

Casa Inc.

**Fiscal Year ending January 2024  
Result Briefing Materials for 2Q**

Ticker code: 7196



Casa

Unit: JPY Million	FY2022/2 Q Accumulated		FY2023/2 Q Accumulated		
	Actual	Plan	Actual	Plan ratio	YoY comparison
<b>Sales</b>	5,101	5,499	5,516	100%	108%
<b>Operating Profit</b>	325	164	86	53%	26%
<b>Ordinary Profit</b>	388	220	135	62%	35%
<b>Net Profit</b> <small>attributable to owners of the parent</small>	99	105	28	27%	29%

### 【Reason for difference】

The difference has occurred as the introductory fee and litigation & disposal expenses exceeded the plan.

#### < Increase of introductory fee >

The cost of goods sold has increased by raising the introductory fee in order to strengthen the relationship with business partners and expand the usage of our service. The constant increase of introductory fee is expected to continue in the future in order to strengthen the relationship with business partners.

#### < Increase of litigation & disposal expenses >

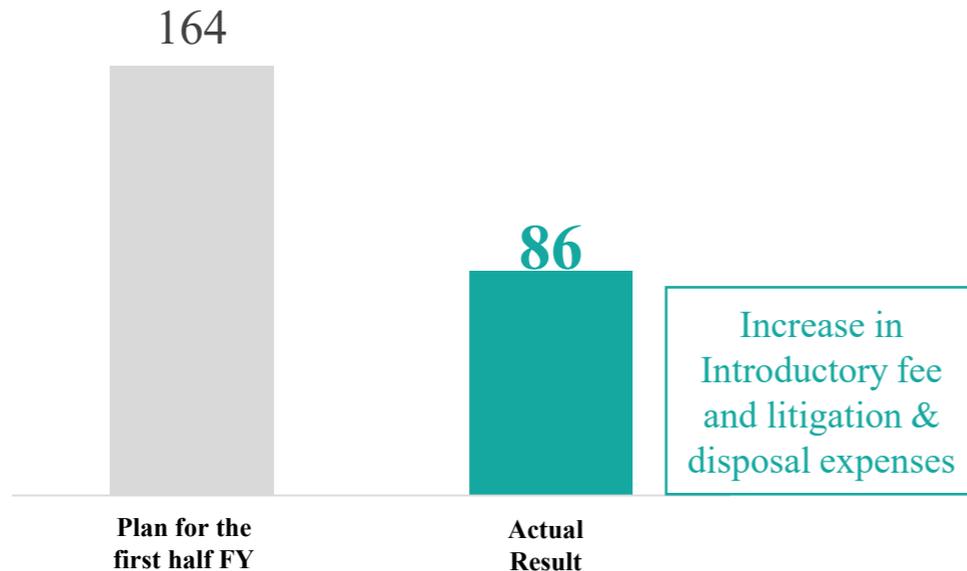
The expense has increased since the number of disposal was larger than initially expected. We shall intend to reduce such expense by shortening the storage period associated with disposal and scrutinizing the content of the case, although the constant increase of such disposal is expected to increase in the future.

Regarding the forecast for full fiscal year

- ▶ Net sales is expected to continue achieving the plan
- ▶ Provision of allowance for doubtful accounts is expected to be reduced greater than the first half of the fiscal year, by further improving the collection rate of reimbursement claim.

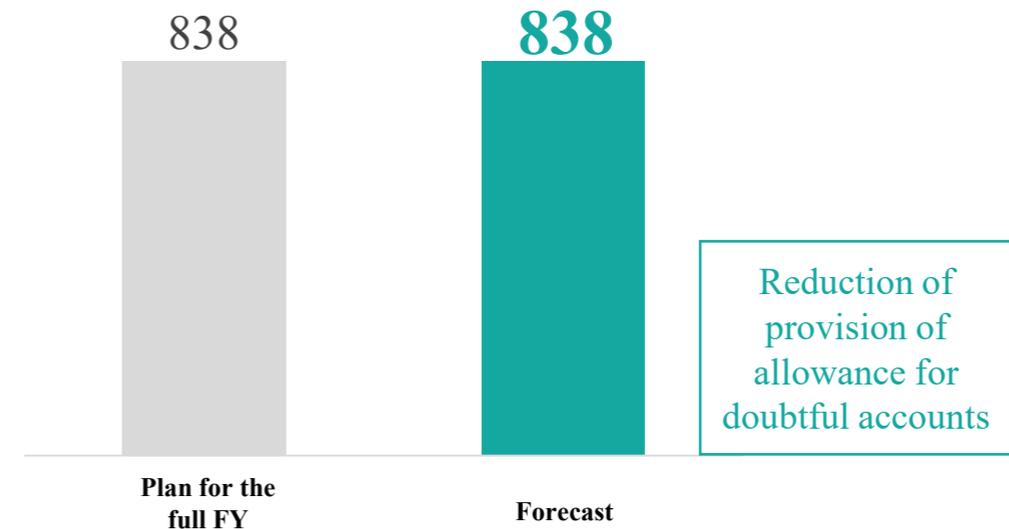
## Operating Profit for the first Half Actual Result

Unit: JPY Million



## Operating Profit for full fiscal year Forecast

Unit: JPY Million



Unit: JPY Million	FY2022/2Q		FY2023 / 2Q		
	Amount	Initial Plan	Amount	Versus the plan Amount of increase or decrease	Plan Ratio
<b>Sales</b>	5,101	5,499	5,516	+17	100%
Initial guarantee fee	2,447	2,761	2,767	+5	100%
Guarantee fee renewed	2,623	2,717	2,722	+4	100%
<b>Cost of Goods Sold</b>	2,215	2,648	2,721	+72	103%
Introductory fee	537	638	708	+69	111%
Provision of allowance for doubtful accounts	1,247	1,509	1,475	-33	98%
Litigation and disposal costs	426	494	530	+35	107%
<b>Gross Profit</b>	2,885	2,850	2,795	-54	98%

## Sales

Acquired new agency partners (increased by 1,157 partners, 110% increase from previous fiscal year)

Acquisition of new contracts (increased by 9,000 contract, 116 % increase from previous fiscal year)

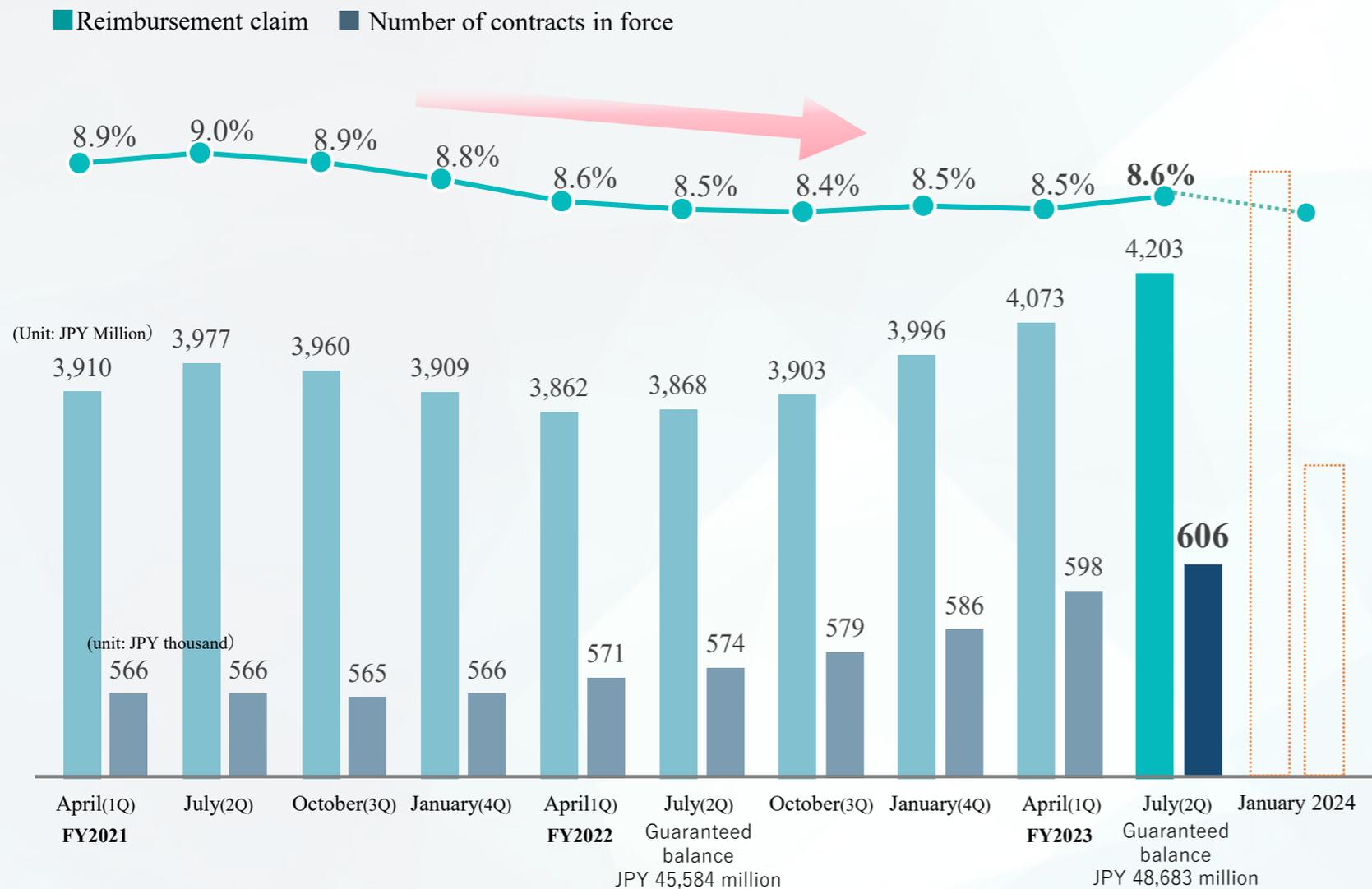
The new contracts is expected to progress in line with the plan for the second half of the fiscal year and achieve the plan for full fiscal year.

## Cost of Goods Sold

- Introductory fee  
We have implemented raising the introductory fee rate. We anticipate a similar trend in the second half as in the first half.
- Provision of allowance for doubtful accounts.  
We have improved the collection rate of reimburse claim in the first half of the fiscal year. We expect to reduce the provision of allowance for doubtful account in the second half of the fiscal year by further improving the collection rate.
- Litigation and disposal costs  
The cost has increased in line with the increase of disposal cases. We anticipate a similar trend in the second half as in the first half.

Net sales	Expansion of business area	We shall acquire new agencies and improve the usage rate of existing agencies by comprehensively covering the sales area.
	Increase in sales staffs	We shall reduce the sales opportunity losses and enhance the follow-up with the agencies by increasing the sales staffs.
Allowance for doubtful accounts	Reducing the amount of delinquent payment	We shall reduce the delinquency rate by conducting credit check using the credit information.
	Improving the collection rate	We shall detect long-term uncollected case at an early state and aim to improve collection rate by establishing collection method such as using SMS and IVR(interactive voice response) for each claim and deploying AI driven debt collection nationwide over Japan.
	Reducing the litigation & disposal expenses	We shall shorten time and reduce cost by streamlining legal proceedings.

## Portion of reimbursement claim: amount of reimbursement claim in guaranteed balance

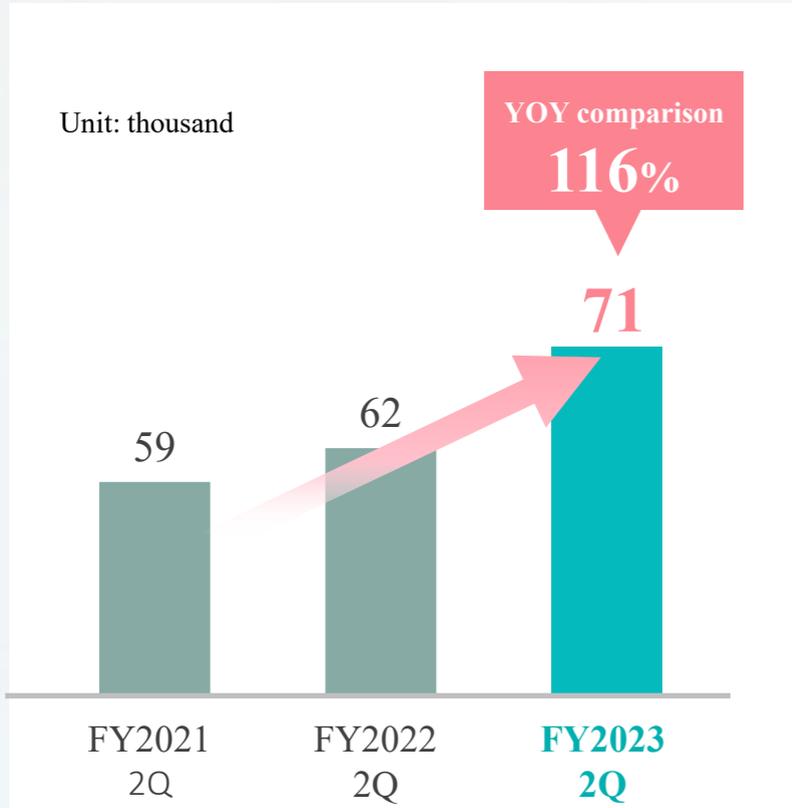


## Future effort to reduce reimbursement claims

Reimbursement claim tends to increase in proportion to the increase in the number of contracts when new contracts expand. We have been maintaining a certain level in the proportion of guaranteed claims since the collection rate is currently stable.

- Establishment of collection method for each debt collection**  
 Countermeasure: efficient utilization of SMS, IVR(interactive voice response) and CTI 対(computer technology integration)
- Detection of long-term uncollected case at an early stage**  
 Countermeasure: Deployment of AI driven debt collection nationwide over Japan.
- Streamlining legal proceedings**  
 Countermeasure: Reduction of cost and time relating to litigation.

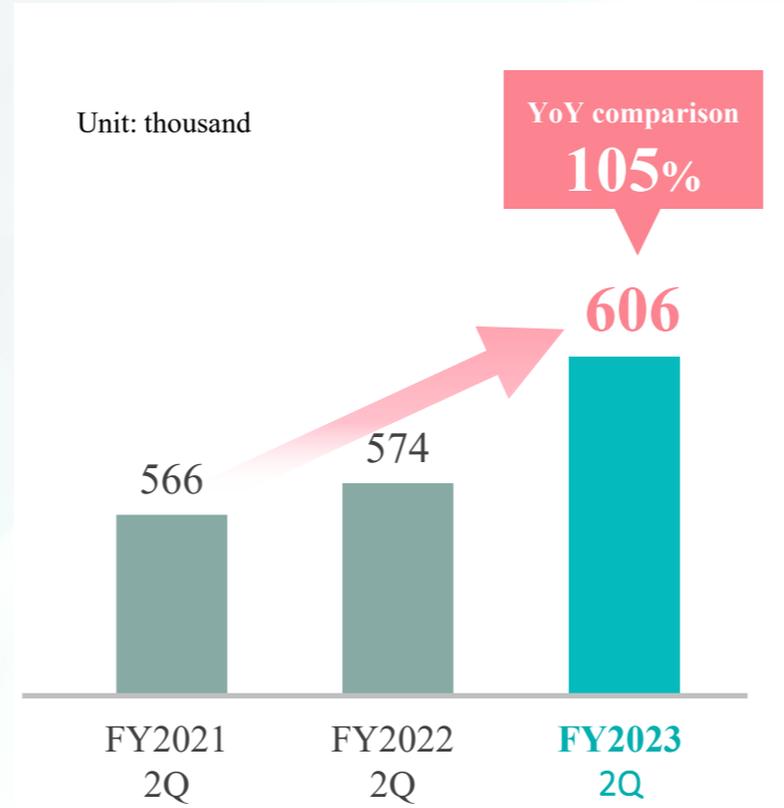
## Number of New Contracts



The number of new contracts has progressed in line with the plan since the products designed for large- and medium-sized companies have been sold on a steady basis.

**YoY comparison 116% (plan ratio: 99%)**

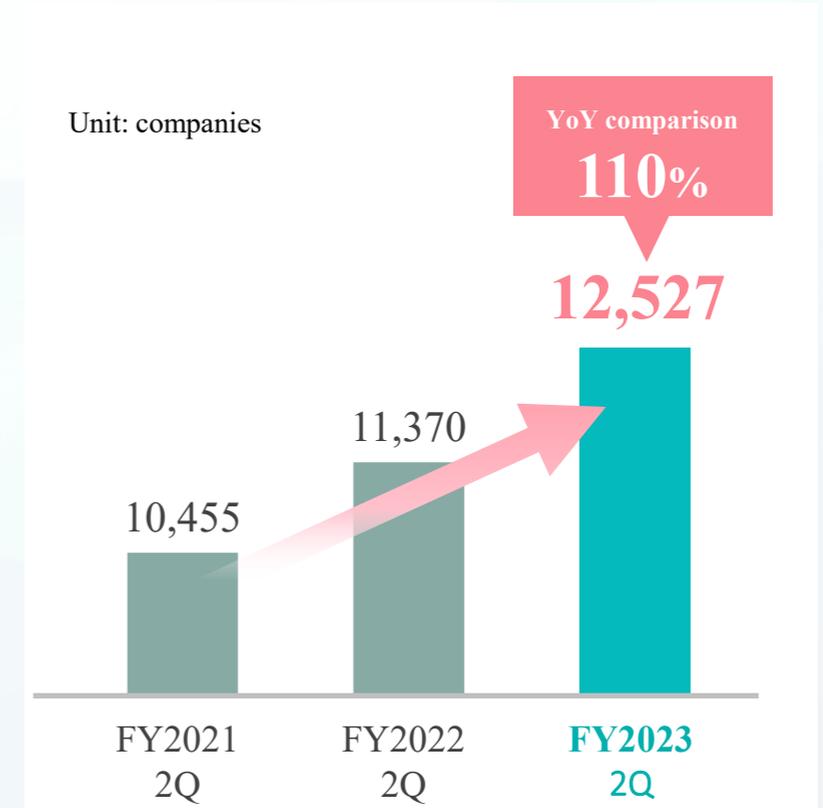
## Number of Contracts in Force



The number of contracts in force has increased and the guarantee fee of renewed contracts has increased.

**YoY comparison 105% (plan ratio: 100%)**

## Number of Agencies



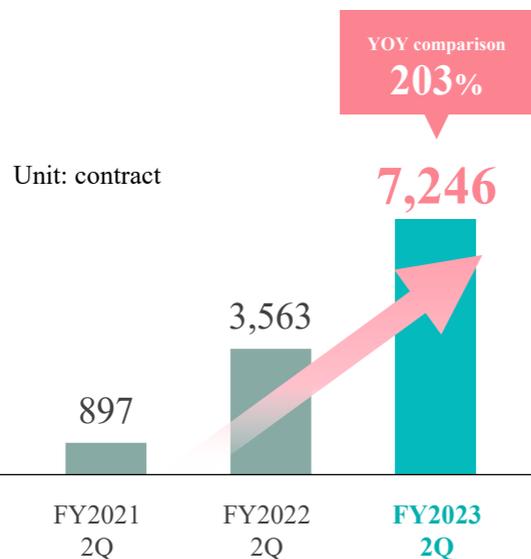
The number of agencies has largely increased by 1,157 companies YoY.

**YoY comparison 110% (plan ratio: 115%)**

## Product designed for major and medium-sized agency companies

### Direct S

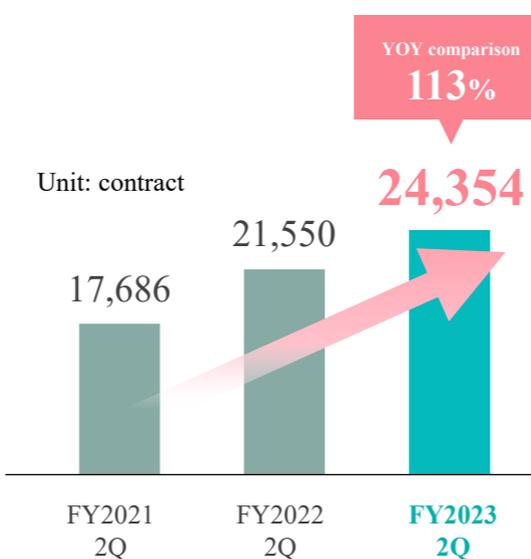
**Number of active agency companies: 180 % YoY comparisons**  
 It expanded steadily. Major and medium-sized agency companies account for 60%.



## Products designed for medium- and small-sized agency companies

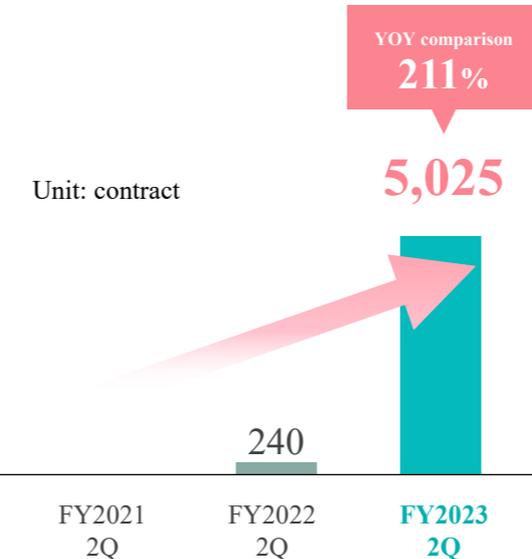
### Landlord Direct

**Number of active agency companies: 115% YoY comparison**  
 Expanded to 43% of the new contracts



### Direct Wide

Product for scrutinizing the credit of tenants. Its sales has expanded among small- and medium-sized agency companies.



## Percentage of contracts by Product

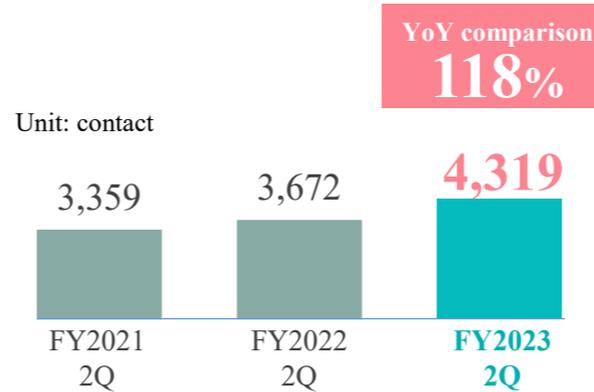


## Online Rent Application Service for Tenants



It enables to shorten credit screening time and streamline operation as input work and confirmation process can be reduced with those applications through linking with information of rent guarantee application.

## Guarantee service for commercial properties



Number of active agency companies: 110% YoY comparison

## Various alliance partnerships

Service for solving neighbor troubles.



Application for tenants



We packed various service in the application designed for tenants for handling inquiries covering facilities troubles and neighborhood troubles.

## Alliance partnership with small amount short-term insurance companies



We shall prevent risk of not purchasing insurance and tenant insurance premium non-payment risk through collecting insurance premium.

## Alliance partnership with “Bukenavi”

“Bukenavi” is the website specialized in introducing restaurant property in which the previous tenant left things behind

Restaurant properties which Bukenavi is exclusively introducing



ふけなび独占 賃貸物件をもっと見る

## Monitoring service

We have been contributing to eliminating housing refugee crisis and reducing the vacant rate of rent properties.

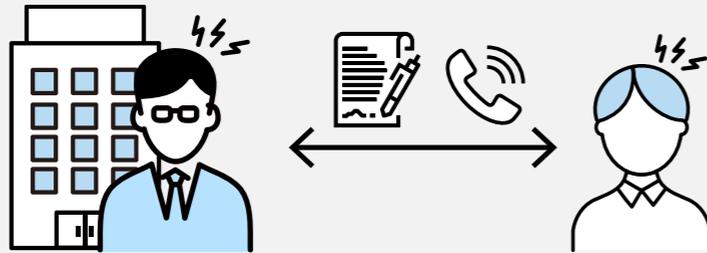


Chubu Electric Power  
Miraiz Connect

- Anomaly detection know-how utilizing the electricity usage data.
- Provision of monitoring service without installing the devices and with considering privacy.

## Service for Property Management Companies

Contract on face-to-face and in writing



Solving the issues with with Tenant Application

Rent management, rent guarantee, and tenant management



**Room Connect**

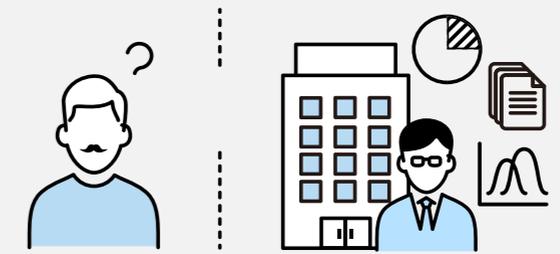


## Service for self-managed landlords

Analog and Low Productivity



Asymmetric Diversity of Information



Solving the issues with property rental management system

### Tenant application



Simplifying communication with tenants. It enables to communicate with and provide information to tenants through smart phones for contact in case of trouble and various change requests.

### Property Owner System



It enables to consolidate the management on important information such as real estate information, data of tenants, contract, payment information and improve the operational efficiency.

An aerial photograph of a dense urban skyline, likely Tokyo, featuring numerous skyscrapers and residential buildings under a clear blue sky. A white rectangular frame is centered over the image, containing the text 'COMPASS x Goldkey'.

COMPASS × *Goldkey*



**Real Estate Industry**



**IT Solution**

**GoldKey and COMPASS will redefine the real estate industry.**

To provide value-added service by taking advantage of each other's strengths.

**Goldkey**

Provider of system product



Planning and designing software concept

Planning and implementing development

Designing UI • UX

Development of additional function

Preparing and testing product type



Landlords who self-manage properties

Holding seminar

Media operation

Providing property leasing management system

Wealth management

Financial service

**COMPASS**

Creating membership through activities to collect landlords





Total number of rental properties  
approx. 19 million households

## Property market managed by property management companies



Number of properties  
**10 million households**



Number of landlords  
**1.72 million people**

Casa

## Property market self-managed by landlords



Number of properties  
**9 million households**



Number of landlords  
**1.55 million people**

Goldkey  
COMPASS

## Landlords using COMPASS



Number of households held  
**8 to 15 households**



Management method:  
**Self-management**



Average age of buildings  
**34 years**



Age zone of landlords  
**30s to 50s**

Source: National Tax Agency statistics, "Rental housing market databook 2021-2022" published by National Rental Housing Newspaper Company

## Business outline

- Designing software
- Consulting on property digital transformation
- Digitalizing property system

**Goldkey**

## Service contents

- Communication tool for tenants
- Operation of property search site
- Designing & developing system
- Digital Transformation consulting



## Business outline

- Rent guarantee
- Rent management
- Acquisition of self-managed landlords

**COMPASS**

## Service contents

- Collection of landlords
- Providing property information
- WEB marketing
- Holding seminar

Medium to Long-term Growth Outlook

**1<sup>st</sup> Phase**

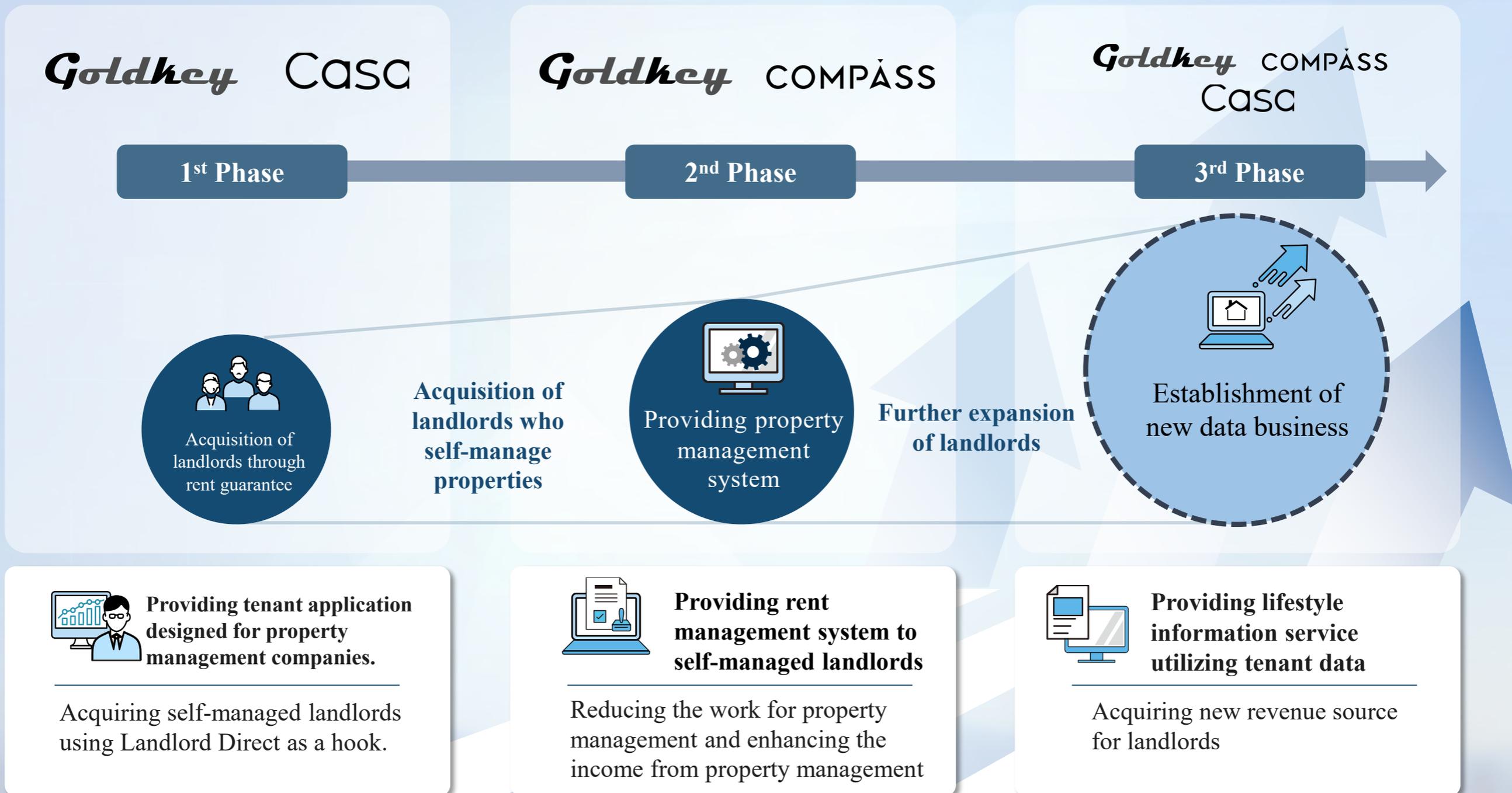
Providing service to property management companies

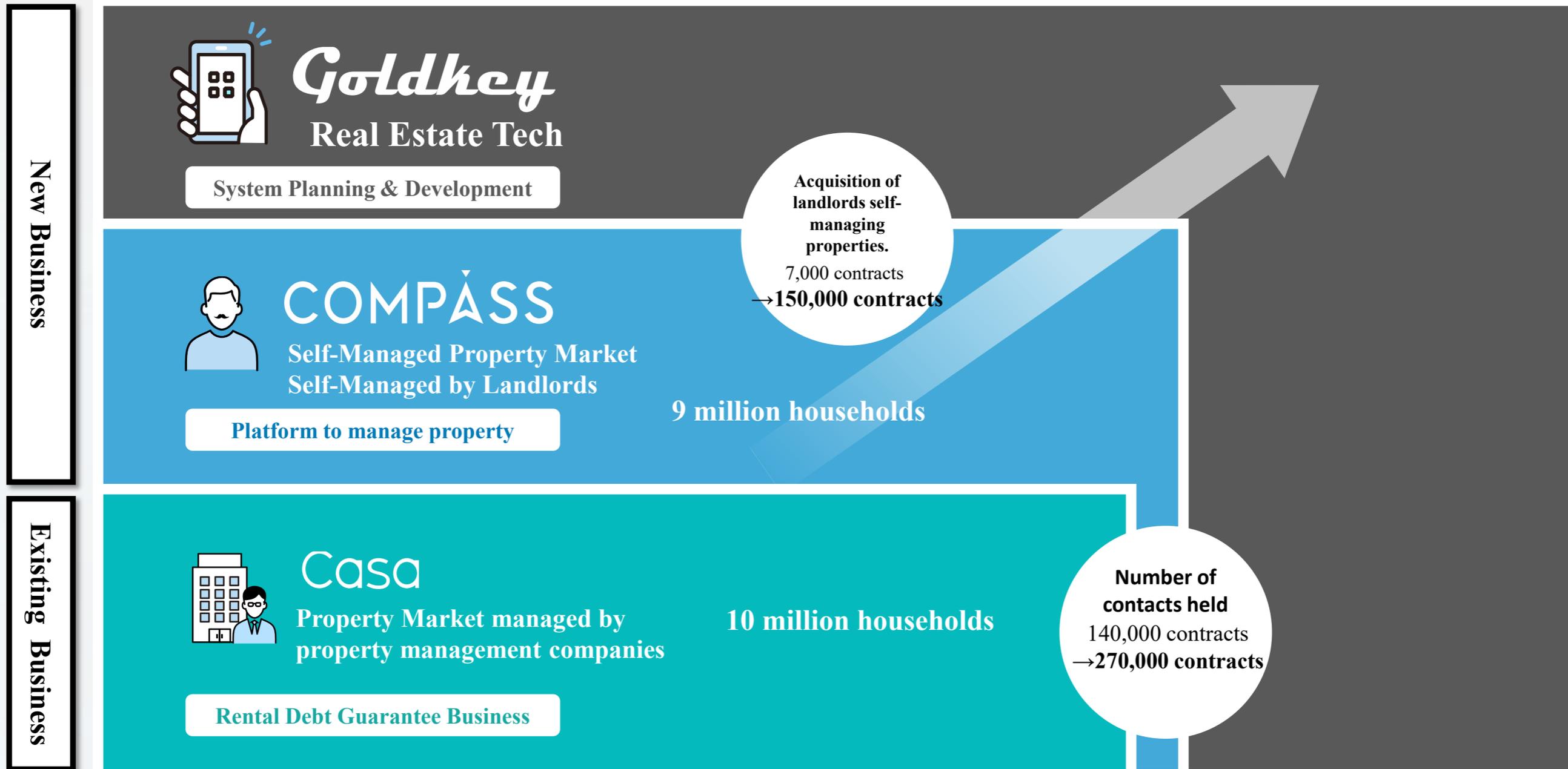
**2<sup>nd</sup> Phase**

Providing rent management system to self-managed landlords

**3<sup>rd</sup> Phase**

Establishment of new data business





Source: "Rental housing market databook 2021-2022" published by National Rental Housing Newspaper Company



# appendix

2Q for FY ending January 2024

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## Environment

Reduction of CO2 by going paperless and making tie-up with food bank organization.



Streamlining operation by providing online contract through digital transformation in the real estate industry where facsimile or paper contracts are still in mainstream.



Participated in sponsoring food bank organization and implemented food support to tenants.

## Society

Realizing living environment with peace of mind through rent guarantee and child support guarantee.



Maintaining sound living environment by providing tenants, single parent and child with living with assurance.

## Governance

Realizing highly transparent management by strengthening compliance and information control.



Strengthening the structure through operation and training of compliance risk management committee by inviting experts and police alumnus.

## ESG Data

### Percentage of female staffs among total of employees

(National average: Full-time employee 45.5%, Part-timer 65.3% Source: Ministry of Health, Labor and Welfare)



Full-time employee: **36.5%**  
Part-timer: **86.6%**

as of end of May 2023

### Percentage of female staffs in chief positions

(National average: 20.7% Source: Cabinet Office)



**27.8%**

as of end of May 2023

### Percentage of female staffs in managerial positions

(National average: 12.4% Source: Cabinet Office)



**14.5%**

as of end of May 2023

### Rate of taking childcare leave by gender

(National average: Male 14.0%, Female 85.1% Source: : Ministry of Health, Labor and Welfare )

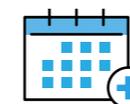


Male: **66.7%**  
Female: **100%**

as of end of January 2023

### Acquisition rate of annual paid leave

(National average: Male 55.0%, Female 60.1% Source: Cabinet Office)



Male: **55.8%**  
Female: **85.6%**

as of end of January 2023

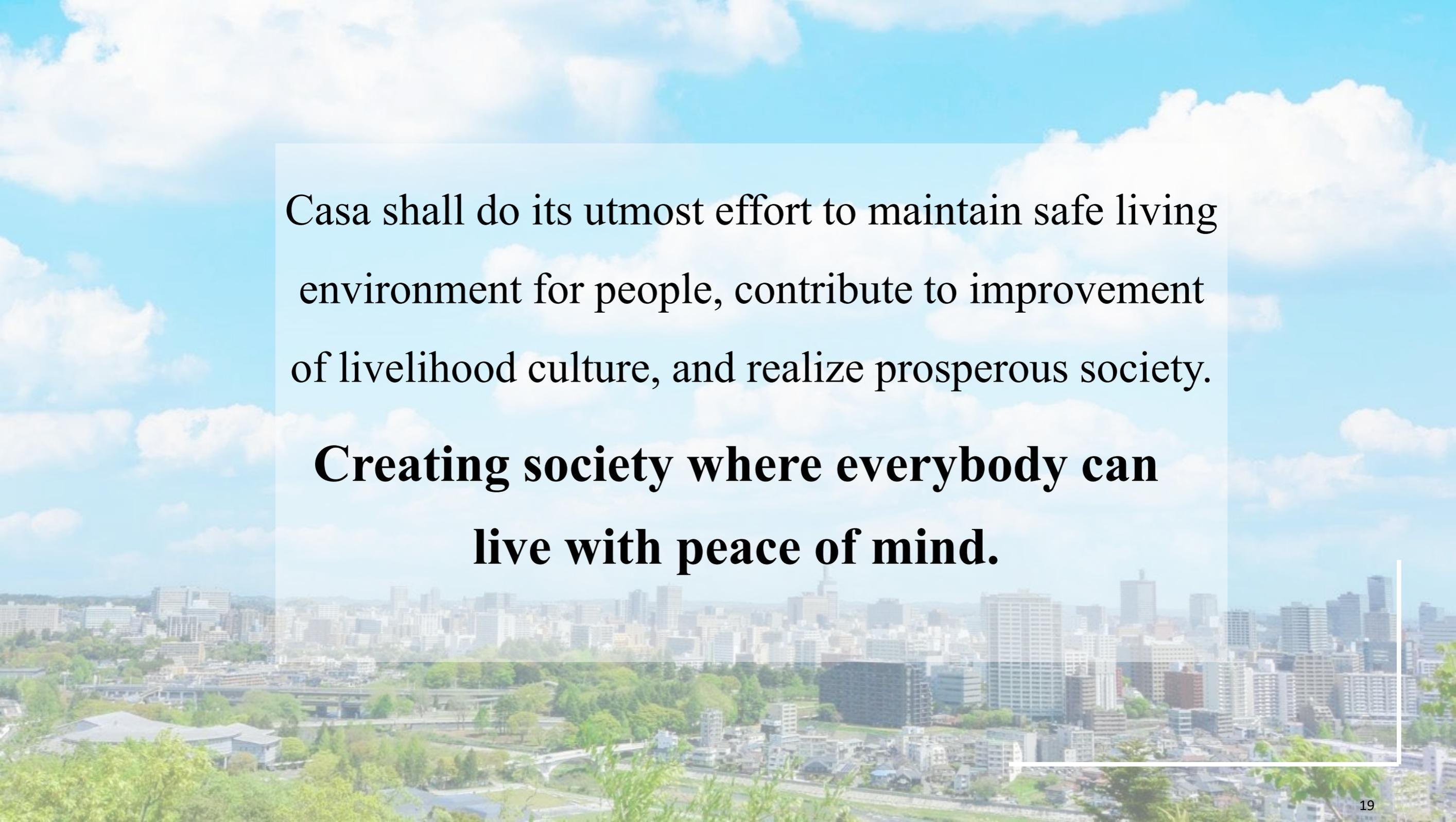
### Job Separation Rate

(National average: 11.1%, Source: Ministry of Health, Labor and Welfare)



Full-time employee: **7.0%**

as of end of January 2023



Casa shall do its utmost effort to maintain safe living environment for people, contribute to improvement of livelihood culture, and realize prosperous society.

**Creating society where everybody can  
live with peace of mind.**

- 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 September 7, 2023, and reflect any future events or circumstances. The statement is not updated or changed.