



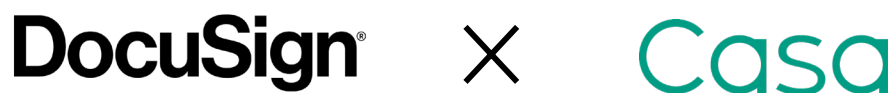
October 23, 2020

Casa Inc.

## Started providing "electronic contract service" in cooperation with DocuSign

~ Supporting the promotion and acceleration ~

We have started to provide electronic contract services in cooperation with DocuSign, the world's largest digital signature and contract company, for the purpose of improving operational efficiency and productivity of real estate companies.



We are actively promoting digital transformation (hereinafter referred to as DX). As one of the measures, we have started online, non-face-to-face, and paperless.

We have introduced DocuSign's cloud-based electronic signature tool "DocuSign eSignature" to our service "CasaWEB" for real estate companies, enabling electronic contracts for Guarantee Contract and Lease Agreement.

As a result, it is possible to improve the operational efficiency of real estate companies, such as eliminating the time between obtaining contracts and paperless offices.

CasaWEB enabling electronic contracts for  
Guarantee Contract and Lease Agreement !



## 【Background】

In the real estate industry, it is customary to conclude face-to-face contracts using "paper" and "seal".

In the real estate leasing business, various documents such as lease agreement, guarantee contracts, explanations of important matters, etc. are exchanged and stamped. The problem with such contract work is that it takes a long time and has a high load.

The revised Civil Code of April 2020 also stipulates "freedom of contract method" and stipulates the general principle that no document is required to conclude a contract.

In addition, it is expected that face-to-face contract work will become even more unnecessary in the future due to the recent promotion of non-face-to-face support due to the COVID-19 and the recommendation that the government does not require a seal.

## [Advantages of electronic contracts]

### ■ Cost reduction

It will be possible to reduce the cost of stamps, mailing / envelopes, labor costs, storage costs, etc. related to contracts that real estate companies have been burdened with.

### ■ Business efficiency

For residents and owners, the process of stamping and mailing documents is no longer necessary, and contracts can be concluded through PCs, smartphones, tablets, etc., saving time and effort. In addition, real estate companies can reduce the time and effort required to manually enter contract information by linking with the Casa's web application service of the rental management system.

### ■ Speeding up contract conclusion

You no longer have to schedule face-to-face contracts, and you can shorten the time to conclude a contract by completing the Lease Agreement and Guarantee Contract on the Web.

We will continue to provide various IT services to the real estate industry as part of DX, improve productivity and customer satisfaction, and aim for further development of the industry.

## [Overview of DocuSign]

DocuSign is the most used electronic signature in the world, used by more than 750,000 companies in 180 countries and used by more than hundreds of millions of people. In Japan as well, it is used in various industries such as real estate, pharmaceuticals, manufacturing, finance, information / communications, and IT services, realizing digital transformation and improving operational efficiency and productivity.

Company HP: <https://www.docusign.jp/>