number of subscriptions trends

Strong growth both in number of subscription contracts with +42% YoY and growth in number of owners with +35% YoY



*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.

FY2023.10 1Q RENOSY Marketplace Results

Quarterly trends (IFRS)

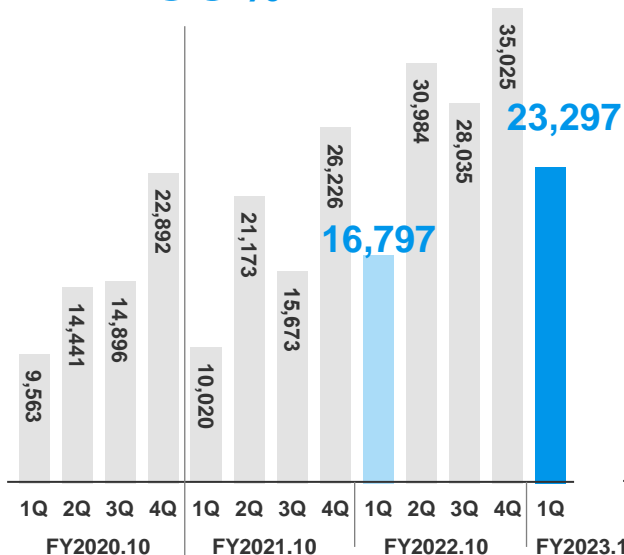
Revenues, gross profit, and segment income all grew significantly, exceeding those of the same period last year

Revenue

JGAAP (reference)

IFRS

(million yen)

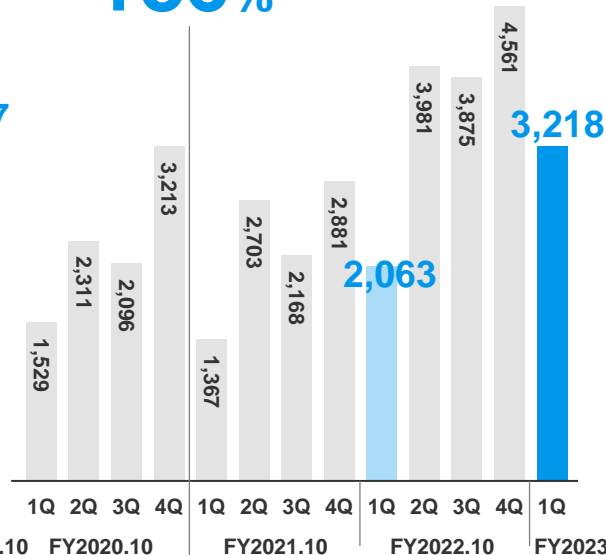
YoY **+39%**

Gross Profit

JGAAP (reference)

IFRS

(million yen)

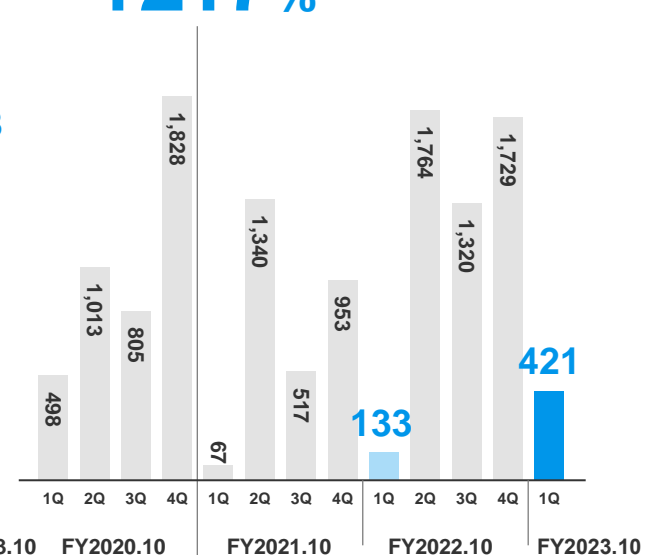
YoY **+56%**

Segment Profit

JGAAP (reference)

IFRS

(million yen)

YoY **+217%**

ITANDI Results

Key KPI highlights

ARR growth and number of clients increased, mainly due to increased market demand resulting from the implementation of the revised Real Estate Brokerage Act.

Unit economics also kept high at 24.5x

YoY ARR Growth Rate ^{*1)}

YoY +54%

2.25 billion

(YoY+0.78billion)

Number of customers ^{*3)}

YoY appx.+ 59%

2,146 companies

(YoY+800companies)

Churn rate ^{*2)}

0.48%

(YoY 0.44%)

Unit Economics ^{*4)}

24.5 times

(YoY 33.4 times)

*1) 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 January 2022 and January 2023 of ITANDI BB+.

*2) Average monthly churn rate of ITANDI BB+ for the last 12 months as of the end of October 2022 *3) As of January 2023 *4) Refer to page 98. The calculation method for CAC has changed from FY2022.10 results presentation, the calculation was limited to personnel and advertising costs, but it has been recalculated to include related costs (e.g., personnel costs related to planning positions and system costs), then payback period has been changed. There is no change in the calculation method for LTV. As a result, the unit economics value, which is last 12-month average of the multiple of LTV divided by CAC, was also changed.

FY2023.10 1Q ITANDI Results

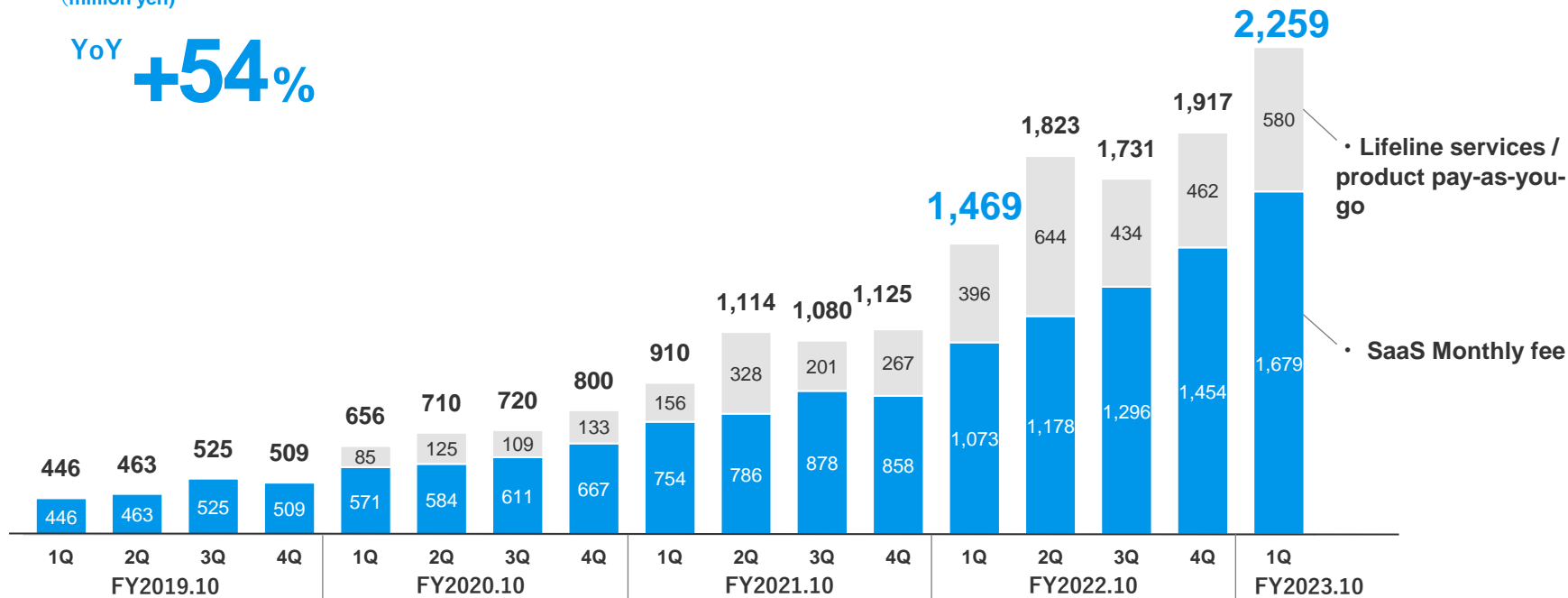
ARR trends (Quarterly)

ARR grew sharply by about 1.5x YoY, and recurring services, which grow in proportion to number of digital online application for residence, also contributed to the growth

ARR Trends ^{*1)}

(million yen)

YoY
+54%

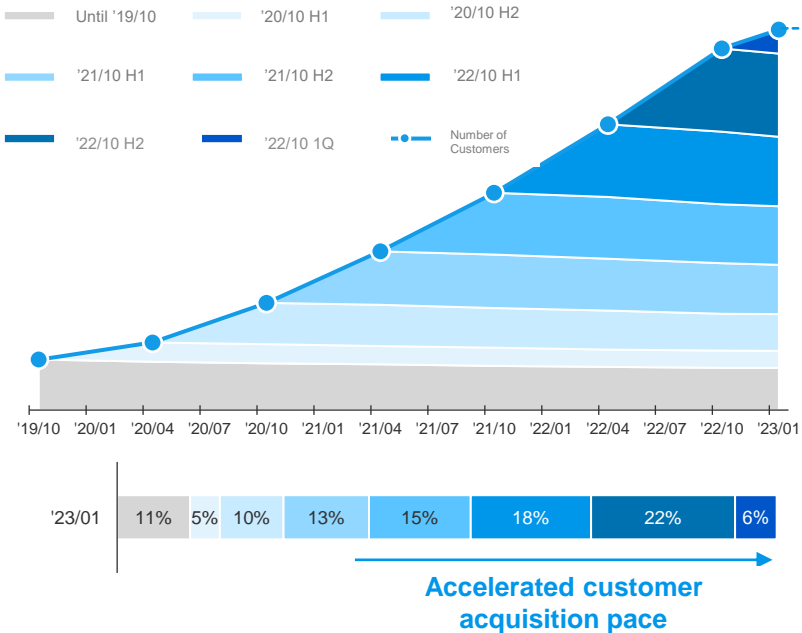


*1) Annual Recurring Revenue. Calculated by multiplying the month-end MRR at the end of each quarter by 12. Compare ITANDI BB+ ARR as of January 2022 with ARR as of January 2023 at the end of each quarter

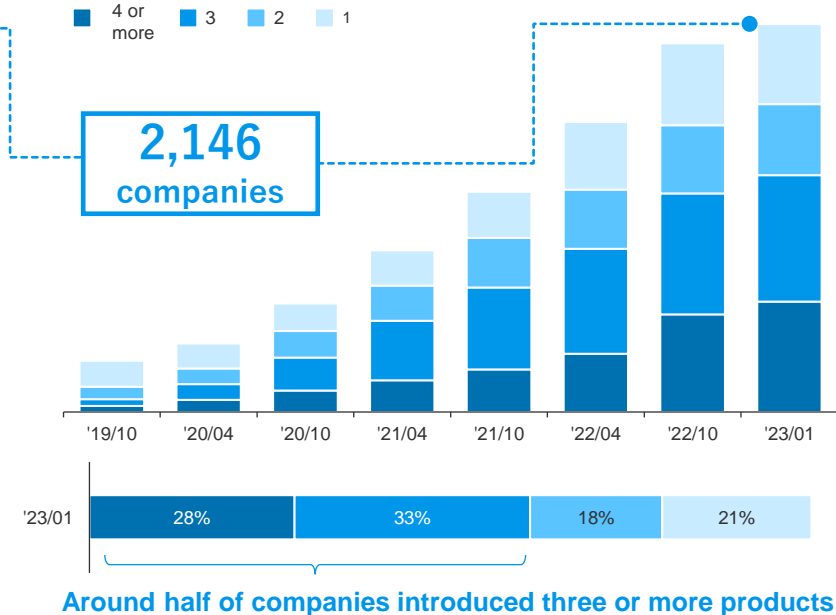
Cumulative trends for numbers of customers and products introduced

We capitalized on the strengths of vertical SaaS and accelerated our customer acquisition pace, while product introductions with cross-selling also increased

Trends in customers numbers by year of introduction



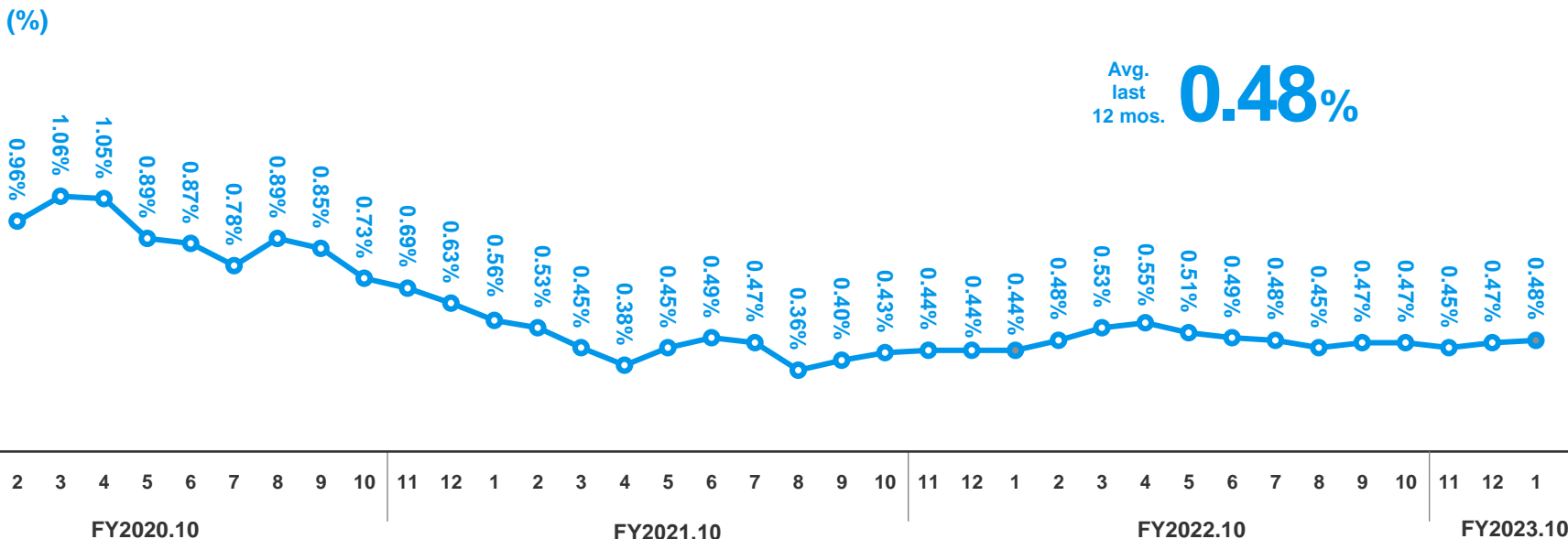
Trends in customer numbers by number of products introduced



Churn rate

Churn rate is improving due to higher evaluation of products and services by customers and strengthening of customer satisfaction

Churn Rate ^{*1)}



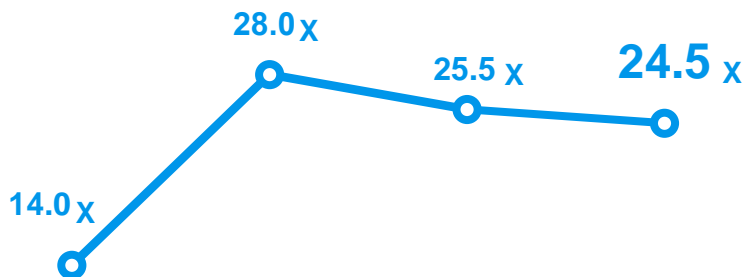
*1) . Calculated monthly average churn rate of recent 12 months of ITANDI BB+ as of end of January 2023

FY2023.10 1Q ITANDI Results

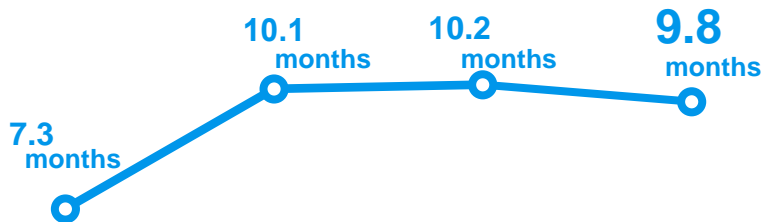
Unit economics in the last 12 Months

Maximizing unit economics and aiming to increase new acquisitions while reducing CAC payback period

Unit Economics ^{*1,3)}



CAC Payback Period ^{*2,3,4)}



FY2020.10

FY2021.10

FY2022.10

FY2023.10_1Q

FY2020.10

FY2021.10

FY2022.10

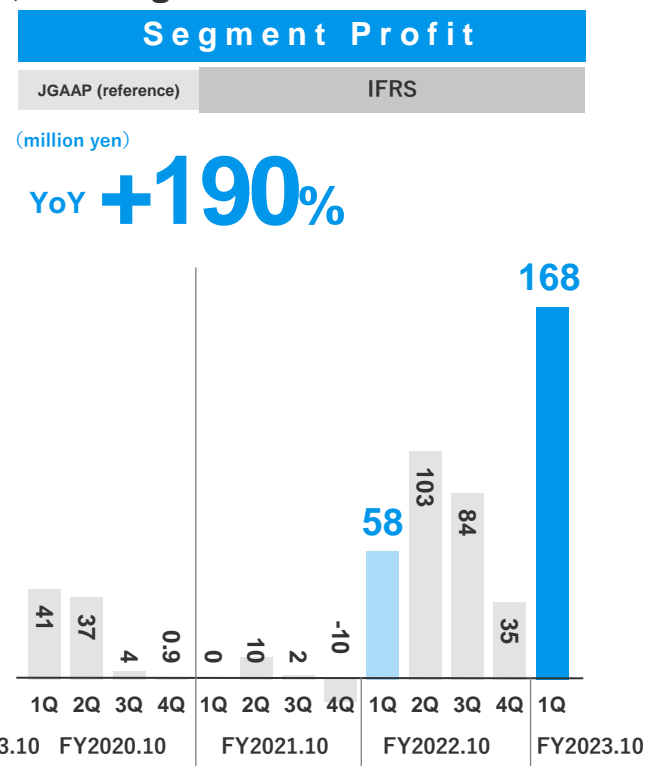
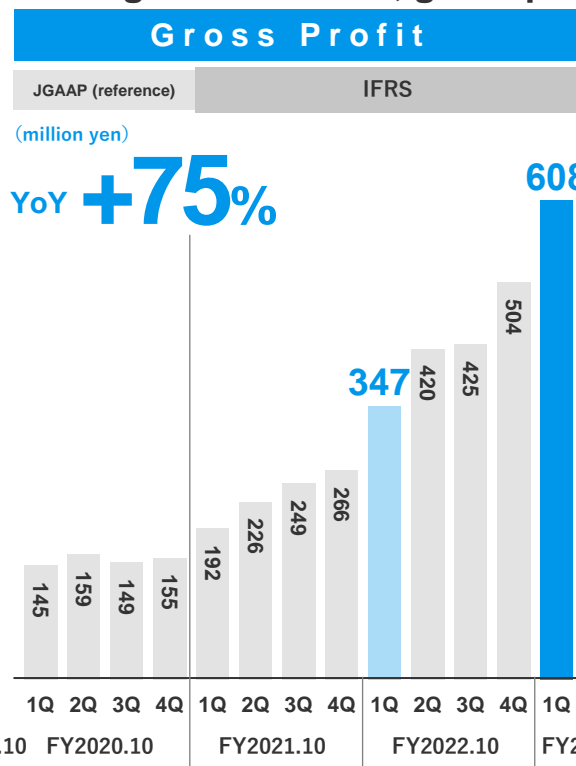
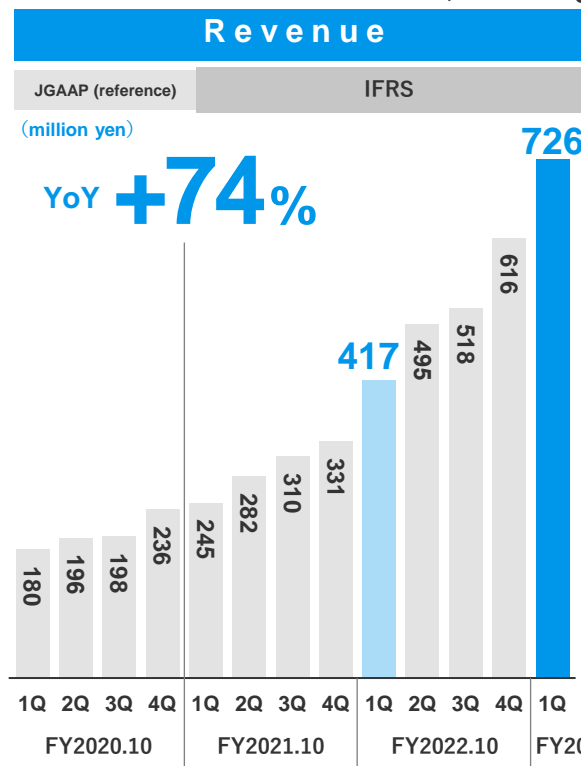
FY2023.10_1Q

*1) Refer to page 98 *2) The calculation method for CAC has changed; in the FY22/10 results presentation, the calculation was limited to personnel and advertising costs, but was recalculated to include related costs (e.g., personnel costs related to planning positions and system costs). There is no change in the calculation method for LTV. No change was made to the LTV calculation method. As a result, the unit economics value, which is last 12-month average of the multiple of LTV divided by CAC, was also changed, resulting in a change in the payback period

FY2023.10 1Q ITANDI Results

Quarterly trends (IFRS)

Accelerated product introductions due to network effects, etc., leveraging the strength of vertical SaaS, and significant growth in sales, gross profit, and segment income



SaaS for management companies KPI trends

ITANDI BB+

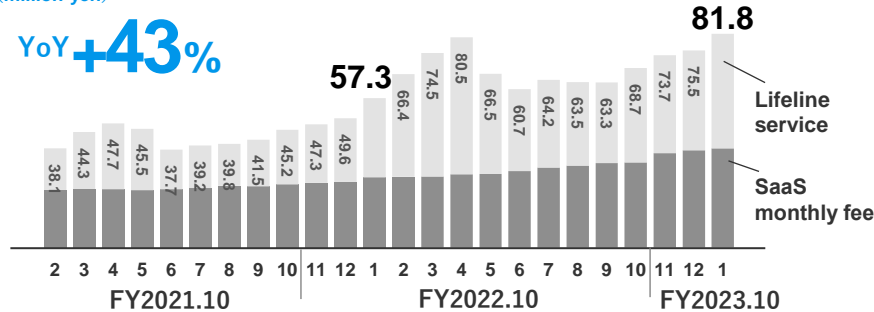


The churn rate remained at a low level of 0.33% on a downward trend,
 Boosted by increased market needs, the number of companies subscribing exceeded 1,700

MRR

(million yen)

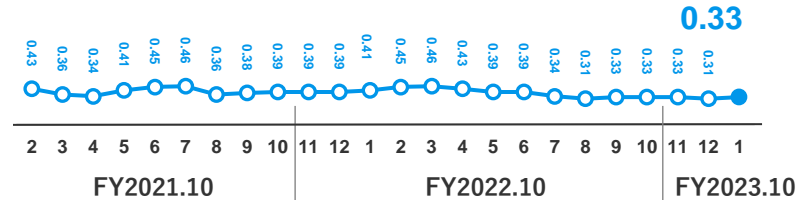
YoY **+43%**



Churn Rate ^{*1)}

(%)

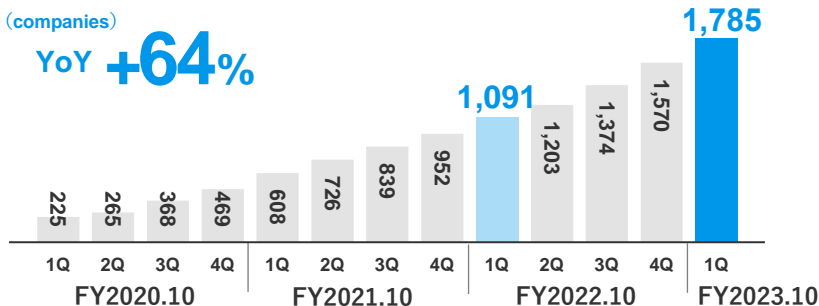
Avg. Last 12mos. **0.33%**



Companies subscribing SaaS^{*2)}

(companies)

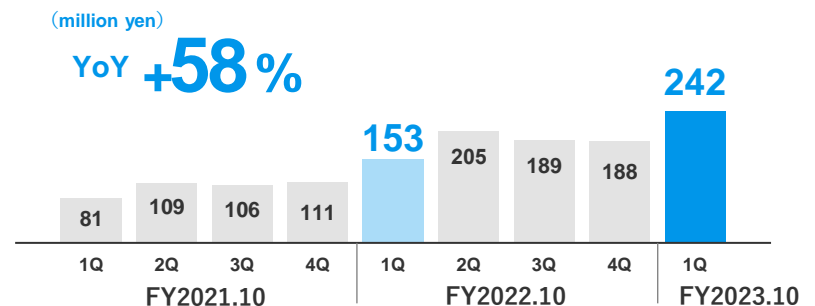
YoY **+64%**



Gross Profit

(million yen)

YoY **+58%**

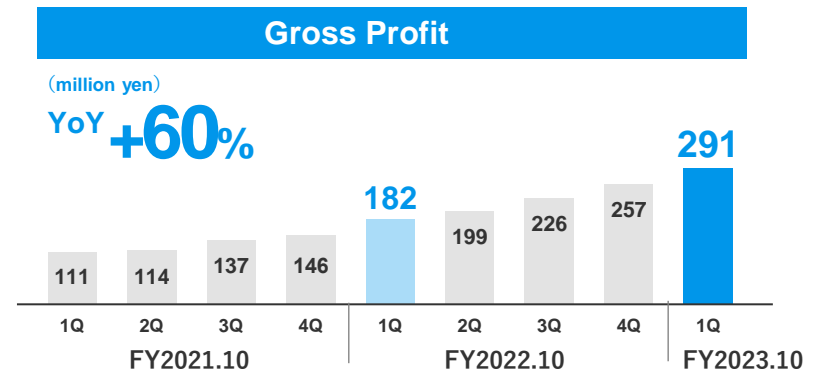
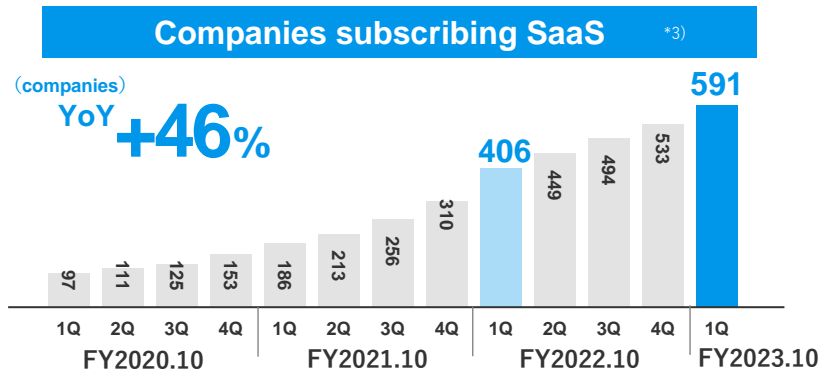
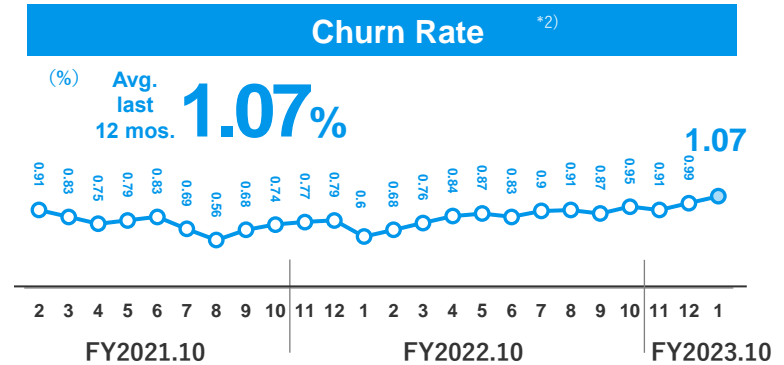
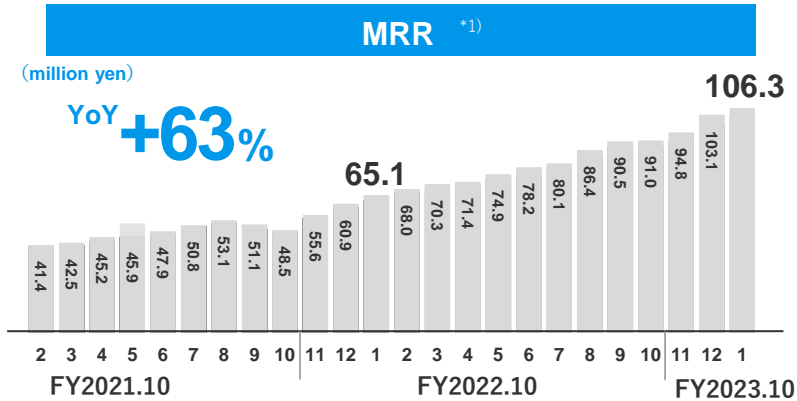


*1) Calculated monthly average churn rate of recent 12 months, based on the numbers of companies with system subscription.

*2) Management companies those started with the service

SaaS for real estate agencies KPI trends

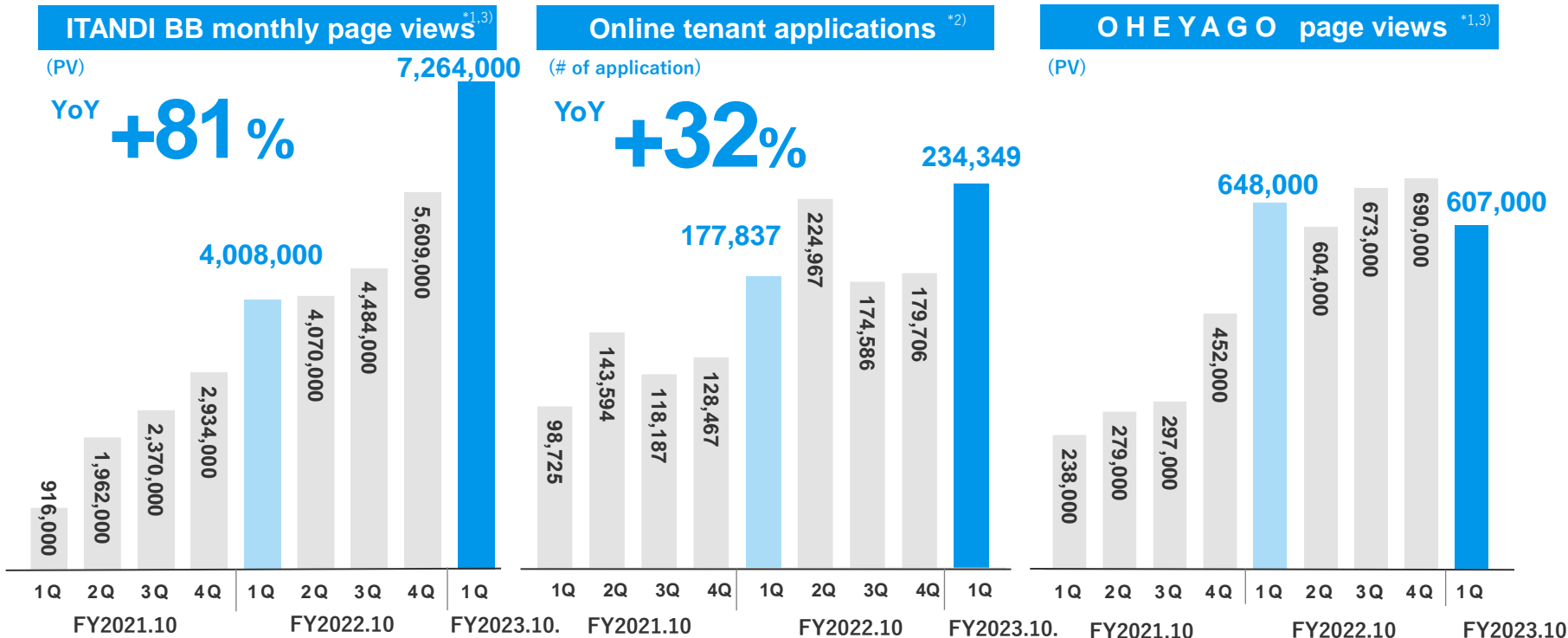
MRR exceeds 100 million yen, and number of companies that have installed the system is on the verge of 600. Gross profit also improved as MRR rose



*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

Other Indicators

ITANDI BB monthly PV significantly grew by 81% YoY. Number of OHEYAGO PVs declined slightly due to reduced advertising cost, etc



*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

Topics by business segment

RENOSY Marketplace

Topics by business segment RENOSY Marketplace

Japan's leading real estate investment marketplace

Seller DX (Seller)

Annual About 1 trillion yen of property information is acquired ^{*1)}
Property procurement of 4,500 units per year
Supply Real estate companies 110,000
Condominiums TAM 2.81 million units
RENOSY Managed properties 14,000 units

Increase amount in
distribution

Expansion of product line up
Newly-built /ore-owned condos, New build / ore-owned
apartment, Foreign real estate, **Real estate self-trust
securitization**

Quality and quantity
guaranteed marketplace

RENOSY

**Virtuous cycle with
Network effect**

Seller and Buyer
Improved customer experience

Increase transaction
volume

PurchaseDX (Buyer)

Annual About 66,000 members is acquired ^{*2)}
Annual income of 5 million yen + 15.8 million people Salaried Employees
Financial assets of 50 million yen + 3.41 million households
Monthly inquiries Approx. 5,500
RENOSY Stock members 34,000 people

RENOSY BANK

Leveraging **RENOSY BANK** contributes to increase
transaction volume.

Topics by business segment RENOSY Marketplace

Financial services using RENOSY BANK

Business scheme of NEOBANK® and partner companies*1)

Providing banking functions to companies in various industries



Partner companies (excerpted)



From service functions held by banks, linking only what is necessary for solving partner companies' issues with the collaboration of APIs and Fintech. By providing services that create new value, it will be possible to improve satisfaction for partner companies' customers

RENOSY BANK establishment

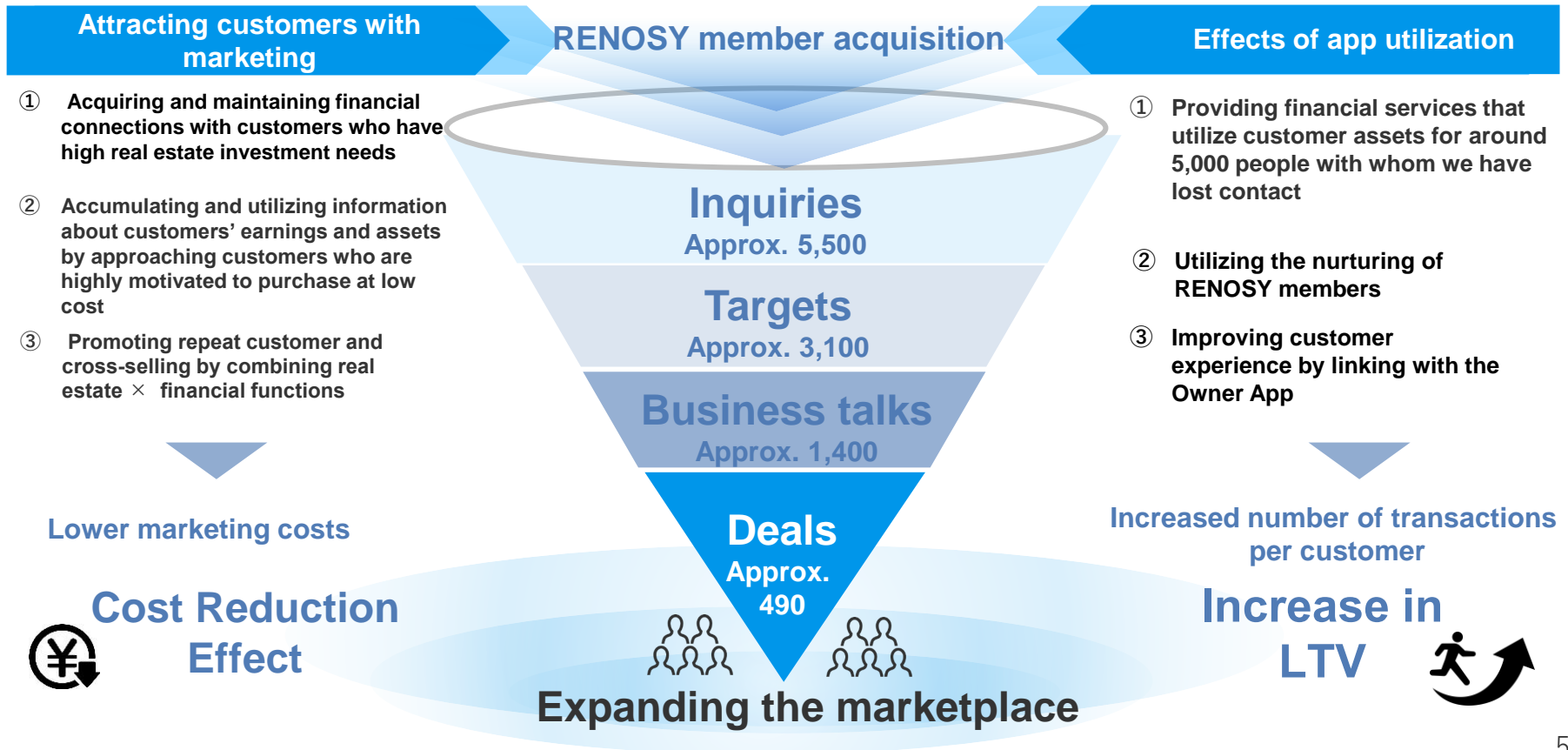
Joined as a partner company ✨



Using the NEOBANK® service that is being introduced to each company and offering new real estate × technology × financial services

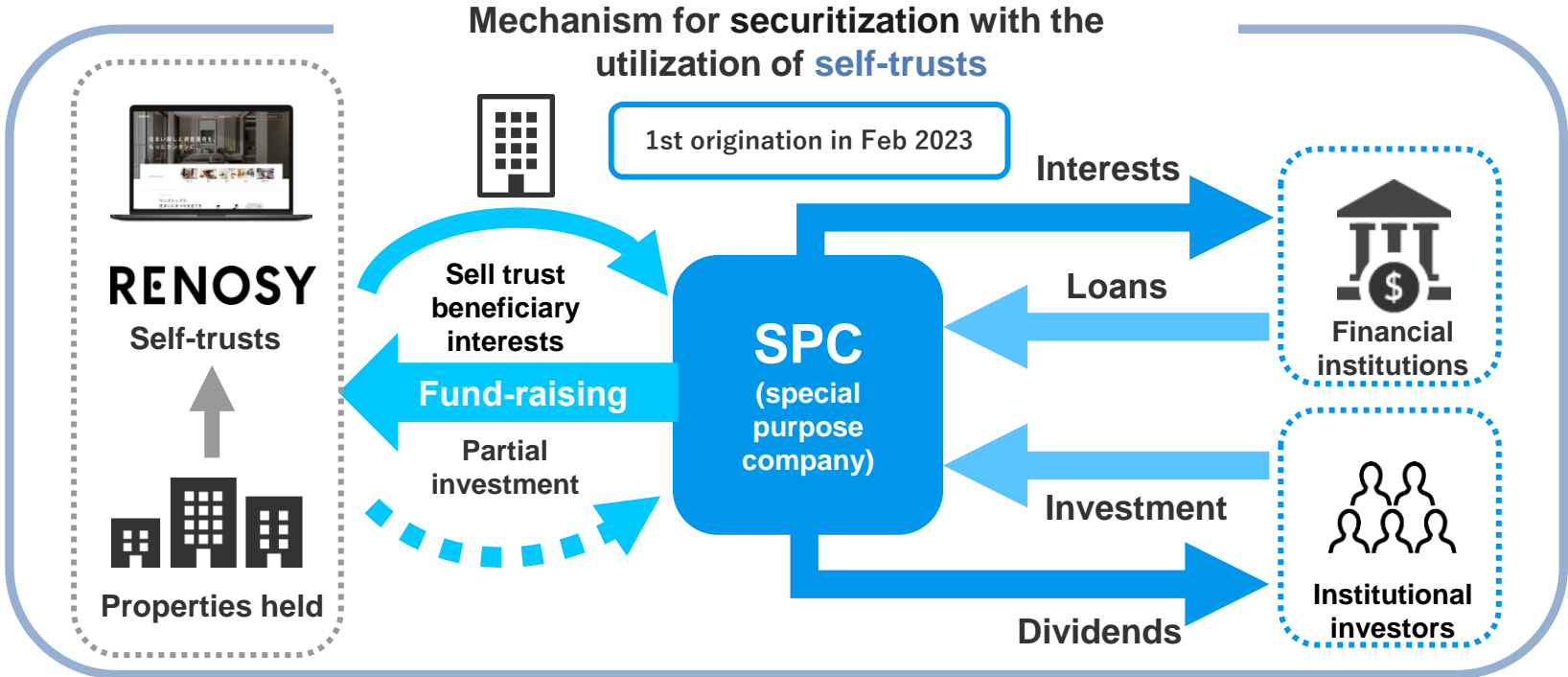
*1) NEOBANK® is a registered trademark of SBI Sumishin Net Bank. Registered trademark No. 5953666.

Impact on P/L of providing RENOSY BANK



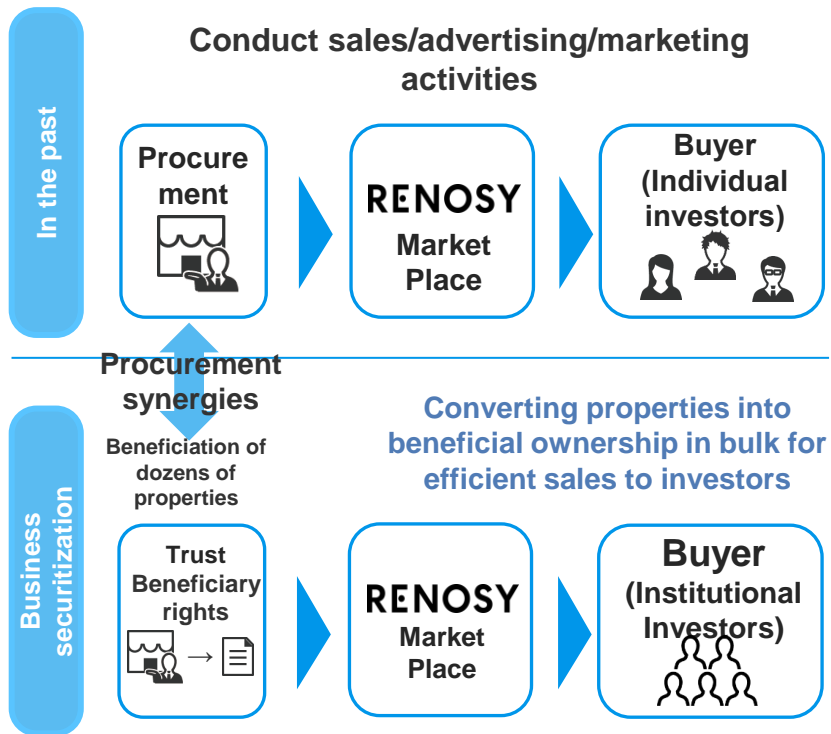
Business team for securitization in business utilizing self-trusts

1st origination in Feb. 2023. Plans to conduct multiple originations during the current term

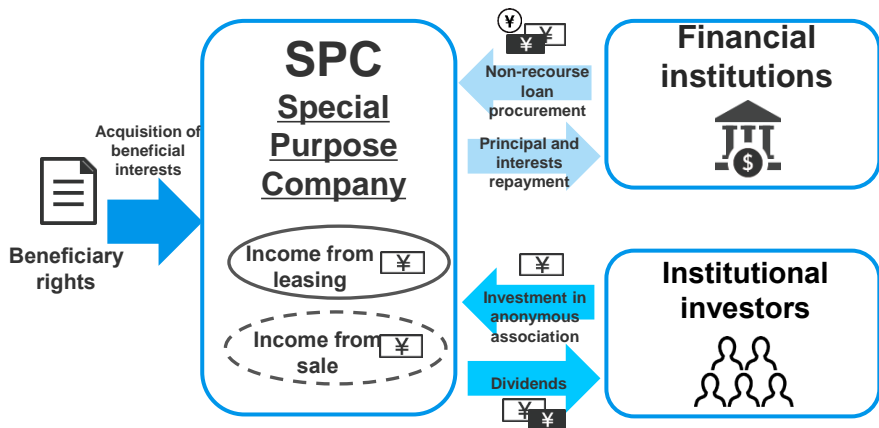


Advantages obtained through securitization in business utilizing self-trusts

Improving productivity by streamlining sales activities



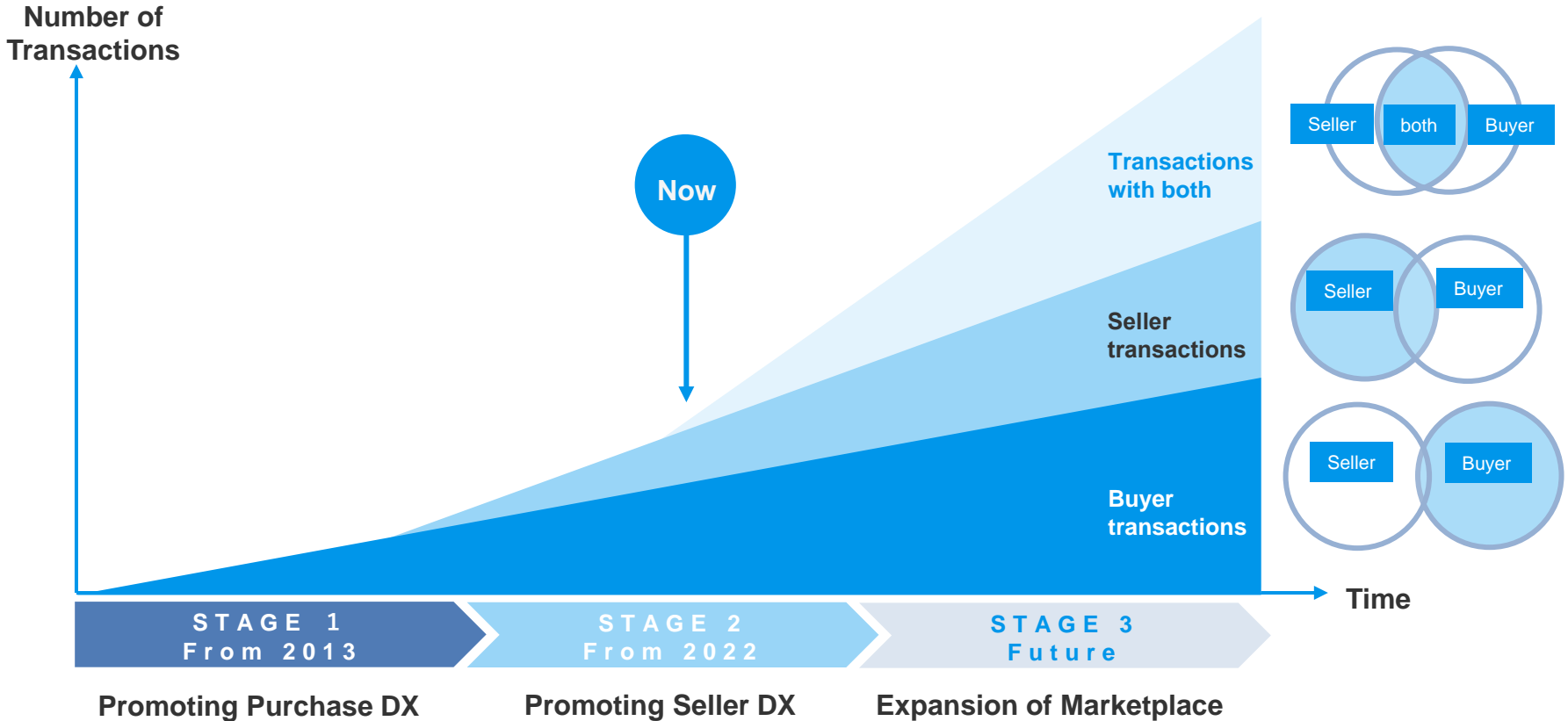
Raising funds and offering high-yield products through SPCs



- Expansion of properties handled through SPC financing
- Minimize securitization costs (maximize yields) by utilizing self-trust
- Provide high-yield products to investors by utilizing non-recourse loans
- Ensure stability/transparency through management by real estate professionals

Accelerated speed of market share expansion

Growth Strategy: Strengthening the Marketplace at each stage



Topics by business segment RENOSY Marketplace

RENOSY Marketplace Path to Market Share Expansion

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

FY2022.10

7.1%

Increased market share through sales of 110 billion yen



FY2023.10 (forecast)

9.3%

Through sales of 140 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 metropolitan area

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

Condominiums under the size of 50m² in the metropolitan area

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

Aim to expand share to **20%**

Grow to share of 9.3%

GA technologies share 7.1%

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)

ITANDI

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

SaaS

ITANDI BB+



For management companies



For real estate agencies



Marketplace

ITANDI BB



Real estate industry
professionals' website

OHEYA GO

オヘヤゴ

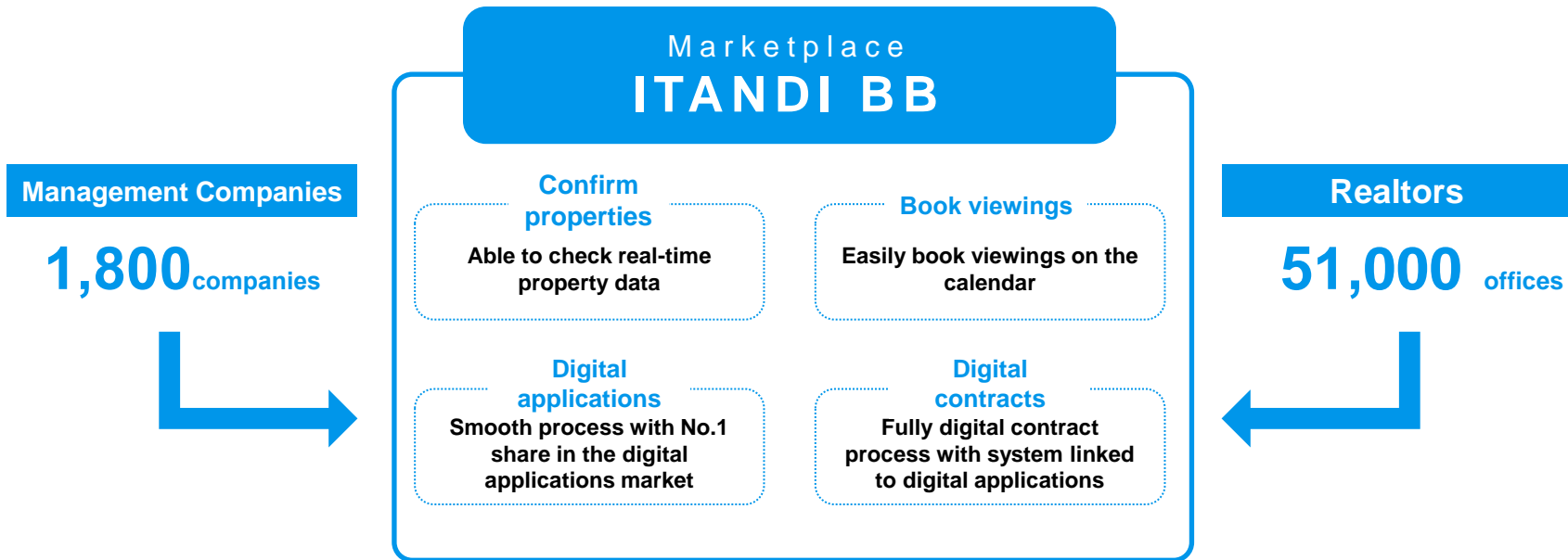


Online Real Estate
Rental Service

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



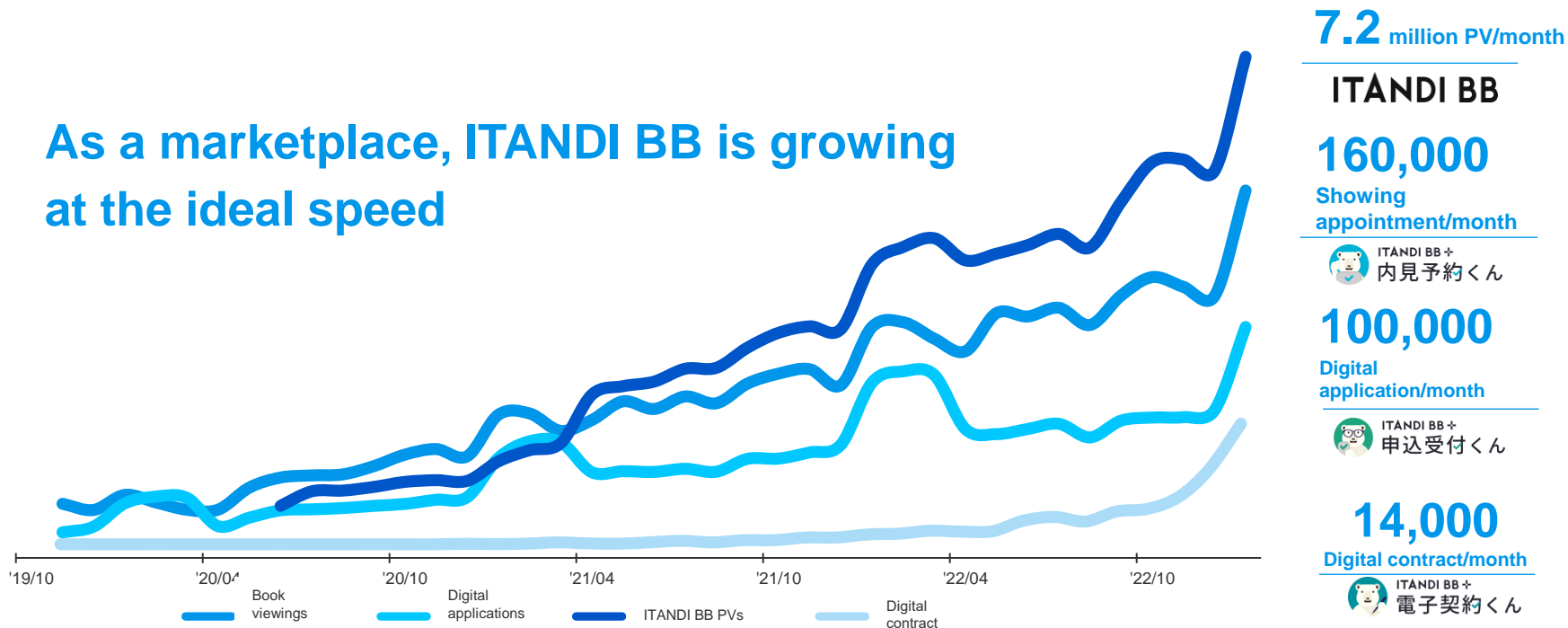
Topics by business segment ITANDI

Network effects of ITANDI BB

Through an increased number of properties being listed on ITANDI BB, the number of PVs, viewings booked, digital tenant applications, etc., from agencies also grew exponentially

The growth of ITANDI BB led to work efficiency and improved sales for management companies using SaaS, and further boosted the increase in the number of companies subscribing

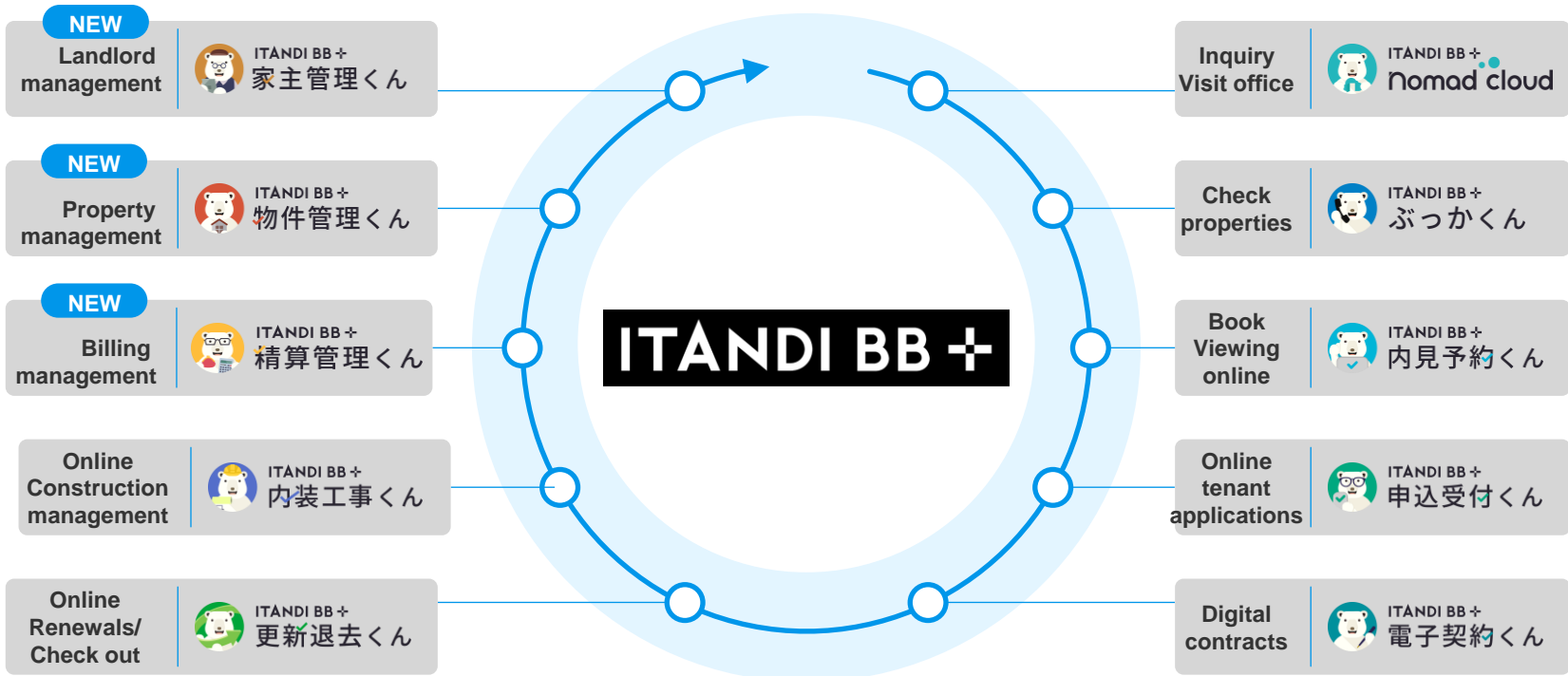
As a marketplace, ITANDI BB is growing at the ideal speed



Topics by business segment ITANDI

One-Stop 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



Expansion of the number of electronic contract services

The number of contracts by Denshikeiyaku-kun (Digital Contract Manager) increased to approx. 500 companies by January 2023 after expanding sales in December 2021

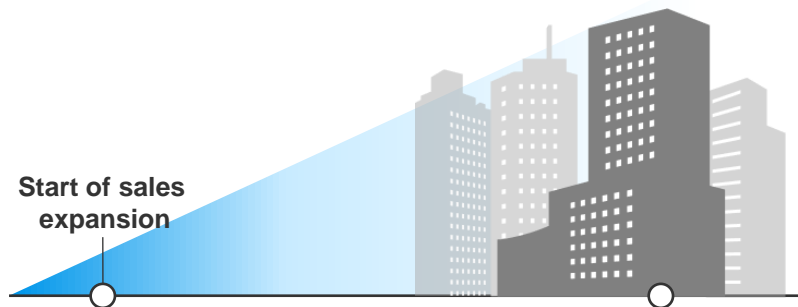
Maintains top market share as a digital contract tool amid growing use of digital contracts

Number of contracted companies



ITANDI BB+
電子契約くん

About **500** companies



December, 2021

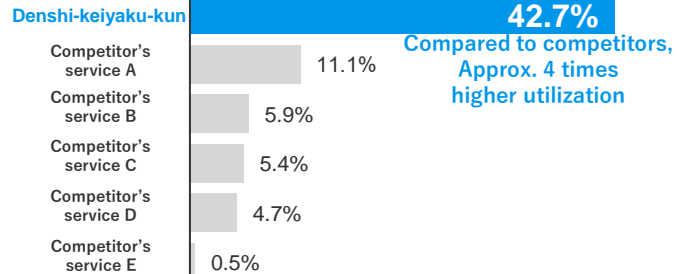
January, 2023

Usage rate of “Denshi-keiyaku-kun”^{*1)}

% of respondents who have ever contracted electronically



Tools used during digital contracts (Multiple answers allowed)



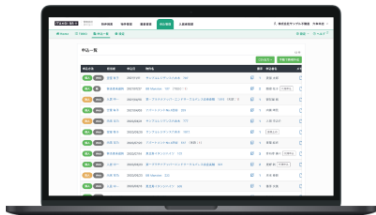
*1) Source : Leasing Management Consulting Inc. "Survey of the Impact of the COVID-19 on the rental real estate market during the 2023 moving season (24 January, 2023) n=405

Topics by business segment ITANDI

Share and customer satisfaction performance

Digital tenant application services for management companies

No. 1^{*1)}
in the number of use for two years in a row



Operational streamlining services for real estate agencies

In satisfaction with Sales contribution
No.1^{*2)}

In support system satisfaction
No.1^{*2)}



Inter-agency distribution website

No. 1
Inter-agency distribution website that is wanted to be introduced by rental management companies^{*2)}

No. 1
Easy-to-use distribution website^{*2)}

ITANDI BB



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

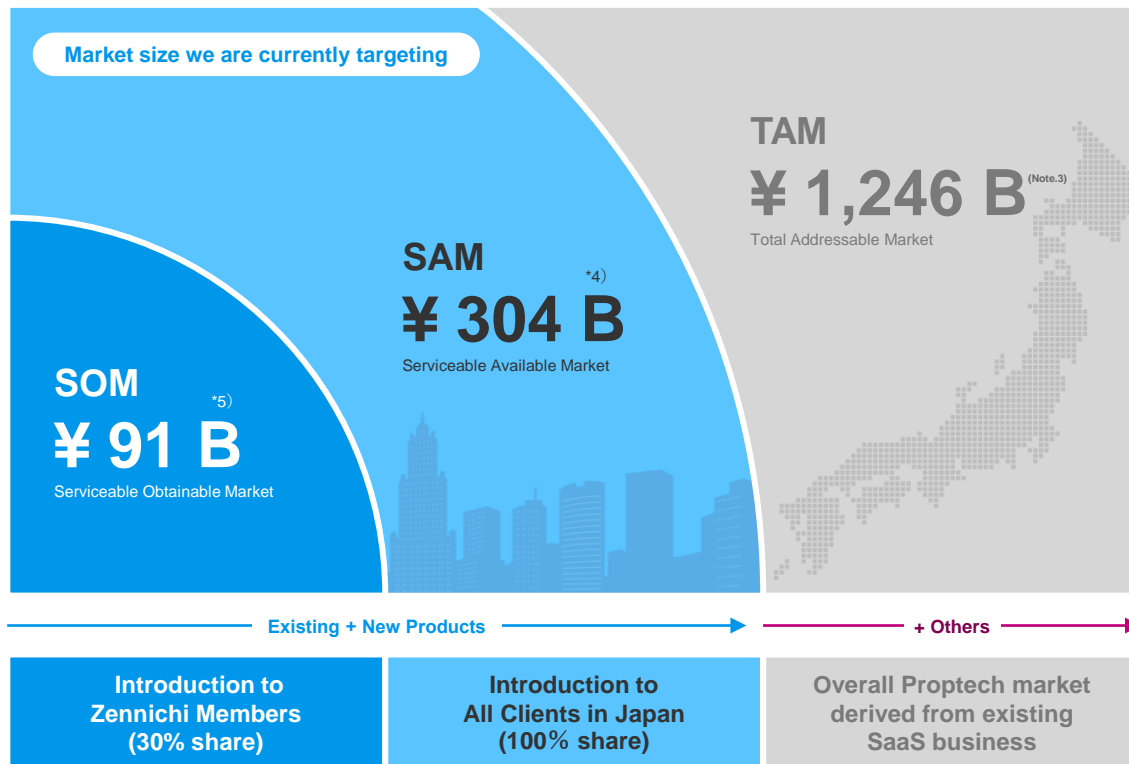
[Target of survey] Real estate agents listed on the register of real estate brokers, mainly in prefectural capitals and ordinance-designated cities, that have adopted a customer management system.

[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.

Topics by business segment ITANDI

Target market size



Note.1) Price range of products for both property management companies, and rental agency Note.2) Source: Real Estate Transaction Improvement Organization "Statistics on Registered Real-Estate Broker at the End of Fiscal Year 2021"

Note.3) Source: Yano Research Institute Ltd. "Proptech Market 2021" TAM includes the following business areas: [B2C] Media, Matching, Design/Construction (Renovation), Home Loan, Sharing (Parking, Space, Co-living)

[B2B] Matching, Business Support (Business support, Value assessment), VR/AR, IoT (Smart lock) Note.4) SOM = SAM × 30% Note.5) SAM = Total ARR for each products = ①ARR of existing products for brokerage companies + ②ARR of existing products for management companies + ③ARR of new products for management companies ①ARR of existing products for brokerage companies = Number of brokerage companies × ARPU ②ARR of existing products for management companies = Number of management companies × ARPU ③ARR of new products for management companies = Number of management companies × ARPU number of brokerage companies = Number of real estate contractors × brokerage companies rate/number of management companies = number of real estate contractors × Percentage of management companies ※ There is overlap because some cases are concurrently engaged in other businesses.

Financial strategy

Summary of Balance Sheet

(million yen)		FY2021.10	FY2022.10 ^①	FY2023.10 1Q ^②	Amount of Change (②-①)
Current assets	Cash & cash equivalents	15,275	11,842	10,320	-1,522
	Inventories ^{*1}	2,891	8,056	9,069	1,013
	(Turnover period ^{*2})	(12.1 days)	(20.6 days)	(23.1 days)	(2.5 days)
	Trade receivables ^{*3}	284	667	790	123
	(Turnover period ^{*2})	(1.2 days)	(1.8 days)	(1.6 days)	(0.2 days)
	Others	1,003	2,298	4,090	1,910
Non-current assets		29,140	32,289	31,882	-407
Total assets		48,593	55,152	56,152	1,000
Liabilities	Trade payables ^{*4}	1,532	2,073	1,712	-361
	(Turnover period ^{*1})	(8.6 days)	(6.8 days)	(5.5 days)	(-1.3 days)
	Others	29,390	33,763	35,697	1,934
Equity	Share capital	7,129	7,238	7,243	5
	Retained earnings	-419	-23	-523	-500
	Others	10,962	12,101	12,023	-78
Total liabilities and equity		48,594	55,152	56,152	1,000

Low working capital :
Strict control of Cash Conversion Cycle (CCC)^{*5)}

Stable financial base
(Sound capital-to-asset ratio)

Shareholder return policy:
Total Shareholders Return (TSR)^{*6)}

Note:

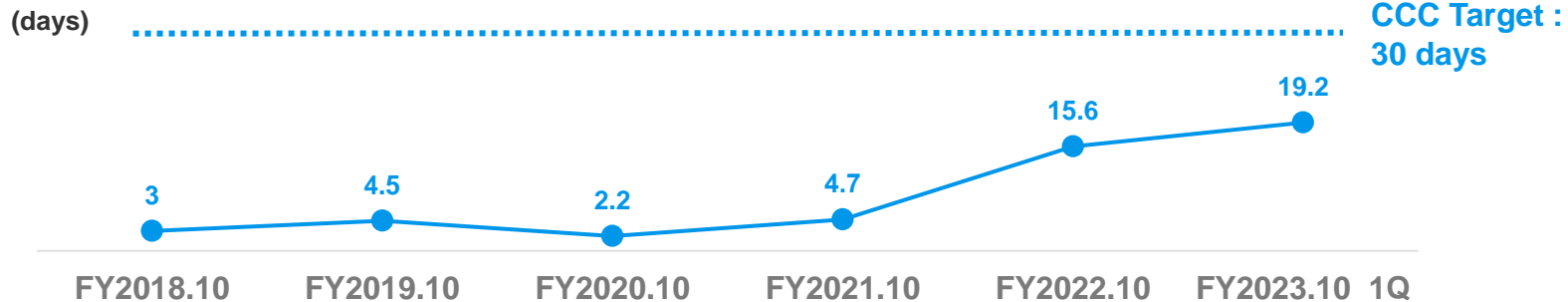
1. Inventories 2. Averages during the applicable period are used for inventory, operating credit, and operating liabilities when calculating turnover time

3. Trade and other receivables 4. Trade and other payables

5. CCC (Cash Conversion Cycle) = Inventory turnover days + Receivables turnover days - Accounts Payable Turnover days - 6. Total Shareholder Return (TSR)^{*6)}

Balance Sheet with low working capital (Strict control of CCC)

CCC has been maintained at very low level and targeted to be below 30 days



$$\text{CCC} = \text{Inventory turnover period}^{*1} + \text{Trade receivables turnover period}^{*2} - \text{Trade payables turnover period}^{*3}$$

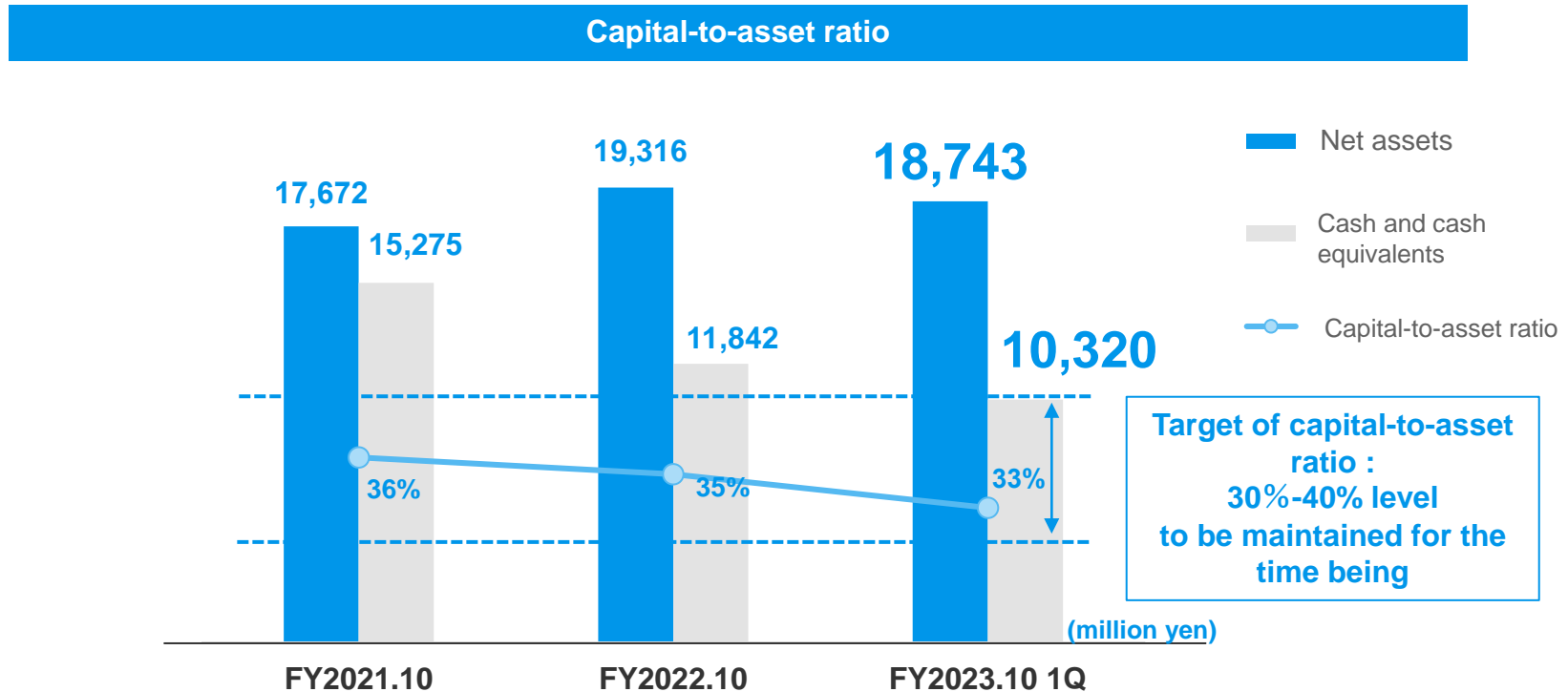


Note:

1. Inventories 2. Trade and other receivables 3. Trade and other payables

A stable financial base (Sound capital-to-asset ratio)

By maintaining a sound capital-to-asset ratio and the level of cash and cash equivalents at hand, we will maintain our stable financial base



Objectives for financial figures

	FY2022.10 results	FY2023.10 1Q results	Medium-term Target
Sales growth rate	51.7 %	39 %	▶ Continuous sales growth rate 20~30 %
Consolidated gross profit ratio	14.6%	15.8%	▶ ~20 %
Cash Conversion Cycle (CCC)	15.6 days	19.2 days	▶ Within 30 days
Capital-to-asset ratio	35%	33%	▶ 30%~40% level to be maintained for the time being

ESG

Issues addressed by the GA technologies Group

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

Real Estate Issues

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

GA technologies Group Sustainability Strategy

Consideration for the global environment

Creating a safe and secure trading environment

Contributing to society through sports

Contribution to sustainable urban development

Creating rewarding workplaces


Strong governance and compliance



Our way of thinking regarding ESG and Sustainability

The Group proclaims **Our Ambition** as “Building a world leading company that inspires and impresses people with the power of technology and innovation”. Our business is real estate, which is a large, socially meaningful field that involves everyone in society. While solving real estate issues with an approach that utilizes technology, working on solutions for larger social issues, and generating services and products that provide value, we will continue to contribute to the sustainable development of society

Solving real estate issues



- Low productivity and analog work
- Unbalanced information
- Poor user experience







Solving social issues



- Contributing to SDGs through our business (e.g., reducing emissions by digitizing paperwork)
- Utilizing real estate to prepare for the era of longevity (asset formation)
- Housing problems caused by the declining birthrate and aging population

Environment

Undertaking environmentally conscious business activities

The Group aims to build an environment in which real estate investment is more familiar. By providing various online services, such as RENOSY and ITANDI, we will strive to contribute to reducing the burden on the environment—for example, by cutting back on unnecessary travel and going paperless—and to sustainable growth in society and the economy.

Social

Contributing to society and fulfilling our responsibility to create the future through our business activities











The active participation of every employee is essential for improving our business activities. We will use technology and all kinds of systems to remove various restrictions, such as those of time, place, gender, age, nationality, and changes in life stages, and provide a location and environment that enables the active participation of all employees. Our aim is for the contributions of individuals to lead to the growth of the company as a whole and to the growth of society.

Governance

Managing with effective governance while creating new value







Along with maximizing corporate value, the Group is striving to increase long-term, stable value for shareholders. We will build an internal system that enables prompt and rational decision-making and business execution. We will also earnestly work on preventing corruption and strengthening corporate governance.

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. Contracts can be fully digitized since after the digital contract law revision in May 2022.

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

ESG

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

OHEYAGO
オヘヤゴー

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

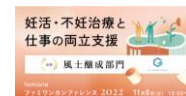


Awarded 3.5 stars in the Nikkei Smart Work Management Survey

NIKKEI
Smart Work

★★★★ 2022

Received an award in the climate creation category at the famione Conference



Efforts for ESG ～ Governance ～

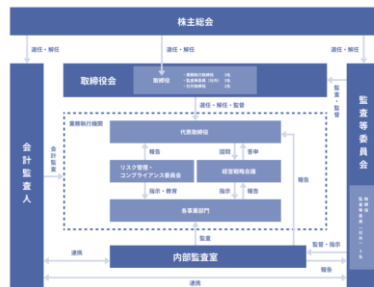
Creating new value through technology x innovation while managing with good governance

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. Also 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)

The company's loan screening and governance / compliance measures when entering into contracts

- 1.** Separating the Sales and Finance Divisions and screening loans that do not pass through the Sales Division.
- 2.** Linking information to prevent falsification when utilizing systems that do not involve human operation.
- 3.** Implement training from in-house lawyers and those in business divisions working full-time in judicial affairs (grant licenses to those who complete the training)
- 4.** Property contracts by a specialist team that differs from those sales staff responsible for operations, with the condition that its members hold real estate licenses.
- 5.** When entering into contracts, using third-party organizations to provide explanations and confirm levels of understanding.
- 6.** Regular contact with owners (customers) regarding their concerns and to check their circumstances.

Response when supporting loan screening

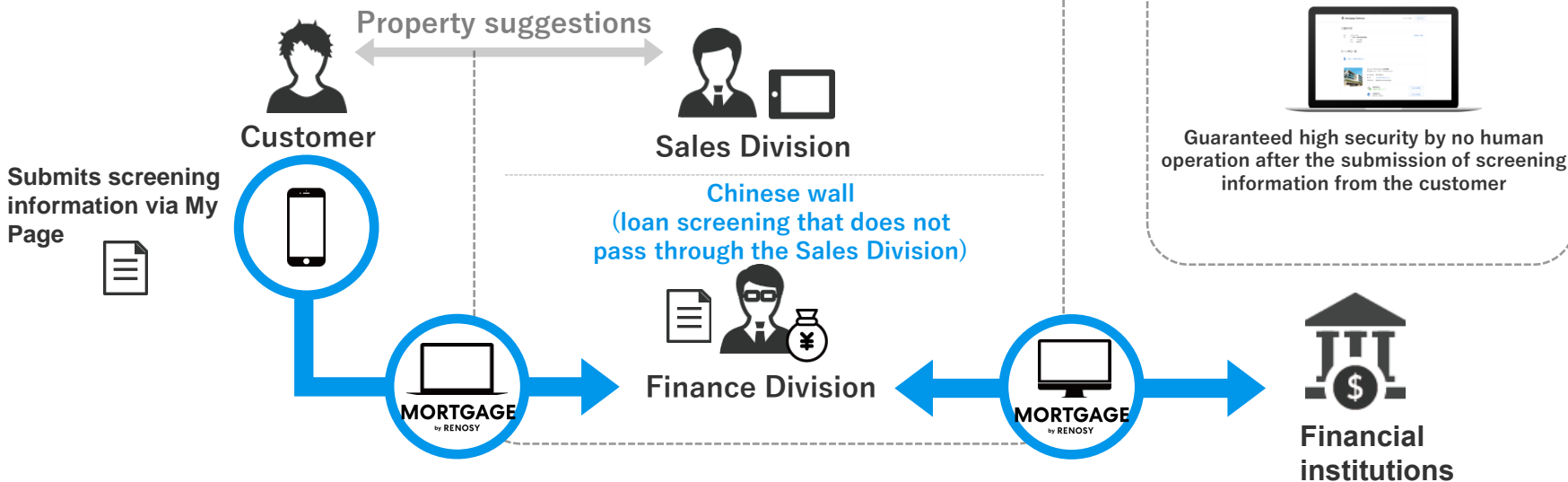
①

Finance Division independent of Sales Division

②

Linking of information to prevent falsification in in-house development systems that do not involve human operation

GA TECHNOLOGIES



Compliance measures and strengthening governance

③

Training for the Sales Division from in-house lawyers and those in business divisions working full-time in judicial affairs.

Implemented once every 3 months



RENOSY License granted to those who complete the training



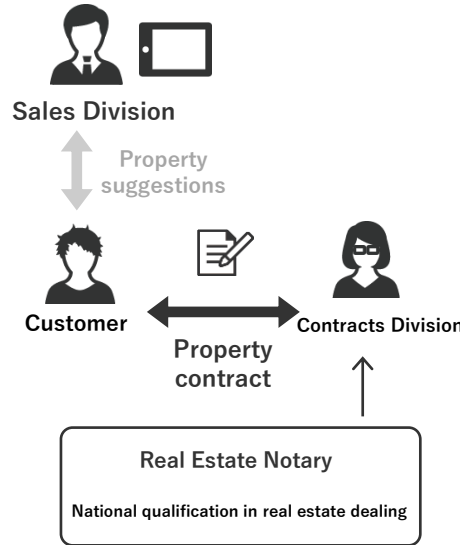
In addition, strengthening of training for Sales Division managers.

Implemented once every 2 weeks

Also holding occasional compliance training.

④

Property contracts by a specialist contracts team that differs from the Sales Division in that its members hold real estate licenses.



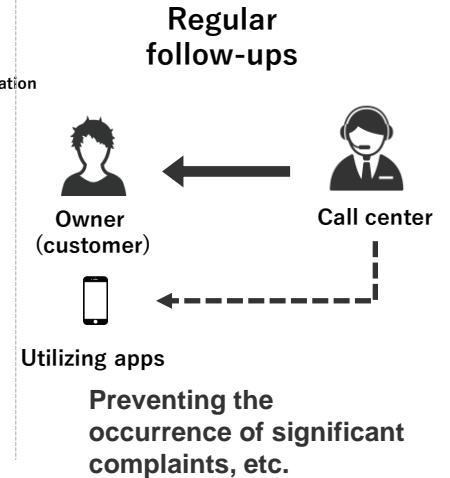
⑤

When entering into contracts, using third-party organizations to provide explanations and confirm levels of understanding.



⑥

Regular contact (utilizing call centers and apps) with owners (customers) regarding their concerns and to check their circumstances.



ESG data

■ Environment ^{*1,9)}

FY2022

Scope1 ^{*2}	0
Scope2 ^{*3}	384
Scope1,Scope2 total	384
Electricity consumption(kwh)	860,275
CO ₂ emissions per unit of production	420

■ Governance ^{*9)}

FY2022

Number of directors	8 people
Number of female directors	1 people
Ratio of Outside Directors	62.50%

■ Social ^{*9)}

FY2022

Number of Employees ^{*4}	1,169 people
Number of full-time employees ^{*5}	967 people
Number of non-full-time employees ^{*6}	202 people
Percentage of female employees	38.50%
Average age (full-time employees)	30.49 years old
Childcare leisure acquisition rate (by gender) ^{*7}	Male : 47.82% Female : 100.00%
job turnover rate ^{*8}	15.61%

Note :

*1) Calculation applies to Tokyo headquarters only *2) Scope1 is out of calculation *3) Scope 2 is carbon dioxide emissions from electricity use in offices. CO2 factor : 0.000447t-CO2/kWh. Results based on Location-based

*4) Consolidated (board members, full-time workers, part time workers , internships) *5) Consolidated (board members and full-time workers) *6) Consolidated(part-time, internships, contract employees) *7) Non-consolidated number of GA technologies

*8) Calculated by full-time employees *9)As of October 31, 2022

Appendix

Summary of income statement (Consolidated) (IFRS)

Both sales and income increased due to steady growth in top line and profit

Quarterly Results

	FY2023.10 1Q ①	FY2022.10 1Q ②	Amount of change (③=①-②)	Percentage of change (①/②-1)
Revenue	24,075	17,339	6,736	+ 39%
Gross Profit	3,820	2,461	1,359	+ 55%
Business Profit	△541	△639	-	-
Operating Profit	△499	△561	-	-

Landing of Earning Forecast (million yen)

FY2023.10 Accumulative amount ④	FY2023.10 Earning Forecast⑤	Achievement rate (④ / ⑤)
24,075	145,500	17%
3,820	20,900	18%
△541	1,600	-
△499	430	-

Summary of balance sheet (Consolidated)(IFRS)

Total assets and total liabilities increased due to an increase in financial assets (rent receivables) and financial liabilities (accrued rent receivables purchase consideration) related to the NEO Income Plan

	FY2023.10 1Q ①	FY2022.10 1Q ②	Amount of changes (①-②)	Percentage of change (①/②-1)	(million yen)
Total Assets	56,152	55,152	1,000	+2%	
Current assets	24,269	22,863	1,406	+6%	
(Cash and cash equivalents)	(10,320)	(11,842)	(△1,521)	(△13%)	
(Real estate for sale)	(8,951)	(7,980)	(970)	(+12%)	
(Other financial assets)*1)	(2,678)	(982)	(1,696)	(+173%)	
Fixed assets	31,882	32,289	△406	△1%	
(Investment property)	(13,778)	(14,607)	(△828)	(△6%)	
(Goodwill)	(7,595)	(7,590)	(4)	(+0%)	
(Intangible assets)	(3,703)	(3,582)	(121)	(+3%)	
(Right-to-use assets)	(2,440)	(2,426)	(13)	(+1%)	
Liabilities	37,409	35,836	1,572	+4%	
(interest-bearing debt)	(28,964)	(29,206)	(△242)	(△1%)	
(Other financial liabilities)*2)	(4,661)	(2,831)	(1,830)	(+65%)	
Net assets	18,743	19,316	△572	△3%	
Total liabilities and net assets	56,152	55,152	1,000	+2%	

*1) Including financial assets for NEO income plans

*2) Including financial liabilities for NEO income plans

FY2023.10 Full year consolidated earnings forecast

While continuing to securely maintain profits, also aiming for high revenue growth in order to expand market share. From FY2023.10, business profit will replace operating income as the performance target measure for consolidated results

(million yen)		FY2022.10 (IFRS) ①	FY2023.10 Plan (IFRS) ②	YoY Amount of change ②-①	YoY *1) Percentage of change (②/①-1)
Consolidated	Revenue	113,569	145,500	31,931	+28.1%
	Gross Profit	16,519	20,900	4,381	+26.5%
	Segment Profit	1,033	1,600	567	+54.8%
	Profit attributable to owners of parent	395	430	35	+8.8%
RENOSY Marketplace	Revenue	110,843	142,000	31,157	+28.1%
	Gross Profit	14,482	18,200	3,718	+25.6%
	Segment Profit	4,947	5,950	1,003	+20.2%
ITANDI	Revenue	2,046	3,000	954	+46.6%
	Gross Profit	1,698	2,480	782	+46%
	Segment Profit	281	510	229	+81.4%

*1) Calculated based on the figures on the table FY2023.10 Plan ÷ FY2022.10 Actual -1

FY2023.10 Assumptions for The full-year consolidated earnings forecast

FY2023.10 Budget Assumptions (Top Line)

Overall	↗	Expansion of sales and market share except for new businesses, etc
RENOSY Marketplace Online transactions	↗	Continue to expand sales by continuously increasing the market share. Maintain and enlarge commission fees by direct procurement from property owners through Seller DX and expansion of product lineup
RENOSY Marketplace Subscriptions	↗	Increase sales in proportion to the number of online transactions. Promote DX and improve profitability as a standalone business
RENOSY Marketplace Third party	→	Focus on achieving product market fit with a limited expansion of the top line
ITANDI SaaS for real estate agencies	↗	The core of ITANDI's profitability. Further increase the sales and aim for higher profit to fund growth 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

FY2023.10 Budget Assumptions (Cost)

Overall	↗	Increase personnel to grow sales, invest in existing and new businesses, and strengthen M&A strategy. Maximize the effectiveness of management resources and continue to avoid unnecessary costs through selection and focus
RENOSY Marketplace Online transactions	↗	Although there are costs to bear for market share expansion, such as by increasing sales personnel, continue to maintain the profit rate through the optimization of marketing, increasing of contract rate, etc
RENOSY Marketplace Subscriptions	→	Although there are costs for increasing sales personnel and DX, profit rates are expected to rise
RENOSY Marketplace Third party	→	Positioned as the investment phase, not expecting a large profit contribution for the period. However, cost is to be controlled within a certain range
ITANDI SaaS for real estate agencies	↗	Increase personnel focusing on sales and CS to expand sales. Contribution to profit is expected in return to prior investment made up until the last period
ITANDI SaaS for management companies	↗	Increase personnel focusing on sales and CS to expand sales. Further increase prior investment to expand market share
New Business	↗	After setting certain rules, determine increase/decrease in personnel and investment amount according to business progress

Target of purchase DX (Buyers)

Even domestically, the TAM for Purchase DX target customers is large, with extensive scope for growth

Domestic Personal Targets

15.8^{*1)} million salaried workers

Annual income of
5 million yen +
15.8 million people

Annual income of
10 million yen +
2.4 million people

Annual income of
25 million yen +
145,000 people

Domestic Household Targets

Approximately **3.42**^{*2)} million
High-net-worth household

50 million yen +
3,418,000 households

100 million yen +
1.24 million
households

500 million yen +
87,000 households

*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

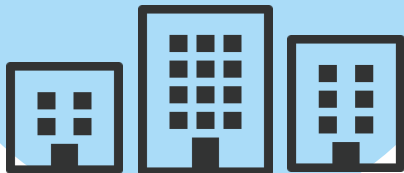
Target of seller DX (Sellers)

The number of our target properties within Japan is around 2.81 million units.
TAM expands every year when new property additions are taken into account

Domestic Targets of Seller DX

Total number of
condominiums nationwide

Approx. 6.859^{*1}
million units



TAM

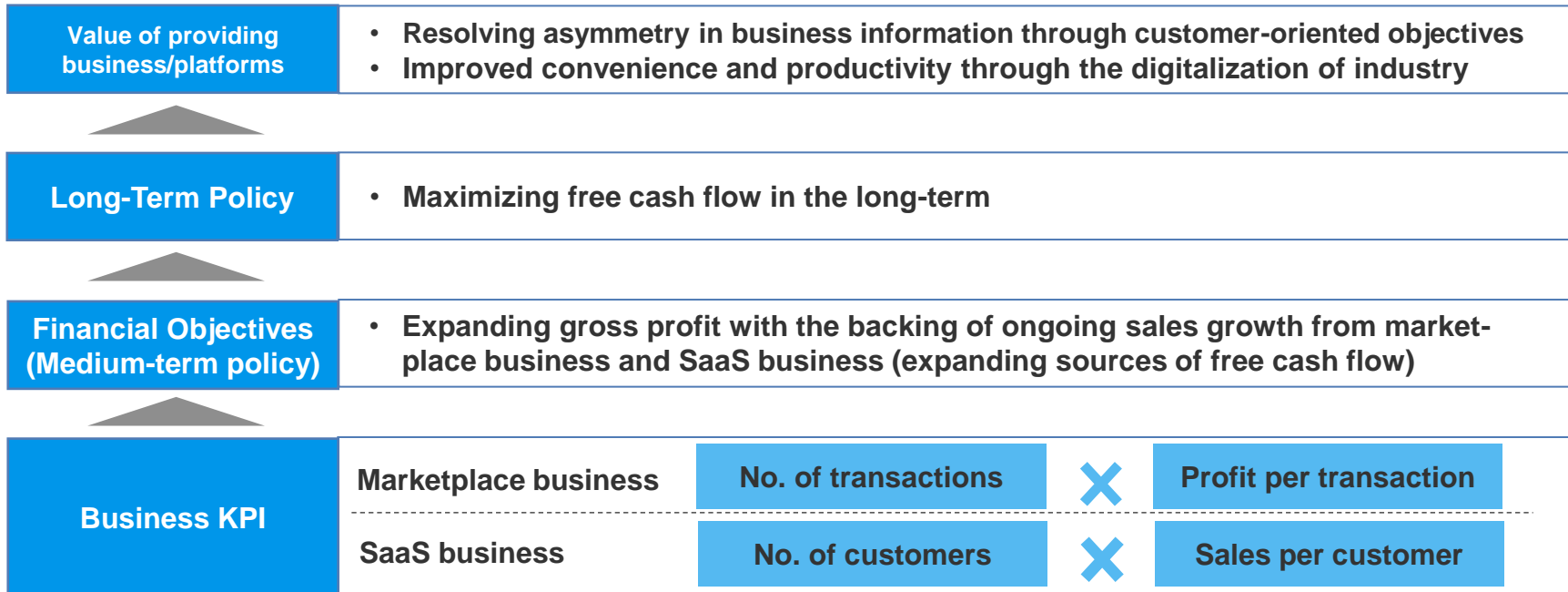
Our target
(Condominiums of up to 50m²)

Approx. 2.81^{*1}
million units



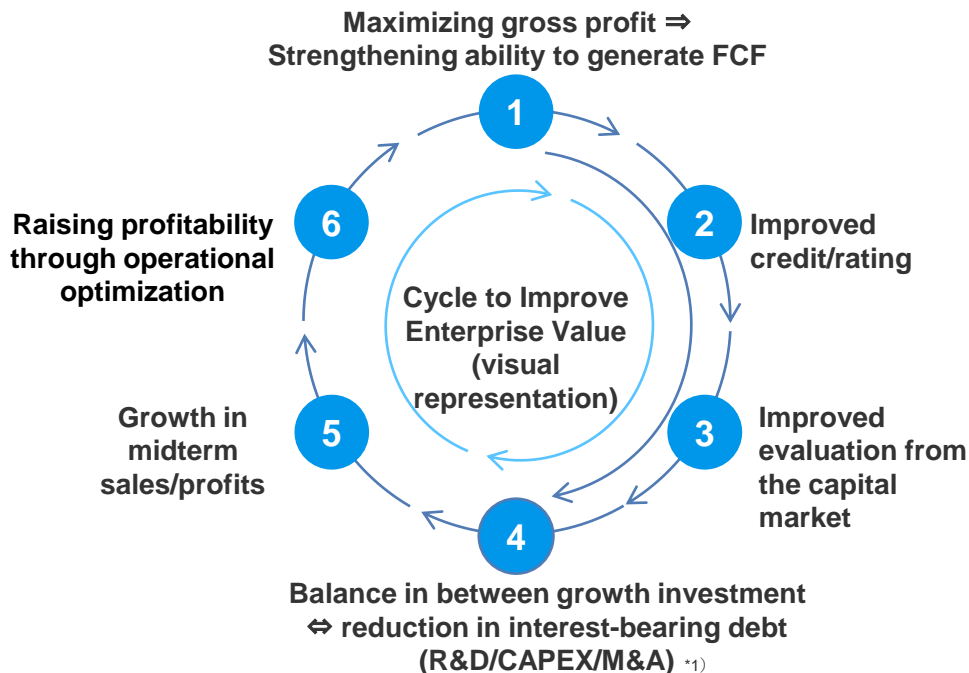
Strategy to maximize the enterprise value (1/2)

With the maximizing of free cash flow in the long-term as our management objective, in the medium-term, we are aiming to maximize gross profit through improved value, with marketplace business and SaaS business as focal points



Strategy to maximize the enterprise value (2/2)

Generate a cycle to improve enterprise value by aiming to maximize gross profit

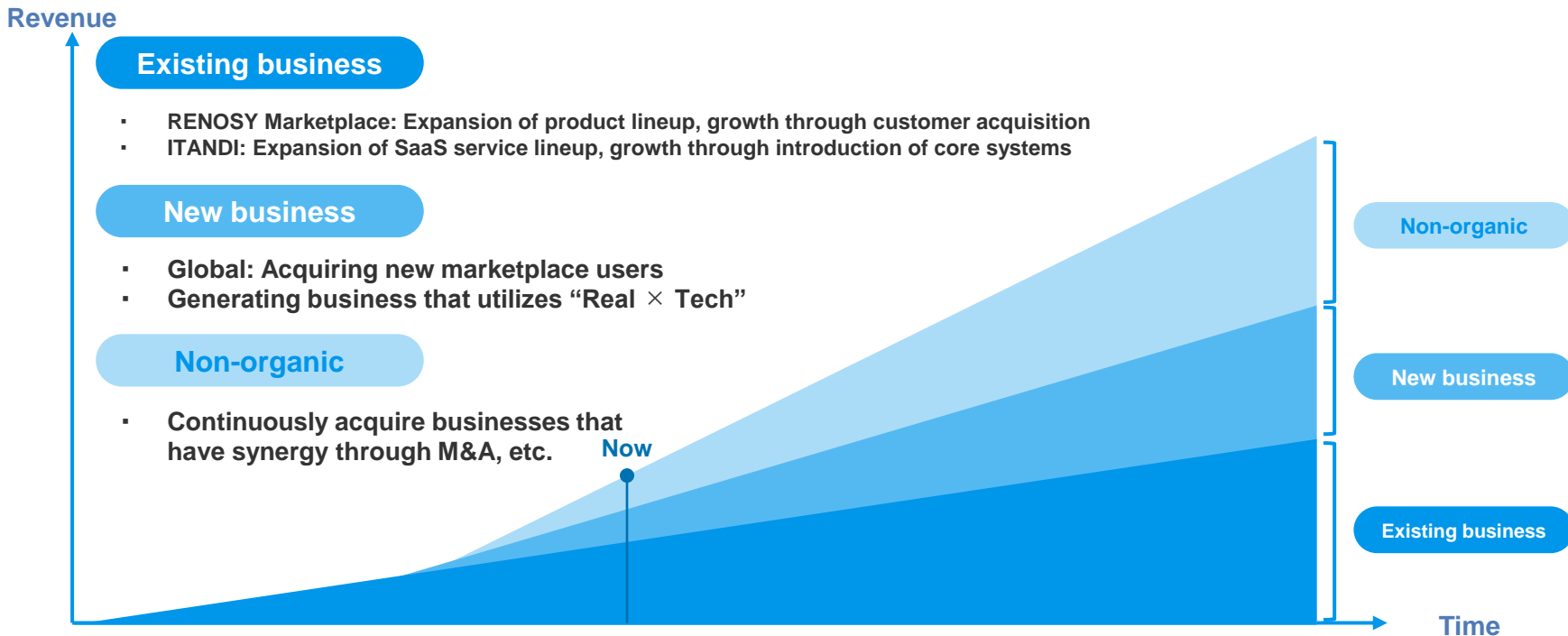


Cycle of enterprise value improvement

- Strengthening the ability to generate Free cash Flow (FCF) through expansion of user base and growth in gross profit
- Raising profitability level through operational optimization
- Further expansion of gross profit through reinvestment of profits generated

Medium / Long term growth strategy

In the short-term, we will undertake aggressive growth investment to maximize returns from strengthened profitability in existing business. In the medium-to-long-term, we will continuously focus on non-organic growth through M&A as well as working on new business to generate new value



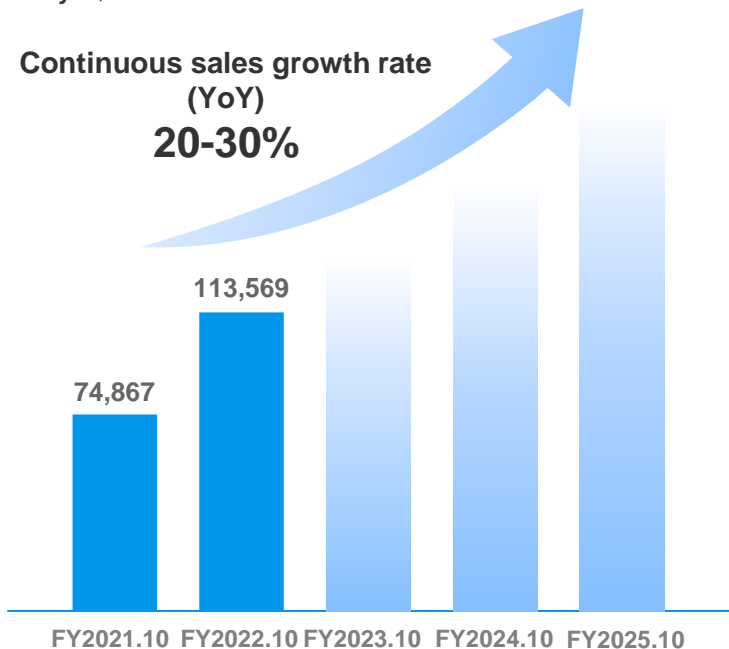
Consolidated Revenue / Gross profit objectives

Expanding business while balancing growth in both top line and profits

Consolidated Revenue

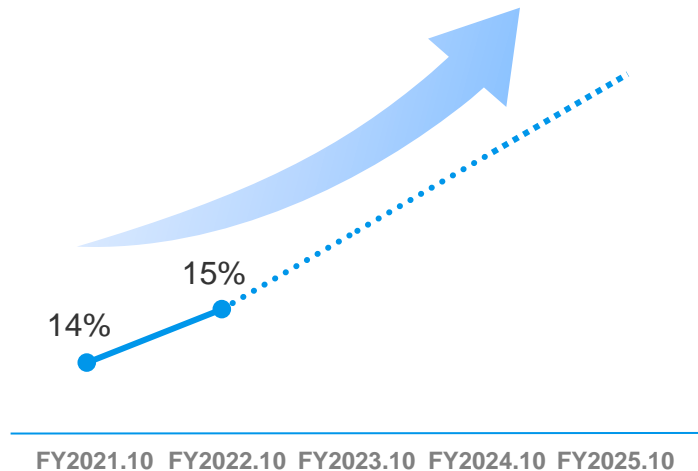
(million yen)

Continuous sales growth rate
(YoY)
20-30%



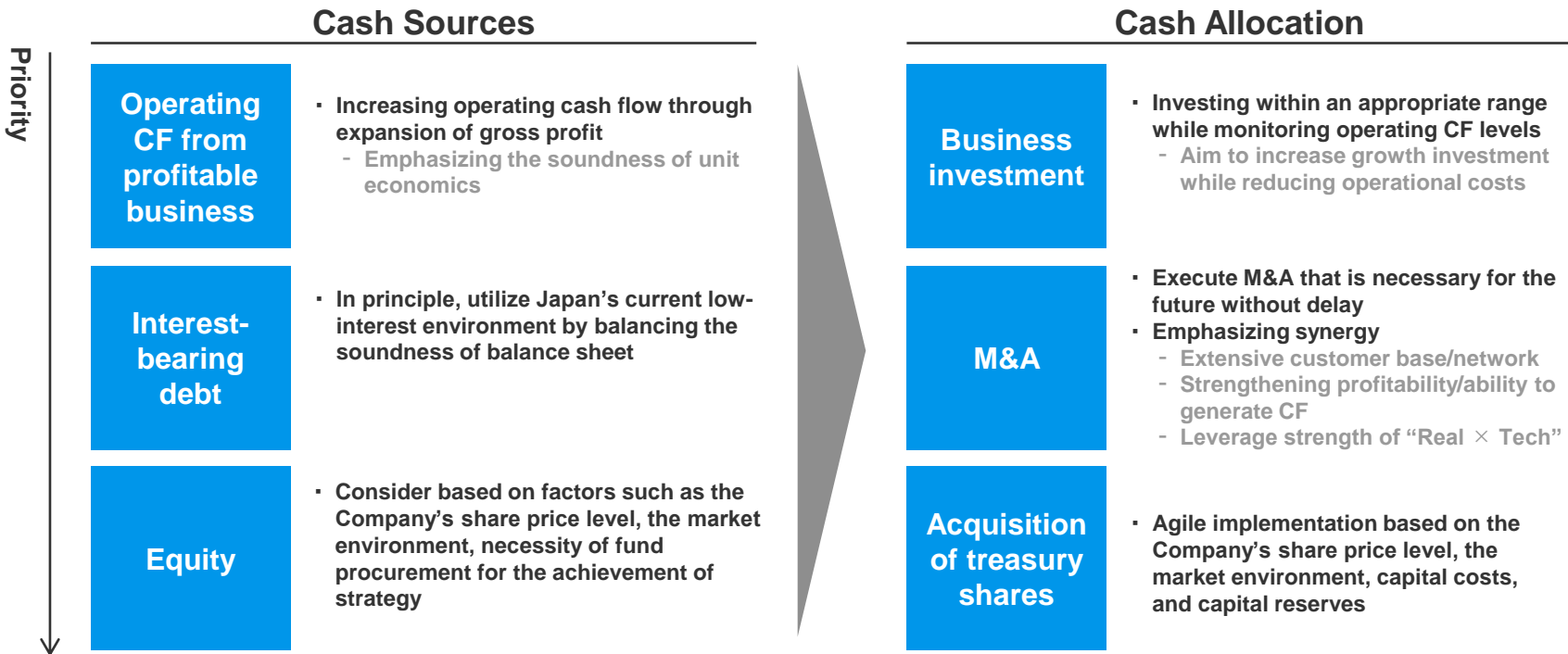
Consolidated Gross Profit Ratio

Aim to achieve **20%** for consolidated
gross profit ratio in the future



Disciplined capital allocation

We will aggressively invest our cash sources, such as operating cash flow(CF) and interest-bearing debt, primarily on business investment and M&A to accelerate our growth



Shareholder return policy

We consider long-term increase of share price is essential that we prioritize the most on revenue growth to maximize future cash flow. Thus, in the short-term, we will not undertake shareholder return in the form of dividends

Capital gain
(Profit from higher share price)

Aiming for a long-term increase of share price by maximizing revenue and gross profit

+

Income gain
(Dividend profit)

In the short-term, we will not undertake shareholder return in the form of dividends but possibility to consider in the future

||

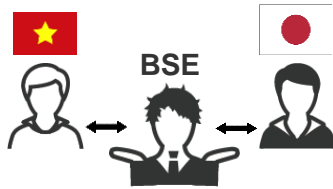
TSR
(Total Shareholders Return)

Profitability ratio from equity investment
Dividend + Capital gain

Enhancement of measures to recruit

Implementing distinctive and unique measures to recruit superior personnel

Offshore development at Vietnam



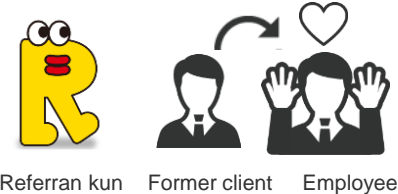
Offshore development in Vietnam, which has a large number of highly-skilled IT personnel. Train bridge SEs in-house to reduce mis-communication. Gain cost and speed benefits

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



Strengthening recruitment via referral has resulted more than 250 employees joining the company through the introduction of employees
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

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
(CEO of ITANDI)

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 of RENOSY

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 of RENOSY

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

Appendix













List of indicator definitions and notes

Items	Definition and calculation (ITANDI)
Unit Economics	Multiple of CLV divided by CAC over the last 12 months. Unit : Multiple
LTV (Lifetime Value)	Monthly gross profit (including Lifeline Services Revenue), divided by the average churn rate over the last 12 months. Unit : JPY
CAC (Customer Acquisition Cost)	Historical 12-month average /Includes sales personnel costs, planning, Public relations/marketing costs, advertising costs, and onboarding personnel costs. Unit : JYP
CAC Payback Period	CAC divided by single month gross profit per customer. Unit: Months
Notes	Contents
Real Estate Companies	*1) Source: Real Estate Transaction Improvement Organization "Statistics on Registered Real-Estate Broker at the End of Fiscal Year 2021"
No. of Target properties	*2) Calculated from : Ministry of Land, Infrastructure, Transport and Tourism Survey Results of the Comprehensive Condominium Survey for FY 2008 Data Edition : https://www.mlit.go.jp/jutakukentiku/house/jutakukentiku_house_tk5_000058.html Sumitomo Mitsui Fudosan Used Condominium Exclusive Area Trends June 2016 : https://smtrc.jp/useful/knowledge/market/2016_06.html
No. of properties held by RENOSY owners	*3) As of January 31 2023 Number of properties held by RENOSY owners
No.1 in real estate investment	*4) Survey subjects: Top five companies in Japan undertaking sales of condominiums for investment purposes./Survey items: Sales and number of units for pre-owned condominiums for investment use, as listed in fiscal year reports of savings for each company./Survey method: Along with desk-based research, a hearing-based survey of related companies, etc./Survey period: The most recent fiscal year for each company./Survey company: Tokyo Shoko Research, Ltd.
Annual income of 5 million yen+	*5) Source: National Tax Administration Agency, Results of the Private Sector Salary Survey, FY2020 data compiled by the Company.
Financial assets of 50 million yen+	*6) 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 members	*7) As of January 31 2023 Number of RENOSY members
No.1 for number of digital applications	*8) Survey time period: April 1, 2021-March 31, 2022. Survey by: TPC Marketing Research Corp.
No. of managing house	*9) Totals from the 2016 Economic Census for Business Activity survey results, Ministry of Internal Affairs and Communications/Ministry of Economy, Trade and Industry
No. of rental agency contracts annually	*10) REAN JAPAN Market Report ~ 1st Edition_2020_1224 https://rean-japan.jp/images/REAN-JAPAN-Market-Report%E7%AC%AC1%E7%89%88_2020_1224.pdf?20201223

Appendix

List of group companies



		% of shareholding	Date of M&A/establishment *1)	Business Activities
	ITANDI ITANDI, Inc.	100%	2018.11	Provides ITANDI BB+ SaaS series for rental companies, ITANDI BB website for real estate agents, and "OHEYAGO" B-to-C online real estate rental service.
	RENOSY + RENOSY PLUS Co., Ltd.	100%	2020.1	Provides luxury rental brokerage services on the online real estate marketplace RENOSY
	RENOSY FINANCE RENOSY FINANCE Inc.	100%	2018.11 Established	Provide a one-stop lending service for renovation expenses for real estate owners.
	RENOSY X RENOSY X Co., Ltd.	100%	2019.11 Established	Development/operation of mortgage loan application platform service "MORTGAGE GATEWAY", etc.
	RENOSY ASSET MANAGEMENT ³⁾ RENOSY ASSET MANAGEMENT Co., Ltd.	100%	2018.11	Provide a variety of management plans for property owners on a subscription basis (flat-rate use)
	神居秒算 Shenjumiastosuan Co., Ltd.	100%	2020.9	Operate Shenjumiastosuan Co., Ltd., a platform for matching investors in Greater China with real estate in Japan
	积爱科技上海 GA technologies (Shanghai) Co., Ltd	100%	2020.9	Providing technical services, technical development, technical consulting, etc. in the areas of information technology and computer technology
	PARTNERS Partners Co., Ltd.	100%	2021.6	Provides real estate sales DX services on the online real estate marketplace "RENOSY".
	Ricordi Ricordi Co., Ltd.	100%	2022.3	Provide services utilizing new compact-size condos
	RENOSY Thailand RENOSY(Thailand) Co.,Ltd.	100% ⁴⁾	2022.5	Operate "dearlife", a rental platform for expatriates in Thailand
	MtechA MtechA Inc.	100%	2022.8.1 Established	Provide MtechA, an M&A brokerage DX service leveraging AI and other technologies
	ダンゴネット Dangonet Co.,Ltd.	100%	2022.9	Development and operation of "Rental Meijin", the core software for rental management operations

*1) M&A period for those not listed as establishment *2) Company name changed from "Modern Standard Co., Ltd." on April 1, 2022 *

3) Company name changed from Regal Lease Guarantee Corporation to RENOSY ASSET MANAGEMENT Corporation in May 2020

*4) 100% of voting rights are indirectly held by the Company

Appendix

Company overview

Established	March 12, 2013
Head Office	40F Sumitomo Fudosan Roppongi Grand Tower, 3-2-1 Roppongi, Minato-ku, Tokyo
Capital	7,238,798,466 Yen (October. 31, 2022)
Number of employees ^{*1}	998 (January 31, 2023)
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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