



# DIGITAL TRANSFORMATION

## Results of Operations for the Second Quarter of the Fiscal Year Ending June 30, 2025

February 13, 2025

Japan PropTech Co.,Ltd

Stock Code : 4054



Sales remained strong from Q1, achieving a record-high first-half revenue.  
Significant profit growth due to increased revenue, with operating profit doubling

(Millions of yen)		Organic Results	Include contributions from mergers	Progress Ratio (Organic Results)
Record-high cumulative 2Q results				
Net sales	2,648 YoY + 30.5%	2,466	182	53.0% (49.3%)
About 2.3x YoY				
Operating profit	589 YoY + 125.9%	523	66	58.9% (52.4%)
About 2.3x YoY				
Profit	374 YoY + 126.8%	※Profit is not displayed as it is difficult to provide a breakdown due to accounting treatment		60.1% ( - )

Steady growth in stock sales

Steady growth in stock sales through monthly charges, which account for a large proportion of sales.  
YoY + 33.3%

FY6/25 2Q    ¥ 2,072 million

( 2Q FY6/24 : ¥ 1,555 million)

Cancellation rate stable at low levels

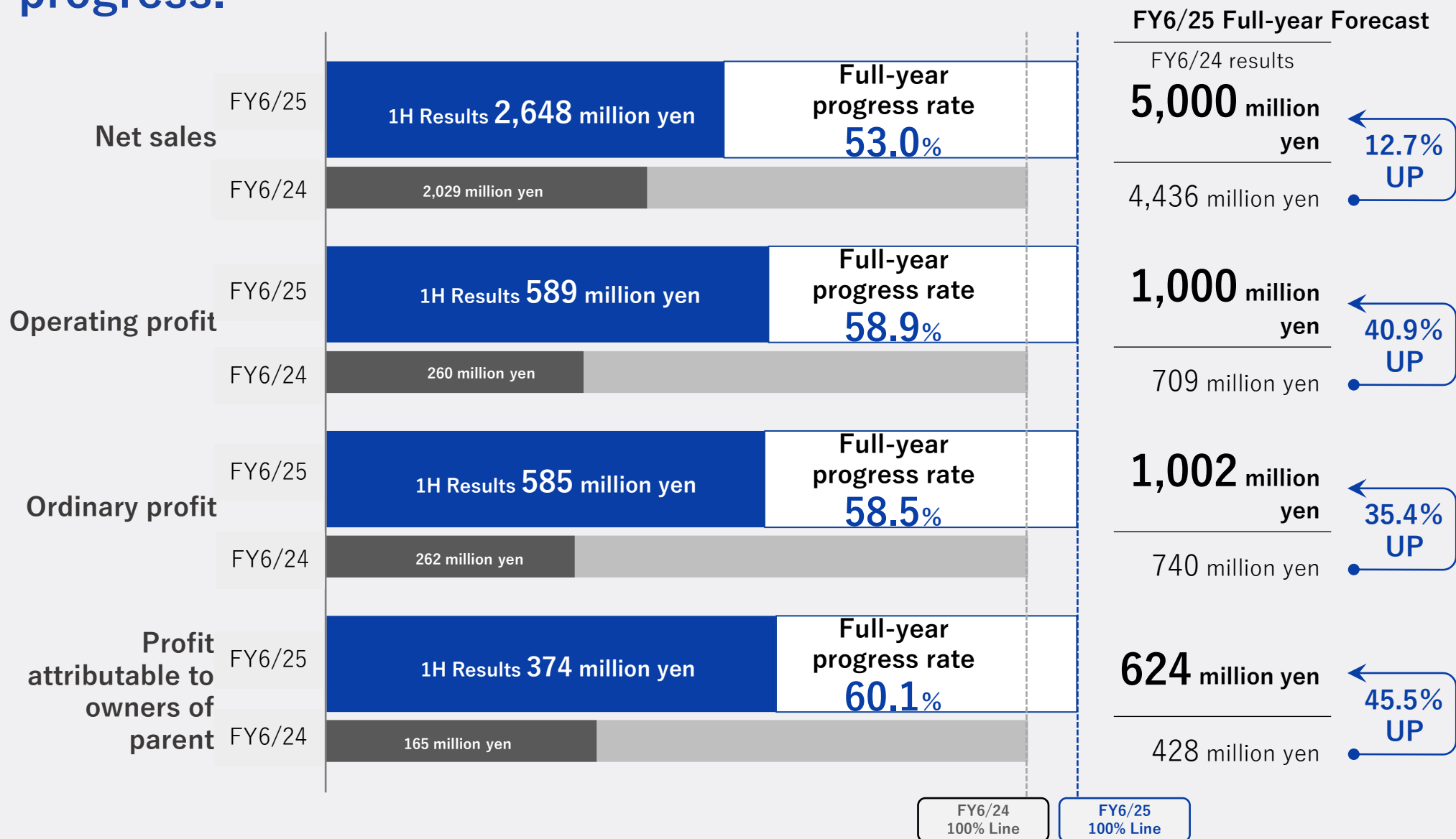
Stable cancellation rates continue through customer support and customer success by utilizing 30 nationwide locations.

FY6/25 2Q    0.4 %

( 2Q FY6/24 : 0.5%)

※Cancellation rate refers to the average monthly cancellation rate, while the monthly cancellation rate refers to the percentage of the monthly amount billed under existing contracts that decreased as a result of cancellation.

At the end of the first half, both net sales and profit exceeded 50% progress.



# Contents

<b>2Q FY6/25 Financial Highlights</b>	<b>P.6</b>
<b>FY6/25 Earnings Forecast</b>	<b>P.18</b>
<b>Appendix</b>	<b>P.20</b>

# Contents

<b>2Q FY6/25 Financial Highlights</b>	<b>P.6</b>
FY6/25 Earnings Forecast	P.18
Appendix	P.20

## 2Q FY6/25 Financial Highlights | PL Summary

Brokerage solutions saw a 40% revenue increase, while property management solutions grew by approximately 24%, leading to significant net sales growth.

**Net sales growth and cost control in COGS and SG&A resulted in a substantial increase in operating profit, up 125.9% YoY. Operating profit margin rose to 22.3%.**

(Millions of yen)	2Q FY6/24	2Q FY6/25	YoY change	Full year plan	Explanation
<b>Net sales</b>	2,029	<b>2,648</b>	<b>+ 30.5%</b>	5,000	<b>2Q Net sales hit a new all-time high.</b>
Brokerage solutions	789	<b>1,105</b>	<b>+ 40.0%</b>	-	All business performance for the past three months was attributed to Brokerage solutions. Increases in cross-selling and the expansion of the inter-agency property distribution service "ReaPro" contributed to growth.
Property management solutions	1,218	<b>1,518</b>	<b>+ 24.6%</b>	-	Upselling of Chintai Kakumei to new and existing customers. Stock Net sales also increased steadily.
<b>Gross profit</b>	1,336	<b>1,866</b>	<b>+39.6%</b>	-	Net sales growth and cost control in COGS led to an increase in gross profit, maintaining a steady upward trend.
Gross profit margin	65.9%	70.5%	+4.6pt	-	
<b>Operating profit</b>	260	<b>589</b>	<b>+125.9%</b>	1,000	Net sales growth and SG&A cost control also contributed to a continuous upward trend, significantly exceeding the previous year.
Operating profit margin	12.9%	<b>22.3%</b>	<b>+9.4pt</b>	20.0%	<b>Operating profit margin rose to 22.3%.</b>
<b>EBITDA</b>	439	<b>785</b>	<b>+78.8%</b>	-	
EBITDA margin	21.6%	38.7%	+17.1pt	-	
<b>Ordinary profit</b>	262	<b>585</b>	<b>+123.0%</b>	1,002	
<b>Profit attributable to owners of parent</b>	165	<b>374</b>	<b>+126.8%</b>	624	

**Net sales and operating profit exceeded the same period last year and continued to perform steadily.**

**Operating profit margin remained in the 20% range.**

The stabilization of project volume led to steady net sales growth in 2Q.

Profit also increased due to cost and expense control.

(Millions of yen)	FY6/24				FY6/25	
	1Q	2Q	3Q	4Q	1Q	2Q
<b>Net sales</b>	968	1,061	1,040	1,367	1,410	<b>1,238</b>
Brokerage solutions	385	404	410	451	647	<b>457</b>
Property management solutions	572	646	619	903	749	<b>768</b>
<b>Operating profit</b>	74	186	133	316	319	<b>270</b>
Operating profit margin	7.7%	17.5%	12.9%	23.1%	22.6%	<b>21.8%</b>
<b>Ordinary profit</b>	73	189	133	345	306	<b>279</b>
<b>Profit attributable to owners of parent</b>	42	123	77	186	173	<b>201</b>

Brokerage solutions is sales of brokerage support services provided to real estate brokers.

Property management solutions is sales of administration support services provided to rental management companies.

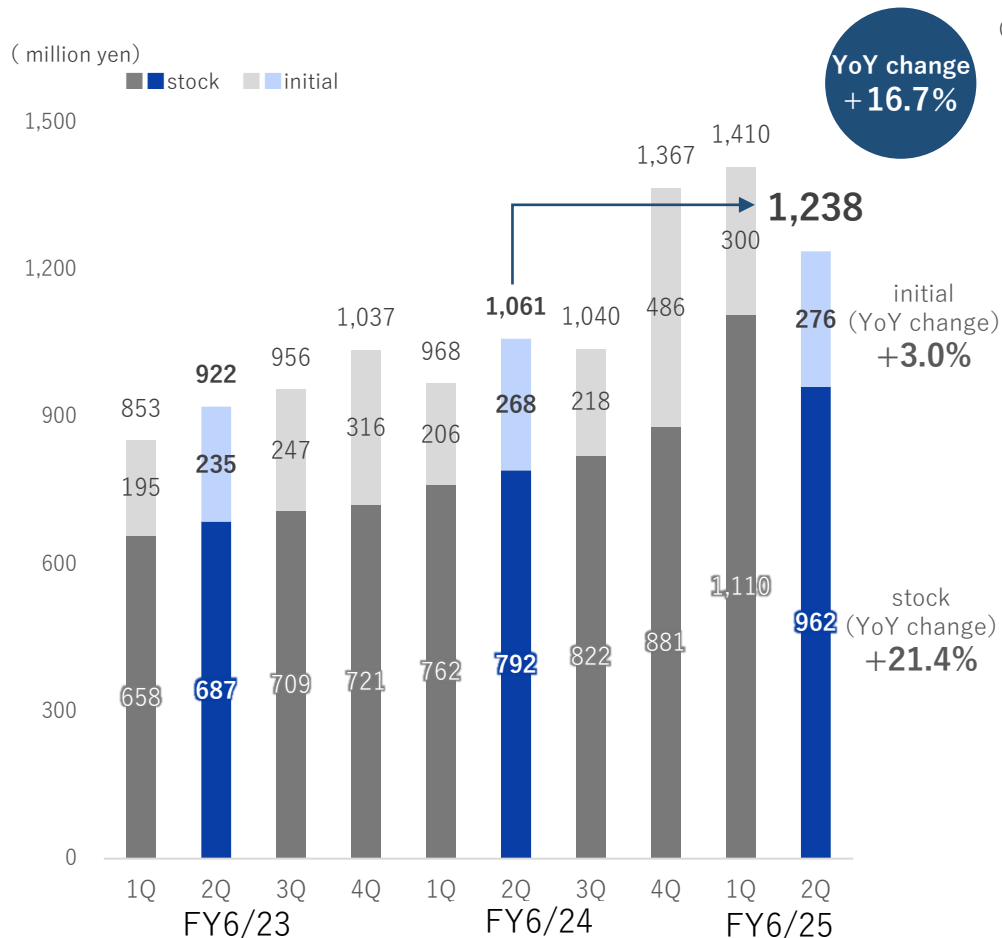


## Both stock sales and MRR trends remained steady.

Steady growth driven by cross-selling and upselling.

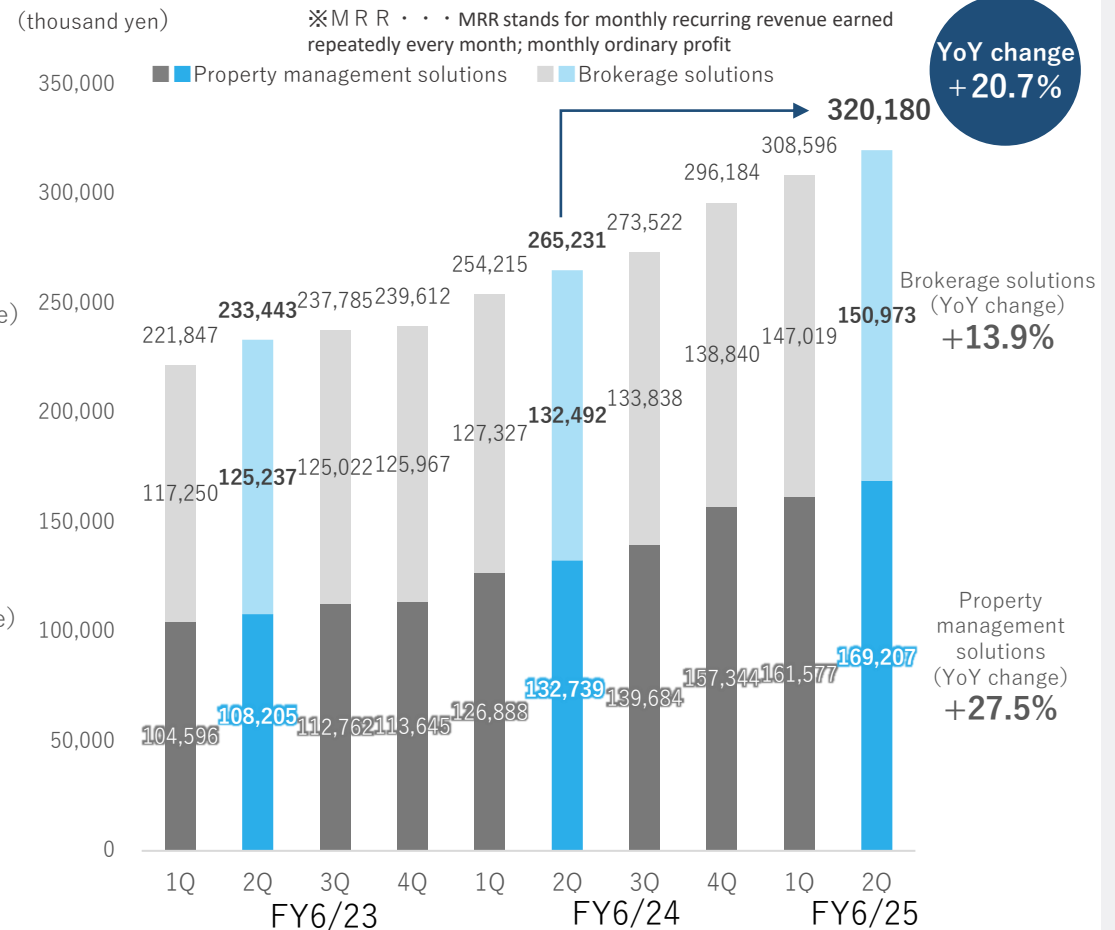
### Changes in stock and initial sales

Stock sales increased by 21.4% YoY, ensuring stable revenue.  
(1Q stock sales include three months' worth of performance additions.)



### Growth of Monthly Recurring Revenue

The expansion of "ReaPro" and the upselling of "Chintai Kakumei" to new and existing customers contributed to steady growth in both brokerage and property management solutions.





## 2Q FY6/25 Financial Highlights | Changes in each KPI

The churn rate remained low at 0.4%. Employee numbers increased, particularly in the sales department.

aim to enhance productivity per employee and achieve steady growth.

### ■ Cancellation Rate

(average monthly cancellation rate)

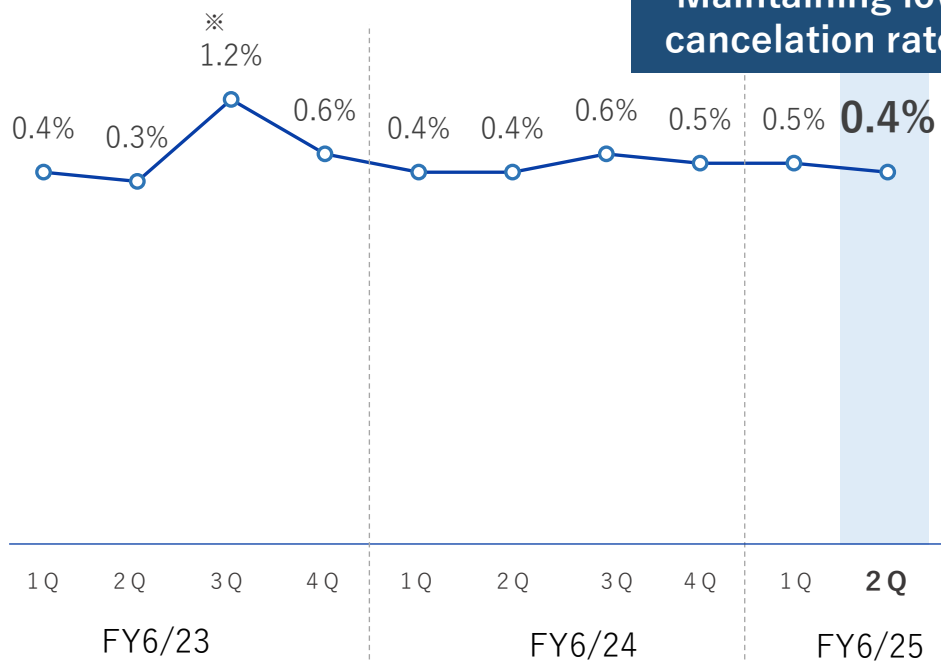
※Monthly cancellation rate: Percentage of the monthly amount decreased due to cancellation in the monthly billings of existing contracts.

#### Average annual monthly cancellation rate

1Q  
FY6/25 : **0.4%**

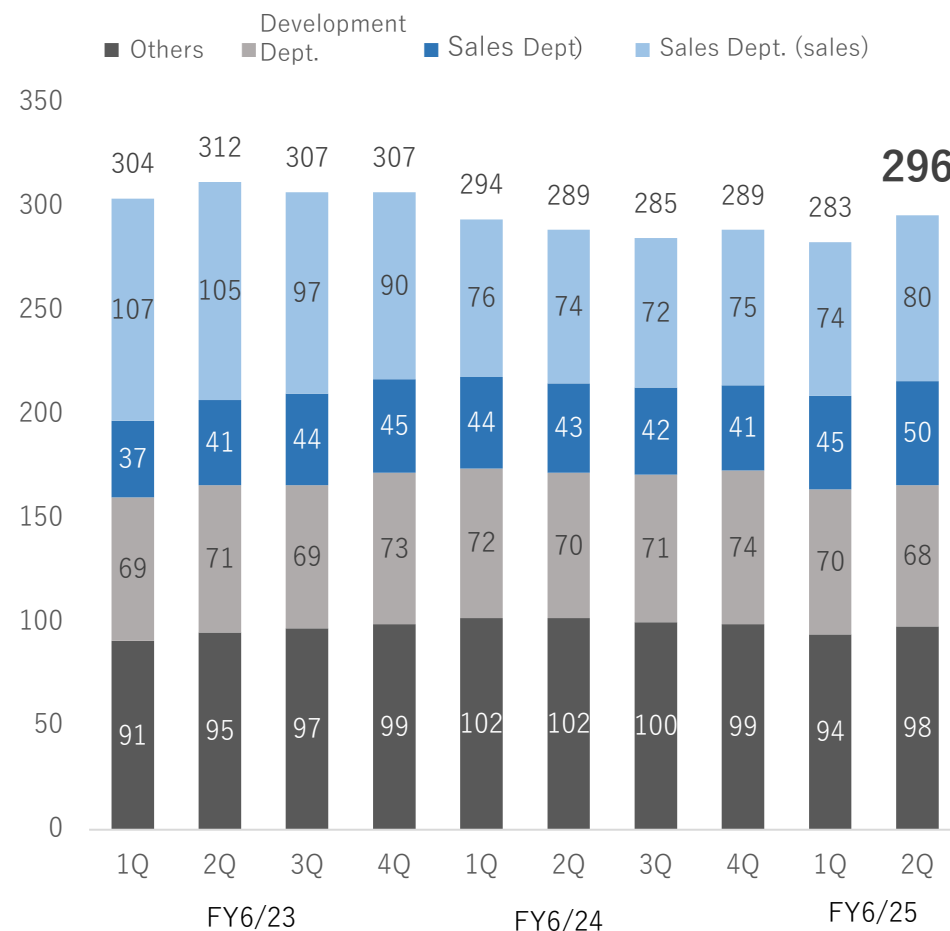
(FY6/24 : 0.5%)

Maintaining low  
cancellation rates



### ■ Number of Full-time Employees

※Number of employees indicates the number of full-time employees



※The increase in the cancellation rate in FY6/243Q is due to a temporary increase in the monthly cancellation rate due to the end of the provision of dedicated services to one specific user company in January 2023. After that, it returns to normal level.

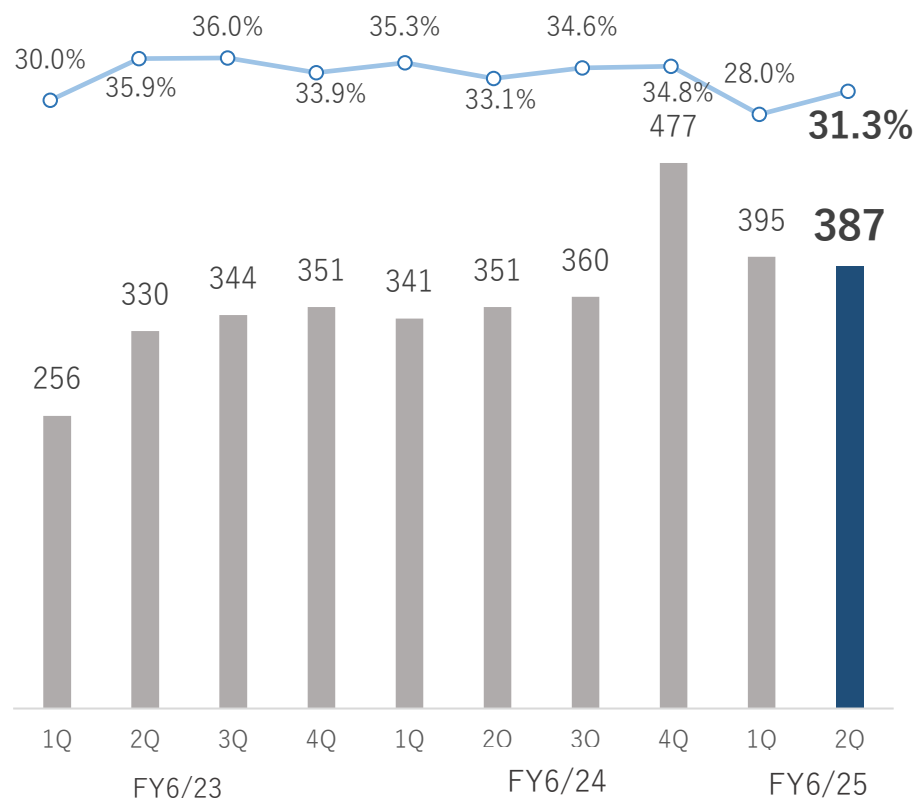
### Net sales, cost of sales, and SG&A expenses remained at a stable level.

#### ■ Cost of sales

The YoY change increased due to rising procurement costs, depreciation, and exchange rate effects. Compared to 1Q, the level remained stable. (In the previous Q4, a temporary cost increase of approximately 60 million yen occurred due to software amortization associated with financial results.)

(million yen)

■ Cost of sales ○ Cost of sales ratio

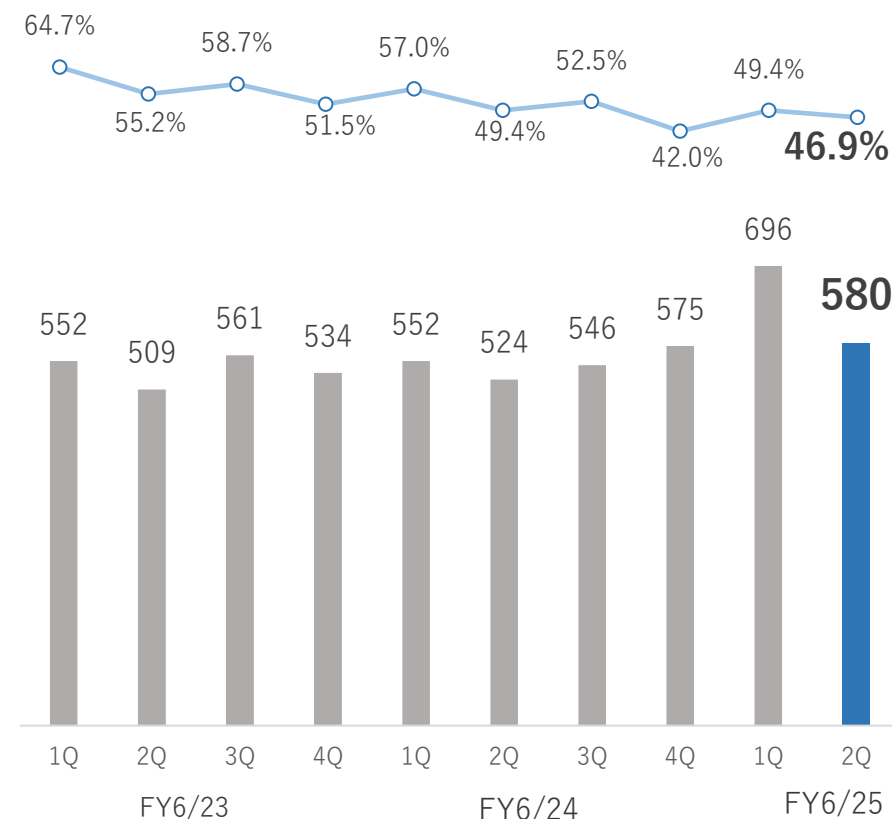


#### ■ SG&A expenses

The YoY change reflects an increase in personnel expenses due to salary revisions. (In 1Q, a temporary increase occurred due to amortization expenses associated with the merger of Real Net Pro Co., Ltd.)

(million yen)

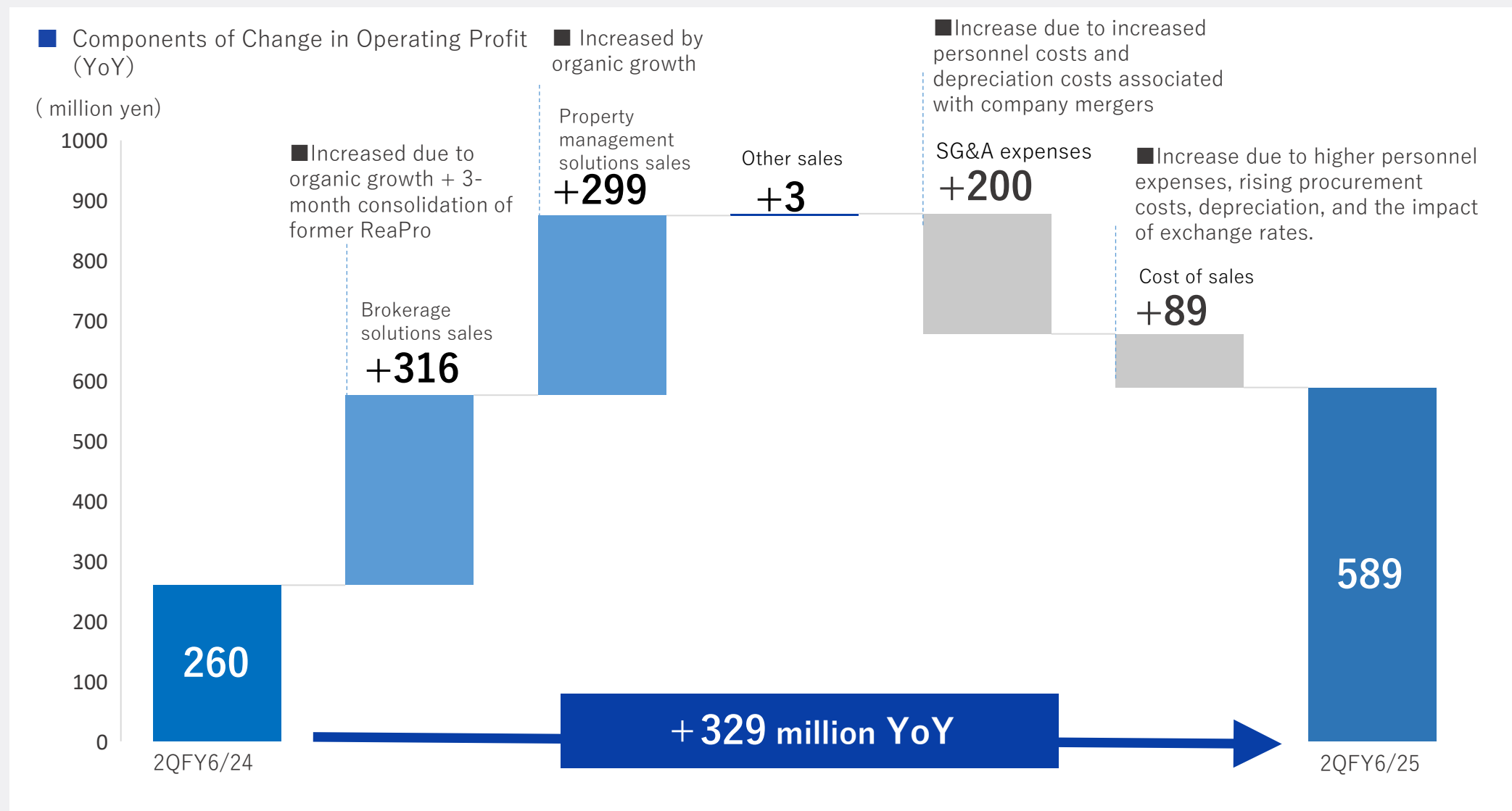
■ SG&A expenses ○ SG&A ratio



## 2Q FY6/25 Financial Highlights | Components of Change in Operating Profit

Revenue growth absorbed increases in SG&A and other expenses

**leading to a significant YoY increase of +125.9% in operating profit.**

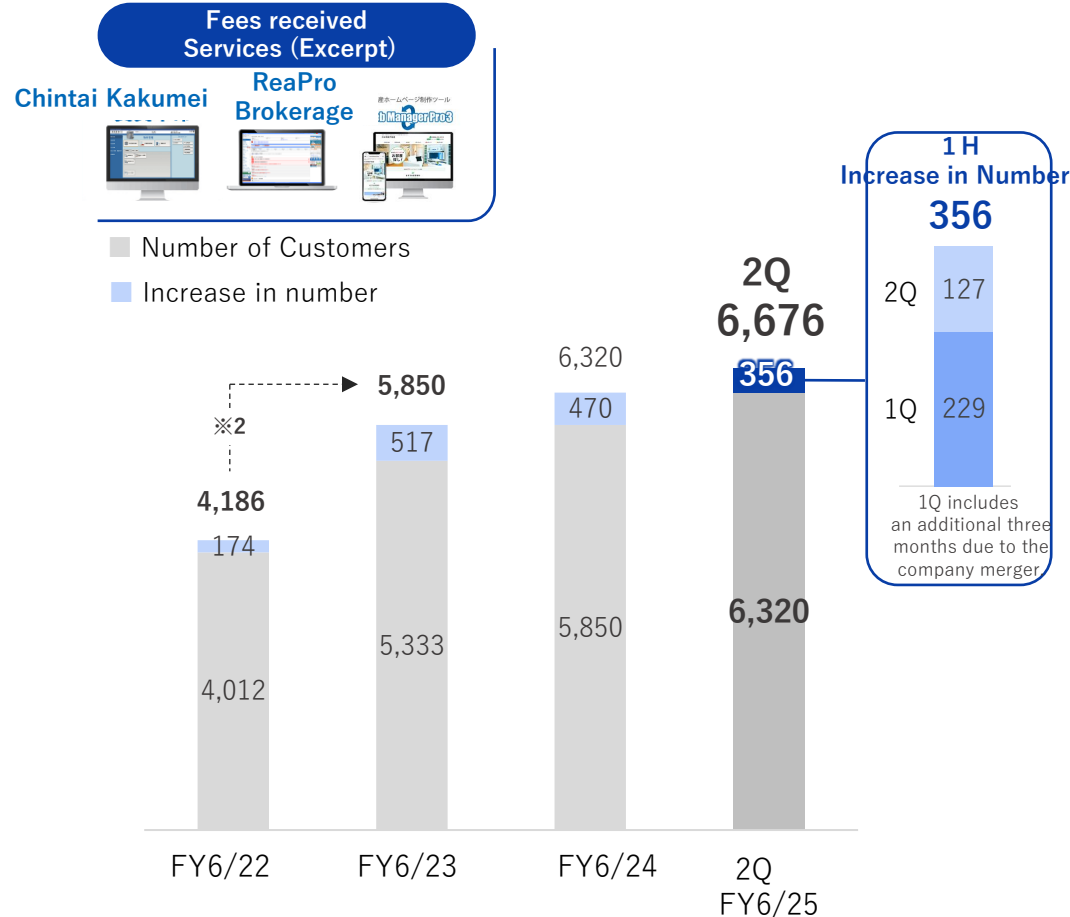
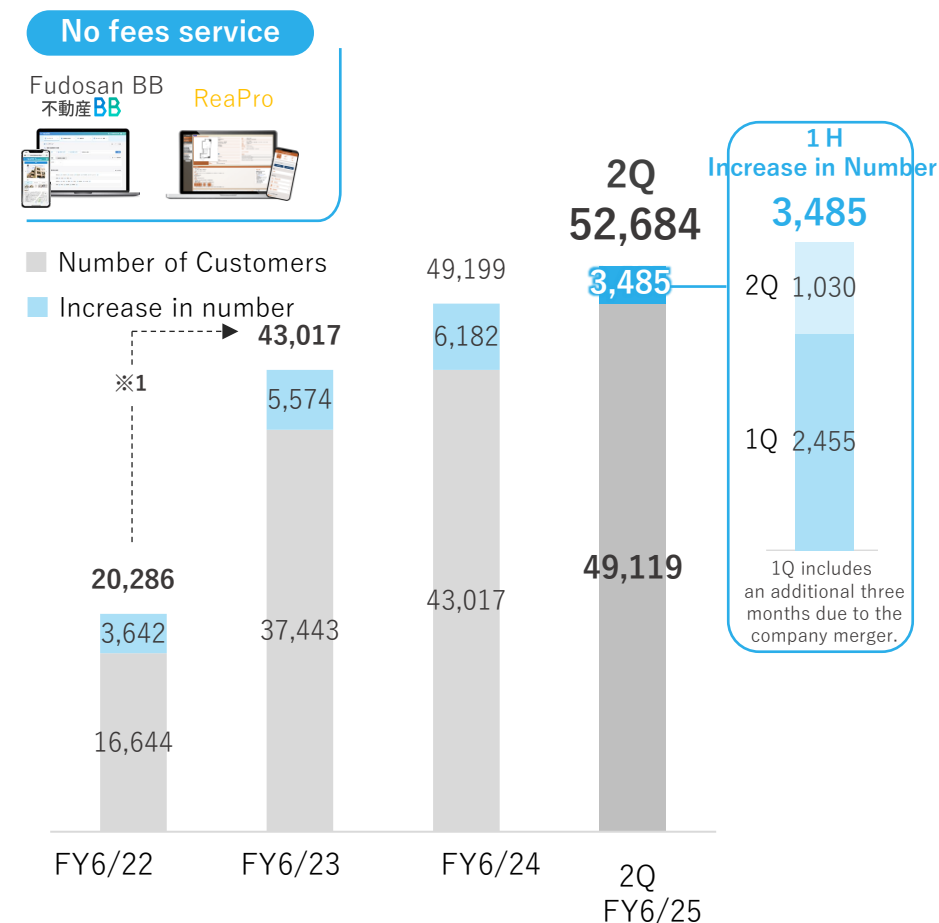


**Cross-selling from No Fees services contributed to a steady increase in customers for Fees Received services.**

**Building a stable revenue base through the acquisition of stock sales.**

■ Number of clients of the B-to-B property listing service (No fees)

■ Number of customers using monthly Fees received services (all products)



※ 1 : Increase in the number of existing establishments at the beginning of FY6/23 Add-on of 17,157 establishments (excluding overlap with Fudosan BB), which are existing clients of ReaPro Brokerage (free of charge), which was integrated into the management of 20,286 establishments at the end of FY6/22.

※ 1 : Increase in the number of existing establishments at the beginning of FY6/23 Add-on of 1,147 business offices (excluding overlap with our paid customers), which are existing customers of ReaPro Management (paid), integrated into the 4,186 business offices at the end of FY6/22.

The number of customers using e-Apartment Application and e-contract service also remained stable.

Aim to further expand market share.

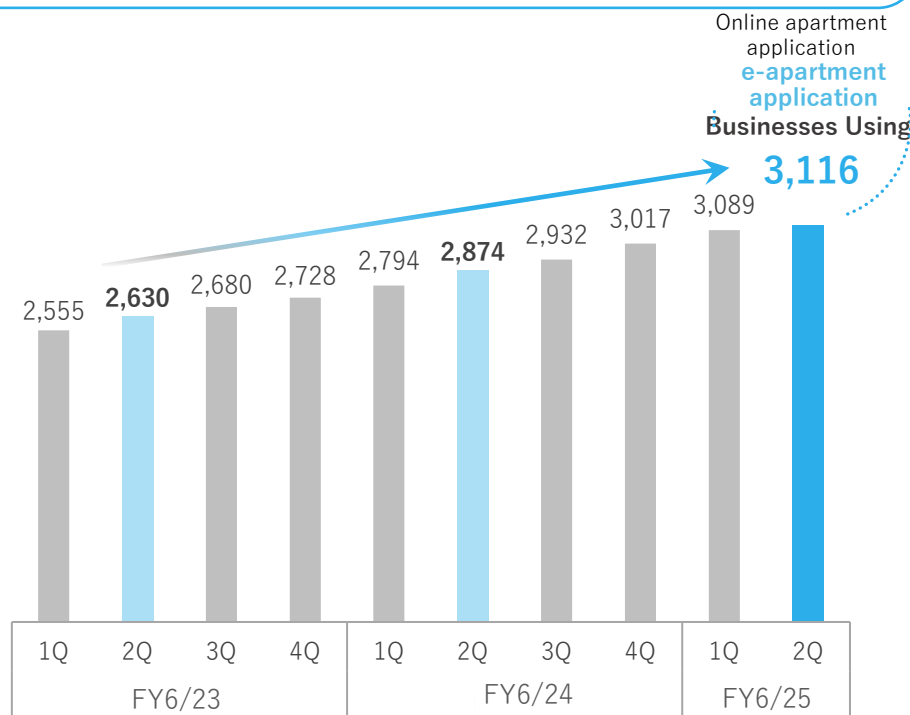
### Businesses Using the e-Apartment Application Service (Cumulative)

No fees

Online apartment application  
**e-apartment application**



The e-apartment application is a service for rental property management companies that allows the entire application process to be completed online, a **pre-contract step**. There is no need for handwritten applications, facsimile transmissions or telephone calls, which results in much higher productivity for these companies.



### Businesses Using the the e-contract service (Cumulative)

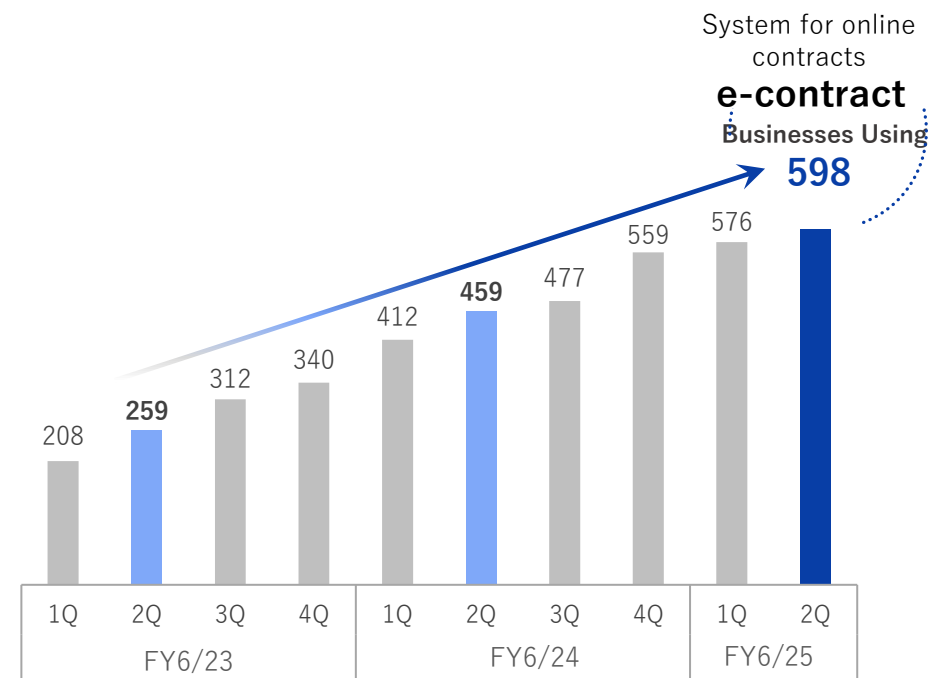
Fees received

System for online contracts  
**e-contract**



### Amended Law Enacted May 2022

Since May 2022, fully online real estate contracts are possible due to amendments to the Home Building Business Law. The e-contract service eliminates the need for face-to-face meetings and the use of postal mail to send contracts. All steps can be performed online.



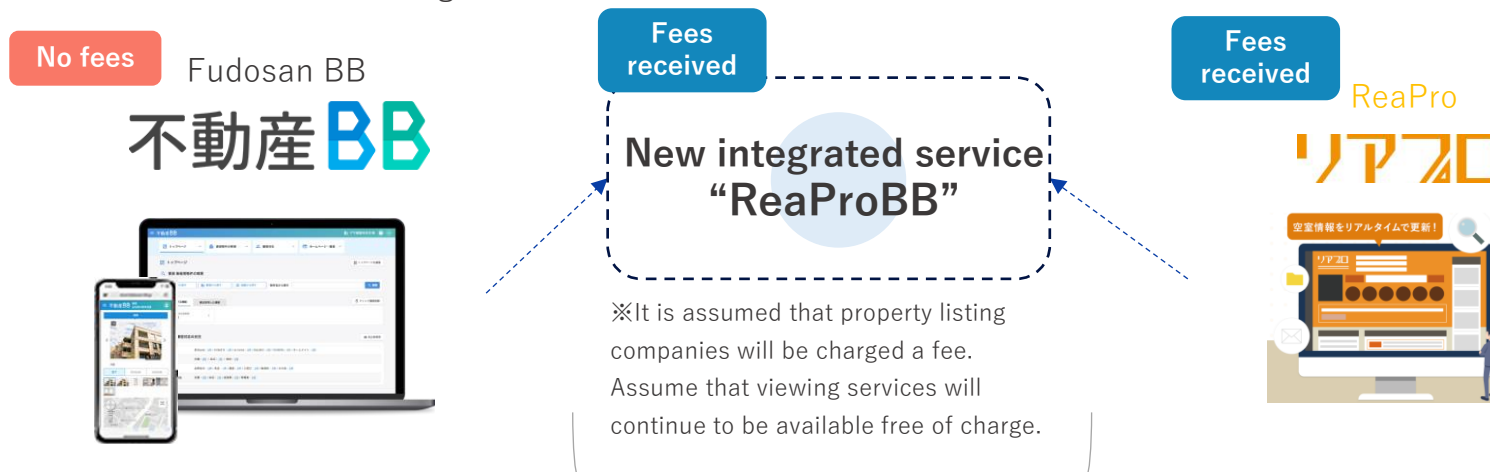
# The integrated version of "ReaProBB" is scheduled for release on May 28.

Integrating services for one of Japan's largest inter-business logistics services.

## Inter-agent property distribution service Service integration

### Fudosan BB + ReaPro

Continue to integrate (unify) our subsidiary services to become one of Japan's largest B-to-B services. Currently under development, planned to be rolled out as a paid service for real estate BB customers after integration



#### Service scale after integration ※image

※The current total number of customers and the case where all customers have migrated to the new service are listed. (excluding duplicates)

#### Number of establishments using

※As of Dec 2024.

**52,684** establishments

#### Number of properties in circulation (number of units)

※ As of May 2024.

**Approximately 380,000** items

Integrating services for one of Japan's largest inter-business logistics services.

## Shareholder Returns

### Introduction of a Shareholder Benefits Program from the Interim Period of FY Ending June 2025 (Record Date: End of December)

The dividend will be maintained at 5 yen per share.

#### Shareholder Benefits

##### Interim (Record Date: End of December Each Year)

#### Details

Shareholders holding at least one trading unit (100 shares) for over one year will receive a QUO card worth 500 yen as a gift.

Shareholders who have continuously held shares for over one year are eligible.

For the initial application (record date: December 2024), continuous holding requirements will not be applied.



#### Scheduled Dispatch Date

Expected to be sent annually in March.

#### Dividends

##### Year-End (Record Date: End of June Each Year)

To strengthen the company's foundation and support future business expansion, we will secure internal reserves while maintaining stable and continuous dividends. Our basic policy is to distribute earnings in line with business growth.

#### Year-End Dividend

**5 yen per share**

Interim : - | Year-End : 5 yen



# M&A and Capital & Business Alliances to Accelerate Growth

Strengthening and expanding core system domains + expanding business domains

## Acquisition of Youfit Co., Ltd. Shares



Providing web systems as a one-stop service

### Objective

### Strengthening the Development System

By leveraging Youfit's advanced technology and human resources, we will enhance the efficiency of our group's management resources and network, accelerating joint development. This will contribute to business expansion in both existing and new domains, leading to long-term corporate value growth.

## Capital & Business Alliance with Bcan Co., Ltd.



Providing corporate welfare services, housing services, and consulting

### Objective

### Enhancing Product Value-Added

By utilizing corporate welfare services and housing services, we aim to expand revenue and strengthen corporate value through mutual collaboration, ultimately enhancing the value-added of products for residents.

# Contents

2Q FY6/25 Financial Highlights

P.6

**FY6/25 Earnings Forecast**

**P.18**

Appendix

P.20

**Maintaining the strong first-half performance into the second half, achieving the full-year plan and further improving performance.**

	FY 2024	FY 2025 2Q	FY6/25 plan	YoY change	Progress Rate
Net sales	4,436	2,648	<b>5,000</b>	<b>+12.7%</b>	<b>53.0%</b>
Operating profit	709	589	<b>1,000</b>	<b>+40.9%</b>	<b>58.9%</b>
Ordinary profit	740	585	<b>1,002</b>	<b>+35.4%</b>	<b>58.5%</b>
Net Profit Attributable to Parent Company Shareholders	428	374	<b>624</b>	<b>+45.5%</b>	<b>60.1%</b>
Profit per Share (Yen)	30.43	26.90	<b>44.27</b>	-	-

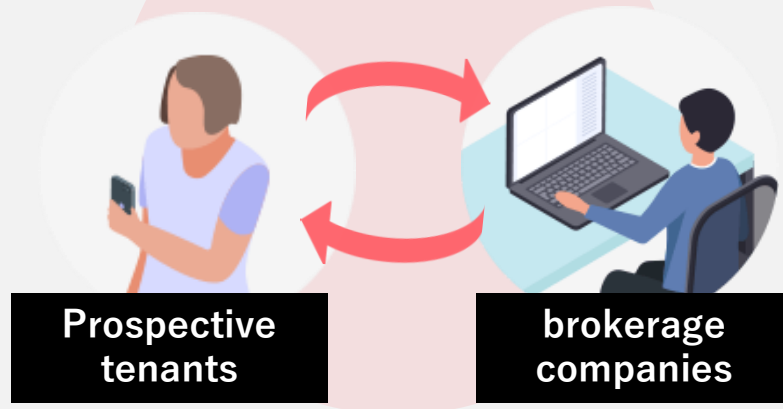
# Contents

2Q FY6/25 Financial Highlights	P.6
FY6/25 Earnings Forecast	P.18
<b>Appendix</b>	<b>P.20</b>

## Expanding market share in the two solution businesses of brokerage and management.

### Brokerage solutions business ReaPro business

#### Real Estate DX



Directly contribute to the real estate brokerage company's contribute to sales and profits

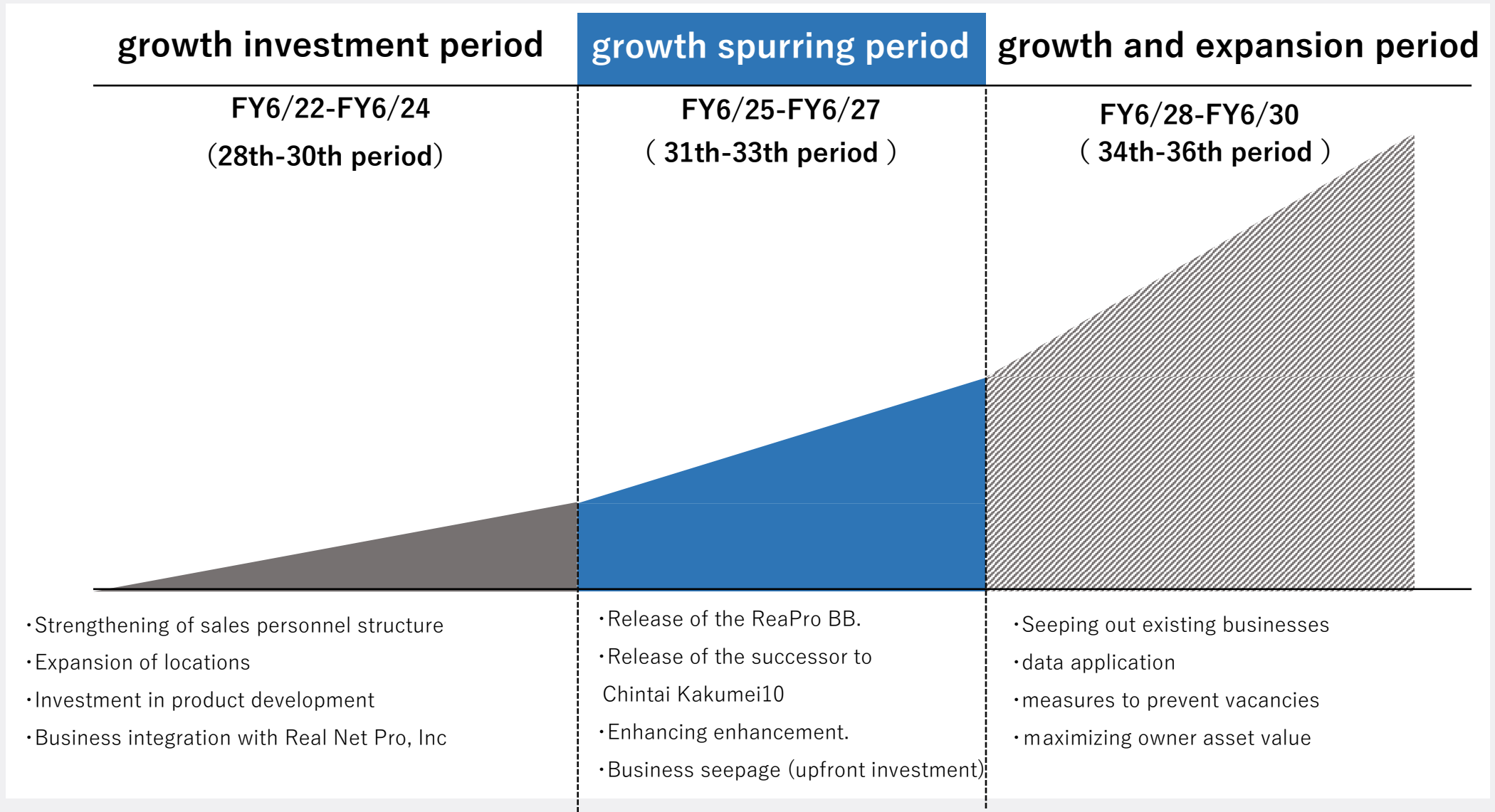
### Property management solutions business

#### Real Estate DX



Reducing costs for property management companies Helping owners maximize asset value

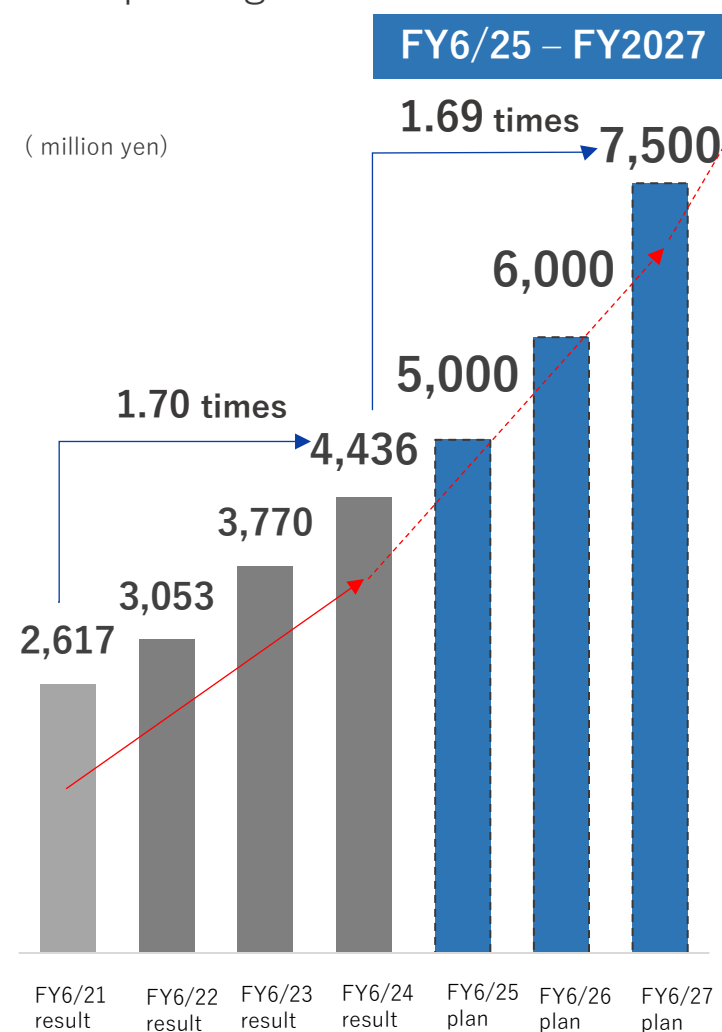
## New medium-term management plan (FY6/25-FY2027)



## Performance plan (FY6/25 – FY2027)

Focus on increasing sales and market share with an emphasis on improving sales and operating profit margins.

( million yen)	FY6/25		FY2026		FY2027	
	plan	YoY	plan	YoY	plan	YoY
Net sales	5,000	+12.7%	6,000	+20.0%	7,500	+25.0%
Operating profit	1,000	+40.9%	1,300	+30.0%	2,000	+53.8%
Operating margin	20.0%	-	21.6%	-	26.6%	-





## Organising the external and internal environment

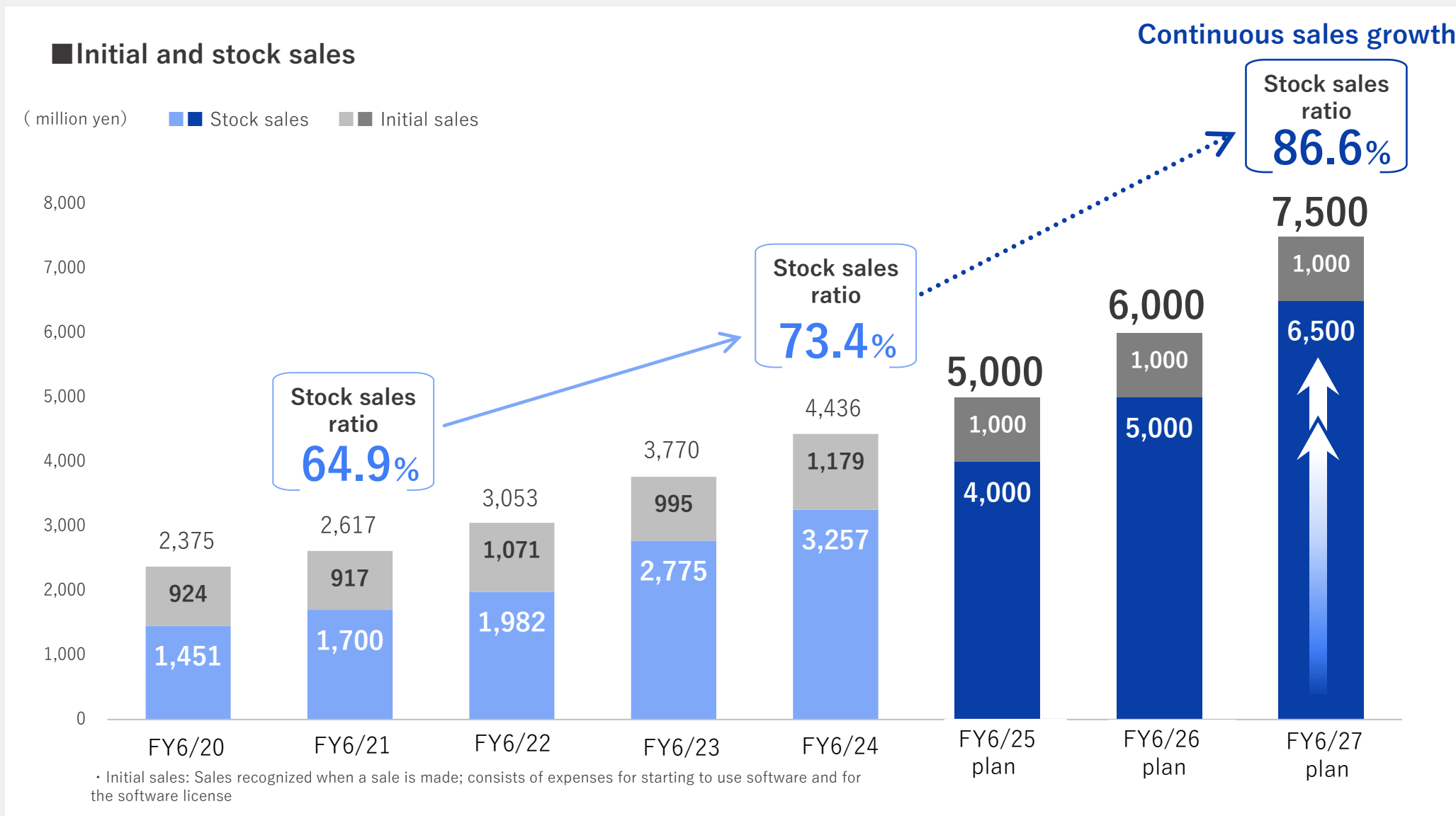
### external environment

- ✓ Real estate working environment :  
**Continuing ageing and chronic workforce shortages**
- ✓ Real estate DX market :  
**Increased demand for digitisation due to changes in legislation**
- ✓ Number of real estate businesses :  
**Increased demand for IT investment due to the entry of approximately 6,000 new businesses each year**

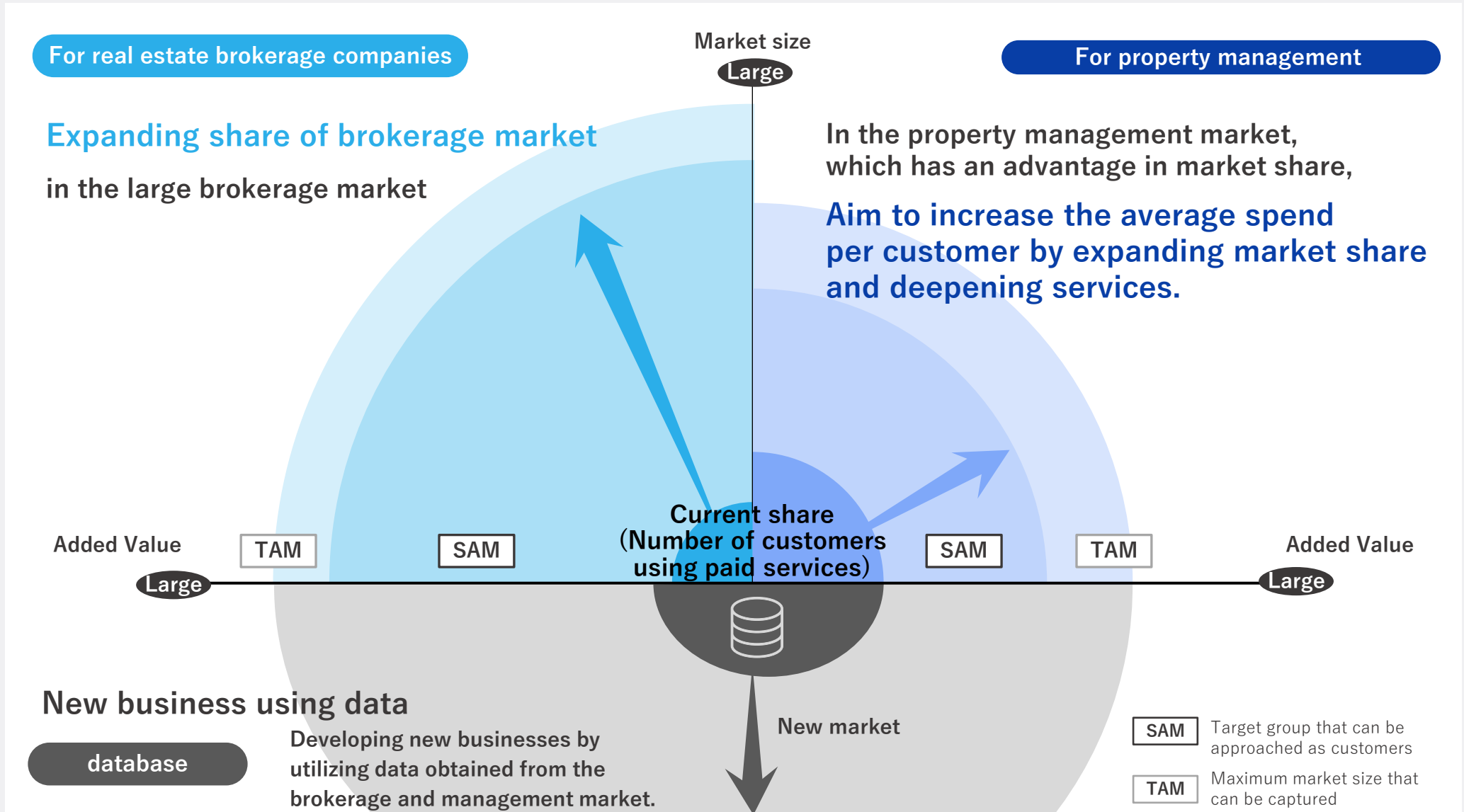
### internal environment

- ✓ Products and services :  
**The core of the intermediary, ReaPro BB, is released May 2025**
- ✓ sales productivity :  
**Increased sales productivity due to customer segmentation and a strengthened structure**
- ✓ Low cancellation rate :  
**Maintain low churn rate of 0.5% despite continuous revenue growth**

# Continuous sales growth through an increase in the stock sales ratio



# Growth themes by market



# Appendix

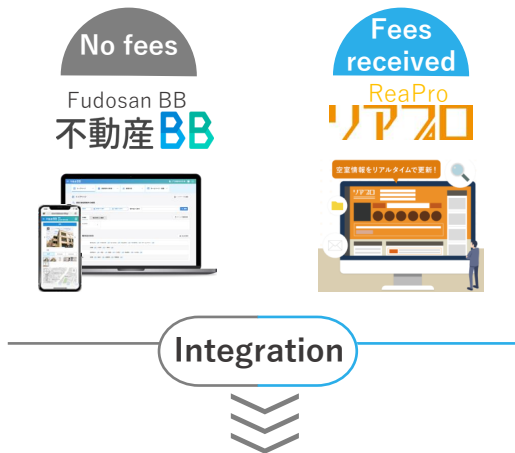
## Accelerate through service integration

### Fudosan BB + ReaPro

Inter-company property  
distribution service

Scheduled for Release in May 2025

Continue to integrate products to become one of the largest inter-company property distribution services in Japan. Currently under development, the current Fudosan BB is scheduled to be rolled out as a paid service after integration.



## Brokerage solutions

Property purchasing/sharing | Attracting customers/follow-up | Contracts

For real estate  
brokerage companies

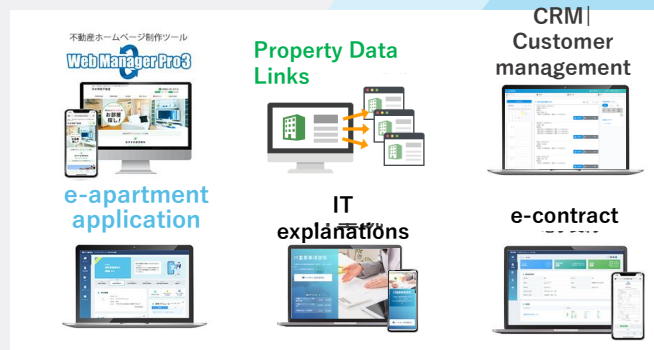
Market size  
Large

## Expanding share of brokerage market

### Focus on expanding share in the large brokerage market

By integrating FudosanBB and ReaPro  
Accelerate acquisition of intermediary  
market through related services

Free service customers  
49,000 companies  
※As of the end of June 2024



TAM

SAM

Current Market Share

(Number of Customers Using Fees Received Services)

Large

Added Value

## Appendix

### Deepening existing businesses

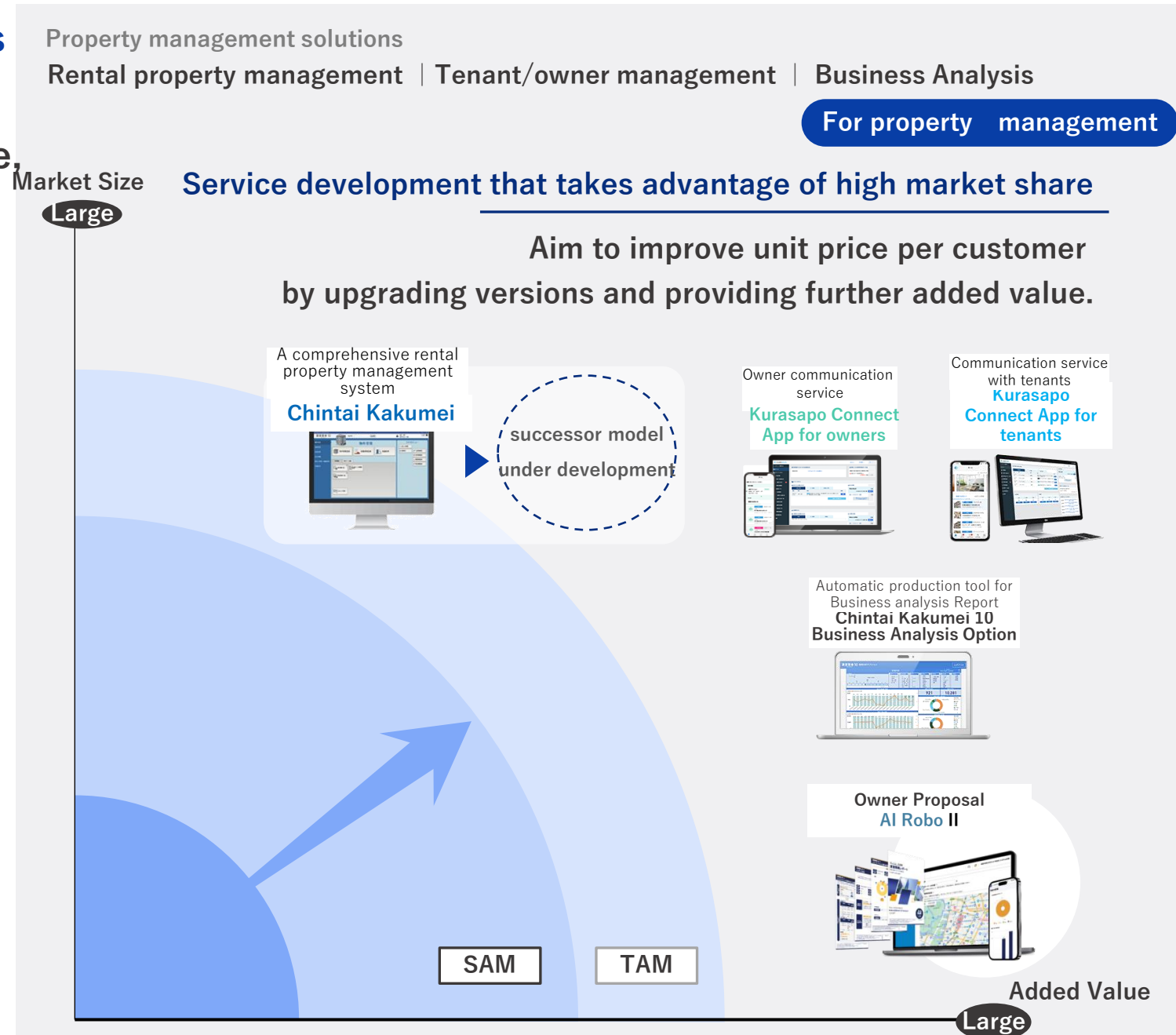
In the management market where we have a strong advantage, we aim to increase the average spend per customer by providing new value.

#### Advantage in the rental management market


Since its founding, its main service, Chintai Kakumei, has enjoyed a high market share, and resales through version upgrades and option sales are also large. Aim to increase the unit price per customer through the main unit and related services.

#### AI Robo II: An AI-powered valuation system for property owners

Leveraging the superiority of large data volumes, AI was utilized to develop a vacancy countermeasure tool for property management companies, which was launched in August 2023. Increase the added value of services by utilizing new technology.



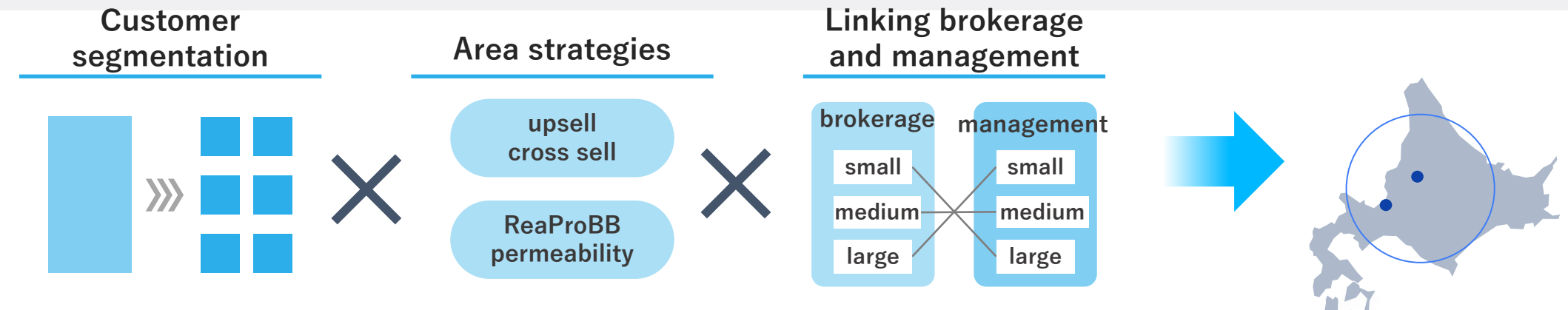
# Market-specific Growth Themes: Key Achievements and Future Initiatives



Growth Themes	Achievements up to 2025.2Q	Future Initiatives
Expansion of Market Share in Real Estate Brokerage	<ul style="list-style-type: none"> <li>Increased the number of businesses using the inter-business property distribution service "Fudosan BB"</li> <li>"ReaPro" user count: 52,684 businesses (increase of 3,485 since June 2024)</li> </ul>	<ul style="list-style-type: none"> <li>Integrate the company's No Fees service, "Fudosan BB," with "ReaPro" and expand it as the Fees Received service "ReaProBB" (scheduled for May 2025)</li> <li>Promote the expansion of brokerage services with "ReaProBB" as the key product</li> </ul>
For Rental property management Expansion and Deepening of Market Share in Rental Property Management	<ul style="list-style-type: none"> <li>Leveraging data advantages for AI-driven solutions Launched vacancy countermeasure tools for management companies in August 2023 (Current product: "Owner Proposal AI Robo II")</li> </ul>	<ul style="list-style-type: none"> <li>Develop the next-generation model of the "Chintai Kakumei" comprehensive rental property management system</li> <li>Enhance services for rental property management companies and improve customer unit prices</li> </ul>
New Businesses Utilizing Data	<ul style="list-style-type: none"> <li>"Owner Proposal AI Robo II" product launch resulted in improved precision and high customer satisfaction</li> <li>AI-powered chatbot release for support of existing users</li> </ul>	<ul style="list-style-type: none"> <li>Continue research and development of AI-related products</li> <li>Improve internal business efficiency using AI</li> </ul>

## Basic strategy

### Customer segmentation and area strategies and connecting customers with one-stop services.



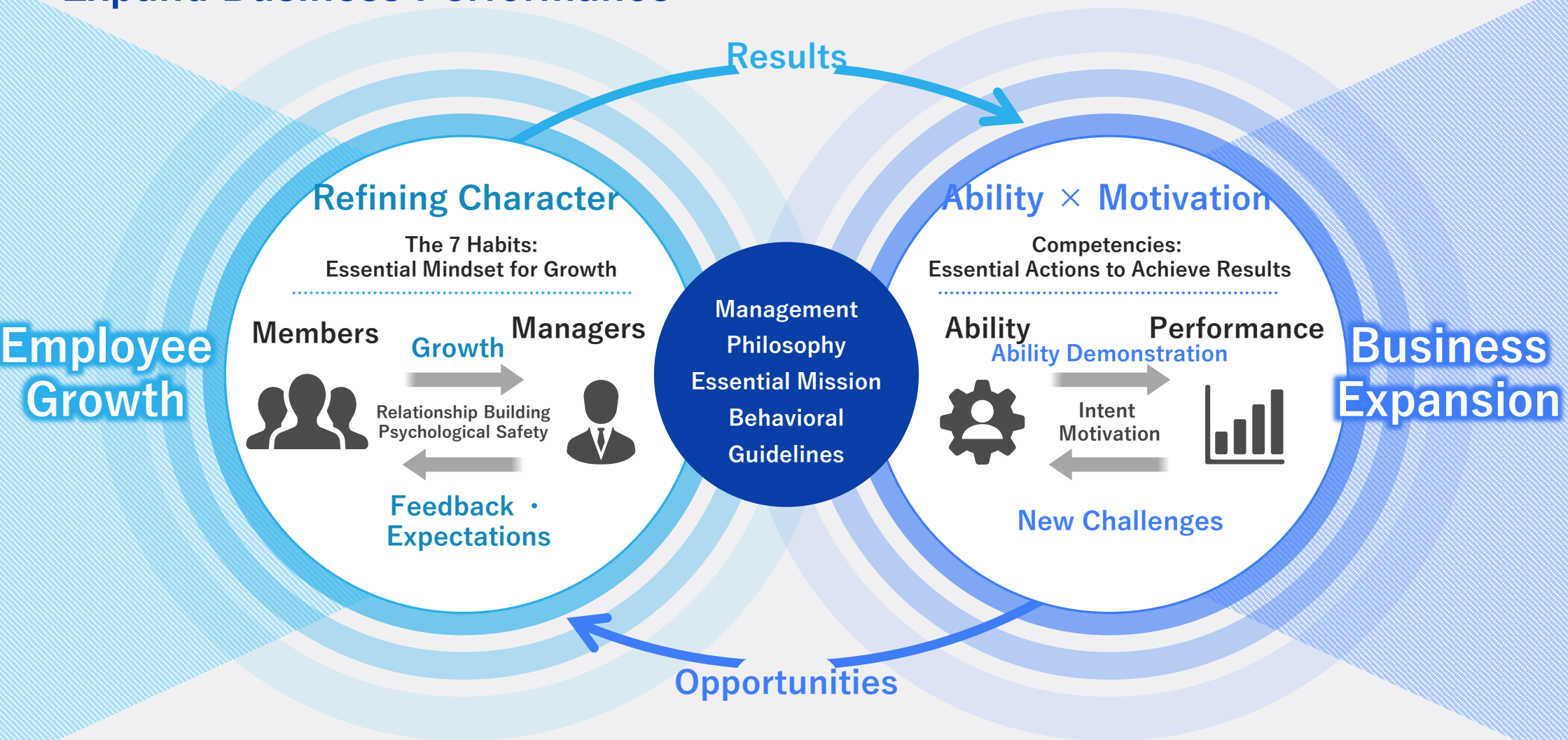
### Expanding domestic market share with an integrated service line-up linking brokerage and management





Human Resource Strategy

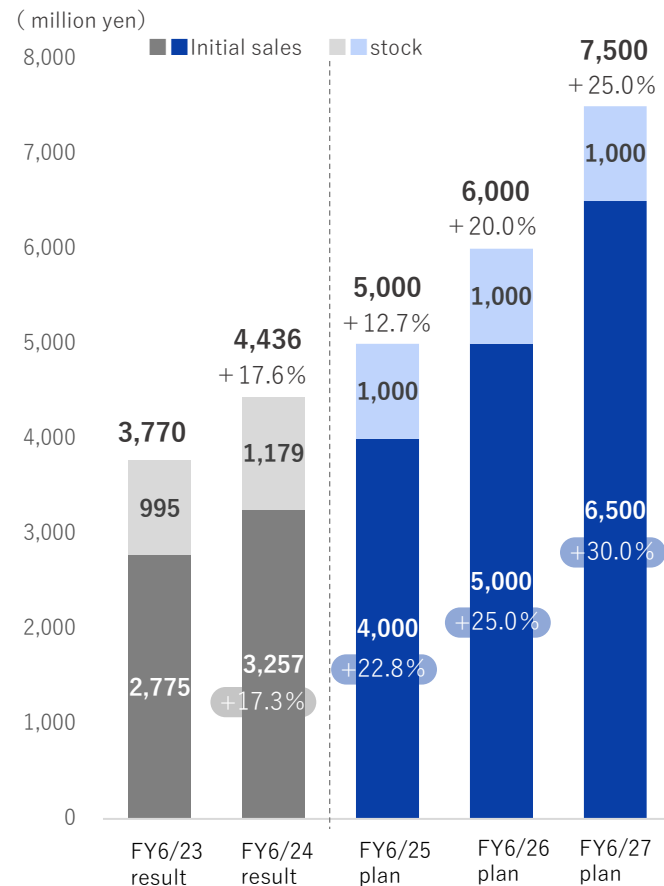
# Strengthening the Training System to Foster Employee Growth and Expand Business Performance



## Key indicators for achievement

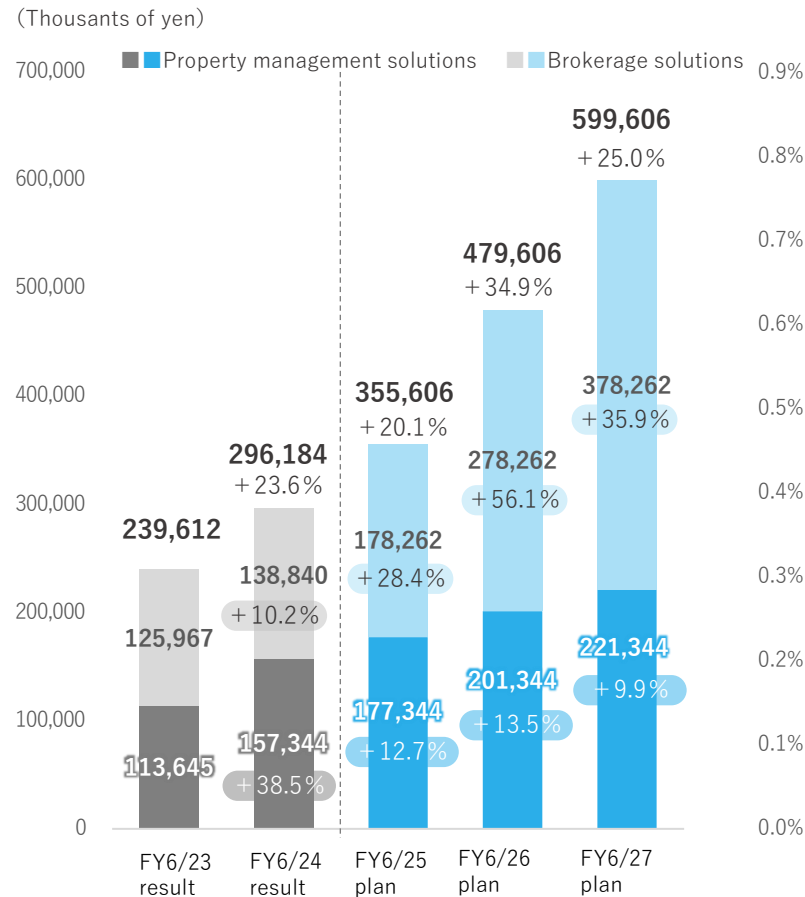
### Initial and stock sales plan

Flat growth in Initial sales, increase Stock sales and expand growth.



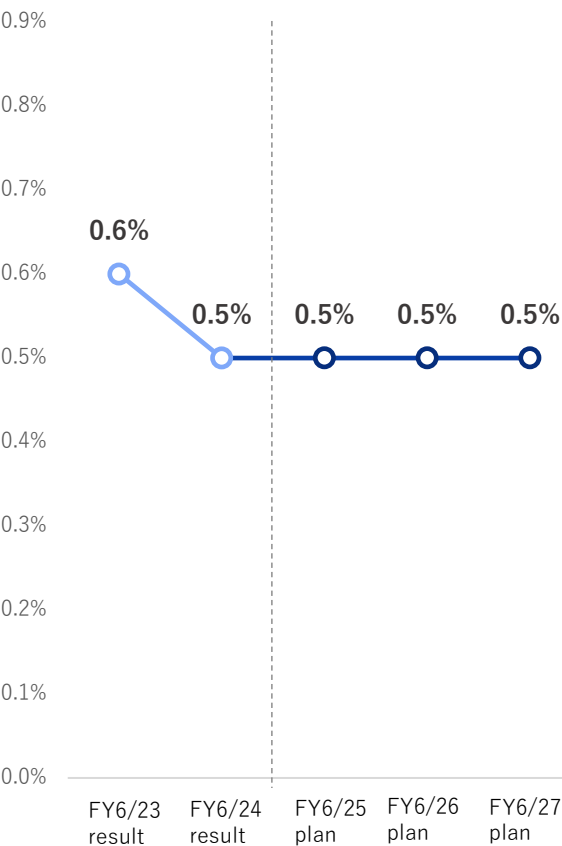
### Plan for MRR at the end of the year

Accumulation of charges is important.  
Aggressive promotion of Brokerage solutions, with ReaPro BB as the mainstay.



### Cancellation Rate

Maintain low cancellation rates while increasing performance.  
Focus on supporting customer occupancy.



\*MRR stands for monthly recurring revenue earned repeatedly every month; monthly ordinary profit.

# Towards a new business using data

## New business using data

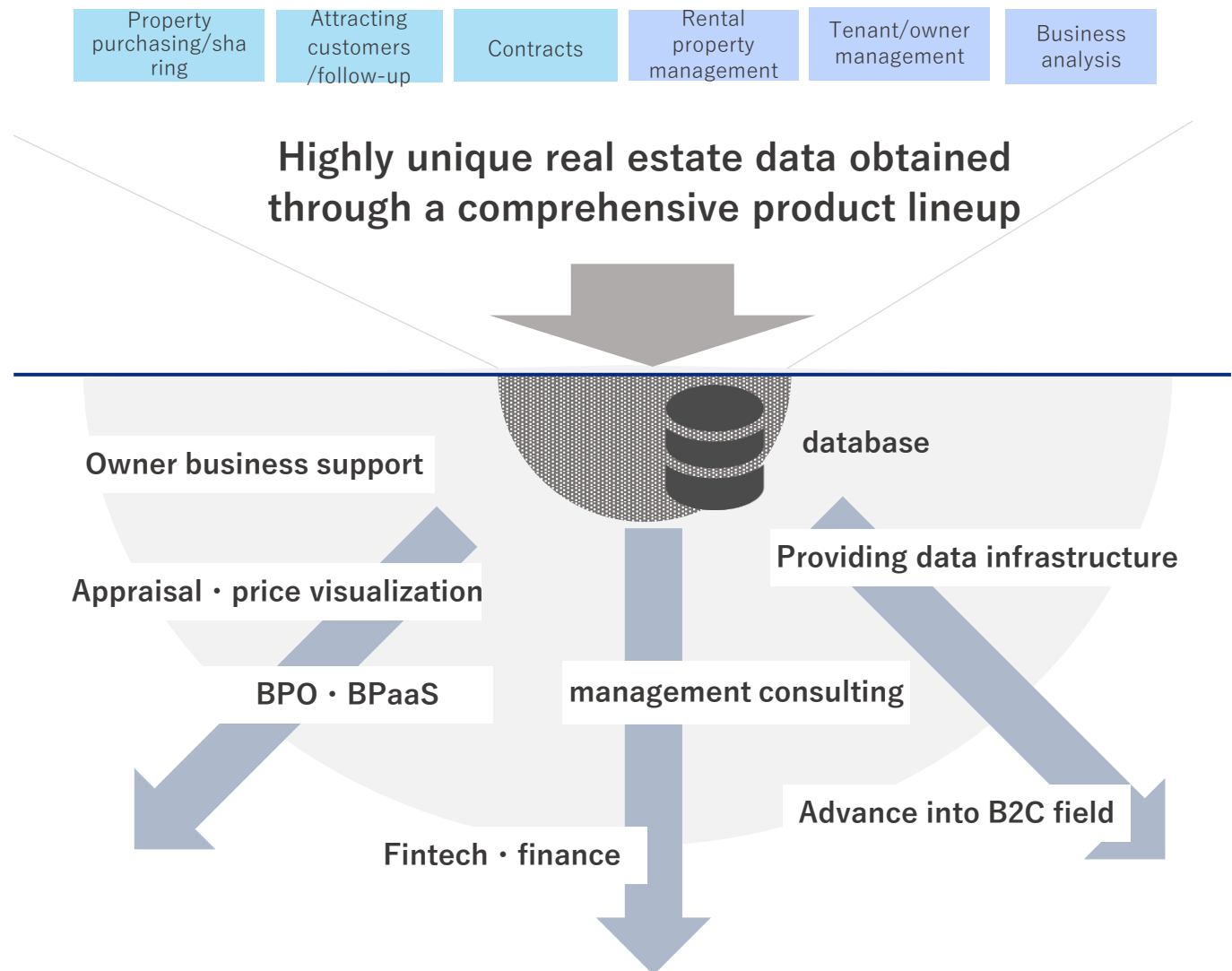
**Continue to invest in new businesses that utilize highly unique real estate-related data**

### ■ With medium- to long-term growth in mind

While expanding our share in the management and brokerage markets, continue to invest in new businesses that utilize data as our third arrow.

### ■ Highly unique real estate related data

Rather than general recruitment data on the web, we maintain real management data owned by rental management companies. Aim to grow new businesses by utilizing highly unique data obtained from integrated products.



- Dedicated to using real estate transactions as a source of happiness for society -

### | Mission |

**Dedicated to the happiness of  
everyone we serve**

### | Vision |

**Use technology to create  
innovative platforms for the real  
estate sector**

# Become a platformer in the real estate domain

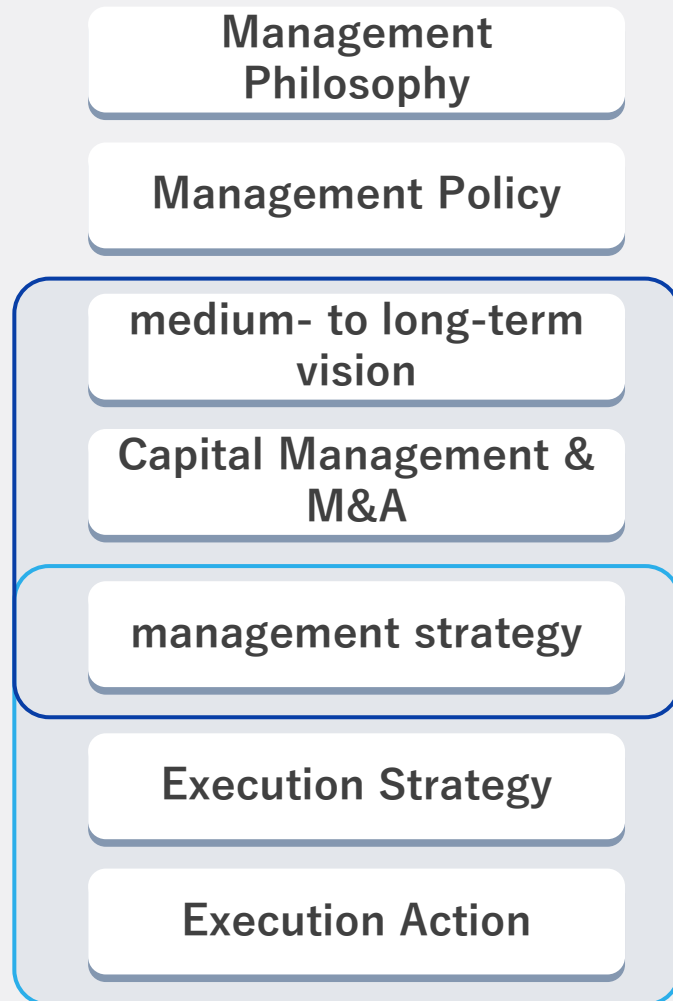
**Our goal is to build platforms that transform dreams into reality and make many people happy.**

Real estate transactions produce happiness and appreciation by fulfilling customers' dreams in the form of a property that precisely matches their requirements. This is our belief. Real estate companies are dedicated to achieving the simple goal of transforming customers' dreams into reality and making them happy. We play a role in this happiness by using the latest technologies to create extremely convenient platforms for real estate companies.

**Yonetsu Kenichi, Representative Director, Chairman CEO**



# Division of labor for strategy and execution to promote growth



## Two Representative Directors effective September 26, 2023

The purpose of the change (increase in the number of representative directors) is to more strongly promote the Company's sustainable growth and further enhancement of corporate value. Cooperation, sharing, and checks and balances in management to respond quickly to changes in business conditions and the business environment.

**Representative Director Chairman CEO** (Former: Representative Director, President)

**Yonetsu Kenichi**



brief personal record

Apr 1981 Joined Toyota Industries Corporation

Jan 1983 Joined Holp Co.

Jan 1985 Joined PM (sole proprietorship)  
(now Produce Media Co., Ltd.)

Aug 1994 Established our firm and became President and  
Representative Director

Jun 2022 Director of RealNetPro Co. (to present)

Sep 2023 Chairman and Representative Director of the Company (to present)

**Representative Director, President COO** (Former: Sales Headquarters General Manager)

**Tsujimura Kunio**



brief personal record

Apr 1991 Joined Recruit Co.

Apr 2008 Sales Executive Officer, Sales Management Department, Marriage  
Information Magazine Zexy Business Division

Apr 2015 Marriage & Family Business Executive Officer, General Manager  
of Business Division

Oct 2018 President and Representative Director of B.MARKETING Co.  
(currently Basketball Corporation K.K.)

Apr 2022 President and Representative Director of Meitec Fielders Inc.

July 2023 Joined our firm, General Manager of Sales Division

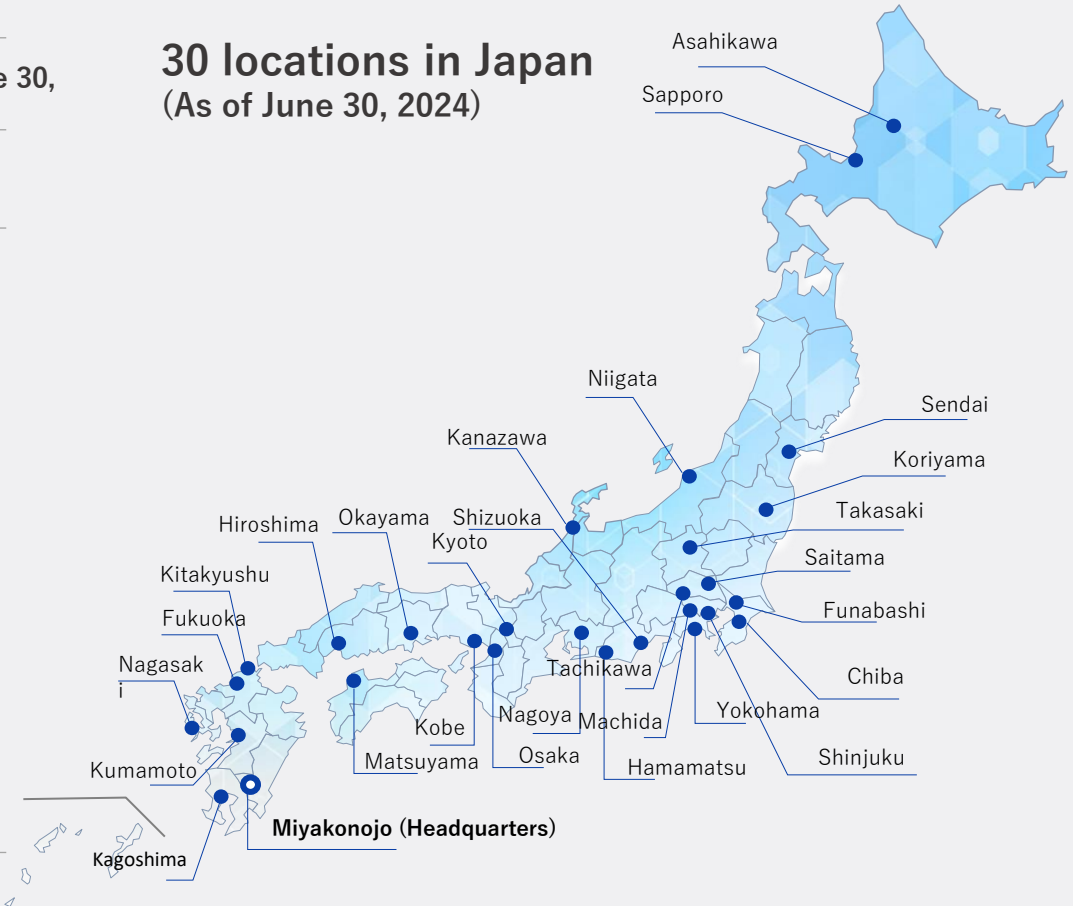
Sep 2023 President and Representative Director of our firm (current)

# Company Profile

Company name	Japan PropTech Co., Ltd.
Establishment	August 1994
Location prefecture	13-18 Kanmachi, Miyakonojo-shi, Miyazaki
Number of employees	313 including 289 full-time employees (As of June 30, 2024)
Business activities and	Development and sales of application systems services for real estate industry
経営陣	Yonetsu Kenichi, Representative Director Chairman CEO Tsumimura Kunio, Representative Director, President COO Maruta Hideaki, Director, Chief of Staff, Head of Human Resources Senokuchi Naohiro, Director, Chief of Staff, Head of Administration Watanabe Ryo, Director, Chief of Operations, General Manager of Business Division Yamamoto Osamu, External Director Miyazaki Tomoaki, Director, Audit & Supervisory Committee member Miura Hiroshi, External Director, Audit & Supervisory Committee member Tomoko Furuse, External Director, Audit & Supervisory Committee member
Listed market	Tokyo Stock Exchange (Growth) code: 4054

**Offices** Sapporo/Asahikawa/Sendai/Koriyama/Takasaki/Niigata  
Shinjuku/Tachikawa/Saitama/Funabashi/Chiba/Utsunomiya/Yokohama/Machida  
Osaka/Kyoto/Kobe/Kanazawa/Nagoya/Hamamatsu/Shizuoka  
Hiroshima/Okayama/Matsuyama/  
Fukuoka/Kitakyushu/Nagasaki/Kumamoto/Miyazaki (Headquarters)

## 30 locations in Japan (As of June 30, 2024)





### Our Characteristics |

SaaS company specializing in real estate, aiming to be a platformer

Sales Transition

**Sales increased  
for 30  
consecutive  
terms**

Business Overview

**Promoting Real  
Estate DX**  
Aiming to be a platformer

Providing business solutions related to  
real estate leasing and sales through the  
use of technology

Rental Management  
System Introduction Results

**No.1** ※1

Number of offices (cumulative): 5,393  
※As of June 30, 2024

Number of  
domestic offices

**30 locations**

※ As of June 30, 2024

Low cancellation  
rate

**0.5%**

Average monthly cancellation  
rate

※Results of FY6/24

MRR

**296 million**

Approximately 73% of sales  
are stock sales

※ As of June 30, 2024

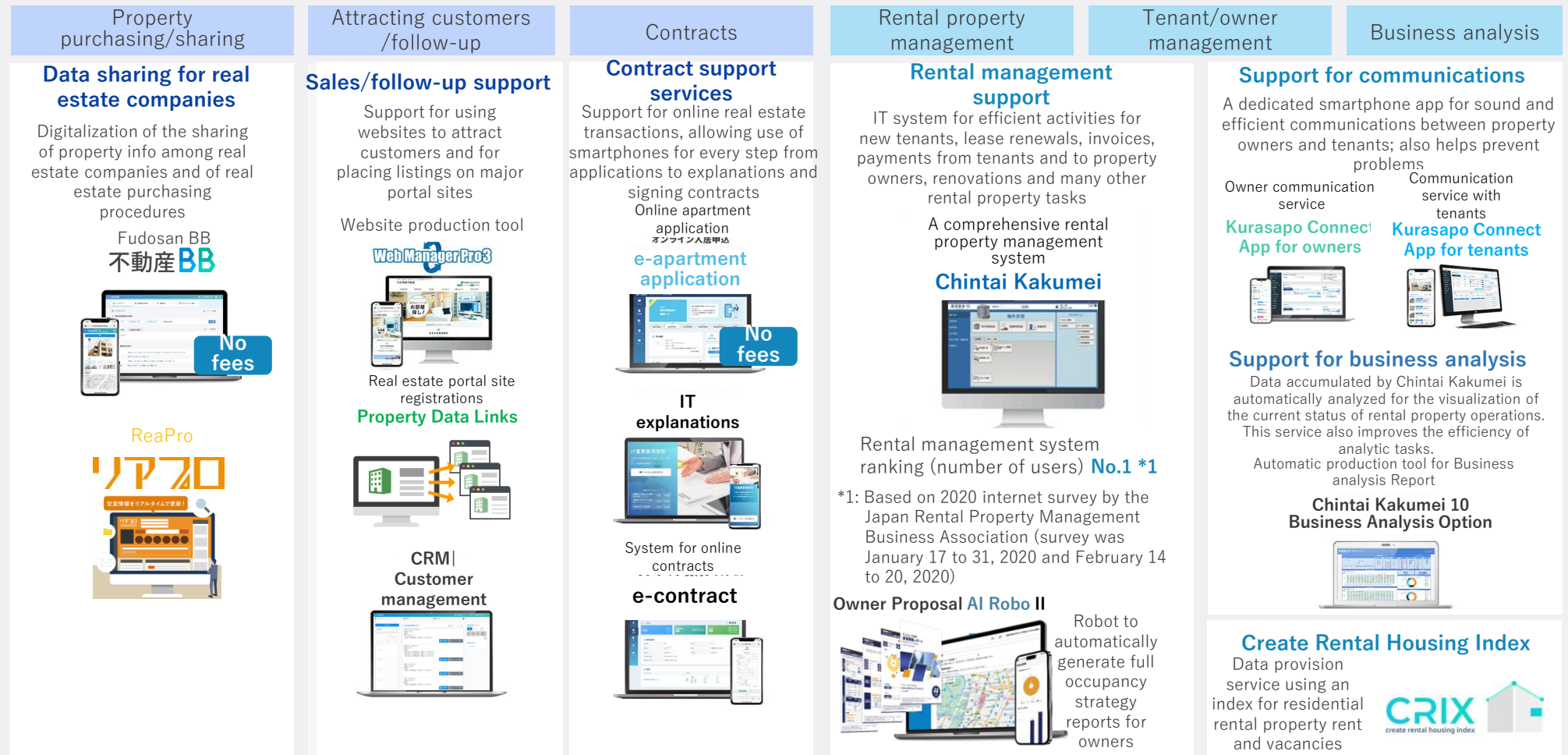
※ 1 : 2020 National Rental Management Business Association Web Survey (January 17, 2020 - January 31, 2020 and February 14, 2020 - February 20, 2020)

# Expanding an Integrated Product Lineup in the SaaS x real estate tech area

Brokerage solutions

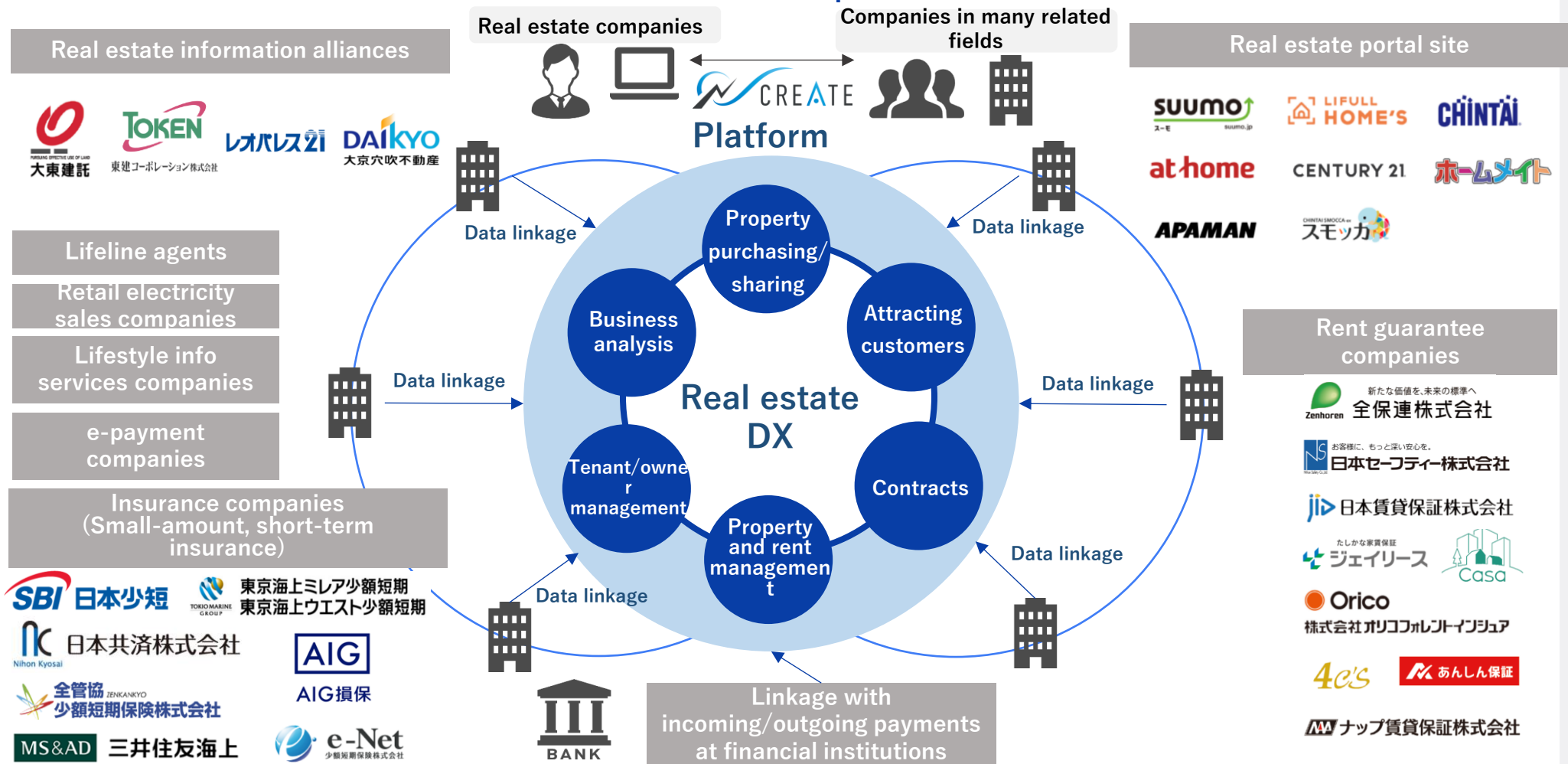
Property management solutions

## All-inclusive workflow solutions for the real estate industry



# A broad range of services for real estate brokers and rental property managers using a platform

Application programming interface (API) linkage (data linkage) improves the efficiency of business processes of real estate companies



## Appendix : market environment

### Growing market environment

#### Japan's Growing Real Estate Technology Industry

Fiscal 2030 forecast

Market size: **¥2,378 billion**

Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

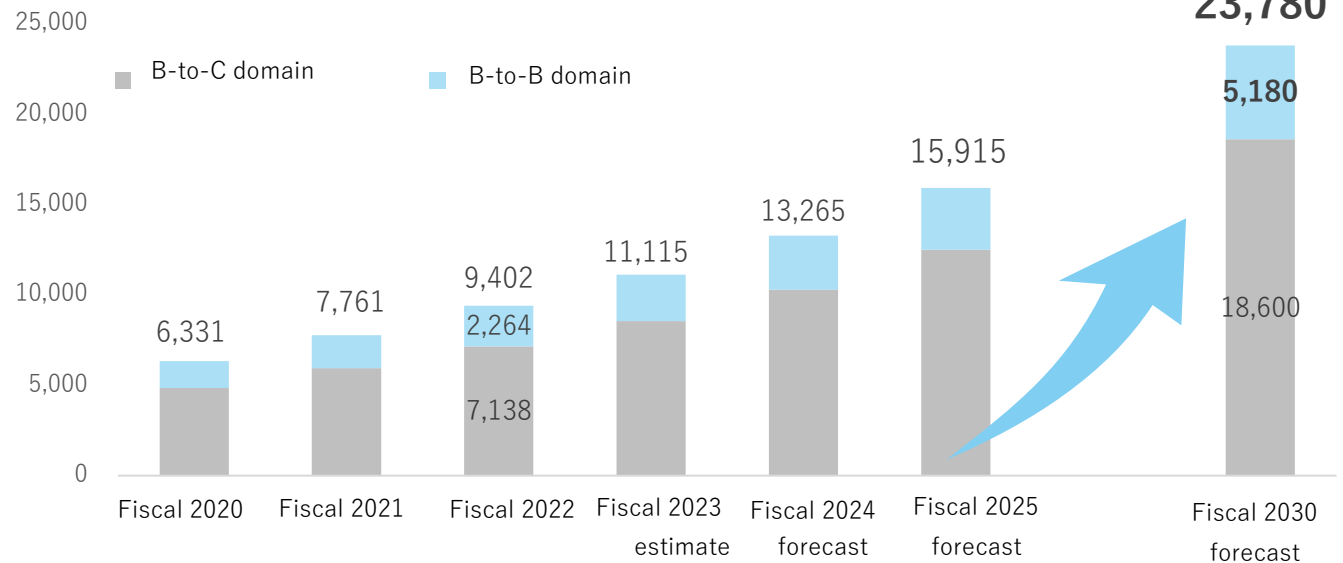
#### Homebuilders in Japan

The number of homebuilders has increased slightly, remaining generally **steady at about 130,000**

Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

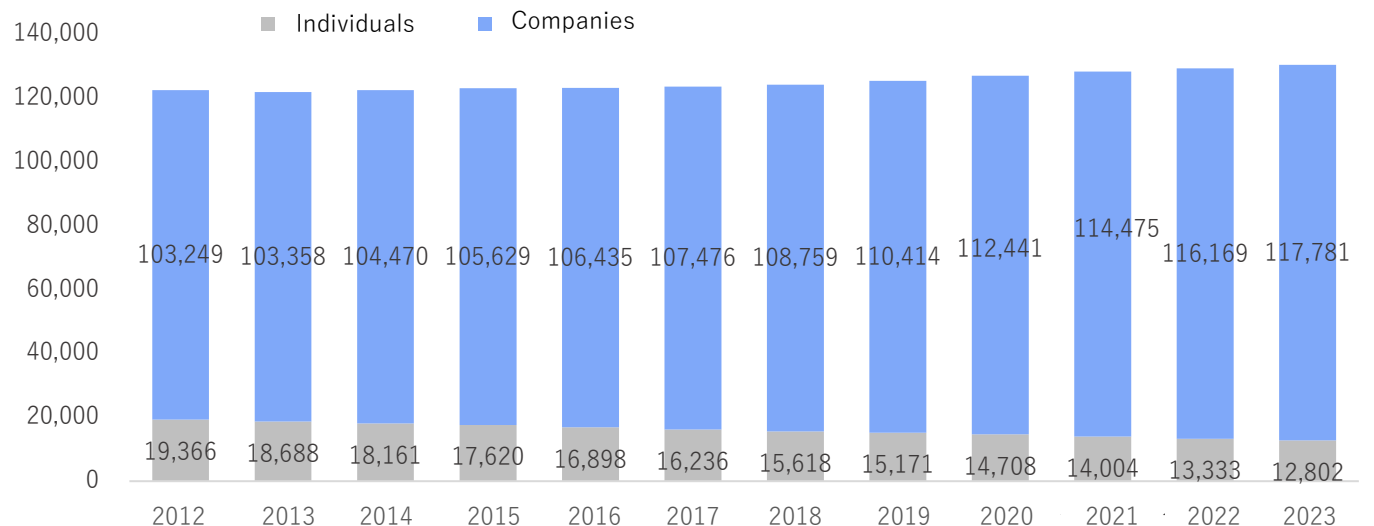
#### 2024 Real Estate Tech Market Facts and Outlook.

(100 million yen)



Source: Yano Research Institute Ltd., "2024 Edition: Current State and Outlook of the Real Estate Tech Market" (April 2024)

#### Homebuilders in Japan (End of fiscal 2023)



Source: Statistics for Homebuilders and Residential Land and Building Transaction Brokers, Homebuilders in Japan, end of fiscal 2023, Real Estate Transaction Improvement Organization

## Appendix : market environment

### Growing market environment

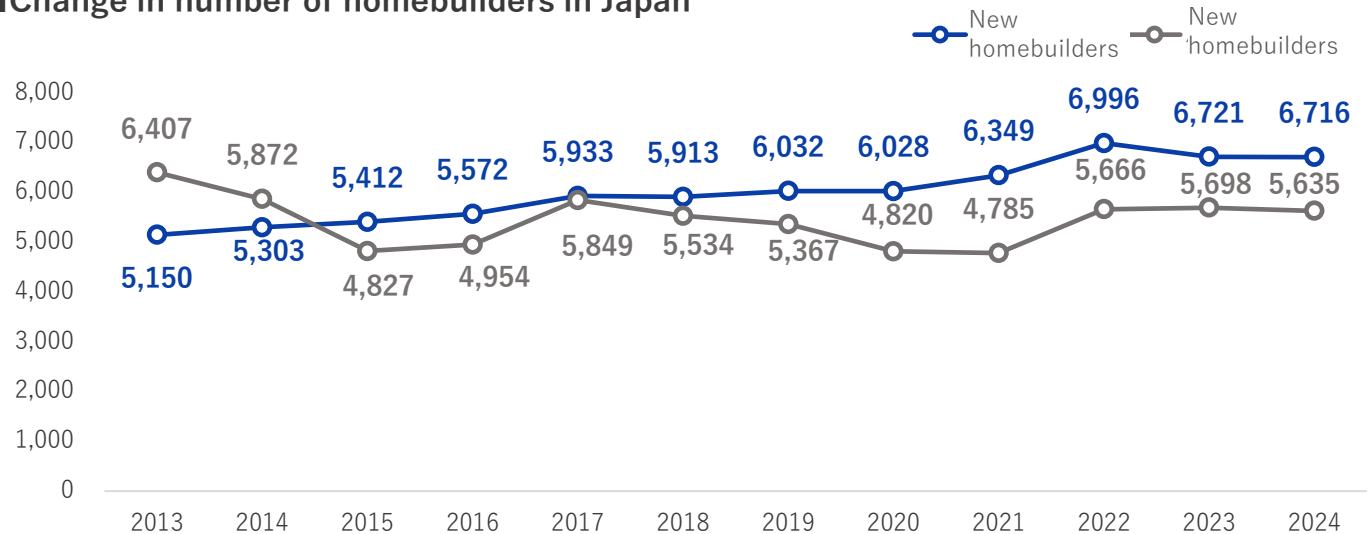
Due to new business openings IT capital investment demand

More than 6,000~7,000 businesses open every year, and the entry of the digital native generation is a tailwind for DX improvement.

### Real estate DX for the industry improving labor productivity

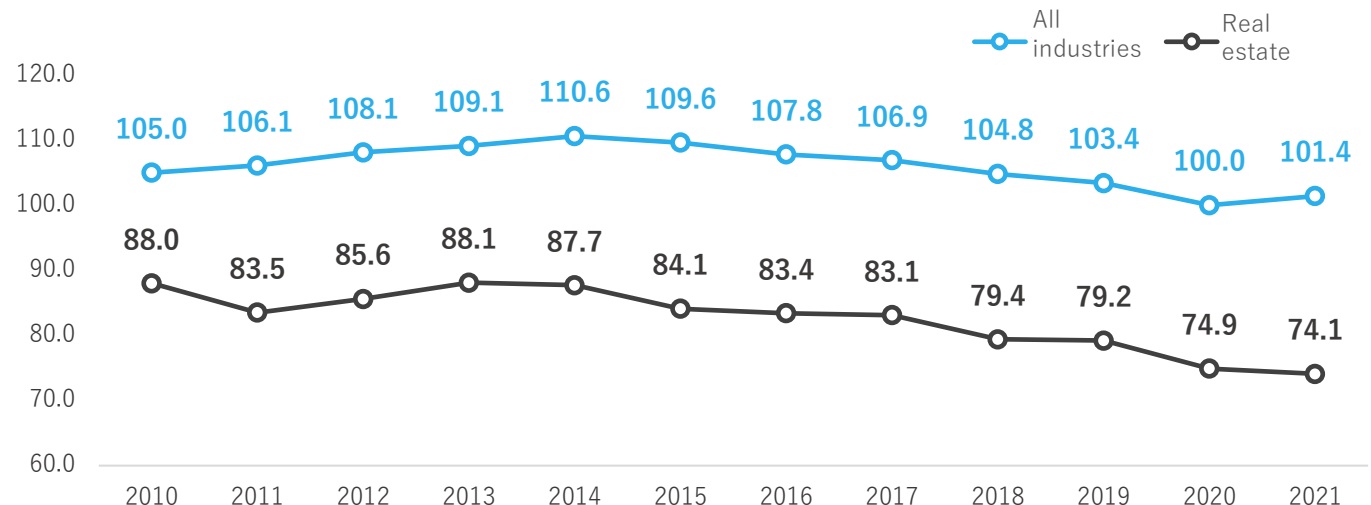
Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

#### Change in number of homebuilders in Japan



Source: Real Estate Transaction Improvement Organization, Report on Brokerage Activities, fiscal year 2023. Regarding the survey on the actual conditions of the real estate brokerage business, titled 'Actual Conditions of Real Estate Brokerage Business.'

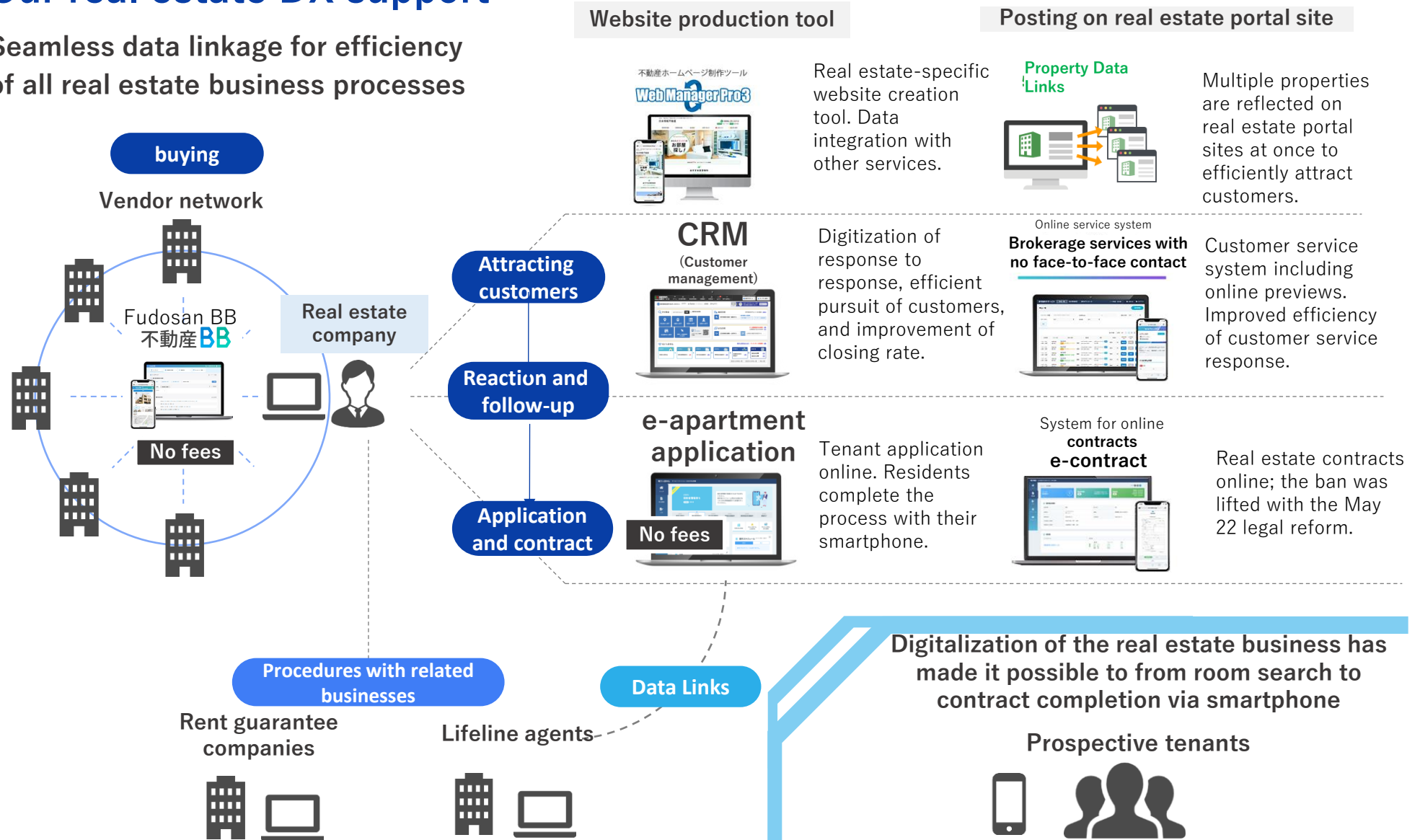
#### Labor productivity index



Source: Index (Year 2000=100) based on real GDP/Number of employees for real labor productivity, Survey for Economic Analysis of ICT in fiscal 2020 (2021), Ministry of Internal Affairs and Communications

### Our real estate DX support

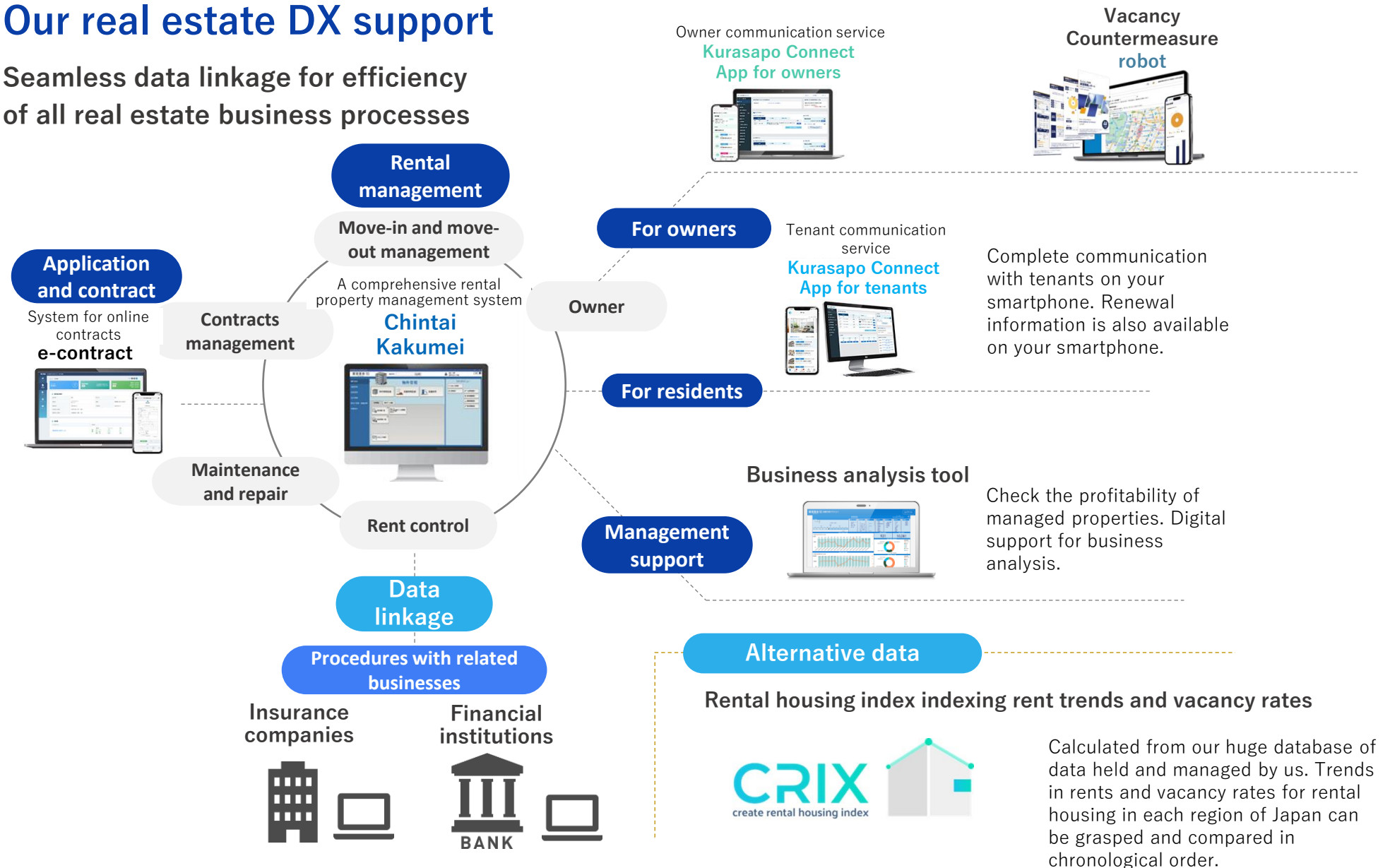
Seamless data linkage for efficiency of all real estate business processes



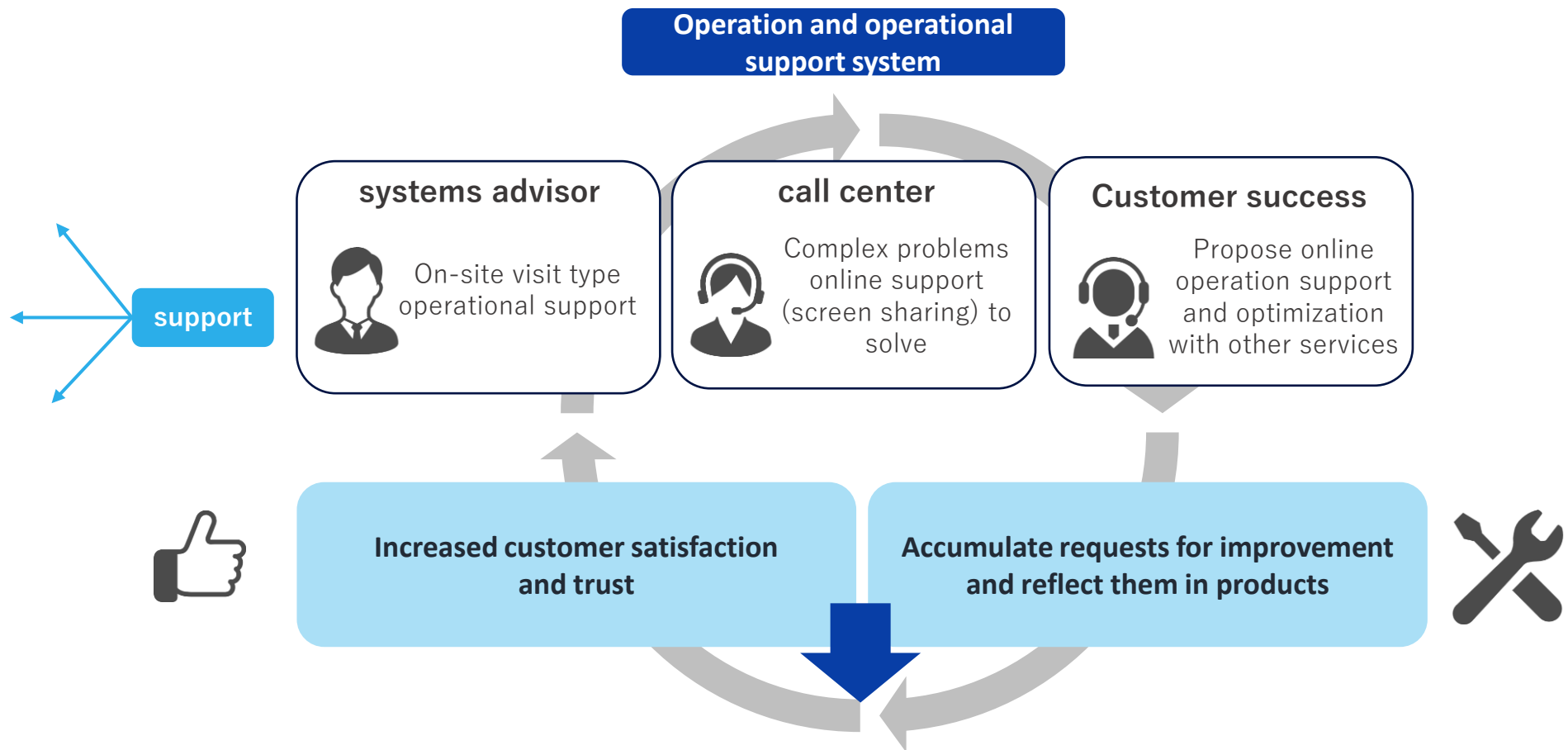


### Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes



# Long-term customer support through operational assistance support and product improvements to maintain low cancelation rates



**Maintain long-term customer support and low cancelation rates**



# Precautions Regarding This Presentation

## Precautions Concerning Forward-looking Statements

- This presentation contains forecasts and other forward-looking statements based on information that is currently available. Japan PropTech Co., Ltd. (JPT) makes no guarantees of assurance for the outcome of these forecasts as they include inherent uncertainties and risks. Actual performance, therefore, may differ from these forecasts due to changes in the business environment and other factors.
- Factors that could have an impact on actual performance may include changes in the economies of Japan and other countries, industries associated with JPT's business operations or other items.
- Information in this presentation that is not related to JPT is based on information available to the public and other sources. JPT has not verified in any way the accuracy or suitability of this information and makes no guarantees about the accuracy or suitability of this information.
- Information in this presentation about companies other than JPT is based on sources available to the public.
- This presentation does not constitute a solicitation for the purchase or sale of securities of any type, even if there are statements to this effect. Furthermore, this presentation cannot be used as the basis for a contract or obligation of any type.

Investors should rely on their judgment when making investment decisions.

**Dedicated to the happiness of  
everyone we serve**

