

FOR IMMEDIATE RELEASE

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Company Name: **Leopalace21 Corporation**
Representative: Bunya Miyao, President and CEO
Code Number: 8848 (Tokyo Stock Exchange, Prime Market)
Contact: Shinji Takekura, Director, Chief of the Corporate Management
Headquarters
Tel: +81-50-2016-2907
E-mail: ir@leopalace21.com

Notice Concerning Having All Types of Lease Contracts for Individual Tenants Ready for Electronic Signing: Promoting DX by Expanding Utility of Electronic Contracts

Leopalace21 Corporation (Headquarters: Nakano-ku, Tokyo; President and CEO: Bunya Miyao; the “Company”) announced that it will further extend its scope of electronic signing utility for the lease contracts for individual tenants which require a joint guarantor for conclusion effective from April 25, 2023. It is in line with its service enhancement for customer convenience and promotion of DX.

With the service extension to such lease contracts, the Company now offers the electronic contract signing utility for all types of lease contracts for individual tenants.



	Tenant Application	Customer Service/ Room Viewing	Contract Signing (New)	Contract Signing (Renewal)
Leopalace21	Web-based service Started in Jun 2019	Online service Started in Oct 2020	Web-based service Started in Nov 2015 for contracts w/o joint guarantor « New » Extended in Apr 2023 for contracts requiring joint guarantor	Web-based service Started in Mar 2021

The Company has been utilizing the modern technology and introducing various services for the benefit of customers such as web-based customer service and room viewing to start with, smart locks, *Leo-sign*, an electronic contract service for corporate customers, and electronic signing utility for lease contracts for individual tenants. The Company also began to provide AI-powered speech dialogue system and chatbot tool with AI for the tenants in line with its strategy of promoting the real estate tech business.

■ **Historical Development of Electronic Contract Services**

2015	Jan	Introduced <i>Leo-sign</i> , an electronic contract service for corporate customers
	Nov	Began industry-first onlined lease contract signing for apartments
2017	Apr	Began industry-first onlined contract conclusion service for construction subcontracting of apartment buildings
2019	Jun	Introduced a web-based service for tenant application
2020	Sep	Rolled out the web-based lease contract signing across Japan
	Oct	Started web-based customer service and room viewing
2021	Mar	Introduced industry's first eKYC, an IT-based authentication procedure
	Jun	Began application of eKYC for parking space lease contracts
2022	Jun	Began installing smart locks
2023	Feb	Enabled web-based contract signing utility for lease contracts through brokers Introduced AI-powered speech dialog system and chatbot tool with AI
	Apr	Extended web-based contract signing utility for lease contracts requiring joint guarantor for conclusion

The Company will continue to develop real estate tech business and employ various latest technologies in line with the changing times to improve customer convenience and provide better housing.

END