

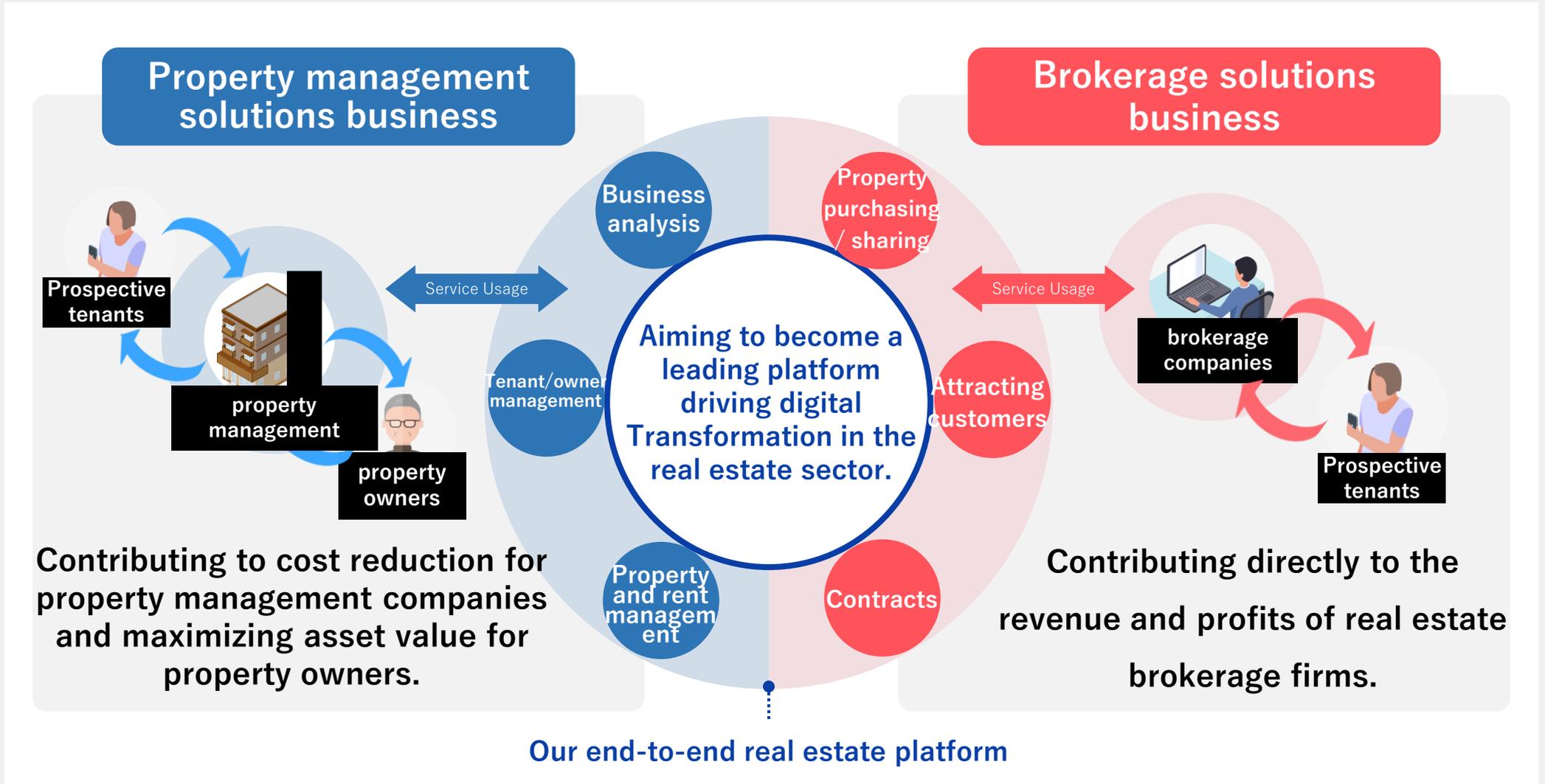
FY2026 2Q Financial Results Briefing Materials

Japan PropTech Co.,Ltd (Stock Code : 4054)

February 12, 2026



Driving digital transformation in the real estate industry through our end-to-end support platform.



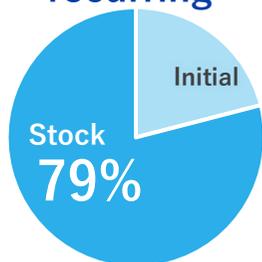
Our Strengths and Growth Potential

Accelerating Growth in Our Real Estate Tech Business by Leveraging a Stable Revenue Base and Favorable Market Tailwinds

Stable Revenue Base

FY6/25 Results

Approximately 79% of revenue is recurring



FY6/25 Results

Low churn rate of **0.4%**

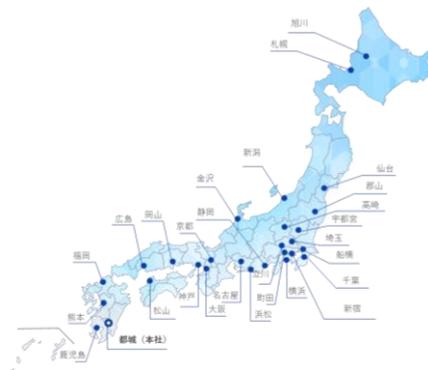
■ 平均月次解約率の推移



High Market Share

as of June 2025

28 locations nationwide



in rental property management system installations

No.1 ※1

as of June 2025

5,557 cumulative installations

Growth Potential

Real estate tech market size

FY6/31 forecast

¥2.378 trillion ※2

IT investment demand from new entrants

6,000–7,000 new real estate firms established annually ※3

Labor productivity index in the real estate sector

Approximately 70~80% ※4

In contrast to over 100% for all industries

※1 : WEB survey by the National Rental Property Management Business Association (conducted January 17–31 and February 14–20, 2020)

※2 : Yano Research Institute, "Real Estate Tech Market: Current Status and Outlook, 2024 Edition" (April 2024)

※3 : Real Estate Transaction Improvement Organization, FY6/24 year-end statistics on licensed real estate agents and firms "Trends in the Number of Real Estate Transaction Agents"

※4 : Ministry of Internal Affairs and Communications, "FY2023 Study on Economic Analysis of ICT" Labor productivity index (real GDP per employee; 2000 = 100)

Revenue increased by 2.8% compared to the same period last year, excluding the impact of the company merger. Performance is progressing as planned at the start of the fiscal year, anticipating expanded results in the second half.

(Millions of yen)



Recurring revenue remained stable

Although stock sales increased significantly in the previous first half due to the company merger, revenue growth was maintained.

FY2026 Q2 stock revenue **¥2,078 million**

(YoY: ¥2,072 million)

Churn rate remained at a low and stable level

Continued to maintain a stable churn rate through nationwide customer support and strong customer success initiatives.

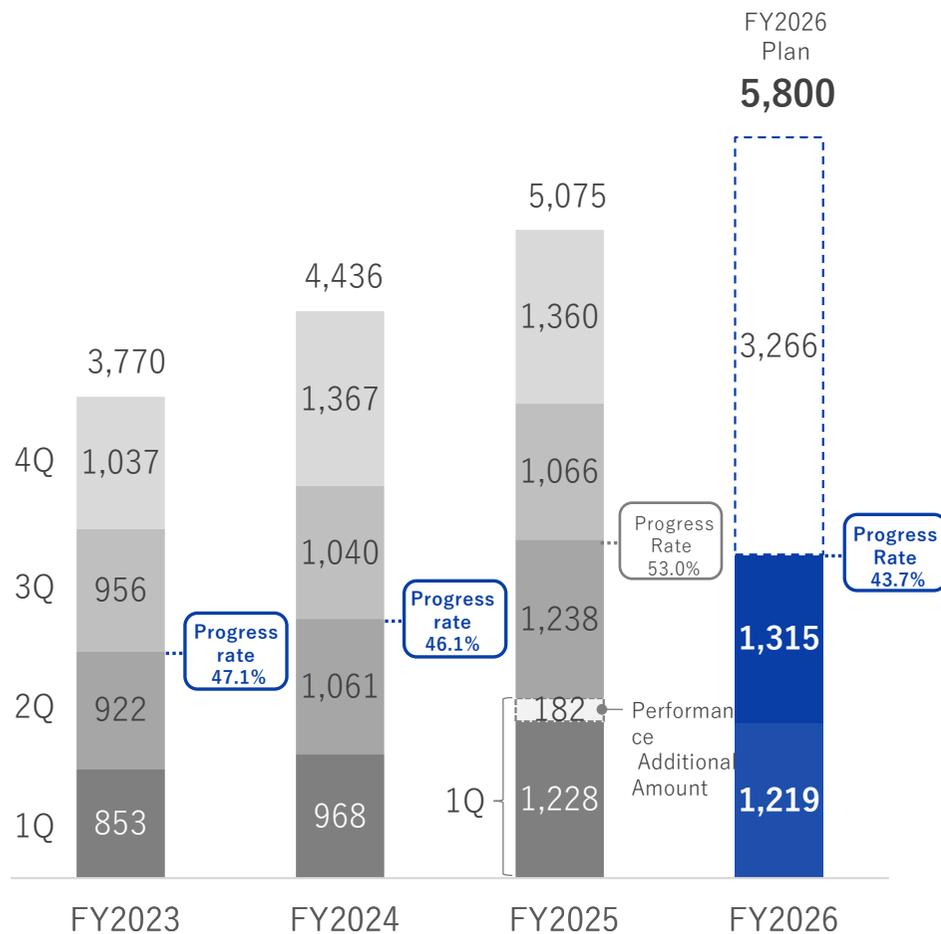
FY2026 Q2 churn rate **0.6%**

※ Churn rate refers to the average monthly churn rate.

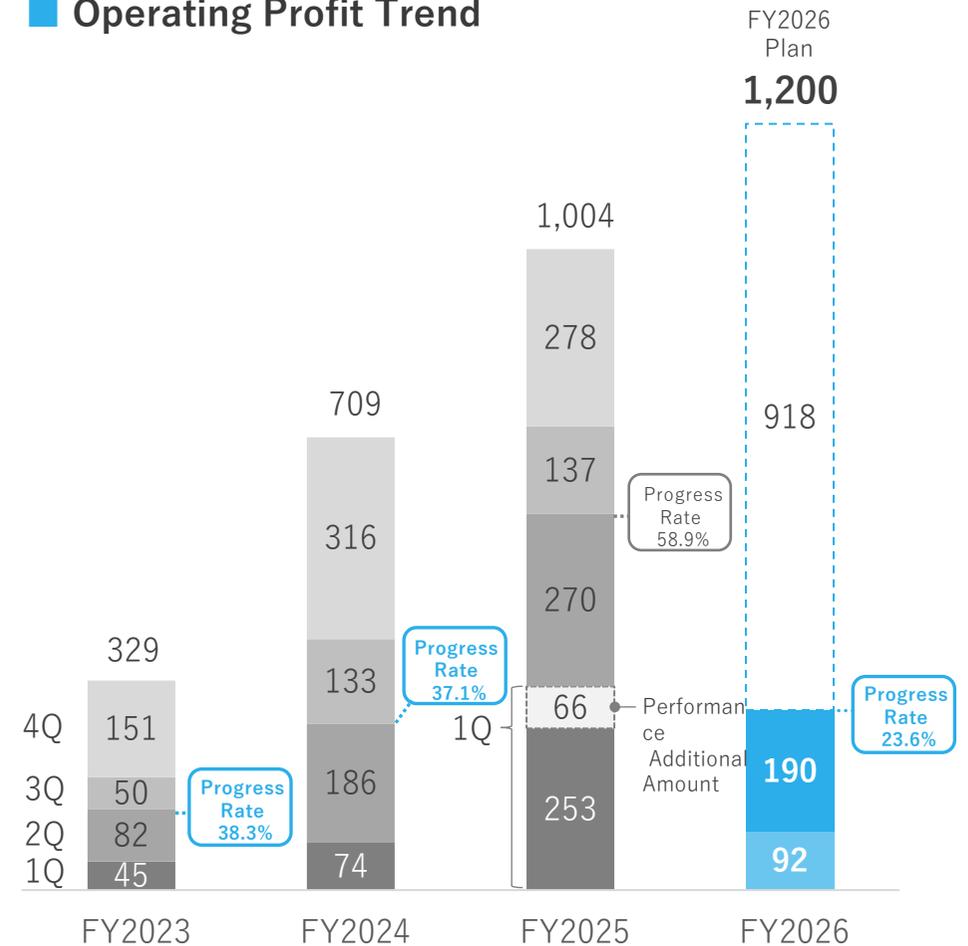
Revenue and Operating Profit — Quarterly Trends

Sales are progressing as expected for the full-year plan, in line with our seasonal patterns. We aim to build profits in the second half.

■ Revenue Trend

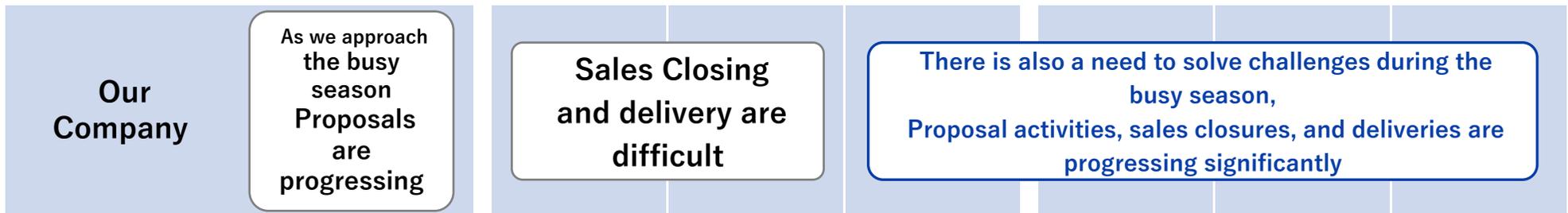


■ Operating Profit Trend



Our performance tends to be weighted toward the 4 Q due to a concentration of deliveries following the peak season (January to March) for our real estate company clients.

Our Quarterly Schedule						
1Q & 2Q	3Q			4Q		
July ~ December	January	February	March	April	May	June



For management solutions, focus on acquiring new “Chintai Kakumei” customers, version upgrades, and optional feature sales to increase revenue and MRR.

貸貸革命



Promoting the upgrade of the "Chintai Kakumei,"
Strengthening Collaboration with Partner Companies to Deliver Greater Added Value

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FY2026 2Q Financial Highlights | PL Summary

Intermediary solution sales increased by 5.0% excluding the impact of the company merger in the previous quarter. Operating profit decreased due to upfront investments for business expansion, including personnel increases and depreciation expenses for Chintai Kakumei 11.

(Unit: million yen)	FY2025 2Q Actual	FY2026 2Q Actual	YoY	Full-Year Plan	Overview
Revenue	2,648	2,534	▲4.3%	5,800	Sales in the previous 1Q included an additional ¥182 million due to a company merger.
Brokerage Solutions	1,105	969	▲12.3%	-	Excluding the impact of performance additions from the company merger in the previous quarter, revenue increased by 5.0% .
Management Solutions	1,518	1,523	+0.4%	-	Upselling and cross-selling in the Chintai Kakumei segment remained robust.
Gross Profit	1,866	1,673	▲10.3%	-	Decrease in gross profit margin due to lower revenue.
Gross Profit Margin	70.5%	66.0%	▲4.5pt	-	
Operating profit	589	283	▲52.0%	1,200	The previous 1Q included an additional ¥66 million in operating profit due to a company merger.
Operating Profit Margin	22.3%	11.2%	▲11.1pt	20.6%	
EBITDA	785	506	▲35.5%	-	
EBITDA Margin	29.6%	20.0%	▲9.6pt	-	
Ordinary profit	585	322	▲45.0%	1,210	
Profit attributable to owners of parent	374	223	▲40.3%	730	

Brokerage Solutions: Revenue from a suite of brokerage support services provided to real estate brokerage businesses

Management Solutions: Revenue from management support services provided to rental management businesses

FY2026 2Q Financial Highlights | Quarterly Trends

Compared to the previous quarter, sales increased by 6.2%, showing steady growth. Sales typically accumulate toward the second half of the fiscal year due to the seasonal concentration of deliveries in the fourth quarter.

(unit:Millions of yen)	FY2024 Actual				FY2025 Actual				FY2026 Actual	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Sales	968	1,061	1,040	1,366	1,410	1,238	1,066	1,360	1,219	1,315
Intermediary Solutions	385	404	410	450	647	457	469	413	478	491
Management Solutions	572	646	619	903	749	768	583	931	727	796
Operating Profit	74	186	133	316	319	270	137	278	92	190
Operating Profit Margin	7.7%	17.5%	12.9%	23.1%	22.6%	21.8%	12.9%	20.4%	7.6%	14.5%
Ordinary profit	73	189	133	345	306	279	142	276	108	214
Net income attributable to Net Income	42	123	77	186	173	201	94	160	75	148

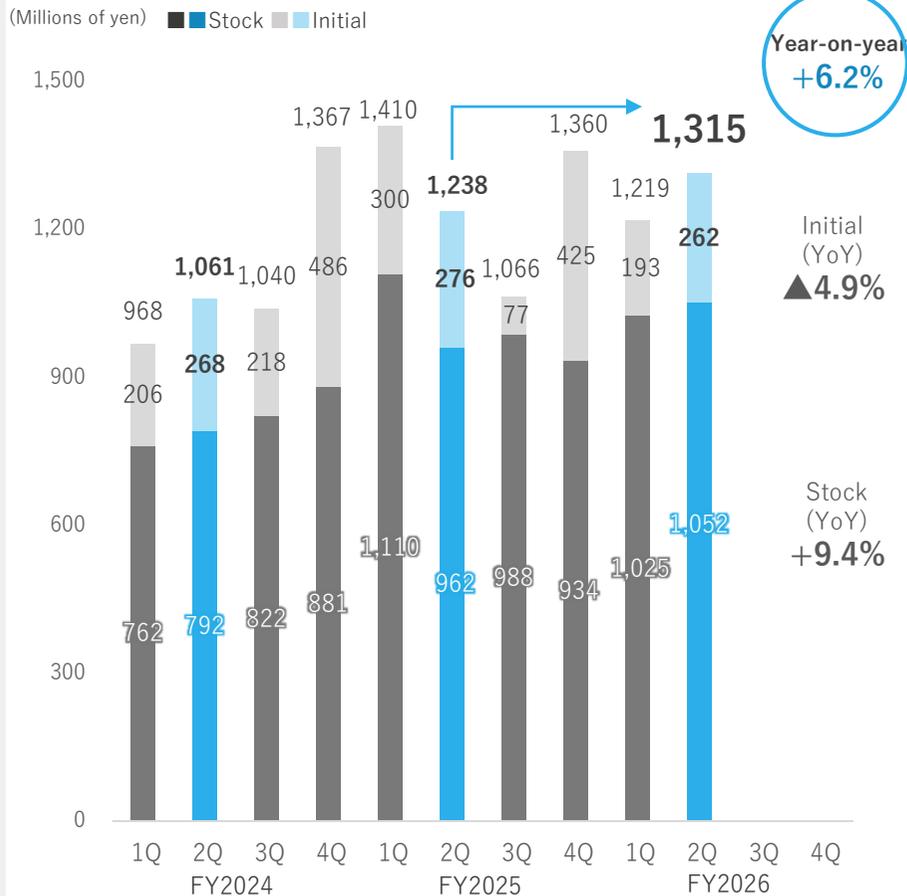
Brokerage solutions is sales of brokerage support services provided to real estate brokers.
Property management solutions is sales of administration support services provided to rental management companies.

Both stock sales and MRR showed steady growth.

Steady growth driven by cross-selling and upselling.

Stock and Initial Sales Trends

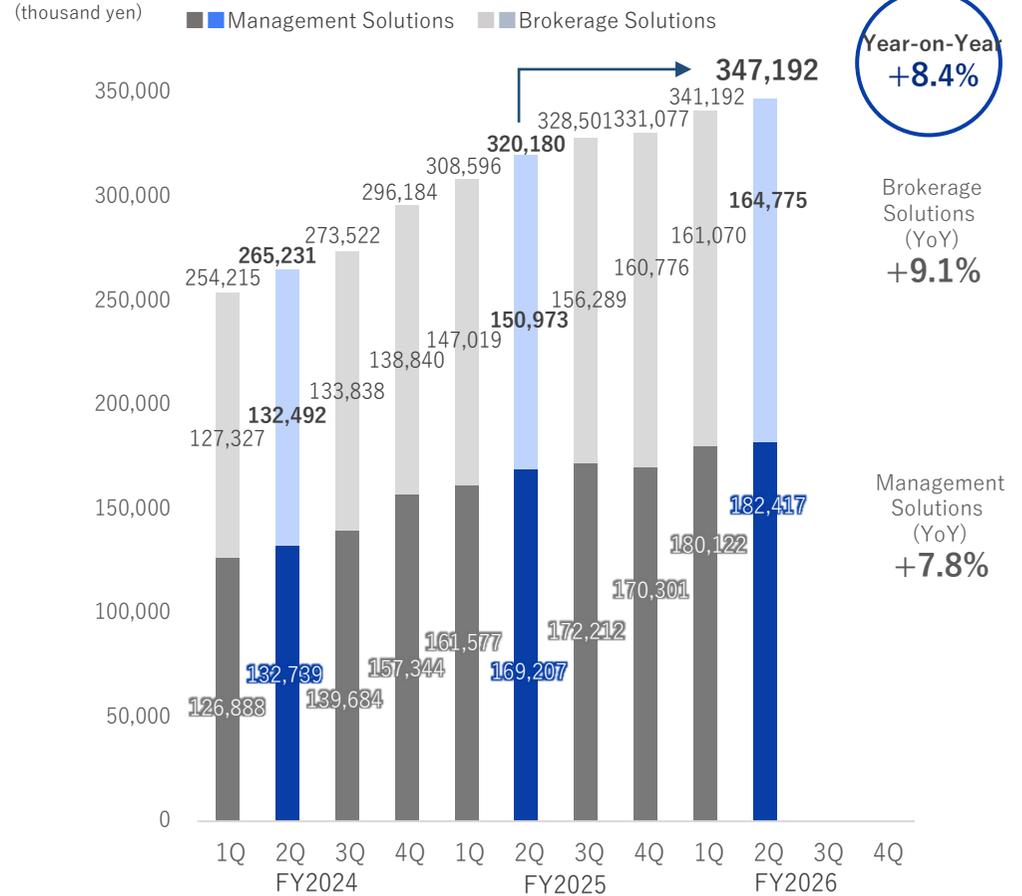
Although initial sales decreased compared to the same period last year, retained revenue secured stable earnings, growing 9.4% year-on-year.



MRR Trends

※MRR: Abbreviation for Monthly Recurring Revenue, revenue generated on a recurring monthly basis (monthly recurring revenue).

Both brokerage and management solutions saw steady growth as we focused on expanding sales.



Cancellation rate maintained at a low level.
Personnel levels increased overall, including sales staff.

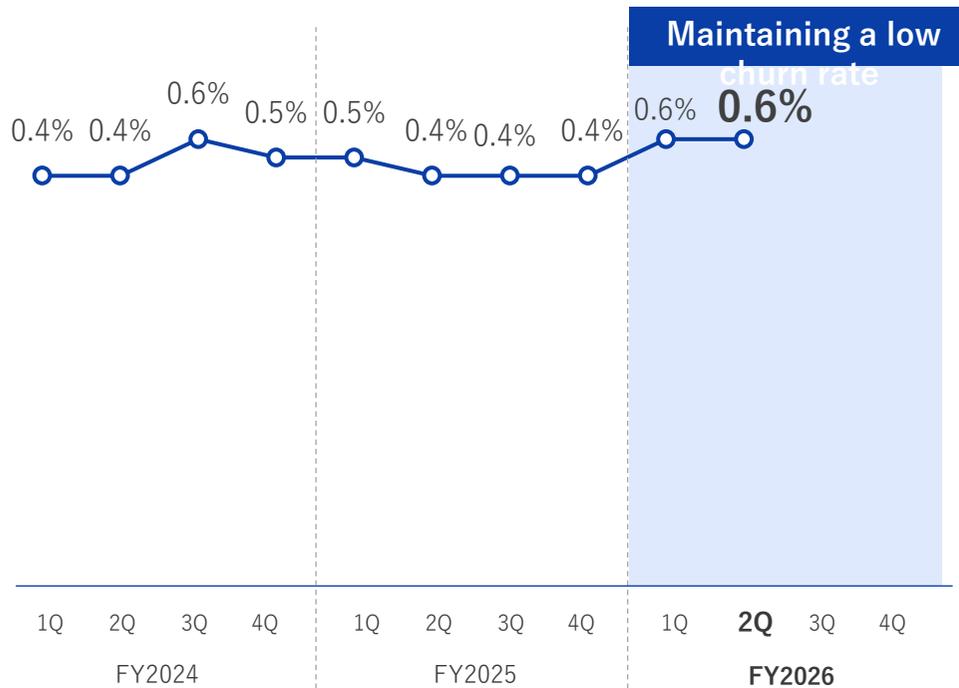
Churn Rate Trends (Average Monthly Churn Rate)

*Monthly Churn Rate: The percentage of monthly revenue from existing contracts that decreased due to cancellations

FY2026

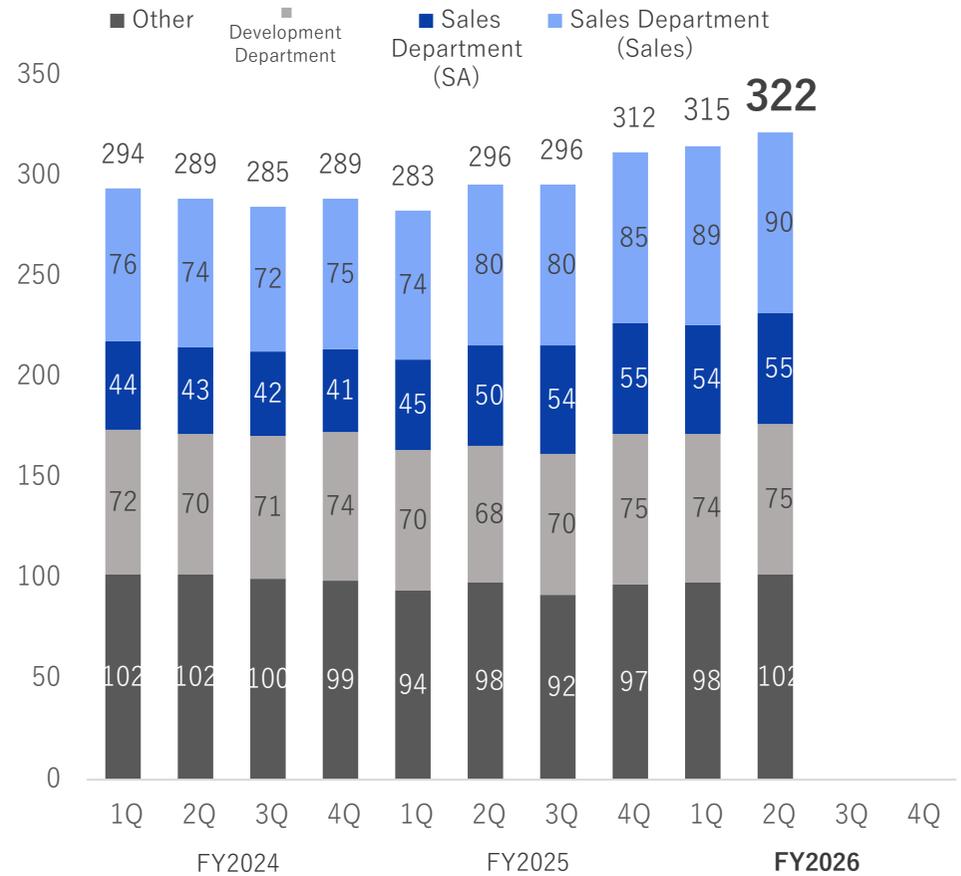
2Q Churn Rate: 0.6%

(Previous period average: 0.4%)



Employee Headcount Trends (Regular Employees Only)

*Number of employees indicates full-time employees

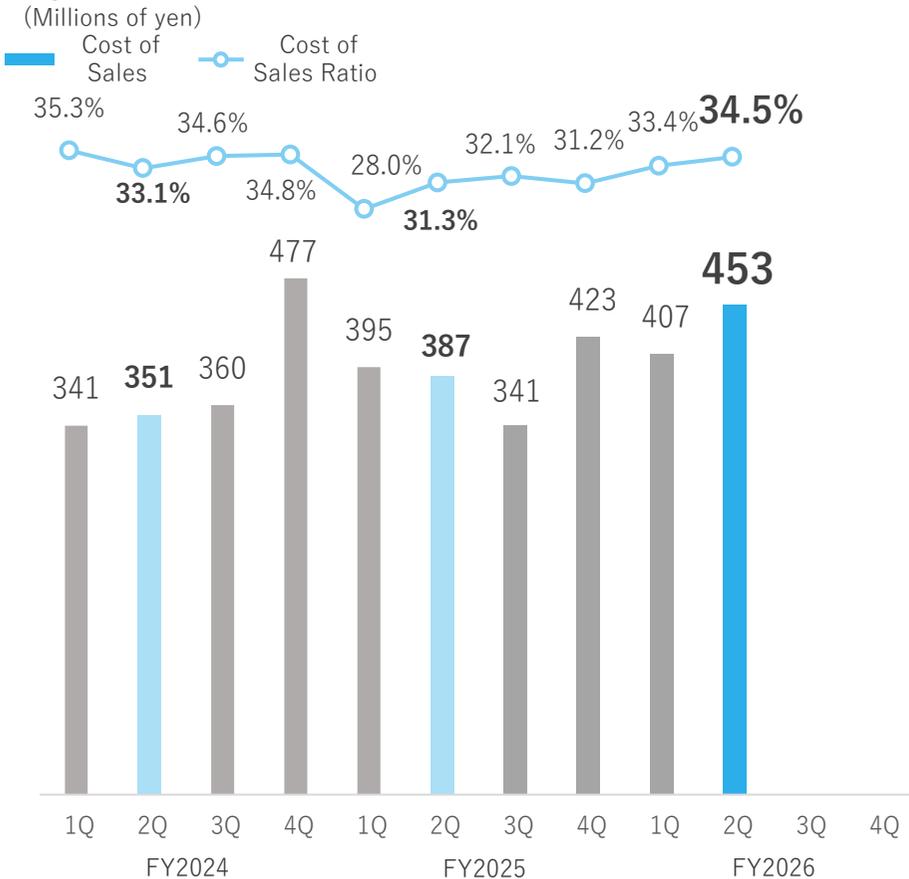


FY2026 2Q Performance Highlights | Cost of Sales and SG&A Expense Trends

While incurring depreciation expenses and advancing initiatives such as salary revisions and expanded R&D expenditures, the cost of sales and SG&A expense ratios remained largely stable.

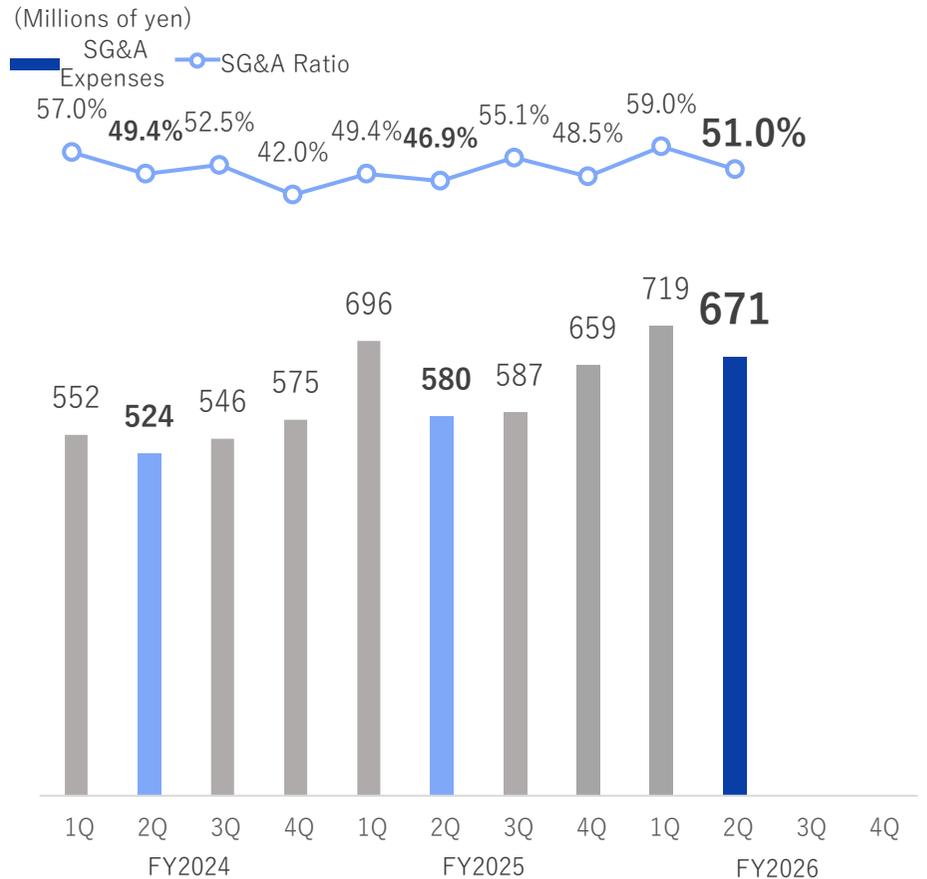
■ Cost of Sales

Although cost of sales increased due to depreciation expenses associated with the release of "Chinatai Kakumei 11," cost of sales increased, but the cost ratio remained in the 30% range.



■ Selling, General, and Administrative Expenses

SG&A expenses increased year-on-year due to factors such as salary revisions and expanded R&D expenditures. The SG&A ratio remained largely unchanged.



FY2026 2Q Performance Highlights | Trends in Active Users

The free customer base is steadily increasing, while the number of paid service customers (excluding increases from resale) is showing solid growth. Efforts will continue in 3Q and beyond to achieve the plan.

Trend in Customer Numbers for Inter-Dealer Property Distribution Service (Free)

Free Services

リアルBB 仲介 リアル仲介



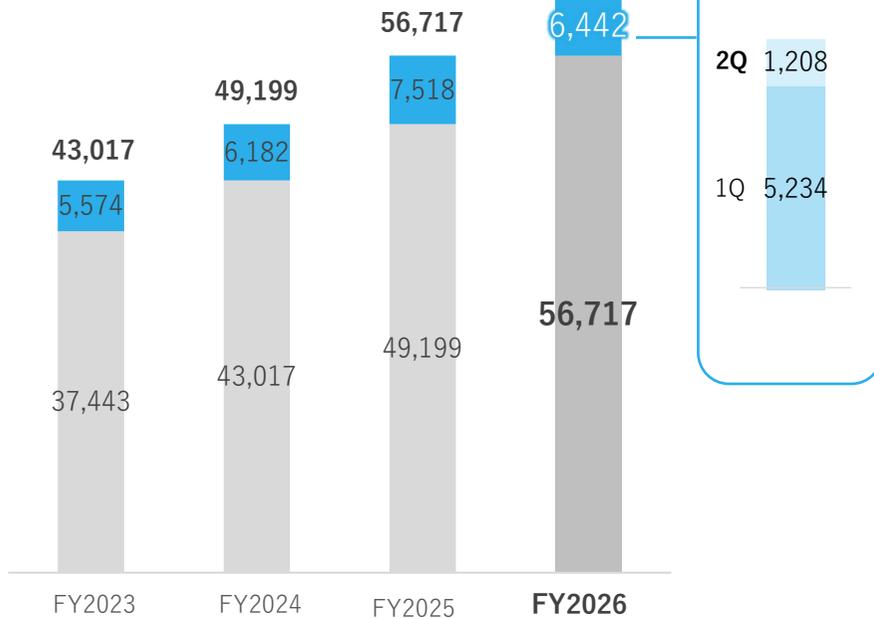
※Reapro BB Brokerage and Reapro Brokerage are provided free of charge to brokerage firms, while aiming to increase revenue through cross-selling paid options and other paid services.

■ Number of Customers
■ Increase

2Q Cumulative Results

63,159

Increase
6,442



Monthly Paid Service Users (All Products)

Paid Service Portfolio (Excerpt)

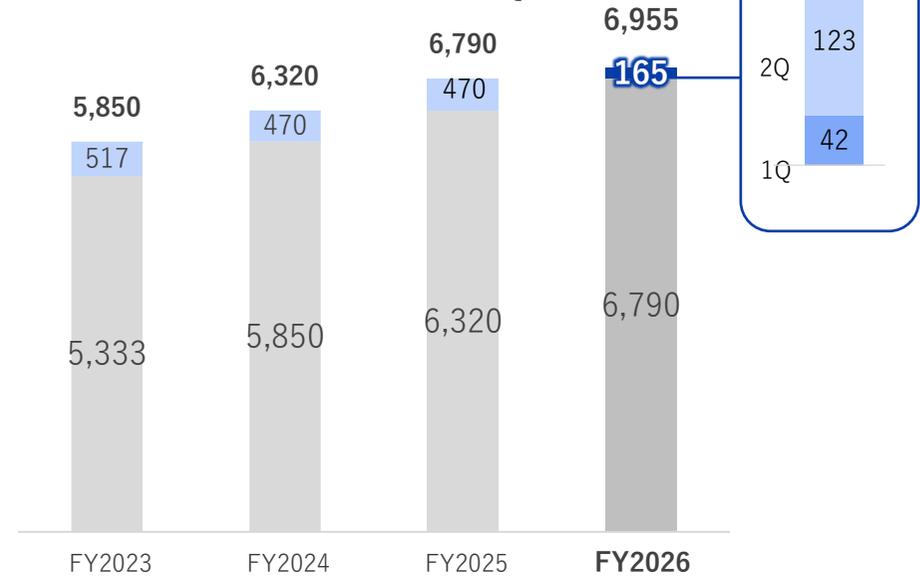


■ Number of Customers
■ Increase

Chintai Kakumei 11 to be released in August 2025. Expanding sales toward the end of the fiscal period

2Q Cumulative Results

Increase
165



FY2026 2Q Performance Highlights | Trends in Number of Users

The number of customers using electronic move-in applications and electronic contract services also showed stable growth.

We will pursue further market share expansion.

Cumulative Number of Offices Adopting the Electronic Tenant Application Service

オンライン入居申込
電子入居申込



"Electronic Tenant Application" is a feature for rental management companies that enables the entire tenant application process—a step prior to **signing the contract**—to be completed online. This eliminates the need for handwritten application forms, faxes, and phone calls, leading to improved operational productivity.

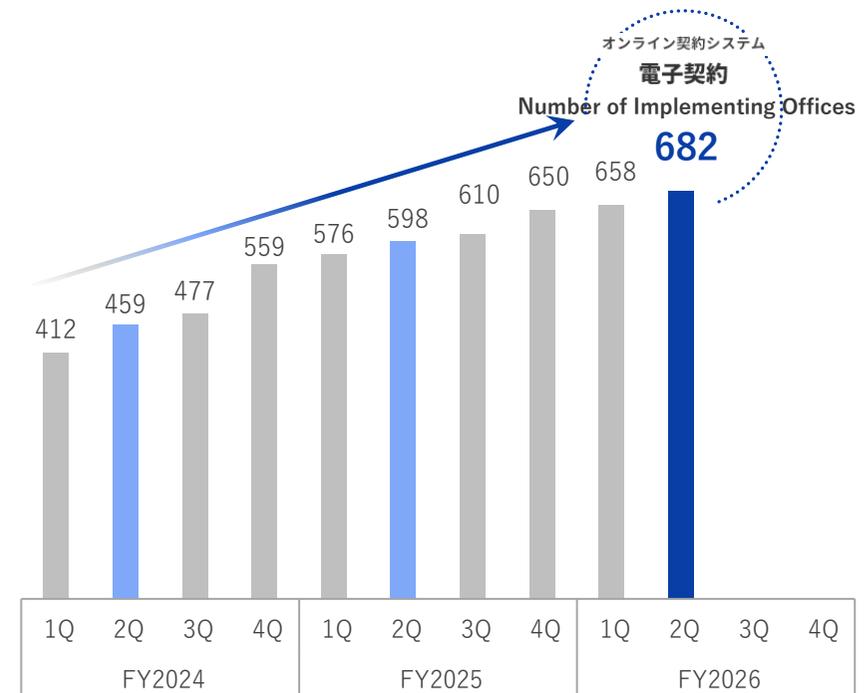
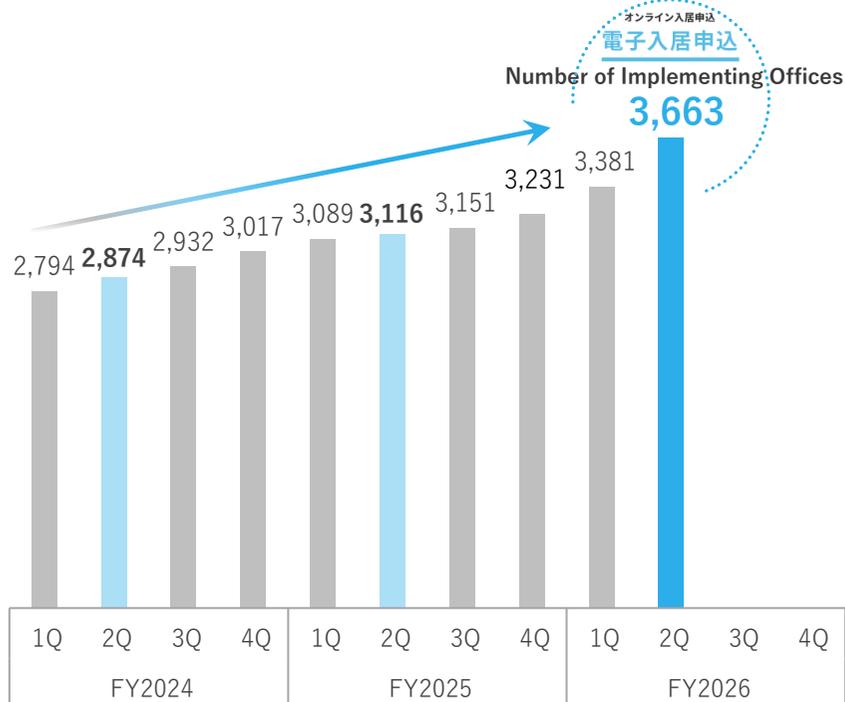
Cumulative Number of Offices Implementing Electronic Contract Services

オンライン契約システム
電子契約



May 2022: Legal Amendment

The May 2022 amendment to the Real Estate Transaction Business Act enabled fully online contract operations. The electronic contract service allows lease agreements, previously conducted in person or by mail, to be handled easily and securely online.



Strengthening efforts to enhance the added value of existing services.

Promoting high value-added services through system integration with partner companies and expanding the functionality of our proprietary products.

Initiatives to provide high-value-added services through "Chintai Kakumei" and system integration with various companies
High-value-added service provision through "Chintai Kakumei" and system integration with partner companies

賃貸革命

Company Services

WealthPark Business

WealthPark has launched a dedicated data integration program with "WealthPark Business," its operational support service for real estate owners and management companies.

DUAL HOLDINGS

Initiated system integration development with "Vacancy Power Connection DX," a service that handles electricity connection and disconnection procedures during vacancy periods.

SARUCREW

System integration with "Saruene Life," a comprehensive support service where specialized staff provide one-stop assistance for utility procedures required during moves, has been finalized.

Moneytree LINK

Initiated integration with the financial data platform "Moneytree LINK" to support the efficiency of payment reconciliation tasks through automatic import of deposit data via account linkage.

PinT SUMASAPO

In collaboration with Tokyo Electric Power Group companies PinT Inc. and Sumasapo Inc., launch of the new "Vacancy Free Plan" service. This automates reconnection and disconnection tasks during property vacancies and eliminates electricity charges during post-tenant vacancy periods.

ClassLab.

Development of system integration between the utility contract processing service "Lifeline Support Center" and the vacant period electricity application and cancellation processing service "Vacant Unit Power Connection Service" has commenced.

Growth and Functionality Expansion of Existing Services

 **くらさぽコネクト**
入居者アプリ
×
賃貸革命

"Kurasapo Connect Tenant App"
Surpasses 200,000 ID Issuances



Thank you !!

くらさぽコネクト 入居者アプリ

累計 20万 ID発行数を突破!!

「くらさぽコネクト 入居者アプリ」は、入居者と管理会社を繋ぐコミュニケーションサービスです。

 **リアプロ** Launch of Property Viewing Reservation Feature and Launch of Automated Phone Property Verification Feature



新機能追加

NEW オンライン内見予約 内見予約機能

NEW 各種の電話に自動音声で対応 自動電話物確機能

24時間受付

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FY2026 Earnings Forecast

Aim for steady revenue growth by expanding the share of the two solution businesses: brokerage and property management.

※The number of customers subscribing to paid services also grew steadily, excluding increases driven by resales.

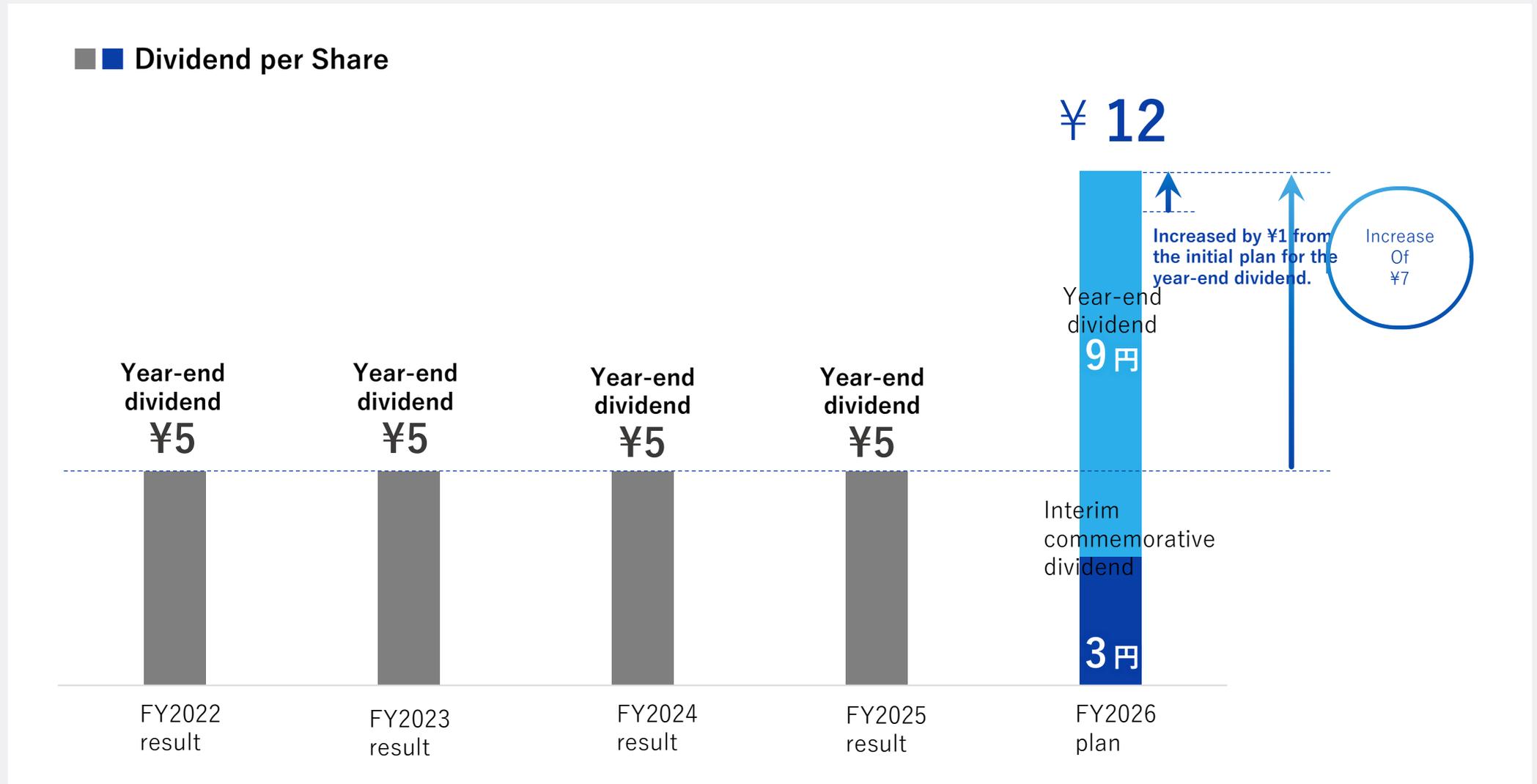
	FY2025	FY2026 Plan	YoY
Net sales	5,075	5,800	+14.3%
Operating profit	1,004	1,200	+19.5%
Ordinary profit	1,003	1,210	+20.6%
Net Profit Attributable to Parent Company Shareholders	628	730	+16.2%
Profit per Share (Yen)	45.11	52.43	-

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Shareholder Returns

The year-end dividend is planned at ¥12 per share, an increase of ¥1 from the initial plan of ¥8 and 2.4 times higher than the previous fiscal year. While prioritizing growth investments, we also remain committed to shareholder returns.



Shareholder Returns

Expansion of shareholder benefits program effective from the interim period ending June 2026 (record date: December 31).

Following the announcement of the shareholder benefit changes, the number of shareholders increased to approximately double.

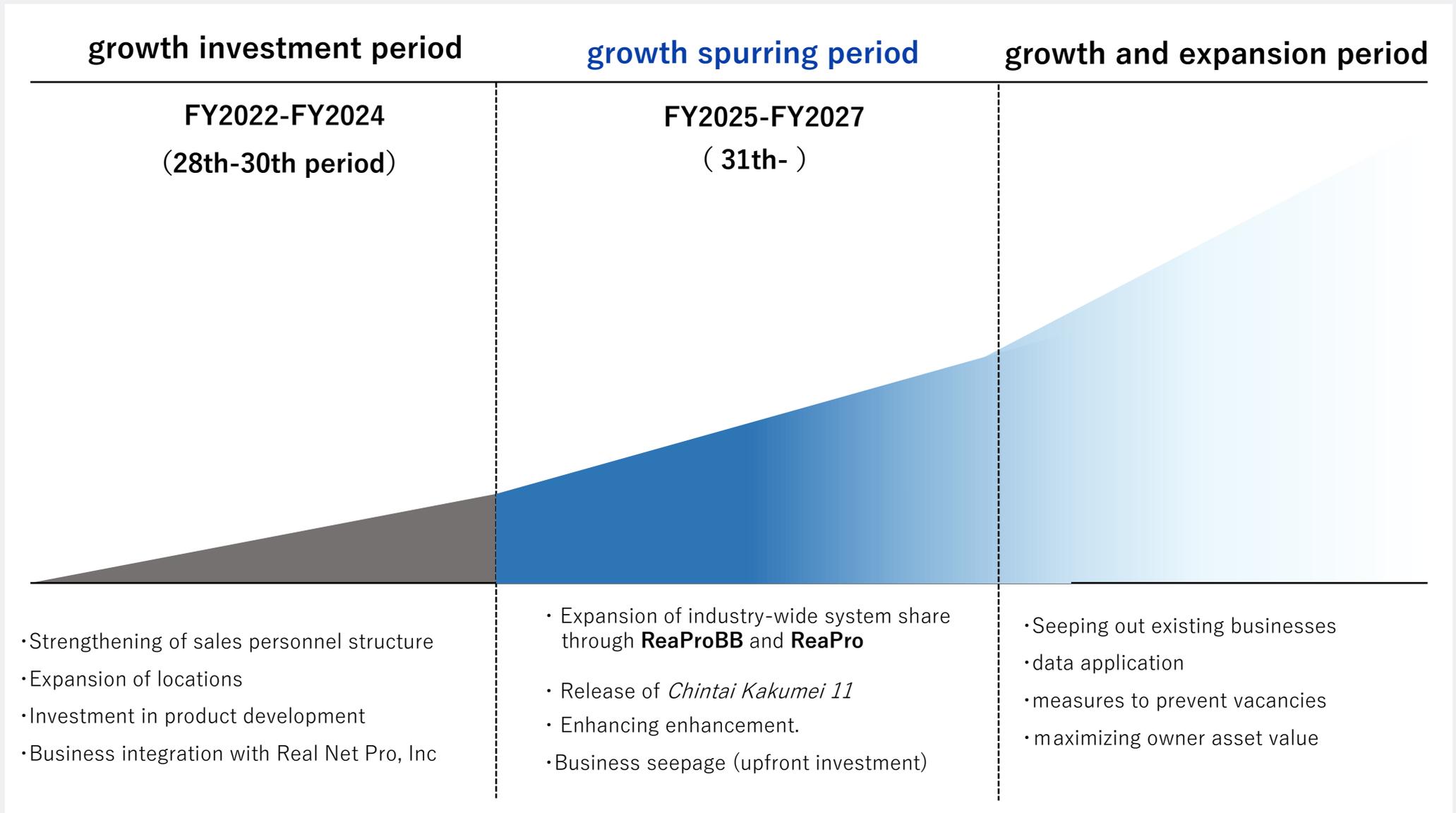
Shareholder Benefits		Interim (Record date: end of December each year)	
■ Details	Before Change	Number of Shares Held	Gift
		100 shares or more	QUO Card worth ¥500
		Applies to shareholders who have held shares for one year or longer.	
■ Scheduled Delivery Period	After Change	Number of Shares Held	Gift
		100 to 299 shares	Digital Gift worth ¥1,000
		300 shares or more	Digital Gift worth ¥5,000
		For shareholders holding shares continuously for one year or more. This is the first offering under the revised program. Shareholder benefits as of the record date at the end of December 2025 will not require continuous holding.	
		Planned for shipment in early March each year.	

The number of shareholders approximately doubled from before the announcement of the shareholder benefit change (end of June 2025) to after the expansion (end of December 2025). We sincerely appreciate your expectations and will strive for further growth and enhancement of corporate value.

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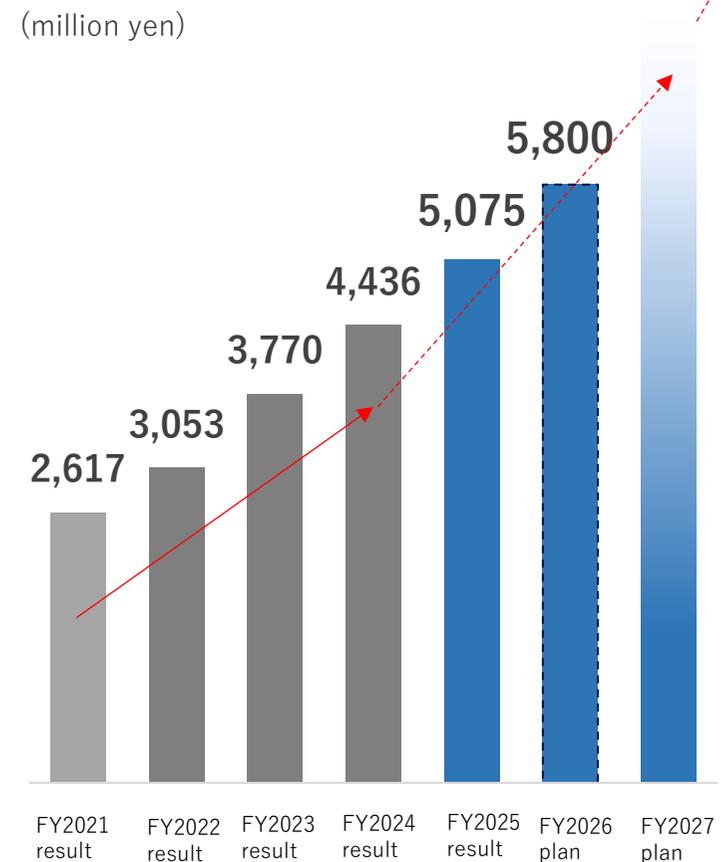
No change in the basic policy or direction for medium- to long-term growth



Regarding the Medium-Term Performance Outlook

We aim to achieve sustainable profit growth by balancing revenue expansion with the strengthening of an efficient operating foundation.

(million yen)	FY2025		FY2026	
	result	YoY	plan	YoY
Net sales	5,075	+14.4%	5,800	+14.3%
Operating profit	1,004	+41.4%	1,200	+19.5%
Operating profit margin	19.8%	-	20.6%	-

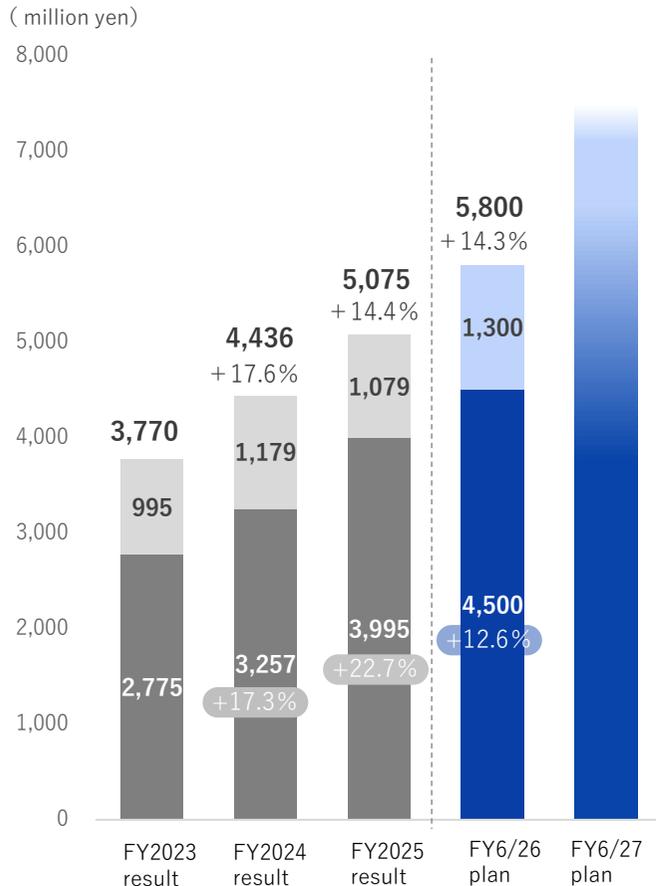


KPI Progress and Targets

We aim to achieve stable growth by expanding our stock-based revenue model, increasing MRR in both our property management solutions and brokerage solutions, and maintaining a low churn rate.

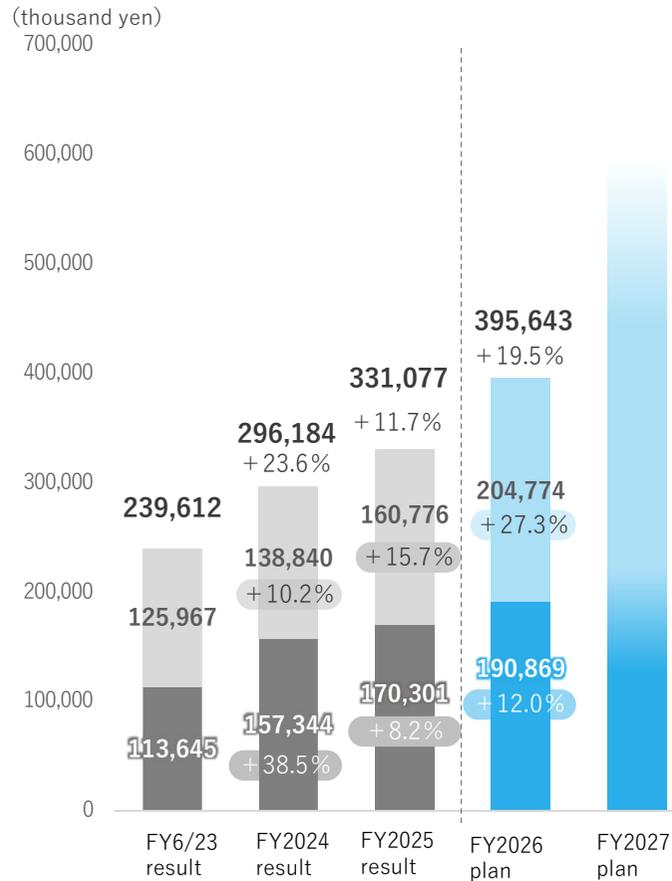
Initial and stock sales plan

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



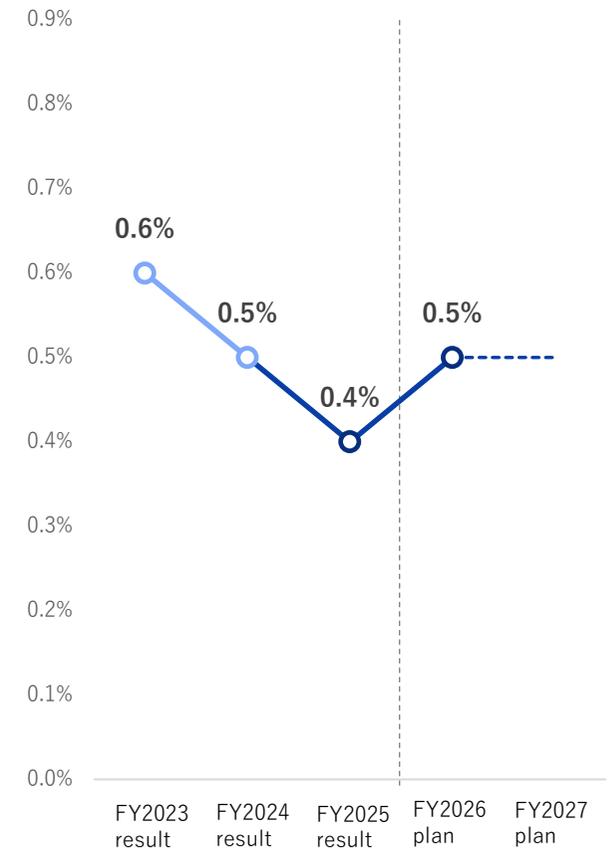
Plan for MRR at the end of the year

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



Cancelation Rate

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



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

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 :

Expansion of industry-wide system share through ReaProBB and ReaPro



sales productivity :

Increased sales productivity due to customer segmentation and a strengthened structure



Low cancellation rate :

Maintain low churn rate of 0.4% despite continuous revenue growth

internal environment

Initiatives in the Brokerage Market

Accelerate through service integration

Fudosan BB + ReaPro

Inter-company property distribution service

Promote share expansion and cross-selling of other services through the combined offerings of ReaProBB and ReaPro. Furthermore, aim to re-integrate the two services as soon as possible to establish the largest industry-wide property distribution service in Japan.



Brokerage solutions

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

For real estate brokerage companies

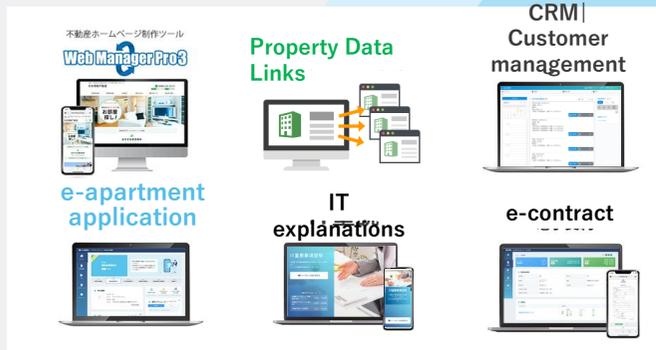
Large

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
56,000 companies
※As of the end of June 2025



TAM SAM

Current Market Share
(Number of Customers Using Fees Received Services)

Large

Added Value

Initiatives in the Rental Property Management Market

Deepening existing businesses

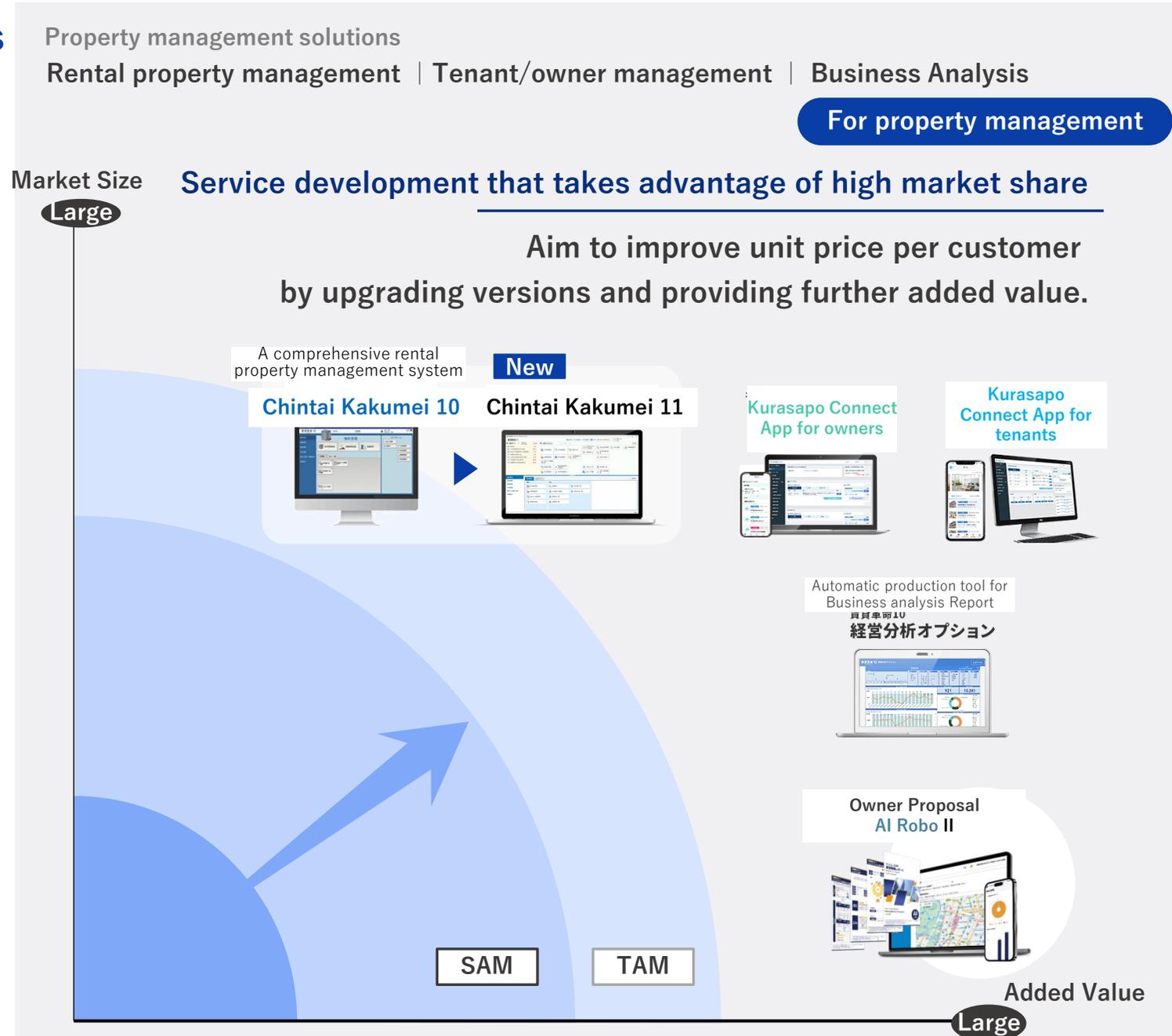
In the management market where we have a strong advantage, we aim to increase the average spend per customer by providing new value.

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.



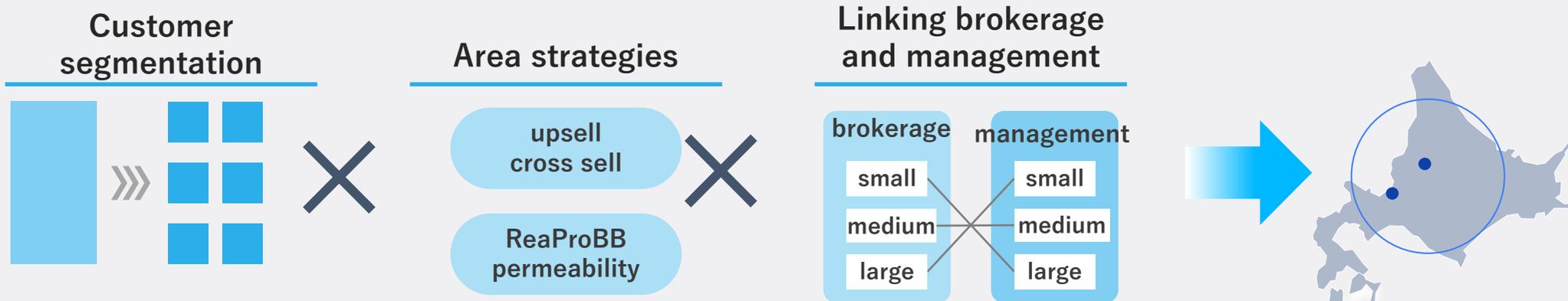
Market-Specific Growth Themes – Key Achievements and Future Initiatives



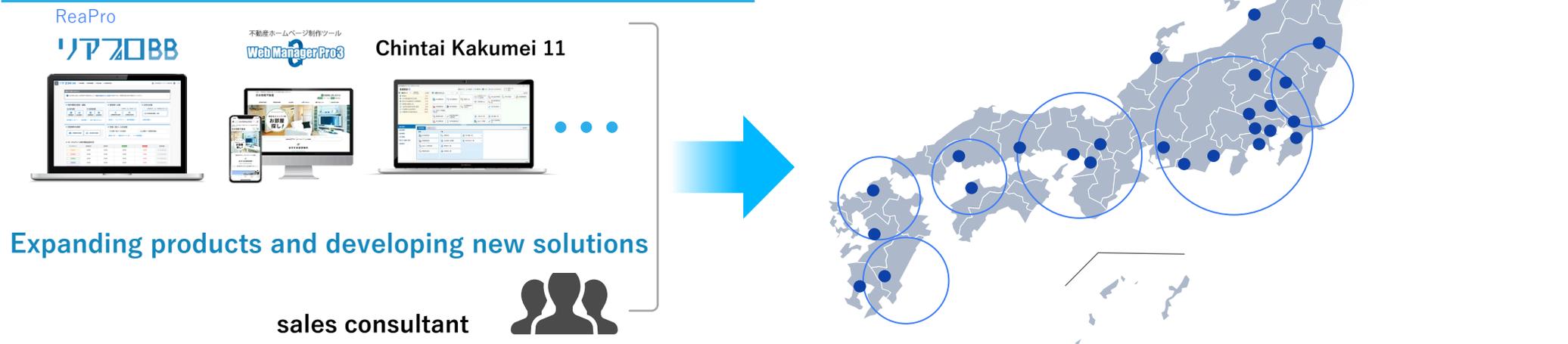
Growth Theme	Key Achievements by FY ending June 2025	Future Initiatives
market (for real estate brokerage firms)	<ul style="list-style-type: none"> - Number of businesses using the industry-wide property distribution services <i>FudosanBB</i> / <i>ReaPro</i> reached 55,257 (an increase of 6,058 from June 2024) 	<ul style="list-style-type: none"> - Expand share as an industry-wide system through the <i>ReaProBB</i> and <i>ReaPro</i> industry-wide property distribution services. - Actively implement cross-selling of brokerage services to the growing customer base.
Expanding and deepening share in the rental property management market (for property management companies)	<ul style="list-style-type: none"> - Began sales in August 2023 of vacancy countermeasure reports for property management companies, utilizing AI to leverage the superiority of our data volume. 	<ul style="list-style-type: none"> - Release and expand share of the comprehensive rental property management system <i>Chintai Kakumei 11</i> (released August 1). - Enhance services for property management companies and increase revenue per customer.
New businesses utilizing data	<ul style="list-style-type: none"> - Launched “AI Proposal Bot 2.0” for owners, enabling more precise rent price estimates. - Released AI chatbot for existing users to support property management operations. 	<ul style="list-style-type: none"> - Continue research and development of AI-related products. - Improve operational efficiency through AI utilization.

Basic strategy

Connecting customers through segmentation, area strategy, and two solutions



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



※ 拠点は2025年6月期末時点

Towards a new business using data

New business using data

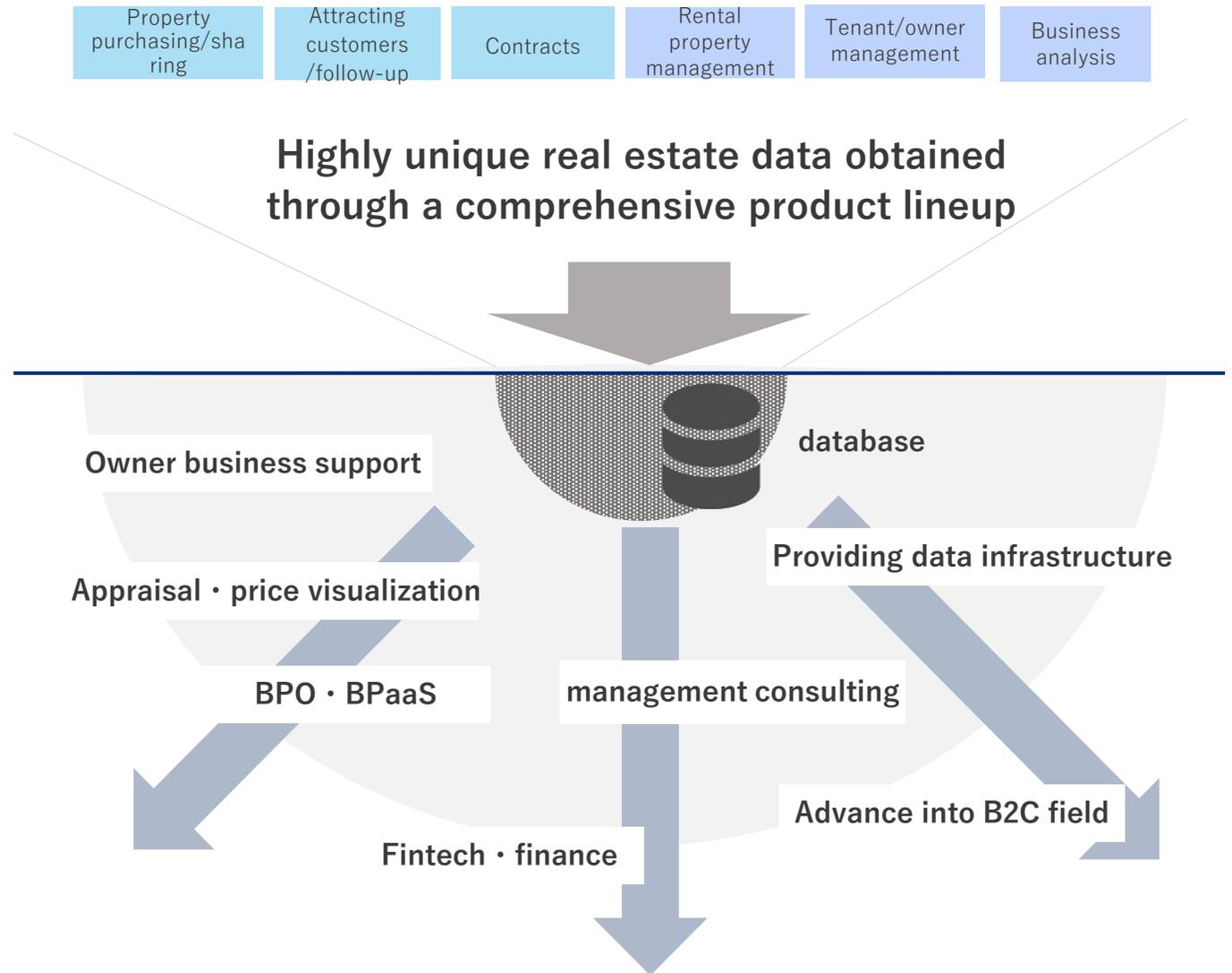
Continue to invest in new businesses that utilize highly unique real estate-related data

■ 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.



~ Aiming to create a society where real estate transactions bring smiles to many people ~

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

| **Medium-Term Vision** |

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

Become a platformer in the real estate domain

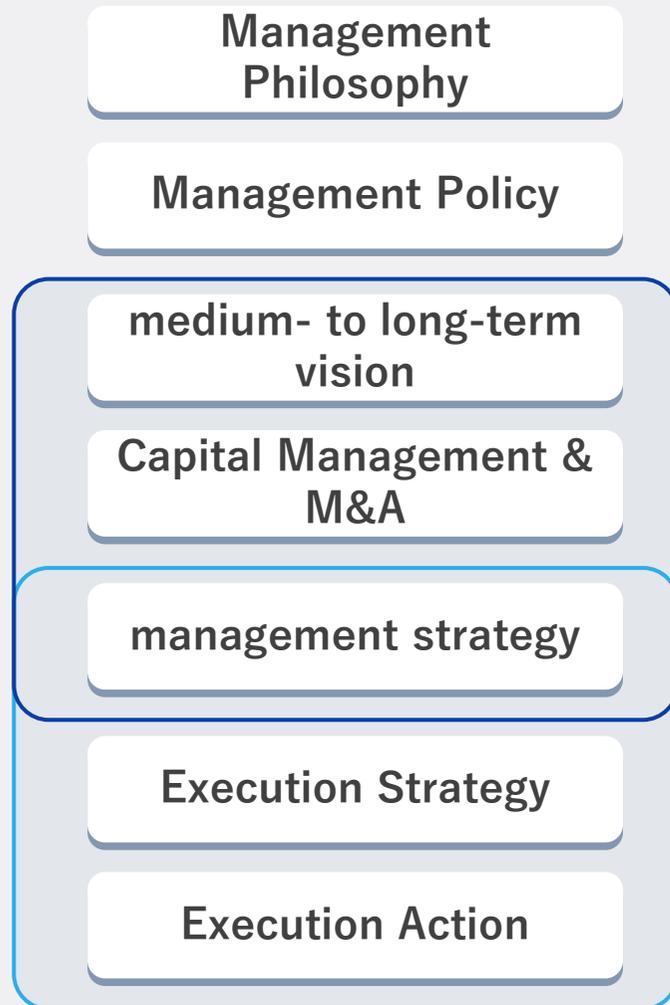
Our goal is to build platforms that transform dreams into reality and make many people happy.

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)

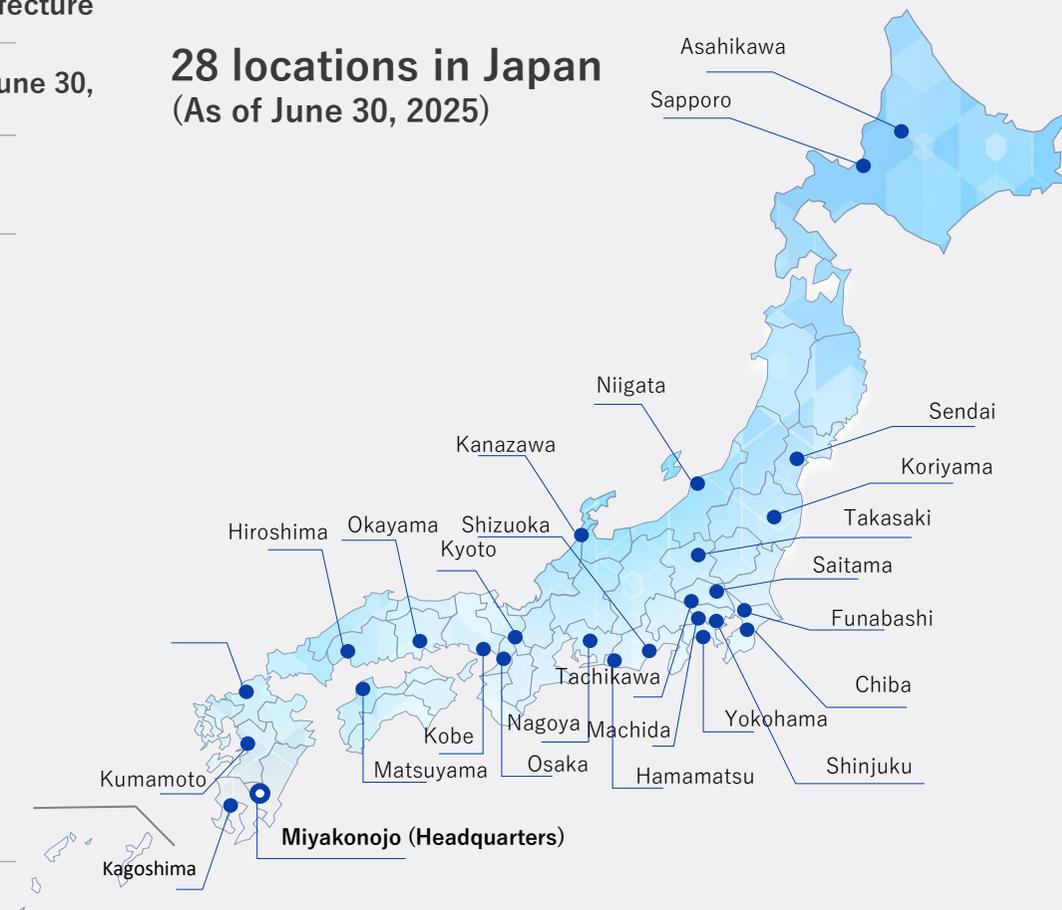


Company Profile

Company name	Japan PropTech Co., Ltd.
Establishment	August 1994
Location	13-18 Kanmachi, Miyakonojo-shi, Miyazaki prefecture
Number of employees	327 including 312 full-time employees (As of June 30, 2025)
Business activities and	Development and sales of application systems services for real estate industry
Management Team	<p>Yonetsu Kenichi, Representative Director Chairman CEO</p> <p>Tsujimura Kunio, Representative Director, President COO</p> <p>Maruta Hideaki, Director, Chief of Staff, Head of Human Resources</p> <p>Senokuchi Naohiro, Director, Chief of Staff, Head of Administration</p> <p>Watanabe Ryo, Director, Chief of Operations, General Manager of Business Division</p> <p>Miyazaki Tomoaki, Director, Audit & Supervisory Committee member</p> <p>Miura Hiroshi, External Director, Audit & Supervisory Committee member</p> <p>Tomoko Furuse, External Director, Audit & Supervisory Committee member</p>
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)

28 locations in Japan (As of June 30, 2025)



Our Characteristics |

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

Sales Transition

**Sales increased
for 31
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): 5,557
※As of June 30, 2025

Number of
domestic offices

28 locations

※ As of June 30, 2025

Low cancellation
rate

0.4%

Average monthly cancellation
rate

※Results of FY6/25

MRR

331 million

Approximately 79% of sales
are stock sales

※ As of June 30, 2025

※ 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

For rental property managers

Brokerage solutions

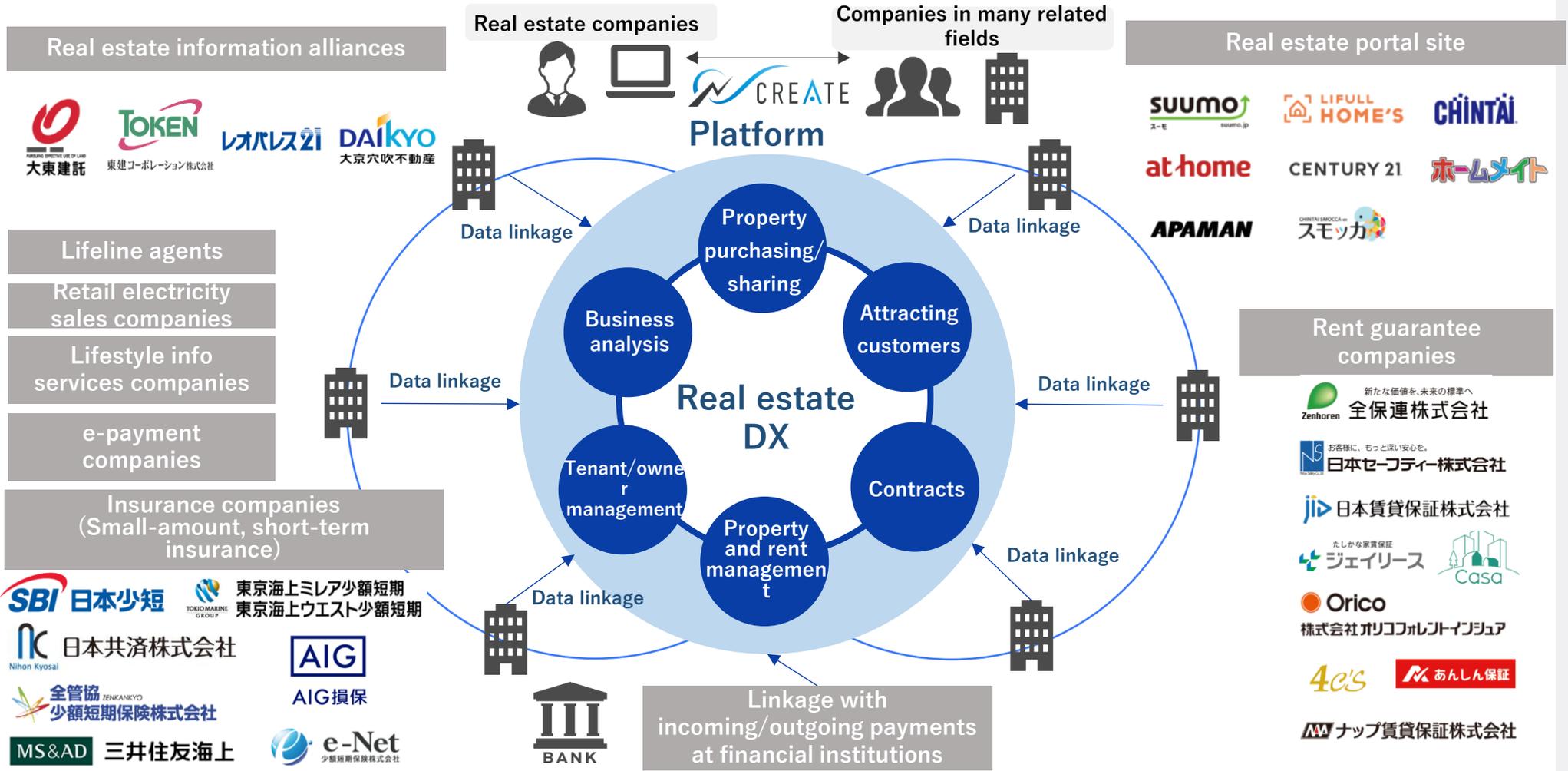
Property management solutions

All-inclusive workflow solutions for the real estate industry →

Property purchasing/sharing	Attracting customers /follow-up	Contracts	Rental property management	Tenant/owner management	Business analysis
<p>Data sharing for real estate companies</p> <p>Digitalization of the sharing of property info among real estate companies and of real estate purchasing procedures</p> <p>Fudosan BB</p> <p>ReaProBB</p>  <p>ReaPro</p> 	<p>Sales/follow-up support</p> <p>Support for using websites to attract customers and for placing listings on major portal sites</p> <p>Website production tool</p> <p>Web Manager Pro3</p>  <p>Real estate portal site registrations</p> <p>Property Data Links</p>  <p>CRM Customer management</p> 	<p>Contract support services</p> <p>Support for online real estate transactions, allowing use of smartphones for every step from applications to explanations and signing contracts</p> <p>Online apartment application オンライン入居申込</p> <p>e-apartment application</p>  <p>No fees</p> <p>IT explanations</p>  <p>System for online contracts</p> <p>e-contract</p> 	<p>Rental management support</p> <p>IT system for efficient activities for new tenants, lease renewals, invoices, payments from tenants and to property owners, renovations and many other rental property tasks</p> <p>Chintai Kakumei 11</p>  <p>Owner Proposal AI Robo II</p>  <p>Robot to automatically generate full occupancy strategy reports for owners</p>	<p>Support for communications</p> <p>A dedicated smartphone app for sound and efficient communications between property owners and tenants; also helps prevent problems</p> <p>Owner communication service</p> <p>Kurasapo Connect App for owners</p>  <p>Communication service with tenants</p> <p>Kurasapo Connect App for tenants</p>  <p>Support for business analysis</p> <p>Data accumulated by Chintai Kakumei is automatically analyzed for the visualization of the current status of rental property operations. This service also improves the efficiency of analytic tasks.</p> <p>Automatic production tool for Business analysis Report</p> <p>Chintai Kakumei 10 Business Analysis Option</p>  <p>Create Rental Housing Index</p> <p>Data provision service using an index for residential rental property rent and vacancies</p> <p>CRIX create rental housing index</p> 	

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**

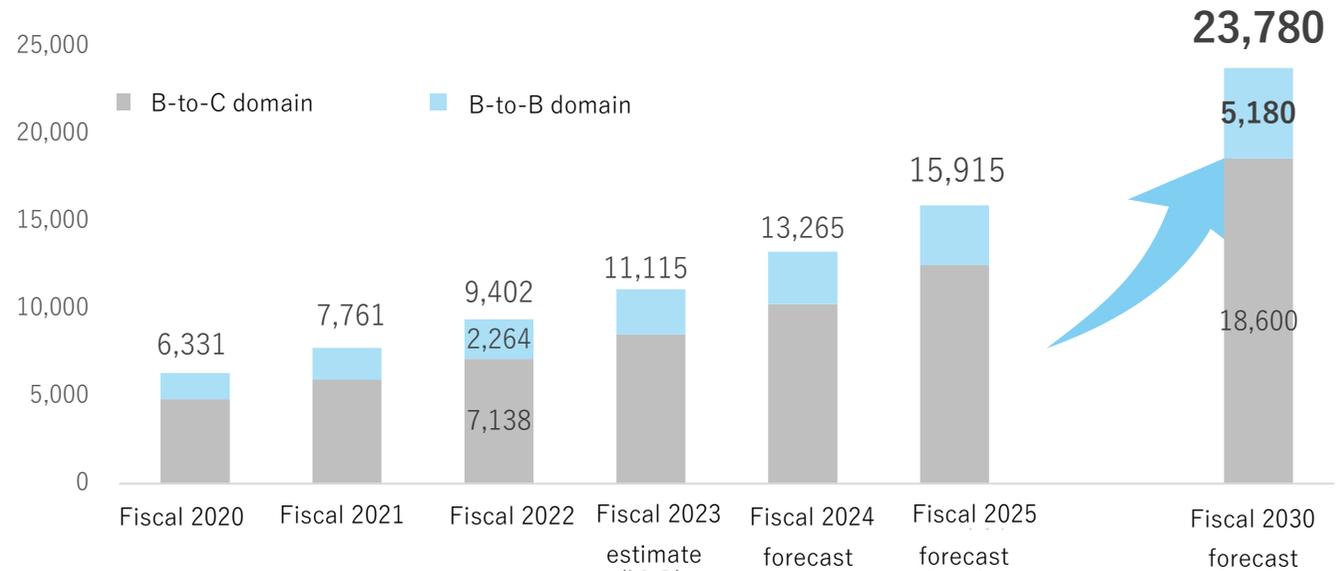
Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

Homebuilders in Japan

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

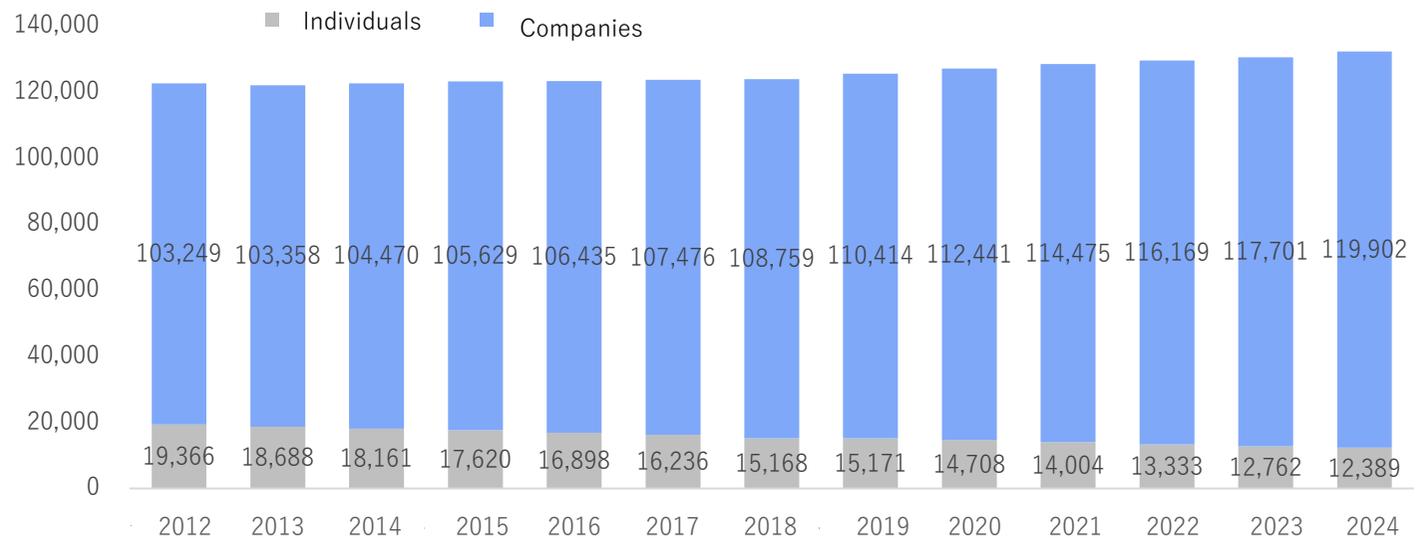
Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

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 2024)



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

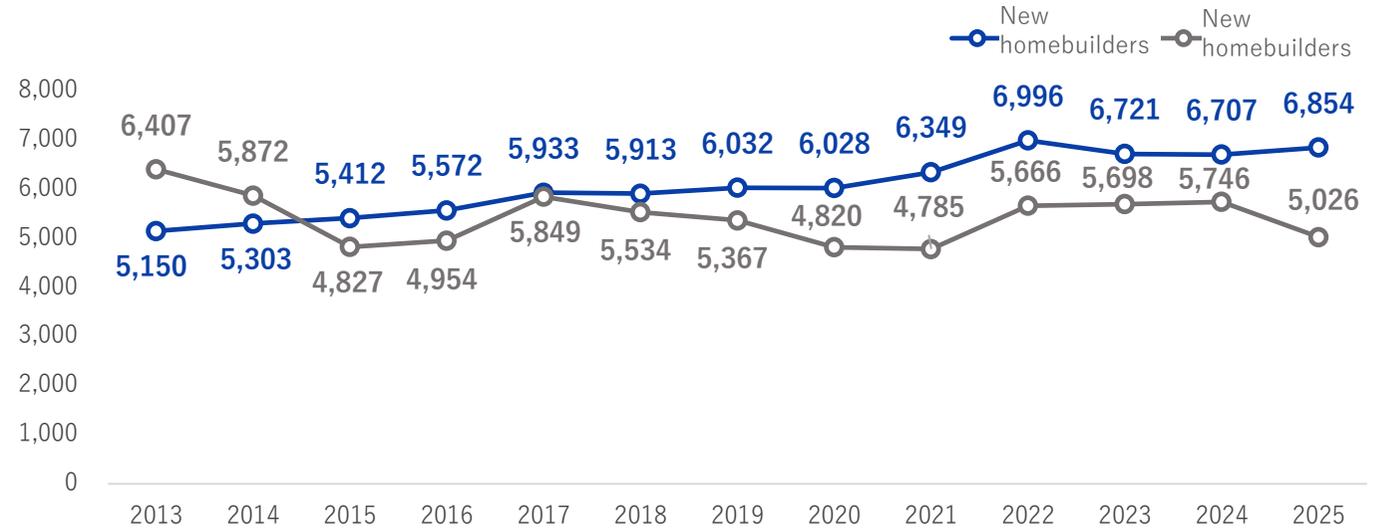
Due to new business openings IT capital investment demand

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

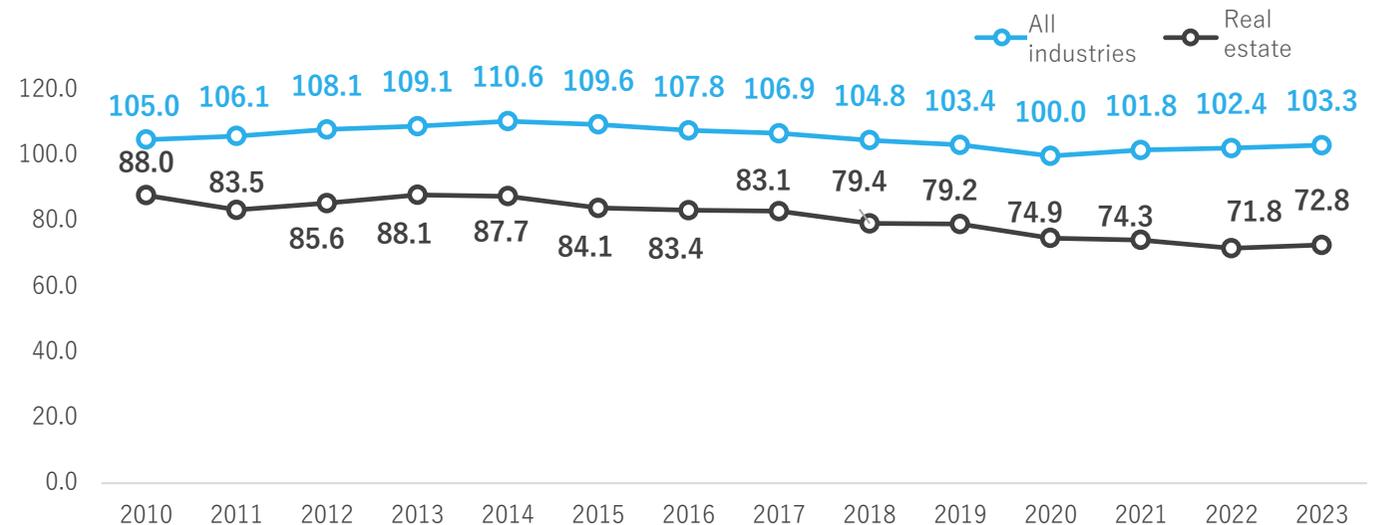
Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

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.'

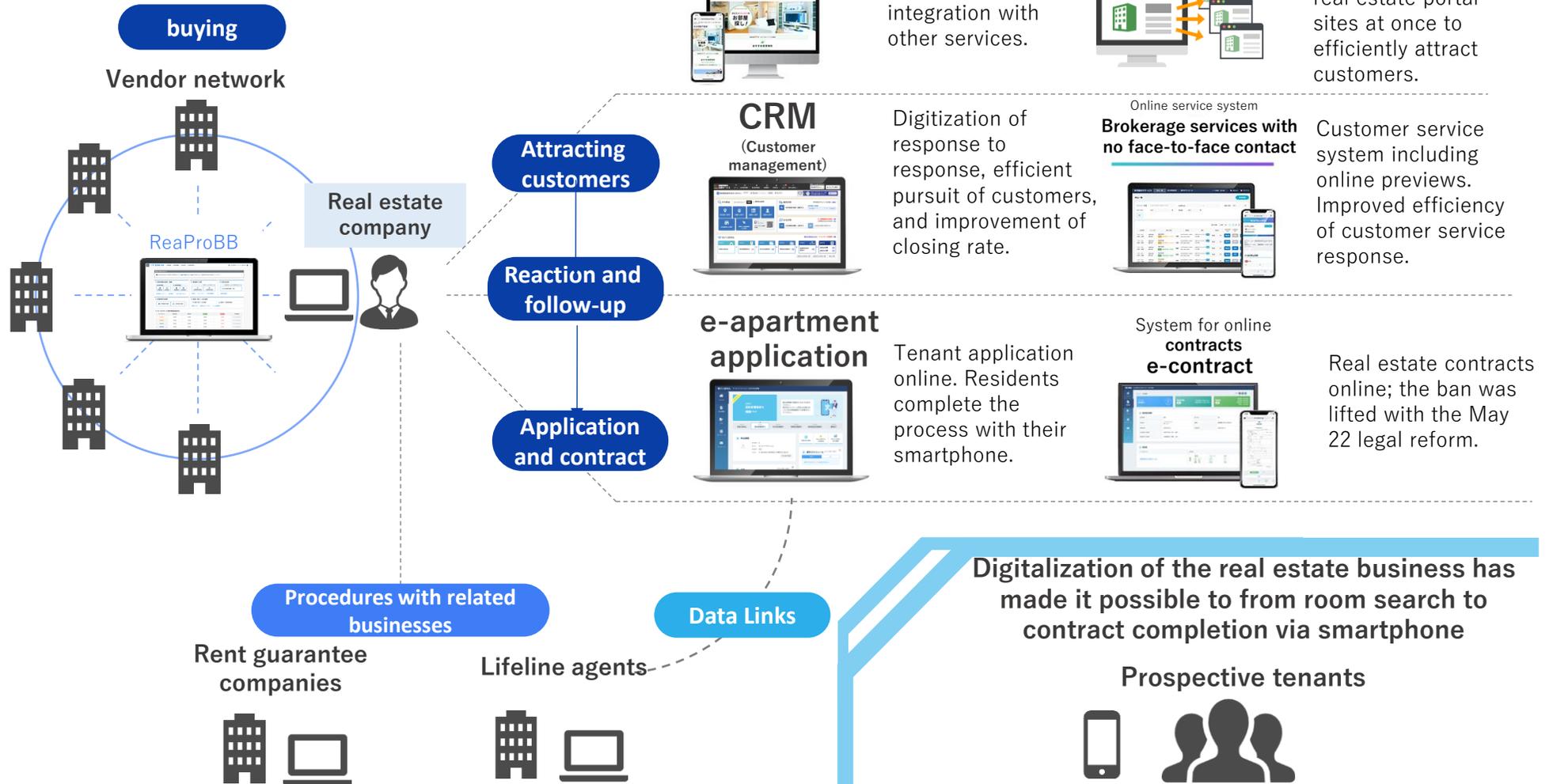
Labor productivity index



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

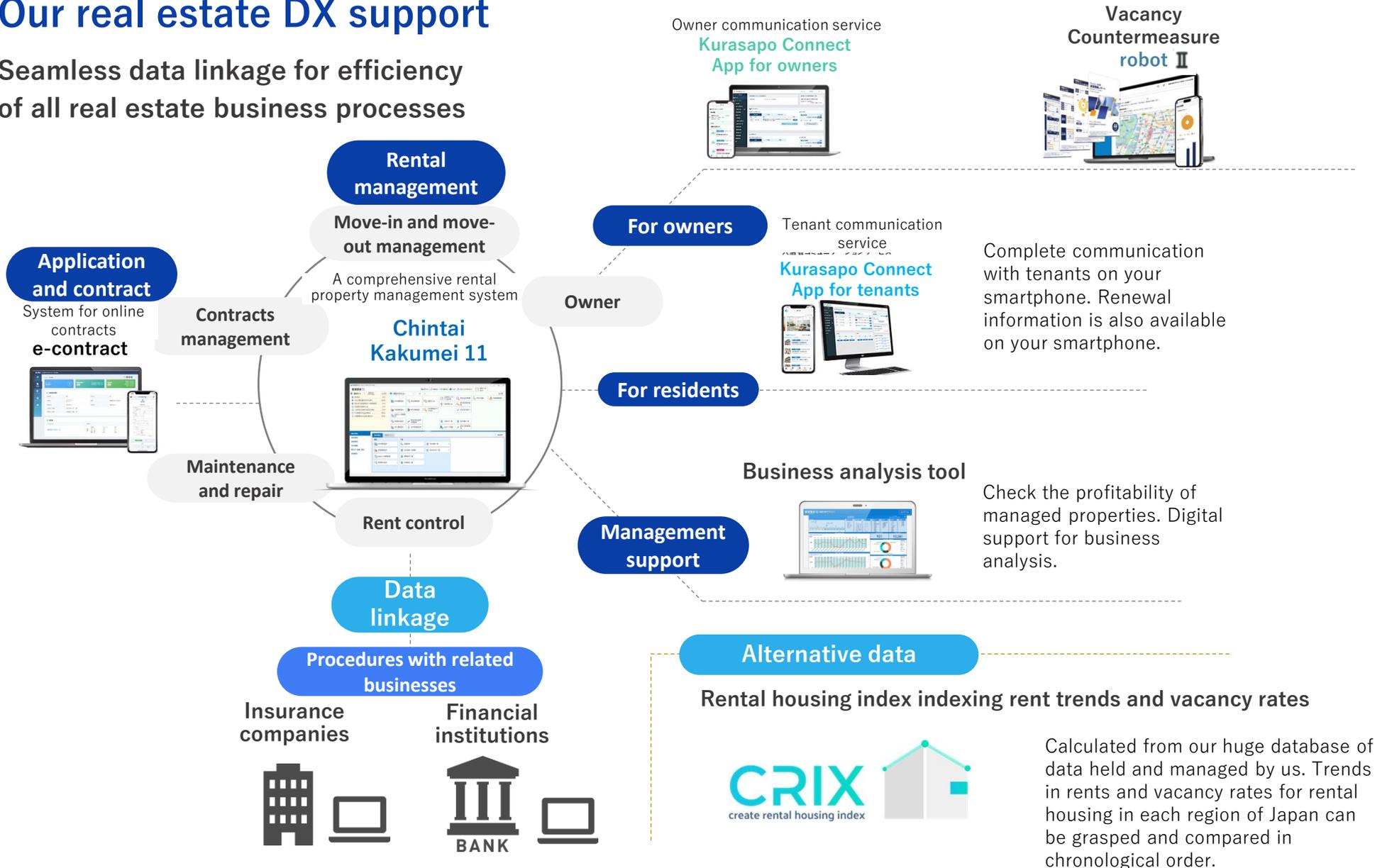
Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes

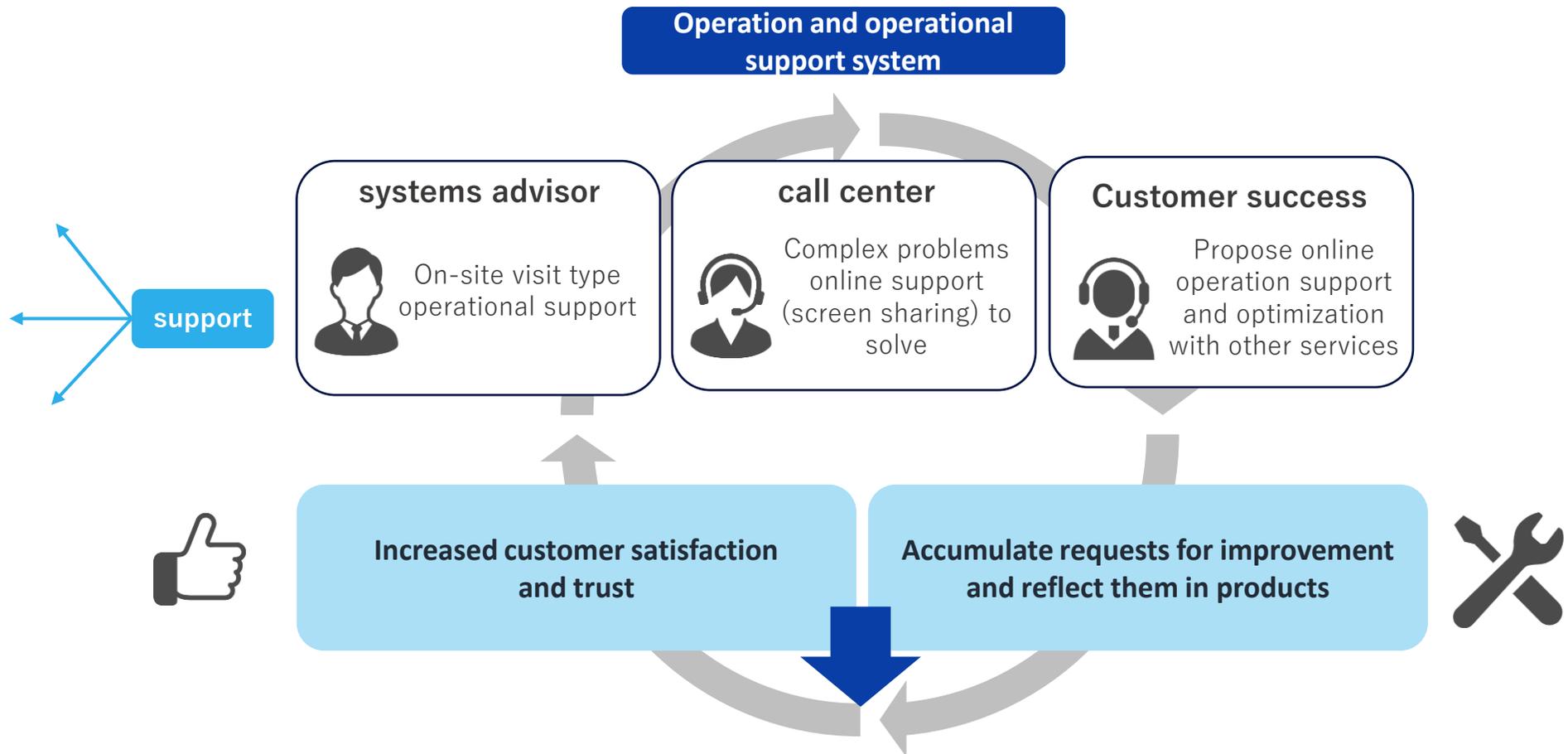


Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes



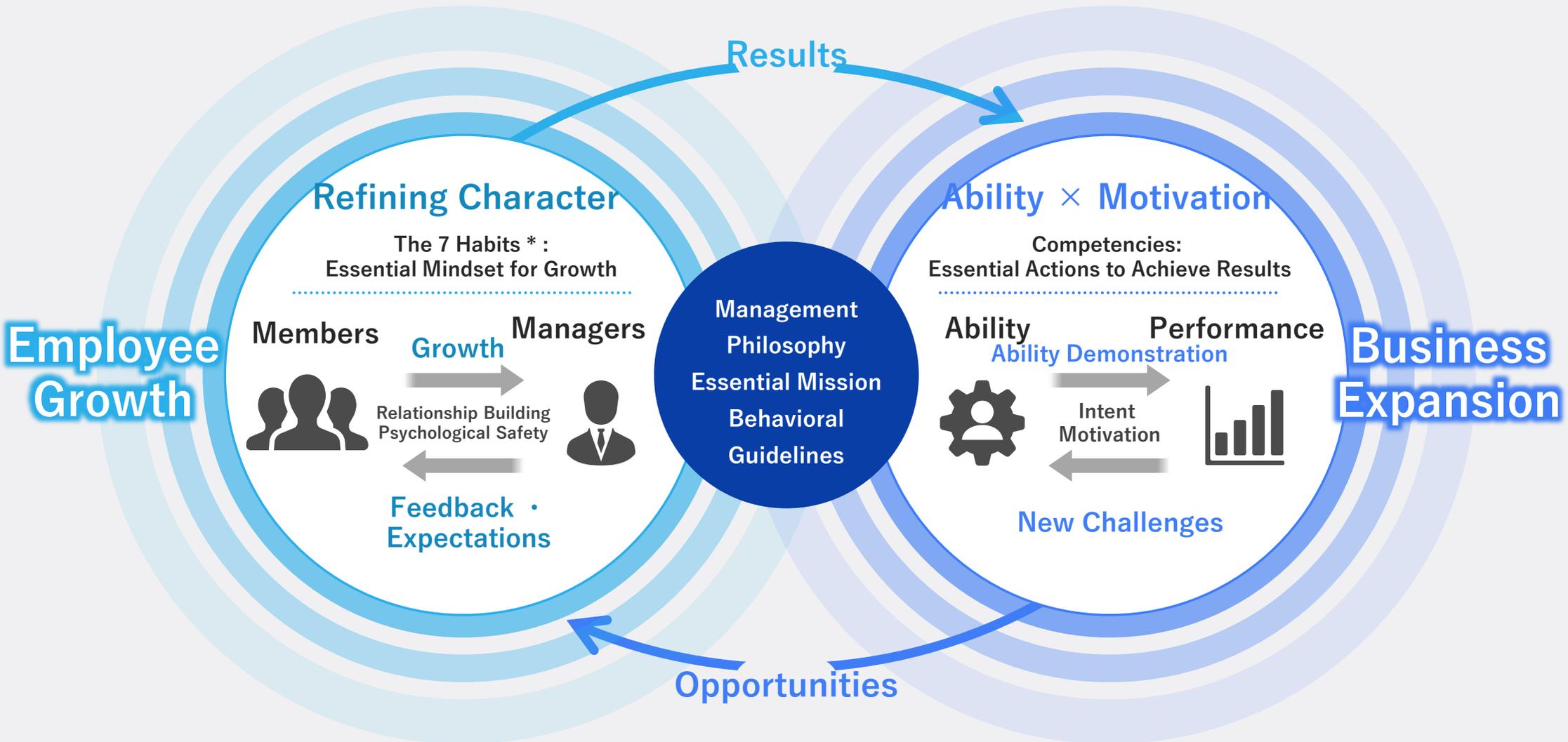
Long-term customer support through operational assistance support and product improvements to maintain low cancellation rates



Maintain long-term customer support and low cancellation rates

Human Resource Strategy

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



※ A set of systematic habits for continued success, written by the American business theorist Daniel 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.

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

