



Financial Results

for the First Quarter of the Fiscal Year Ending March 31, 2023

August 2022

PROPERTY AGENT, Inc.

(Securities Code: 3464)

Company

PROPERTY AGENT, Inc.

Headquarters

41F Shinjuku I-Land Tower,
6-5-1 Nishishinjuku, Shinjuku-Ku,
Tokyo, Japan

Representative

Sei Nakanishi
President and Representative
Director

**Incorporation
date**

February 2004

Share capital

616,119 thousand yen

**Directors and
employees**

352 persons
(consolidated basis/as of June
30, 2022/including non-full-time
employees)

Businesses

DX Real Estate Business
DX Promotion Business

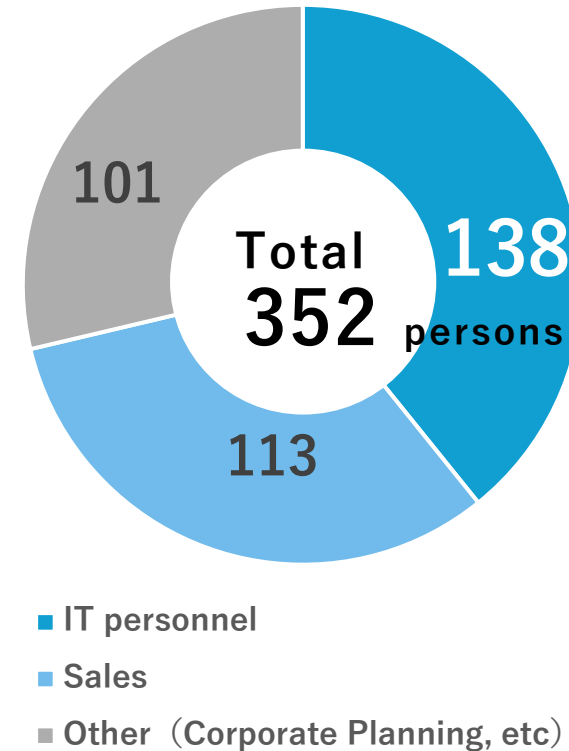
**Major group
companies**

DXYZ Co.,Ltd.
Avant Corporation.
Berners Inc.

The rate of IT personnel such as engineers is high at approximately 40%.

The number of IT personnel such as engineers to promote DX is 138 persons. IT development capabilities are our strength that supports our business model.

Group-wide job composition



Introduction of our team of directors with extensive backgrounds in the IT industry



Avant Corporation. Representative Director, CEO
Masachika Suzuki

Founder of Avant Corporation., whose businesses are system consulting, service planning and provision, and system development, utilizing the knowledge of the IT industry he learned while studying in the United States. He has been leading a group of IT professionals with outstanding technical skills for more than 10 years.



Avant Corporation. Director, COO
Hideyuki Kinoh

He has promoted the development of property distribution systems for real estate management as the head of the Web Solution Development Department since the early days of IT. He has extensive experiences in web solutions and system management, mainly in the real estate industry, for many listed companies, and has extensive knowledge in the ReTech field. In 2020, he joined Avant Corporation. and he was appointed as Director and COO.



Berners Inc. Sales Headquarter Executive officer
Teppei Sasaki

After graduating from El Camino College in California, he began his career in human resources sales. After working in sales in the flash marketing area, he joined SunBridge Inc. in 2016. After his experiences in product sales and solution sales, he was appointed as a Sales manager in 2018, CRO in 2020. He joined Berners Inc. in 2022 and has been with the company ever since.



Berners Inc. Crowd Integration Headquarter, Executive officer
Yuri Naka

After graduating from Meiji University, School of Science and Technology, Department of Applied Chemistry. Engaged in SI projects ranging from core system development to cloud solutions, which is mainly Salesforce. After consulting on CRM implementation and defining business requirements to implementation in various industries, he worked on organizational management and promotion as a head of the development department at Uhuru Corporation.



DXYZ Co., Ltd. President and Director
Shintaro Kimura

After graduating from Keio University, Faculty of Law, Department of Law. He joined the ICT Business Division of Mitsui & Co., Ltd. where he was engaged in investing in U.S. and Israeli cyber security companies and developing services in Japan. He was then temporarily transferred to Mitsui Electronics Inc., where he worked on PM for the launch of DX services for the logistics industry, and in April 2021, he was appointed as President and Director of DXYZ Co., Ltd.



**PROPERTY AGENT Inc. Corporate Planning Department,
General Manager**
Takashi Sato

In 1997, he joined Softbank Corp. and worked mainly in security solutions. He engaged in O2O construction, planning and construction of online business models, and experienced various projects such as Pepper Web reservation system and PayPay launch, etc. He joined PROPERTY AGENT Inc. in 2019 and participated in the launch of Rimple, which is a real estate crowdfunding. Currently he is leading In-house DX promotion.

Overview of financial results for the first quarter of the fiscal year ending March 31, 2023

- **Strong start** for the group as a whole toward achieving increases in net sales and profit for **20 consecutive fiscal years**
- **Net sales** from DX Promotion Business **increased significantly** due to increases in orders at existing subsidiaries and the effect of M&A.
- **Sales** in the DX Real Estate Business are **strong**, with digitization enabling efficient matching to strong needs.

Net sales

8,066 million yen

Operating profit

711 million yen

DX Real Estate Members

153,506 persons

Number of units of sales
of real estate

226 units

Units for rent
under management

3,787 units

Units for the buildings
under management

4,403 units

Number of
active SI project ⁽¹⁾

112 projects

※As of the end of June 2022

(1) The number of active projects refers to the number of active DX support projects in the DX promotion business.

Horizontal expansion of know-how accumulated in DX Real Estate Business in DX Promotion Business

DX Real Estate Business

Real Estate Development and Sale Business, Smart Second Business, Property Management Business

Crowdfunding Business



- **Supporting clients' asset formation through the sale, purchase, lease, and management of real estate**
 - Productivity enhancement by attracting customers through web marketing and in-house DX such as AI assessment and SFA optimization
 - A comprehensive leasing management system with high customer satisfaction, including tenant management and consultation on the sale of properties.
- **Activation of investors and effective use of assets through small-lot real estate investment using DX technology**
 - Crowdfunding system operation
 - Real Estate Coin operation that allows points from other companies to be invested within RIMPLE

DX Promotion Business

DX Support/Other business



FreeiD Business



- **Tailor-made DX support for various industries**
 - System consulting using AI machine learning and image recognition technology
 - Development of a system to promote the efficiency of sales operations and increase the number of business negotiations in the real estate industry through IT-based explanations of important matters and electronic contracts, etc.
 - DX support for various industries other than the real estate industry
- **Providing smart city solutions through the development of facial recognition platform services**
 - Development of "FreeiD", a facial recognition ID platform service
 - Social contributions such as keyless entry for condominiums and business offices, enhanced security for unstaffed stores and daycare centers, etc.

Highlight of the first quarter of the fiscal year ending March 31, 2023

- We have entered into a basic agreement to **acquire the business** of Career Bridge Inc. for further DX promotion.
- Mr. Nakanishi, our representative, took the rostrum at the "Management Seminar in Rental Housing Fair" on the theme of the realities of DX-promoting companies.
⇒ Contributed to **Lead Generation** for DX support projects
- Accelerating the paperless transition by preparing real estate purchase and sales contracts based on fully online
⇒ **Continued evolution** of DX Real Estate Business

We entered into the basic agreement to acquire the business of Career Bridge Inc. for further DX promotion.

In order to accelerate growth of our focused DX promotion business, we have resolved the basic agreement to acquire the system consulting, project management support, and system development business of Career Bridge Inc.

Berners Inc., which is engaged in system integration, has human resources who can play an active role in the businesses subject to this acquisition of business, and we believe that it will be one of the drivers of exponential growth in the DX promotion business, and we will aim for further expansion through this acquisition of business.



【Company Overview】

■ Company name	Career Bridge Inc.
■ Location	2-6-2, Otemachi, Chiyoda-Ku, Tokyo, Japan
■ Incorporation date	April 2015
■ Representative	Yasushi Ishikawa, Representative Director
■ Businesses	Engineer counseling System consulting/supporting project management System development

Financial results overview

Financial Performance Highlights

(Millions of yen)	FY2022.3/Q1	FY2023.3/Q1	Change	Change%
Net sales	8,741	8,066	-674	-7.7%
Operating profit	781	711	-70	-9.0%
Ordinary profit	713	648	-65	-9.2%
Profit attributable to owners of parent	488	439	-48	-9.9%

BS Highlights

(Millions of yen)	FY2022.3	FY2023.3/Q1	Change	Change%
Total assets	31,982	31,165	-816	-2.6%
Cash and deposits	7,908	6,838	-1,069	-13.5%
Inventories	21,955	22,158	+202	+0.9%
Interest-bearing liabilities	20,058	19,753	-304	-1.5%
Net assets	8,220	8,438	+218	+2.7%

Business overview

DX Real Estate Business Segment PL

As a result of continuous membership acquisition, the number of DX Real Estate Members has increased to **over 150,000 persons**.

We have been able to achieve efficient sales through digitalization in response to strong real estate needs. As a result, the **sales situation is favorable**.

Although **there are many sales that have not yet been recorded** because they have not yet been delivered, we recorded the same level of net sales as in the previous year.

Progress is being made as planned toward achieving increases in net sales and profit for 20 consecutive fiscal years.

We aim to achieve further growth in this business, which is the pillar of our revenue, toward 100 billion yen in net sales.

DX Real Estate Segment total				
(Millions of yen)	FY2022.3/ Q1	FY2023.3/ Q1	Change	Change%
Net sales	8,741	7,767	-973	-11.1%
Segment profit	1,089	953	-135	-12.4%

Deployment of DX real estate platform adapted to customer needs

We have deployed platforms tailored to customer needs, including the real estate investment crowdfunding "Rimple" and the real estate investment information site "Real Estate Investment Times."

Service operations tailored to social conditions and customer needs



- Investments can be made from 10,000 yen per unit.
- Operation of real estate coins that can utilize points from other companies

不動産投資Times

プロが伝える資産運用のイマ！

- Over 300 columns have been delivered.
- Real estate investment professionals support as dedicated advisors.

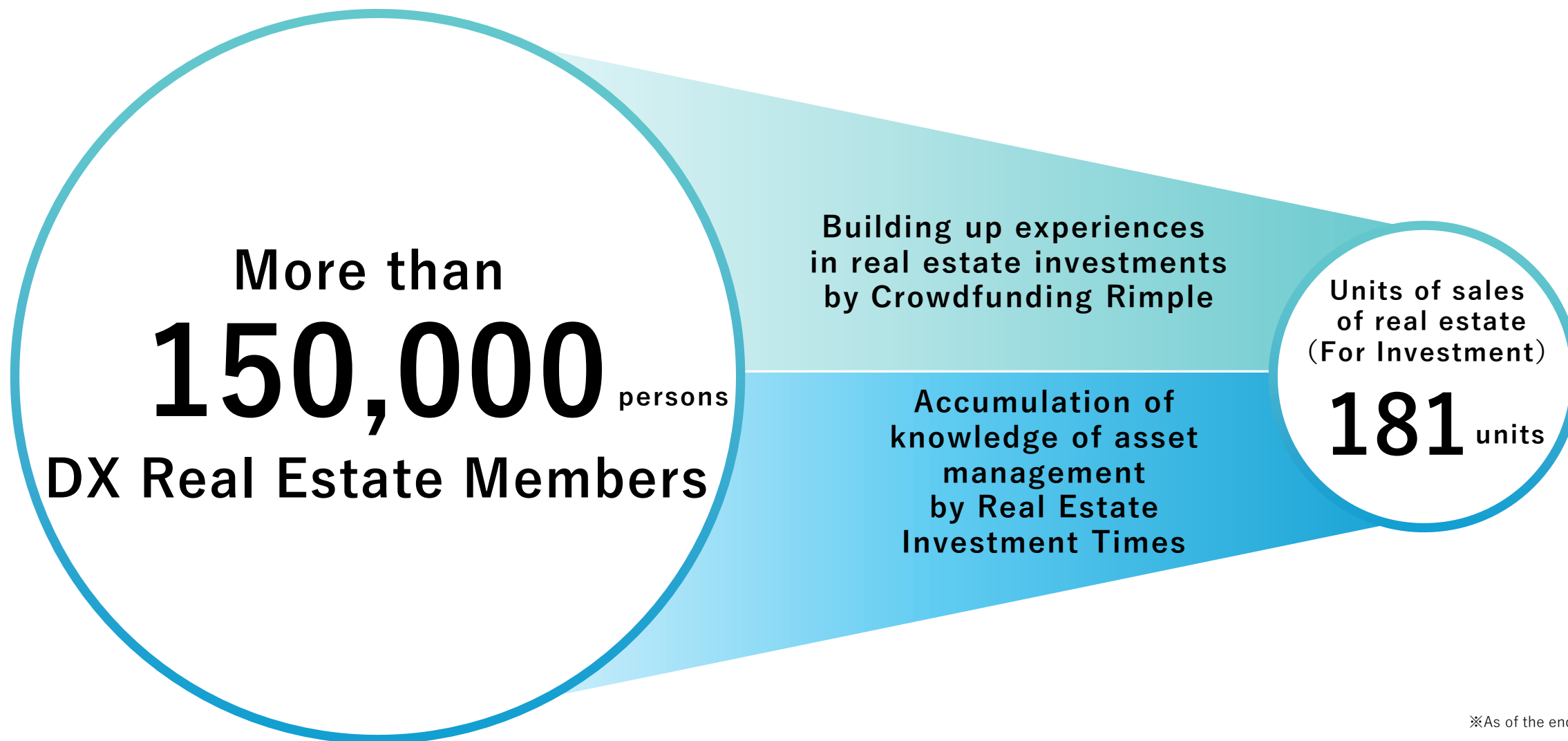


Number of
DX Real Estate Members

➡ **153,506** persons

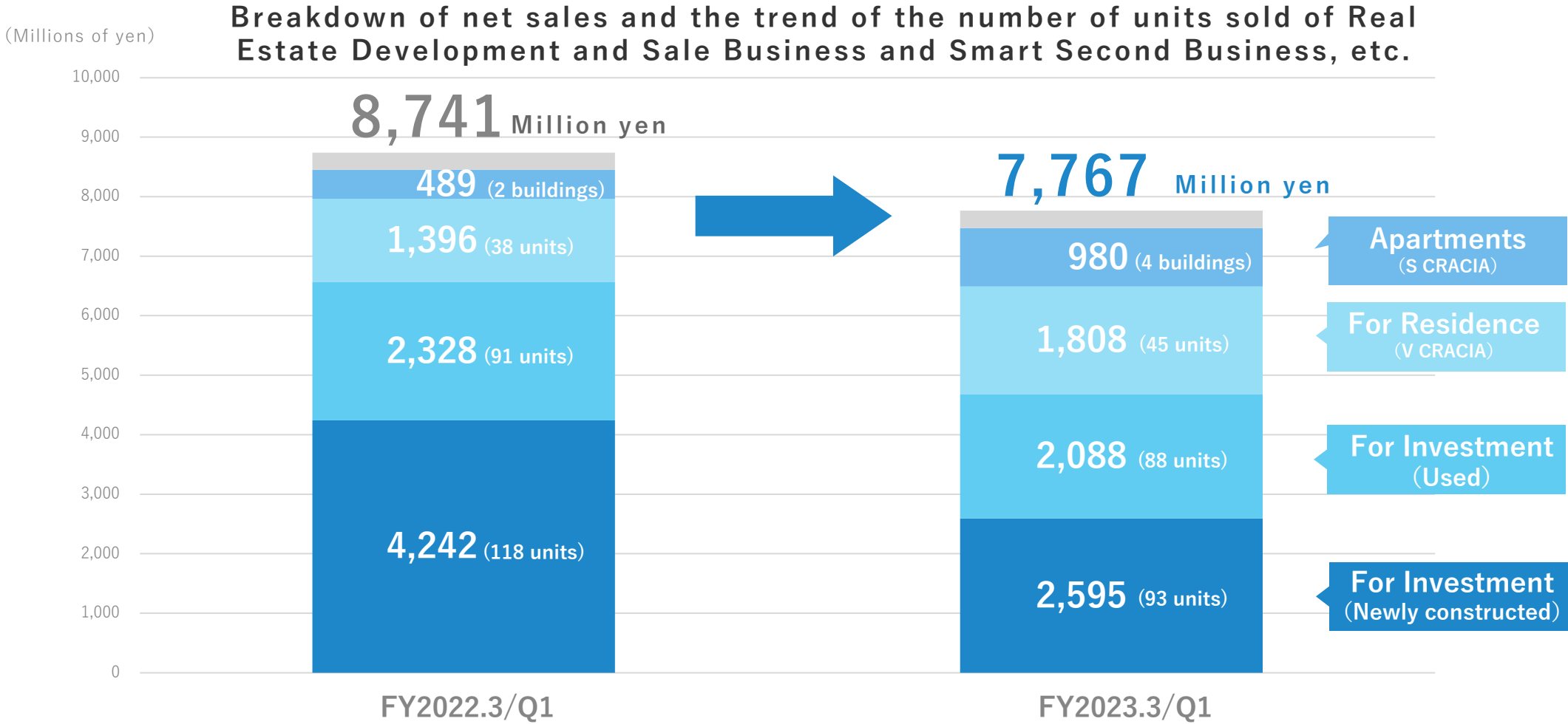
※As of the end of June 2022 · Total number of Rimple and Times members

Diversified product offerings tailored to the needs of DX Real Estate Members

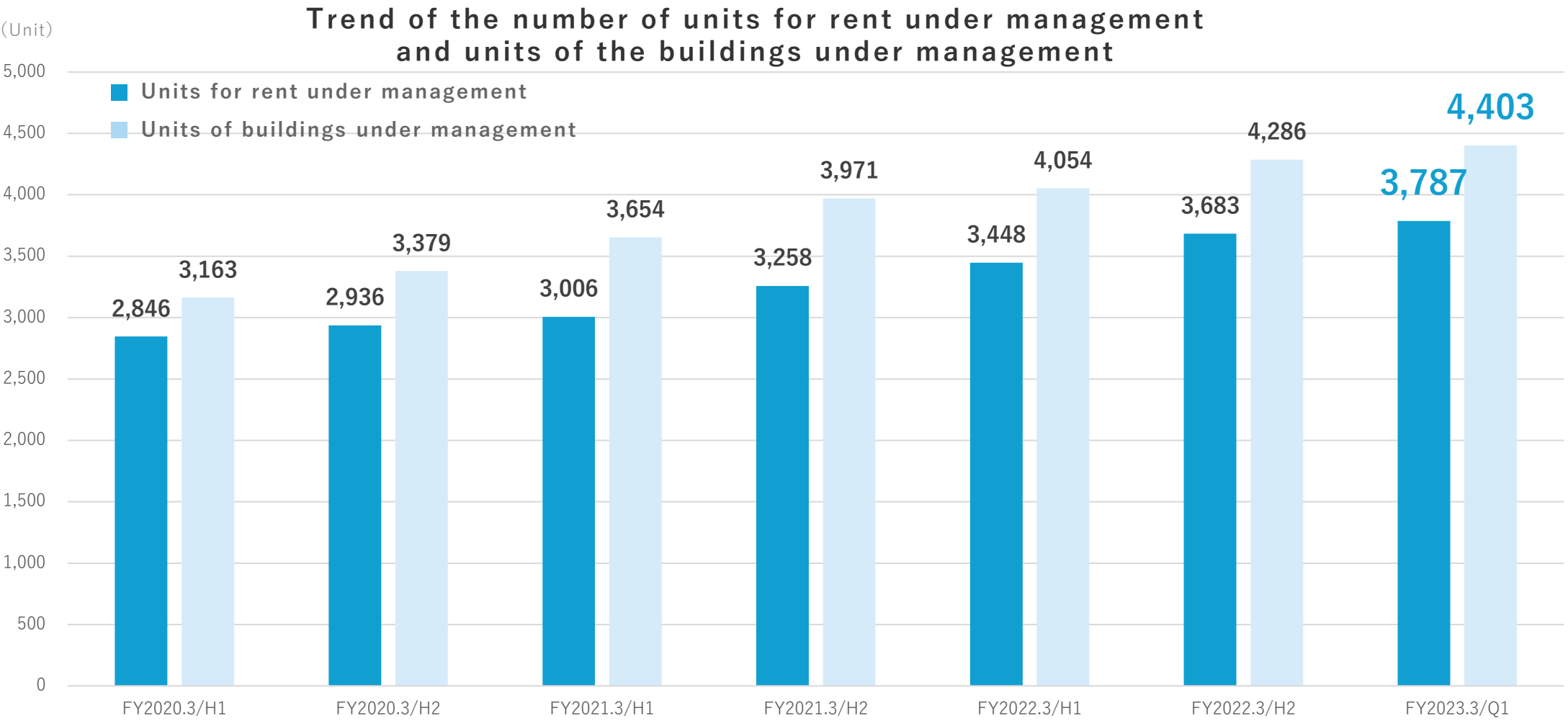


※As of the end of June 2022

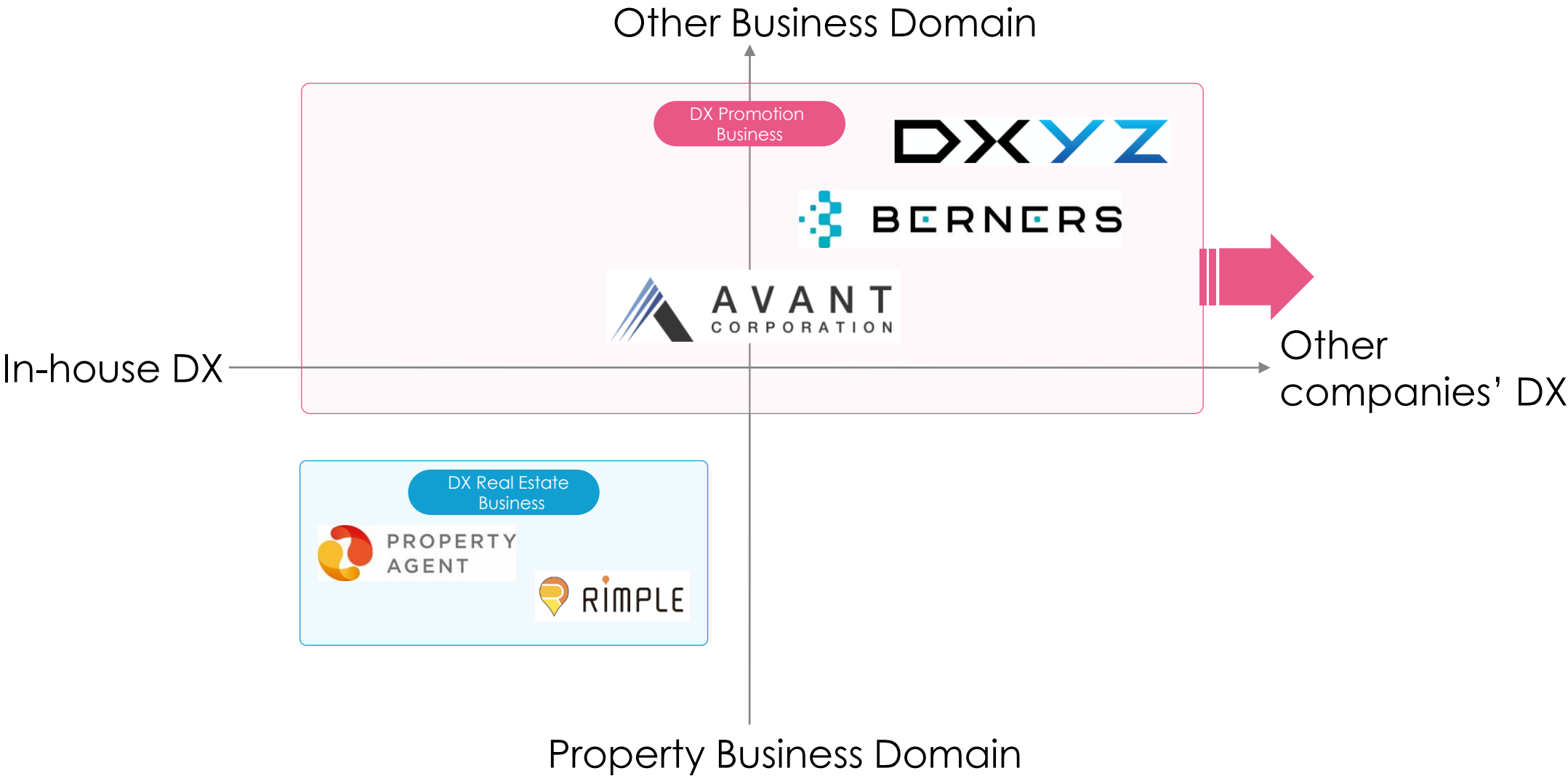
Net sales and the number of units sold remained steady by offering products tailored to customer needs. (Not yet delivered/unrecorded sales exist.)



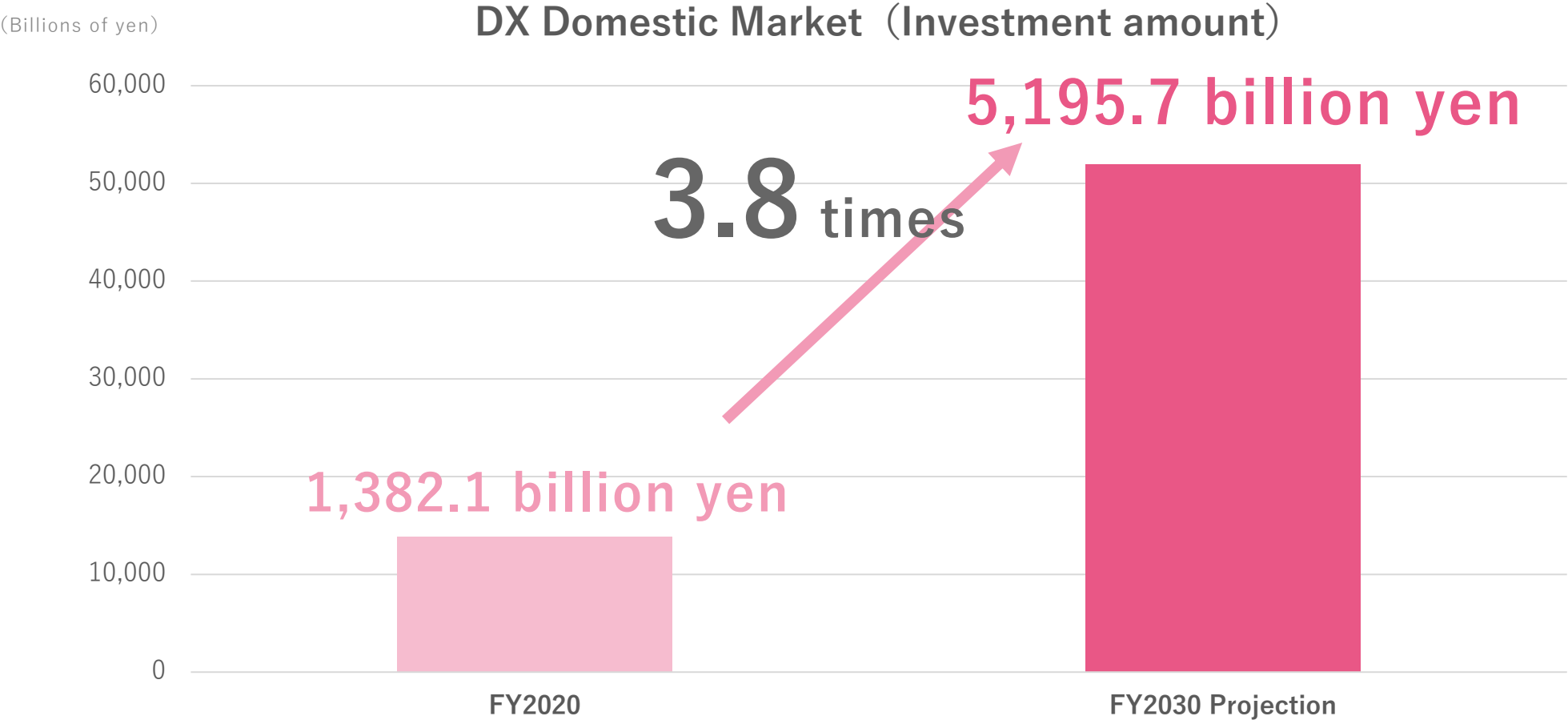
Expansion of stock revenues through increases in the number of units for rent under management and units of the buildings under management



Utilizing the knowledge gained from DX Real Estate Business in the DX Promotion Business



DX market expected to continue to expand



Prepared by us based on Fuji Chimera Research Institute, Inc. “2022 Digital Transformation Market Future Prospects”

Steady growth in net sales from DX support

FreeiD, one of the growth drivers, steadily **expanded** its solution introduction and **net sales grew**.

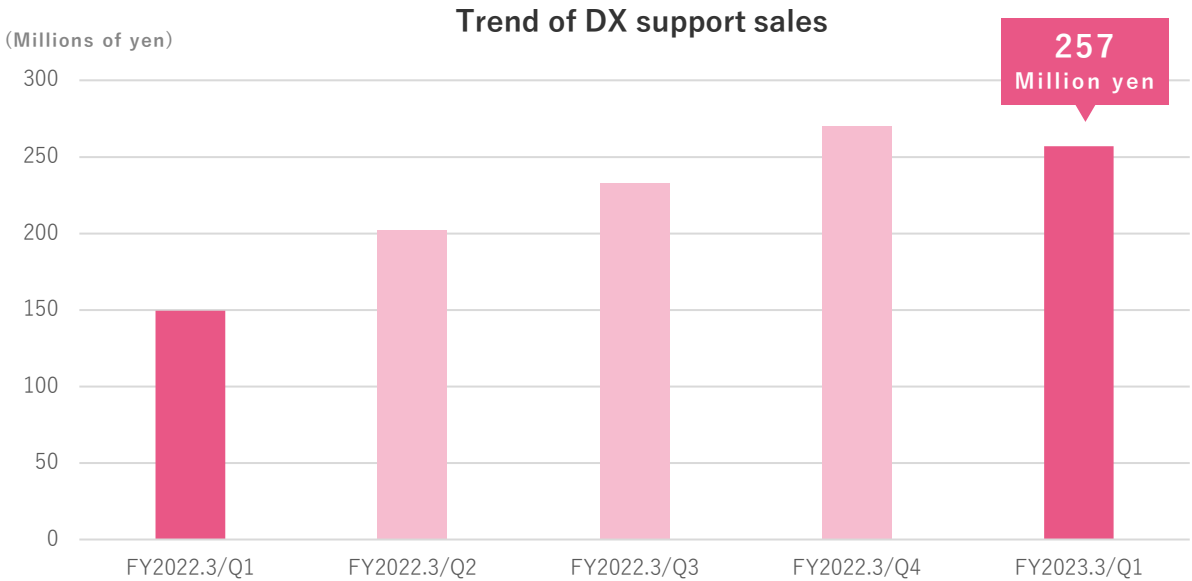
DX support deployed by Avant Corporation. also **contributed significantly to net sales growth** with a **significant increase** in the number of active projects, compared with the same quarter of the previous fiscal year.

Although Berners Inc. is in the early stage from its incorporation date, it has been **receiving orders steadily**.

As a result, net sales from DX Promotion Business for the first quarter of the fiscal year ending March 31, 2023 **grew significantly to 330 million yen**.

We remain committed to expanding net sales in the DX promotion business.

(Millions of yen)	DX Promotion Segment total	DX Support	FreeiD
Net sales	330	257	68
Segment profit	31	6	5

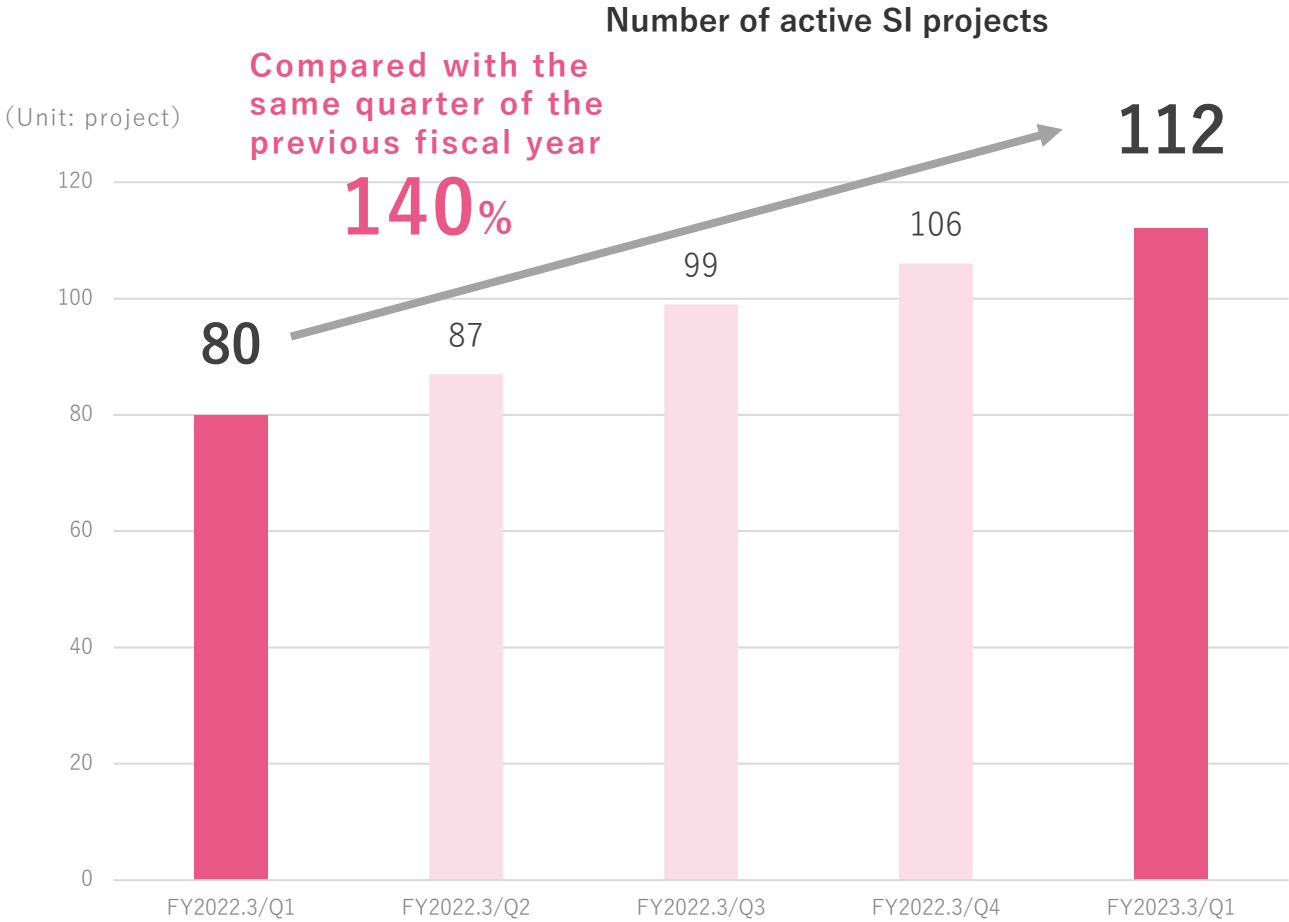


※ The method of aggregating net sales by service has been changed from the current consolidated fiscal year, and the graph above shows net sales of Avant Corporation on a non-consolidated basis.

Steady progress in the number of active projects for cross-industry DX support

Seizing the opportunity of recent DX demand, the number of active projects in DX support **expanded steadily**.

By expanding this business to other industries, we aim to acquire projects at an even faster pace.



Development Case 01

Entrance unlocked by facial recognition

IoT condominiums that do not require a key

ISSUE

Taking the key out of the bag and entering the PIN to open the smart lock are time-consuming and cumbersome when hands are occupied with luggage.

SOLUTION

“FreeiD”, which converts facial information into a common ID platform, is developed and installed at condominium entrances. Residents are able to open the door and enter the condominium and the room with hands-free by simply holding their faces over a facial recognition device.

PRACTICAL USAGE

Facial recognition with time-limited One Time(Key rent) functionality is also included. If a family member or friend without a key wants to enter the room, they can enter the condominium by the facial recognition.



Development Case 02

System to automatically generate floor plans for web publication from design drawings

ISSUE

Creating floor plans for web publication takes costs and requires a lead time to create because of the work required to color-code each room, etc.

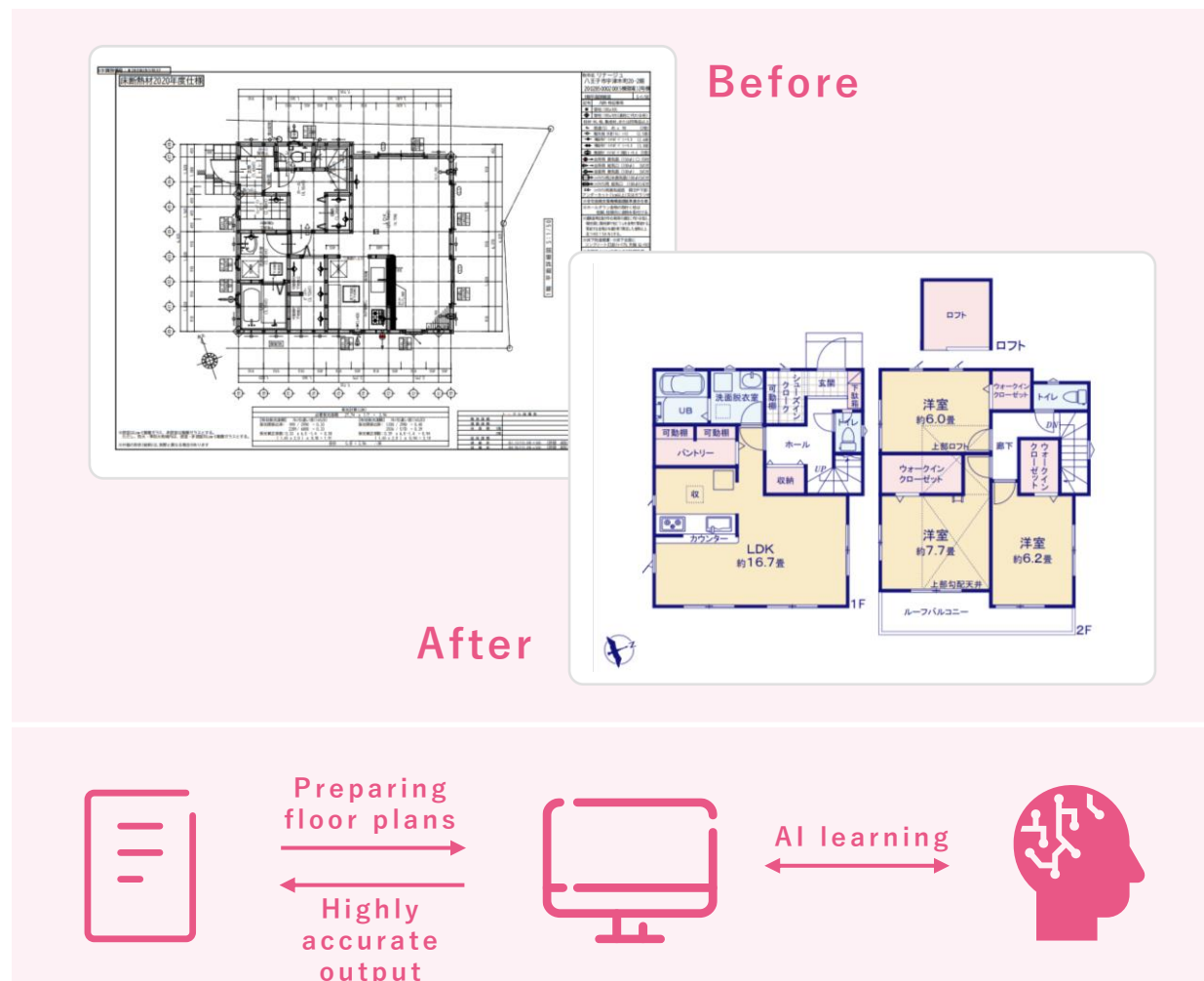
SOLUTION

Floor plans for web publication are semi-automatically output by AI learning of architectural design drawing data.

By repeating the output process, the AI can learn the common elements of each floor plan and improve its proficiency and accuracy.

PRACTICAL USAGE

By recognizing similar patterns from a large number of images, it can be applied to output based on business requirements and rules. It can also be applied to search systems for design drawing by extracting certain elements such as dimensions, configuration, and orientation from design drawings and storing them in a database.



Development Case 03

Semi-automated creation of highly accurate business revenues/expenditures with AI-based rent assessment

ISSUE

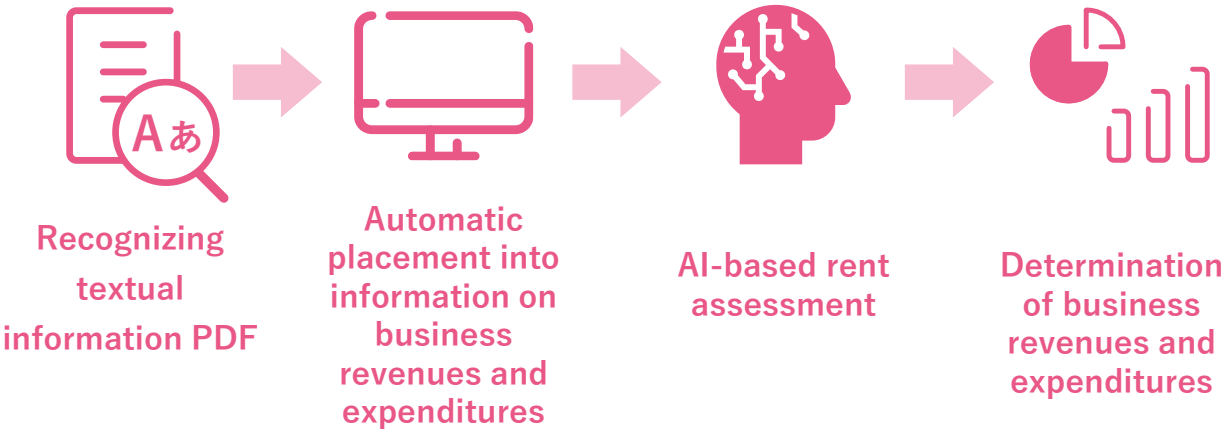
In the preparation of business revenues and expenditures for property purchase, necessary information was input by manpower, and rent assessment was based on the experience of the person in charge, making it a personalized process.

SOLUTION

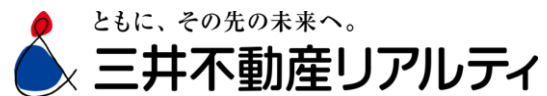
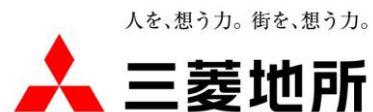
Recognizes textual information in PDFs and automatically places it in the business revenue and expenditures. In addition, data-driven and highly accurate revenues and expenditures can be prepared based on rent assessment performed by AI. This greatly reduces costs incurred from manual input work.

PRACTICAL USAGE

By giving unique IDs to properties, it is possible to collect data on area characteristics, price quotes, etc., and also to manage the progress of the purchasing staff. The accumulated data can be utilized to realize less wasteful purchasing operations.



Clients that we work with are various leading companies.



Number of
DX promotion and support
services provided

41 companies

※As of the end of June 2022
Only companies that have given permission to be listed are listed.

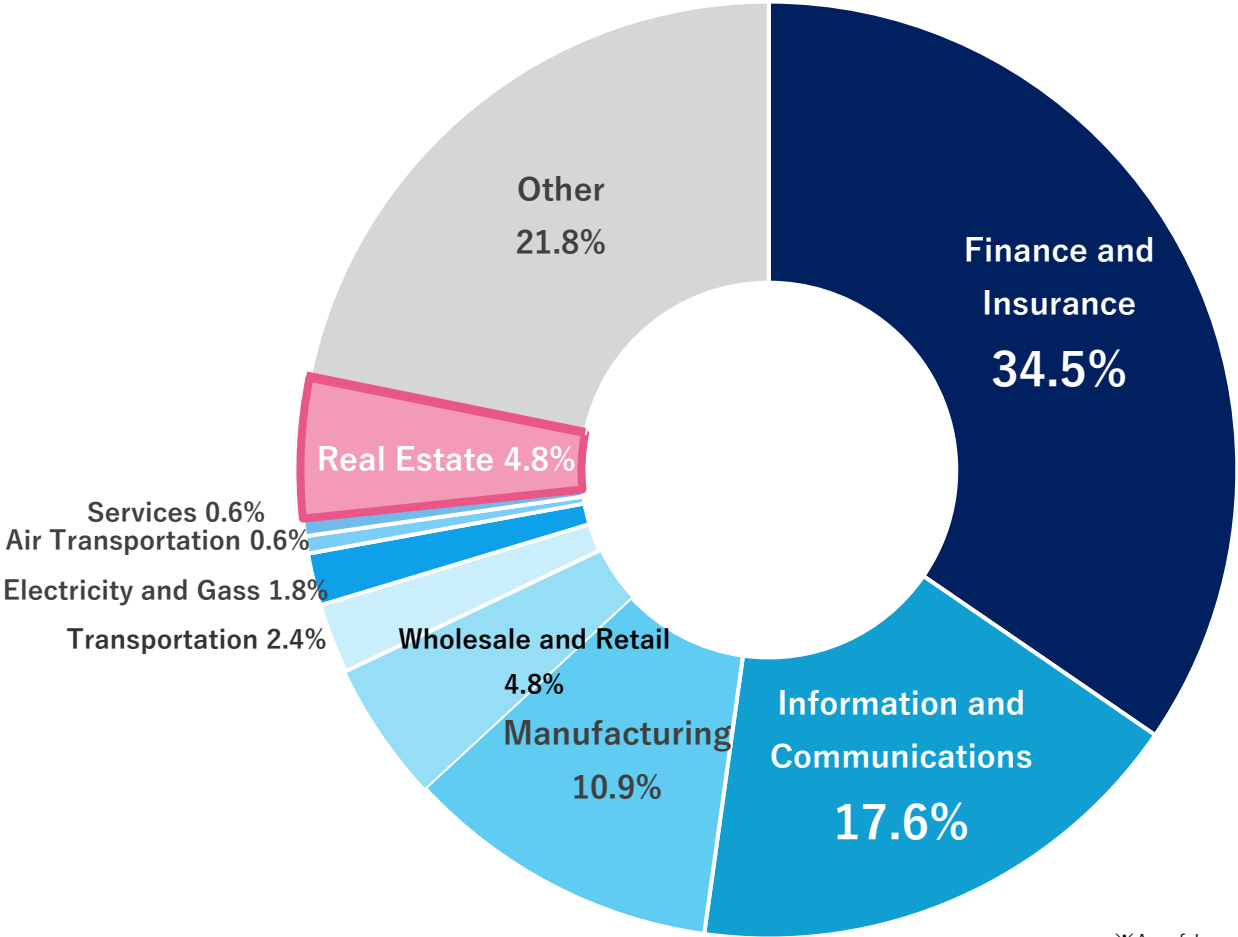
Composition ratio of DX support services that can be provided widely across industries

We provide DX support services to a variety of industries, primarily in the Finance and Insurance industry.

Client Portfolio by Industry

Non-real estate industries 95.2 %

Real estate industry 4.8 %



※As of June 2022

Smart City Solution by Facial Recognition SaaS Platform “FreeiD”

FreeiD Business is the smart city solution business using the "FreeiD" facial recognition SaaS platform.

We contribute to the creation of sustainable cities by providing SaaS and PaaS to address various urban issues through our technology development capabilities. We aim to realize a society in which everyone can live with peace of mind.

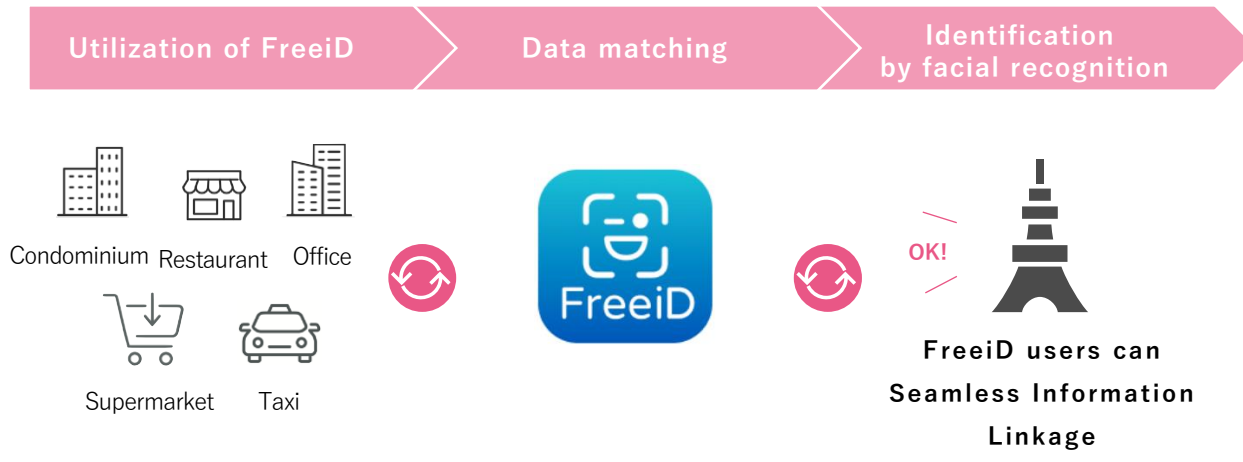


FreeiD was adopted as the entrance service for the esports park "RED° TOKYO TOWER."

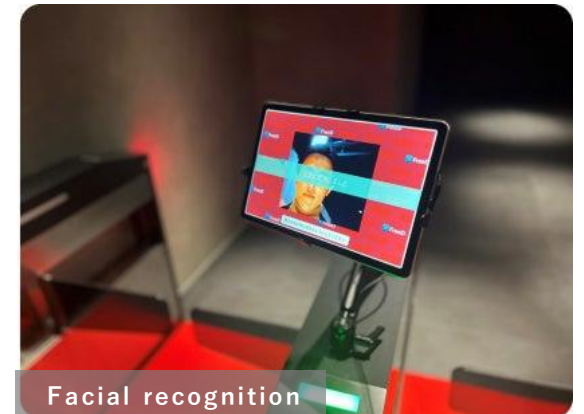
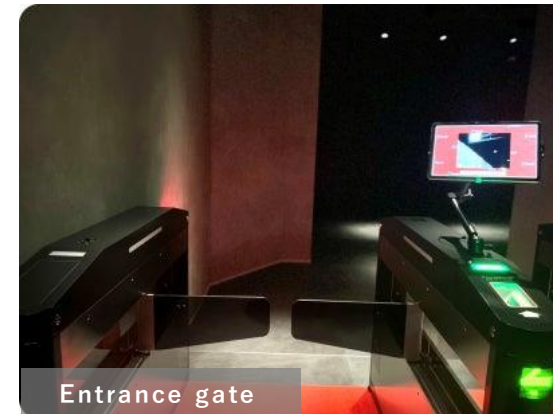
FreeiD was adopted as the identity authentication system for the esports park "RED° TOKYO TOWER", which opened in Tokyo Tower Foot Town in April 2022. Users who have already registered for FreeiD do not need to undergo a new identity verification process, providing a new user experience.



Image of usage scene of FreeiD



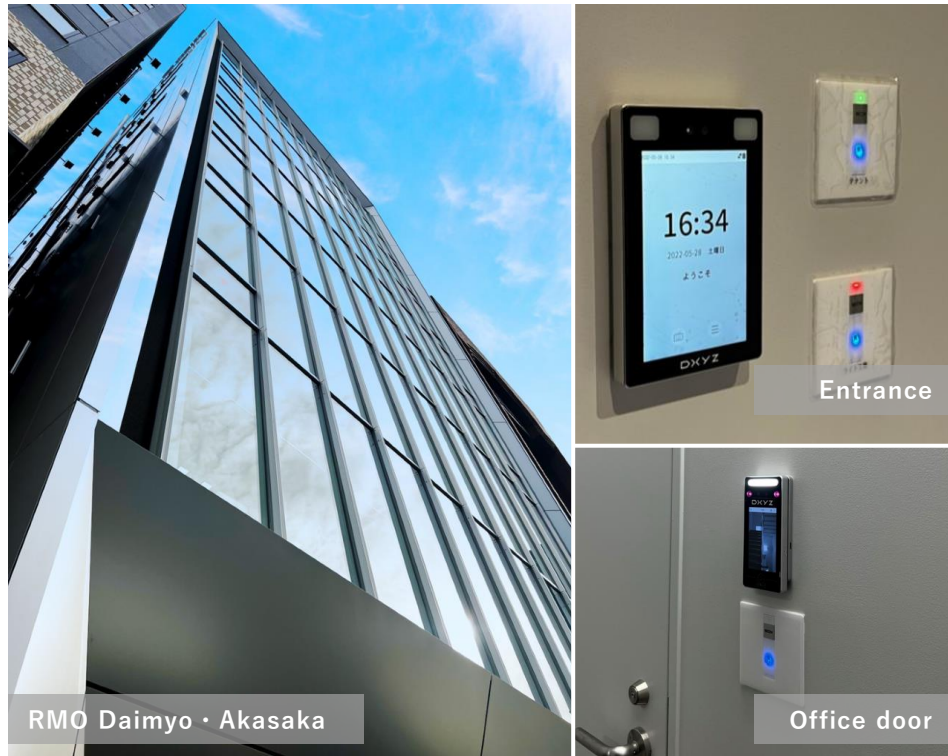
esports park "RED° TOKYO TOWER" entrance gate



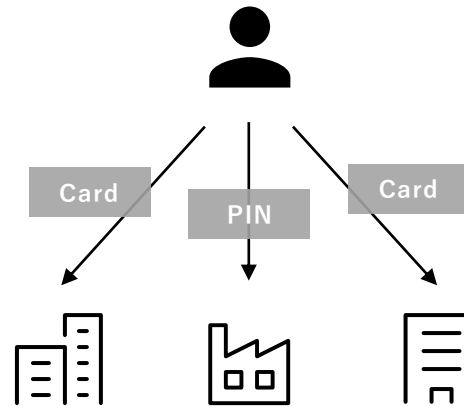
FreeiD Introduction example

Introduced in the office building of RAITO KOGYO CO., LTD., a Prime market company with branches nationwide.

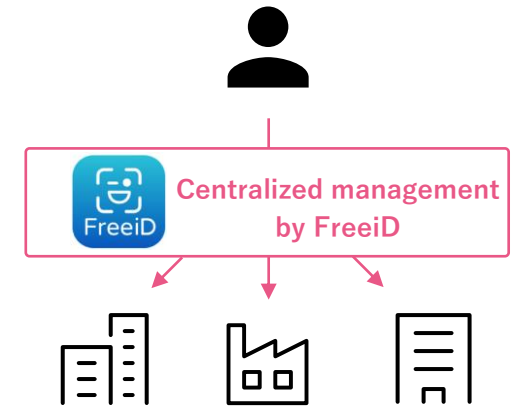
FreeiD has been introduced in the “RMO Daimyo・Akasaka” office buildings developed by RAITO KOGYO CO., LTD. (Tokyo Stock Exchange Prime Market/ Securities Code: 1926), which operates branches and construction sites throughout Japan. FreeiD is scheduled to be introduced gradually at each branch and construction site, and will support the construction of secure, seamless and efficient entry and exit operations through the use of facial recognition.



Conventional management



After the introduction of FreeiD



- No authentication card or PIN is required for each branch or site, thus contributing to preventing the risk of loss and an impersonation due to forgotten cards.
- Streamlining analogue back offices, such as card management, reduces the burden.

The introduction of the facial recognition system to daycare centers enabled child safety and reduction in staff workload.

FreeiD was introduced at the Puppyna Nishiogikita daycare center operated by SANKYO Co., Ltd., a group company of CHILDSHA Co., Ltd. Only the person who is registered in FreeiD can enter and exit the room, thus enhancing child safety and reducing the staff workload by responding to the intercom calls. Furthermore, according to a survey of parents, 95% of respondents realized the convenience of FreeiD.

Evaluated points regarding FreeiD Introduction

- Improved safety by allowing only registered person to enter the room
- Smooth entrance opening saves valuable time for parents before and after work
- Reduced workload of staff responding to intercom calls, thus it contributes to enhancing quality of childcare
- Reduced risk of infection due to non-contact



User satisfaction

Percentage of respondents who found FreeiD more convenient or very convenient than a conventional intercom calls

95%

Respondents: Parents of Puppyna Nishiogikita Daycare Center (n=37 households)

Introduction to a recruitment company that is required high level of security

UZUZ, which is engaged in the recruitment business, is seeking to obtain the Privacy Mark in order to expand its credibility among its business partners and customers as a business company that handles personal information. Therefore, UZUZ was considering the introduction of a highly secure authentication system capable of access control of entering and exiting its facility. UZUZ were also considering using card keys, but card keys take payroll costs in terms of making and managing cards. Card keys also can be lost or impersonated, leaving security issues. Furthermore, the use of card keys requires the user to stop in front of the entrance/exit, which was not in line with UZUZ's culture of people actively entering and exiting the facility. UZUZ evaluated our facial recognition platform service "FreeiD" and decided to adopt it.



カードキーの課題

作成費用や管理の手間がかかる

紛失や偽造・又貸しのリスクがある

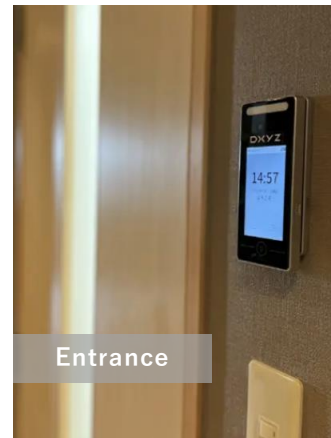
取り出しがずため立ち止まってしまう

FreeiD 導入効果

作成費用がなくなり入退室の権限管理・記録も簡単に

同リスクがなくなりセキュリティが向上

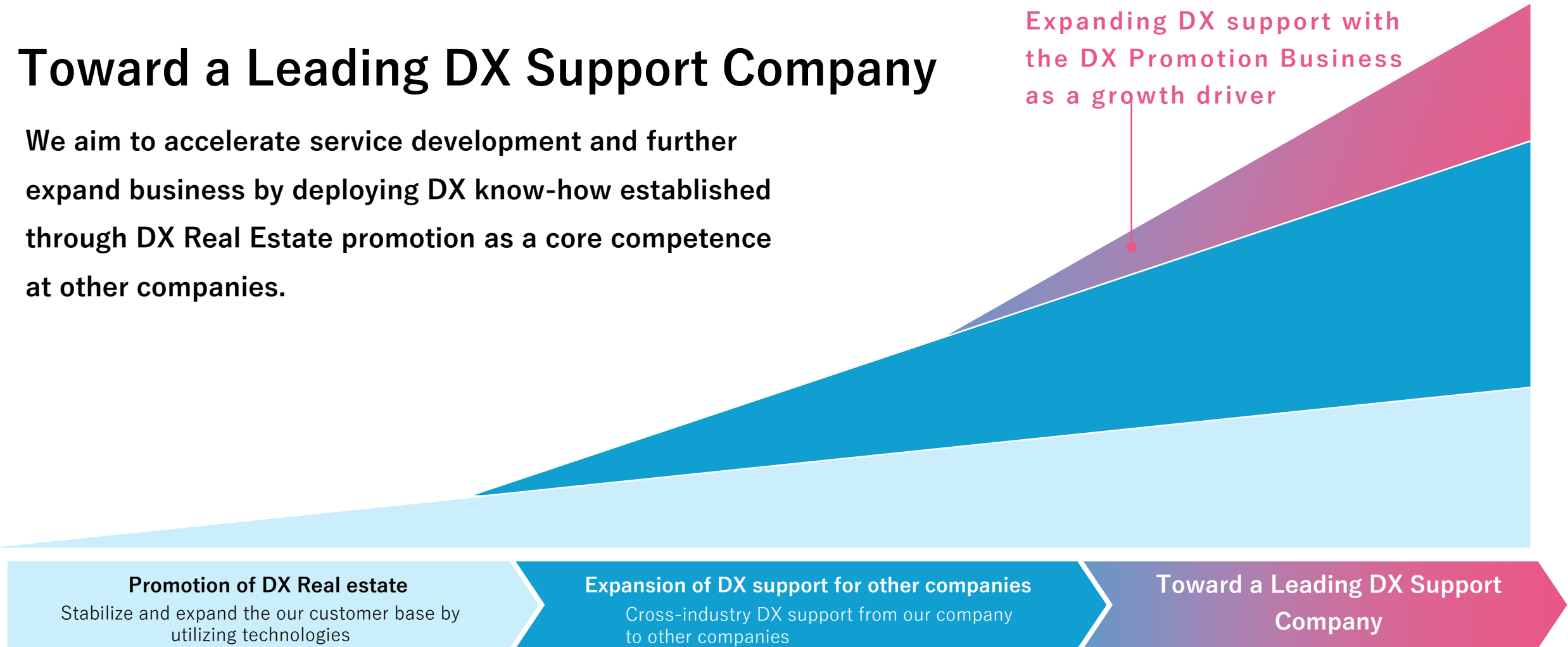
ウォークスルーできるようになり生産性が向上



Toward a Leading DX Support Company

We aim to accelerate service development and further expand business by deploying DX know-how established through DX Real Estate promotion as a core competence at other companies.

Expanding DX support with the DX Promotion Business as a growth driver



Appendix

Real Estate Coins have been well received.

Points from other companies can be converted into Real Estate Coins that can be used in Rimple and invested. These Real Estate Coins have a value of "1 coin = 1 yen" and can be invested in real estate.



セゾンポイント



ハピタス



モッピー



WILLs



プレミアム優待クラブポイント

※ Point exchange rates vary from company to company.

ポイントを使った投資例

例えば下記物件に30,000円を投資する場合

投資金額30,000円の内訳


永久不滅ポイント
永久不滅ポイント
5,000ポイント

交換

REAL ESTATE COIN
22,500
リアルエステートコイン

+

現金7,500円



A物件

所在地 : 東京港区

運用期間 : 12ヶ月

予定分配率
4%

1年後

分配金 : 1,200円 純現金ベースのリターン : 16%

投資額30,000円で予定分配率4%の場合の1年後の分配金1,200円
純現金ベースのリターン : 分配金1,200円 / (30,000円-リアルエステートコイン22,500) * 100% = 16%

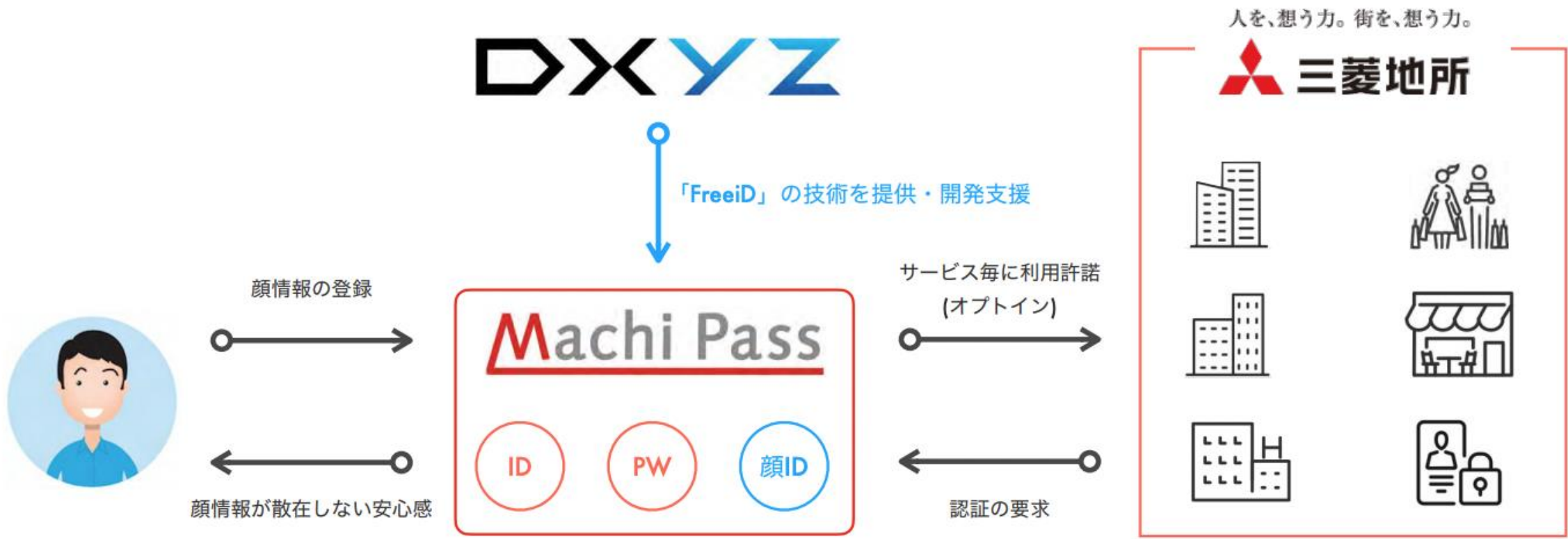
注意事項 ※当社が不動産特定事業法のもとの事業者となる匿名組合に出資を行っていただき、当初予定通りの匿名組合利益を計上した際の最大の分配金となります。賃料の下落や空室、災害等により、対象不動産の価値が毀損した場合には、この分配金より低くなる、もしくは、分配金が発生しない場合があります。また、対象不動産の価値が著しく毀損した場合には、出資元本を毀損する場合があります。

PROPERTY AGENT

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Development supports for the establishment of the “Machi Pass FACE”, which is the facial recognition service of Mitsubishi Estate Co., Ltd.



Growing DX demand ahead of 2025 Digital Cliff

2025 Digital Cliff

Delays in international competition and economic stagnation caused by failure to overcome the challenges of existing complex, aging, and black-box systems that hinder DX



Economic loss after 2025

Up to **12** trillion yen/year

Shortage of IT personnel by 2025

Approximately **430,000** Persons

Maintenance cost for the systems out of IT budget

More than **90** % by 2025



Resources are prioritized for maintenance, making it difficult to create added value through data utilization.

Reference : Ministry of Economy, Trade and Industry "a Report on Digital Transformation(DX): Overcoming of '2025 Digital Cliff' Involving IT Systems and Full-fledged Development of Efforts for Digital Transformation"

A dedicated website to the SDGs has been set up, with basic policies for achieving a sustainable society.

Background to the set up

The dedicated website has been set up to clearly state our stance on achieving a sustainable society and to reiterate and disseminate it to employees and other stakeholders, in line with the our medium-term vision of “Balancing Evolution/Transformation and Sustainability.”

PROPERTY AGENT Inc.’s Sustainable Policy

Through the implementation of our corporate philosophy, we will strive to solve social issues, integrate social and environmental values with the value of our business activities, realize a sustainable society, enhancement of our corporate value and perpetual management.



Materials and information provided included in this presentation may contain so-called “forward-looking statements.” These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties that could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations.

We assume no obligation to update or revise forward-looking statements included in this presentation material to reflect new information and events in the future.