

# Results of Operations for the Fiscal Year Ending June 30, 2024 and New medium-term management plan (FY6/25-FY6/27)



Japan PropTech Co.,Ltd

Aug 6, 2024

**FY6/24**

## Record sales and profits, with profits more than doubling year-on-year.

### FY6/24 results

- Stock sales increased steadily.
- Cancellation rates are also low and stable.
- Effective marketing measures.
- Price revisions due to rising purchase costs.

**30 consecutive years of revenue growth since inception**

**Profit growth more than doubled year-on-year**

(Millions of yen)

Net sales  
(record high)

**4,436**

plan Progress  
**100.8%**

YoY+ **17.7%**

Operating profit  
(record high)

**709**

plan Progress  
**101.2%**

YoY+ **115.2%**  
**(YoY 2.1 times)**

Profit  
(record high)

**428**

plan Progress  
**112.6%**

YoY+ **131.5%**  
**(YoY 2.3 times)**

### Steady growth in stock sales

Steady growth in stock sales through monthly charges, which account for a large proportion of sales. YoY + 17.3%.

**FY6/24 Stock sales** **¥ 3,257 million**  
(FY6/23 : ¥ 2,775 million)

### Cancellation rate stable at low levels

Stable cancellation rates continue through customer support and customer success by utilising 30 nationwide locations.

**FY6/24 cancellation rate** **0.5%**  
(FY6/23 : 0.6%)

### PDCA of marketing measures

Record sales despite fewer sales staff than in the previous year. Productivity of the Sales Division as a whole has improved through the strengthening of inside sales and PDCA targeting measures for each area.

※ Cancellation rate refers to the average monthly cancellation rate, while the monthly cancellation rate refers to the percentage of the monthly amount billed under existing contracts that decreased as a result of cancellation.

# Contents

<b>4Q FY6/24 Financial Highlights</b>	<b>P 4</b>
<b>New medium-term management plan (FY6/25-FY6/27)</b>	<b>P17</b>
<b>Appendix</b>	<b>P29</b>

## 4Q FY6/24 Financial Highlight

## ■ 4Q FY6/24 Financial Highlights

# 4Q Financial Highlights

Record high sales for the fourth quarter. Cost and SG&A control progresses as planned. Operating profit recovered significantly, **increasing by 2.1x in YoY.**

(Millions of yen)	FY6/23	FY6/24	YoY change	initial plan	Explanation
<b>Net sales</b>	3,770	<b>4,436</b>	+17.7%	4,400	<b>Record sales for the full year.</b>
Brokerage solutions	1,505	<b>1,650</b>	+9.6%	-	Increase due to cross-selling of fee-based brokerage services to non-exempt customers and increased sales of the B-to-B property listing service ReaPro.
Property management solutions	2,224	<b>2,740</b>	+23.2%	-	Upselling to new and existing customers of Chintai Kakumei. Price increases also implemented. Stock sales also increased due to the build-up.
<b>Gross profit</b>	2,486	<b>2,907</b>	+16.9%	2,900	Increase in gross profit amount due to increased sales + cost control. Trends in line with plans.
Gross profit margin	66.0%	<b>65.5%</b>	▲0.5pt	65.9%	
<b>Operating profit</b>	329	<b>709</b>	+115.2%	700	In line with plan due to SG&A cost controls. Significantly higher than the previous year.
Operating margin	8.7%	<b>15.9%</b>	+7.2pt	15.9%	
<b>EBITDA</b>	661	<b>1,133</b>	+71.4%	1,040	
EBITDA margin	17.5%	<b>25.5%</b>	+8.0pt	-	
<b>Ordinary profit</b>	376	<b>740</b>	+96.9%	700	
<b>profit</b>	185	<b>428</b>	+131.5%	380	

Brokerage solutions is sales of brokerage support services provided to real estate brokers.

Property management solutions is sales of administration support services provided to rental management companies.

## performance\_ Quarterly Trends

4Q sales and operating profit reached record highs for the quarter.

Sales increased due to the postponement of the start of the third quarter and seasonal factors. Profit also increased due to cost and expense control.

### ■ 4Q FY6/24 Financial Highlights | Quarterly

	FY6/23				FY6/24			
	1Q	2Q	3Q	4Q	1Q	2 Q	3 Q	4 Q
<b>Net sales</b> (Millions of yen)	853	922	956	<b>1,037</b>	968	1,061	1,040	<b>1,367</b>
Brokerage solutions	359	379	388	379	385	404	410	<b>451</b>
Property management solutions	485	533	559	646	572	646	619	<b>903</b>
<b>Operating profit</b>	44	82	50	<b>151</b>	74	186	133	<b>316</b>
<b>Operating margin</b>	5.2%	8.9%	5.3%	14.6%	7.7%	17.5%	12.9%	<b>23.1%</b>
<b>Ordinary profit</b>	95	80	49	150	73	189	133	<b>345</b>
<b>Profit attributable to owners of parent</b>	57	50	26	51	42	123	77	<b>186</b>

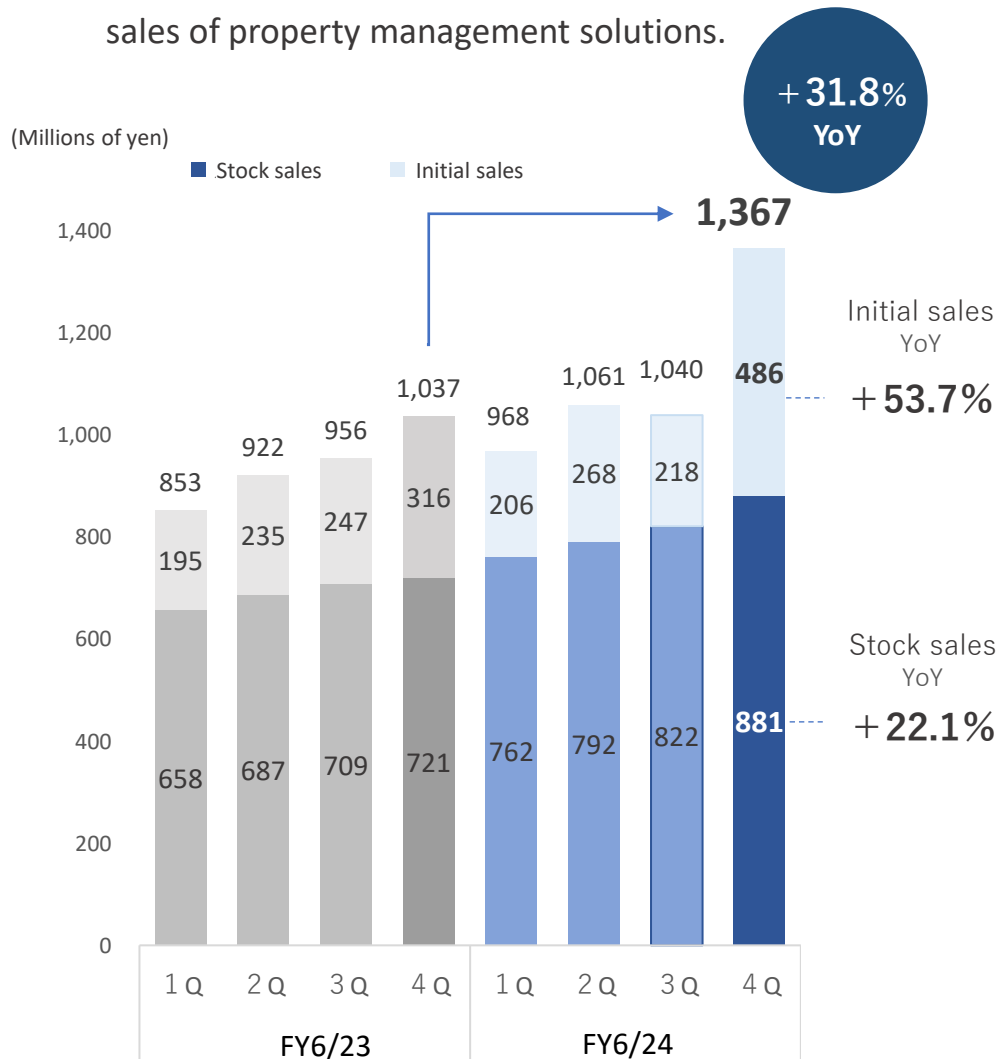
Brokerage solutions is sales of brokerage support services provided to real estate brokers.

Property management solutions is sales of administration support services provided to rental management companies.

# Changes in each KPI

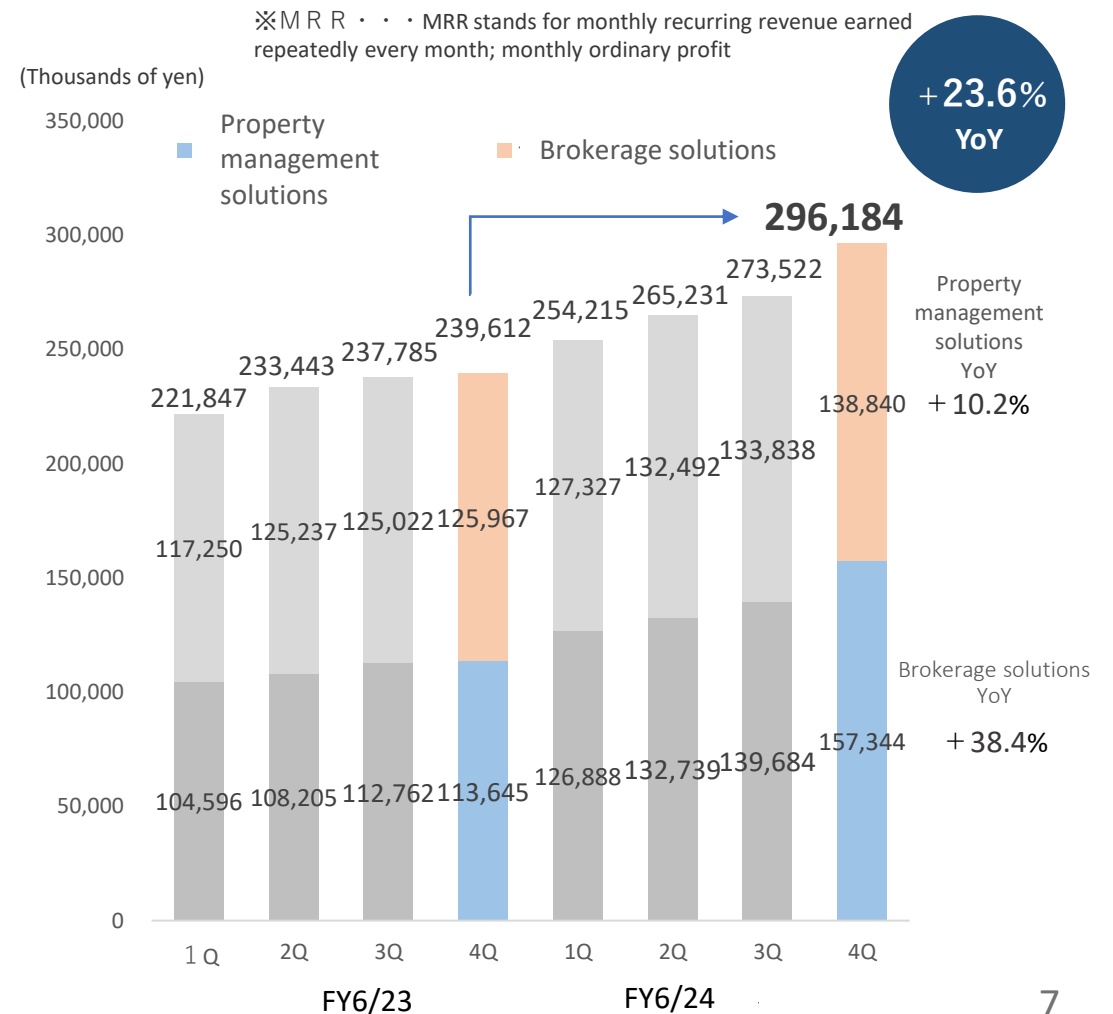
## Changes in stock and initial sales

Initial sales reached an all-time high due to increased sales of property management solutions.



## Growth of Monthly Recurring Revenue

Increase in both brokerage and property management solutions  
YoY + 23.6%.



# Changes in each KPI

## ■ Cancellation Rate

(average monthly cancellation rate)

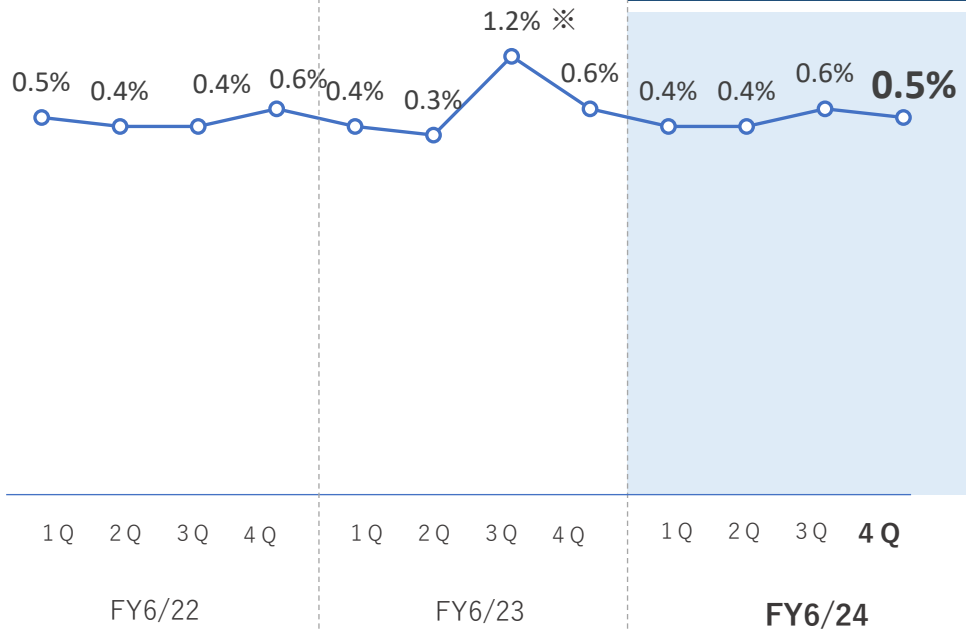
※Monthly cancellation rate: Percentage of the monthly amount decreased due to cancellation in the monthly billings of existing contracts.

### Average annual monthly cancellation rate

FY6/24 : **0.5 %**

(FY6/23 : 0.6%)

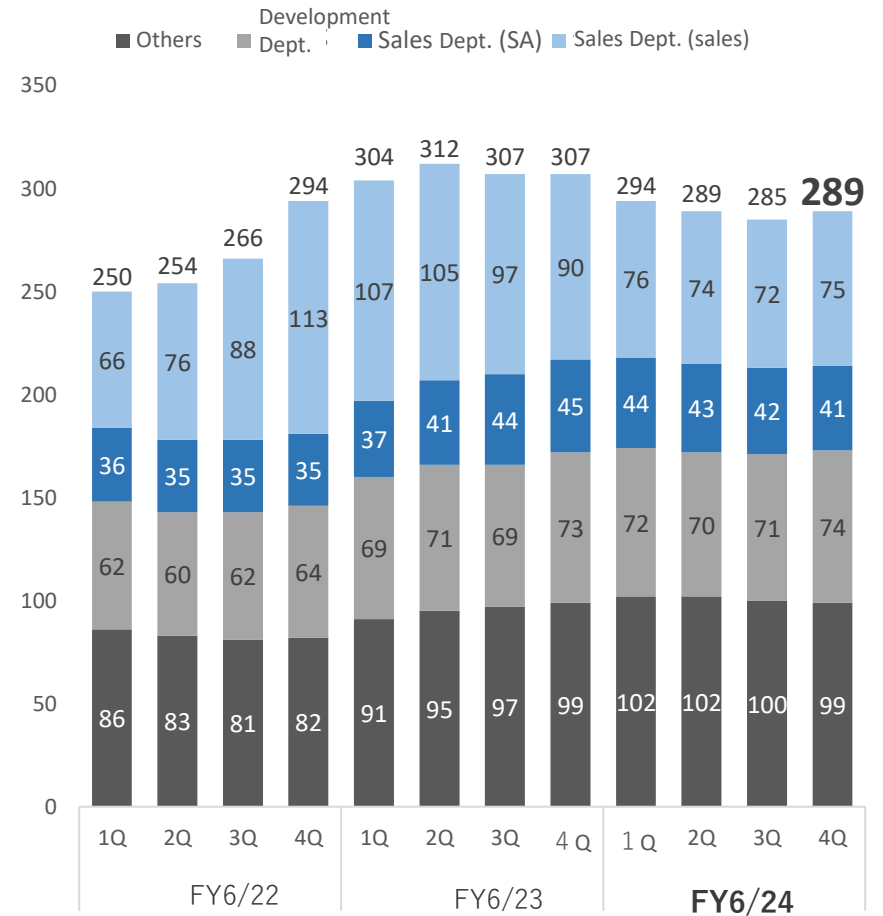
Maintaining low cancellation rates



Temporary increase in cancellation rate in FY6/23.3Q Increase due to termination of dedicated service to one specific user; returned to normal level in 4Q.

## ■ Number of Full-time Employees

※Number of employees indicates the number of full-time employees



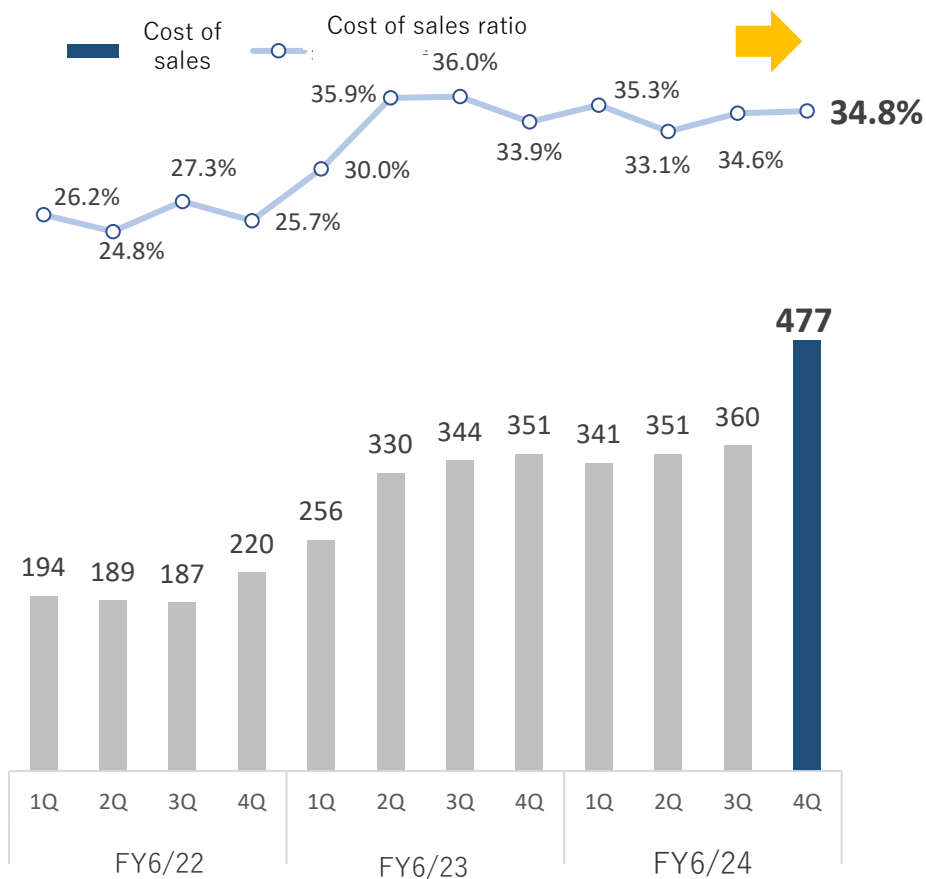


# Changes in cost of sales and SG&A expenses

## Cost of sales

In 4Q, approximately 60 million was a one-time cost increase due to software amortisation in connection with the closing of accounts.

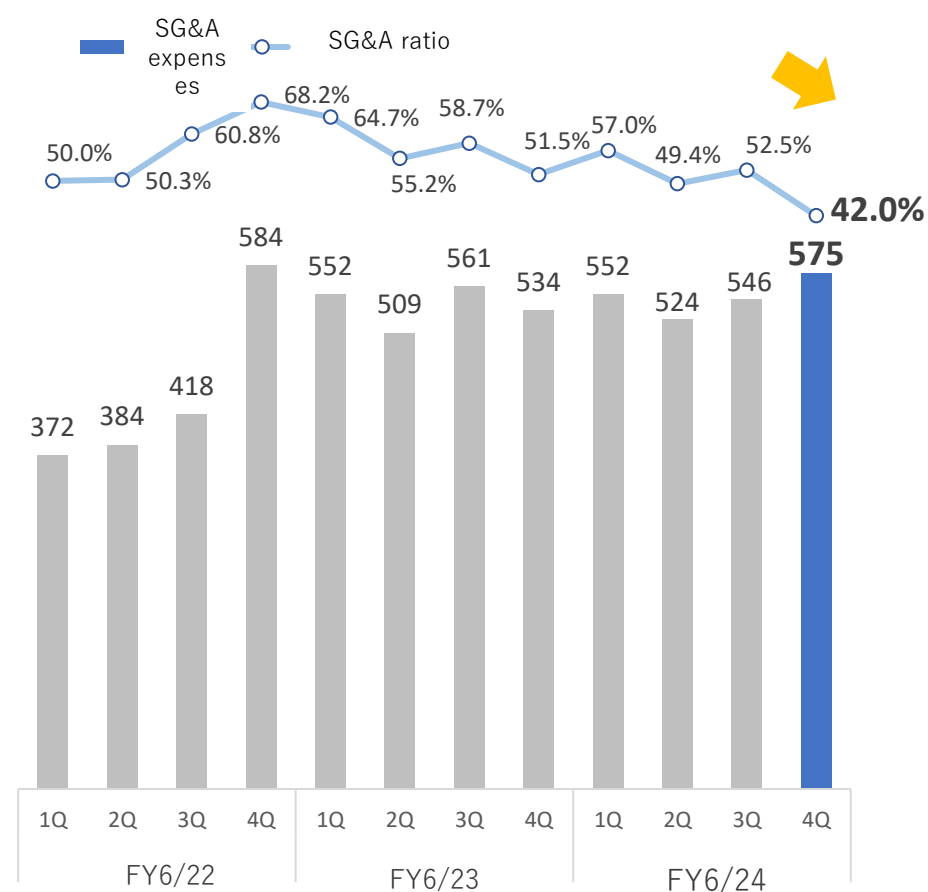
(Millions of yen)



## SG&A expenses

SG&A expenses remain flat as planned, with the SG&A ratio declining towards 4Q due to higher sales.

(Millions of yen)



# Components of Change in Operating Profit

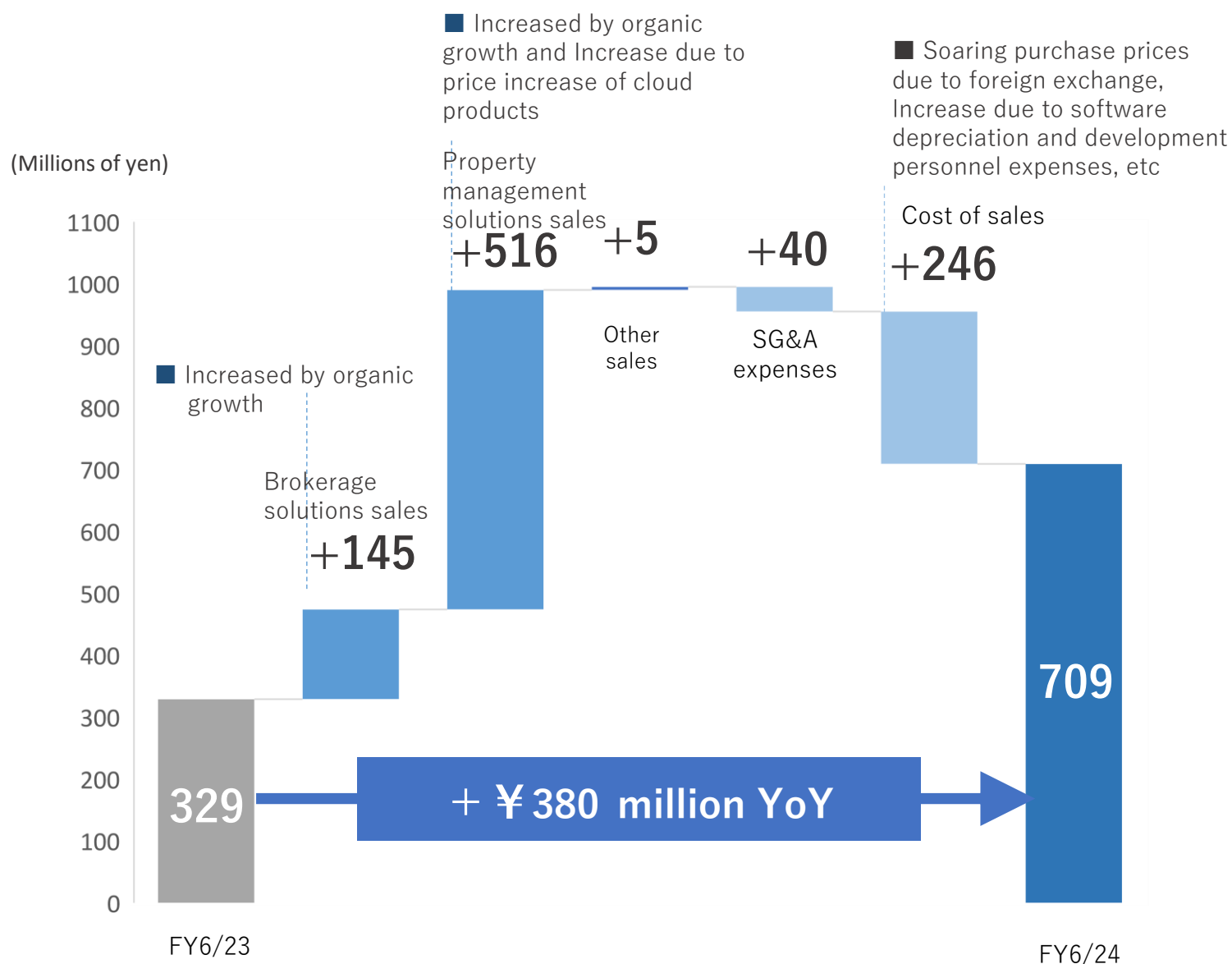
Operating profit ¥ 709 million

YoY +115.2 %

**(2.1times)**

Profits have increased due to increased sales and investment completion, aim to return to high profit margins going forward.

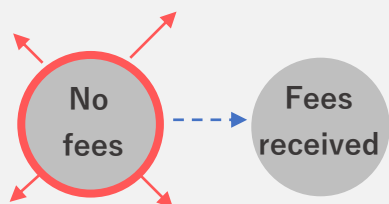
## Components of Change in Operating Profit (YoY)



# Free service use Customer Transition (Customer Base)

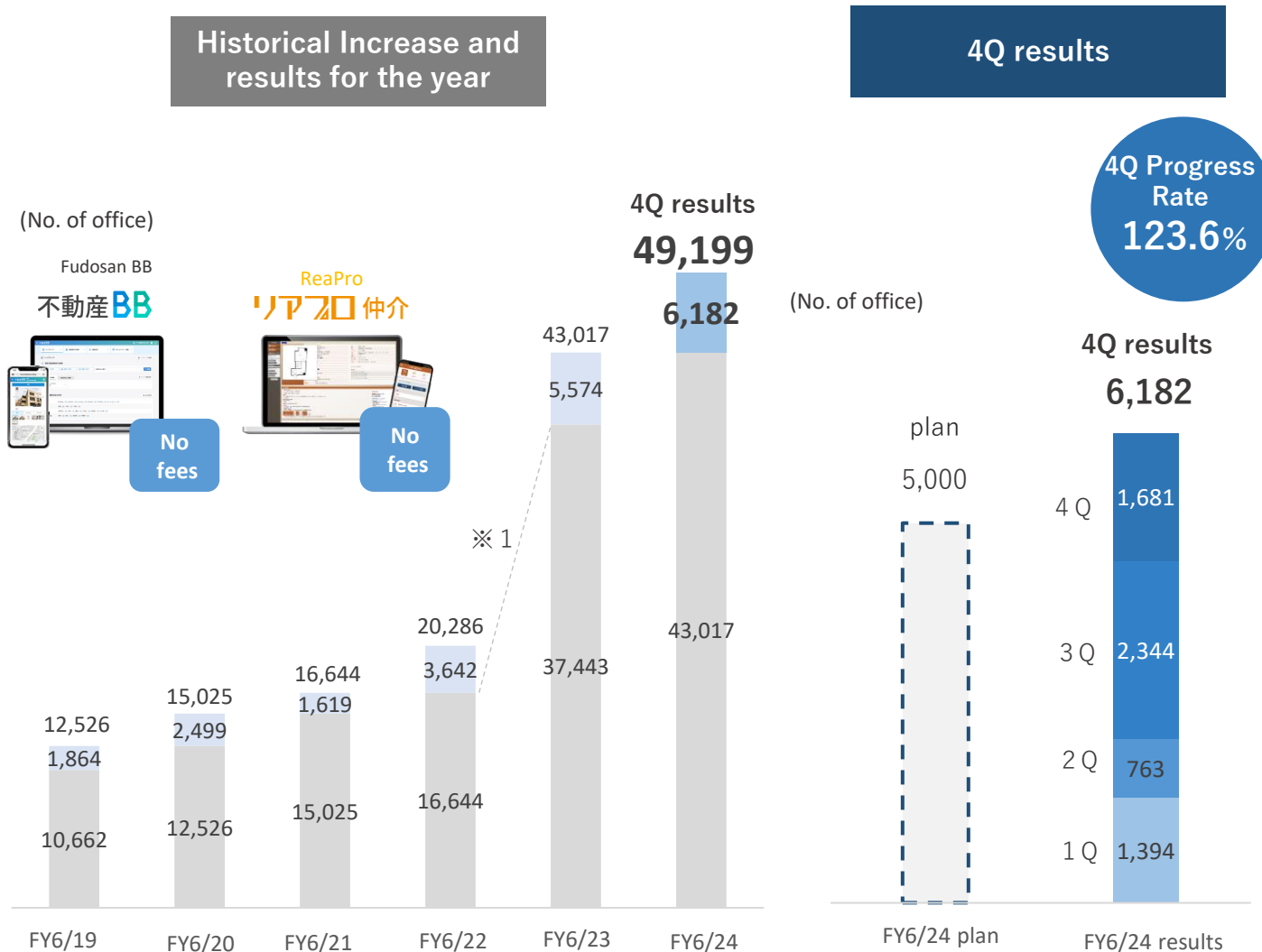
**123.6%** progress against annual plan

Steady growth in customer base for free services, the cornerstone of the freemium strategy※



※The freemium strategy is a business model in which basic services and products are provided free of charge, and more advanced functions and services are made available for a fee.

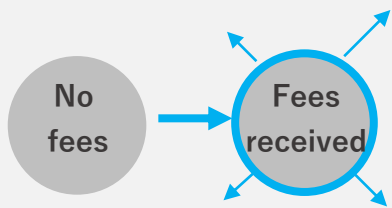
## Number of clients of the B-to-B property listing service (No fees)



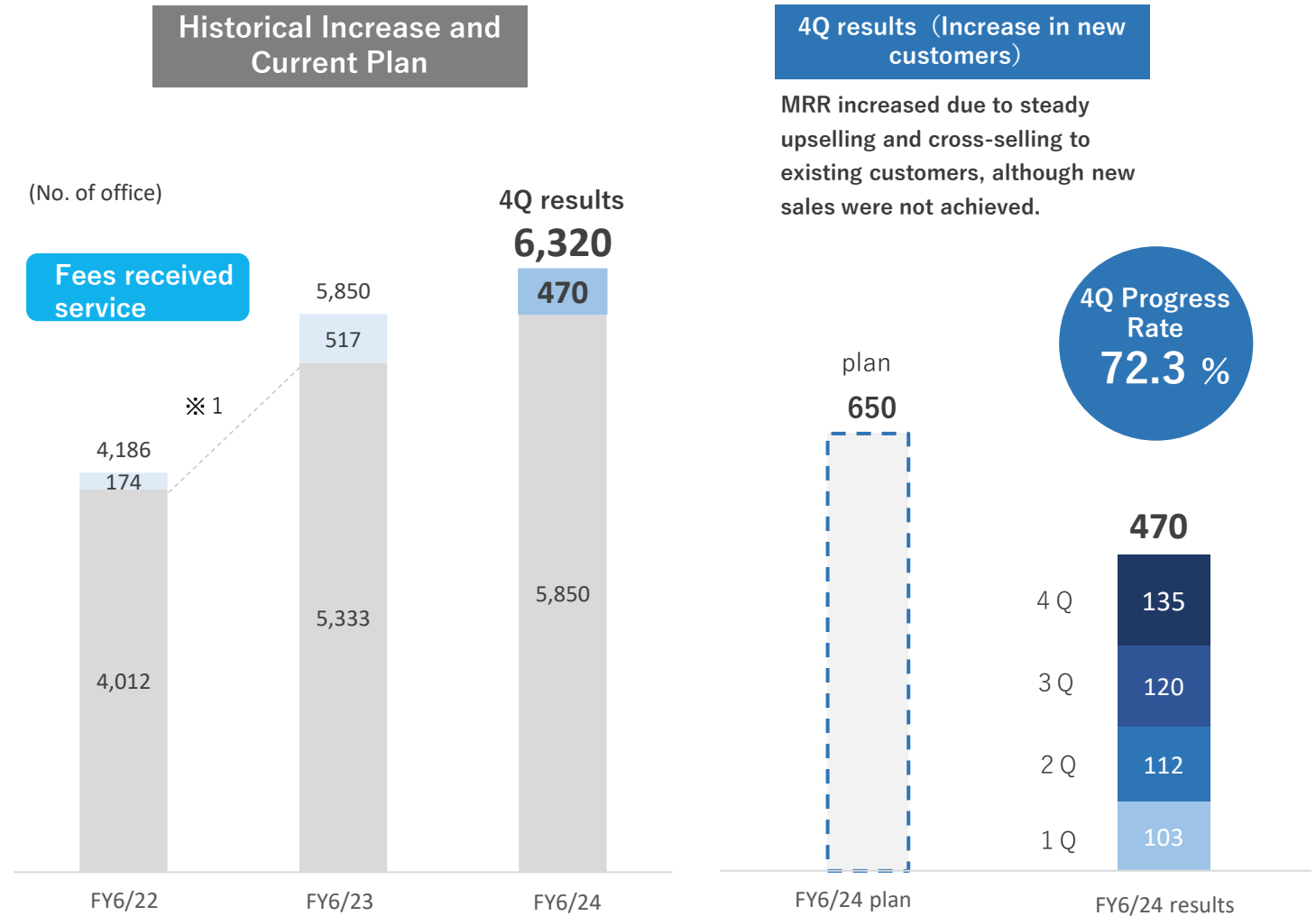
※ 1 : Increase in the number of existing establishments at the beginning of FY6/23 Add-on of 17,157 establishments (excluding overlap with Fudosan BB), which are existing clients of ReaPro Brokerage (free of charge), which was integrated into the management of 20,286 establishments at the end of FY6/22.

# Increase of Customers for Services with Monthly Fees

72.3% progress against plan; Up-selling and cross-selling to existing customers is progressing well and MRR is increasing.



## Number of customers using monthly fee-based services




※ 1 : Increase in the number of existing establishments at the beginning of FY6/23Add-on of 1,147 business offices (excluding overlap with our paid customers), which are existing customers of ReaPro Management (paid), integrated into the 4,186 business offices at the end of FY6/22.

# Number of Companies Using the e-Apartment Application and E-contract Services

Strong growth backed by the DX of real estate transactions and educational activities for increasing the use of e-contracts and e-apartment applications.


Online apartment application  
**e-apartment application**



**No fees**

The e-apartment application is a service for rental property management companies that allows the entire application process to be completed online, a **pre-contract step**. There is no need for handwritten applications, facsimile transmissions or telephone calls, which results in much higher productivity for these companies.

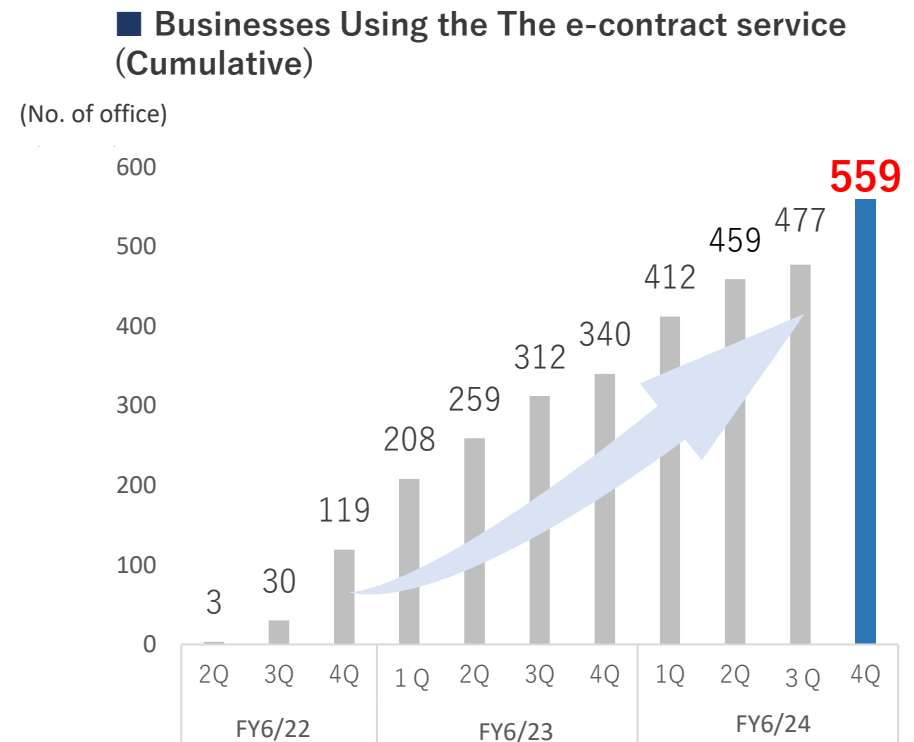
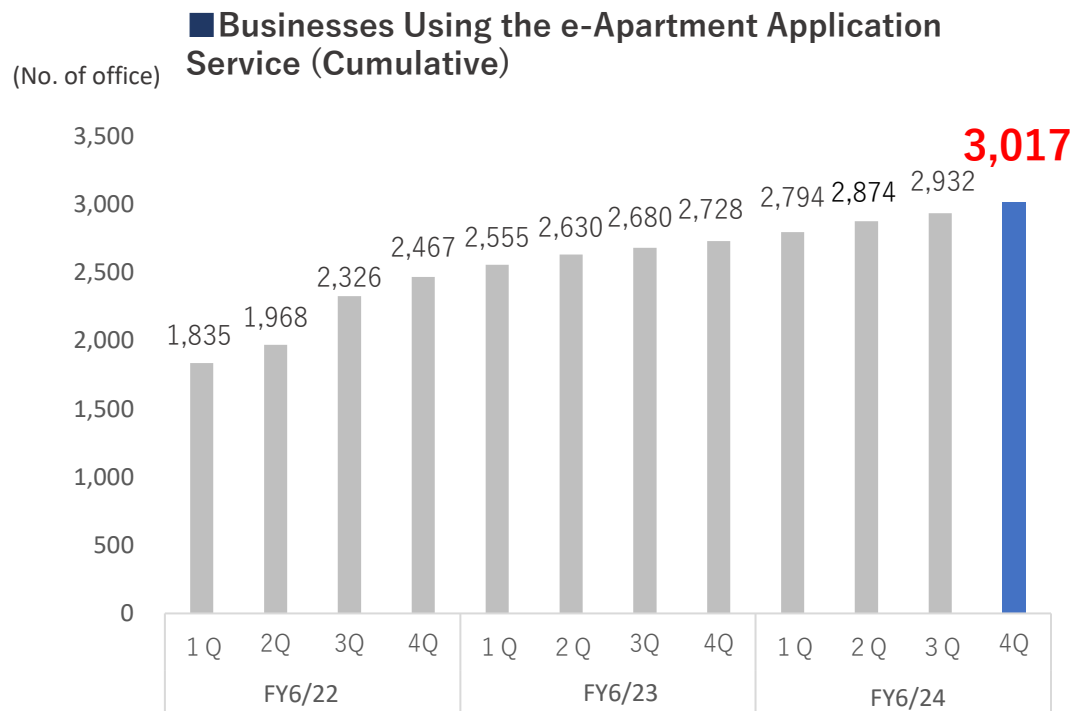
System for online contracts  
**e-contract**



**Fees received**

**Amended Law Enacted May 2022**

Since May 2022, fully online real estate contracts are possible due to amendments to the Home Building Business Law. The e-contract service eliminates the need for face-to-face meetings and the use of postal mail to send contracts. All steps can be performed online.



# Release record of AI and Big Data utilization services

- No vacancy strategy reporting Service for Owners **"Vacancy Countermeasure Robot"** goes on sale.

Vacancy Countermeasure robot



"Vacancy Countermeasure Robo" is a sales support DX service for rental management companies that can create sophisticated "No vacancy strategy reports" for each rental unit on the web by making full use of real estate big data and AI.

data aggregation

Rental-related data

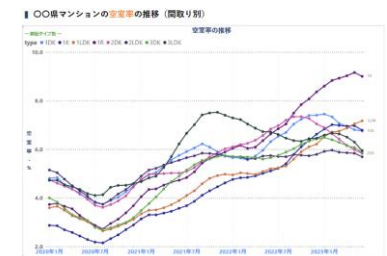


- 「CRIX」 Became the second Japanese operator to begin offering paid content through AWS Data Exchange.



aws Available in AWS Marketplace

CRIX is an index of rents and vacancy rates for rental housing based on big data collected through our cloud service.



Released in December 2023

- Plans to enhance services using **ChatGPT** and **automatic generation of property PR text** goes on sale.

Chintai Kakumei 10 Business Analysis Option



Normally, the person in charge of creating PR text needs to understand the characteristics of the property and create several lines of text by himself/herself. By using Leasing Revolution's "Automatic Comment Insertion" service, which utilizes "ChatGPT," appropriate PR text can be generated in just a few seconds, leading to increased work efficiency for the staff member in charge.

Released in July 2024

- Utilizing ChatGPT **"Support AI chat"**

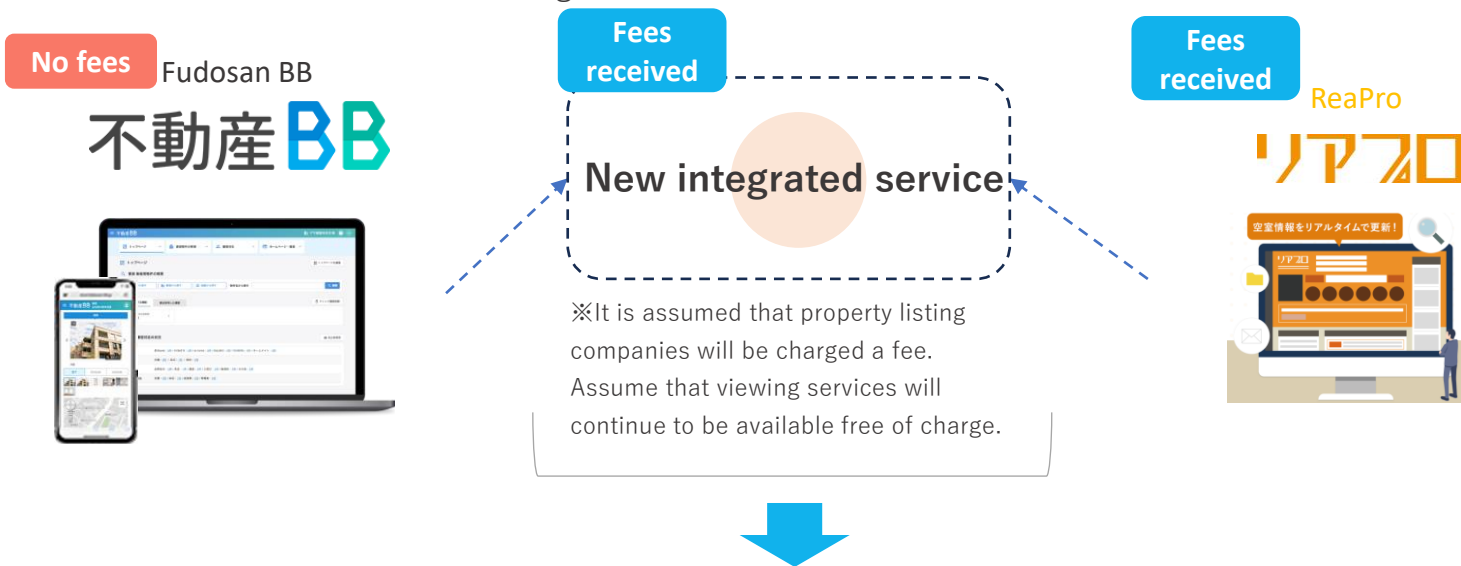
Developing a ChatGPT version of the chatbot function related to Rental Revolution operations. Utilizing the information accumulated at our call center, aim to improve the value of customer support and improve operational efficiency.

Scheduled for release  
this fall

## Inter-agent property distribution service Service integration

# Fudosan BB + ReaPro

Continue to integrate (unify) our subsidiary services to become one of Japan's largest B-to-B services. Currently under development, planned to be rolled out as a paid service for real estate BB customers after integration.



### Service scale after integration ※image

※The current total number of customers and the case where all customers have migrated to the new service are listed. (excluding duplicates)

**Number of establishments using**  
※As of June 2024.

**49,199** establishments

**Number of properties in circulation (number of units)**

※ As of May 2024.

**Approximately  
380,000** items

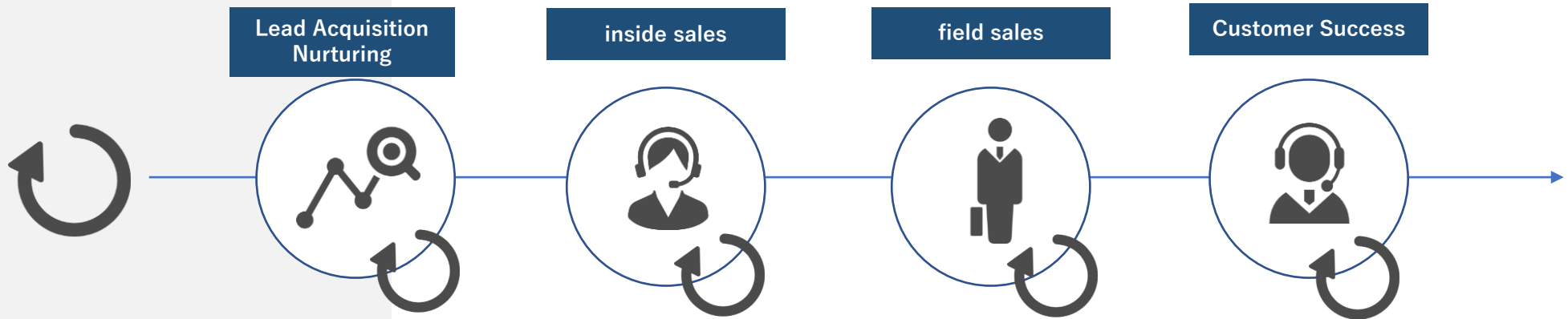
Becoming Japan's largest B-to-B service



## Sales Force Automation to Improve Sales Personnel Productivity Enhancement and Fast PDCA

- Market visualization and skeletonization
- PDCA of marketing measures
- Productivity improvement in each process
- Expand product sales in the intermediary area and build a customer base

Fast PDCA cycle by quantifying all information and identifying bottlenecks.



Improved productivity and closing rate of the sales system

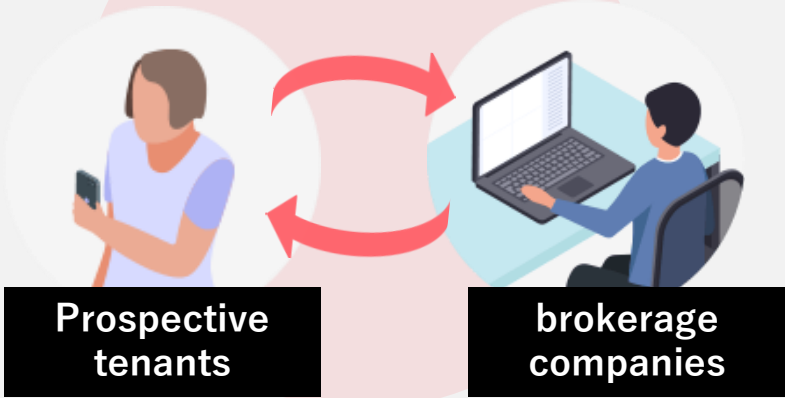


# **New medium-term management plan (FY6/25-FY6/27)**

# Expanding market share in the two solution businesses of brokerage and management.

**Brokerage solutions business  
ReaPro business**

## Real Estate DX



Directly contribute to the real estate brokerage company's  
Contribute to sales and profits

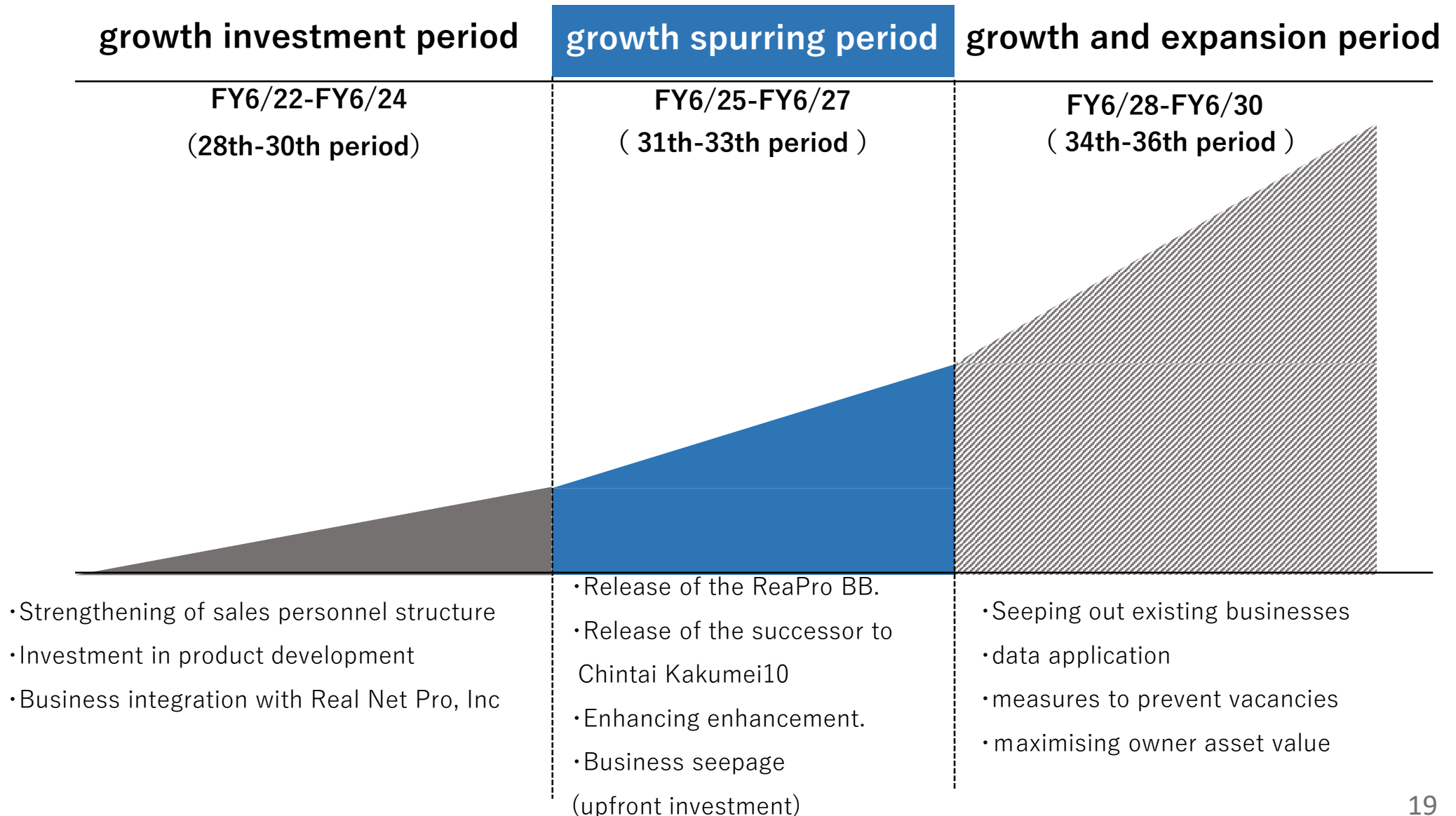
**Property management solutions business**

## Real Estate DX



Reducing costs for property management companies  
Helping owners maximise asset value

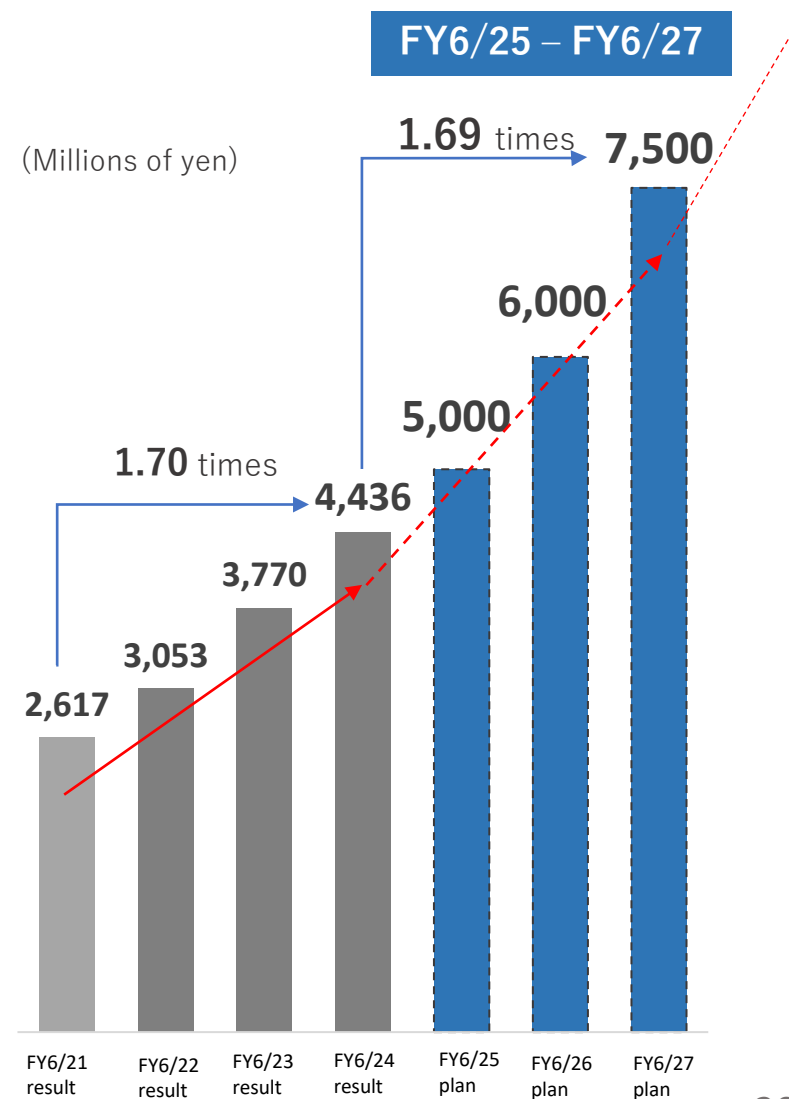
# New medium-term management plan (FY6/25-FY6/27)



# Performance plan (FY6/25 – FY6/27)

Focus on increasing sales and market share with an emphasis on improving sales and operating profit margins.

(Millions of yen)	FY6/25		FY6/26		FY6/27	
	plan	YoY	plan	YoY	plan	YoY
Net sales	5,000	+12.7%	6,000	+20.0%	7,500	+25.0%
Operating profit	1,000	+41.0%	1,300	+30.0%	2,000	+53.8%
Operating margin	20.0%	-	21.6%	-	26.6%	-



# Organising the external and internal environment

## external environment



Real estate working environment :

**Continuing ageing and chronic workforce shortages**



Real estate DX market :

**Increased demand for digitisation due to changes in legislation**



Number of real estate businesses :

**Increased demand for IT investment due to the entry of approximately 6,000 new businesses each year**



Products and services :

**The core of the intermediary, ReaPro BB, is released this autumn**



sales productivity :

**Increased sales productivity due to customer segmentation and a strengthened structure**



Low cancellation rate :

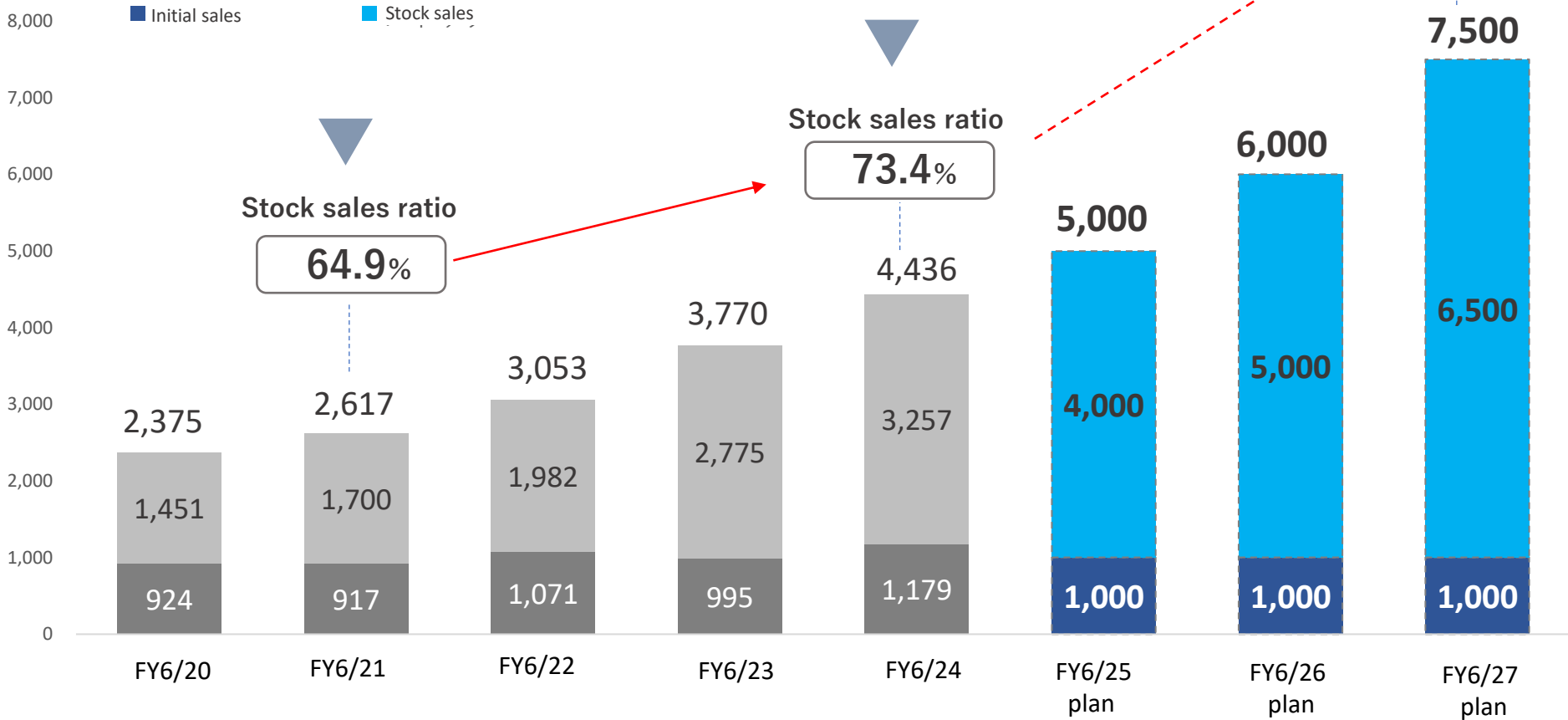
**Maintain low churn rate of 0.5% despite continuous revenue growth**

## internal environment

# Continuous sales growth through an increase in the stock sales ratio

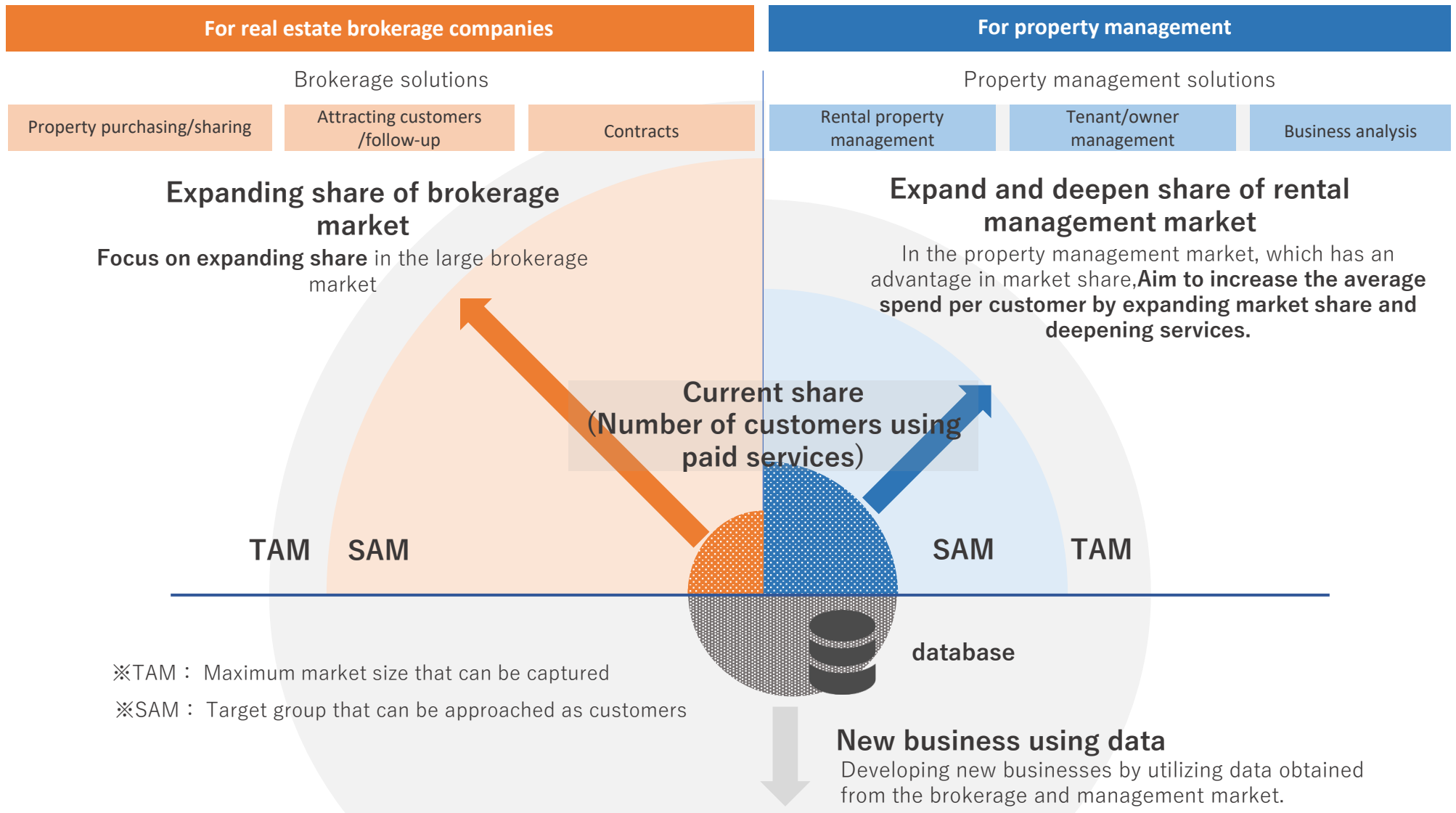
## Initial and stock sales

(Millions of yen)



※ Initial sales: Sales recognized when a sale is made; consists of expenses for starting to use software and for the software license  
 ※ Steady revenue: License fees and service use fees recognized as sales during the utilization/maintenance period

# Growth themes by market



※TAM : Maximum market size that can be captured  
 ※SAM : Target group that can be approached as customers

**Accelerate through service integration**

# FudosanBB + ReaPro

Inter-company property distribution service

**Scheduled for release this autumn.**

Continue to integrate products to become one of the largest inter-company property distribution services in Japan. Currently under development, the current Fudosan BB is scheduled to be rolled out as a paid service after integration.

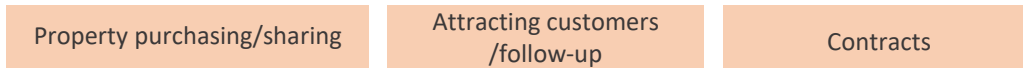


**No fees**      **One of the largest service in Japan**      **Fees received**



## For real estate brokerage companies

Brokerage solutions



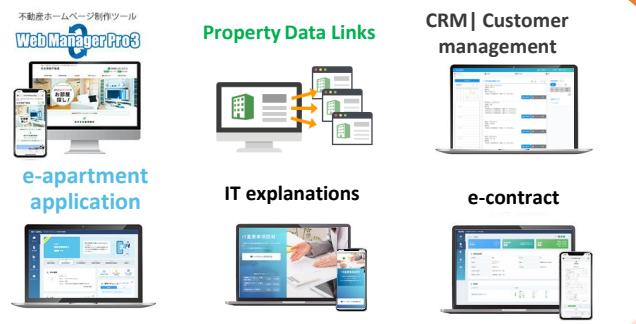
## Expanding share of brokerage market

Focus on expanding share in the large brokerage market

**By integrating FudosanBB and ReaPro Accelerate acquisition of intermediary market through related services**

**Free service customers 49,000 companies**

※As of the end of June 2024



TAM    SAM



## Deepening existing businesses

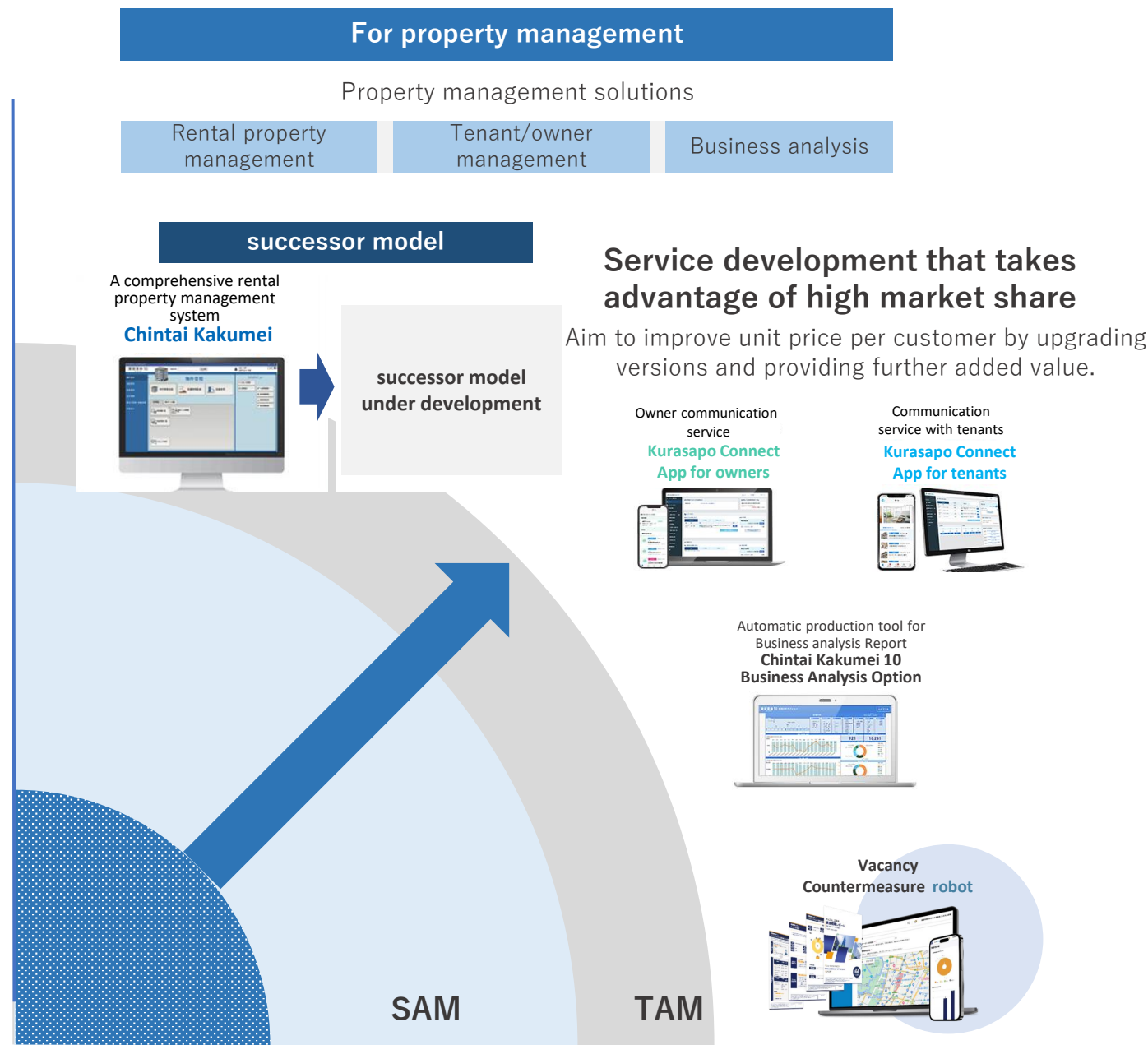
In the management market where we have a strong advantage, aim to increase the average spend per customer by providing new value.

### ■ Advantage in the rental management market

Since its founding, its main service, Chintai Kakumei, has enjoyed a high market share, and resales through version upgrades and option sales are also large. Aim to increase the unit price per customer through the main unit and related services.

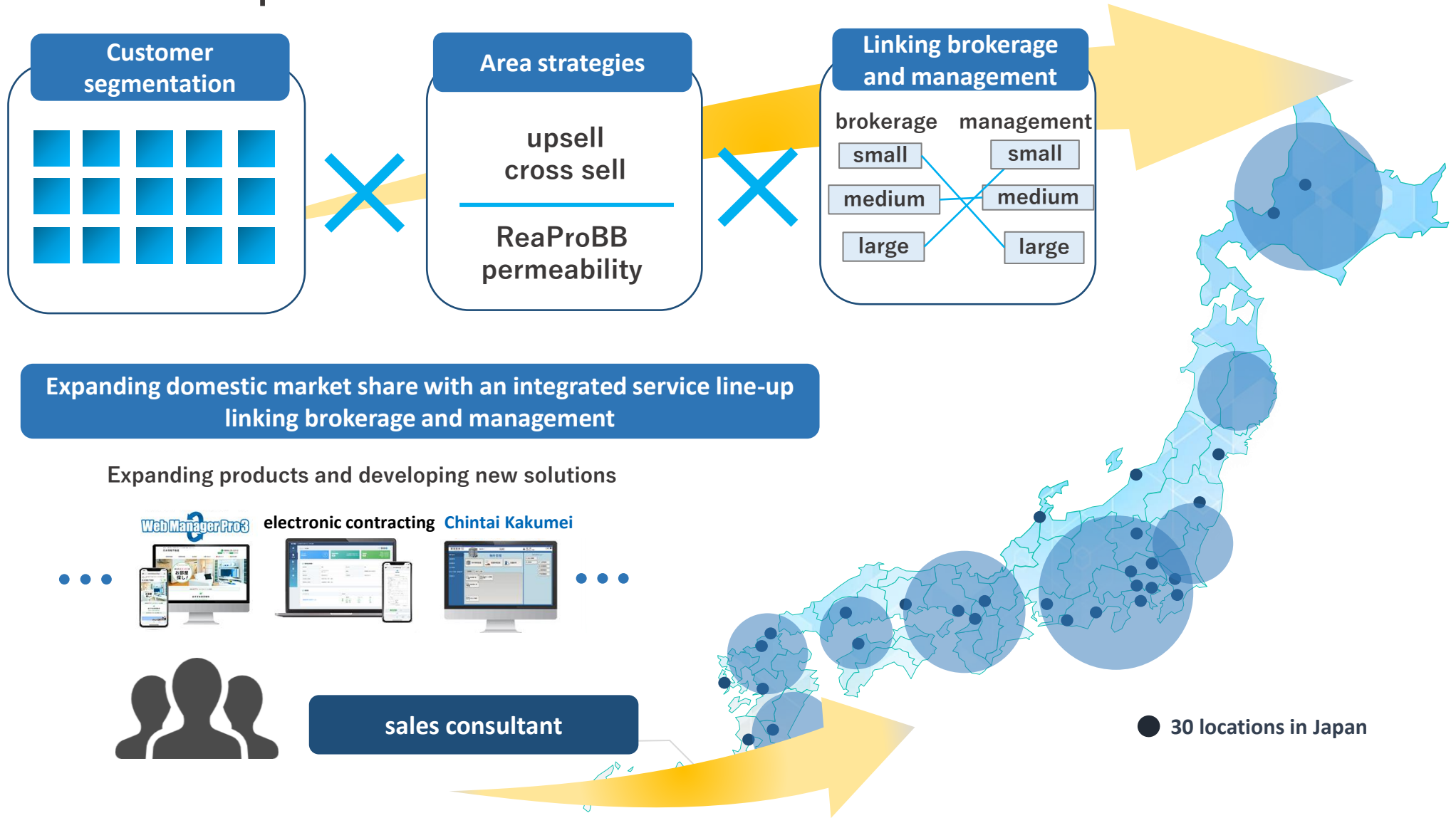
### ■ Vacancy Countermeasure robot equipped with AI assessment

Will start selling Vacancy Countermeasure robots for management companies in August 2023 by utilizing AI that takes advantage of our data volume advantage. Increase the added value of services by utilizing new technology.



# Basic strategy

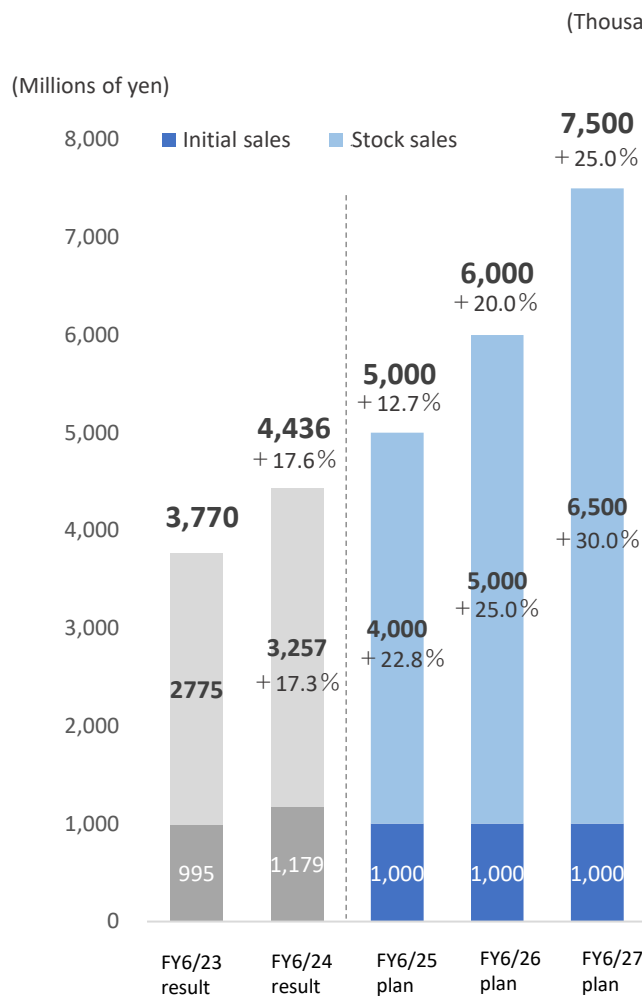
Customer segmentation and area strategies and connecting customers with one-stop services.



# Key indicators for achievement

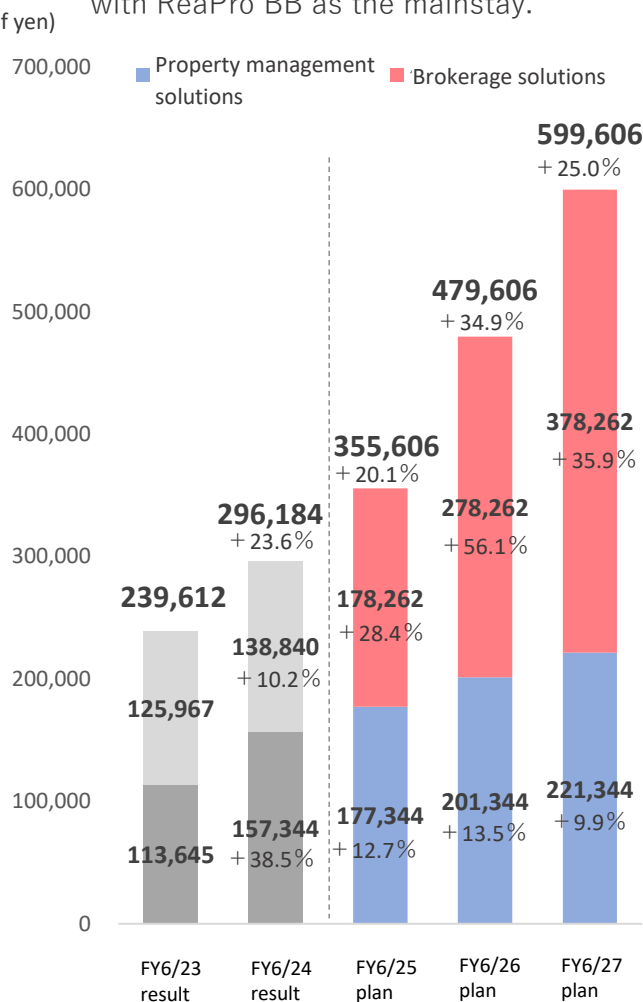
## Initial and stock sales plan

Flat growth in Initial sales, increase Stock sales and expand growth.



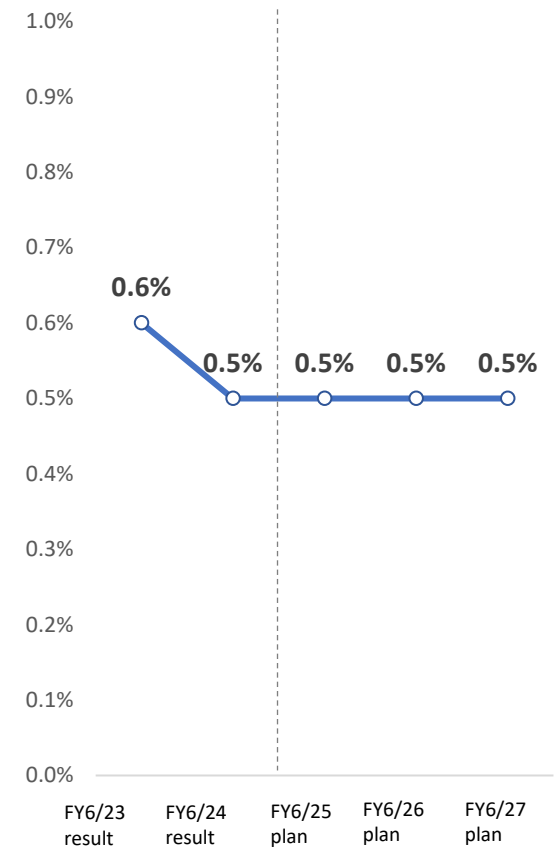
## Plan for MRR at the end of the year

Accumulation of charges is important. Aggressive promotion of Brokerage solutions, with ReaPro BB as the mainstay.



## Cancellation Rate

Maintain low cancellation rates while increasing performance. Focus on supporting customer occupancy.



## New business using data

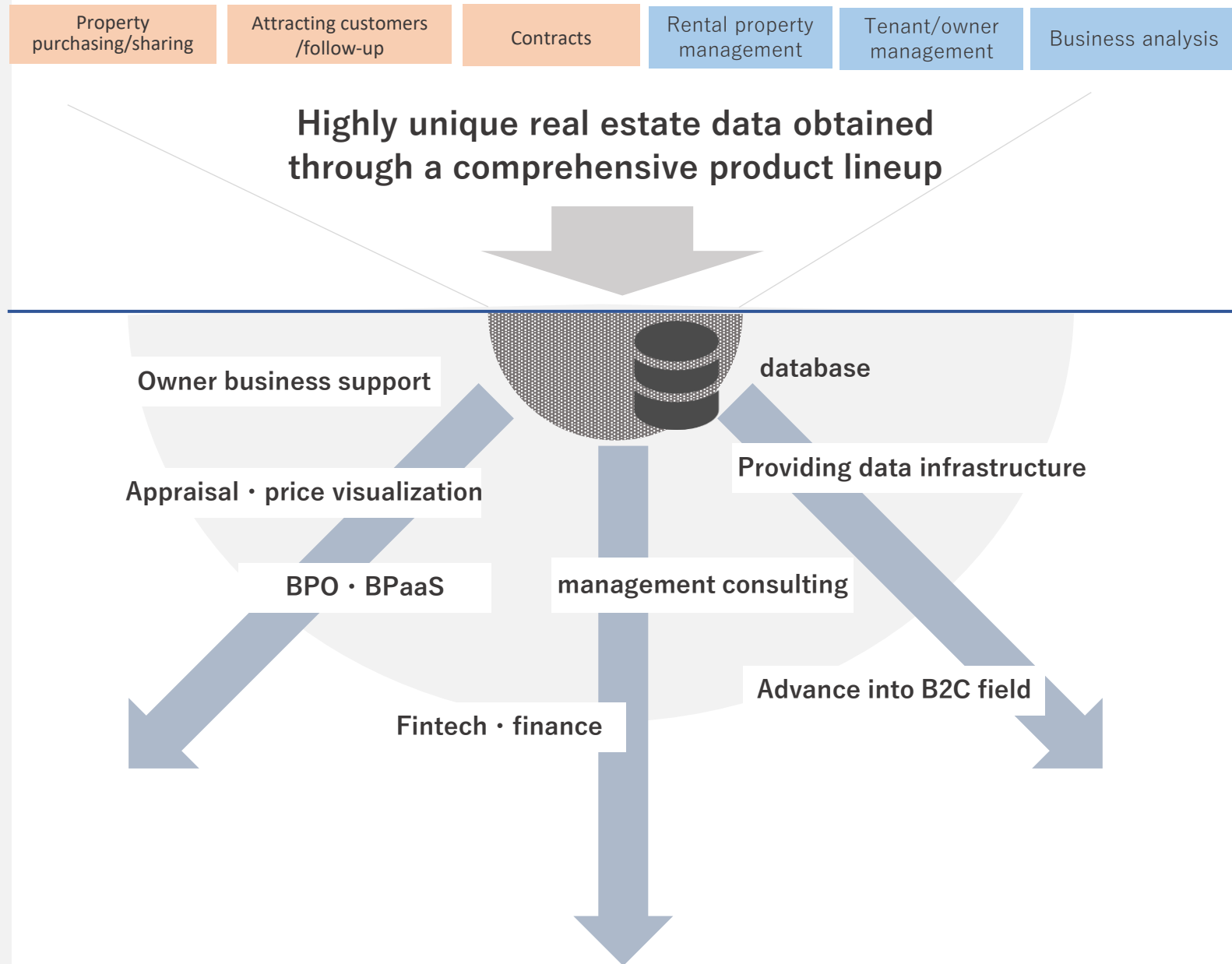
# Continue to invest in new businesses that utilize highly unique real estate-related data

### ■ With medium- to long-term growth in mind

While expanding our share in the management and brokerage markets, continue to invest in new businesses that utilize data as our third arrow.

### ■ Highly unique real estate related data

Rather than general recruitment data on the web, we maintain real management data owned by rental management companies. Aim to grow new businesses by utilizing highly unique data obtained from integrated products.



# Appendix

- Dedicated to using real estate transactions as a source of happiness for society -

## **Mission**

**Dedicated to the happiness of  
everyone we serve**

## **Vision**

**Use technology to create innovative  
platforms for the real estate sector**

## Become a platformer in the real estate domain

**Our goal is to build platforms that transform dreams into reality and make many people happy.**

**Real estate transactions produce happiness and appreciation by fulfilling customers' dreams in the form of a property that precisely matches their requirements. This is our belief. Real estate companies are dedicated to achieving the simple goal of transforming customers' dreams into reality and making them happy. We play a role in this happiness by using the latest technologies to create extremely convenient platforms for real estate companies.**

**Yonetsu Kenichi, Representative Director, Chairman CEO**



# Division of labor for strategy and execution to promote growth

Management Philosophy

Management Policy

medium- to long-term  
vision

Capital Management &  
M&A

management strategy

Execution Strategy

Execution Action

## Two Representative Directors effective September 26, 2023

The purpose of the change (increase in the number of representative directors) is to more strongly promote the Company's sustainable growth and further enhancement of corporate value. Cooperation, sharing, and checks and balances in management to respond quickly to changes in business conditions and the business environment.

### Representative Director Chairman CEO (Former: Representative Director, President)

#### Yonetsu Kenichi



brief personal record

Apr 1981 Joined Toyota Industries Corporation  
Jan 1983 Joined Holp Co.  
Jan 1985 Joined PM (sole proprietorship)  
(now Produce Media Co., Ltd.)  
Aug 1994 Established our firm and became President and  
Representative Director  
Jun 2022 Director of RealNetPro Co. (to present)  
Sep 2023 Chairman and Representative Director of the Company (to present)

### Representative Director, President COO (Former: Sales Headquarters General Manager)

#### Tsujimura Kunio



brief personal record

Apr 1991 Joined Recruit Co.  
Apr 2008 Sales Executive Officer, Sales Management Department, Marriage  
Information Magazine Zexy Business Division  
Apr 2015 Marriage & Family Business Executive Officer, General Manager  
of Business Division  
Oct 2018 President and Representative Director of B.MARKETING Co.  
(currently Basketball Corporation K.K.)  
Apr 2022 President and Representative Director of Meitec Fielders Inc.  
July 2023 Joined our firm, General Manager of Sales Division  
Oct 2024 President and Representative Director of our firm (current)

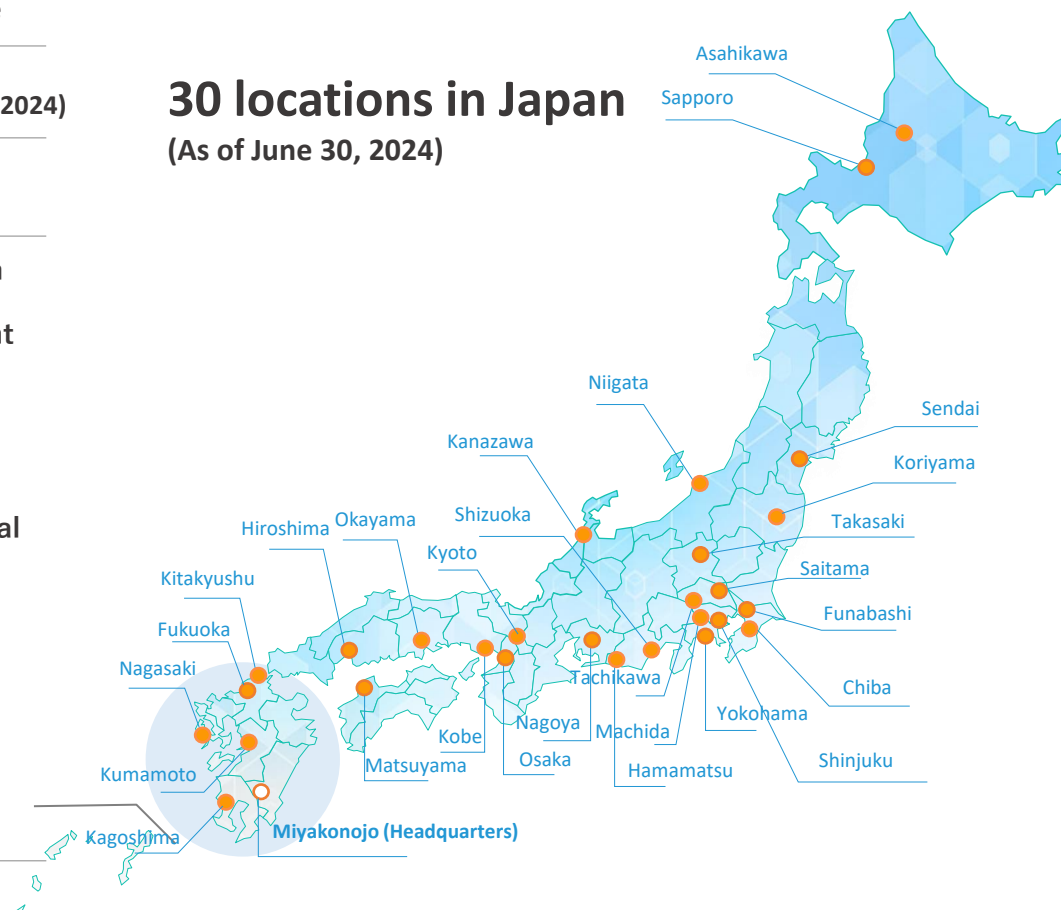


# Company Profile

Company name	Japan PropTech Co., Ltd.
Establishment	August 1994
Location	13-18 Kanmachi, Miyakonojo-shi, Miyazaki prefecture
Number of employees	313 including 289 full-time employees (As of June 30, 2024)
Business activities	Development and sales of application systems and services for real estate industry
経営陣	<p>Yonetsu Kenichi, Representative Director Chairman CEO</p> <p>Tsujimura Kunio, Representative Director, President COO</p> <p>Maruta Hideaki, Director, Head of DX Promotion Dept</p> <p>Setouchi Naohiro, Director, Head of Administration Dept</p> <p>Watanabe Ryo, Director, Sales Headquarters General Manager</p> <p>Watanabe Aya, External Director</p> <p>Miyazaki Tomoaki, Director, Audit &amp; Supervisory Committee member</p> <p>Miura Hiroshi, External Director, Audit &amp; Supervisory Committee member</p> <p>Yamamoto Osamu, External Director, Audit &amp; Supervisory Committee member</p>
Listed market	Tokyo Stock Exchange (Growth) code: 4054

**Offices** Sapporo/Asahikawa/Sendai/Koriyama/Takasaki/Niigata  
Shinjuku/Tachikawa/Saitama/Funabashi/Chiba/Utsunomiya/Yokohama/Machida  
Osaka/Kyoto/Kobe/Kanazawa/Nagoya/Hamamatsu/Shizuoka  
Hiroshima/Okayama/Matsuyama/  
Fukuoka/Kitakyushu/Nagasaki/Kumamoto/Miyazaki (Headquarters)

## 30 locations in Japan (As of June 30, 2024)



# Our Characteristics | SaaS company specializing in real estate, aiming to be a platformer

Sales Transition

**Sales increased  
for 30  
consecutive  
terms**

Business Overview

**Promoting Real  
Estate DX**  
Aiming to be a platformer

Providing business solutions related to real estate leasing and sales through the use of technology

Rental Management  
System Introduction Results

**No.1** ※1

Number of offices (cumulative): 5,337  
※As of June 30, 2024

Number of  
domestic offices

**30 locations**

※ As of June 30, 2024

Low cancellation  
rate

**0.5%**

Average monthly cancellation  
rate

※Results of FY6/24

MRR

**296 million**

Approximately 73% of sales  
are stock sales

※ As of June 30, 2024

※ 1 : 2020 National Rental Management Business Association Web Survey (January 17, 2020 - January 31, 2020 and February 14, 2020 - February 20, 2020)

# Expanding an Integrated Product Lineup in the SaaS x real estate tech area.

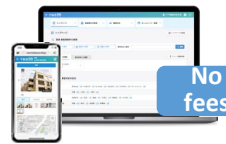




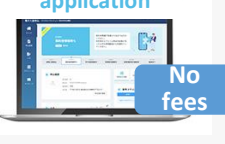








For real estate brokerage companies

For property management

Brokerage solutions

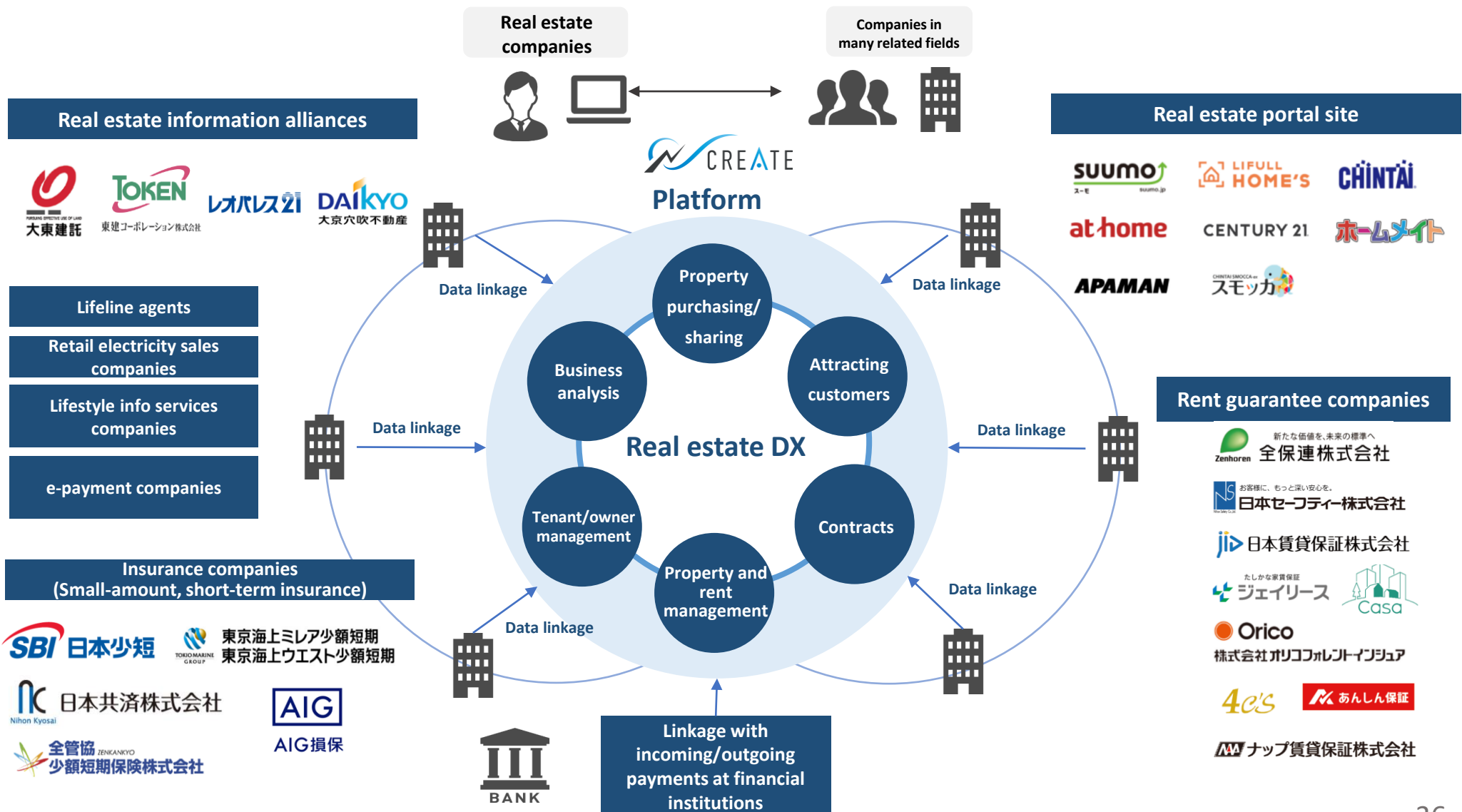
Property management solutions

## All-inclusive workflow solutions for the real estate industry

Property purchasing/sharing	Attracting customers /follow-up	Contracts	Rental property management	Tenant/owner management	Business analysis
<p><b>Data sharing for real estate companies</b></p> <p>Digitalization of the sharing of property info among real estate companies and of real estate purchasing procedures</p> <p>Fudosan BB 不動産BB</p>  <p>No fees</p> <p>ReaPro</p> 	<p><b>Sales/follow-up support</b></p> <p>Support for using websites to attract customers and for placing listings on major portal sites</p> <p>Website production tool</p> <p>Web Manager Pro3</p>  <p>Real estate portal site registrations</p> <p>Property Data Links</p>  <p>CRM  Customer management</p> 	<p><b>Contract support services</b></p> <p>Support for online real estate transactions, allowing use of smartphones for every step from applications to explanations and signing contracts</p> <p>Online apartment application</p> <p>e-apartment application</p>  <p>No fees</p> <p>IT explanations</p>  <p>System for online contracts</p> <p>e-contract</p> 	<p><b>Rental management support</b></p> <p>IT system for efficient activities for new tenants, lease renewals, invoices, payments from tenants and to property owners, renovations and many other rental property tasks</p> <p>A comprehensive rental property management system</p> <p>Chintai Kakumei</p>  <p>Rental management system ranking (number of users) <b>No.1 *1</b></p> <p>*1: Based on 2020 internet survey by the Japan Rental Property Management Business Association (survey was January 17 to 31, 2020 and February 14 to 20, 2020)</p> <p>Vacancy Countermeasure robot</p>  <p>Robot to automatically generate full occupancy strategy reports for owners</p>	<p><b>Support for communications</b></p> <p>A dedicated smartphone app for sound and efficient communications between property owners and tenants; also helps prevent problems</p> <p>Owner communication service</p> <p>Kurasapo Connect App for owners</p>  <p>Communication service with tenants</p> <p>Kurasapo Connect App for tenants</p>  <p><b>Support for business analysis</b></p> <p>Data accumulated by Chintai Kakumei is automatically analyzed for the visualization of the current status of rental property operations. This service also improves the efficiency of analytic tasks.</p> <p>Automatic production tool for Business analysis Report</p> <p>Chintai Kakumei 10 Business Analysis Option</p>  <p><b>Create Rental Housing Index</b></p> <p>Data provision service using an index for residential rental property rent and vacancies</p> <p>CRIX create rental housing index</p> 	

# A broad range of services for real estate brokers and rental property managers using a platform

Application programming interface (API) linkage (data linkage) improves the efficiency of business processes of real estate companies.



# Growing market environment

## Japan's Growing Real Estate Technology Industry

Fiscal 2030 forecast

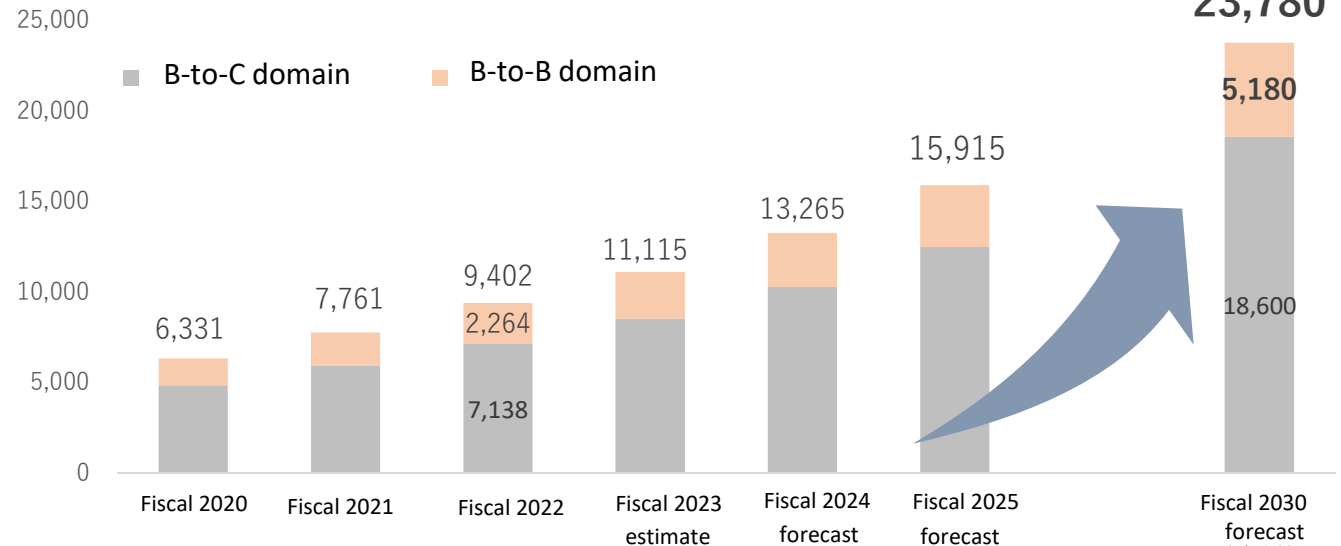
Market size: **¥2,378 billion**

Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

### 2024 Real Estate Tech Market Facts and Outlook.

information update

(100 million yen)

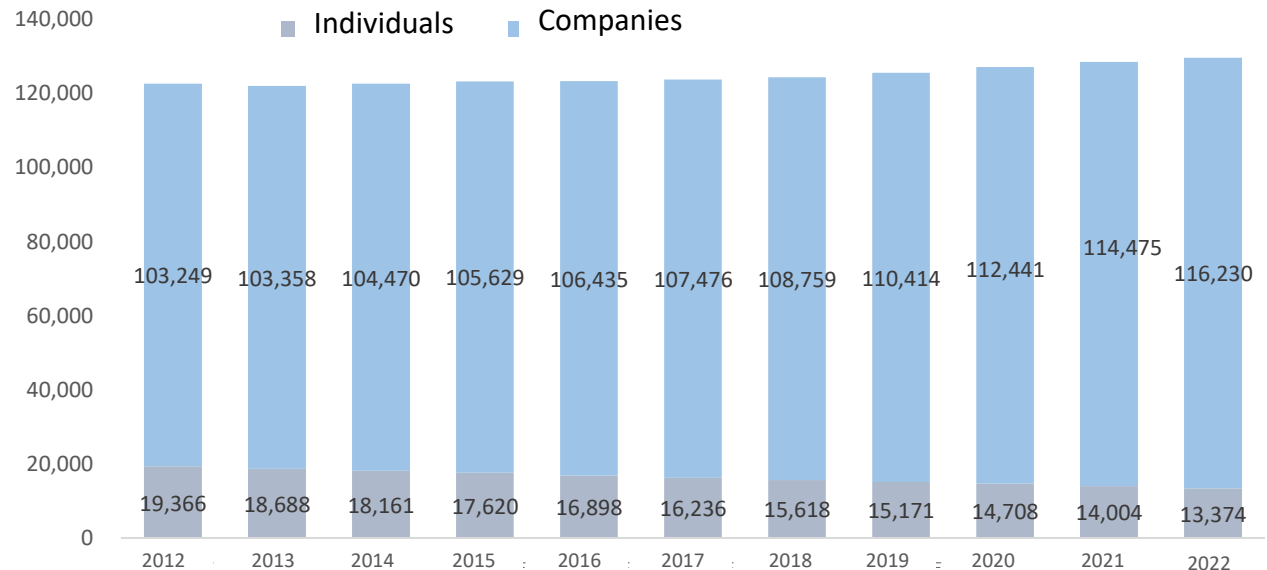


## Homebuilders in Japan

The number of homebuilders has increased slightly, remaining generally **steady at about 120,000**

Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

### Homebuilders in Japan (End of fiscal 2022)



Source: Statistics for Homebuilders and Residential Land and Building Transaction Brokers, Homebuilders in Japan, end of fiscal 2021, Real Estate Transaction Improvement Organization

## Growing market environment

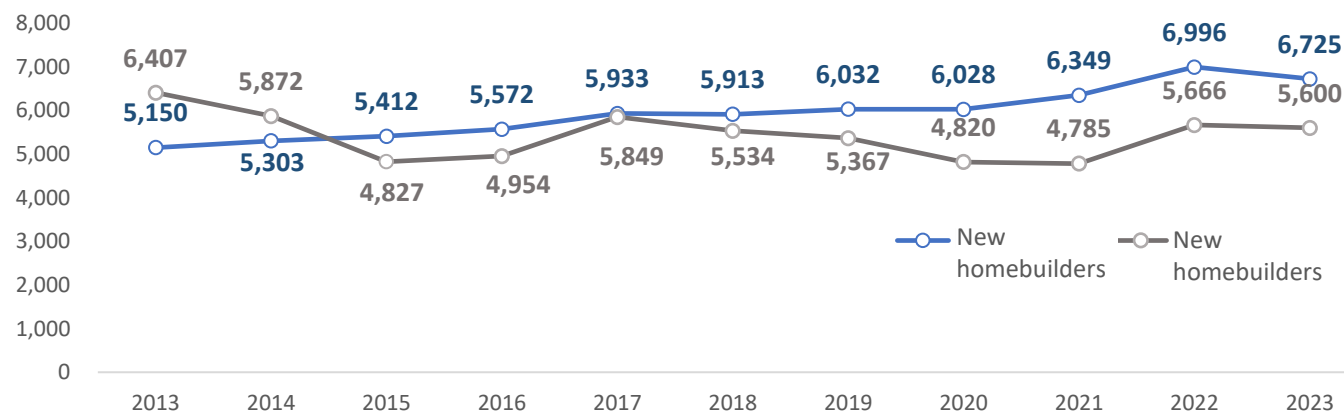
### Due to new business openings IT capital investment demand

More than 6,000~7,000 businesses open every year, and the entry of the digital native generation is a tailwind for DX improvement.

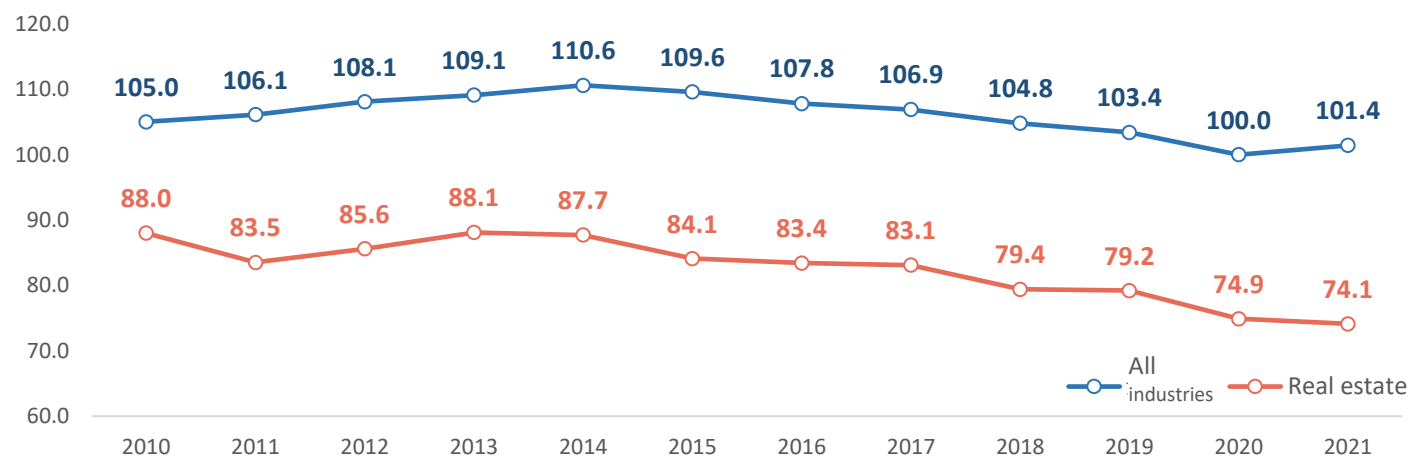
### Real estate DX for the industry improving labor productivity

Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

■ Change in number of homebuilders in Japan



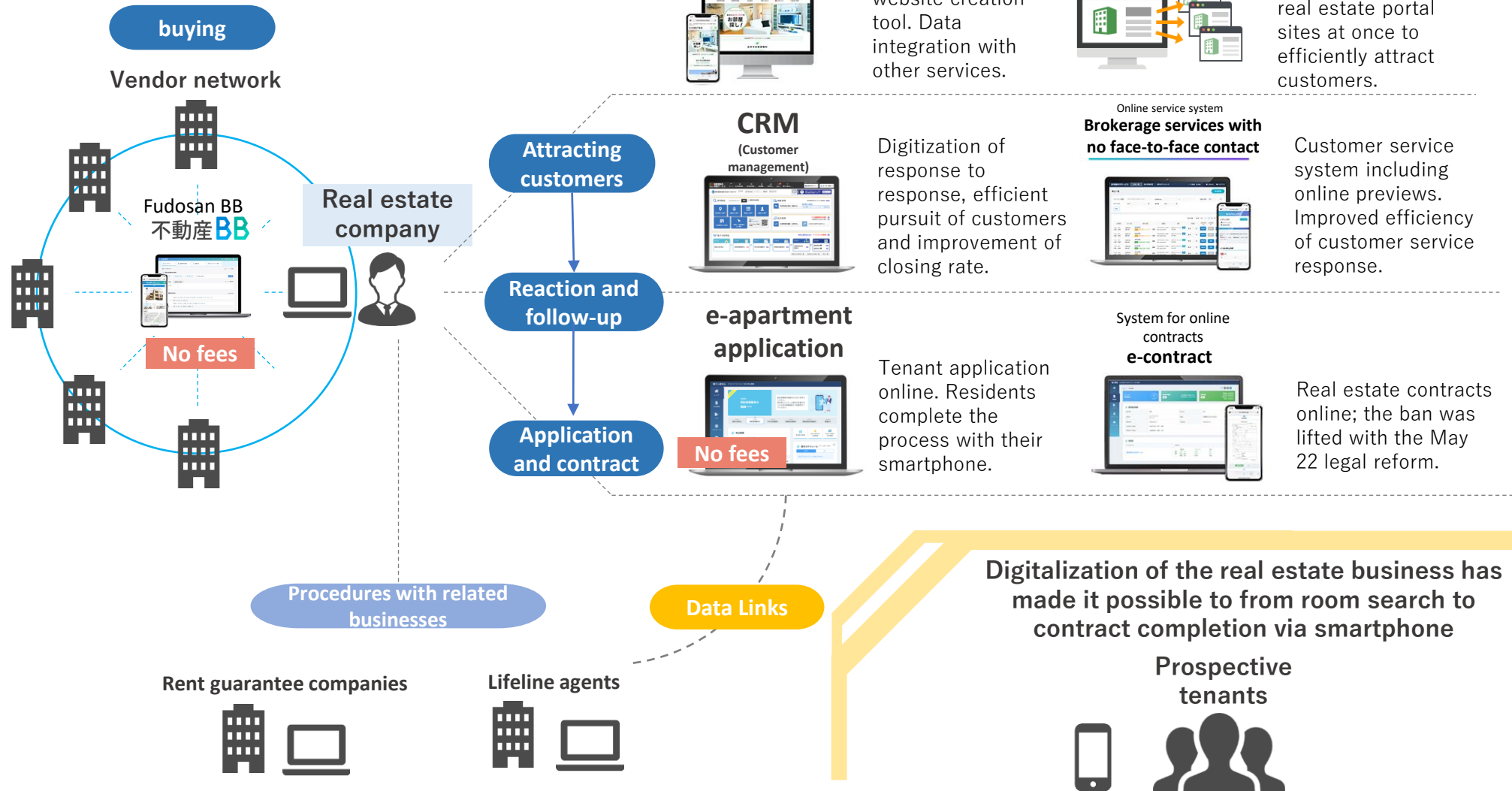
■ Labor productivity index



Source: Index (Year 2000=100) based on real GDP/Number of employees for real labor productivity, Survey for Economic Analysis of ICT in fiscal 2020 (2021), Ministry of Internal Affairs and Communications

# Our real estate DX support

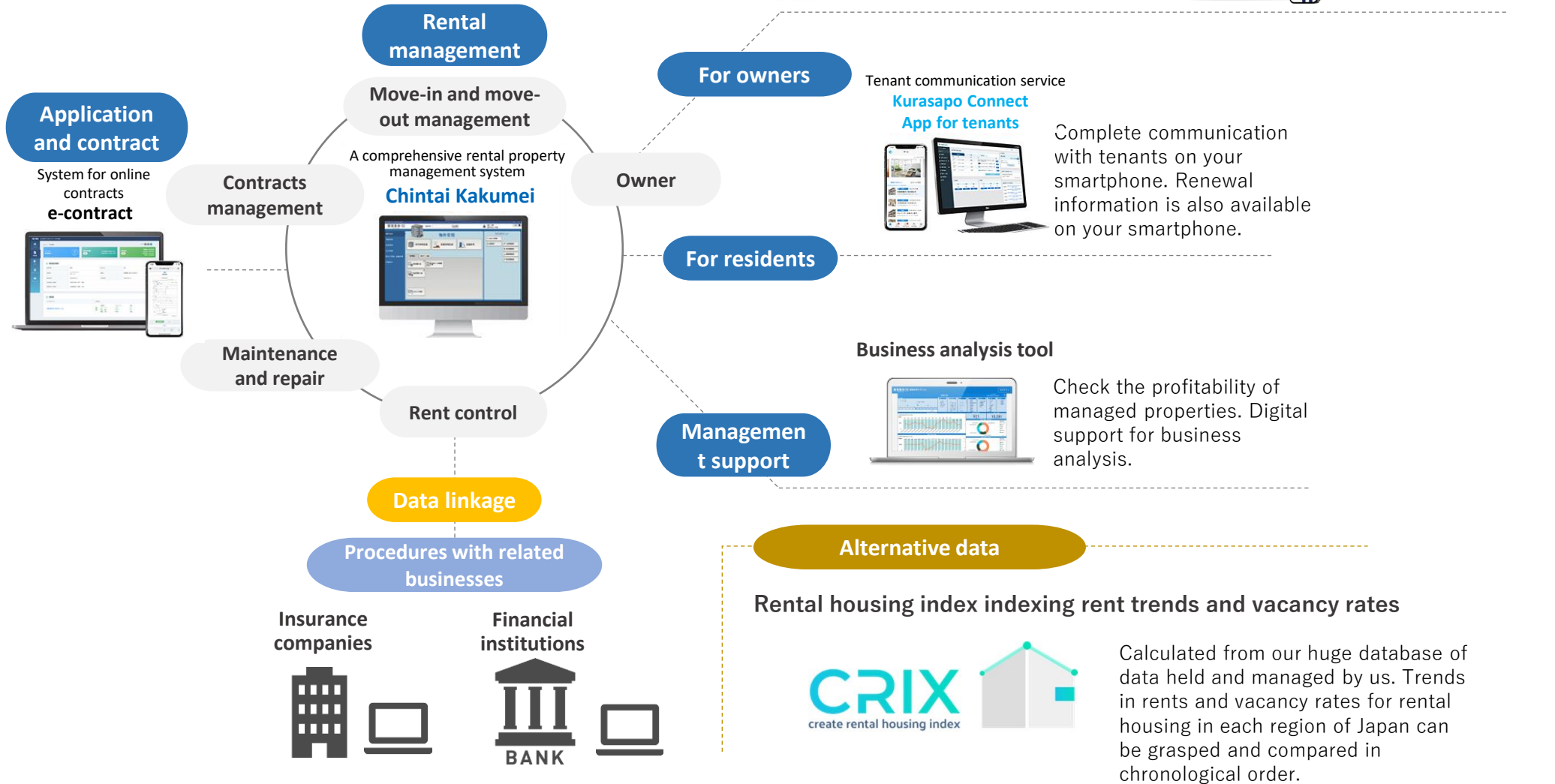
Seamless data linkage for efficiency of all real estate business processes





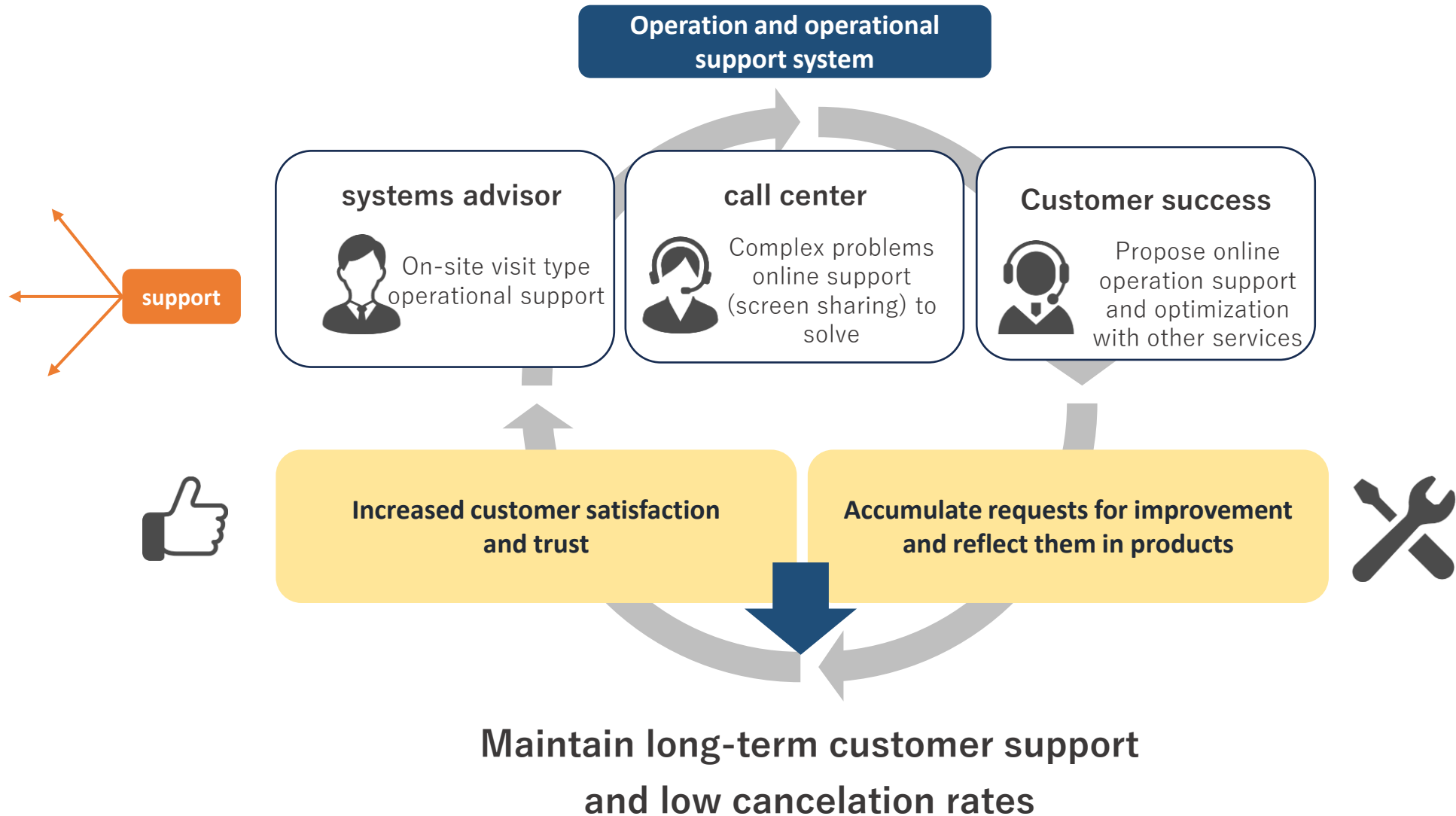
# Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes





# Long-term customer support through operational assistance support and product improvements to maintain low cancelation rates



# Precautions Regarding This Presentation

## Precautions Concerning Forward-looking Statements

- This presentation contains forecasts and other forward-looking statements based on information that is currently available. Japan PropTech Co., Ltd. (JPT) makes no guarantees of assurance for the outcome of these forecasts as they include inherent uncertainties and risks. Actual performance, therefore, may differ from these forecasts due to changes in the business environment and other factors.
- Factors that could have an impact on actual performance may include changes in the economies of Japan and other countries, industries associated with JPT's business operations or other items.
- Information in this presentation that is not related to JPT is based on information available to the public and other sources. JPT has not verified in any way the accuracy or suitability of this information and makes no guarantees about the accuracy or suitability of this information.
- Information in this presentation about companies other than JPT is based on sources available to the public.
- This presentation does not constitute a solicitation for the purchase or sale of securities of any type, even if there are statements to this effect. Furthermore, this presentation cannot be used as the basis for a contract or obligation of any type.

Investors should rely on their judgment when making investment decisions.

Dedicated to the happiness of  
everyone we serve

