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**Consolidated Financial Results for the Third Quarter
of the Fiscal Year Ending June 30, 2025
(Nine Months Ended March 31, 2025)**



[Japanese GAAP]

May 15, 2025

Company name: Japan PropTech Co., Ltd.

Stock code: 4054

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Listing: Tokyo Stock Exchange

URL: <https://www.n-create.co.jp/>

Scheduled date of payment of dividend: -

Preparation of supplementary materials for quarterly financial results: Yes

Holding of quarterly financial results meeting: None

(All amounts are rounded down to the nearest million yen.)

**1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending June 30, 2025
(July 1, 2024 to March 31, 2025)**

(1) Consolidated results of operations

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owner of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended Mar. 31, 2025	3,714	21.0	726	84.1	728	83.9	469	93.4
Nine months ended Mar. 31, 2024	3,069	12.4	394	121.8	395	75.3	242	81.4

Note: Comprehensive income (millions of yen)

Nine months ended Mar. 31, 2025: 468 (91.8 %)

Nine months ended Mar. 31, 2024: 244 (82.5 %)

	Net income per share	Diluted net income per share
	Yen Sen	Yen Sen
Nine months ended Mar. 31, 2025	33.71	33.36
Nine months ended Mar. 31, 2024	17.22	17.04

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
Nine months ended Mar. 31, 2025	5,503	3,742	68.0
As of Jun. 30, 2024	5,569	3,466	62.2

Reference: Shareholders' equity (millions of yen)

As of Mar. 31, 2025: 3,742

As of Jun. 30, 2024: 3,466

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen Sen	Yen Sen	Yen Sen	Yen Sen	Yen Sen
Fiscal year ended Jun. 30, 2024	—	0.00	—	5.00	5.00
Fiscal year ending Jun. 30, 2025	—	0.00	—		
Fiscal year ending Jun. 30, 2025 (forecast)				5.00	5.00

Note: Revisions to the most recently announced dividends forecast: None

3. Consolidated Earnings Forecast for the Fiscal Year Ending June 30, 2025 (July 1, 2024 to June 30, 2025)

(Percentages represent year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owner of parent		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen Sen
Full year	5,000	12.7	1,000	40.9	1,002	35.4	624	45.5	44.27

Note: Revisions to the most recently announced earnings forecast: None

* Notes

(1) Changes in significant subsidiaries during the period: Yes

New - company (company name) -, Excluded 1 company (company name) Real Net Pro, Inc

(2) Application of special accounting methods for preparing quarterly consolidated financial statements: Yes

(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares outstanding (common shares)

1) Number of outstanding shares as of the end of the period (including treasury shares)

As of Mar. 31, 2025: 14,355,440 shares As of June. 30, 2024: 14,354,440 shares

2) Number of treasury shares as of the end of the period

As of Mar. 31, 2025: 448,577 shares As of Jun. 30, 2024: 278,271 shares

3) Average number of outstanding shares during the period

Nine months ended Mar. 31, 2025: 13,928,013 shares Nine months ended Mar. 31, 2024: 14,094,028 shares

* Holding of quarterly financial results meeting:

None

* Explanation of appropriate use of earnings forecasts, and other special items

Forecasts of future performance in these materials are based on estimates and assumptions judged to be valid and information available at the time these materials were prepared, but are not guarantees by Japan PropTech regarding future performance. Actual results may differ significantly from these forecasts for various reasons. Please refer to the section "1. Qualitative Information on Quarterly Consolidated Financial Performance" on page 2 of the attachments regarding preconditions or other related matters for the forecasts.

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1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

During the consolidated cumulative period of the third quarter, Japan's economy was expected to continue a moderate recovery supported by various policy measures. However, persistent inflation poses a downside risk to personal consumption through its negative impact on consumer sentiment. In addition, trends in U.S. trade and economic policy remain a potential risk factor for the Japanese economy, alongside continued volatility in the financial and capital markets, which also warrants careful monitoring.

In the real estate DX (digital transformation) market, where our corporate group provides SaaS-based cloud services, the chronic labor shortage in the real estate industry continues. As a result, demand for IT investment aimed at improving productivity remains strong. Furthermore, the deregulation of online real estate transactions in May 2022, the use of AI for vacancy countermeasures, and advances in marketing accuracy through big data analytics are accelerating the overall digitalization of the industry, driven by legal reforms and technological innovation.

Under these business conditions, the Company has continued to support both individual management issues and overall efficiency improvement in the real estate industry as a specialized real estate DX provider, offering a broad lineup of services. In addition, we are advancing various growth strategies to achieve the goals of our new Medium-Term Management Plan, the “Three-Year Plan (FY2025–FY2027),” formulated during the current fiscal year. Our efforts are focused on increasing MRR (Monthly Recurring Revenue), a key performance indicator, while maintaining our low churn rate—a strength of the Company.

The “Three-Year Plan (FY2025–FY2027)” refers to our performance targets and key indicators for the three fiscal years from the fiscal year ending June 2025 through the fiscal year ending June 2027. For details, please refer to the “Q3 FY2025 Financial Results Presentation Materials” available on our IR website.

Under the “Three-Year Plan (FY2025–FY2027),” the Company aims to build a stable revenue base by increasing the proportion of stock-based revenue generated through monthly subscription fees. While maintaining a solid foundation for growth through our management solutions centered on “Chintai Kakumei,” we position the expansion of MRR (Monthly Recurring Revenue) from brokerage solutions as a key growth driver.

In our property management solutions, we support the streamlining of rental management operations, primarily through our core product, “Chintai Kakumei.” We also facilitate smooth communication between property managers and both tenants and property owners via dedicated applications such as the “Tenant App” and “Owner App.” License fees recorded at the time of system implementation account for a significant portion of initial revenue, while monthly usage fees and optional service fees accumulate as stock-based revenue. In addition to new sales, revenue from version upgrades—driven by regulatory changes and the pursuit of further operational efficiency—has remained solid, contributing to our growth foundation.

In our brokerage solution, we provide a comprehensive suite of services that support the real estate brokerage process from lead generation to contract execution. These include customer acquisition through company websites and major portal sites, customer relationship management (CRM), and online real estate transactions, such as electronic rental applications and digital contracts. These services are designed to increase the number of inquiries and improve conversion rates. We also aim to enhance operational efficiency by utilizing digitized vacancy information through inter-agency property distribution services such as “ReaPro” and “Fudosan BB.”

With respect to the inter-agency property distribution services “ReaPro” and “Fudosan BB,” which offer similar functions, we are currently developing an integrated version, scheduled for release on May 28, 2025. After launch, the integrated service is expected to become one of the largest inter-agency property distribution platforms in Japan, delivering high value to the market and serving as a foundation for expanding our brokerage solutions.

* “ReaPro” was added to our service lineup through an M&A transaction in 2022.

As the Group operates under a single reporting segment, segment-specific disclosures have been omitted.

The overview of each service is as follows:

(brokerage solutions)

In our brokerage solution, we have supported the digitalization of property information and the development of communication networks among real estate businesses through “ReaPro,” an inter-agency property distribution service offered as a paid solution. In addition to promoting operational efficiency across the value chain—from lead generation

to real estate transactions—by enabling the secondary use of digitized vacancy data, we have actively proposed services that address the specific challenges of brokerage operations. These include “WebManagerPro,” which supports customer acquisition via company websites; “Property Data Linkage,” which assists in listing properties on major portal sites; and our “E-Contract Service,” which facilitates the digitalization of real estate contracts. We have also encouraged customers already using the free inter-agency property distribution service “Fudosan BB” to upgrade to the paid service “ReaPro.” As a result, monthly subscription revenue from paying customers across the entire brokerage solutions segment has steadily increased.

As a result, revenue from brokerage solutions totaled ¥1,574,245 thousand.

(property management solutions)

In our property management solutions, we actively promoted proposals for new sales of “Chintai Kakumei” to new customers, as well as version upgrades and optional feature additions for existing customers, which comprise the core of our revenue. In addition, for “Owner Proposal AI Robo II,” an AI-based vacancy countermeasure service, we launched a new Lite Plan in February that is easier for small-scale users to adopt, thereby expanding our target customer base and continuing to drive sales growth. Along with an increase in average revenue per customer through the provision of new value, the churn rate remained consistently low and stable, resulting in steady accumulation of monthly subscription revenue.

As a result, revenue from property management solutions totaled ¥2,101,899 thousand.

* In addition to the combined revenue of ¥3,676,144 thousand from brokerage solutions and property management solutions, other revenue totaled ¥38,775 thousand.

(2) Explanation of Financial Position

1) Assets

As of the end of the third quarter of the current consolidated fiscal year, total assets amounted to ¥5,503,055 thousand, a decrease of ¥66,857 thousand from the end of the previous consolidated fiscal year. Current assets totaled ¥1,578,294 thousand, a decrease of ¥521,588 thousand from the previous fiscal year-end, while non-current assets amounted to ¥3,924,761 thousand, an increase of ¥454,730 thousand.

The primary factors behind these changes were a decrease in accounts receivable, which led to a decline in current assets, and an increase in software in progress, which contributed to the rise in non-current assets.

2) Liabilities

As of the end of the third quarter of the current consolidated fiscal year, total liabilities amounted to ¥1,760,620 thousand, a decrease of ¥342,836 thousand from the end of the previous consolidated fiscal year. Current liabilities totaled ¥1,504,007 thousand, down ¥263,100 thousand from the previous fiscal year-end.

The primary factors behind these changes were a decrease in income taxes payable due to the payment of corporate taxes recorded in the previous fiscal year, and a decrease in accounts payable and accrued expenses included in “Other current liabilities.”

3) Net assets

As of the end of the third quarter of the current consolidated fiscal year, net assets totaled ¥3,742,434 thousand, an increase of ¥275,978 thousand from the end of the previous consolidated fiscal year.

The primary reason for this increase was a rise in retained earnings due to the recording of quarterly net income attributable to owners of the parent.

(3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements

There are no revisions to the forecast for the fiscal year ending June 30, 2025 that was announced on August 6, 2024 with “Consolidated Financial Results for the Fiscal Year Ended June 30, 2024 [Japanese GAAP]”. An announcement will be made promptly if the forecast is revised.

2. Quarterly Consolidated Financial Statements and Notes**(1) Quarterly Consolidated Balance Sheet**

(Thousands of yen)

	FY6/24 (As of Jun. 30, 2024)	3Q FY6/25 (As of Mar. 31, 2025)
Assets		
Current assets		
Cash and bank deposits	961,024	786,614
Accounts receivable	708,606	372,197
Merchandise	6,473	652
Work in progress	36,270	33,556
Stores	1,447	2,990
Other	386,458	382,471
Allowance for doubtful accounts	(398)	△189
Total current assets	2,099,882	1,578,294
Fixed assets		
Property, plant and equipment	507,783	525,485
Intangible fixed assets		
Software	223,083	134,533
Software temporary account	588,450	1,185,202
Goodwill	643,601	563,151
Customer-related assets	928,200	856,800
Other intangible assets	13,422	13,422
Total intangible assets	2,396,757	2,753,109
Investments and other assets		
Other	597,636	676,955
Allowance for doubtful accounts	(32,146)	(30,789)
Total investments and other assets	565,489	646,165
Total fixed assets	3,470,030	3,924,761
Total assets	5,569,912	5,503,055
Liabilities		
Current liabilities		
Accounts payable	26,441	17,354
Accrued income tax	220,123	48,447
Contract liabilities	893,953	1,030,523
Allowance for losses on orders received	16,620	16,000
Other	609,968	391,681
Total current liabilities	1,767,107	1,504,007
Non-current liabilities		
Asset retirement obligations	17,775	20,029
Deferred tax liabilities	316,689	234,152
Other	1,884	2,431
Total non-current liabilities	336,350	256,613
Total liabilities	2,103,457	1,760,620

	(Thousands of yen)	
	FY6/24	3Q FY6/25
	(As of Jun. 30, 2024)	(As of Mar. 31, 2025)
Net assets		
Shareholders' equity Share		
Capital	729,648	729,728
Capital surplus	701,358	701,438
Retained earnings	2,259,350	2,658,441
Treasury shares	(225,631)	(347,586)
Total shareholders' equity	3,464,725	3,742,021
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	493	412
Deferred hedge gains and losses	1,236	—
Total accumulated other comprehensive income	1,729	412
Total net assets	3,466,455	3,742,434
Total liabilities and net assets	5,569,912	5,503,055

(2) Quarterly Consolidated Statements of Income and Comprehensive Income**Quarterly Consolidated Statement of Income
(For the Nine-month Period)**

	(Thousands of yen)	
	3Q FY 6/24 (Jul.1, 2023 – Mar. 31, 2024)	3Q FY 6/25 (Jul. 1, 2024 – Mar. 31, 2025)
Net sales	3,069,972	3,714,919
Cost of sales	1,052,877	1,124,322
Gross profit	2,017,094	2,590,597
Selling, general and administrative expenses	1,622,428	1,864,205
Operating profit	394,666	726,391
Non-operating income		
Real Estate Rental Fees	5,191	7,852
Subsidy income	—	7,894
Other	603	2,157
Total non-operating income	5,794	17,904
Non-operating expenses		
Foreign exchange losses	2,671	11,358
Miscellaneous Losses	1,305	2,624
Other	624	2,299
Total non-operating expenses	4,601	16,283
Ordinary profit	395,859	728,013
Extraordinary profit		
Gain on sales of fixed asset	441	755
Total extraordinary profit	441	755
Extraordinary losses		
Loss on removal of fixed assets	214	61
Loss on reduction entry of fixed assets	—	7,228
Total extraordinary losses	214	7,289
Profit before income taxes	396,086	721,478
Income taxes	153,362	252,006
Profit	242,723	469,472
Profit attributable to non-controlling interests	—	—
Profit attributable to owners of parent	242,723	469,472

Quarterly Consolidated Statement of Comprehensive Income
(For the Nine-month Period)

	(Thousands of yen)	
	3Q FY 6/24	3Q FY 6/25
	(Jul.1, 2023 – Mar. 31, 2024)	(Jul. 1, 2024 – Mar. 31, 2025)
Profit	242,723	469,472
Other comprehensive income		
Valuation difference on available-for-sale securities	322	(80)
Deferred hedge gains and losses	1,072	(1,236)
Total other comprehensive income	1,394	(1,316)
Comprehensive income	244,117	468,155
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	244,117	468,155
Comprehensive income attributable to non-controlling interests	—	—

(3) Notes to Quarterly Consolidated Financial Statements**Going Concern Assumption**

Not applicable.

Significant Changes in Shareholders' Equity

Not applicable.

Application of Special Accounting Methods for Preparing Quarterly Consolidated Financial Statements**Calculation of tax expense**

Tax expense was calculated by first reasonably estimating the effective tax rate after the application of tax effect accounting with respect to profit before income taxes for the fiscal year, and then multiplying such rate by the quarterly profit before income taxes.

Significant Changes in the Scope of Consolidation During the Current Consolidated Cumulative Period

During the second quarter of the consolidated fiscal period, Real Net Pro, Inc. a wholly owned subsidiary of our company, was dissolved through an absorption-type merger with our company as the surviving entity, and was therefore excluded from the scope of consolidation. As a result, for the preparation of the consolidated financial statements, we consolidated Real Net Pro's results for the three-month period from April 1, 2024, to June 30, 2024, and made adjustments through the consolidated income statement. For further details, please refer to the financial results briefing materials. For further details, please refer to the financial results presentation materials.

Notes on Segment Information, etc.

As the Group operates in a single segment, the real estate business support segment, detailed segment information is Omitted

Notes on the Consolidated Statement of Cash Flows

A quarterly consolidated statement of cash flows for the cumulative third quarter period has not been prepared. However, depreciation expenses for the cumulative third quarter period (including amortization of intangible fixed assets other than goodwill and customer-related assets), as well as the amortization amounts for goodwill and customer-related assets, are as follows:

	3Q FY 6/24 (Jul.1, 2023 – Mar. 31, 2024)		3Q FY 6/25 (Jul. 1, 2024 – Mar. 31, 2025)	
Depreciation expense	159,088	Thousands of yen	126,174	Thousands of yen
Amortization of customer-related assets	53,550	„	71,400	„
Amortization of goodwill	60,337	„	80,450	„