robot home

In technology, we are changing homes
and changing the world.

Robot Home, Inc. FY2023 3Q FINANCIAL RESULTS

November 2023 Robot Home, Inc. (TSE: 1435)

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   FY2023 3Q FINANCIAL RESULTS (TSE:1435)

1. FY2023 3Q Financial Results Overview

Company overview

Name	Robot Home, Inc.	**Businesses**	AI / IoT business
			Robot Home business [*1]
Head office	7-4-15, Ginza, Chuo-ku, Tokyo		
Established	January 23, 2006	**Subsidiaries**	rh labo, Inc. [*2]
			rh investment, Inc.
Representative	Daisaku Furuki, Representative Director/CEO		rh maintenance, Inc.
			rh warranty, Inc.
Capital	7,470 million yen (Including capital surplus)		IDC Inc.
Employees	207 persons (consolidated basis / full-time employees / as of September 30, 2023)		Next Relation, Inc.

(*1) PM platform business and income club business were integrated into Robot Home business.

(*2) As of September 1, 2023, the trade names of "Residence kit, Inc.," "income club Inc.," "TABICT, Inc." and "Sunassu Co., Ltd." will become "rh labo, Inc.," "rh investment, Inc.," "rh maintenance, Inc." and "rh warranty, Inc.," respectively.

FY2023 3Q Highlights

● Consolidated net sales of ¥5,682 million, up 51.8% year on year

● Consolidated operating profit of ¥503 million, up 34.7% year on year

● Change of reportable segments

Change of reportable segment

FY2022

AI/IoT business

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

PM platform business

- PM platform leveraging AI and IoT

    (PM business / guarantee business / maintenance business)

income club business

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

FY2023

AI / IoT business

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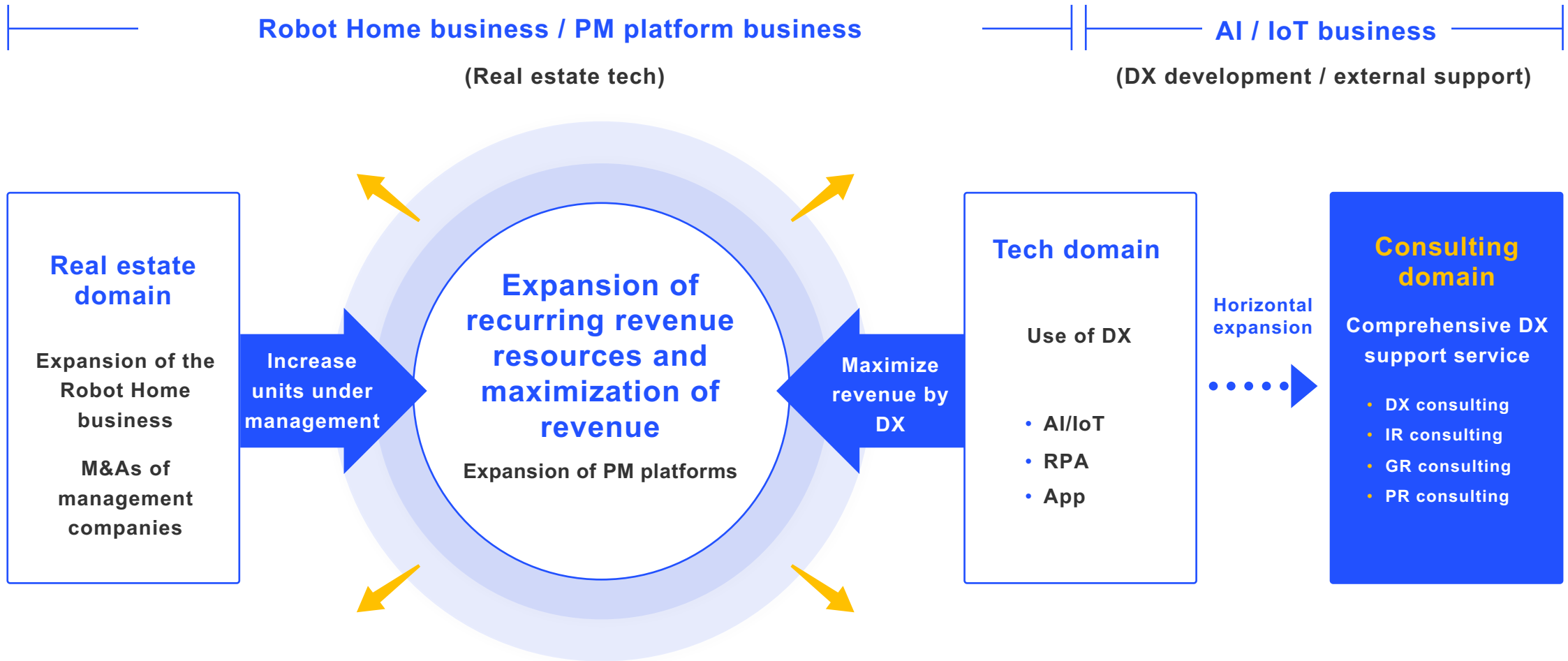- Comprehensive DX support service

Robot Home business

- Operation of rental property management platform "Residence kit[*]"

    → Further expansion of flow and recurring revenue resources

(*) The name of rental property management platform has been changed from "Residence kit" to "robot home."

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

Robot Home business / PM platform business

(Real estate tech)

AI / IoT business

(DX development / external support)

Real estate domain

Expansion of the Robot Home business

M&As of management companies

Increase units under management

Expansion of recurring revenue resources and maximization of revenue

Expansion of PM platforms

Maximize revenue by DX

Tech domain

Use of DX

- AI/IoT
- RPA
- App

Horizontal expansion

Consulting domain

Comprehensive DX support service

- DX consulting
- IR consulting
- GR consulting
- PR consulting

Announcement on the relocation of the head office

Robot Home to relocate its head office to GINZA SIX due to business expansion

(scheduled in April 2024)

Under its business expansion strategy, the Company will relocate its head office to GINZA SIX. Taking advantage of its location in a highly convenient commercial facility, we plan to create an attractive office that customers will want to stop by during their outings. As part of this effort, we plan to newly set up exclusive spaces for customers visiting the Company. By providing dedicated booths for business meetings and seminar rooms, we offer highly unique and fulfilling customer experiences, thereby enhancing our communication with customers. Also, we will newly open a showroom, where customers can actually see and touch IoT devices that will be installed in the properties developed by the Company. The space is designed to allow customers to intuitively experience the attractive features of our products in a layout that will help them visualize the actual place to live in. Through this relocation to the new office, the Company will reinforce the connection with customers and strive for further growth.

Image is for illustrative purpose

Overview of the New Head Office

Relocation date: April 2024 (scheduled)
Address: 9th Floor, 6-10-1, Ginza, Chuo-ku, Tokyo, Japan

Announcement on the renewal of the corporate logo

Old Logo → **New Logo**

Robot Home → robot home

The Company renewed its corporate logo as of November 1, 2023. The renewal of the logo symbolizes our wish for harmony between lightness and intelligence that technology possess and a warm atmosphere staying close to daily lives. It also symbolizes our wish for more stakeholders' realizing their affluent lifestyles and asset formation through the Company's services. The logos and names of applications provided by the Company under the brand name of Residence kit will be changed and unified into the brand name of robot home. With the new corporate logo, the Company continues to strive to meet the expectation from the society and realize the world, where people can enjoy affluent lifestyle.

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.

Subsidiaries

Residence kit	→ rh labo inc.
income club	→ rh investment inc.
SUNASSU	→ rh warranty inc.
TABICT	→ rh maintenance inc.

Applications

Residence kit for Owner kit	→ robot home rh
Residence kit for Customer kit	→ robot home kit rh
Residence kit for PM	→ robot home for pm
Residence kit for Maintenance	→ robot home for maintenance
Residence kit for Agent	→ robot home for agent

Consolidated statements of income

(Unit: million yen)	FY2022 3Q	FY2023 3Q	YoY Change (¥)	YoY Change (%)
Net sales	3,743	5,682	1,939	+51.8%
Gross profit	2,138	2,455	317	+14.8%
Selling, general and administrative expenses	1,764	1,951	187	+10.6%
Operating profit	374	503	129	+34.7%
Ordinary profit	406	494	87	+21.4%
Profit attributable to owners of parent	329	613	283	+86.0%

- Consolidated net sales of ¥5,682 million, up 51.8% year on year

- Consolidated operating profit of ¥503 million, up 34.7% year on year

- Posted gains on the sale of securities of ¥164 million as an extraordinary income

Segment Information

	(Unit: million yen)	FY2022 3Q	FY2023 3Q	YoY Change (¥)	YoY Change (%)
Consolidated	Net sales	3,743	5,682	1,939	+51.8%
	Gross profit	2,138	2,455	317	+14.8%
	Operating profit	**374**	**503**	**129**	**+34.7%**
AI / IoT business	Net sales	288	309	21	+7.4%
	Gross profit	243	242	▲1	▲0.4%
	Operating profit	175	113	▲62	▲35.5%
Robot Home business*	Net sales	3,457	5,376	1,919	+55.5%
	Gross profit	1,895	2,214	319	+16.8%
	Operating profit	998	1,218	220	+22.1%

- Achieved consolidated operating profit of ¥503 million, up 34.7% year on year

- AI/IoT business increased its sales, decreased its profit by strategic human resources investment

- Robot Home business increased its sales and profit thanks to stable growth

* PM platform business and income club business were integrated into Robot Home business.

Segment Information (breakdown)

(Unit: million yen)	Consolidated P/L	Reportable segments		
		AI / IoT business	Robot Home business	
			Former income club business	Former PM platform business
Net sales	5,682	309	3,280	2,096
Gross profit	2,455	242	410	1,803
Selling, general and administrative expenses	1,951	129	276	719
Operating profit	503	113	134	1,084

Structure to secure profits based on stable recurring income using platform
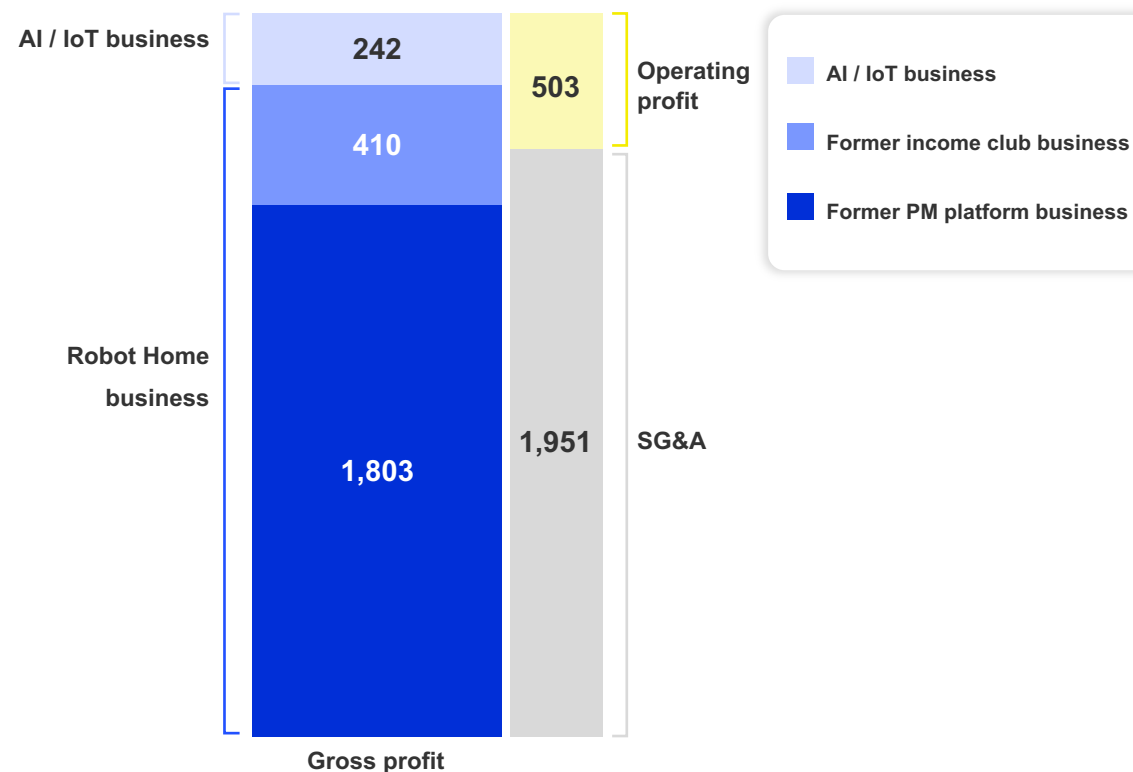
Consolidated balance sheets

(Unit: million yen)	December 31, 2022	FY2023 3Q	YoY Change (¥)
Current assets	8,249	9,002	753
Cash and deposits	4,219	5,119	900
Inventories	3,524	3,333	▲190
Non-current assets	2,503	2,971	467
Total assets	10,753	11,974	1,220
Liabilities	2,858	3,607	749
Interest-bearing debt	572	1,155	582
Net assets	7,895	8,366	471
Total liabilities and net assets	10,753	11,974	1,220

- Equity ratio: 69.8%

- Dividend of surplus: ¥89 million

Financial results forecast

(Unit: million yen)	FY2022 (Actual results)	FY2023（Forecast）			
		Forecast		Actual results	
		Full year	YoY Change (%)	3Q	Progress rate
Net sales	5,421	8,500	+56.8%	5,682	66.8%
Operating profit	645	850	+31.7%	503	59.2%
Ordinary profit	664	800	+20.3%	494	61.8%
Profit attributable to owners of parent	719	800	+11.2%	613	76.6%

2. Robot Home Growth Strategy

AI / IoT business

Net sales

¥309million

Operating profit

¥113million

FY2023 3Q FINANCIAL RESULTS (TSE:1435)

Outline of IoT platform for rental housing, "robot home"

Providing **a platform that leverages AI/IoT technologies** to connect all players – residents, owners, leasing agents and leasing management companies – and **automating rental property management.**

Assets ✕ AI / IoT

Increasing asset value by utilizing AI/IoT

robot **home** for pm
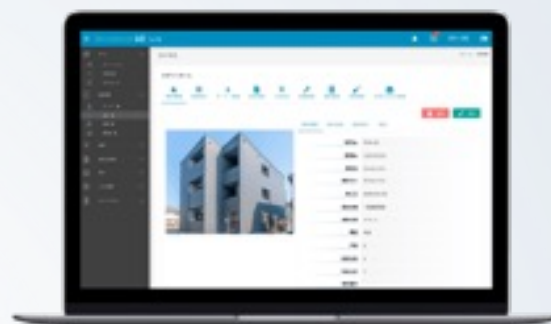
robot **home** kit
Move-in
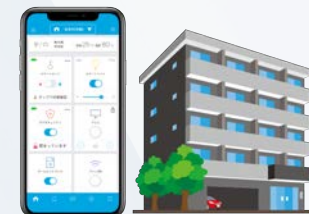
robot **home**
Ownership

robot **home** for maintenance
Maintenance

robot **home** for agent
Receipt of move-in request

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.

Provide next-generation DX rental housing

Rental property differentiated by IoT → Automation of rental property management → Rental management using RPA → Maintenance service using an app → Help filling vacancy using the vacant room sharing website

robot home kit

"Indoor Monitor" with video and sound recording function confirms visitors

"Intercom" in individual entrances

"Smart Key" locks/unlocks the door with ten key operation (entering PIN) and handle operation

"Universal Remote" that integrates your infra-red remotes into one

"Home Entrance" camera intercom at building entrance

"Outdoor Camera" checks in real time the area around the garbage collection site

"Opening/closing Sensor" detects & notifies window opening/closing

Turn on/off lights away from home

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

Number of units that introduced IoT

10,807

(as of September 30, 2023)

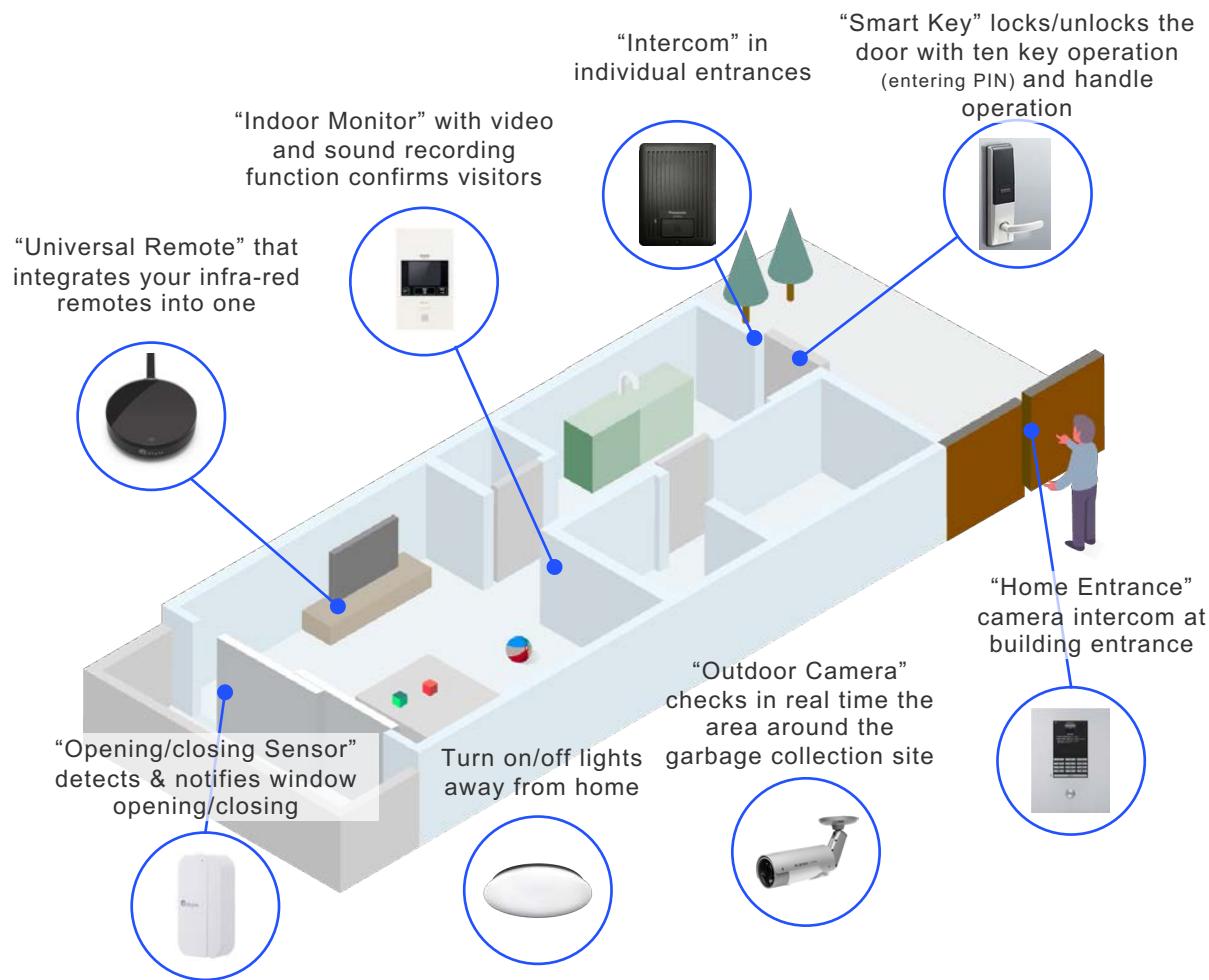*The apartment layout is a sample.

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.

Owners can manage rental housing operations with the app

Rental property differentiated by IoT ▶ **Automation of rental property management** ▶ Rental management using RPA ▷ Maintenance service using an app ▷ Help filling vacancy using the vacant room sharing website

robot**home**

Receipt of a move-out request

Confirmation of work details

Preview status

Receipt of move-in request

Online contract signing

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

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

Number of owners

2,099

(as of September 30, 2023)

*Image UIs are contained.

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.
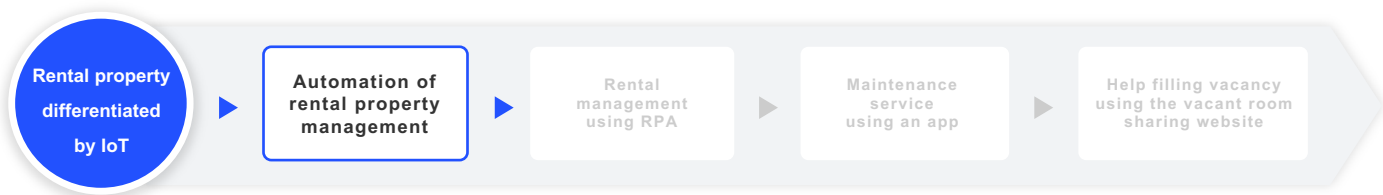
Management companies can streamline operations with RPA

Rental property differentiated by IoT	→	Automation of rental property management	→	Rental management using RPA	→	Maintenance service using an app	→	Help filling vacancy using the vacant room sharing website
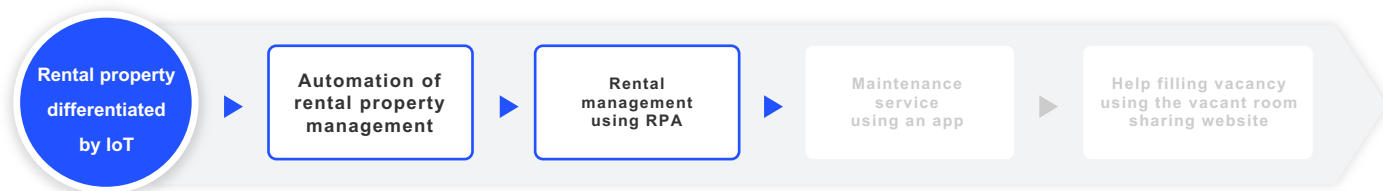
robot home for pm

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

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

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

Management of documents
Management of contracts, remittance statements, and bills
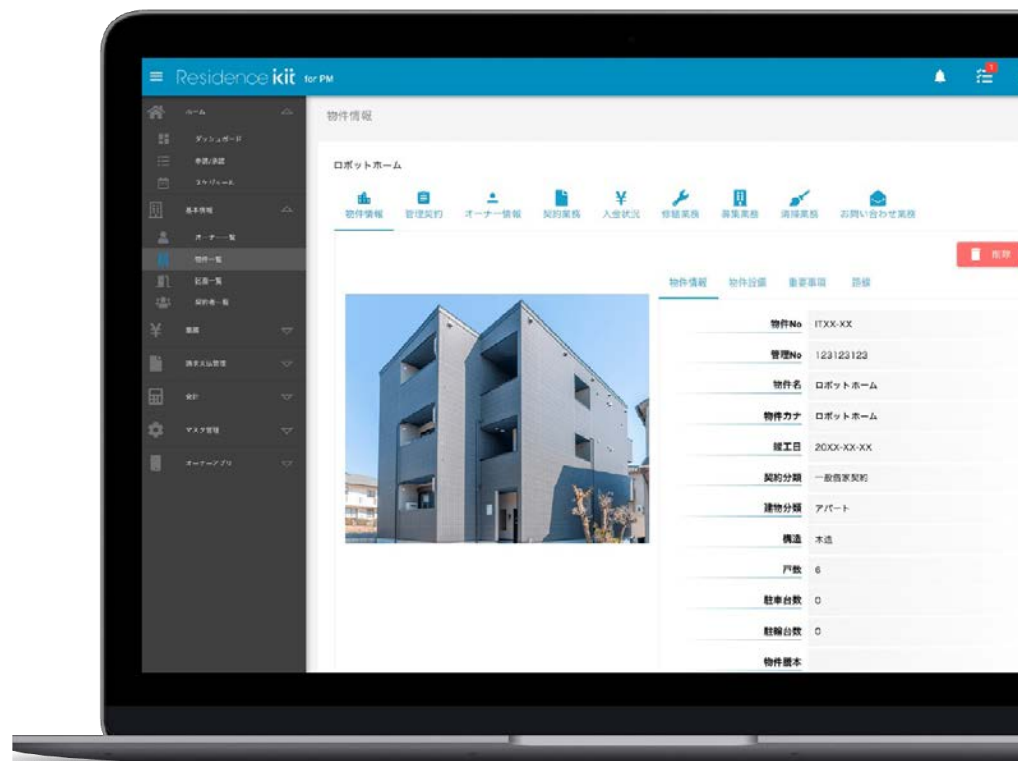
Reduces vacancy risk and improves service quality by streamlining operations utilizing RPA.

Number of units that introduced RPA

25,388

(as of September 30, 2023)

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.

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

Rental property differentiated by IoT → **Automation of rental property management** → **Rental management using RPA** → **Maintenance service using an app** → Help filling vacancy using the vacant room sharing website

robot home for maintenance

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

Optimized routes
Maximally efficient routes are presented to janitors.

Automatically generated reports
Quality is maintained through completion reports with images attached.

Management screen
The cleaning status can be confirmed at a glance.
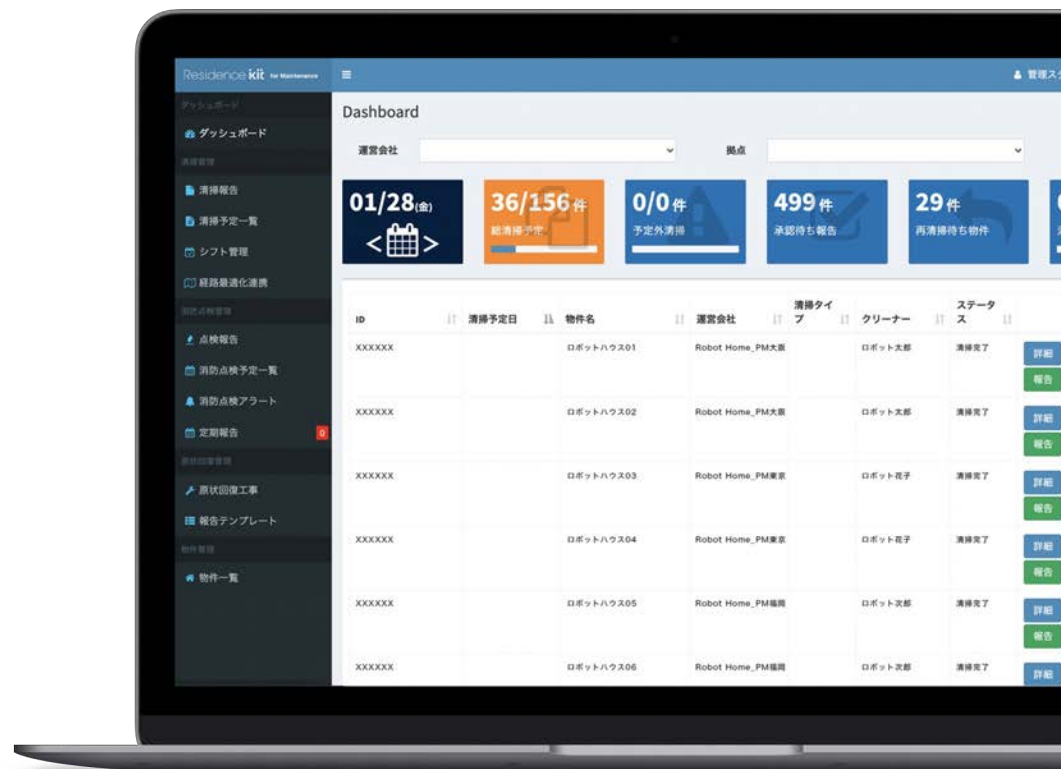
Operational efficiency improvement and service quality improvement through the leverage of technology in the maintenance domain

Walk-around cleaning
40,722 times

Fire-fighting inspection
3,970 times

Restoration work
3,827 cases

(as of September 30, 2023, total for the fiscal year)

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.

| FY2023 3Q FINANCIAL RESULTS (TSE:1435)

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

Rental property differentiated by IoT ▶ **Automation of rental property management** ▶ **Rental management using RPA** ▶ **Maintenance service using an app** ▶ **Help filling vacancy using the vacant room sharing website**
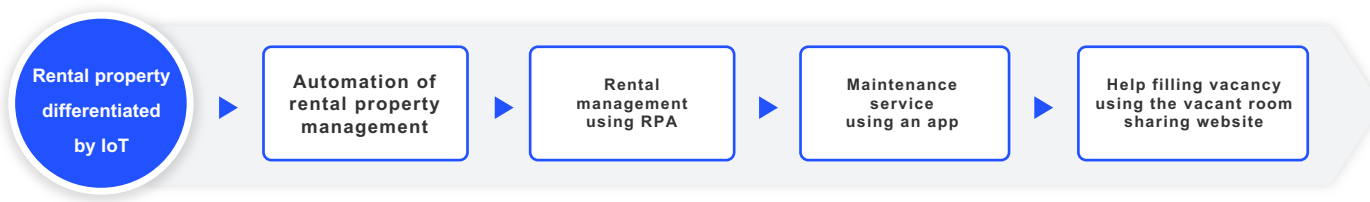
robot home for agent

Management companies

Post and update latest information
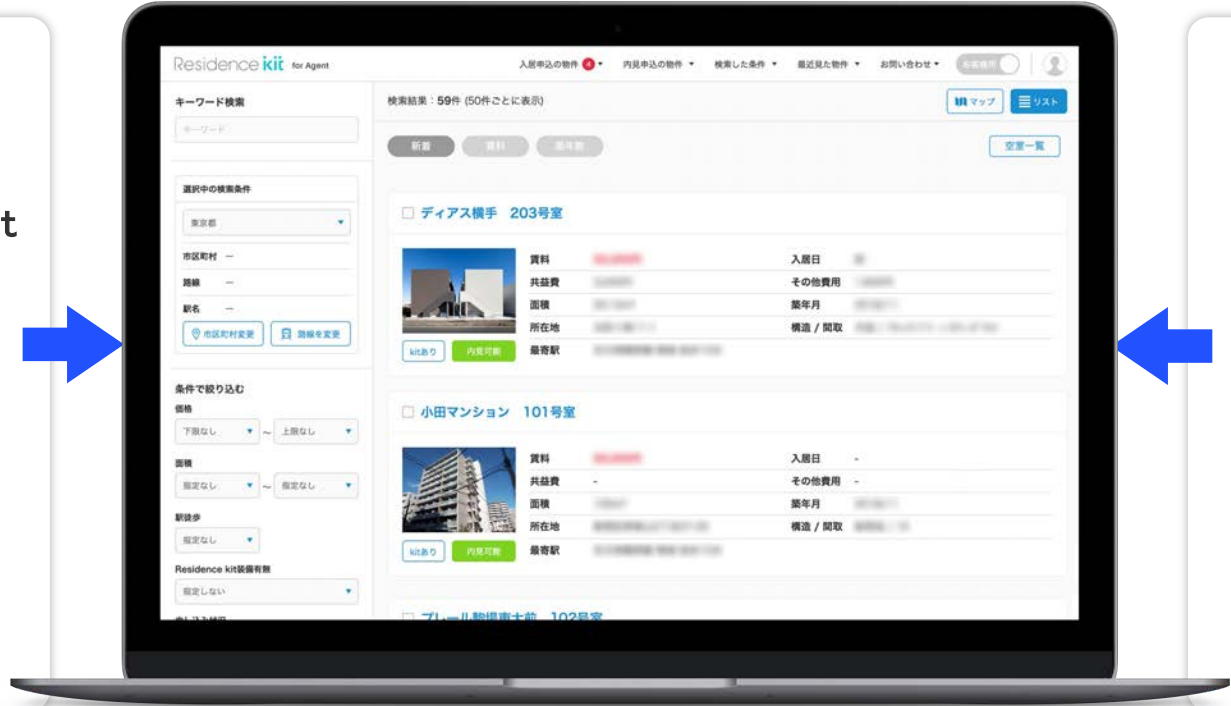
Agents

See latest information

Quick search of vacant rooms on the website allows agents to find tenants more efficiently.

Number of registered agents

8,062
registered agents in

25
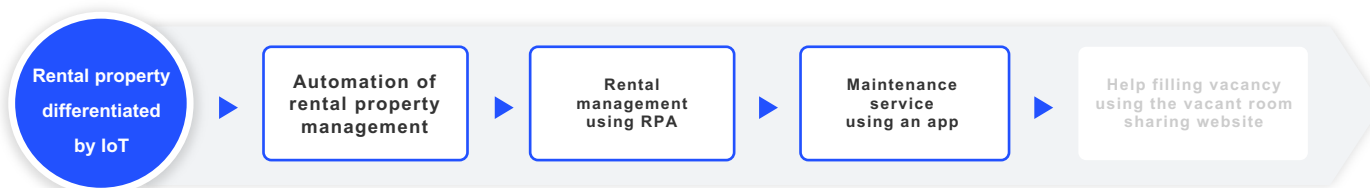prefectures nationwide

(as of September 30, 2023)

*The logos of applications and services will be changed as appropriate. Please note that both old and new designs of logos will be used during the transition period.

Overview of comprehensive DX support service

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

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

| ReTech Domain | ▶ | DX Domain |

OPERATION
(Quality Control)

MANAGEMENT

IR / PR / GR
(Relation)

Comprehensive DX support service

BUSINESS

UI / UX
(Interface)

DEVELOPMENT
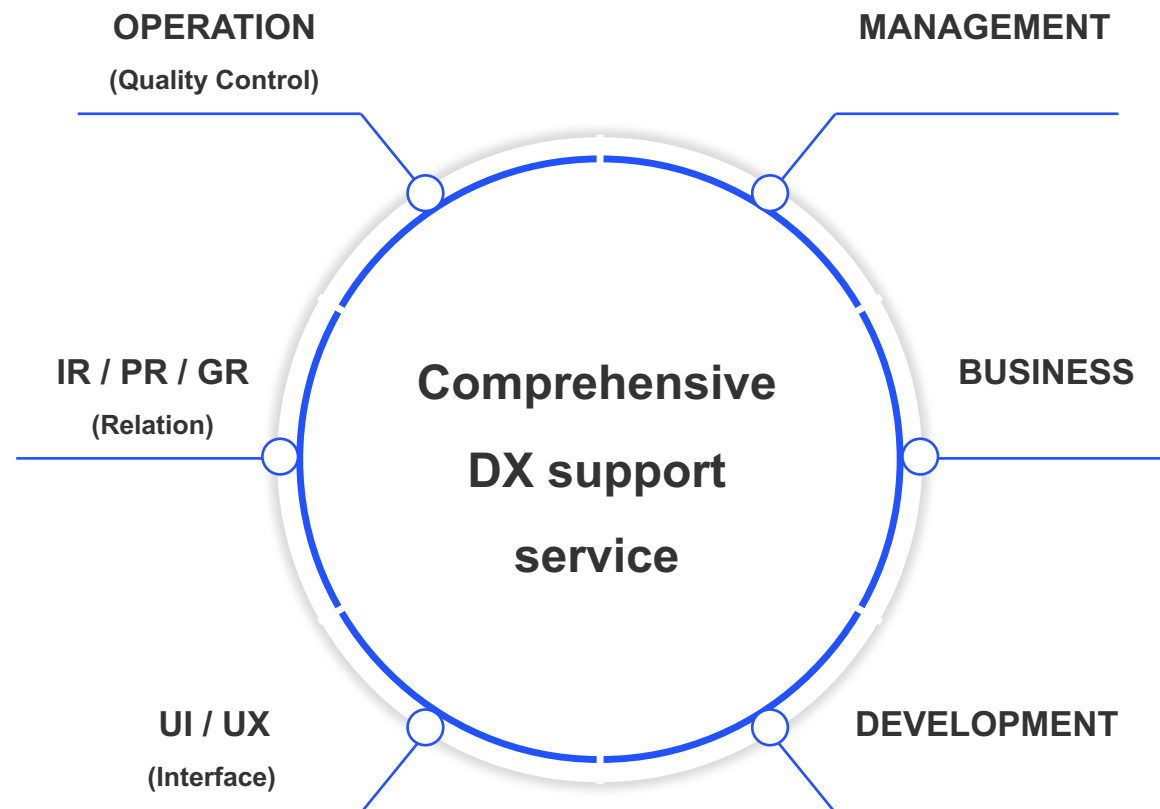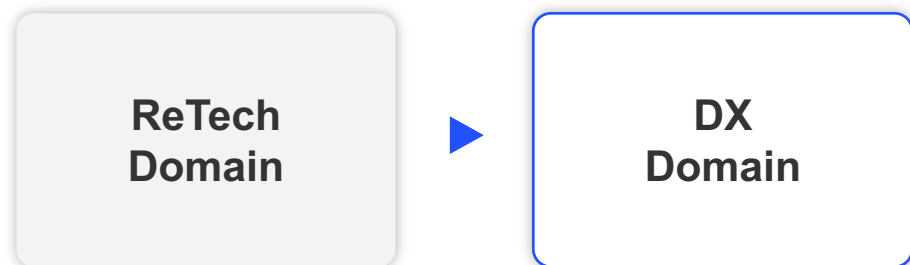
Overview of comprehensive DX support service

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

	STRATEGY	PLANNING	PRODUCTION	CHECK / SUPPORT

1. MANAGEMENT

Strategy planning | Management support

2. BUSINESS

Market analysis | Roadmapping | Support for launching operations

3. DEVELOPMENT

From defining system requirements to dispatching CTOs | Software development | Operation and maintenance

4. UI / UX

Prototyping | From creative direction to support for launch

5. IR / PR / GR

Formulating IR / PR / GR strategies | IR / PR / GR consulting

6. OPERATION

Optimizing HR deployment | Support for technology succession and consulting to improve productivity | KPI management

FY2023 3Q FINANCIAL RESULTS (TSE:1435)

Current clientele of comprehensive DX support service

Current clientele: 39companies. (as of September 30, 2023)

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

Current clientele of comprehensive DX support service

Maximize the value of collected data and capitalize on them to develop new business models

Collection/analysis of data accumulated on the platform

Creation of new value by introducing DX

Relevant player

- Owner
- Land agency
- Builder
- Resident
- Management company
- Cleaning company
- Insurance company
- Agent

System/device

- Application
- IoT device
- Camera equipped with AI
- RPA system
- Intermediate site
- Consultation activity

Database

Financial status

Income/expenditure plans & achievement control

Residents' attributes

IoT use information

Managed property video log

Vacancy information

Response control

Repair record control

Insurance optimization

State of usage of services

Real estate policy trends

etc.

robot**home**
Owner app.

robot**home** for **pm**
Rental property management RPA

robot**home** kit
Resident IoT

Platform that automates rental property management

robot**home**

robot**home** for **maintenance**
Maintenancetech

income club
Real estate buying/selling matching

robot**home** for **agent**
Vacant room sharing website

Creation of new value

Robot Home business

Net sales

¥5,376 million

Former income club business   ¥3,280 million

Former PM platform business   ¥2,096 million

Operating profit

¥1,218 million

Former income club business   ¥134 million

Former PM platform business   ¥1,084 million

Business model overview

Resister as a member	Invest	Manage	Sell / Reinvest

Flow

No. of members	No. of owners	Distribution within the platform

2,819 persons ▶ **2,099** persons ▶

Seller

No. of real estate delivered **30** units

No. of real estate intermediated **68** units

Buyer

(as of September 30, 2023, total for the fiscal year)

Inflow from flow to stock (subscription)

Stock (subscription)

Rental property management	Maintenance	Vacant room sharing website

Managed properties
26,080 units

Occupancy rate
96.7 %

Walk-around cleaning	Fire-fighting inspection	Restoration work
40,722 times	**3,970** times	**3,827** cases

(as of September 30, 2023, total for the fiscal year)

Registered area	No. of registered agents
25 prefectures	**8,062** agents

Company-guaranteed units
14,712 units

No. of units into which IoT is introduced
10,807 units

（As of the end of September 2023）

Connect all players on the platform and automate rental property management

Owner app flow

STEP 1

Member registration

Member registration through various marketing measures and inflow from the platform

STEP 2

Investment

Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property

STEP 3

Management

Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management

STEP 4

Sale / Reinvestment

Asset management concierge service / sale simulation / purchase of a new property

Supply chain integration

income club
Sale of investment property

robot home kit
Introduction of IoT into property

robot home for pm
Rental property management RPA system

robot home for maintenance
Maintenance company ordering system

robot home for agent
Vacant room sharing website

income club
Sale of investment property

Relevant player

| New owner | Land agency | Builder | Resident | Management company | Cleaning company | Insurance company | Agent | Owner of other company's property | Owner of multiple buildings |

Type of revenue

Flow and recurring revenue through the platform

Develop a platform leveraging technology for rental property management owners

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	**Invest**	**Manage**	**Sell / Reinvest**
Member registration through various marketing measures and inflow from the platform	Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property	Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management	Asset management concierge service / sale simulation / purchase of a new property

Develop a platform leveraging technology for rental property management owners

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member ▶	Invest ▶	Manage ▶	Sell / Reinvest

STEP 1

Register as a member

Member registration through various marketing measures and inflow from the platform

STEP 2

Invest

Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property

STEP 3

Manage

Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management

STEP 4
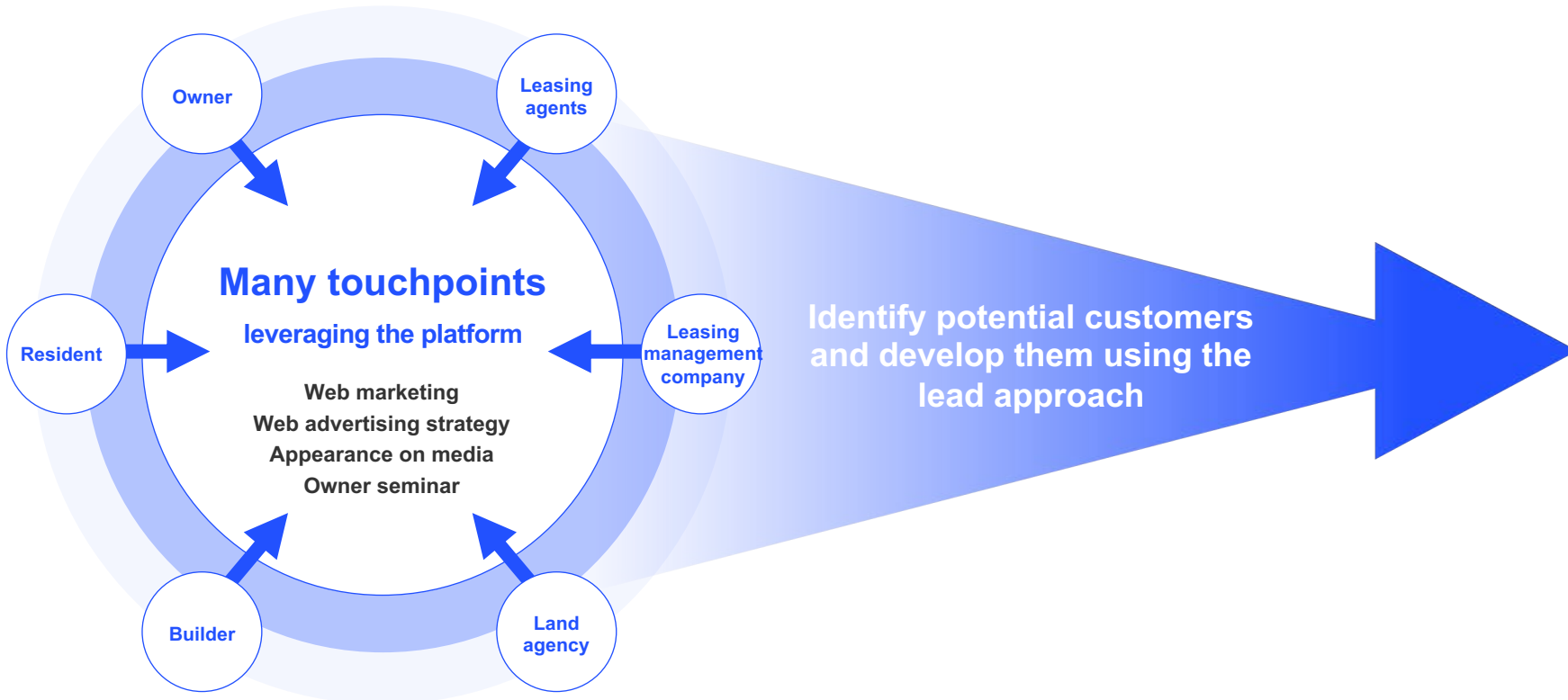
Sell / Reinvest

Asset management concierge service / sale simulation / purchase of a new property

FY2023 3Q FINANCIAL RESULTS (TSE:1435)

Increase members through many touch points leveraging the platform

STEP 1
Register as a member

Increase members through inflow from the platform while using various marketing measures

Many touchpoints

leveraging the platform

Web marketing
Web advertising strategy
Appearance on media
Owner seminar

Owner
Leasing agents
Resident
Leasing management company
Builder
Land agency

Identify potential customers and develop them using the lead approach

Develop a platform leveraging technology for rental property management owners

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member ▶	**Invest** ▷	Manage ▶	Sell / Reinvest

STEP 1

Register as a member

Member registration through various marketing measures and inflow from the platform

▶

STEP 2

Invest

Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property

▷

STEP 3

Manage

Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management

▷
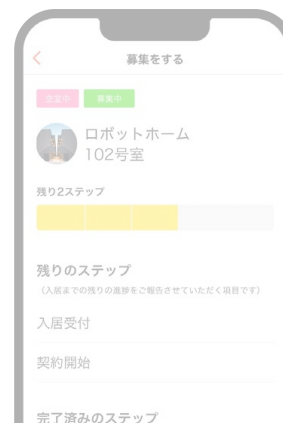
STEP 4

Sell / Reinvest

Asset management concierge service / sale simulation / purchase of a new property

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Investment property purchase and sale platform capable of completing all the operations online

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STEP 2
Invest

One-stop service, from online purchasing to land contract and construction to delivery
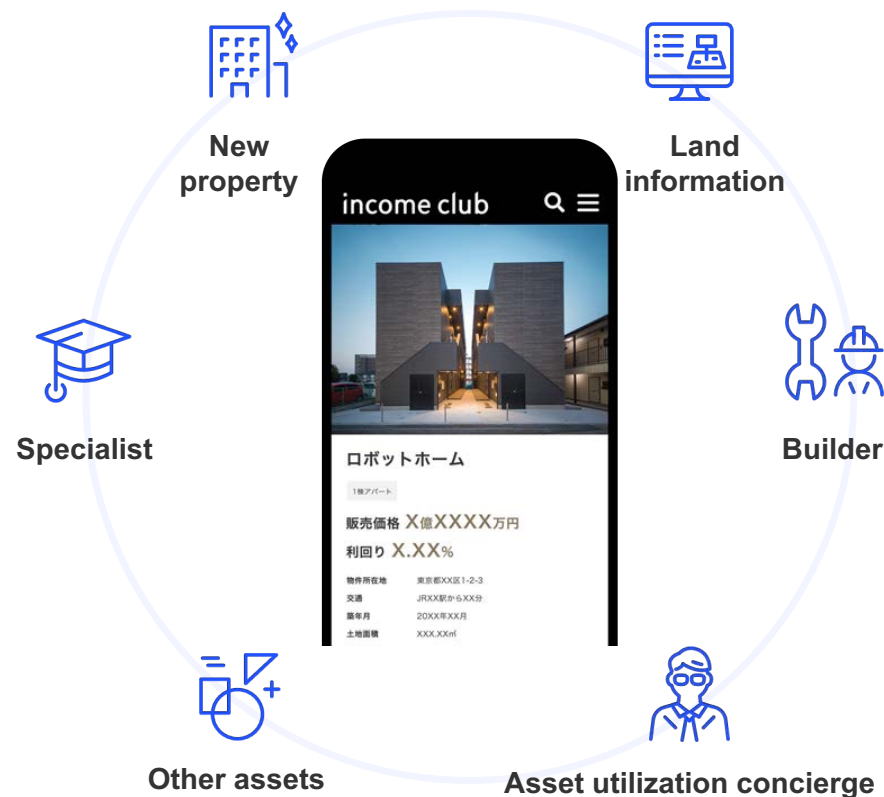
● **Online consultation**

Choosing land → Selecting a property → Income and expenditure simulation by a concierge

● **Land selection, contracting and delivery**

Formulating a project plan → Providing land information → Land contract concluded with Robot Home

● **From builder matching to building completion and delivery**

Introduction of affiliated builders (or Robot Home contracts for work) → Conclusion of a contract → View construction progress reports
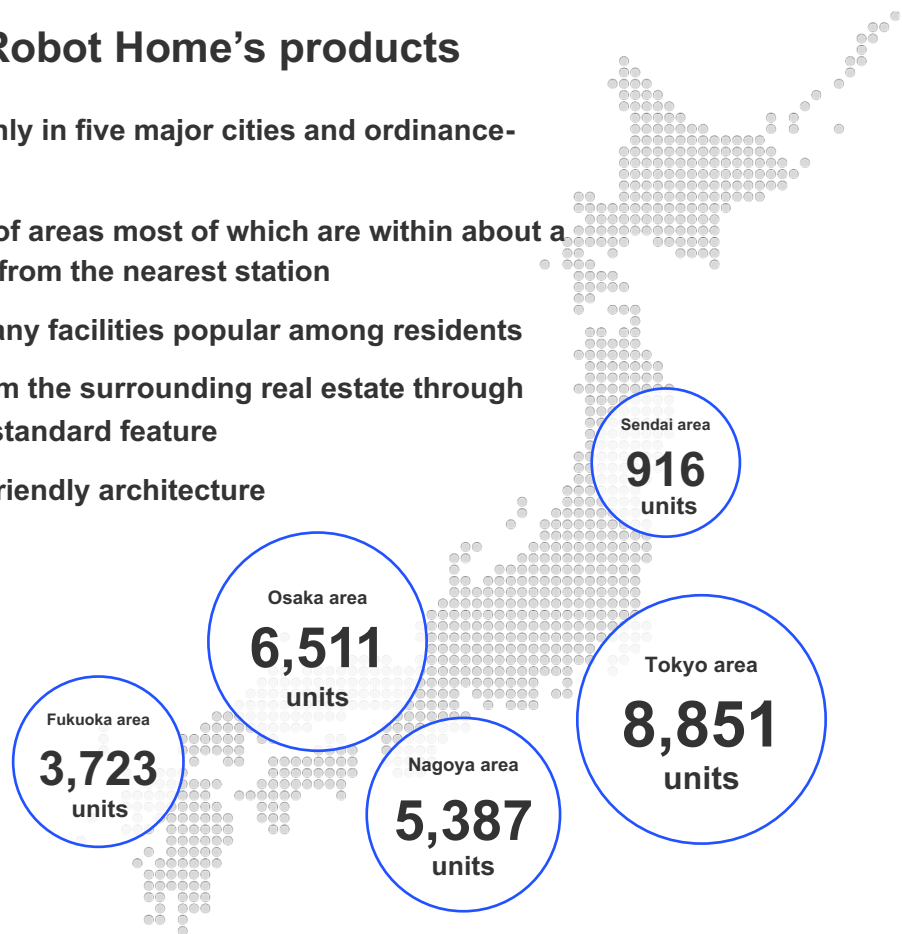
New property

Land information

Specialist

Builder

income club

ロボットホーム

1棟アパート

販売価格 X億XXXX万円

利回り X.XX%

物件所在地   東京都XX区1-2-3
交通   JRXX駅から6XX分
築年月   20XX年XX月
土地面積   XXX.XX㎡

Other assets

Asset utilization concierge

Deployment on a nationwide scale, careful selection of areas in high demand

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member ▶	**Invest** ▷	Manage ▷	Sell / Reinvest

Strengths of Robot Home's products

- **Development mainly in five major cities and ordinance-designated cities**
- **Careful selection of areas most of which are within about a 5–10 minute walk from the nearest station**
- **Introduction of many facilities popular among residents**
- **Differentiation from the surrounding real estate through IoT adopted as a standard feature**
- **Environmentally friendly architecture**

Sendai area
916 units

Osaka area
6,511 units

Fukuoka area
3,723 units

Nagoya area
5,387 units

Tokyo area
8,851 units

(as of September 30, 2023)

Development in carefully selected locations

Convenient and profitable locations are carefully selected with the target of areas within a 5–10 minute walk from the station.

Target area

Nearest station

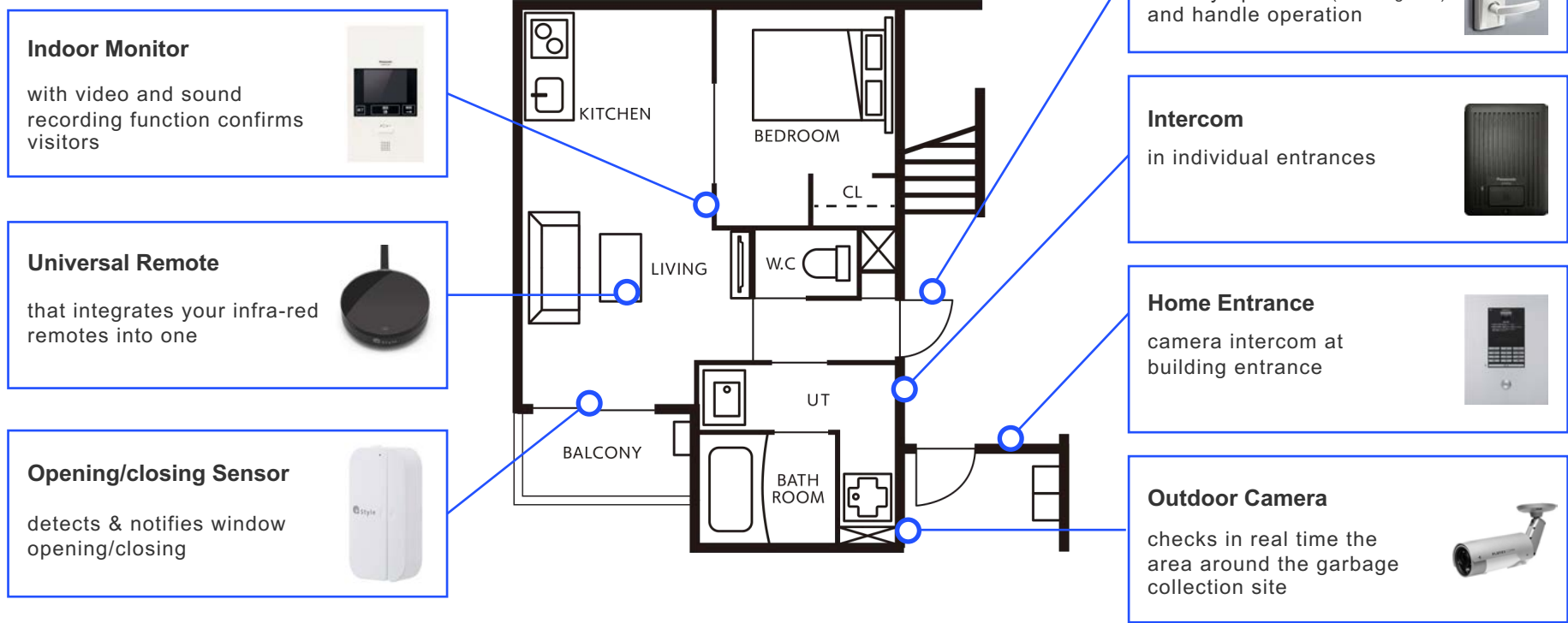| 0–3 min walk from station | 3–5 min walk from station | **5–10 min walk from station** | 10–30 min walk from station |

Environmentally friendly architecture

Properties that received the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS) are the Company's standard specifications.

Rental housing differentiated through IoT

Real properties are equipped with, as standard features, various IoT devices that improve residents' convenience.

They can be easily operated with a single app.

Indoor Monitor

with video and sound recording function confirms visitors

Universal Remote

that integrates your infra-red remotes into one

Opening/closing Sensor

detects & notifies window opening/closing

Smart Key

locks/unlocks the door with ten key operation (entering PIN) and handle operation

Intercom

in individual entrances

Home Entrance

camera intercom at building entrance

Outdoor Camera

checks in real time the area around the garbage collection site

Develop designer real properties that pursue quality

STEP 1
Register as a member ▶

STEP 2
Invest ▶

STEP 3
Manage ▶

STEP 4
Sell / Reinvest

Develop a platform leveraging technology for rental property management owners

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member ▶	**Invest** ▶	**Manage** ▶	Sell / Reinvest

---

STEP 1

Register as a member

Member registration through various marketing measures and inflow from the platform

STEP 2

Invest

Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property

STEP 3

Manage

Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management

STEP 4

Sell / Reinvest

Asset management concierge service / sale simulation / purchase of a new property

Owners can manage rental housing operations with the app

STEP 3

Manage

Easy management of remittance statements, periodic reports and other things, through distribution using the app.

Thoroughly streamline all operations of rental property management, from move-in through move-out to an advertisement for tenants, using the app

Real property management
Shows the occupancy statuses and logs of real property

Request for an advertisement for tenants
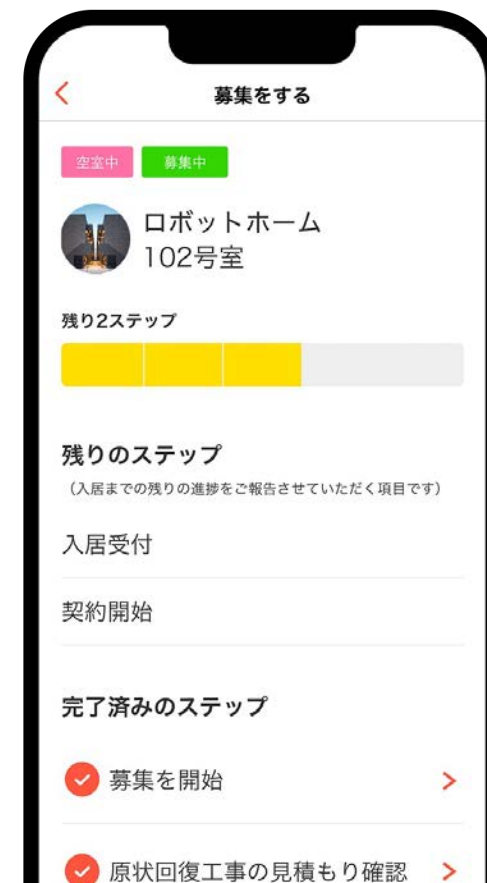Checking the status and conditions of the advertisement is possible

Credit management
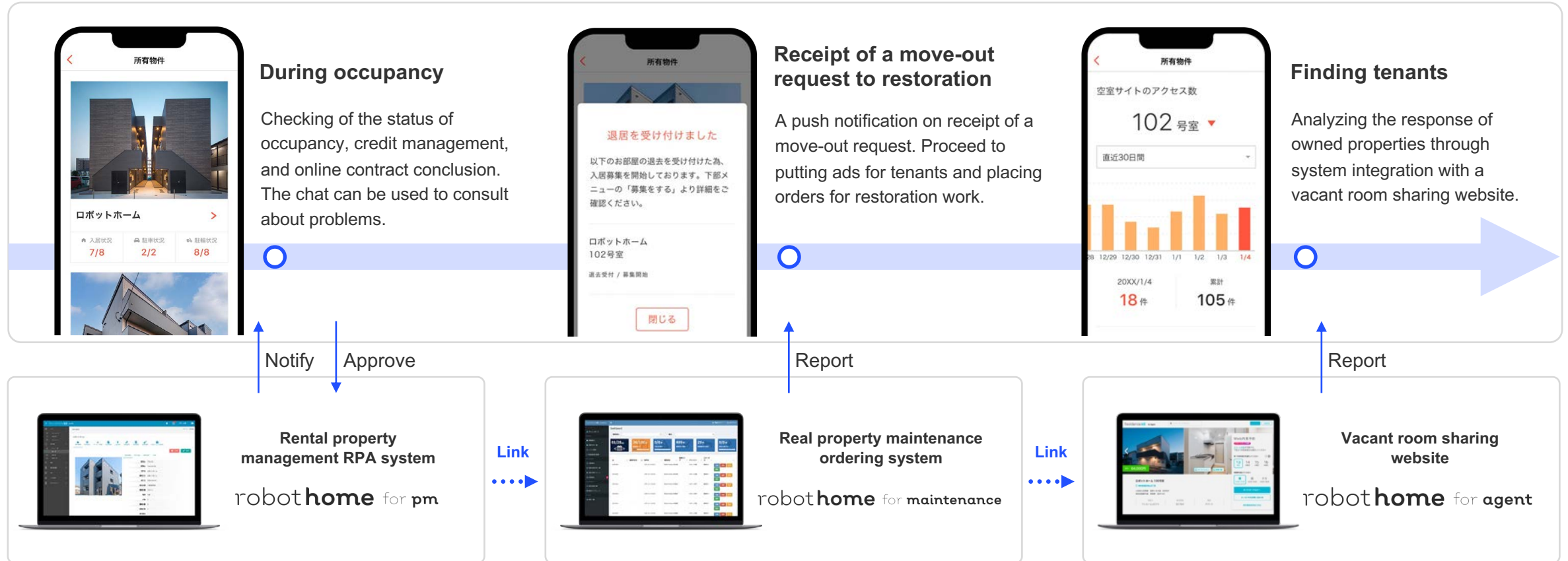Shows monthly rental payment and expenses

Chat
The chat can be used to consult about daily problems

Owners can manage rental housing operations with the app

STEP 1
Register as a member ▶
STEP 2
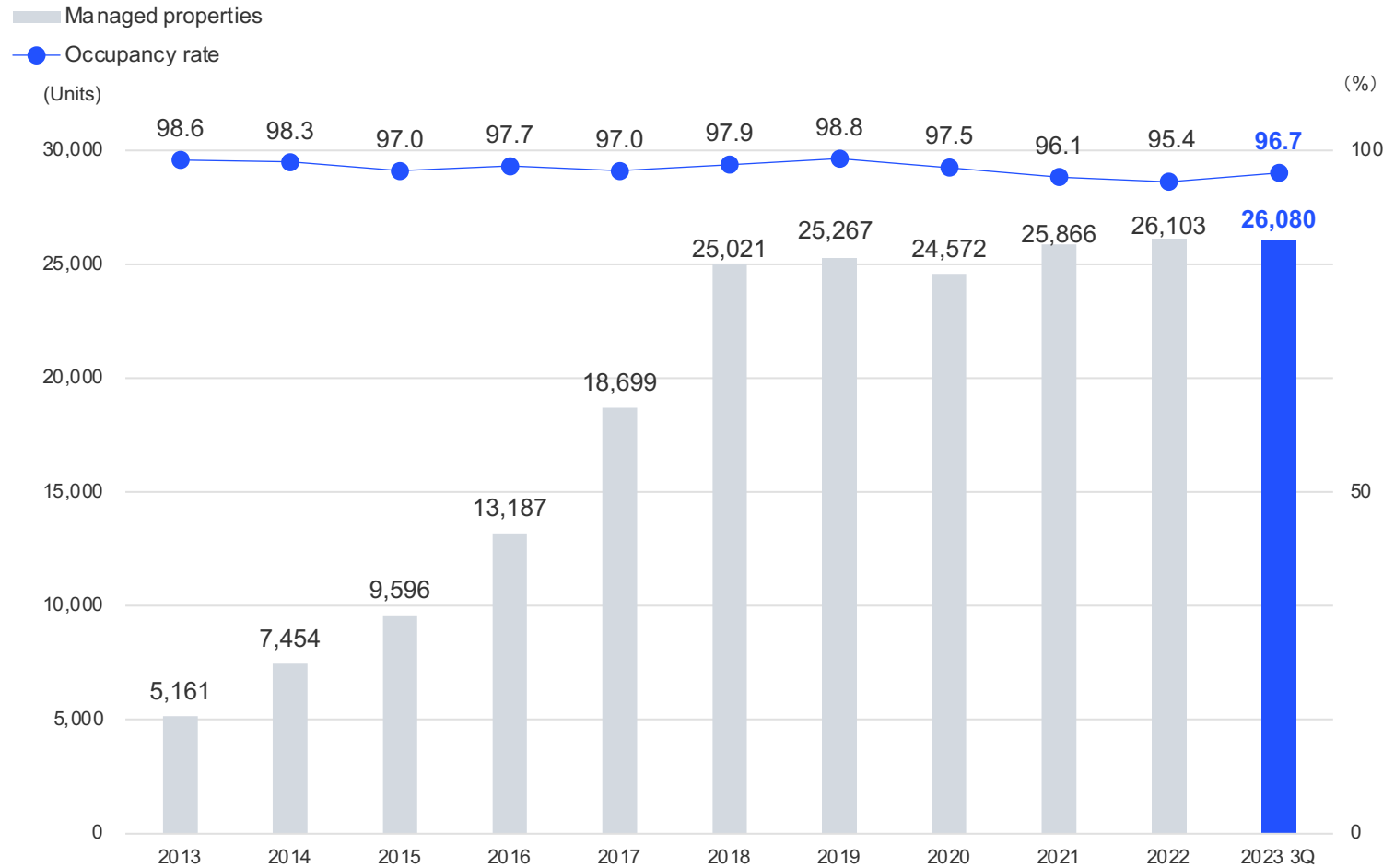**Invest** ▶
STEP 3
Manage ▶
STEP 4
Sell / Reinvest

Significantly reduce time from move-out to finding a tenant. Prevent opportunity loss due to vacancy, and maximize the return on investment.

During occupancy

Checking of the status of occupancy, credit management, and online contract conclusion. The chat can be used to consult about problems.

Receipt of a move-out request to restoration

A push notification on receipt of a move-out request. Proceed to putting ads for tenants and placing orders for restoration work.

Finding tenants

Analyzing the response of owned properties through system integration with a vacant room sharing website.

Notify | Approve

Report

Report

Rental property management RPA system

robot home for pm

Link ····▶

Real property maintenance ordering system

robot home for maintenance

Link ····▶

Vacant room sharing website

robot home for agent

* Image UIs are contained.

Stable recurring income that maintains high occupancy rate

STEP 1		STEP 2		STEP 3		STEP 4
Register as a member	▶	**Invest**	▶	**Manage**	▷	Sell / Reinvest

Managed properties

Occupancy rate

(Units)

Year	Managed properties	Occupancy rate
2013	5,161	98.6
2014	7,454	98.3
2015	9,596	97.0
2016	13,187	97.7
2017	18,699	97.0
2018	25,021	97.9
2019	25,267	98.8
2020	24,572	97.5
2021	25,866	96.1
2022	26,103	95.4
2023 3Q	26,080	96.7

(%)

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

Managed properties .... **26,080** units

Occupancy rate .... **96.7** %

Constructed by Robot Home **96.9**%

Other **96.0**%

(as of June 30, 2023)

Measures to increase units under management

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

FY2023 3Q FINANCIAL RESULTS (TSE:1435)

Develop a platform leveraging technology for rental property management owners

STEP 1	STEP 2	STEP 3	STEP 4
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STEP 1

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Support for sale and reinvestment

STEP 4

Sell / Reinvest

Support owners' asset building, and promote distribution within the platform

Consultation using the chat

Prompt appraisal

Sale / Reinvestment
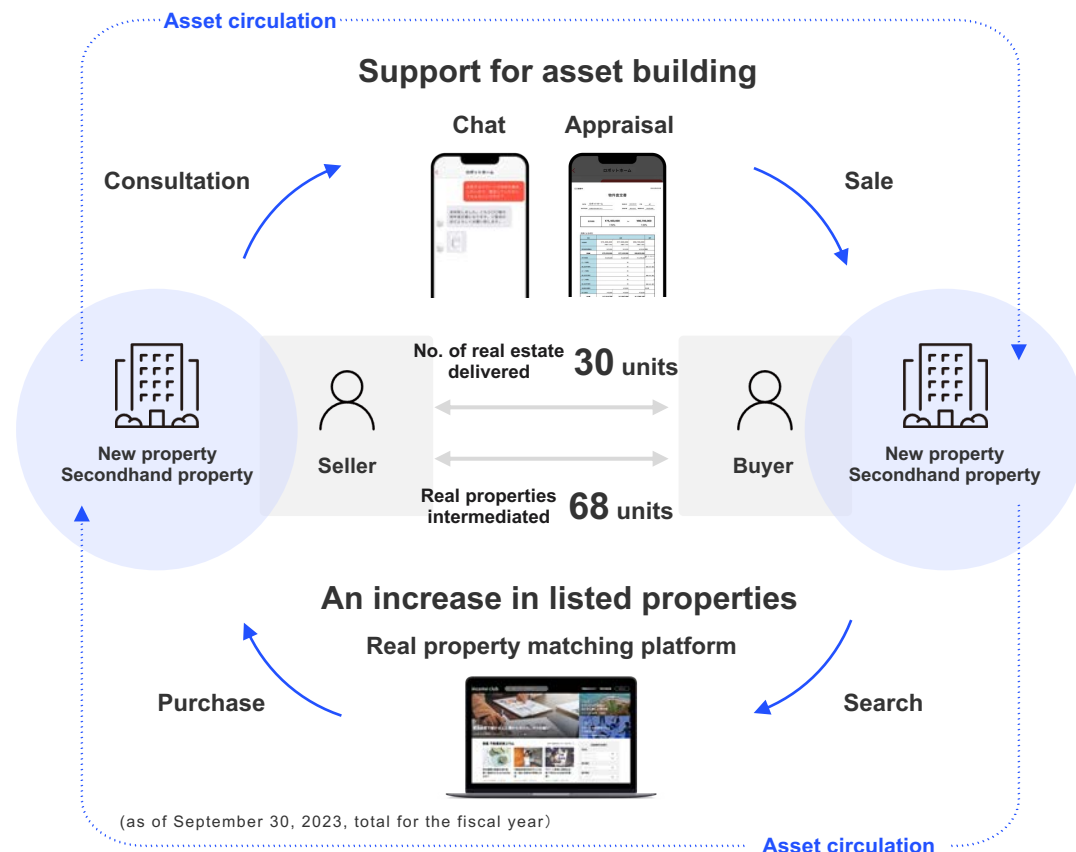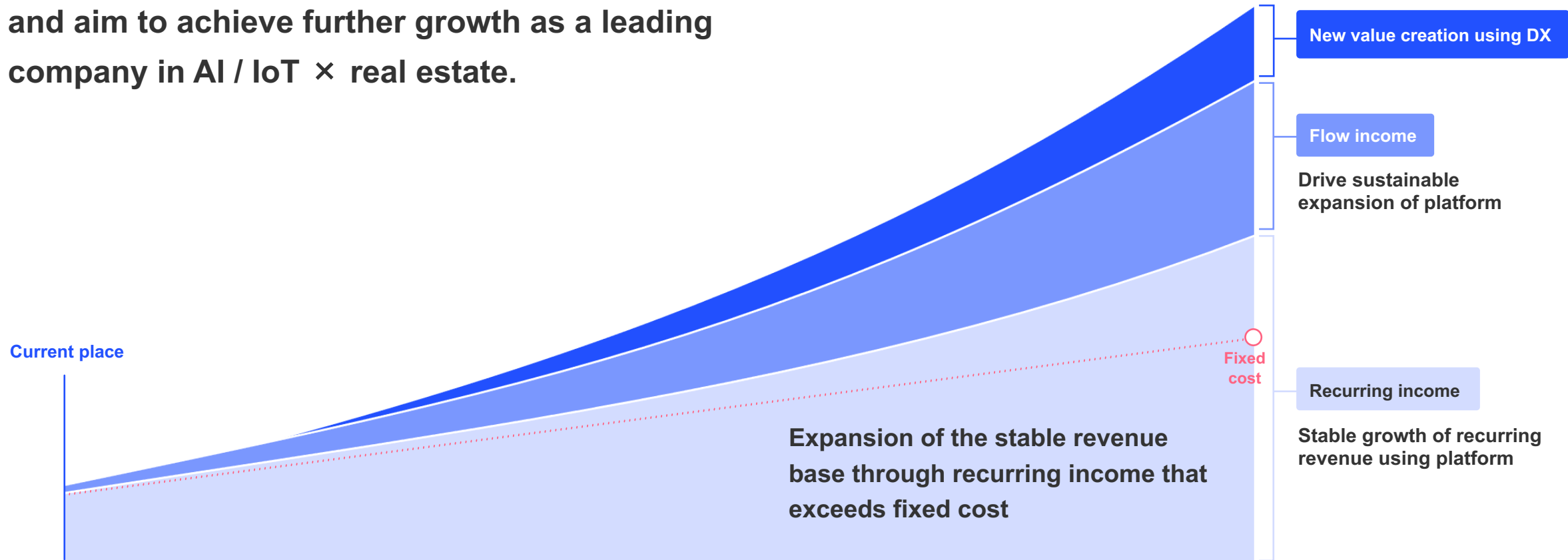

➡ **Further expansion of flow and recurring revenue resources**

Asset circulation

Support for asset building

Chat   Appraisal

Consultation   Sale

New property Secondhand property   Seller

No. of real estate delivered **30** units

Real properties intermediated **68** units

Buyer   New property Secondhand property

An increase in listed properties

Real property matching platform

Purchase   Search

(as of September 30, 2023, total for the fiscal year)

Asset circulation

Image of medium- to long-term growth based on a recurring-type revenue structure achieved by technology

We strive to create new value by leveraging platform, and aim to achieve further growth as a leading company in AI / IoT × real estate.

Current place

Fixed cost

New value creation using DX

Flow income

Drive sustainable expansion of platform

Recurring income

Stable growth of recurring revenue using platform

Expansion of the stable revenue base through recurring income that exceeds fixed cost

Our SDGs initiatives

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

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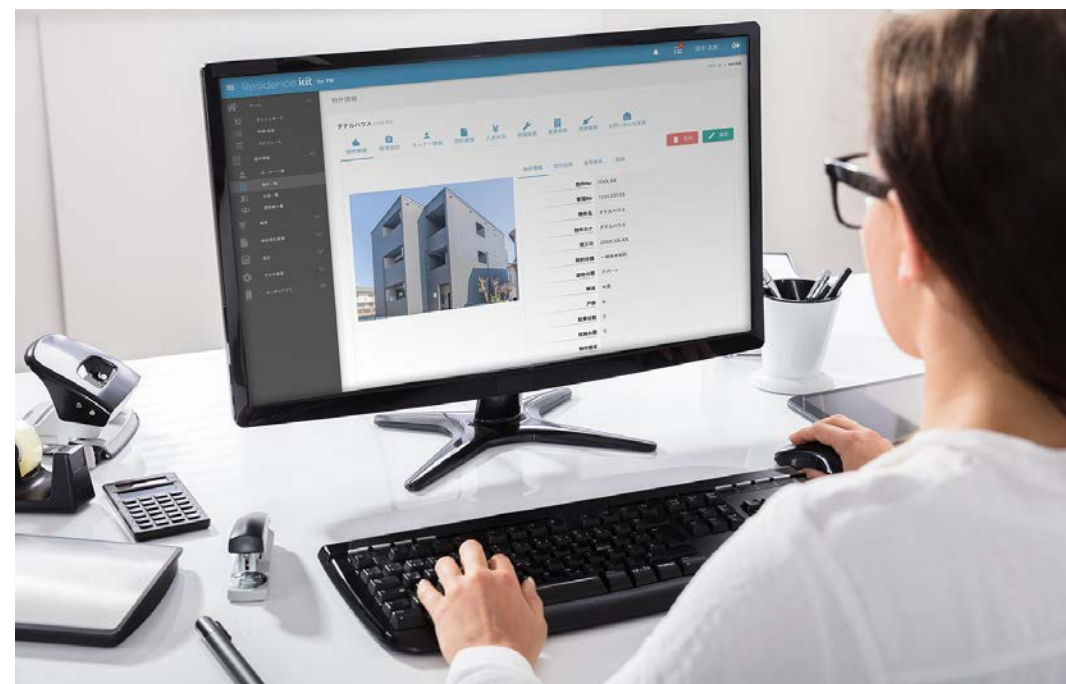
Our SDGs initiatives

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

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

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

Our SDGs initiatives

Promote diversity management that values diversity and creativity

Maintains sound diversity management: 47.0% female employees ratio, 100% parental leave taken by female employees, and 83.1% paid leave taken (as of December 31, 2022). We have employees with other jobs and those who are from other countries. We value diversity and creativity of our employees and promote the creation of workplaces where employees can work at ease while respecting their individual life plans.
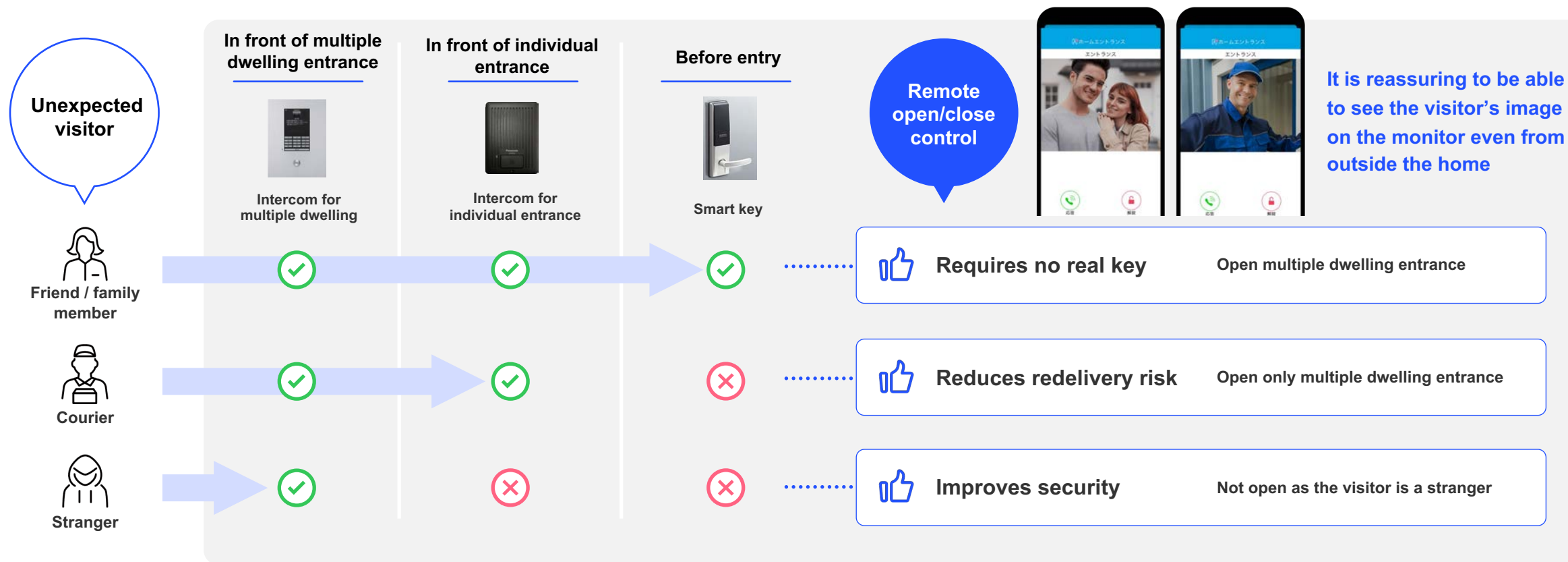
3. Appendix

Providing next-generation DX rental housing

CASE 01 | HOME ENTRANCE

Allows users to confirm a visitor and unlock the door with the smartphone even from outside the home

Unexpected visitor

	In front of multiple dwelling entrance	In front of individual entrance	Before entry			
	Intercom for multiple dwelling	Intercom for individual entrance	Smart key	Remote open/close control		

It is reassuring to be able to see the visitor's image on the monitor even from outside the home

Friend / family member — ✓ ✓ ✓ ······· 👍 **Requires no real key** Open multiple dwelling entrance

Courier — ✓ ✓ ✗ ······· 👍 **Reduces redelivery risk** Open only multiple dwelling entrance

Stranger — ✓ ✗ ✗ ······· 👍 **Improves security** Not open as the visitor is a stranger

FY2023 3Q FINANCIAL RESULTS (TSE:1435)

Providing next-generation DX rental housing

CASE 02 | OPEN / CLOSE SENSOR

Install security measures at windows, a major route of intrusion → Instant notification to the app improves security

Enables an instant response, including notifying the police

Someone is entering the house from the window

Sensor detects opening or closing of the window

Open or close the window

Send notification to the app

センサーの開閉を検知しました！
異常がないか、ご確認ください。

20XX/07/01 11:25:02

閉じる

| **Supplemental information** | The most common burglars' entry points at apartment houses (third and lower floors) in FY2022 were "front entrances at 47.3%, followed by windows at 40.7%." |
| | * Source: Data published by the Metropolitan Police Department |

Providing next-generation DX rental housing

CASE 03 | OUTDOOR CAMERA

Outdoor security camera effective for crime prevention

- **Deterrent effect on criminal acts**

  The installation of a security camera scares away potential intruders, which is expected to prevent criminal acts from occurring.

- **Identifying suspicious persons and recording evidence videos**

  If a suspicious person or intruder is detected within the premises, recorded images and videos can be submitted to the police as evidence.

- **Monitoring the garbage collection site, which is likely to lead to a complaint**

  Action can be taken before issues, such as violation of garbage collection rules and dumping of garbage by non-residents, develop into a claim.

* Sample of an actual image

Links images

Monitors on a regular basis

Management company

Operates 24 hours a day, 365 days a year

Prevents criminal acts

Resolves dumping issues
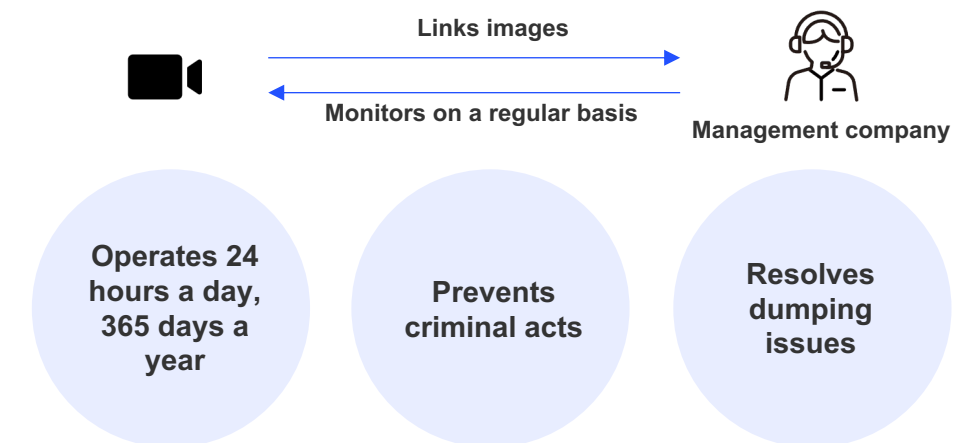
* Whether a security camera is installed or not varies depending on the development timing.

Providing next-generation DX rental housing

CASE 04 | UNIVERSAL REMOTE

Allows users to operate various appliances with a single app

Operation of lights

Not only operations in the room, turning on lights on the way home will prevent the identification of the room, serving as a deterrent to intrusion.

Operation of TV

Users can operate TV while watching the smartphone. In addition to switching channels and adjusting the volume, checking channel guides is also possible.

Enables operations with the app

Integrates nature sensor remotes in the house into one

Operation of a robot cleaner

Enables operation of a robot cleaner equipped with a nature sensor remote, without starting multiple apps.

Operation of an air conditioner

The app enables users to check room temperature and humidity and make the room comfortable before arriving at home.

Providing next-generation DX rental housing

CASE 05 | CHAT

Making inquiries to the management company becomes stress-free

● **Even busy people can make inquiries using the chat**

Even those who work in the daytime and cannot make a phone call can use the chat to make inquiries to the management company.

● **Image sharing that better reports the situation**

It also allows image transmission and is more convenient than the phone when reporting the situation.

● **Paperless communication**

The management company can also send messages to residents using the chat instead of conventional printed matter.

Providing next-generation DX rental housing

CASE 06 | BENEFITS TO RESIDENTS

Benefits make daily life more comfortable

As lifestyle contents for residents, we provide services with privileges that make daily life more comfortable.

Lifestyle contents helpful for daily life

Medical consultation with a doctor

A medical consultation service that residents can receive easily using the chat any time.

Delivery type storage service

Residents just pack stuff they want to deposit in a box and send it! An easy storage service starting at 110 yen per month.

Car sharing

Residents can easily and economically use a car at the place and time they want. A sign-up campaign is underway!

Providing next-generation DX rental housing

Toward DX rental housing that is not only convenient but also chosen

In addition to providing new life experiences through DX rental housing, Robot Home has many facilities conducive to finding tenants. We will strive to develop real properties, which allow owners to conduct real property management without anxiety, by offering services that meet universal demand like security and fit a new lifestyle using technology.

Universal demand for security

Fitness for a new lifestyle

Possibility of DX rental housing

Rankings of popular facilities for real properties designed for single persons

Ranking (ranking in the previous survey)	Facility	Robot Home property specifications
1 (1)	Free internet connection	○
2 (3)	Entrance that locks automatically	○
3 (4)	High-speed internet	○
4 (2)	Delivery box	○
5 (5)	Bathroom ventilating and drying device	○
6 (6)	Independent washstand	○
7 (7)	Kitchen system	○
7 (8)	Garbage site available for 24 hours	○
7 (9)	Security camera	○
10 (13)	Bath with a reheat function	○

* Source: *Zenkoku Chintai Jutaku Shinbun* (Nationwide Rental Housing Newspaper) (Oct. 2022)
* Some properties do not have all of the above facilities.

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

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

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

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

(*1) The guidelines present a vision for the strategic use of systems in company management. These guidelines were established based on the Act on Facilitation of Information Processing. For details, visit the website of IPA: Information-technology Promotion Agency, Japan.
https://www.ipa.go.jp/ikc/info/dxcp.html (in Japanese)

List of DX-certified operators (in Japanese)
https://www.ipa.go.jp/ikc/info/dxcp-list-202103.html

Disclaimer regarding forward-looking statements

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

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

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