#### **Valuence**



# Valuence Group advances into real estate business Launches the "Nanboya Real Estate" brand

Based on the goal of helping everyone around the world live true to themselves, the Valuence Group offers life-changing value tailored to all our stakeholders. We hereby announce the start of our real estate business in Japan with the launch of a new real estate brokerage brand "Nanboya Real Estate" on Monday June 8, 2020, through the group company Valuence Real Estate Co., Ltd. (Headquarters: Minato-ku, Tokyo, Representative Director & President: Norihiko Shimura).

## Developing real estate business as a new business pillar

To date, through its reuse business and utilizing its vast body of data related to the purchase and sale of branded products, antiques, fine art, and other products, the Valuence Group has managed to change the value people attach to products by presenting them as assets.

Recently in Japan there has been growing interest in asset creation, which is aimed at protecting people and families due to concerns over the future—such as the super-aging of society and economic slowdown caused by the novel coronavirus pandemic.

Against this backdrop, the Group has positioned the real estate business as a new pillar of its growth strategy, and is aiming for sustainable growth by becoming an entity that enables each and every customer to consult on the administration and management of important real assets in their lives, such as branded goods, antiques, art, land, and houses.



## Responding to changes in life stages, consultations from living environments to asset restructuring

Nanboya Real Estate provides a real estate counseling counter at which qualified residential building traders with solid knowledge and experience make valuable proposals to help their customers' solve real-life decisions, such as "Which is better—to rent or purchase?" and "Is it time to buy, or sell?"

In addition to consulting on real estate transactions such as condominiums, detached houses, land, and apartments, the Valuence Group utilizes its accumulated know-how and industry links to provide advice on a variety of real asset restructurings.

#### Responding to people's various concerns



I want a single point of contact for the sale of valuable assets such as real estate, art, and branded goods



I want to know what living environment best suits me if my lifestyle or life stage changes



I want to know the asset value of my house



I want to organize my assets now to avoid my family fighting over the inheritance



I don't want to burden my family with managing my assets

We intend to provide services within Tokyo and Kanagawa initially, with a view to expansion to include other major cities in Japan in the future. We will also strive to improve and extend services without being bound by the traditional concept of real estate, and aim to improve life-time value and further expand our business in the Valuance group as a whole

#### ■ Nanboya Real Estate Overview

- ☐ Service start: Monday, June 8, 2020
- ☐ URL:https://nanboya-fudosan.com/(Link)
- ☐ Contact: Telephone 03-4580-9983

Mail vre@valuence.inc

☐ Areas covered: Tokyo, Kanagawa Prefecture (excluding some municipalities)

Valuence Real Estate Co., Ltd. https://www.valuence.inc/realestate/(Link) (Available only in Japanese)

Valuence Holdings, Inc. https://www.valuence.inc/<u>(Link)</u> (Available only in Japanese)



- · Representative Director and President: Norihiko Shimura
- · Head Office: Shinagawa Season Terrace 28F, 1-2-70 Konan,

Minato-ku, Tokyo

- · Business Lines: Real estate brokerage, other related businesses
- · Securities code: 9270
- · Established: December 28, 2011
- · Representative Director and President: Shinsuke Sakimoto
- · Head Office: Shinagawa Season Terrace 28F, 1-2-70 Konan,

Minato-ku, Tokyo

• Business Lines: Strengthening operations and management of the Group as a whole, planning and formulating strategies, and maximizing corporate value

Established: March 2, 2020