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GA TECHNOLOGIES



June 13, 2024

To whom it may concern:

Company name: GA technologies Co., Ltd.
Representative: Ryo Higuchi,
President and Chief Executive Officer
(Code No.: 3491 Tokyo Stock Exchange - Growth)
Contact: Satoshi Matsukawa,
Executive Officer and Chief Accounting Officer
(Tel: +81-3-6230-9180)

Notice Regarding the Formulation of the Medium-term Business Plan

GA technologies Co., Ltd. (the “Company”) hereby announces that it has formulated a 3-years Medium-term Business Plan “Medium-term Business Plan 2026” from the fiscal year ended October 2024 to the fiscal year ended October 2026, and resolved the plan at a meeting of its Board of Directors held today.

1. The background and goal of the Medium-term Business Plan formulation

The Company has been implementing structural reforms aimed at sustainable growth since the fiscal year ending October 31, 2021, fundamentally reviewing its existing business framework based on the four pillars of “Business model,” “Business management,” “Organizational / Management team,” and “Governance / Compliance,” establishing a foundation for stable and sustainable growth. Based on this structural reform, the Company has formulated “Medium-term Business Plan 2026” to chart a new course for growth.

Under this “Medium-term Business Plan 2026,” the Company has set forth a vision for the future of “Making real estate transactions easily with 1-click” and will further strengthen its competitive advantage through a strategy that maximizes its existing strengths, aiming to achieve both high sales revenue growth and profit growth, thereby enhancing its enterprise value.

2. Overview of the Medium-term Business Plan

(1) Target period

Fiscal period ending October 2024 to fiscal period ending October 2026 (3 years)

(2) Basic strategy

- ① Strengthening of the core business
 - The completion of the real estate DX ecosystem
- ② Overseas expansion of the core business
 - The acceleration of globalization
- ③ Creation of the third pillar of profit
 - The strengthening of technology strategy

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(3) Financial targets

The target numbers for the fiscal year ended in October 2026, the final year of the Medium-term Business Plan is as follows.

① Consolidated revenue	323 billion yen
② Consolidated gross profit	54.1 billion yen
③ Consolidated business profit	10 billion yen
④ Adjusted business profit margin	17.9%
⑤ EPS growth	5 times (135 yen from 27.5 yen in the fiscal period ending in October 2023)

3. Other

The contents of this document are calculated based on certain assumptions that the Company deems reasonable based on the information available at this time. Therefore, the Company does not promise to achieve this. In addition, actual business results may differ from the forecast figures due to various factors.

For more detailed information, please refer to the attachment.

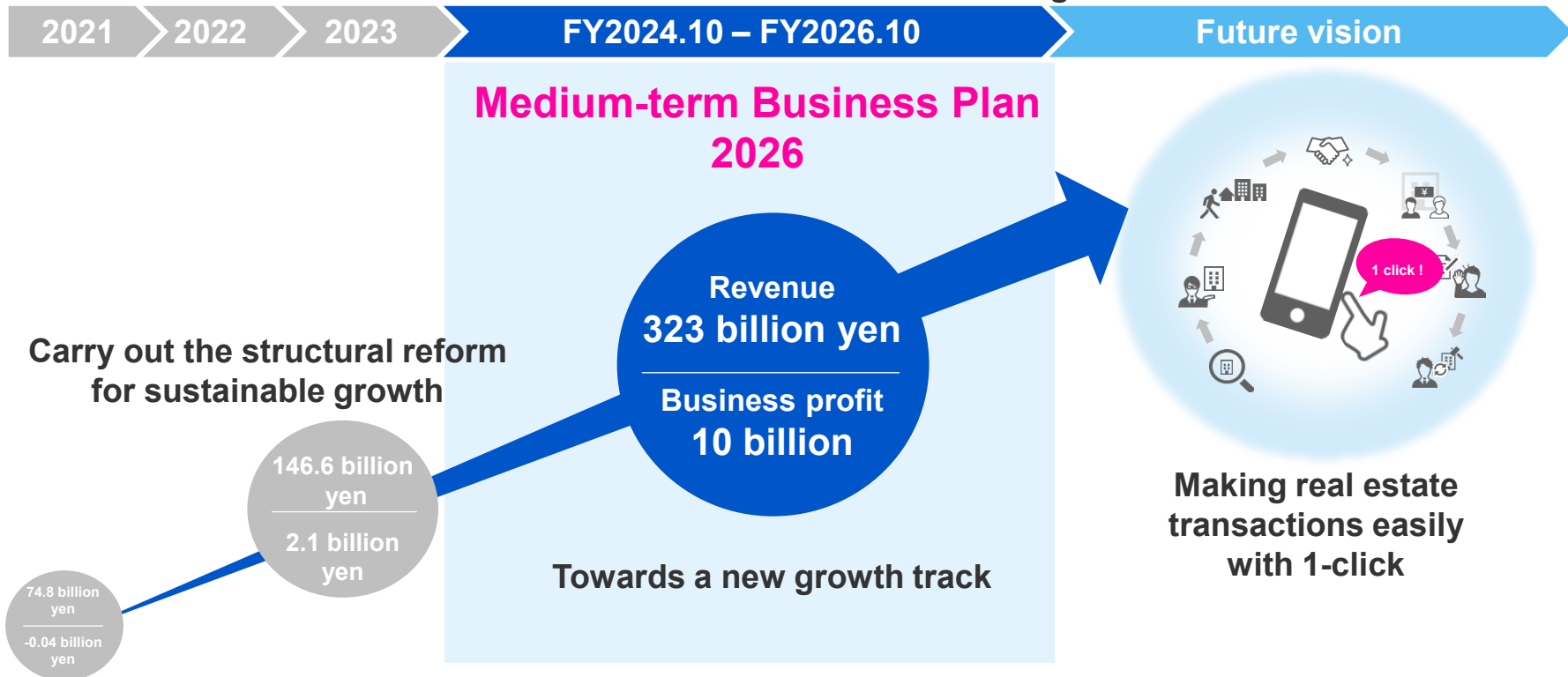
Medium-term Business Plan 2026

June 13, 2024

GA TECHNOLOGIES

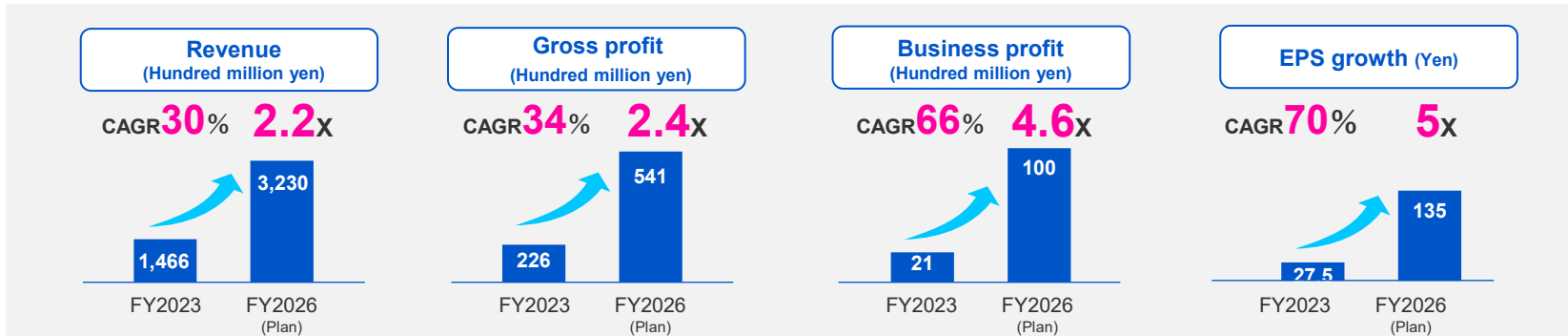
The position of the Medium-term Business Plan 2026 (FY2024.10~FY2026.10)

The medium-term business plan was formulated to plot a new growth track based on structural reform for sustainable growth



Medium-term Business Plan 2026

Medium-term Business Plan 2026

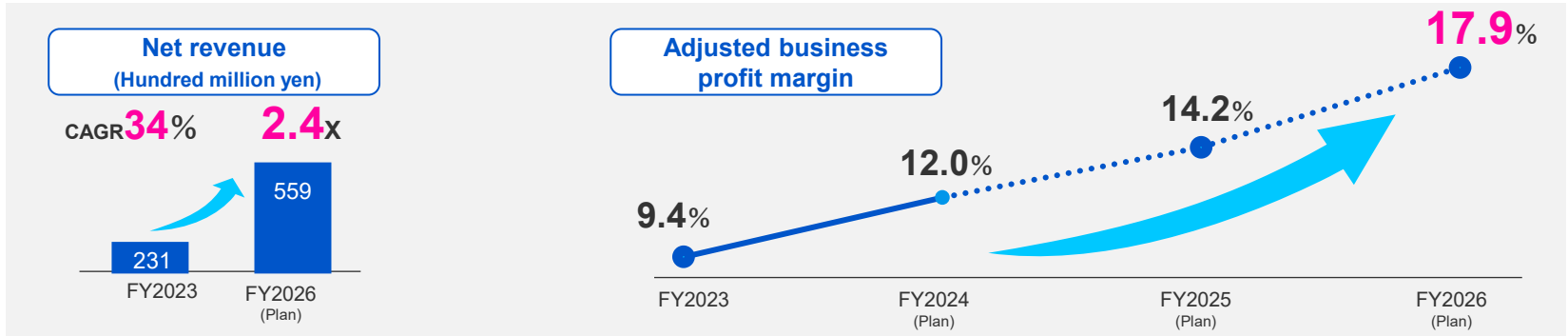


(Million yen)		FY2023.10 Actual	FY2024.10 Plan	FY2025.10 Plan	FY2026.10 Plan
Consolidated	Revenue	146,647	185,000	248,000	323,000
	Growth rate	29.1%	26.2%	34.1%	30.2%
	Gross profit	22,622	30,030	41,000	54,100
	Gross profit margin	15.4%	16.2%	16.5%	16.7%
	Business profit	2,173	3,700	6,000	10,000
	Business profit margin	1.5%	2.0%	2.4%	3.1%

Medium-term Business Plan 2026

Adjusted business profit margin

Aim for adjusted profit margin of approximately 20%



(Million yen)		FY2023.10 Actual	FY2024.10 Plan	FY2025.10 Plan	FY2026.10 Plan
Adjusted business profit margin	Net revenue	23,130	30,960	42,300	55,900
	Growth rate	34.2%	33.9%	36.6%	32.2%
	Business profit	2,173	3,700	6,000	10,000
	Adjusted business profit margin	9.4%	12.0%	14.2%	17.9%

Medium-term Business Plan 2026 basic strategy and positioning

Solidify the realization of the medium-term business plan with the strategy to utilize the strengths of the business so far

Strength

Strategy and position

Completion of the real estate DX ecosystem

- RENOSY Investment condominiums No.1 ^{*1)}
- ITANDI Real estate agency usage rate No.1 ^{*2)}
Rental tenant application share 40% ^{*3)}

Provide a one-stop online operation for sell, buy, lease, rent in the real estate investment domain and acquire overwhelming market share

Strengthening of the core business

Acceleration of globalization

- Top-class SFR online marketplace in the US ^{*4)}
- Top-class in number of Thailand rental brokerage deals ^{*5)}
- Acquisition of the wealthy class in Greater China

Establish a foundation for expanding cross-border transactions at the 3 locations, United States, Asia, and Europe

Overseas expansion of core business

Strengthening of technology strategy

- Domestic, overseas technology personnel rate of 16% ^{*6)}
- Retaining the last-one-mile data
- Employs several prominent engineers in the business

Acquire new revenue sources and scale business using tech

Creation of the third pillar of profit

^{*1)} <https://ssl4.eir-parts.net/doc/3491/tdnet/2437813/00.pdf> ^{*2)} Leasing Management Consulting "2024 rental real estate market customer trend survey" (2024/3/4) n=386 ^{*3)} Based on the estimated number of rental brokerage deals in 2023 of 1.78 million from the "Rental Brokerage and Tenant Trends Databook 2024" published by the National Rental Housing Newspaper, the number of applications for occupancy was calculated to be 2.65 million based on ITANDI's cancellation rate from application to contract of 33%, and the percentage was estimated based on ITANDI's annual electronic application for occupancy of 1.07 million ^{*4)} <https://ssl4.eir-parts.net/doc/3491/tdnet/2382171/00.pdf> ^{*5)} Calculated share based on earnings information from Ministry of Commerce, Thailand ^{*6)} April 30, 2024

Medium-term Business Plan 2026 RENOSY Marketplace

RENOSY

RENOSY Marketplace

Acquire overwhelming market share

Completion of the
real estate DX ecosystem

Focus points

RENOSY
Online transaction

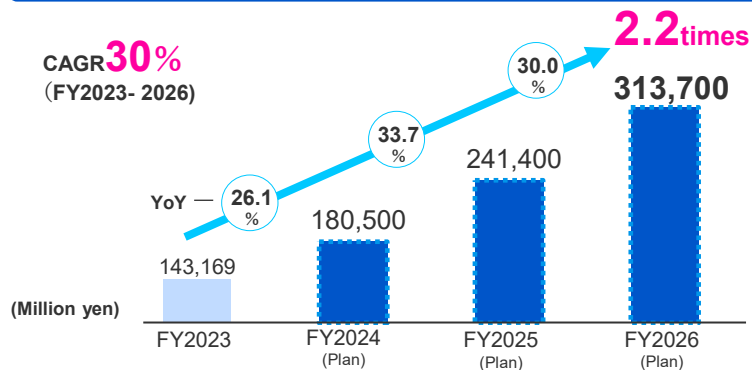
RENOSY
Subscription (Domestic)

Specific initiatives

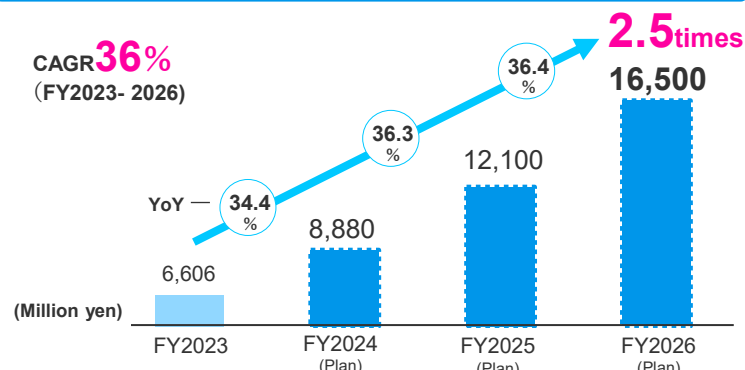
- Expansion of market share in the main pre-owned condominium market
 - Strengthening of customer attraction through digital marketing
 - Strengthening of acquisition of real estate sales using AI assessment
 - Expansion of managed units including non-organic expansion
 - Improvement of productivity utilizing the economies of scale
- Market share **over 20%** ^{*1)}
 - Recognition rate **over 70%**
 - Direct procurement ratio **over 50%** ^{*2)}
 - Managed units **over 50,000**
 - Business profit margin **over 25%**

Important KPI

Revenue



Business profit



*1) The annual transaction value is estimated at 1.5 trillion yen, based on Tokyo Kantei Corporation's "Metropolitan Area New and Used Condominium Market Size (January 2021)" and "Metropolitan Area New and Used Condominium Status Flow (May 2021)", property data registered with the Real Estate Information Network for East Japan, and the results of the top 10 investment property companies *2) Ratio of the number of seller contracts of investment and residential properties in the RENOSY marketplace

Medium-term Business Plan 2026 ITANDI



ITANDI

Acquire overwhelming market share

Completion of the
real estate DX ecosystem

Focus points

ITANDI

Sales brokerage
(Housmart etc.)

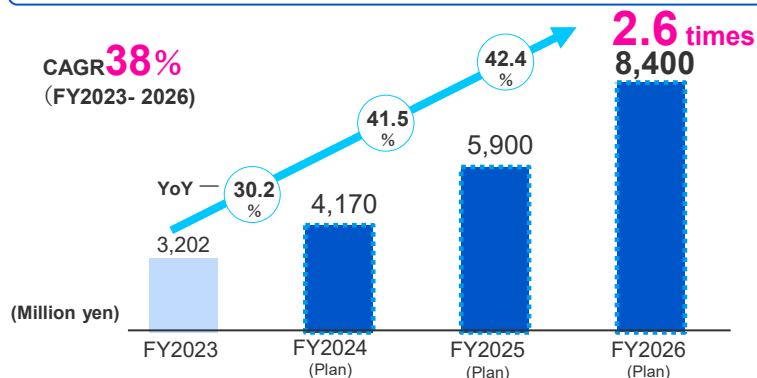
Specific initiatives

- Expand market share for rental management SaaS usage in focus areas
- Cultivating platform power and realizing cross-selling effects
- Expand market share for sales brokerage SaaS usage
- Realization of high growth rate due to the strengthening of sales

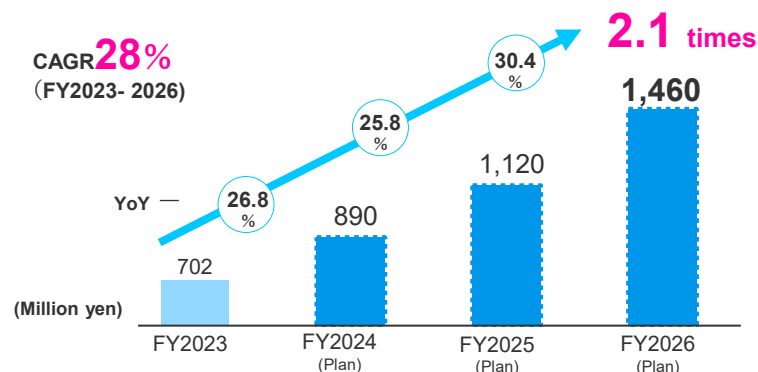
Important KPI

- Nationwide market share of **37%** (7.2 million units using the product)^{*1)}
- Over **15,000** products introduced
- Nationwide market share of **around 10%** (Approximately **120,000** sales contracts)^{*2)}
- Business revenue CAGR of **over 50%**

Revenue



Business profit



*1) The share was calculated by assuming that 7.2 million units are managed using rental management SaaS out of the 19.25 million units managed nationwide based on the results of the 2016 Economic Census of Activities conducted by the Ministry of Internal Affairs and Communications and the Ministry of Economy, Trade and Industry *2) The estimated number of FRK existing homes in circulation nationwide is 630,000, which is estimated from the number of ownership transfer registrations, etc., but since there are sales contracts and purchase contracts, the number of contracts is doubled, and 1.26 million is used as the denominator when calculating the market share. https://www.frk.or.jp/information/2023chiikibetsu_kisonjyutaku.pdf

Medium-term Business Plan 2026 Globalization & Technology

Establish a foundation for expanding cross-border transactions



Acceleration of globalization

Focus points

US/European market

Asian market

Group synergy

Specific initiatives

- Acceleration of profit growth of US-based RW OpCo
- Expansion of locations
- Strengthening of customer acquisition (Cumulative number of brokerage deals)
- Expansion of locations
- Strengthening of cross-border real estate transactions

Important KPI

- Business profit rate **10%**
- 1 country ⇒ **3 countries**
- Approximately 20,000 deals ⇒ Approximately **25,000 deals** ^{*1)}
- 5 countries and regions ⇒ **8 countries and regions**
- Overseas revenue **over 10 billion yen**

Acquire new revenue sources



Strengthening of technology strategy

Data monetization

Strengthening of technology

Investment in technology

- Data monetization
- AI-powered optimal proposals for customers
- Formalization and automation of personal business know-how
- Strengthening recruitment and training of technology personnel

- **More than 2 billion yen** in revenue from data utilization business
- **20%** increase in deal ^{*2)} success rate
- **Over 90%** of routine rental management tasks reduced
- **Over 10%** in technology investment (against net revenue)

*1) Cumulative number of rental brokerage deals since 2012 *2) The deal success rate for pre-owned compact condominiums (number of deals ÷ number of sales negotiations).