

# Casa Inc.

## Financial Results Presentation for the First Quarter 2021

Listed Code : 7196



## Net Sales

**2,502** Million Yen

¥204 million increase  
from the previous year

## Operating loss

△ **76** Million Yen

## Ordinary loss

△ **67** Million Yen

Number of new contracts

**YoY change Up 8.6%**

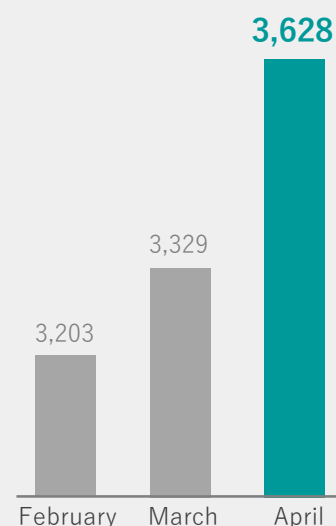
In here “YANUSHI DIRECT” (Landlord Direct)

**YoY change Up 97.6%**

New agencies contracted

**YoY change Up 37.9%**

Advance payment by  
Casa



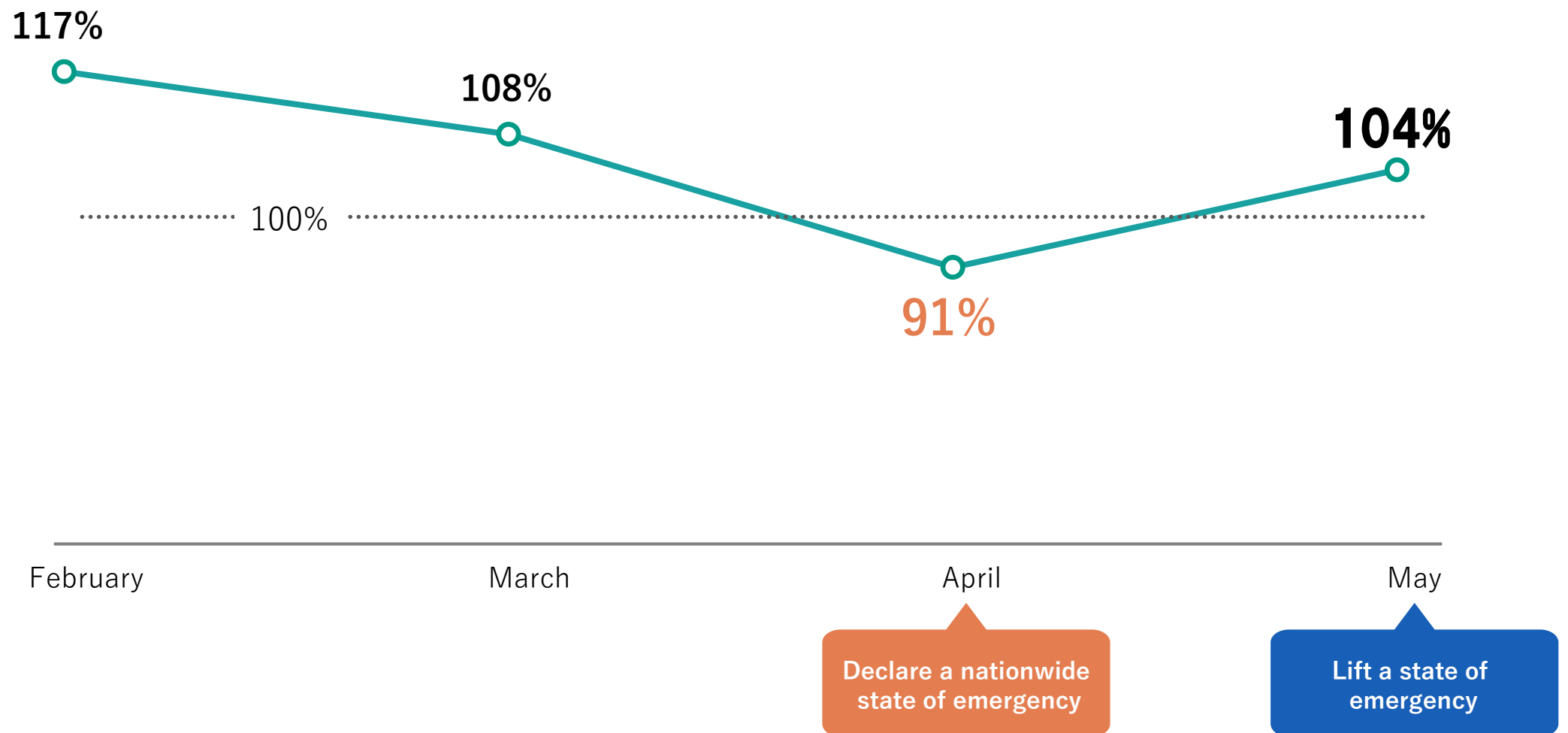
■ Request for postponement of rent payment from the Ministry of Land, Infrastructure and Transport

■ Decrease in income and deterioration of cash flow of tenants due to business suspension request

Number of application in April decreased by 9% on the previous year but recovered in May after the lift of a state of emergency

YoY change

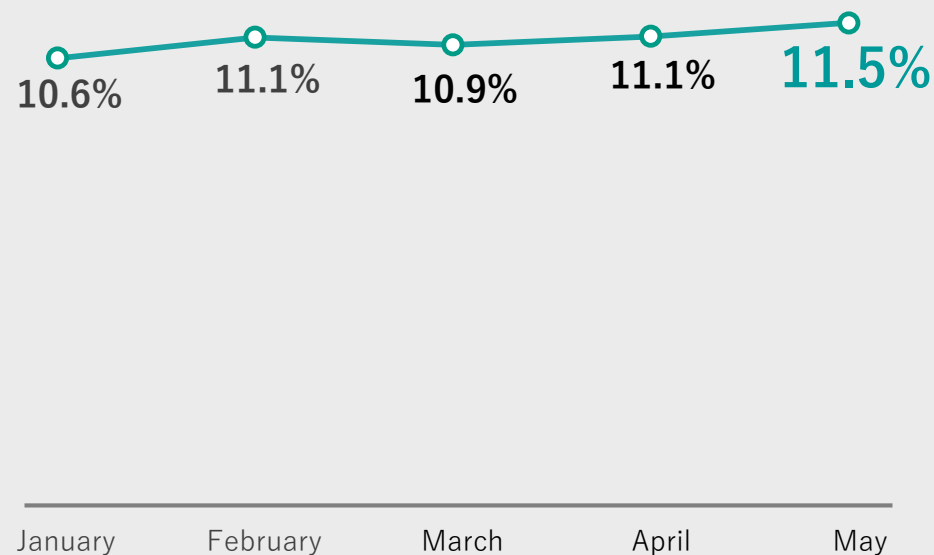
### Application trends



## Industries affected

Industries type	Postponed Olympic	Reduction of inbound consumption	Refrain from going out and decrease domestic consumption	Decline in Chinese consumption
Construction	●			
Shipping	●			
Aviation	●	●	●	
Tourism	●	●	●	
Retail		●	●	
Entertainment			●	
Eating out			●	
Pharmaceutical			●	
Automobile			●	●
Electrical component			●	●
Apparel			●	●

## Delinquency rate of Casa



No major changes in delinquency rates

## Flow from application to receipt of subsidy

### STEP1

Consultation/Application



### STEP2

Preparation and submission of billing documents



### STEP3

Confirmation and examination of documents



### STEP4

Receipt of benefits



## Housing security benefits

Application was flooded due to some relaxation of requirements.

It takes time to pay



## Subsidy program for sustaining businesses

It takes more than 1 month from application to payment



**Emergency small amount fund  
/general support funds**

**3/25 Reception start**

**Up to 800,000 yen**



**Special cash payment**

**5/1 Reception start**

**100,000 yen per person**



**Housing security benefits**

**4/30~ Partial relaxation of  
requirements**

**Maximum 9 months rent**

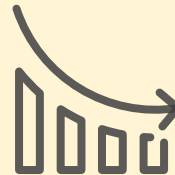


**Emergency assistance  
fund for students**

**5/19 Reception starts**

**Up to 200,000 yen**

**business person**



**Subsidy program for  
sustaining businesses**

**5/1 Reception start**

**Up to 2 Million yen**

**business person**



**Grant for rent payment**

**5/27 Cabinet decision**

**Up to 1 Million Yen / month**

# FY2020 1Q results

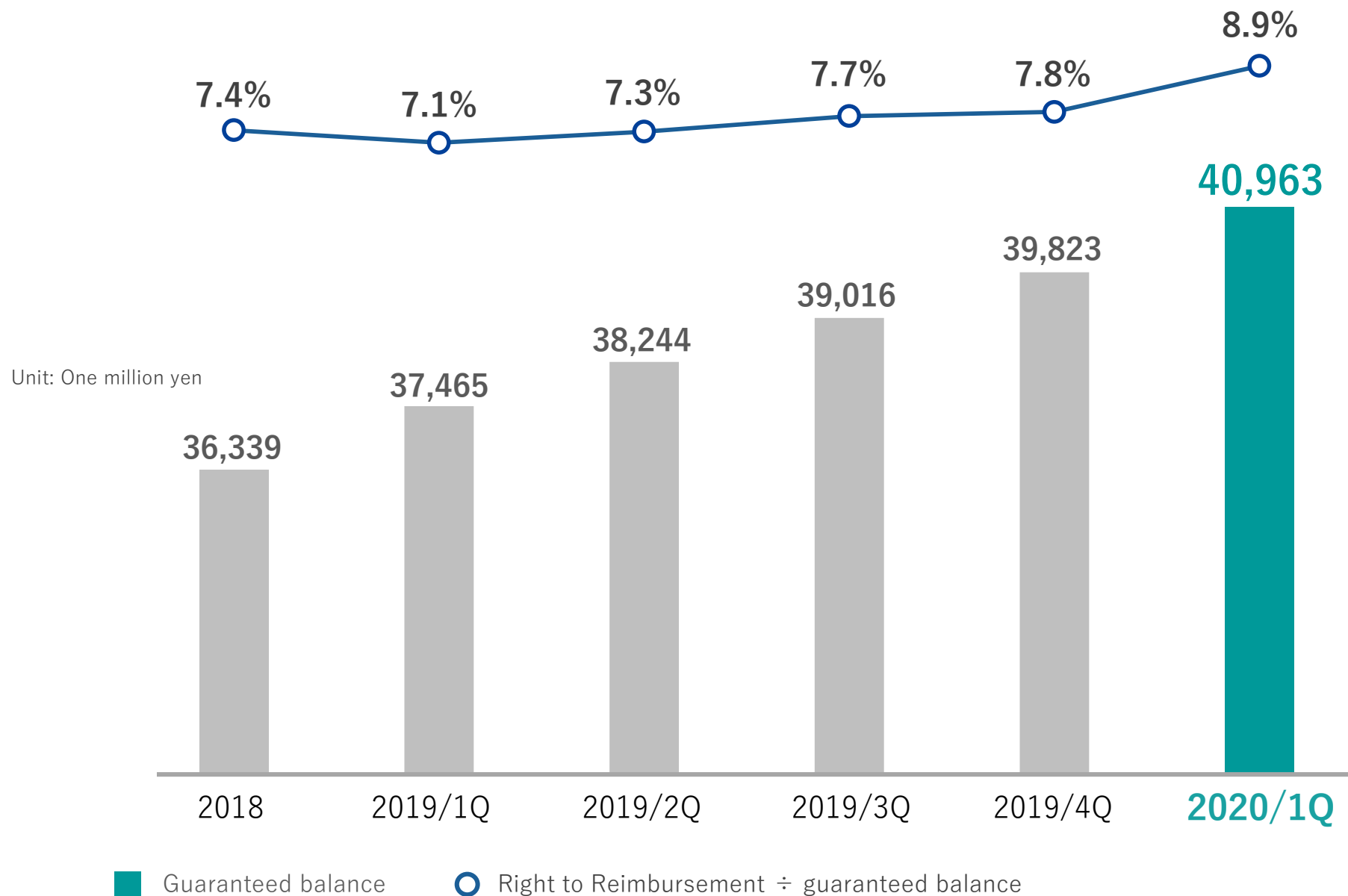
---

	FY2019/1Q	FY2020/1Q		
	Amount of money	Amount of money	Change amount	YoY Rate
Net Sales	2,298	2,502	204	+8.9%
Cost of sales	845	1,322	476	+56.4%
Provision for loan loss provision	504	896	391	+77.6%
Gross profit	1,453	1,180	△272	△18.8%
Operating profit	282	△76	△359	-
Profit attributable to owners of parent	180	△70	△251	-

Right to Reimbursement increased by 511 Million Yen because it took time to execute support system benefits



Unit: One million yen		FY2019	FY2020/1Q	Increase /decrease
Current Assets		6,529	<b>6,272</b>	△256
	Right to Reimbursement	3,117	<b>3,628</b>	511
	Allowance for doubtful accounts	△ 1,826	△ <b>2,300</b>	△473
Non-current Assets		6,141	<b>6,509</b>	367
	Goodwill	3,579	<b>3,513</b>	△65
Total assets		12,671	<b>12,782</b>	110
Liabilities		6,061	<b>6,716</b>	655
	Advance payment	4,425	<b>4,815</b>	389
	Long/short term debt	-	-	-
Net Assets		6,610	<b>6,065</b>	△544



	FY2019/1Q	FY2020/1Q	Increase/decrease	
Number of new contracts	38,759	42,095	3,336	<b>+8.6%</b>
inc.) Landlord Direct	6,490	12,823	6,333	<b>+97.6%</b>

	~2019/1Q total	~2020/1Q total	Increase/decrease	
Number of agencies	8,361	9,230	869	<b>+10.4%</b>
Contracts Held	495,743	537,110	41,367	<b>+8.3%</b>
inc.) Landlord Direct	24,787	51,959	27,172	<b>+109.6%</b>

## Earnings forecast

Unit: One million yen	Earnings forecast		
	FY2020/1Q	2Q	FY2020/Full year
Net Sales	2,502	5,067	10,446
Operating income	△76	432	1,634
Ordinary Profit	△67	457	1,679
Profit attributable to owners of parent	△70	278	1,012

Right to Reimbursement decreased due to the payment of public support system, etc.  
The business performance forecast remains unchanged due to uncertainties in the future

The real estate industry needs its change in the  
society with Corona

---

Expected to be continuous impact rather than transient

### To date



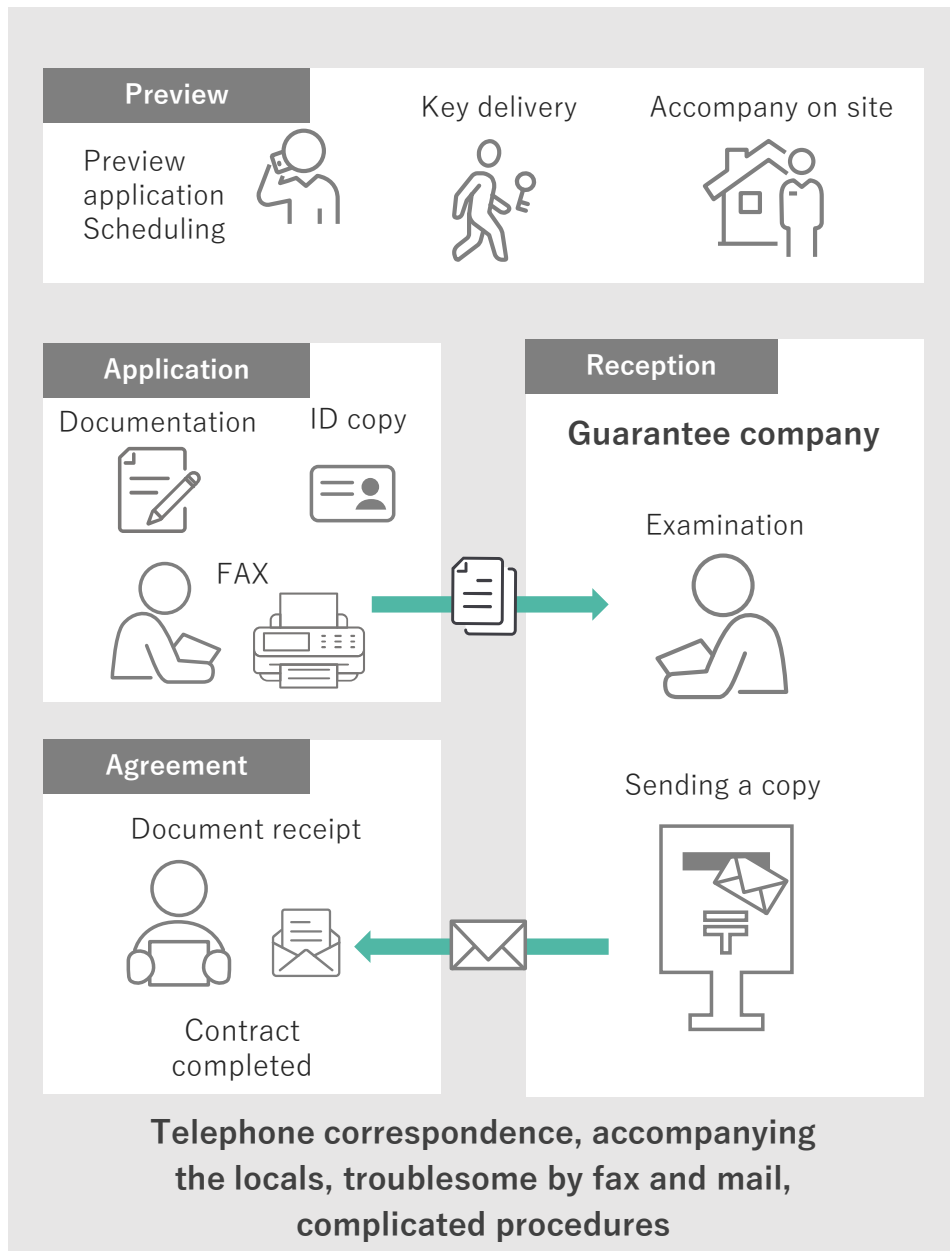
- Face-to-face communication
- Face-to-face meeting

### With corona

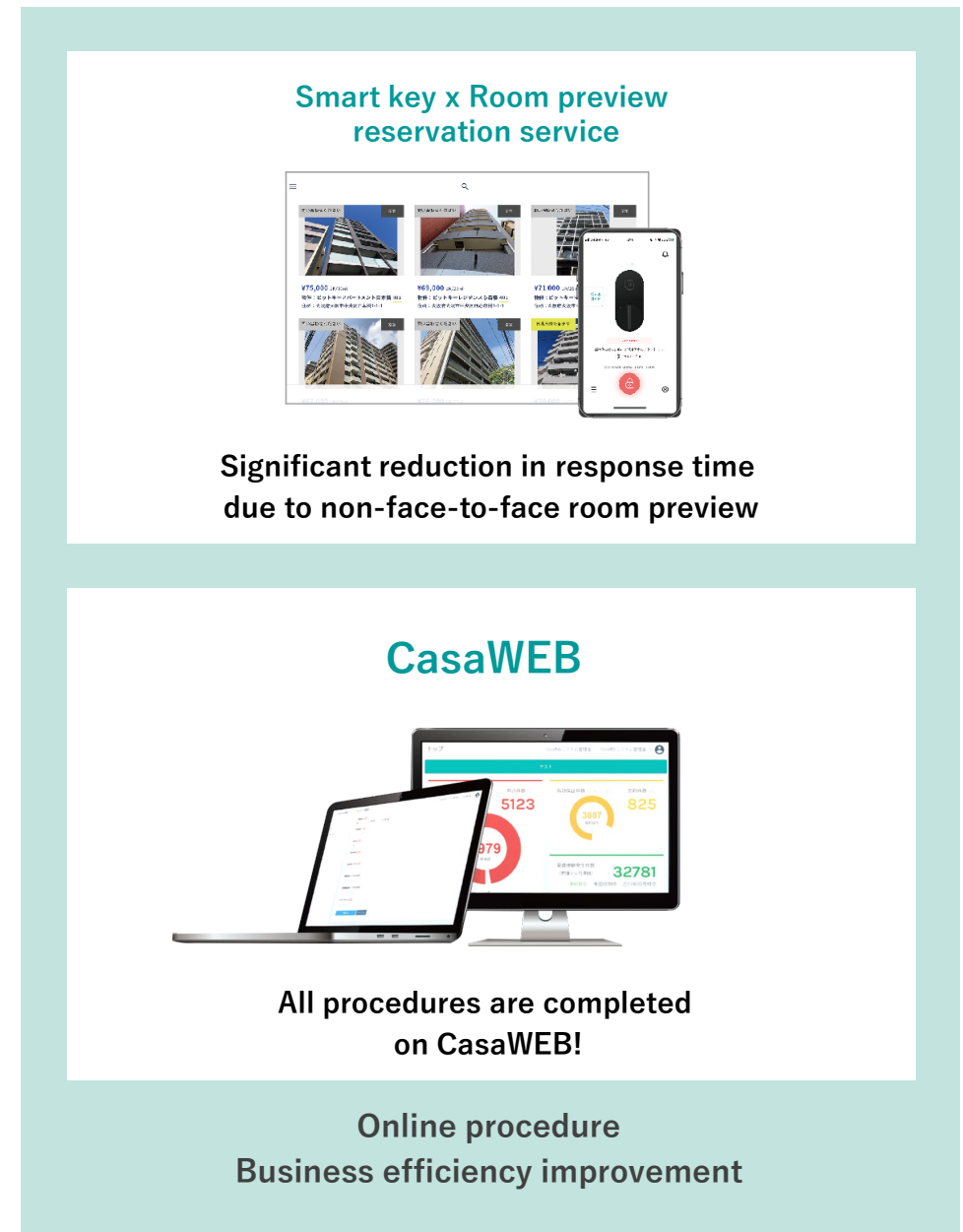


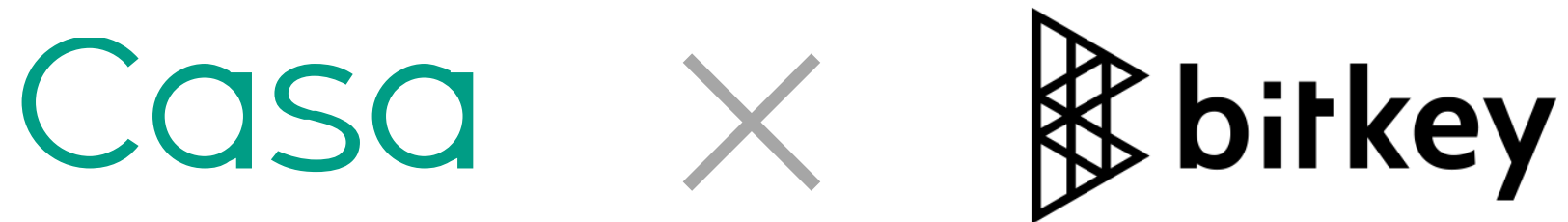
- Online communication
- Work at home, web conference

## to date



## from now on





Online preview system provided by 10,000 smart locks for free



Achieve a safe non-face-to-face  
room preview

Smart lock

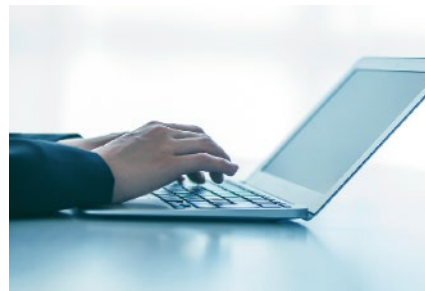


Online preview booking

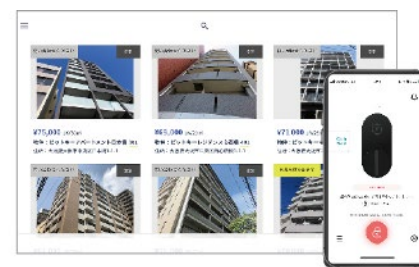
Scheduled to start service in June



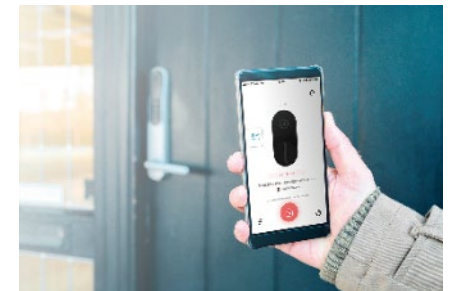
Easy installation



WEB registration of  
viewing dates



Online preview booking  
Send the key to the app



Easy unlocking with a  
smartphone

# Sales Strategy

---



家主  
ダイレクト



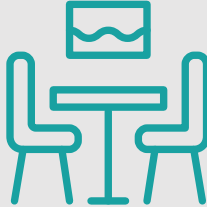




Value-up ↑

Supports stable rental management





Smart preview	Electronic contract	“Smartwith”	Joint guarantor service	Switching existing contracts
				
To be released in June	To be released in July	To be released in July	To be released in July	To be released in July
Improve work efficiency by self-view	Online contract procedure	Stock profit model for management companies	Accepting a joint guarantor for the Lease Agreement	Collective switching service from existing joint guarantors



## “Landlord Direct”

For more convenient and secure rental management

## Change of joint guarantor

- ✓ Protection of solidarity guarantor by civil code amendment
- ✓ Increase in work load on joint guarantor of management company due to amendment of civil law
- ✓ Increased risk to joint guarantor due to coronavirus

First in the industry

## Joint guarantor service

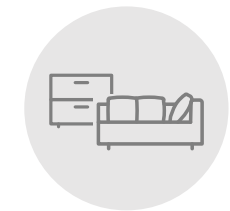
### Rent guarantee service



Rent management



Rent guarantee



Household insurance



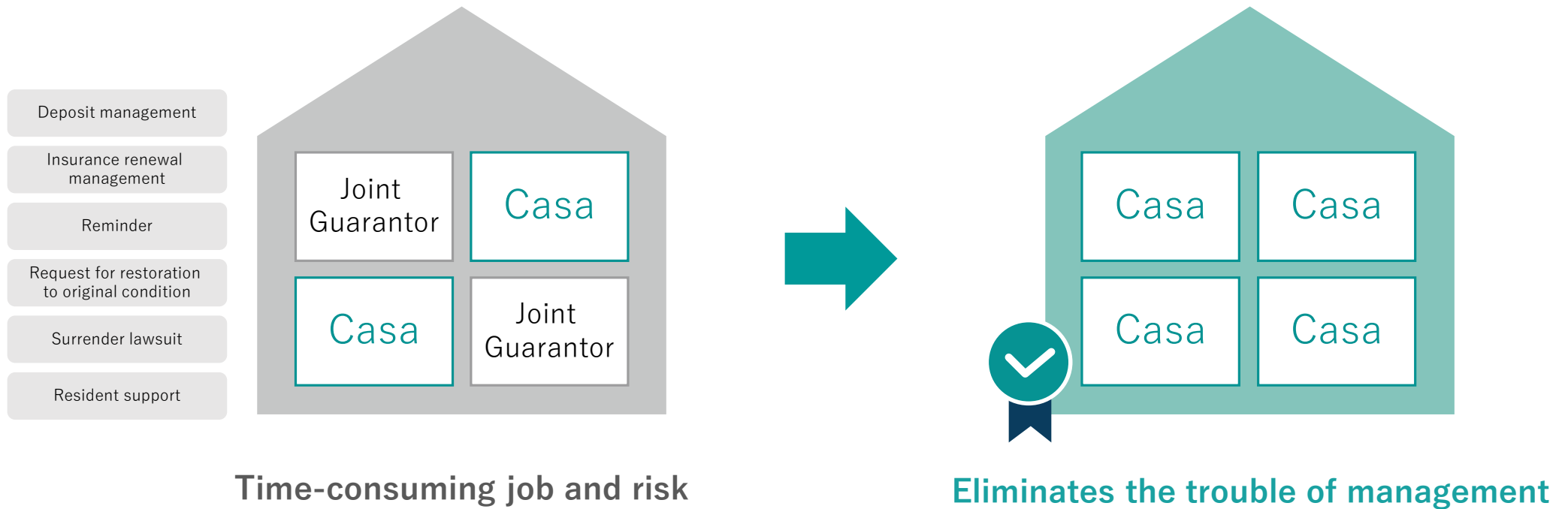
### Tenant service




Neighborhood trouble



Equipment trouble




**Point 1**




**Centralized management of rent**

**Point 2**



**Full guarantee details**

**Point 3**



**Effort & risk reduction**

## Providing a stock-type profit model to management companies

## “Smartwith”

**Smart lock**

Without a physical key  
Unlock with a smartphone

**Rush service**

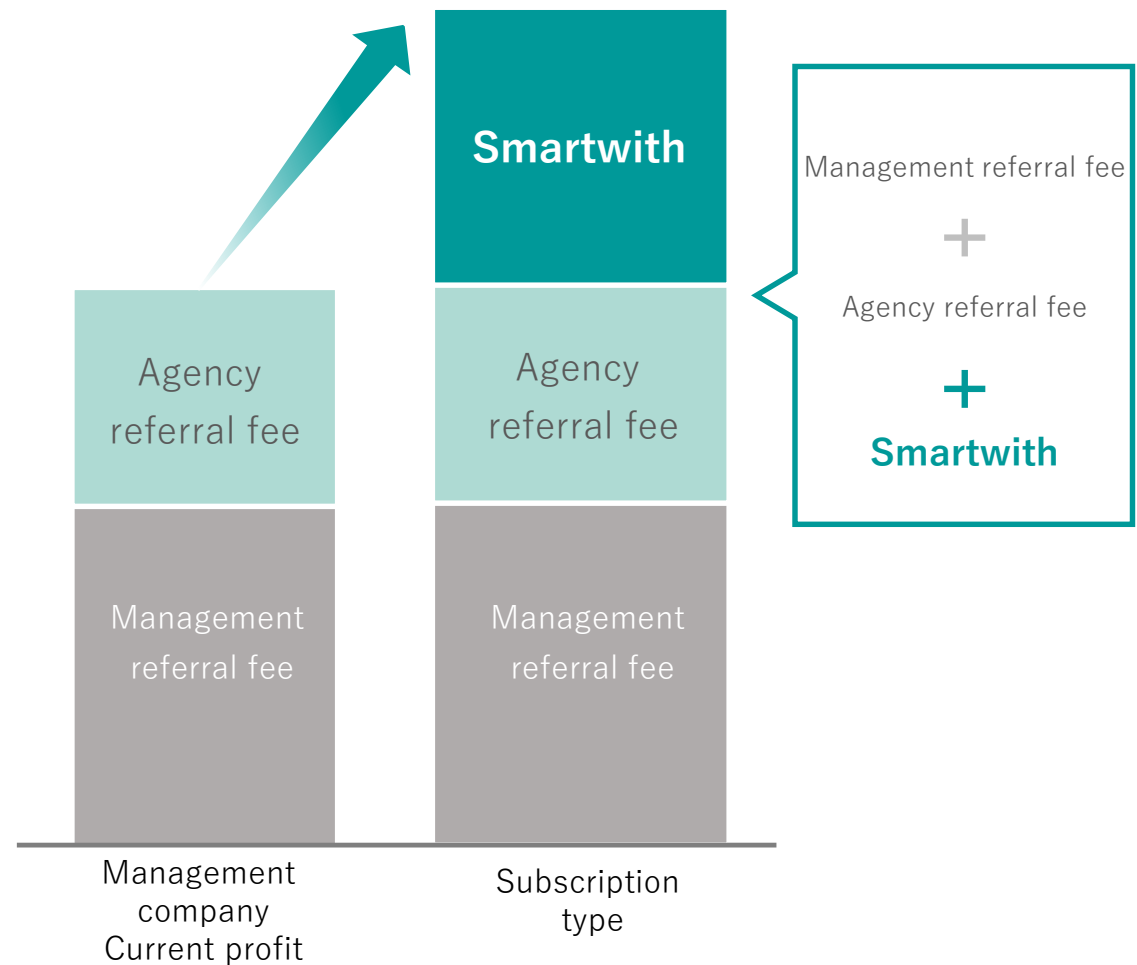
To life troubles  
Rush for 24 hours

**New power service**

Easy to new power  
switching!

**Complimentary services**

Useful for living  
complimentary  
services



# New service utilizing know-how of Rent Guarantee Supporting single parent families from unpaid child support



Guarantee

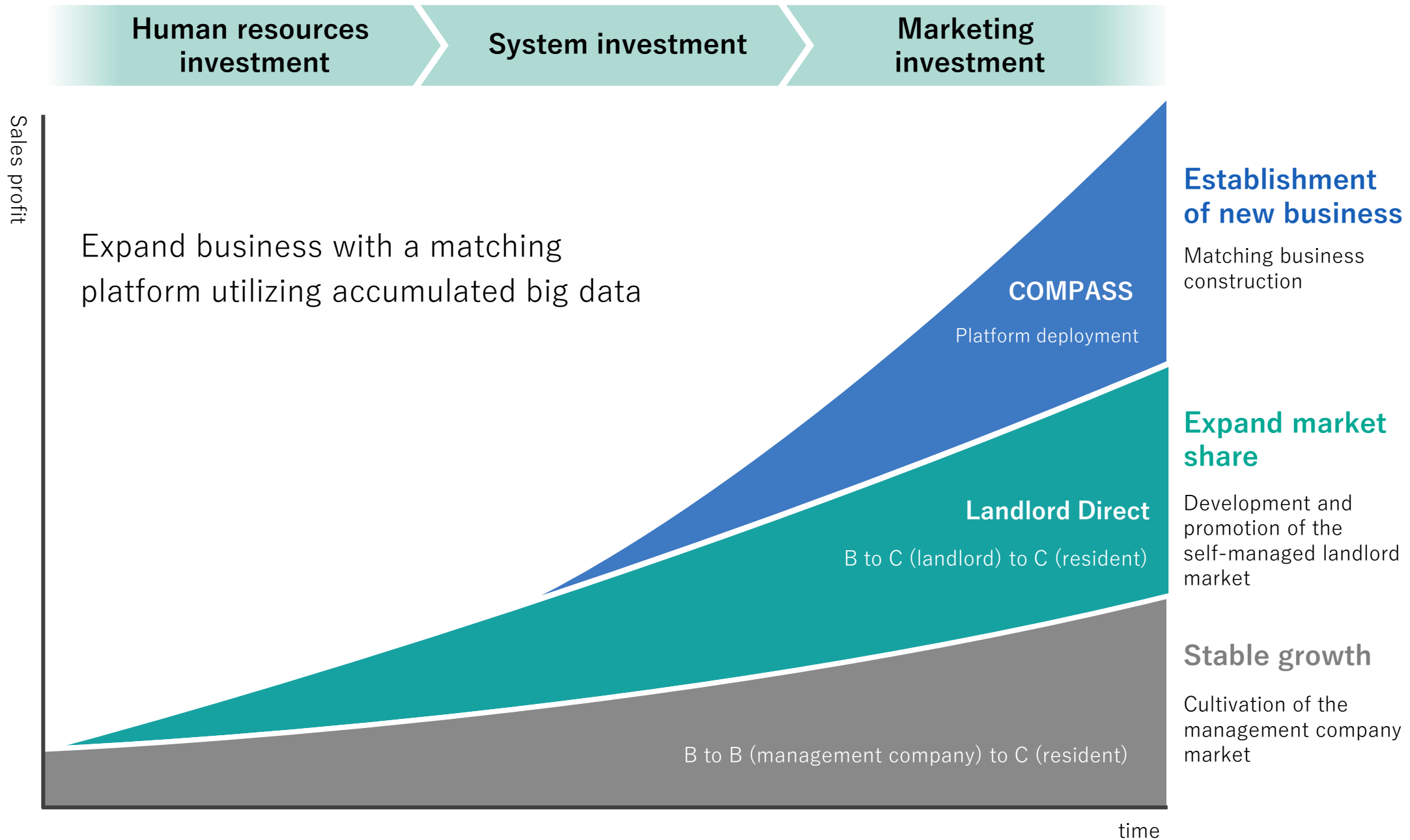


Housing



Independence  
support





三方良し

- In addition to our business and industry trends, this document also refers to our future prospects based on our current plans, estimates, forecasts or forecasts.
- These forward-looking statements carry various risks and uncertainties.
- Already known or unknown risks, uncertainties and other factors may or may not lead to different consequences than those contained in the statement of future prospects.
- We can not promise that our forward-looking statements are correct, and our results may differ materially from our forward-looking statements.
- The forward-looking statements in this document were made by the Company based on available information as of June 12, 2020, and reflect any future events or circumstances. The statement is not updated or changed.
- From the second quarter of the fiscal period ending January 2020, consolidated financial statements have begun. The year-on-year comparison is a comparison with non-consolidated results.