



DIGITAL TRANSFORMATION

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

May 15, 2025

Japan PropTech Co.,Ltd

Stock Code : 4054



Revenue increased by **21.0%** year-on-year.

Operating profit rose significantly, up **84.1%** year-on-year.

(Millions of yen)

		Organic Results	Include contributions from mergers	Progress
	Record-high cumulative 3Q results			
Net sales	3,714 YoY + 21.0%	3,532	182	74.3%
Operating profit	About 1.8x YoY 726 YoY + 84.1%	661	65	72.6%
Profit	About 2.7x YoY 469 YoY + 93.4%	※Profit is not displayed as it is difficult to provide a breakdown due to accounting treatment		75.2%

Steady growth in stock sales

Steady growth in stock sales through monthly charges, which account for a large proportion of sales.
YoY + 20.3%

FY6/25 3Q **¥ 988** million
(3Q FY6/24 : 821 million)

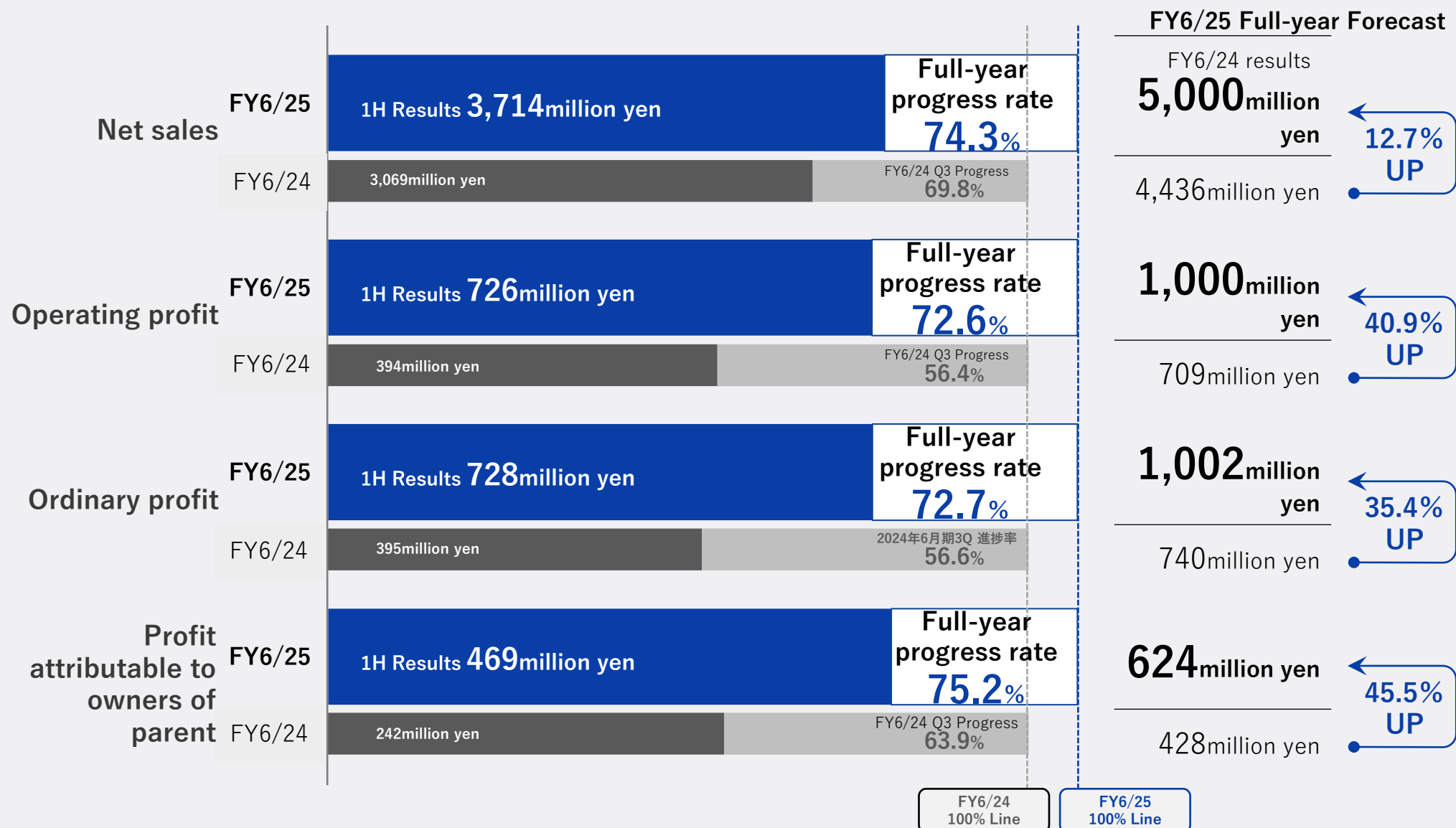
Cancellation rate stable at low levels

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

FY6/25 3Q **0.4 %**
(3Q 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.

Both revenue and profit progressed steadily in line with the plan.



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3Q FY6/25 Financial Highlights | PL Summary

Brokerage solutions saw a 31.2% revenue increase, while property management solutions grew by approximately 24%, leading to significant net sales growth.

Revenue increased steadily, up 21.0% year-on-year. Operating profit rose by 84.1% year-on-year, while the operating margin increased significantly by 6.7percentage points, maintaining stable profitability.

(million yen)	3Q FY6/24	3Q FY6/25	YoY change	Full year plan	Explanation
Net sales	3,069	3,714	+21.0%	5,000	3Q Net sales hit a new all-time high.
Brokerage solutions	1,199	1,574	+31.2%	-	Increase driven by the expansion of cross-selling and the inter-agency property distribution service “ReaPro.” Upselling of “Chintai Kakumei” to both new and existing customers also contributed. Stock-based revenue continued to accumulate and increase steadily.
Property management solutions	1,837	2,101	+14.4%	-	
Gross profit	2,017	2,590	+28.4%	-	Net sales growth and cost control in COGS led to an increase in gross profit, maintaining a steady upward trend.
Gross profit margin	65.7%	69.7%	+4.0pt	-	
Operating profit	394	726	+84.1%	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%	19.6%	+6.7pt	20.0%	The operating margin increased significantly, rising by 6.7 percentage points year-on-year.
EBITDA	667	1,002	+50.2%	-	
EBITDA margin	21.7%	27.0%	+5.3pt	-	
Ordinary profit	395	728	+83.9%	1,002	
Profit attributable to owners of parent	242	469	+93.4%	624	

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.

3Q FY6/25 Financial Highlights | Quarterly Results

In Q3, both revenue and profit declined quarter-on-quarter due to the seasonal slowdown following the peak period for client real estate companies. However, year-on-year results increased, progressing in line with the plan.

(million yen)	FY6/24				FY6/25		
	1Q	3Q	3Q	4Q	1Q	3Q	3Q
Net sales	968	1,061	1,040	1,366	1,410	1,238	1,066
Brokerage solutions	385	404	410	450	647	457	469
Property management solutions	572	645	618	903	749	768	583
Operating profit	74	186	133	314	319	270	137
Operating profit margin	7.7%	17.6%	12.9%	23.0%	22.6%	21.8%	12.9%
Ordinary profit	73	189	133	344	306	279	142
Profit attributable to owners of parent	42	122	77	186	173	201	94

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.

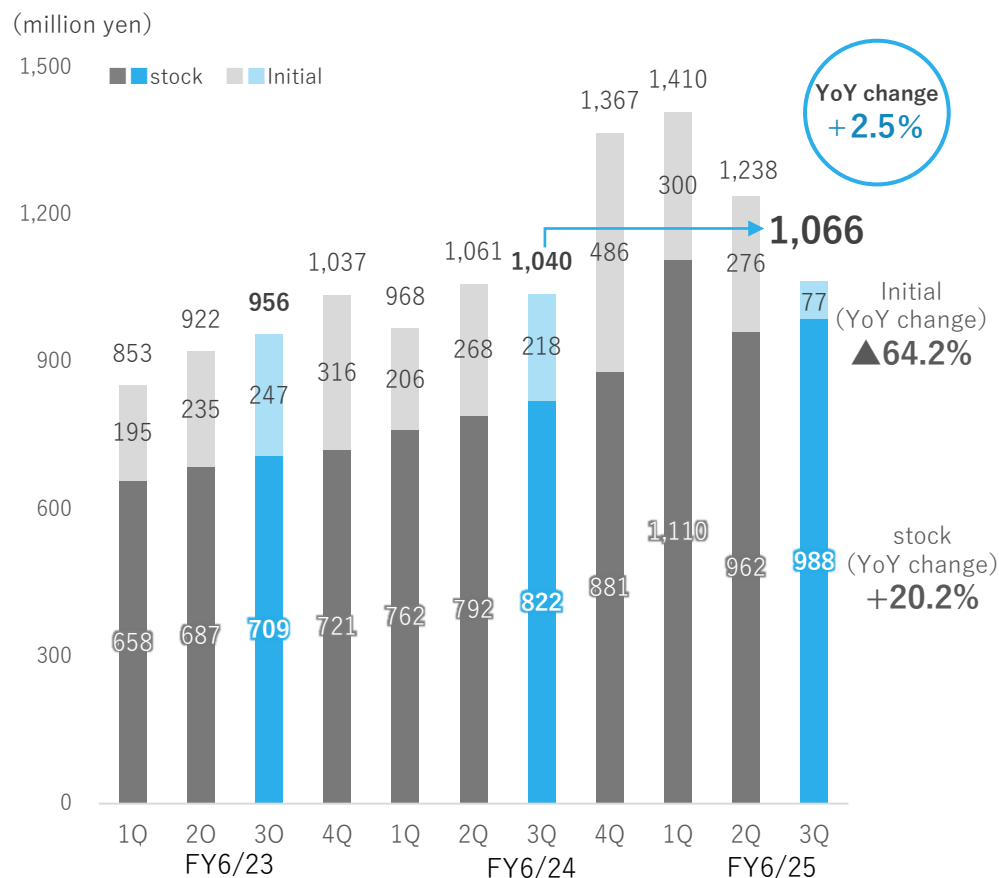
3Q FY6/25 Financial Highlights | Changes in each KPI

Both stock sales and MRR trends remained steady.

Steady growth driven by cross-selling and upselling.

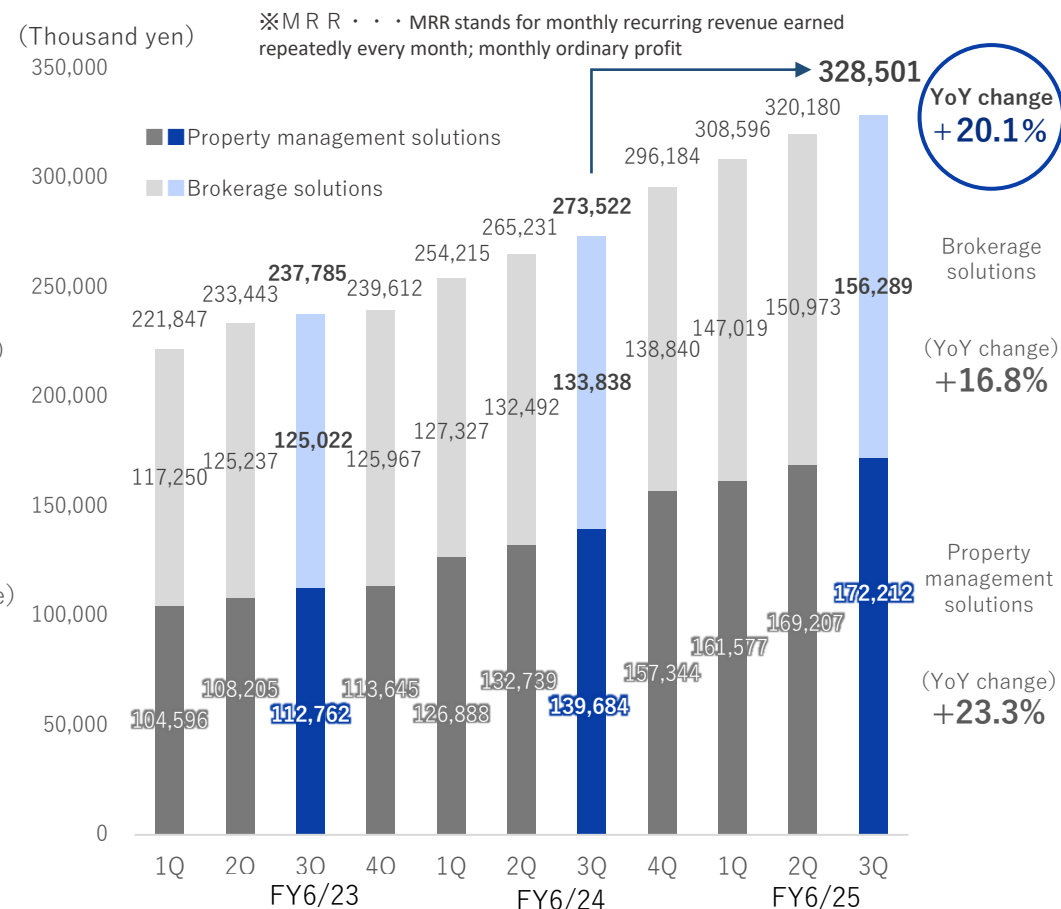
Changes in stock and initial sales

While initial revenue declined year-on-year, stock-based revenue increased by 20.2% year-on-year, contributing to stable earnings.



Growth of Monthly Recurring Revenue

The expansion of “ReaPro” and upselling of “Chintai Kakumei” to both new and existing customers led to steady growth in both brokerage and property management solutions.



3Q FY6/25 Financial Highlights | Changes in each KPI

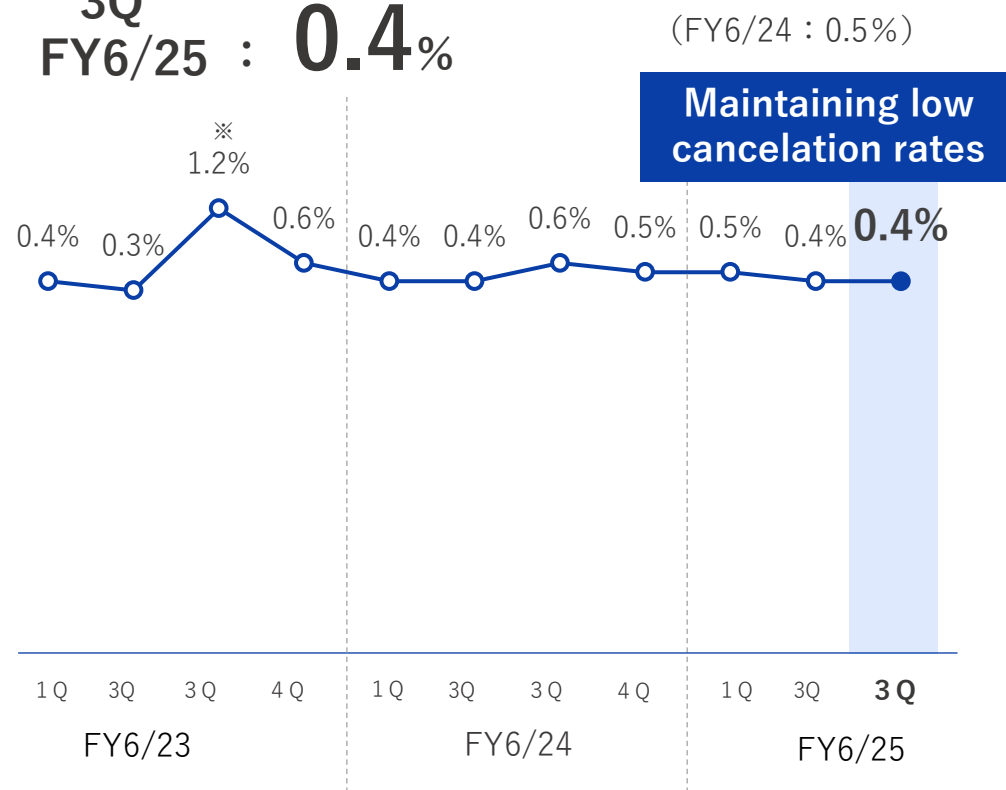
The churn rate remained low at 0.4%. The company will continue to actively recruit sales personnel going forward.

■ 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.

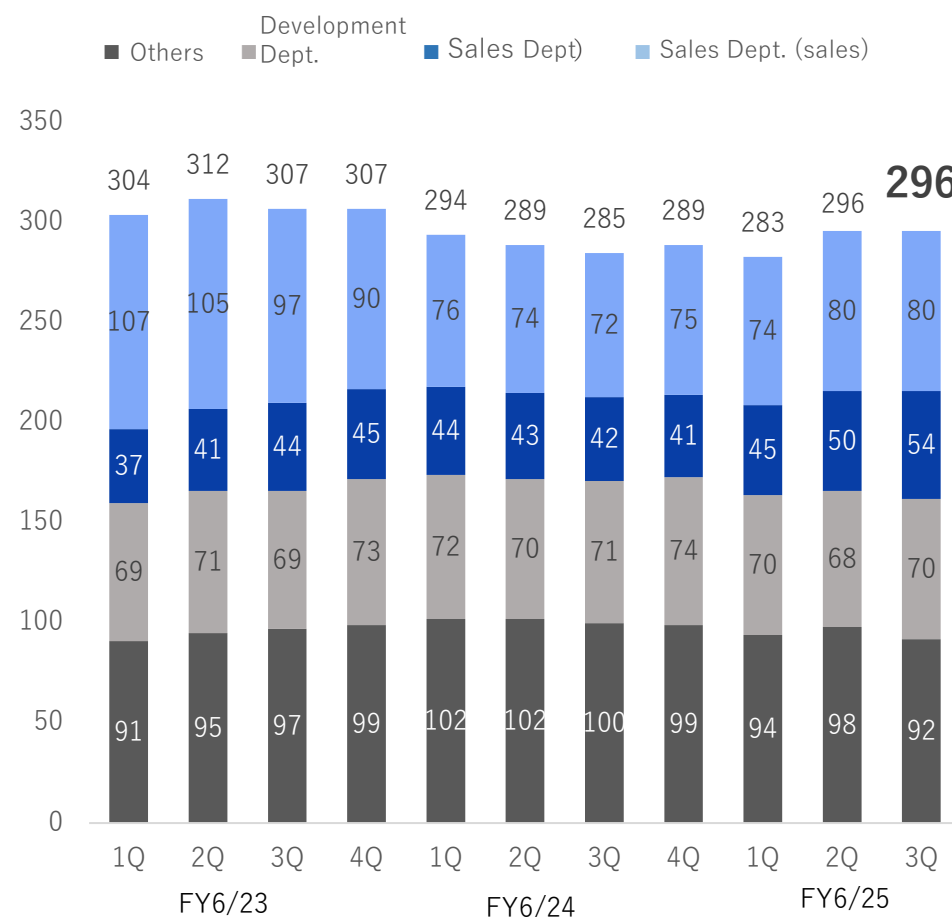
Average annual monthly cancellation rate

3Q
FY6/25 : **0.4%**



■ Number of Full-time Employees

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



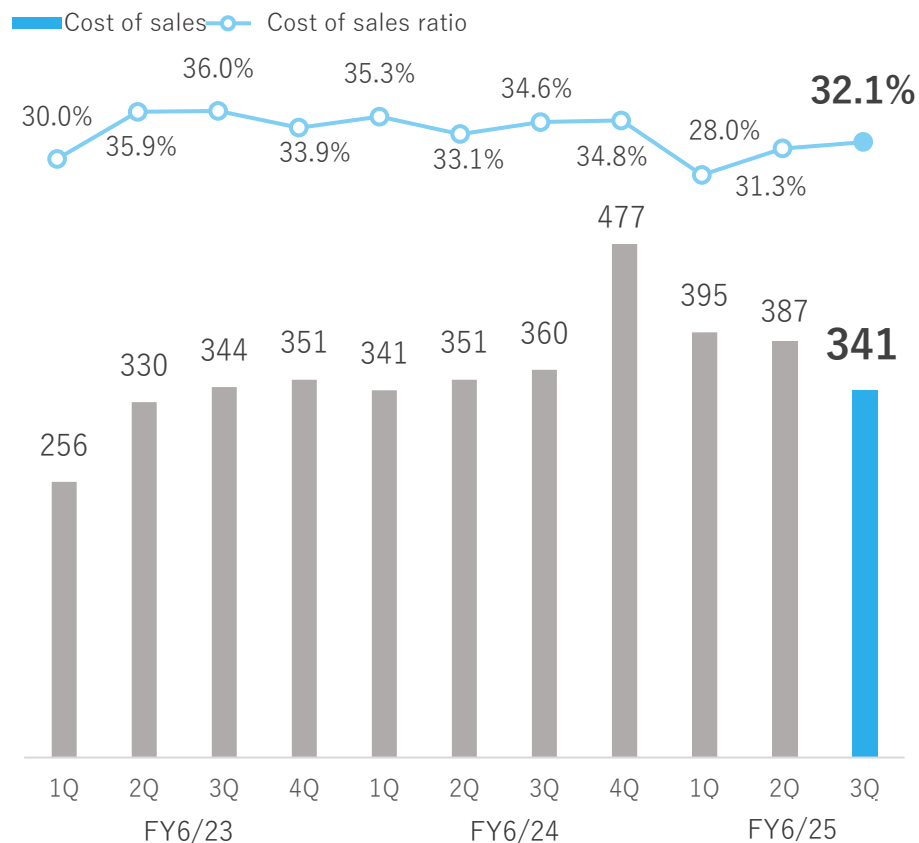
※The increase in the cancellation rate in FY6/243Q is due to a temporary increase in the monthly cancellation rate due to the end of the provision of dedicated services to one specific user company in January 2023. After that, it returns to normal level.

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

Cost of sales

A year-on-year decrease, partly due to a decline in software amortization. In Q4FY6/24, approximately ¥60 million in temporary cost increases were recorded due to software amortization associated with the fiscal year-end.

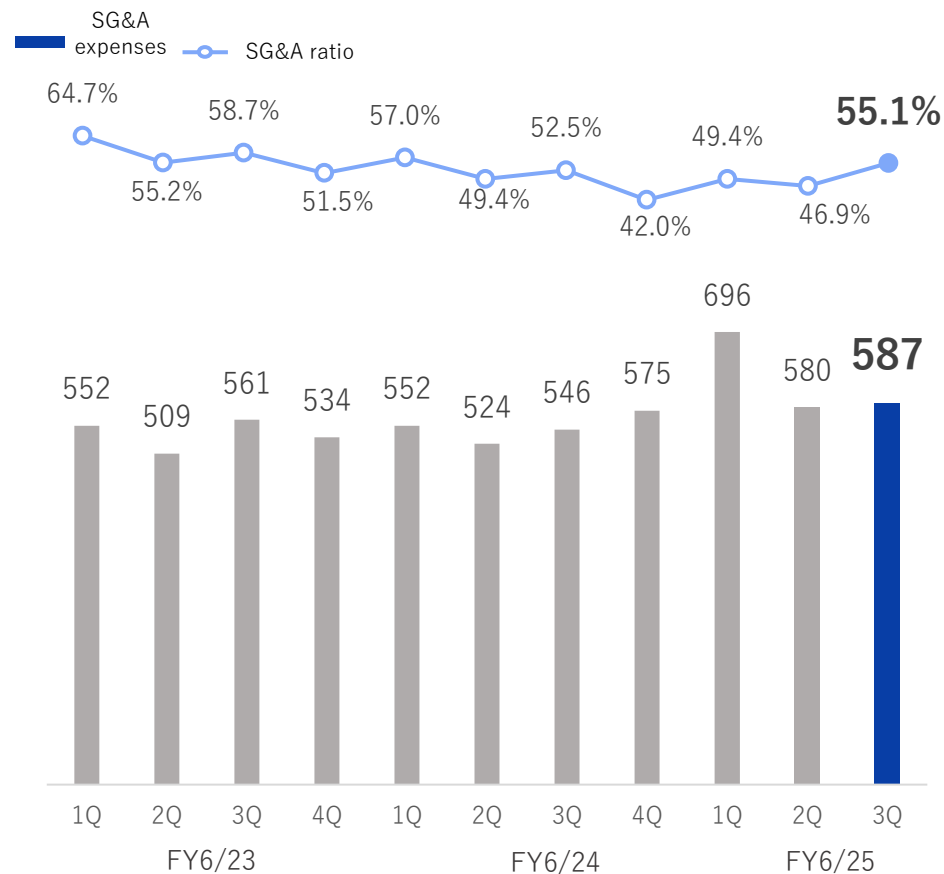
(million yen)



SG&A expenses

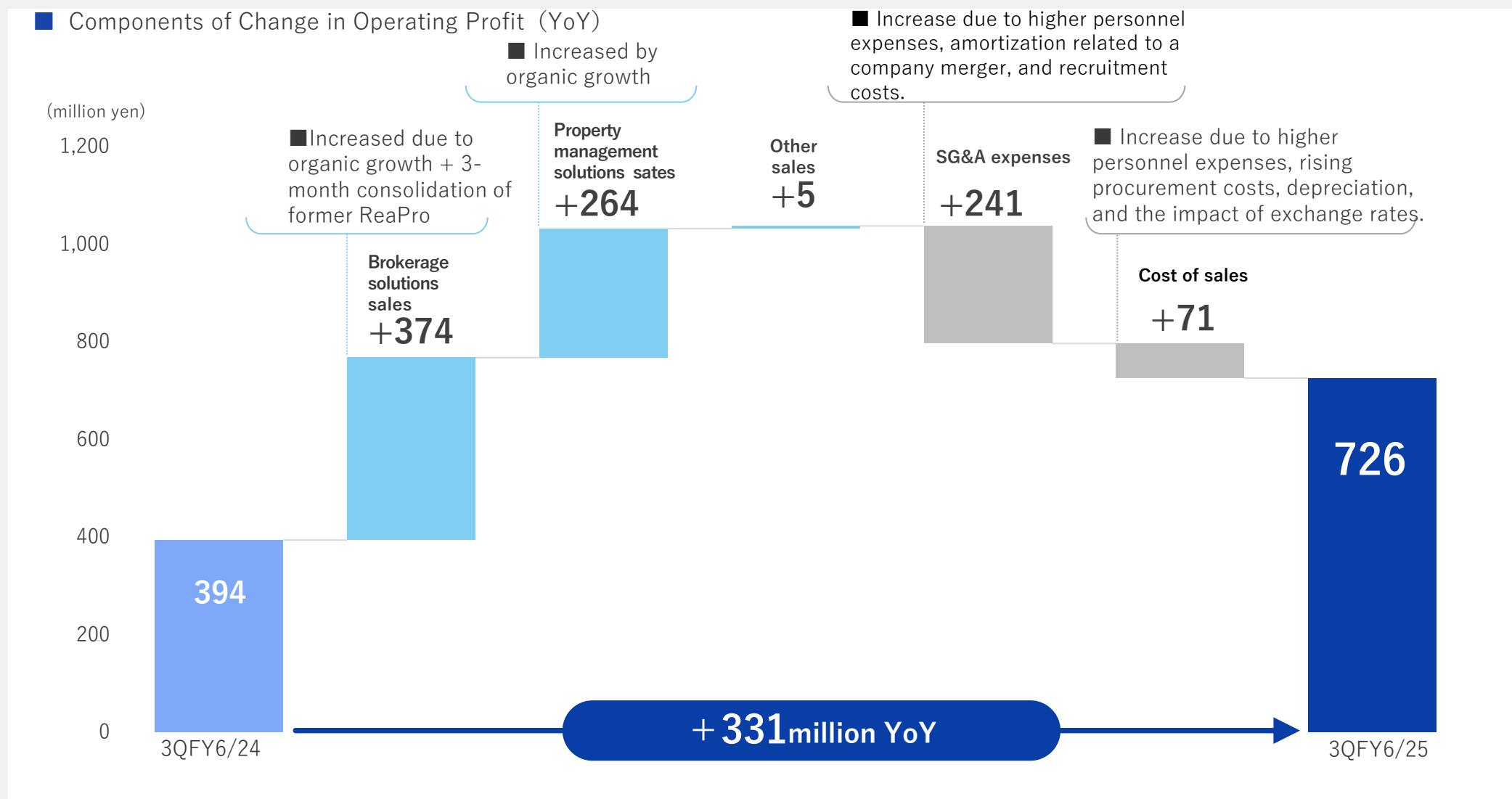
The YoY change reflects an increase in personnel expenses due to salary revisions. (In 1Q, a temporary increase occurred due to amortization expenses associated with the merger of Real Net Pro Co., Ltd.)

(million yen)



3Q FY6/25 Financial Highlights | Components of Change in Operating Profit

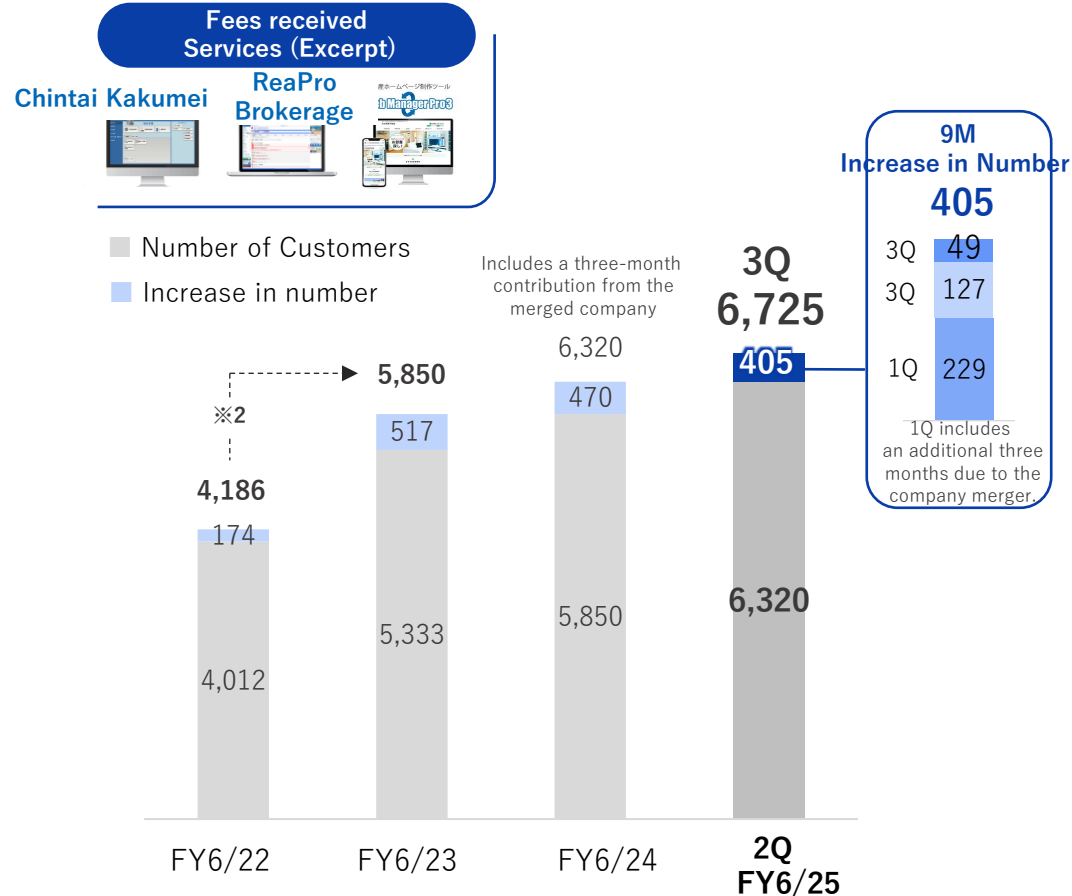
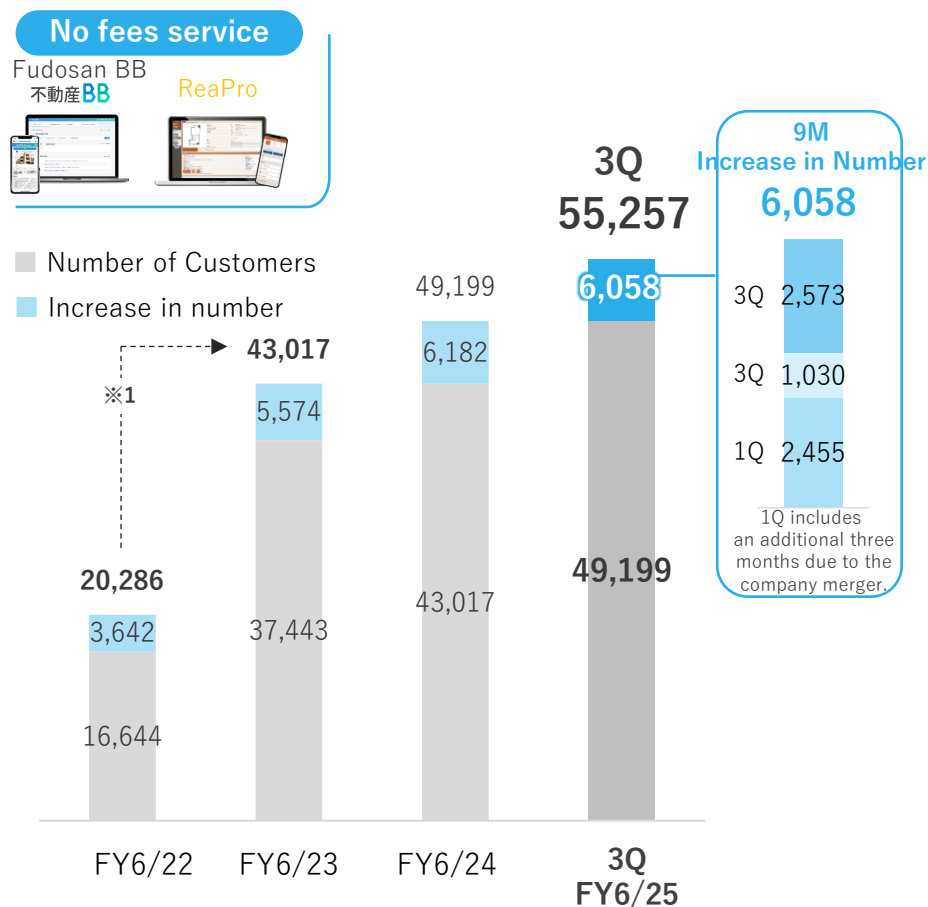
Although SG&A expenses and cost of sales increased, the rise in revenue offset these increases, leading to a significant YoY increase of +84.1% in operating profit.



3Q FY6/25 Financial Highlights | Customer Growth Trend

The number of customers using the free service continued to grow steadily, while the number of paying customers also increased at a healthy pace, with some contract timing delayed to Q4 due to the clients' peak business season.

■ 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 FY6/23Add-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 FY6/23Add-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.

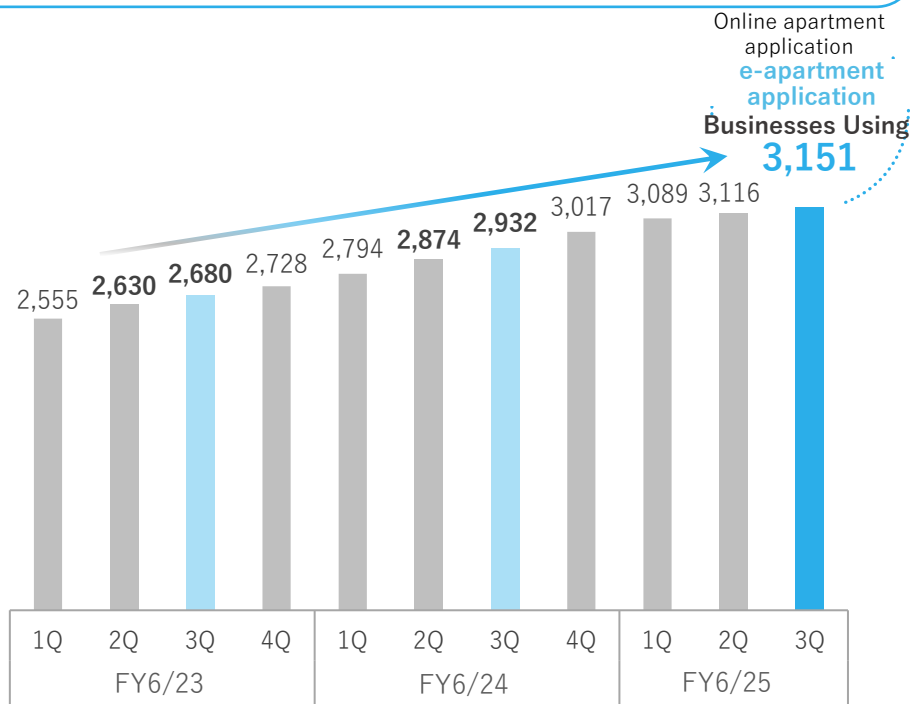
Businesses Using the e-Apartment Application Service (Cumulative)

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)

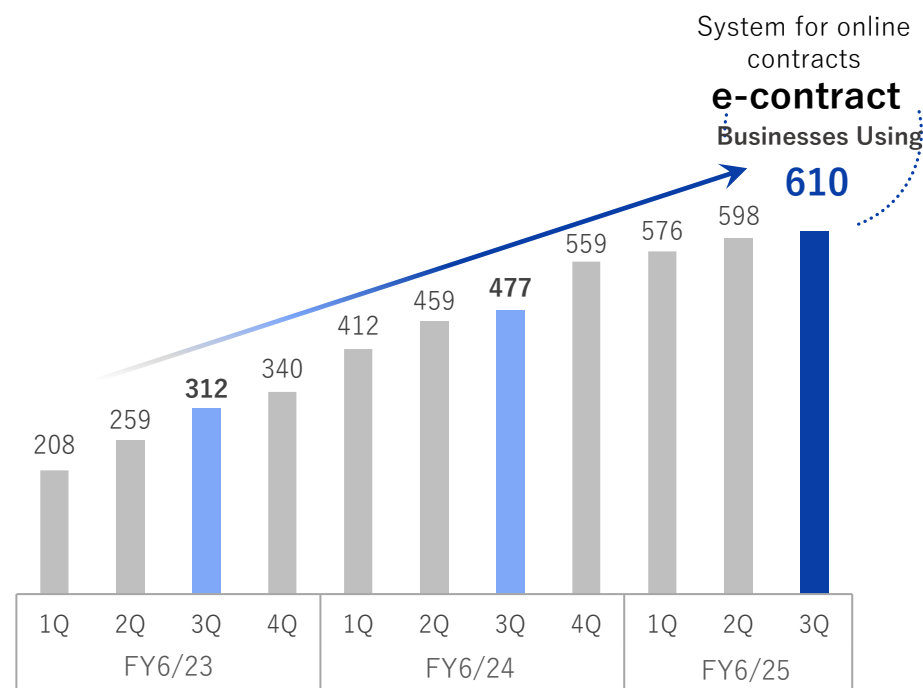
Fees received

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



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

Service scale after integration ※image

Number of establishments using

※As of March 2025.

55,257 establishments

Number of properties in circulation (number of units)

※As of March 2025.

Approximately
380,000 items

※ Figure represents the combined number of customers, assuming all customers have migrated to the new service, with duplicates eliminated.)

Strengths and Future Development of the Integrated “ReaPro BB” Platform

Strengths of the Integrated “ReaPro BB” Platform

An integrated version of the inter-agency property distribution services “Fudosan BB” and “ReaPro.”

Vacancy listings from both services have been unified into a single database, maximizing the number of available properties displayed.

One of Japan’s Largest Inter-Agency Vacancy Databases

Centralized property data by area, based on vacant listings from partner companies

Enhanced Lead Generation Functions (Secondary Ads)

Easy integration with portal sites and company websites



Improved Conversion Through Inquiry Management

Efficient inquiry tracking boosts conversion rates

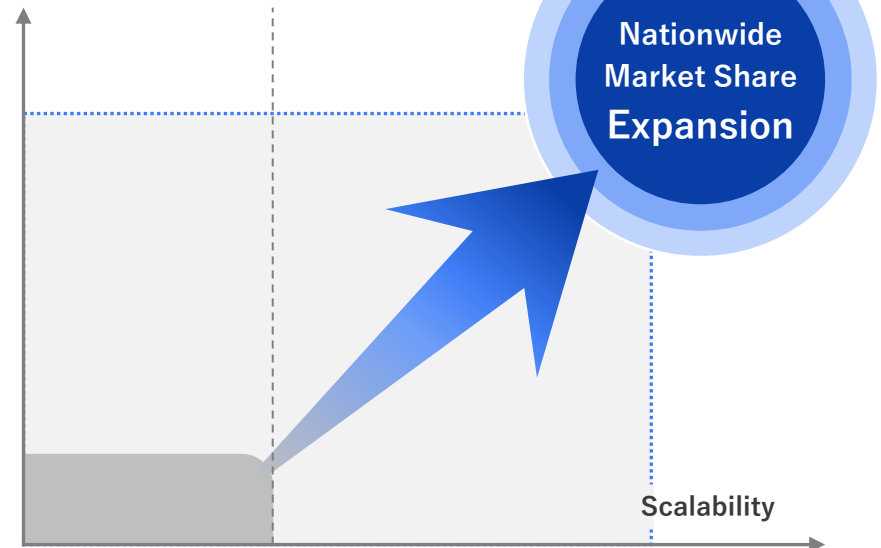
Multiple Optional Features Available

A flexible platform that supports a wide range of brokerage activities

Transition to a Scalable Growth Model

- **Shift from free to paid services (Fudosan BB → ReaPro BB)**
- Monetization through subscription-based model
- Expansion through strengthened sales organization
- Increased customer unit value through a wide range of optional features

Profitability



Launch of “Owner Proposal AI Robo II” – Lite Plan Now Available

Unlimited AI rent appraisals available for just ¥10,000 per month

New “Lite Plan” Launched to Support Operational Efficiency for Small-Scale Real Estate Companies

Service Overview

Owner Proposal AI Robo II

A DX (digital transformation) support service for property management companies that enables the creation of highly sophisticated “vacancy strategy reports” online.

By leveraging real estate big data and AI technology, the system generates optimized proposals tailored to each rental property.

Feb 2025 ~

Lite Plan Launching

Usable for Both Portfolio Expansion and Existing Owners

Unlimited AI Rent Appraisals for Just ¥10,000/Month!

Anyone can generate proposals in just a few steps.

Deliver Proposals that Exceed Owner Expectations!



A proposal support tool utilizing AI for rent assessment and vacancy solutions

Owner Proposal AI Robo II

Key Features of the Lite Plan

- Unlimited AI rent appraisals for ¥10,000/month (tax excluded)
- Generate simple A3-size (1-page) reports as many times as needed
- Leverage the latest AI appraisal technology with minimal investment to boost competitiveness

Developed “AI-OCR Property Import” and “AI Floor Plan Auto-Generation” Features

Streamlining vacant property registration through automation

Challenges in Property Listing on Real Estate Portals and Inter-Agency Platforms



Inefficient Process

- Time-consuming registration tasks
- Increased workload for staff
- Frequent manual errors
- Long lead time until publication

Considerable time and effort are required to extract information from paper documents and PDFs, generate floor plans and equipment details, and input the data manually. This leads to significant operational inefficiencies.



Efficiency Through AI Utilization

AI-OCR Extraction of Text Information
(e.g., floor plan type, size, number of rooms, equipment names)

Automatic Generation of Editable Floor Plan Data

Eliminates the need for manual tracing or image editing. Enables quick preparation of web-ready content.



- ✓ Up to 80% reduction in registration time
- ✓ Fewer human errors and improved consistency in output quality
- ✓ Reduced staff workload and promotion of task automation
- ✓ Faster delivery to clients



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.

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In Q4, the company will focus on sales activities to drive stable growth in both revenue and profit, aiming to achieve the full-year target.

	FY 2024	FY 2025 3Q	FY2025 plan	YoY change	Progress Rate
Net sales	4,436	3,714	5,000	+12.7%	74.3%
Operating profit	709	726	1,000	+40.9%	72.6%
Ordinary profit	740	728	1,002	+35.4%	72.7%
Net Profit Attributable to Parent Company Shareholders	428	469	624	+45.5%	75.2%
Profit per Share (Yen)	30.43	33.71	44.27	-	-

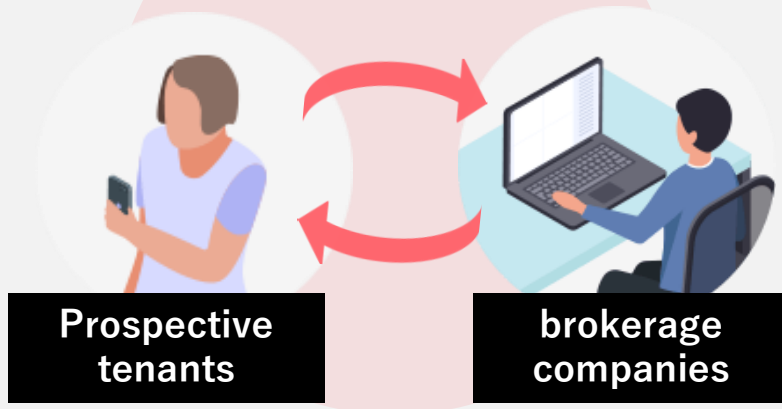
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Expanding market share in the two solution businesses of brokerage and management.

Brokerage solutions business ReaPro business

Real Estate DX



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

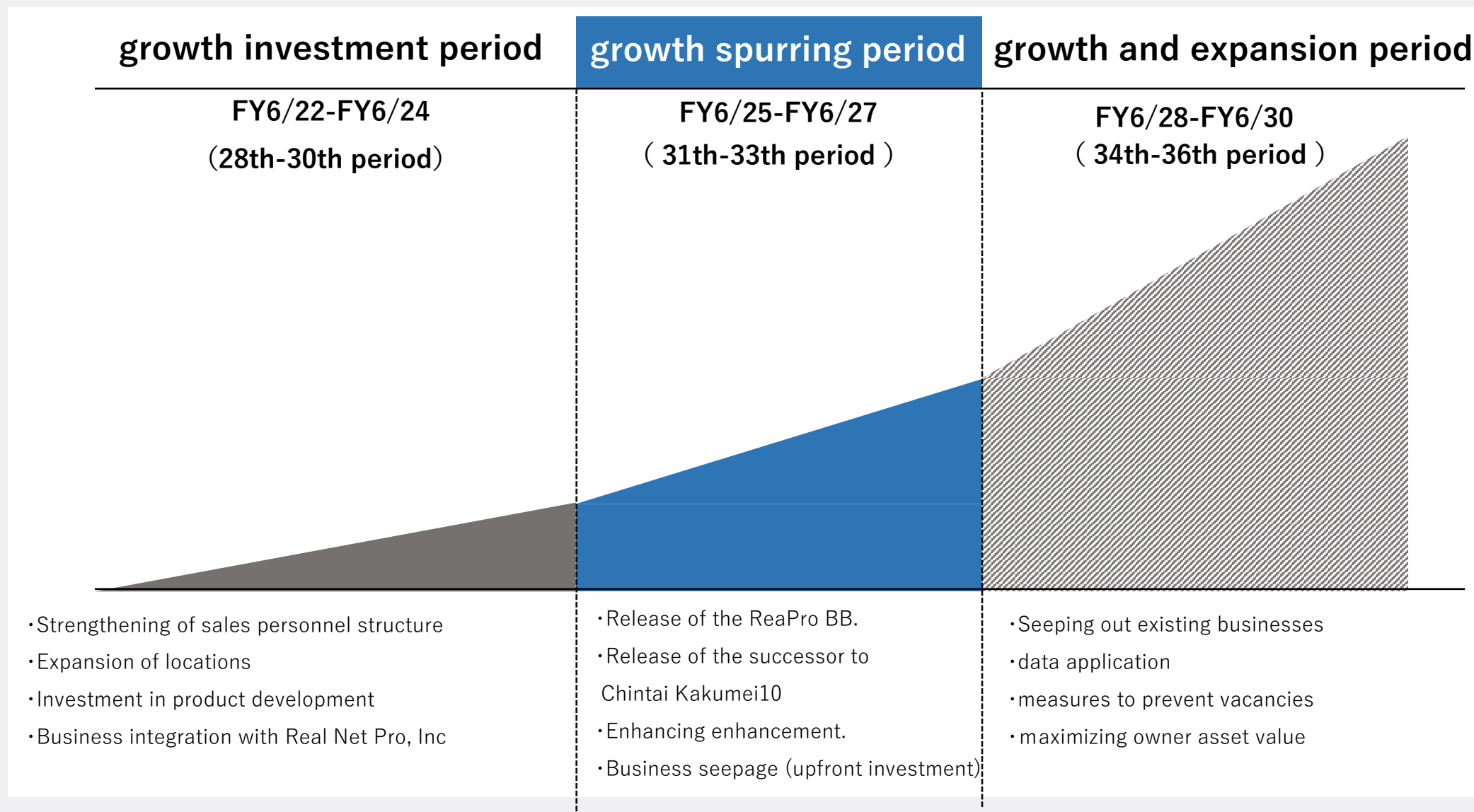
Property management solutions business

Real Estate DX



Reducing costs for property management companies Helping owners maximize asset value

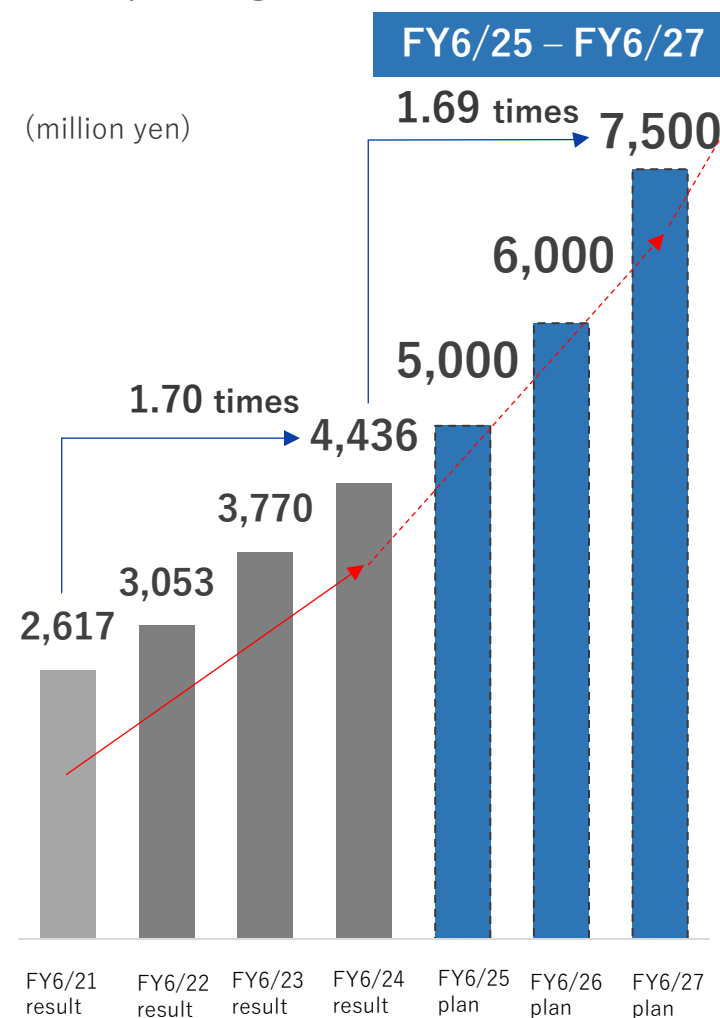
New medium-term management plan (FY6/25-FY6/27)



Performance plan (FY6/25 – FY6/27)

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

(million yen)	FY6/25		FY6/26		FY6/27	
	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 profit 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 digitization 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



Products and services :

The core of the intermediary, ReaPro BB, is released May 2025

internal environment



sales productivity :

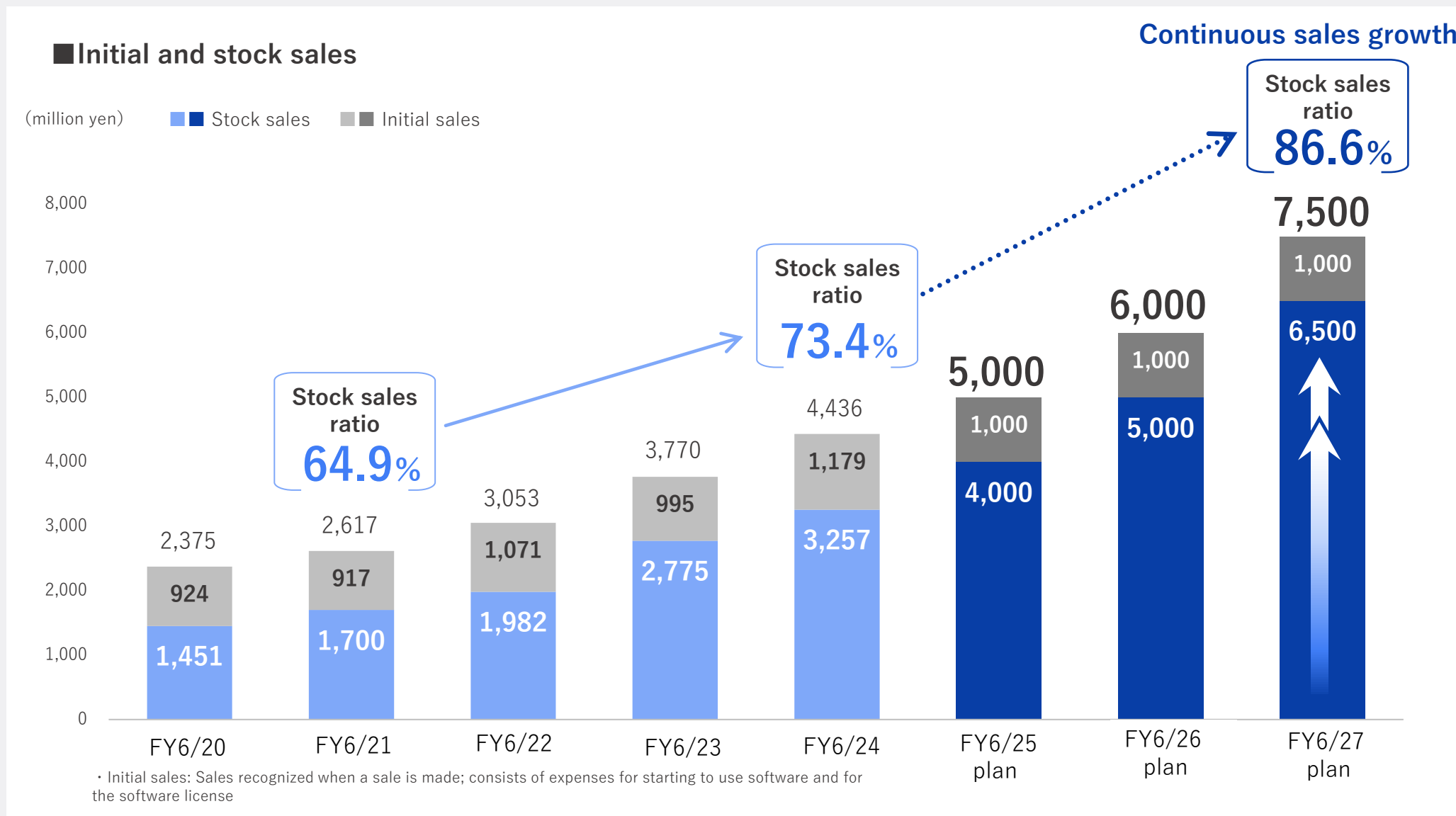
Increased sales productivity due to customer segmentation and a strengthened structure



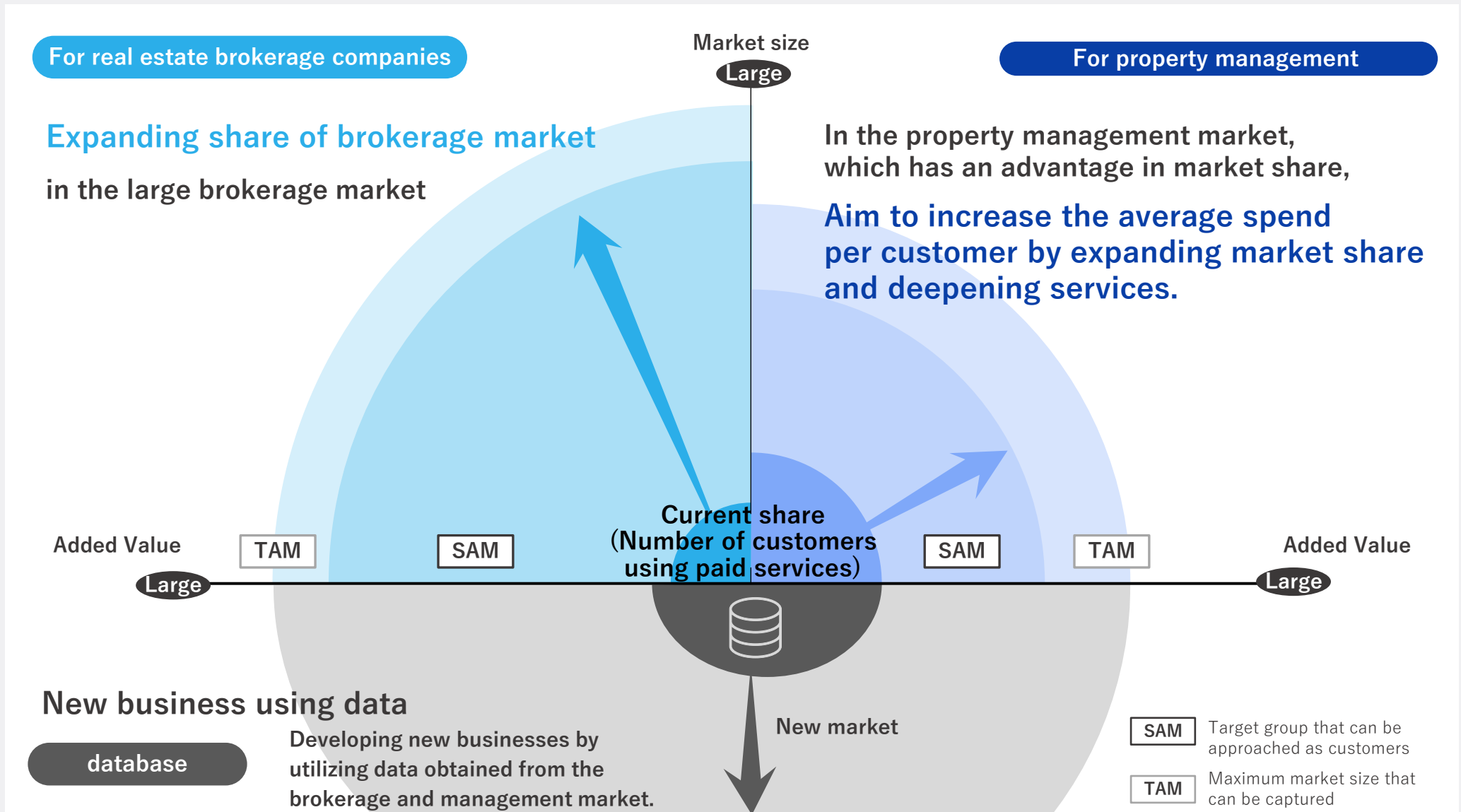
Low cancellation rate :

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

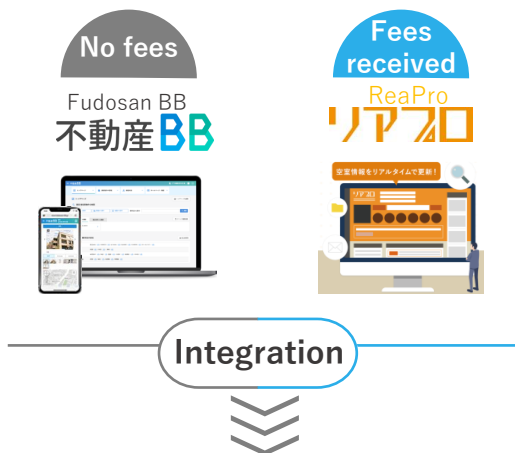
Accelerate through service integration

Fudosan BB + ReaPro

Inter-company property
distribution service

Scheduled for Release on May 28th

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.



One of the largest service in Japan

Brokerage solutions

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

For real estate
brokerage companies

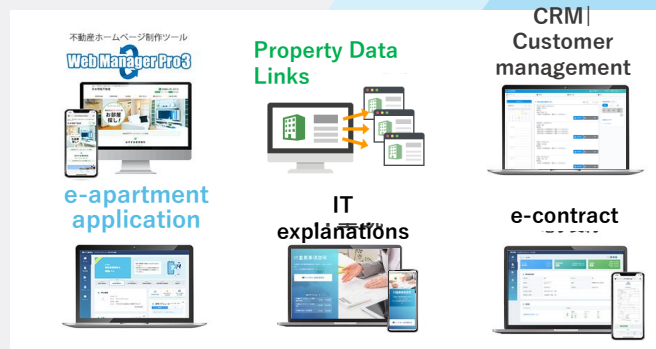
Market size
Large

Expanding share of brokerage market

Focus on expanding share in the large brokerage market

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

Free service customers
55,000 companies
※As of the end of March 2025



TAM

SAM

Current Market Share

(Number of Customers Using Fees Received Services)

Large

Added Value

Appendix

Deepening existing businesses

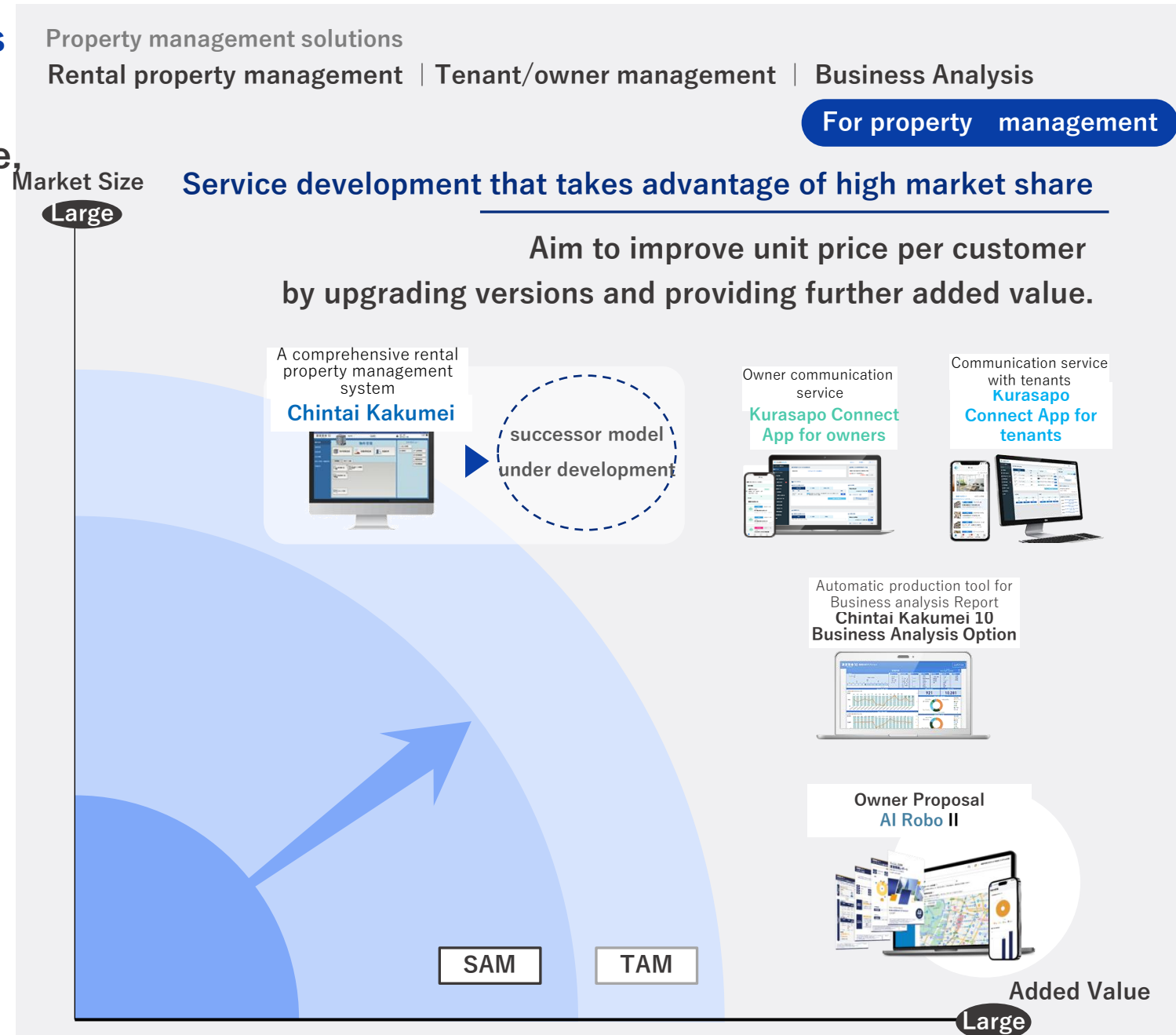
In the management market where we have a strong advantage, we aim to increase the average spend per customer by providing new value.

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.

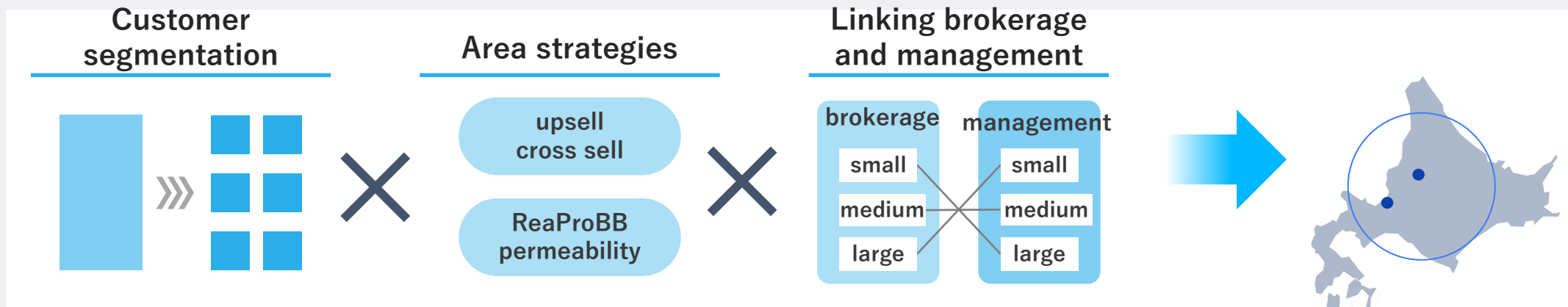
AI Robo II: An AI-powered valuation system for property owners

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.

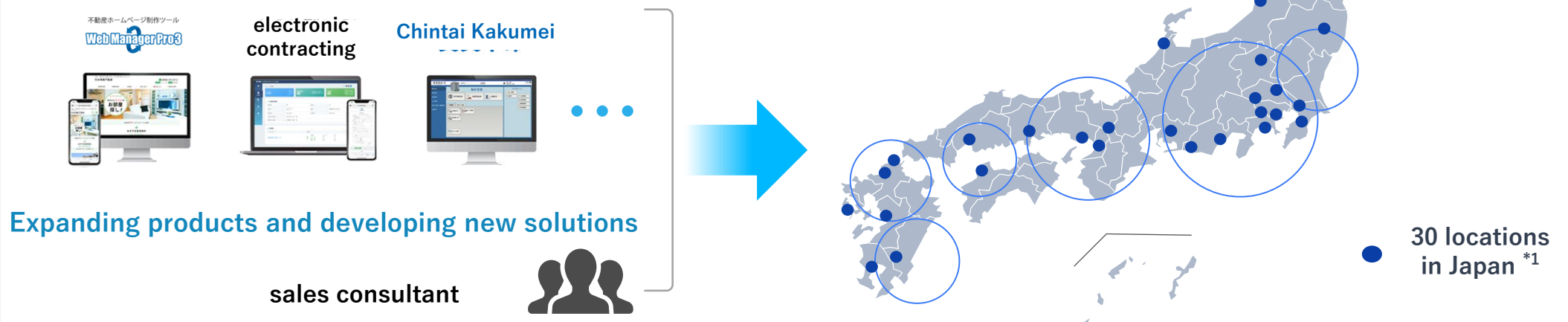


Basic strategy

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



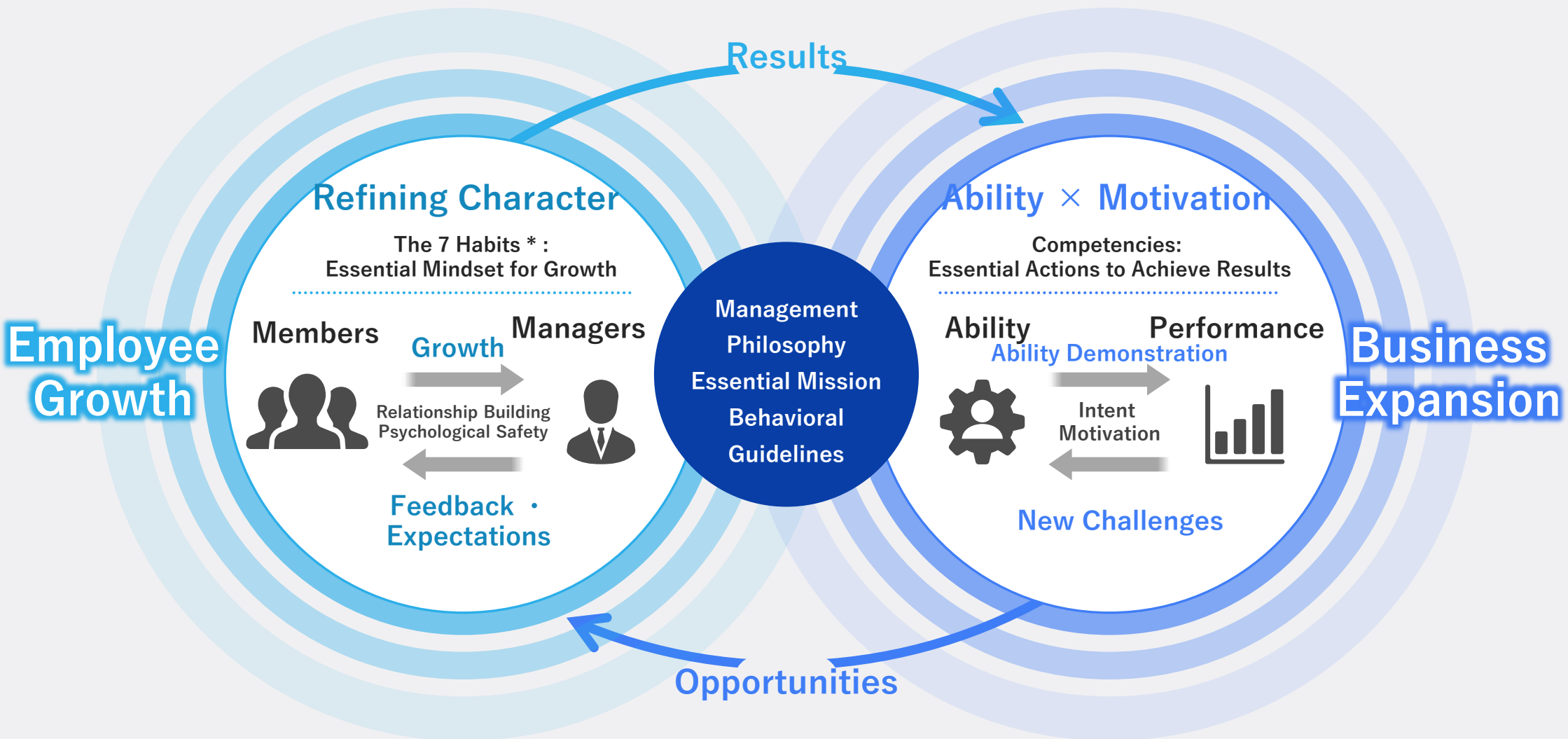
Expanding domestic market share with an integrated service line-up linking brokerage and management



*1 As of the end of FY June 2024

Human Resource Strategy

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



* A set of core habits for sustained success, as described by American business thinker Stephen R. Covey.

Human Capital

Launched a Three-Year Plan to Promote Full Employee Engagement Enhancing Training Programs and Establishing a New HR System

New HR System



- **Promotion of New HR System**
Revamped HR structure linking employee performance with evaluations to boost motivation.
- **Improvement of Employee Compensation and Benefits**

Training & Development Programs



- **Company-wide Training** “7 Habits” training for all employees to promote shared corporate values.
- Enhanced onboarding programs tailored to both **new graduates and mid-career hires**.
- **Onboarding Support** (First month after joining)
Post-entry surveys and early-stage support to ensure a smooth transition and optimize performance.
- **Management Training**
Management skills, goal setting, and feedback training, including external programs.
- **Next-Generation Leadership Development**
Training programs to secure and develop future executive and leadership talent.

Improving Employee Performance



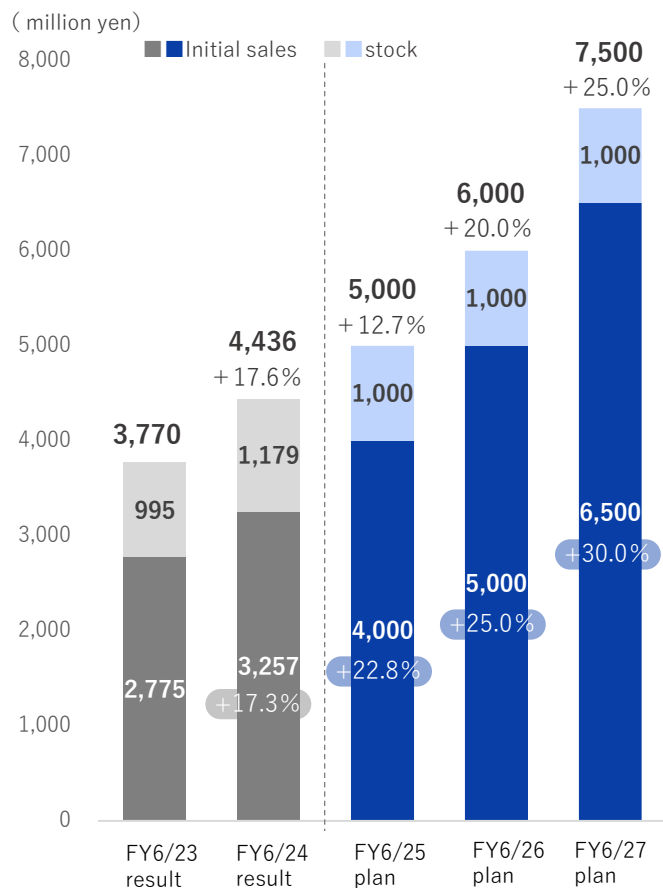
- **Organizational Restructuring for Talent Optimization**
Reorganizing departments (e.g., creation of the System Development Planning Division) to better leverage employee capabilities.
- **Career Path Declaration System**
Capturing individual career aspirations through formal declaration and structured dialogue.

Note: The above represents only a portion of our initiatives.

Key indicators for achievement

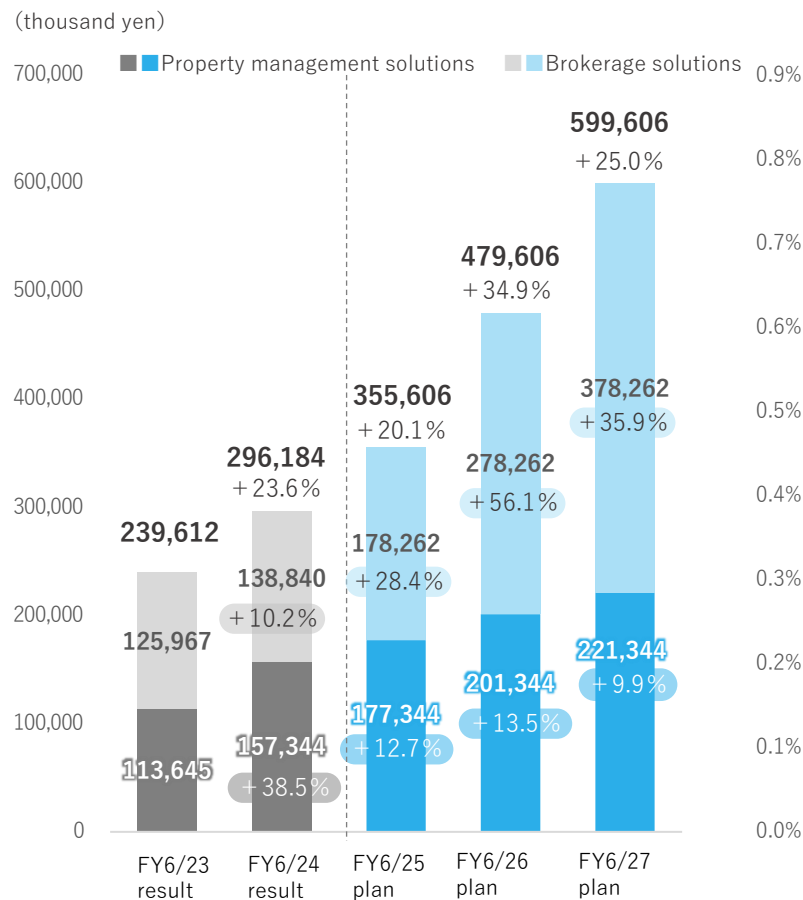
Initial and stock sales plan

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



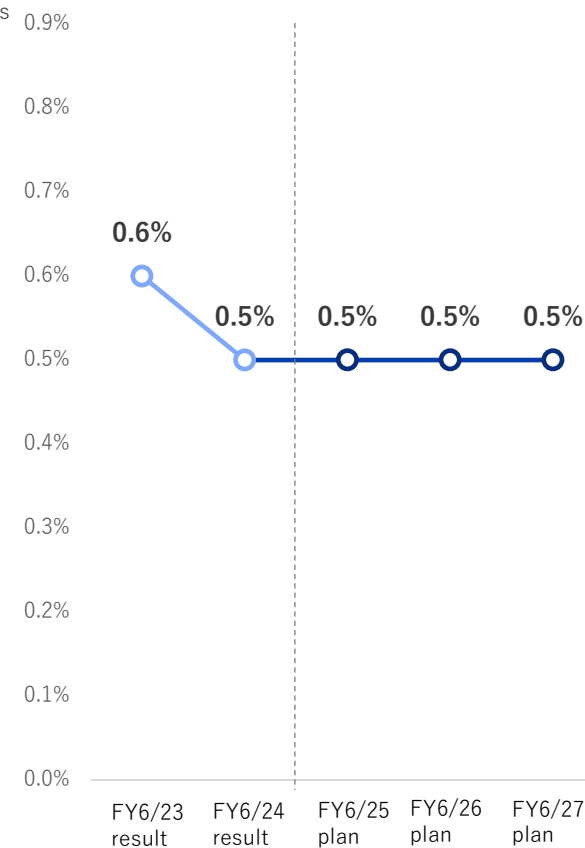
Plan for MRR at the end of the year

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

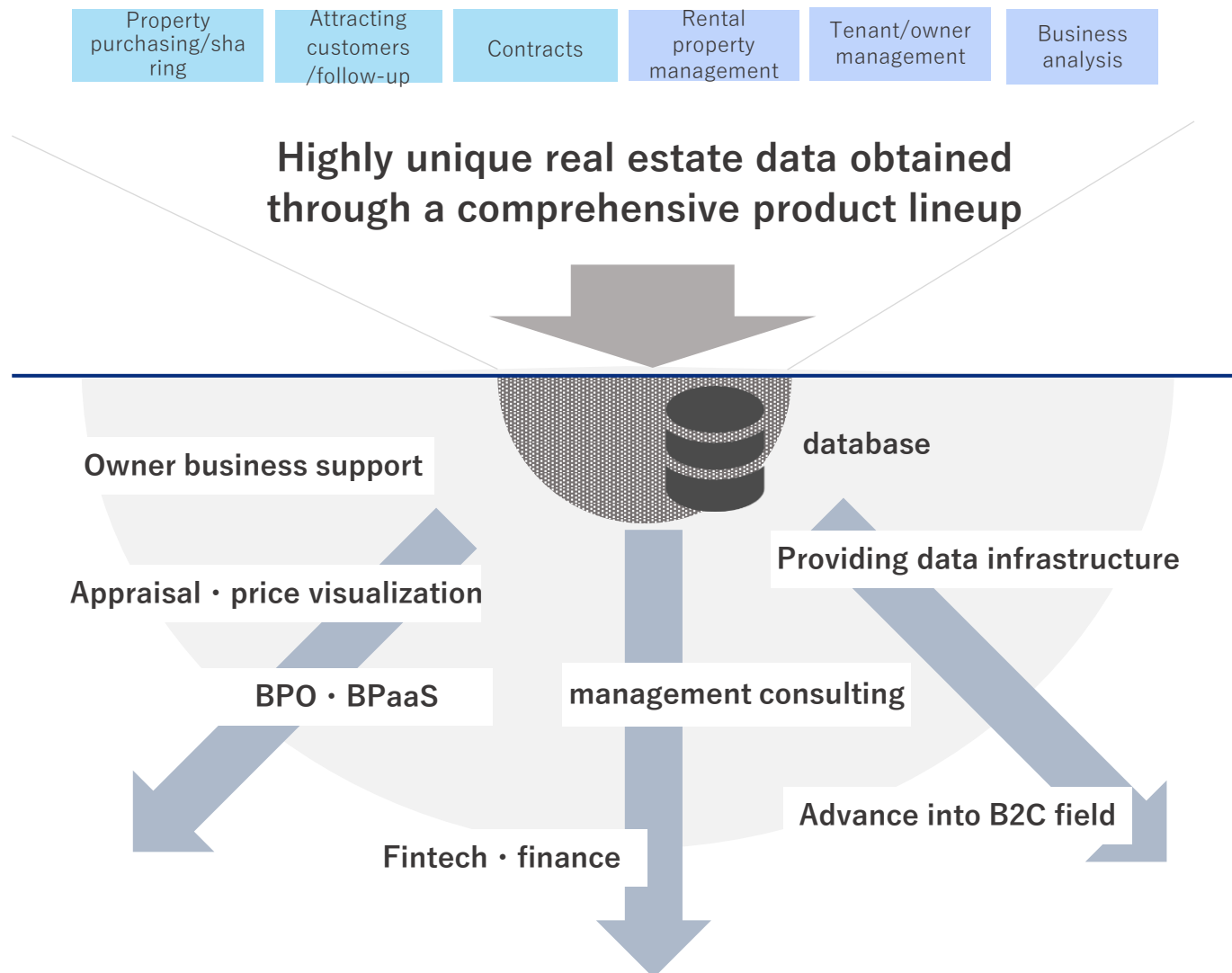
Continue to invest in new businesses that utilize highly unique real estate-related data

■ **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

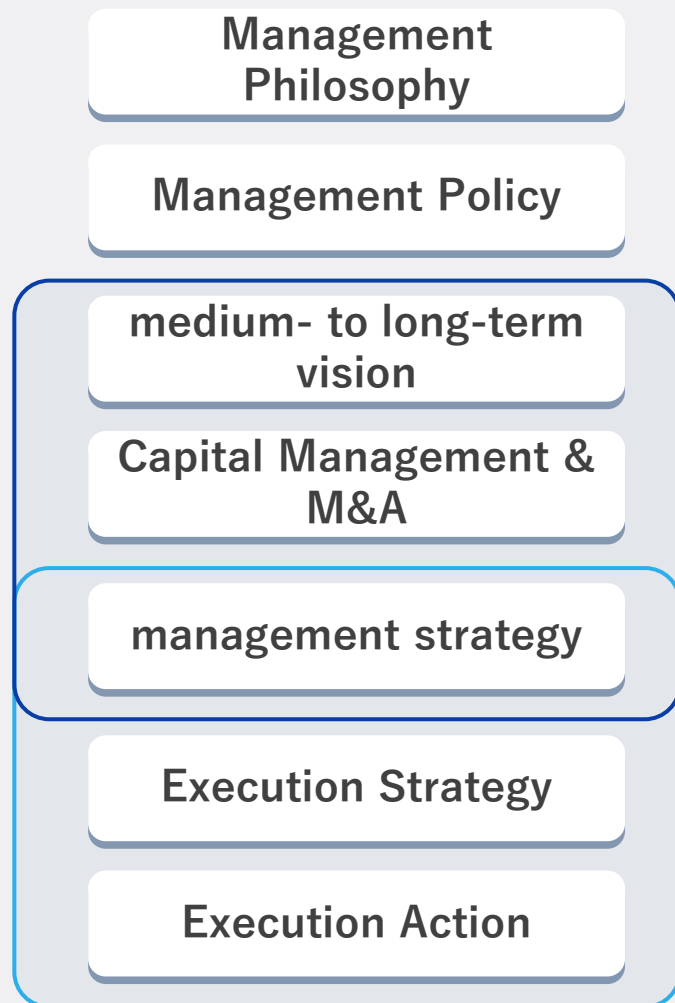
Our goal is to build platforms that transform dreams into reality and make many people happy.

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

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

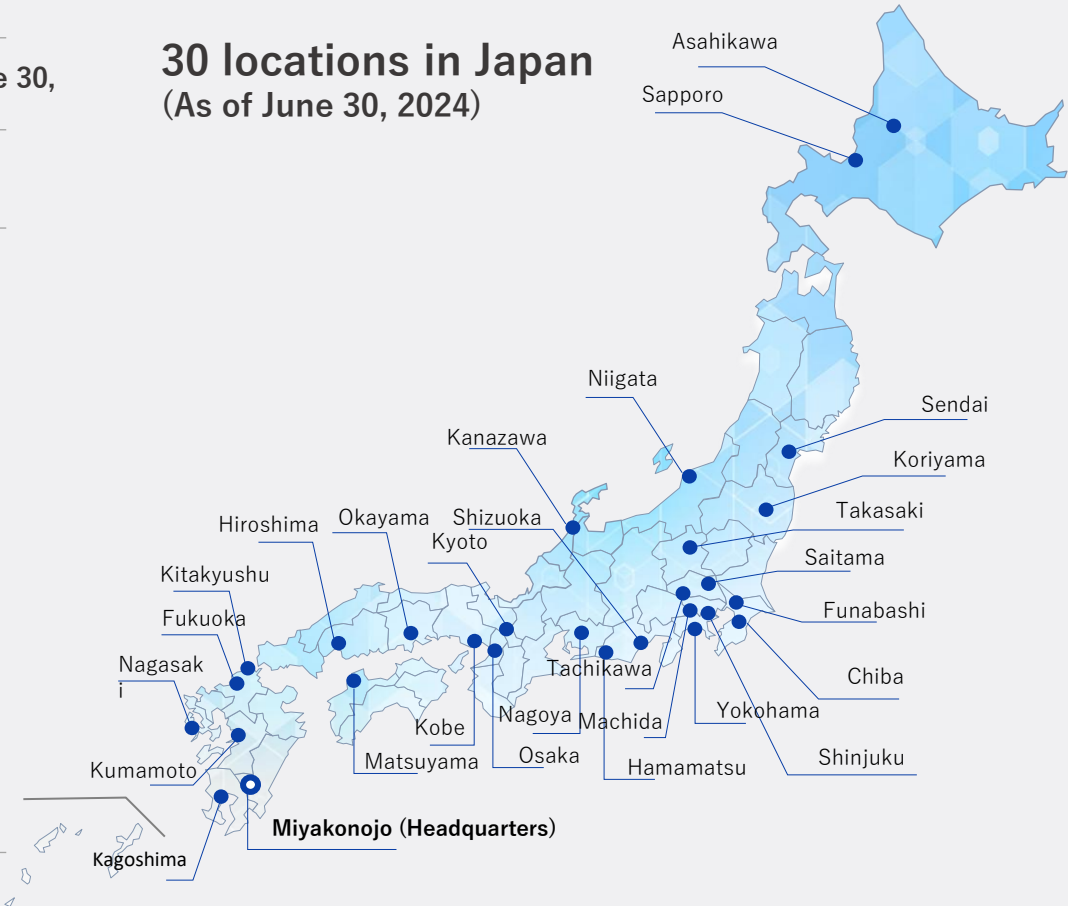
Sep 2023 President and Representative Director of our firm (current)

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

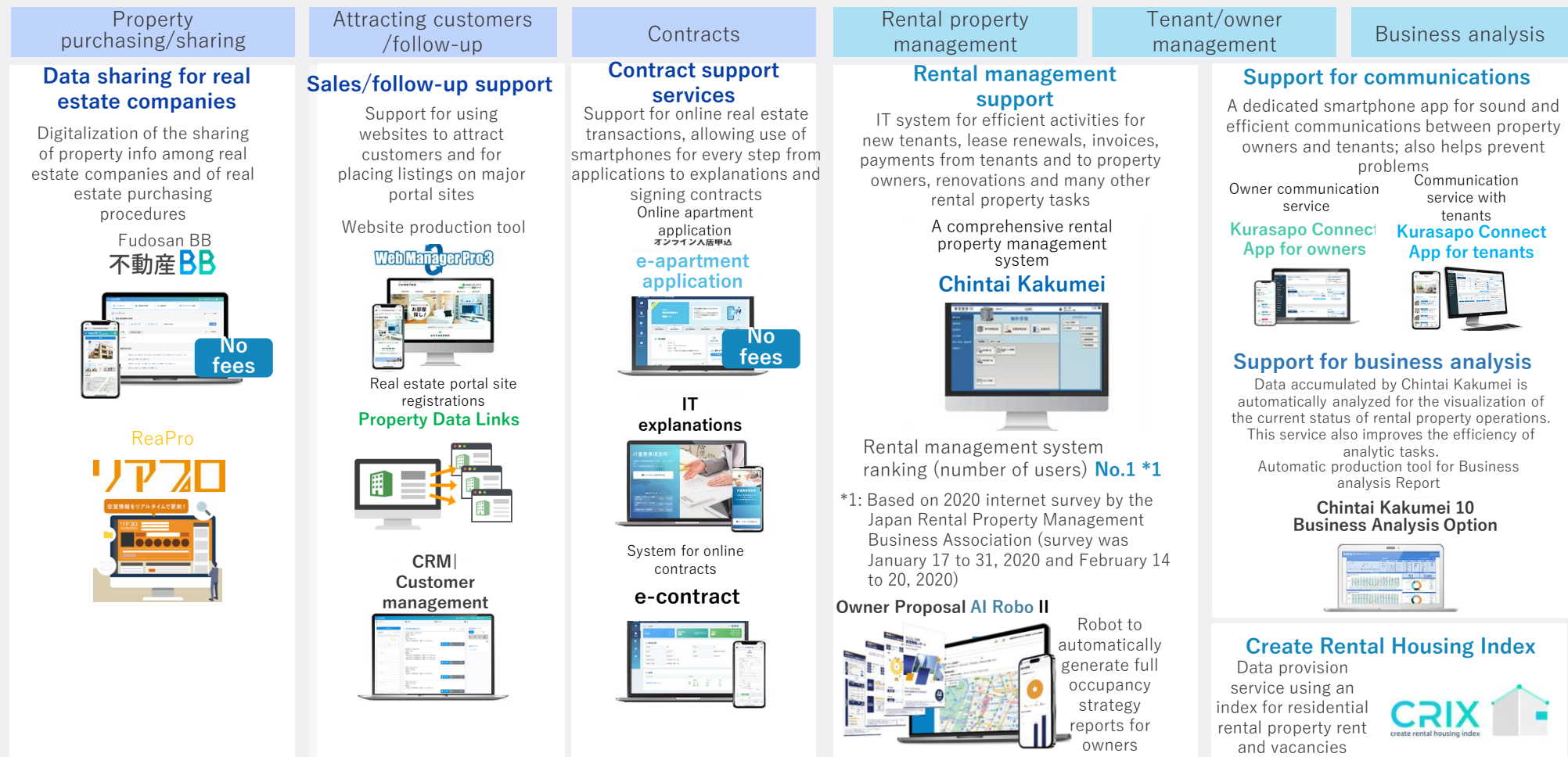
For real estate brokers

Brokerage solutions

For rental property managers

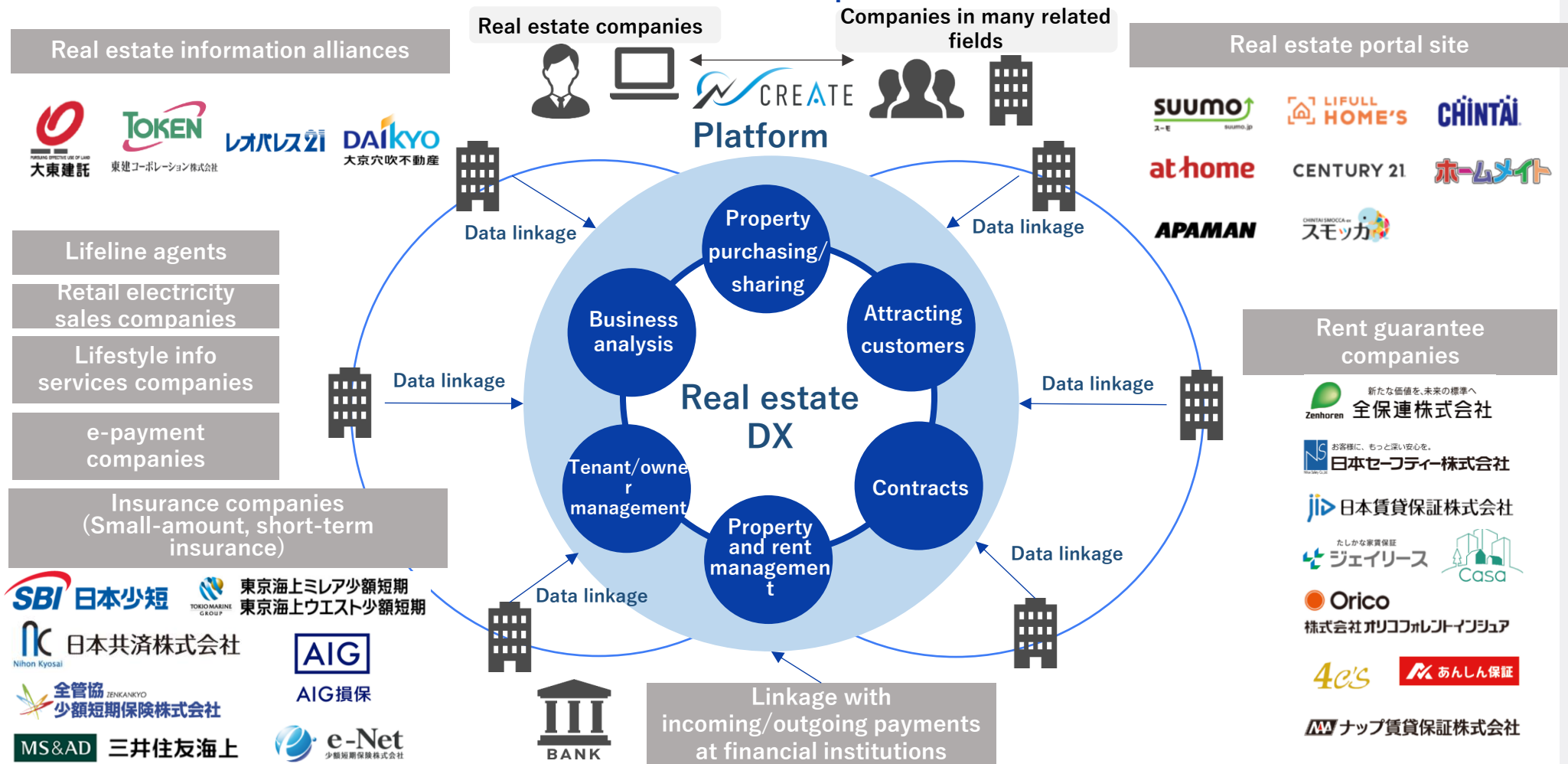
Property management solutions

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**

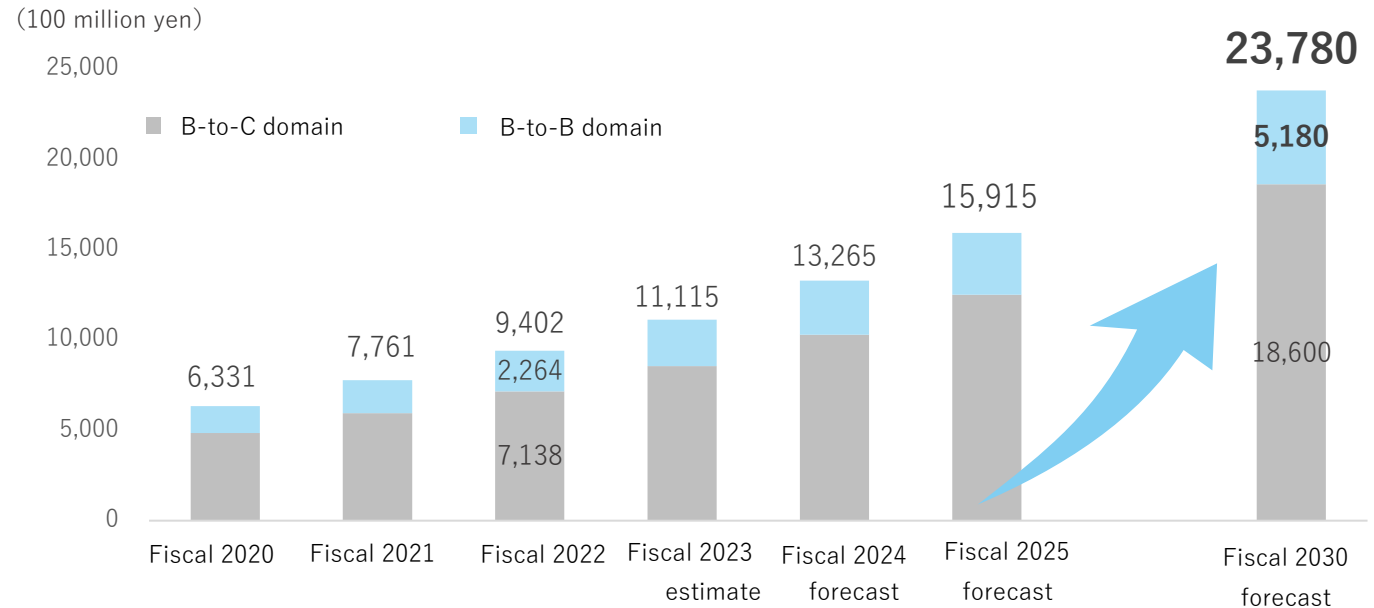
Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

Homebuilders in Japan

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

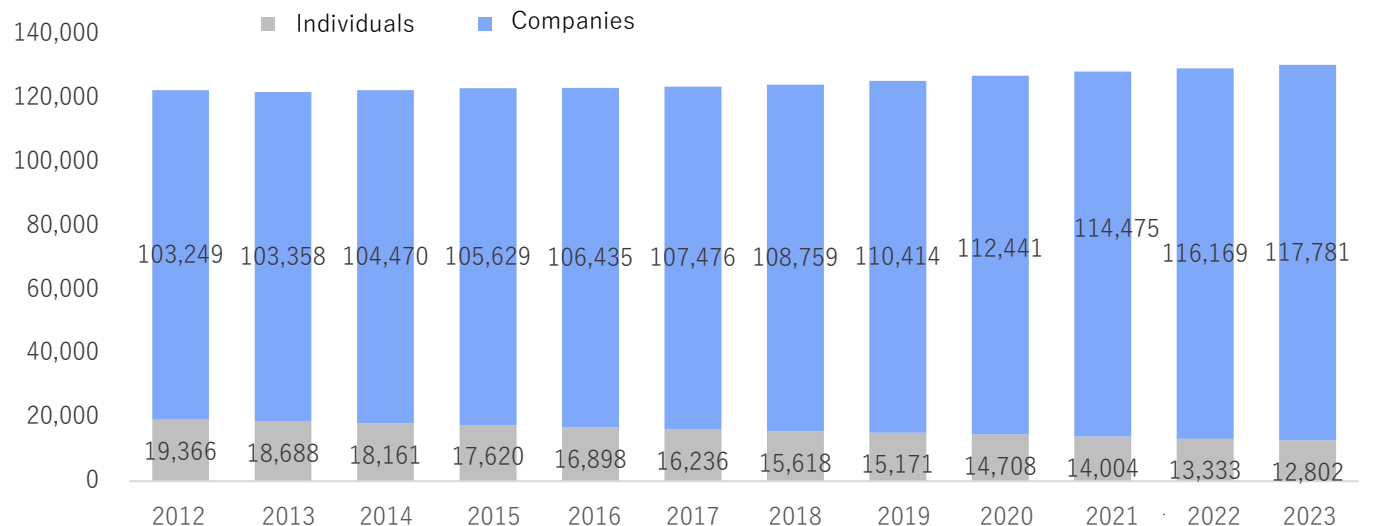
Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

2024 Real Estate Tech Market Facts and Outlook.



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

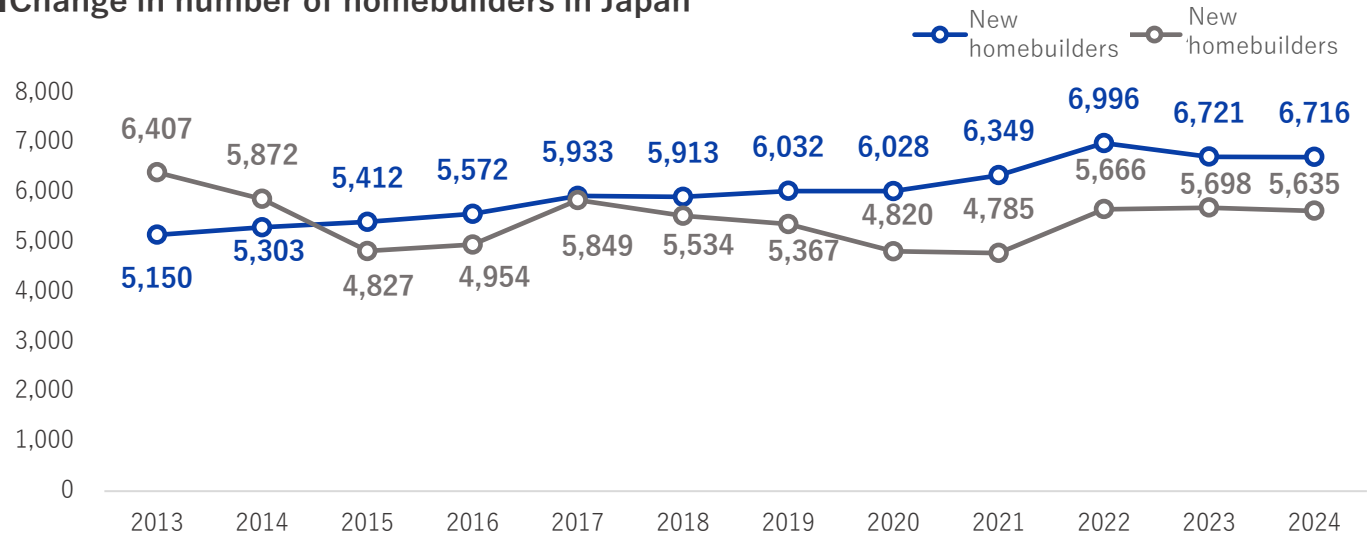
Due to new business openings IT capital investment demand

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

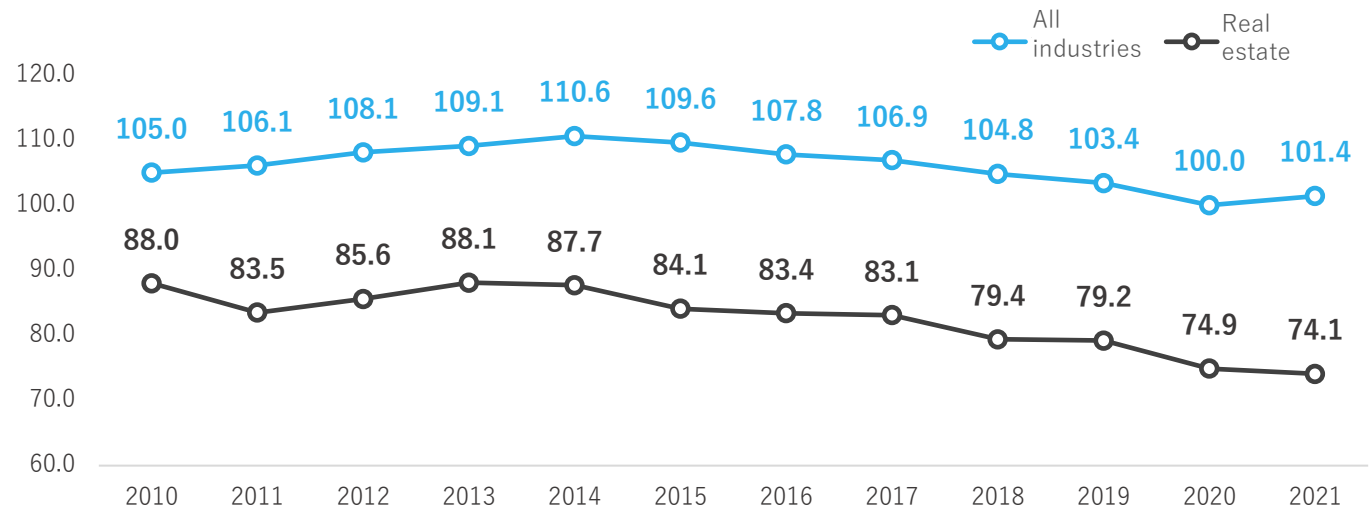
Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

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.'

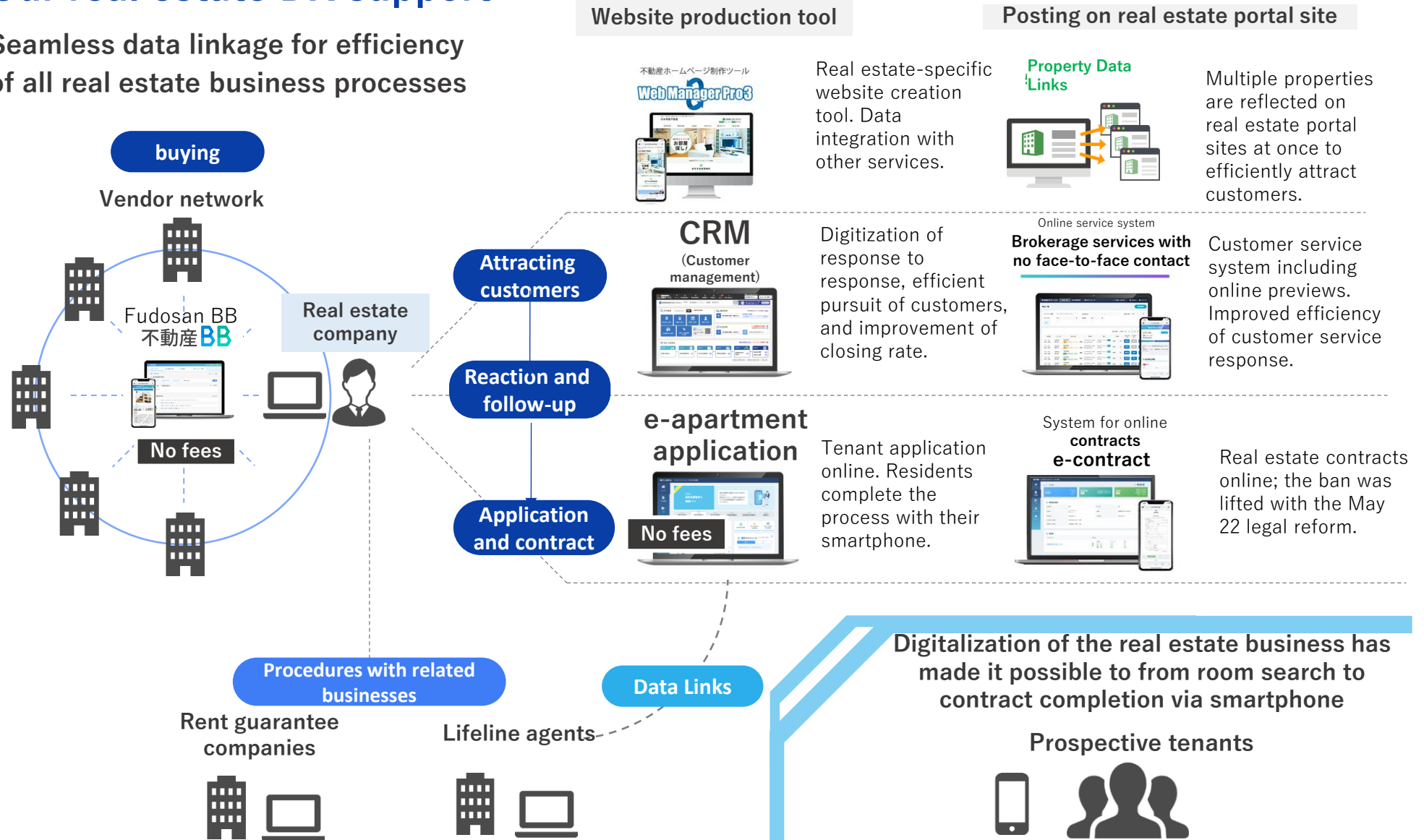
Labor productivity index



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

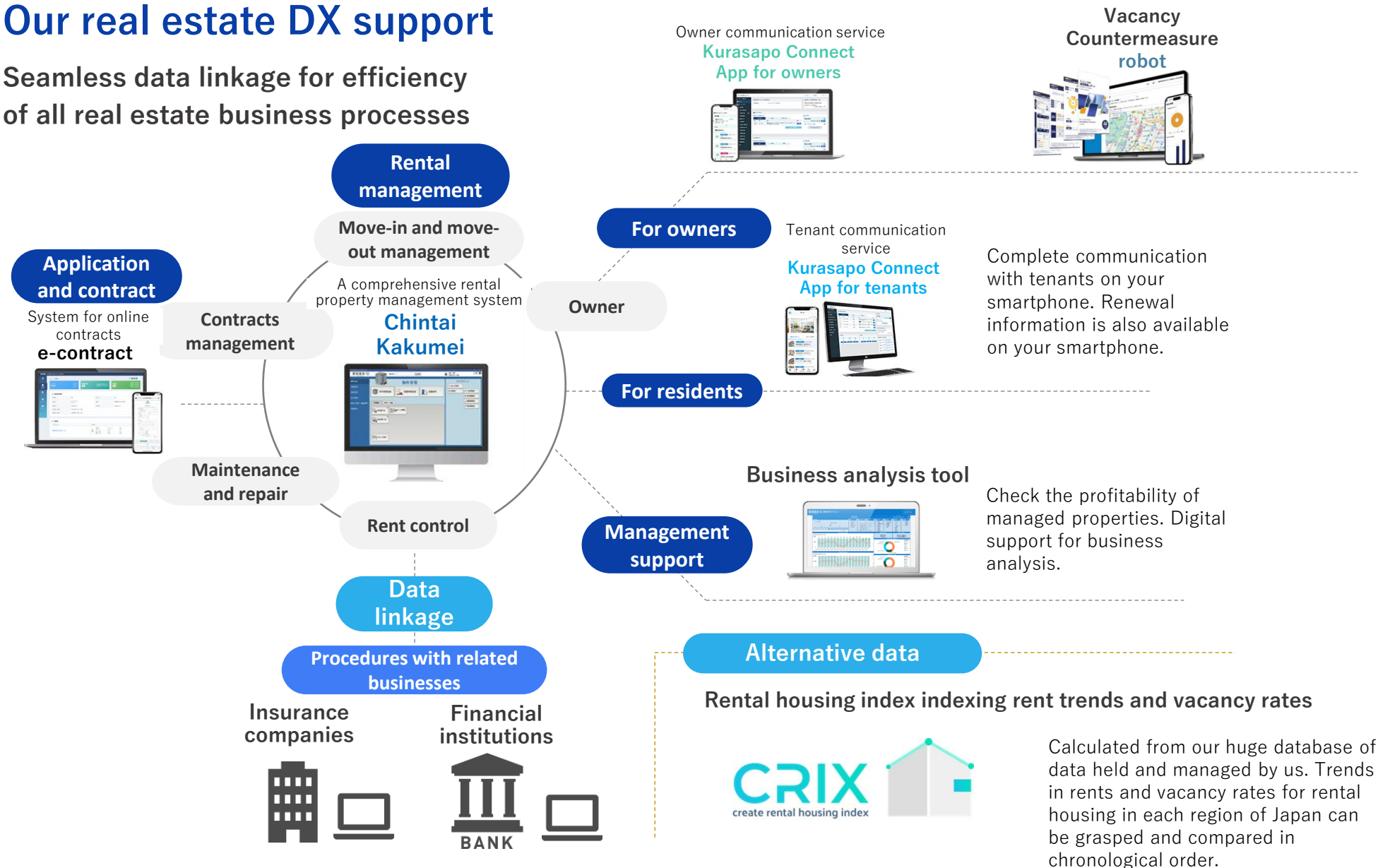
Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes

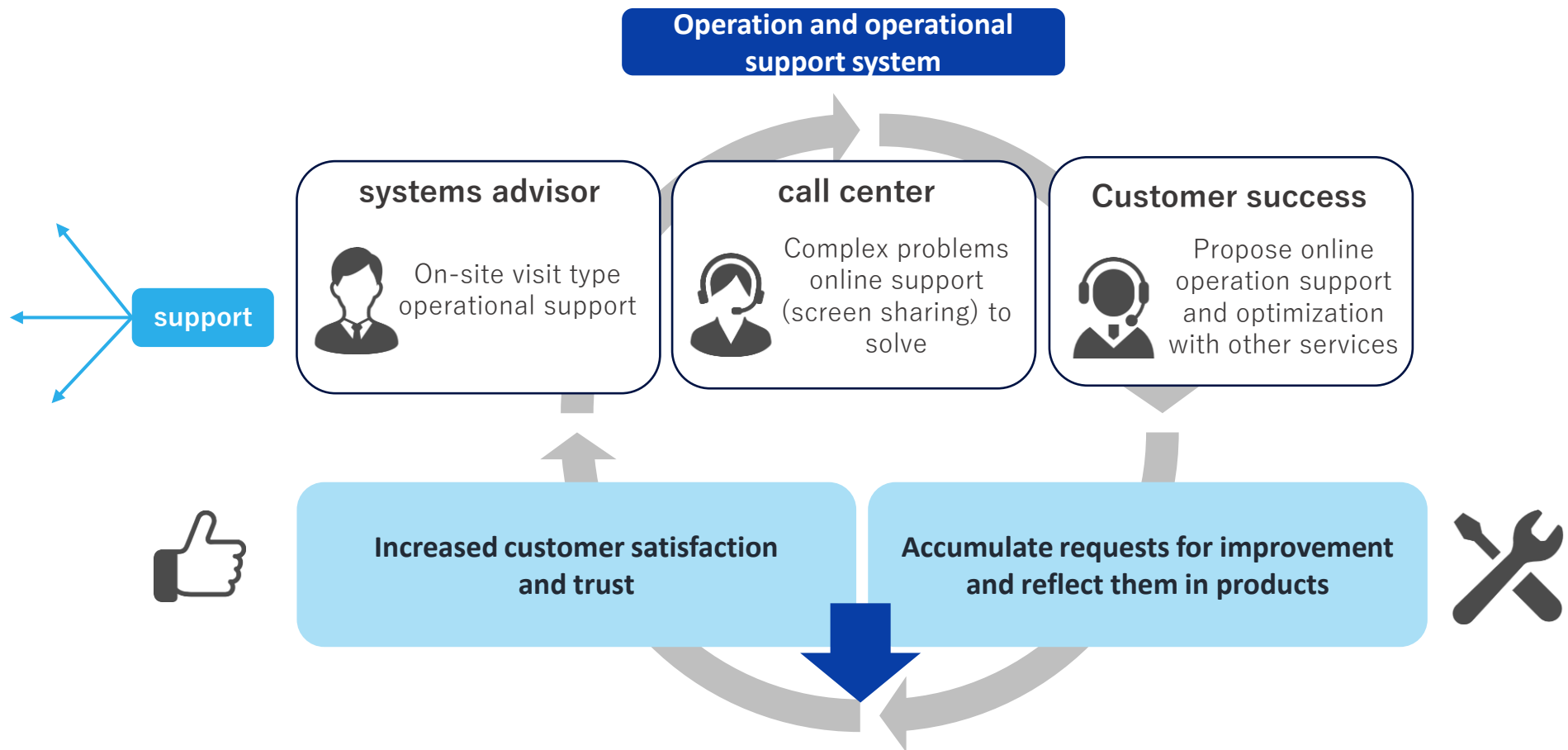


Our real estate DX support

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.
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everyone we serve**

