

Casa Inc.

Fiscal Year ending January 2024
Result Briefing Materials for 3Q

Ticker code: 7196



Casa

| (Unit: JPY Million) | FY2022/3 Q | FY2023 Plan for full fiscal year | FY2023/3 Q | Compared to the corresponding period of previous fiscal year | Compared to full-year plan |
|--|------------|-------------------------------------|------------|--|-------------------------------|
| Sales | 7,676 | 11,276 | 8,352 | 109% | 74% |
| Operating profit | 612 | 838 | 449 | 73% | 54% |
| Ordinary profit | 685 | 929 | 546 | 80% | 59% |
| Net Profit attributable to owners of the parent | 319 | 544 | 328 | 103% | 60% |

Breakdown of Sales and cost of goods sold

| (Unit: JPY Million) | FY2022/3Q | FY2023 Plan for full fiscal year | FY2023/3Q | Compared to the corresponding period of previous fiscal year | Progress status on full fiscal year plan |
|---|-----------|-------------------------------------|-----------|--|---|
| Sales | 7,676 | 11,276 | 8,352 | 109% | 74% |
| Initial guarantee fee | 3,708 | 5,774 | 4,204 | 113% | 73% |
| Guarantee fee renewed | 3,927 | 5,458 | 4,087 | 104% | 75% |
| Cost of Goods Sold | 3,208 | 5,016 | 3,911 | 122% | 78% |
| Introductory fee | 808 | 1,245 | 1,031 | 128% | 83% |
| Provision of allowance for doubtful accounts | 1,740 | 2,740 | 2,062 | 119% | 75% |
| Litigation and disposal costs | 650 | 1,016 | 794 | 122% | 78% |
| Gross Profit | 4,467 | 6,260 | 4,440 | 99% | 71% |

Sales

- Acquisition of new agencies**
(1,138 companies, 110% compared to the same period of last year)
- Acquisition of new contracts**
(100,000 contracts, 113% compared to the same period of last year)
- **We are progressing to acquire new contracts as planned and expect to achieve the plan for the full year.**

Cost of Goods Sold

- Referral fee**
In order to expand our market share, we have increased referral fee rates. We expect an increase of rates compared to full-year plan
- Provision of allowance for doubtful accounts**
We will strengthen the collection of reimbursement claim and expect further improvements and reductions.
- Litigation and disposal costs**
The impact of the increase in disposal cases in the first half remains

3Q progressed as planned. Expect to achieve operating income plan by reducing provision for doubtful accounts.

Sales

Sales JPY **11,276** million



Forecast for 4Q

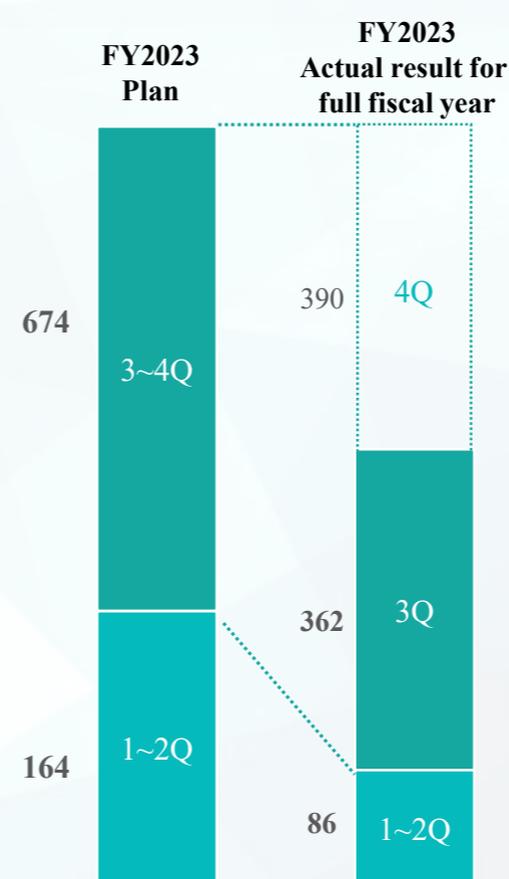
We expect to continue achieving this goal by increasing sales of guarantees for residential properties and strengthening sales capabilities to sell guarantees for commercial properties.

3Q

Sales of products for major and small and medium-sized agencies (Direct S / Direct Wide) steadily increased, and new contracts increased by 113% compared to the previous year, pushing up the overall sales and progressing as planned.

Operating Income

Operating Income **838** million



Forecast for 4Q

By continuing to strengthen collection of reimbursement claims, we expect to reduce provision for doubtful accounts and achieve operating income.

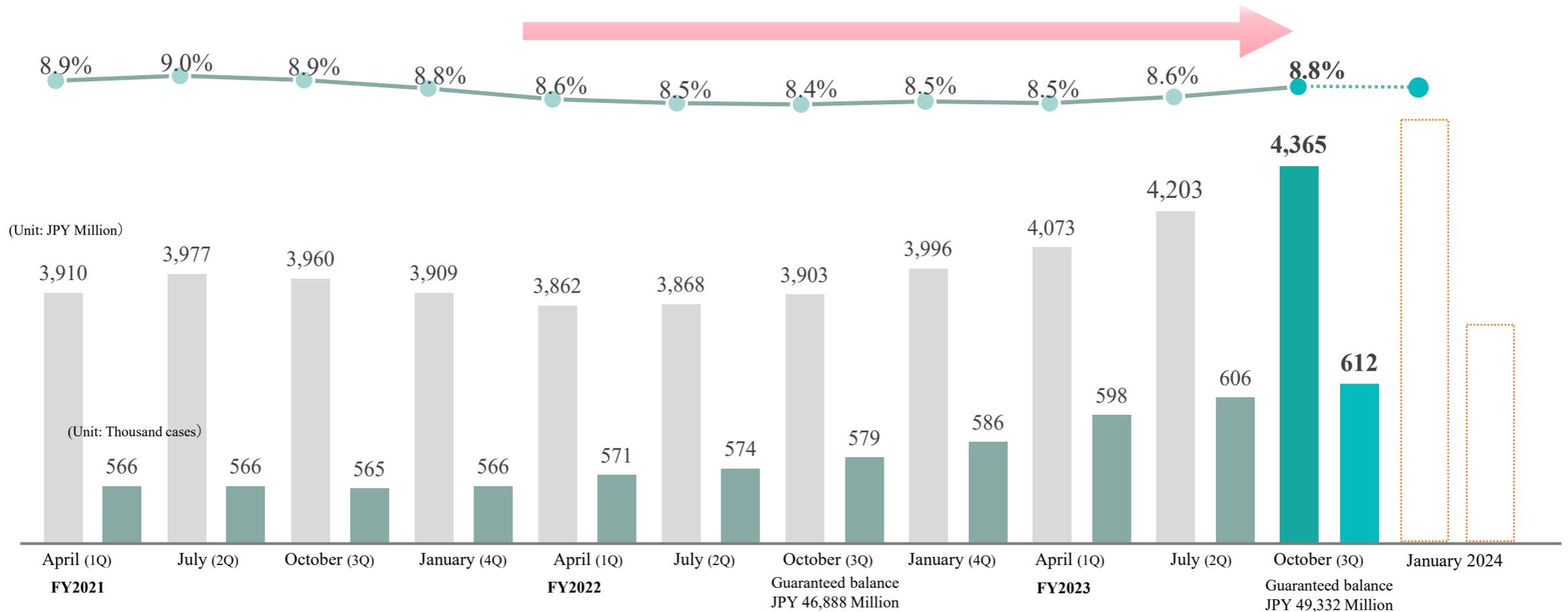
3Q

The provision for allowance for doubtful accounts was reduced by JPY 32 million compared to the planned due to enhanced collection of reimbursement claims. Operating income reached the planned level.

Controlling the proportion of the guaranteed balance to a certain level through efforts to stabilize collection of reimbursement claims.

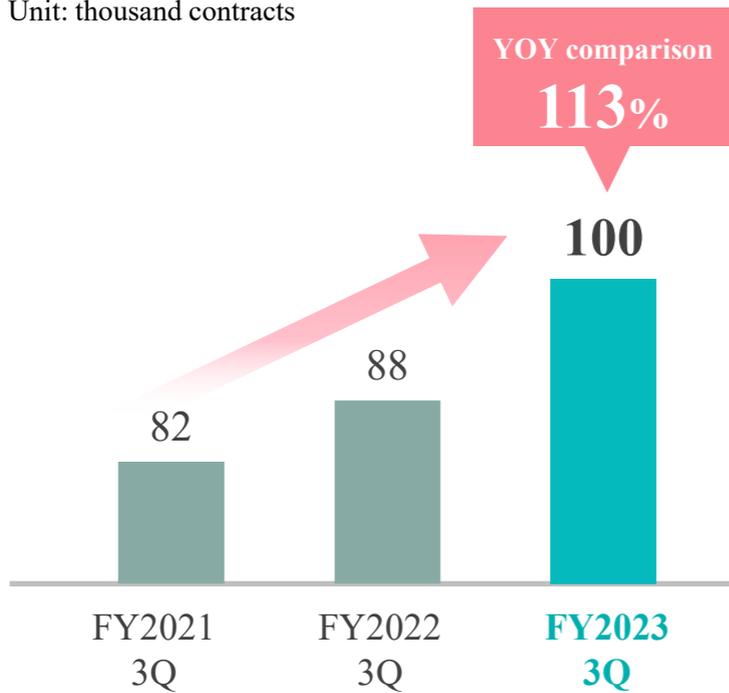
Portion of reimbursement claim: amount of reimbursement claim in guaranteed balance

■ Reimbursement claim ■ Number of contracts in force



Number of New Contracts

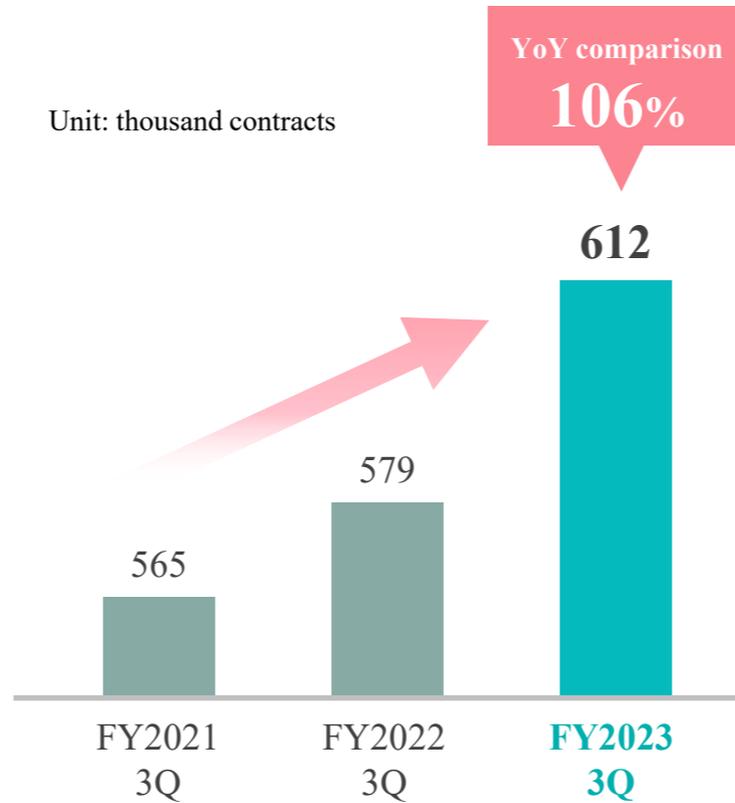
Unit: thousand contracts



We successfully obtained the guarantee contracts for both residential and commercial properties
113% compared to the same period of last year (vs. plan: 97%)

Number of Contracts in Force

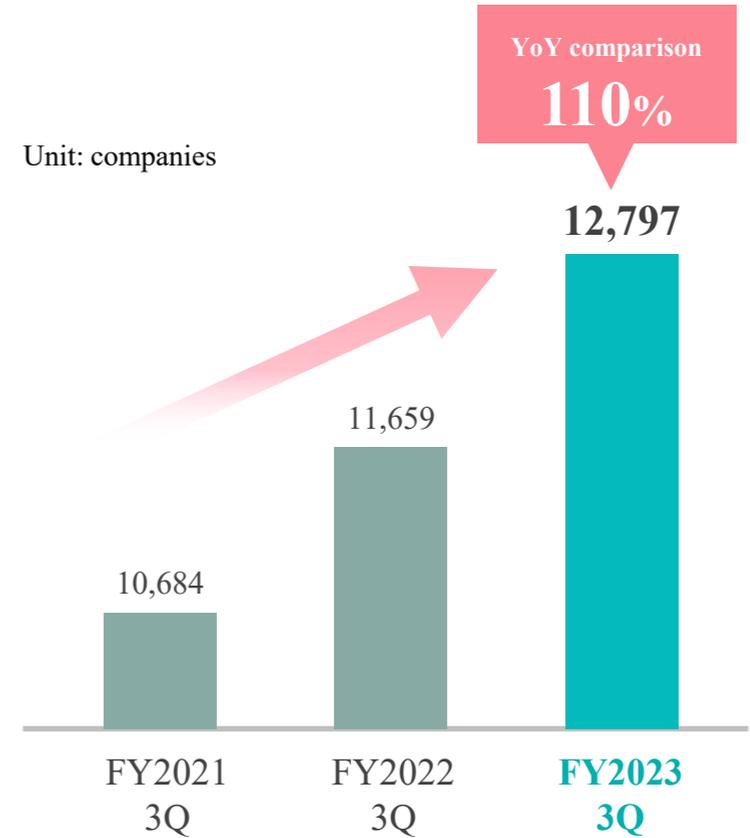
Unit: thousand contracts



The number of contracts in force increased and the continuous guarantee fee expanded.
106% compared to the same period last year (vs. plan: 100%)

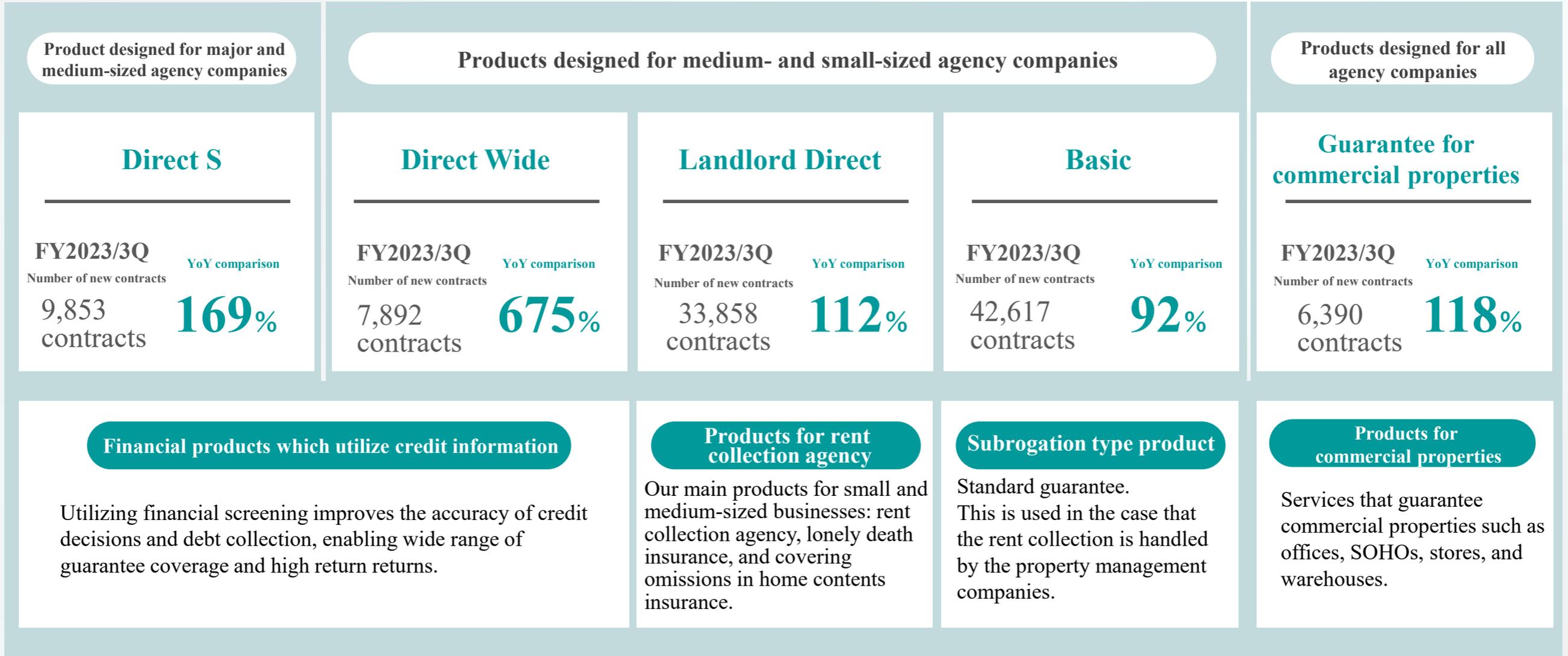
Number of Agencies

Unit: companies



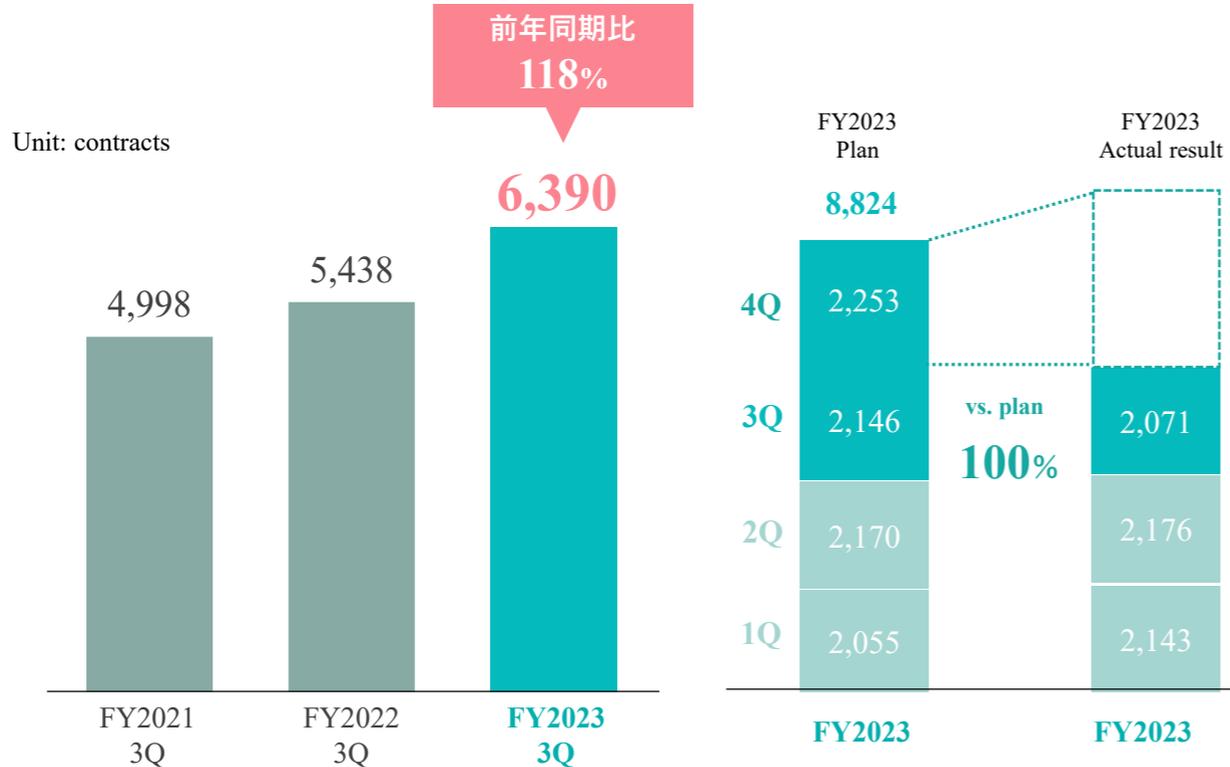
The number of new agents increased significantly from the same period of last year to 1,138 companies.
110% compared to the same period last year (vs. plan: 100%)

We have acquired 100,000 new contracts, 113% increase compared to the same period last year



18% increase compared to the same period last year, progressing according to plan

Guarantee for commercial properties



Number of companies in operation (guarantee for commercial properties): 115% compared to the same period of last year

Points for strengthening guarantee for commercial properties

Developing new sales destinations

We have partnered with Bukenavi, a real estate information service provider that introduces vacant properties (especially restaurant property) with facilities from previous business owner and supports opening a store at low cost. We will aim at acquiring new partners in addition to existing business partners.

Expanding the use of guarantee companies

The use of guarantee companies is expanding due to social factors such as civil law revisions and the impact of the new coronavirus. Real estate owners can reduce tenancy conditions by reducing the security deposit to around two months.

Two plans to be chosen

- **Tenant Guarantee Wide**
It is characterized by the comprehensive content of guarantee included and low initial guarantee fee.
- **Tenant Guarantee Light**
Providing a wide range of coverage with industry-leading guarantee coverage

Sales channel of guarantee for commercial properties

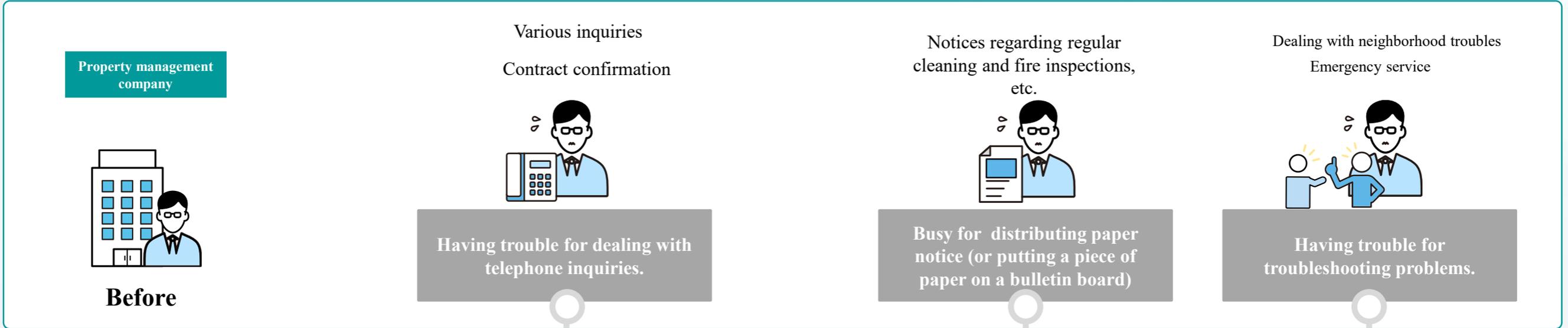
Website for commercial properties



飲食店専門・賃貸店舗物件サイト Bukenavi Tokai



Providing tenant support services and supporting efficiency in real estate operations



Online tenancy application service



Application Support by SUMO

申込サポート

by suumo

アットホーム(株)

at home Co., Ltd.



Nihon Jyoho Create Co., Ltd



lelove Group

SKIPS



Heart Mark for finding residence

Data linkage of rent guarantee application information reduces the workload for data input and confirmation work

Tenant management service



Room Connect



Inquiries about equipment troubles and neighborhood troubles, which are real estate management issues, are packaged into an app for tenants.

Business partnership with insurance companies



FLEX

Small Amount Short-Term Insurance



Nihon Kyosai Co., Ltd



SBI Nihon Small Amount Short-Term Insurance



e-Net

Small Amount Short-Term Insurance



Japan Small Amount Short-Term Insurance



Tokio Marine Millea SAST Insurance Co.,Ltd.

By paying home contents insurance premiums, tenants can prevent the risk of not signing up for insurance and the risk of tenants not paying insurance premiums.

Various alliances

■ Providing monitoring services



Chubu Electric Power
Miraiz Connect, Inc.

■ Providing information on vacant properties with existing facilities from previous tenants for restaurants



飲食店専門・居抜き店舗物件サイト

ぶけなび東海

Bukenavi Tokai

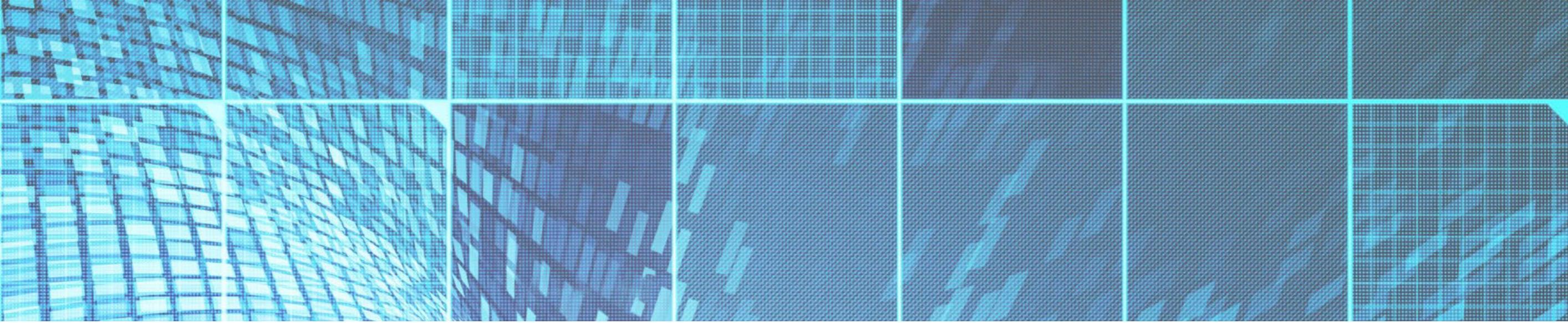
■ Providing emergency service



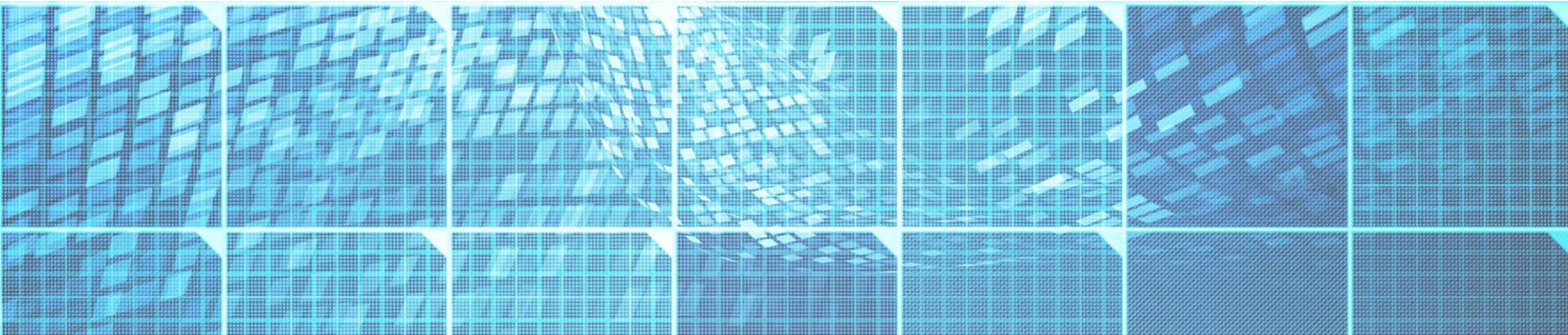
JAPAN BEST RESCUE SYSTEM

■ Providing service to deal with neighborhood trouble

gigbase



Goldkey × COMPASS



Digital Transformation of system on properties ~ Maximization of profits ~ Implementation and operation support

Consulting to introduce digital formation for real estate company

Digital Transformation of system on properties ~ Maximization of profits ~ Implementation and operation support



app-me!Cloud

To provide application for tenants of DEA.



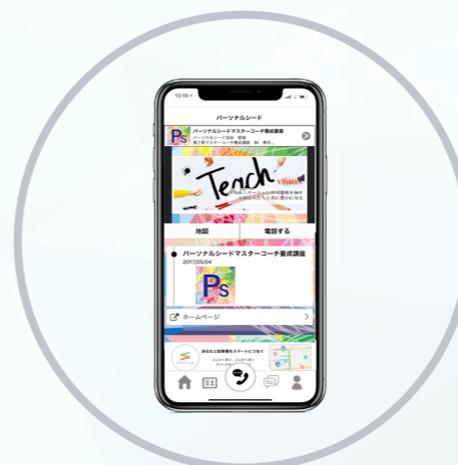
real estate business

No.1 position in the industry for operating website to sell and buy the restaurants with all existing facilities from previous owner.



Manufacturing and sales of telework booth

Rental office business, with automatic key and power management



Development of applications for smartphones

Compatible with application development for any device, regardless of iOS/Android



Development of WEB applications /production of WEB site

To handle everything from planning to operation with our accumulated engineering know-how and implementation capabilities.

Goldkey

Provider of System Products

Content of Service

- Tenant app
- Operation of website for tenant property
- Planning and development of systems
- Consulting for introducing DX



Development of Web applications



COMPASS

Making membership through collecting customers

Content of Service

- Support for rental property management
- WEB marketing
- Holding seminar
- Operation of owned media



Owner WEB



Property rental management market

Number of rental housing approx. 19 million households

Real estate management company market



Number of properties
10 million households



Number of landlords
1,720,000 people

Casa

Self-managed market by landlords



Number of properties
9 million households



Number of landlords
1,550,000 people

Goldkey COMPASS

Source: "Rental Management Market Data Book 2021-2022" published by National Tax Agency Statistics/National Rental Housing Newspaper Company



Holding seminar for property owners



Holding joint seminars, etc. with landlord organizations



Participation in owner fair



We have participated in such events regularly with the aim of resolving owners' questions, etc.



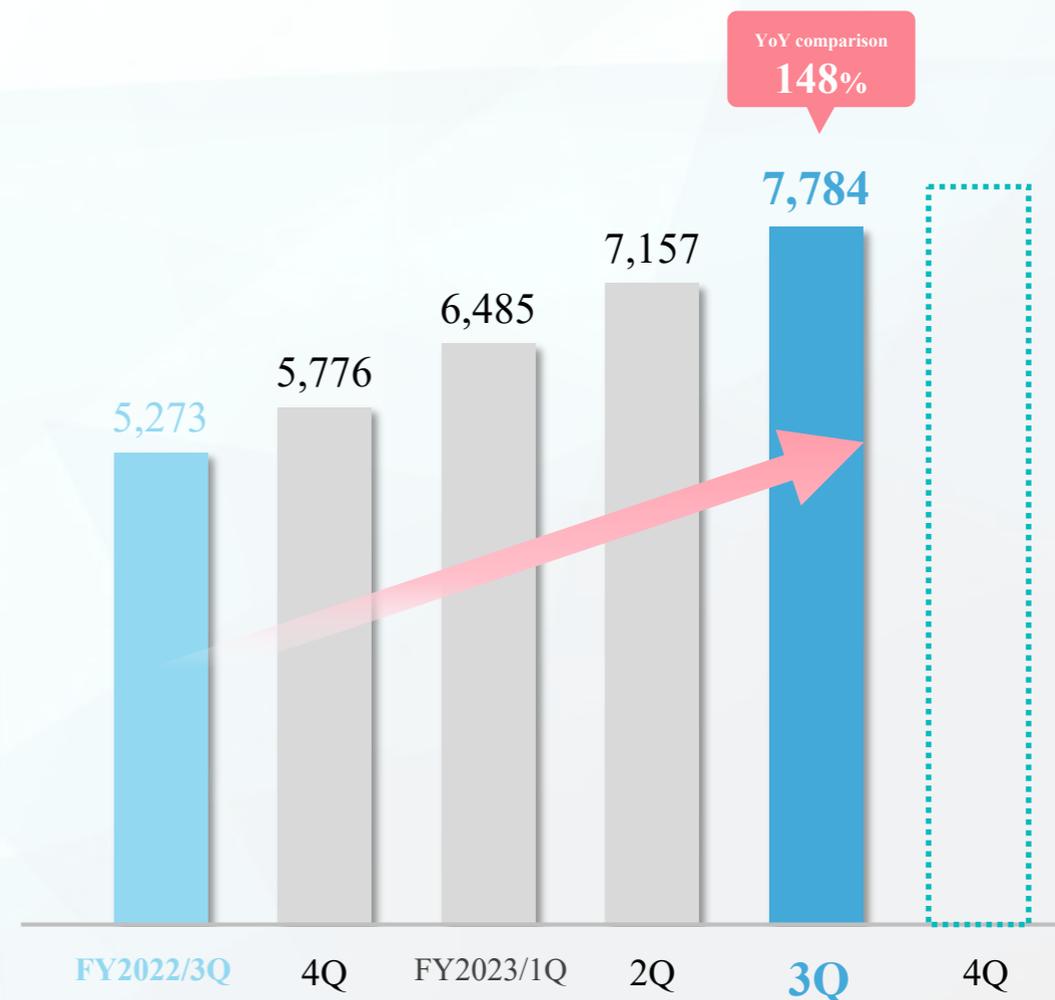
YouTube distribution



Special lecture by charismatic property owner

Progress of acquiring landlords

Number of landlords who have registered to use OwnerWEB



「Full Support」



Owners can rest assured that their tenant's troubles will be taken care of by us

01 Dealing with neighborhood troubles



Noise



Etiquette for taking out trash



Unauthorized parking

02 Dealing with facility and equipment troubles



Troubles with plumbing equipment



key troubles

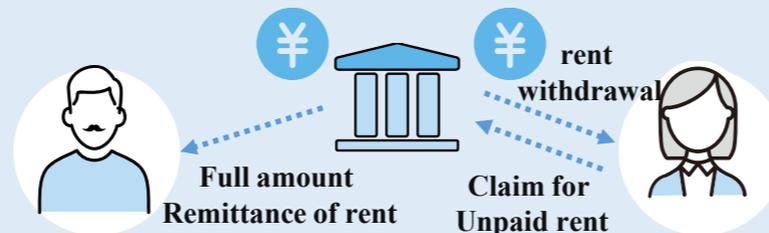


Window glass troubles

Rent guarantee and collection agency service

03 Comprehensive guarantee

The full amount will be remitted at the end of every month, regardless of whether or not there is a withdrawal from tenants



Insurance prepared for unexpected incidents

04 Lonely death insurance



Rent loss expense



Cost for handling matters



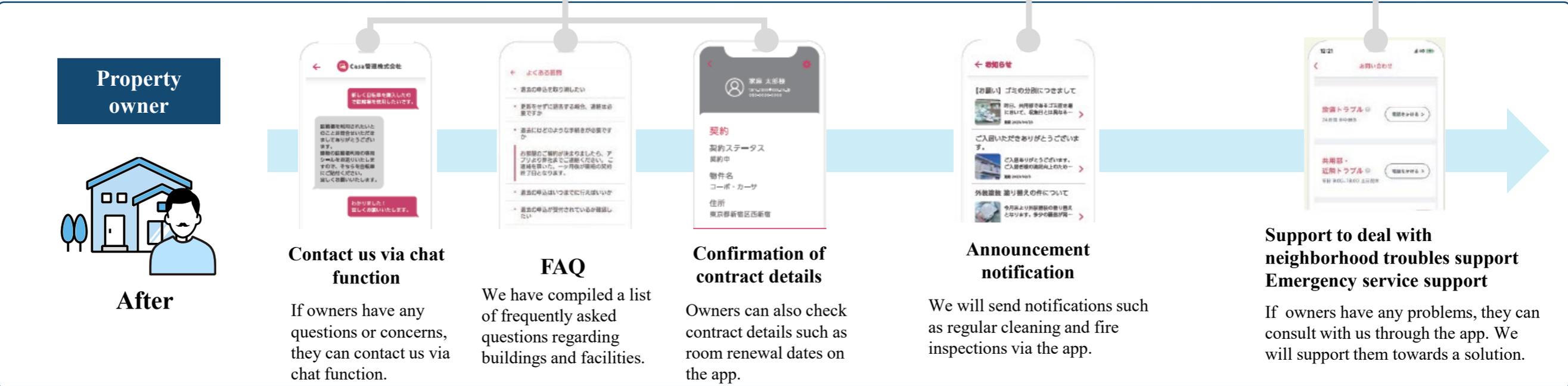
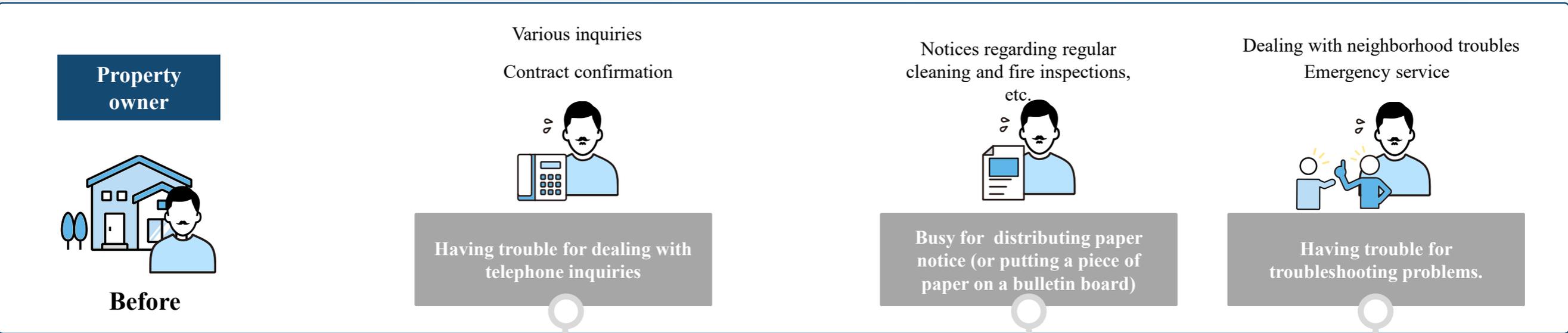
Restoration cost



Cost for shortening vacancy period

05 Home contents insurance

Tenant liability insurance is automatically included.



Developing communication tools to resolve owners' concerns and issues

Tenants

Service to deal with tenants



Rent and money collection

Rent management and rent guarantee



Contract renewal or cancellation procedures



Troubles for facility and equipment

Emergency service



Dealing with neighborhood troubles

To deal with soft complaint

Property Owners

Service for rent management



Creation of electronic contracts/contracts

Storage of property leasing agreement



Deposits and withdrawals management

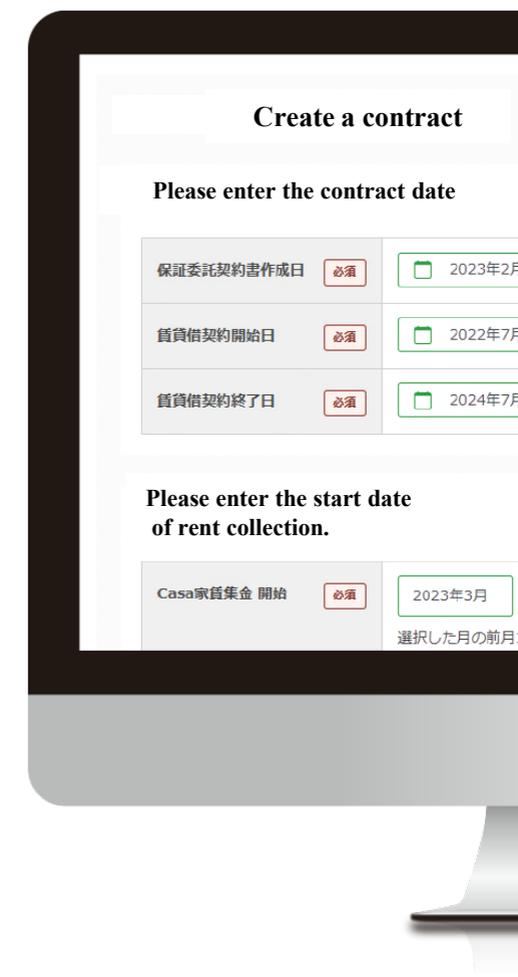


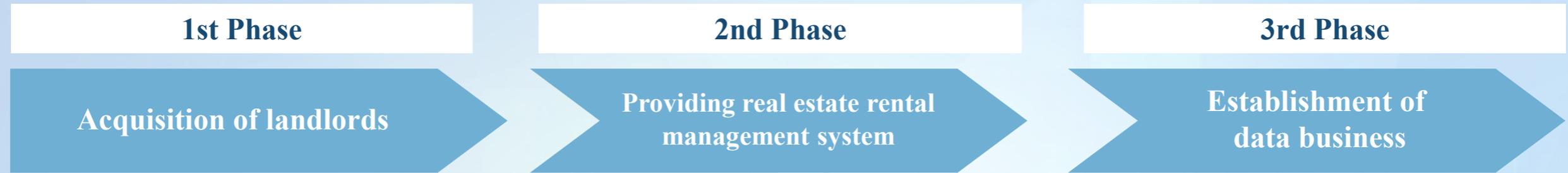
Contract / renewal / cancellation management



Building/property management

- Cleaning, construction work report
- Witnessing departure from rental property





Providing tenant application designed for property management companies.

Acquiring self-managed landlords using Landlord Direct as a hook.



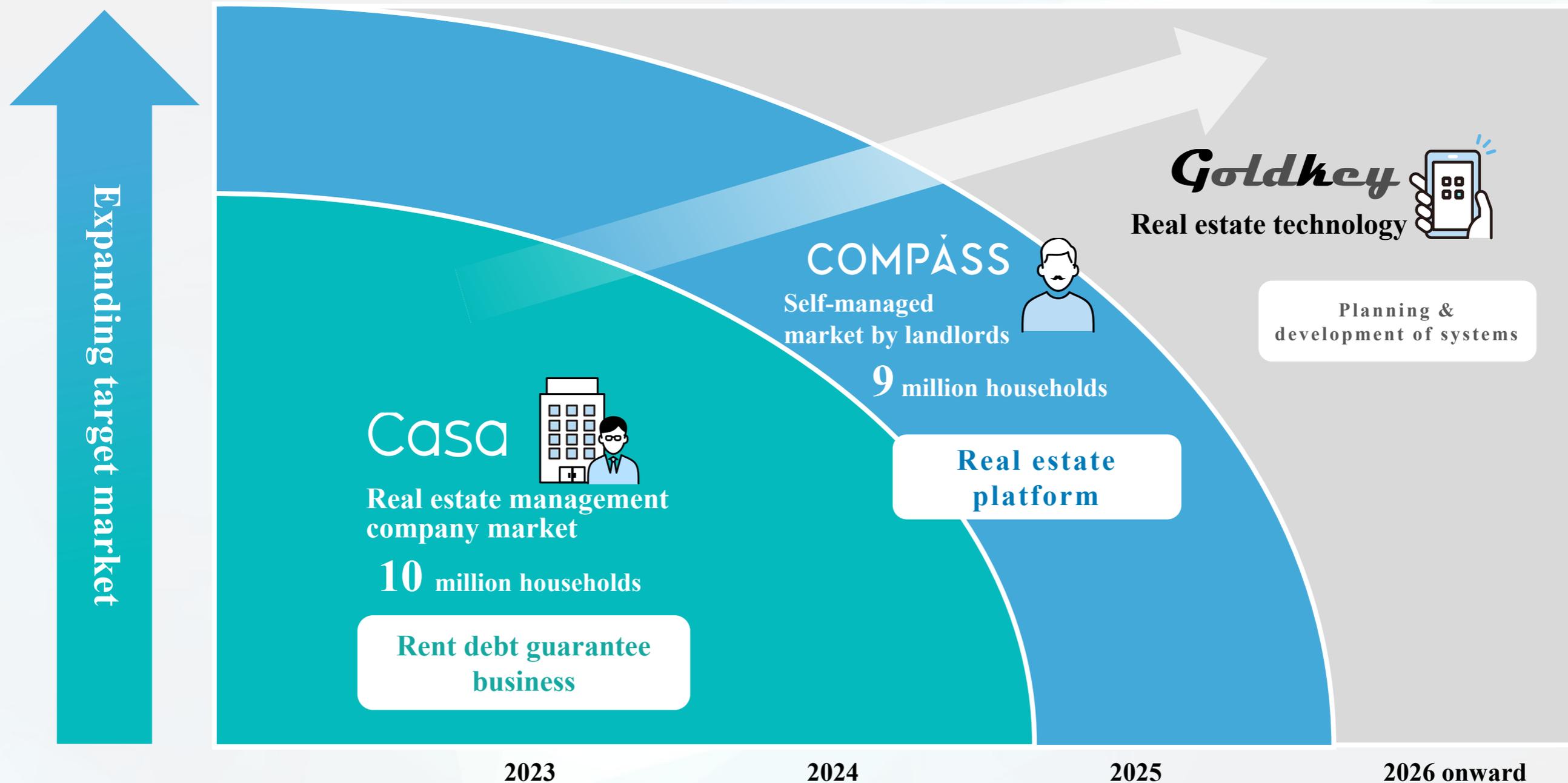
Providing rent management system to self-managed landlords

Reducing the work for property management and enhancing the income from property management



Providing lifestyle information service utilizing tenant data

Acquiring new revenue source for landlords



Source: "Rental Management Market Data Book 2021-2022" published by National Rental Housing Newspaper Company



appendix

FY2023 3Q



Environment

Reducing CO2 by going paperless and collaborating with food bank organizations



- In the real estate industry, where fax and paper contracts are the mainstream, CASA shall aim to improve the efficiency of online operations through DX.
- CASA has participated in a food bank organization as a sponsor and provided food assistance to residents.



Society

Realizing a safe living environment through rent guarantee and child support guarantee



- CASA shall maintain a healthy living environment by providing a safe lifestyle for residents, single parents, and children.



Governance

Achieving highly transparent management by strengthening legal compliance and information management



- Strengthen the system through the operation and training of the Compliance and Risk Management Committee by inviting experts and former police officers.

ESG Data

Percentage of female workers among workers

(National average: full-time employees: 45.5%, part-time employees: 65.3%, Source: Ministry of Health, Labor and Welfare)



Full-time employees: **37.8%**
Part-time employees: **86.7%**

as at the end of October 2023

Percentage of female workers among those at section manager level

(National average: 20.7%, Source: Cabinet Office)



28.7%

as at the end of October 2023

Percentage of female workers in managerial positions

(National average: 12.4%, Source: Cabinet Office)



15.1%

as at the end of October 2023

Childcare leave acquisition rate by gender

(National average: 14.0% for men, 85.1% for women, Source: Ministry of Health, Labor and Welfare)

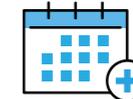


Male : **66.7%**
Female : **100.0%**

as at the end of January 2023

Annual paid leave acquisition rate

(National average: 55.0% for men, 60.1% for women, Source: Cabinet Office)



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

as at the end of January 2023

Job turnover

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



Full-time employees : **7.0%**

as at the 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 December 7, 2023, and reflect any future events or circumstances. The statement is not updated or changed.