

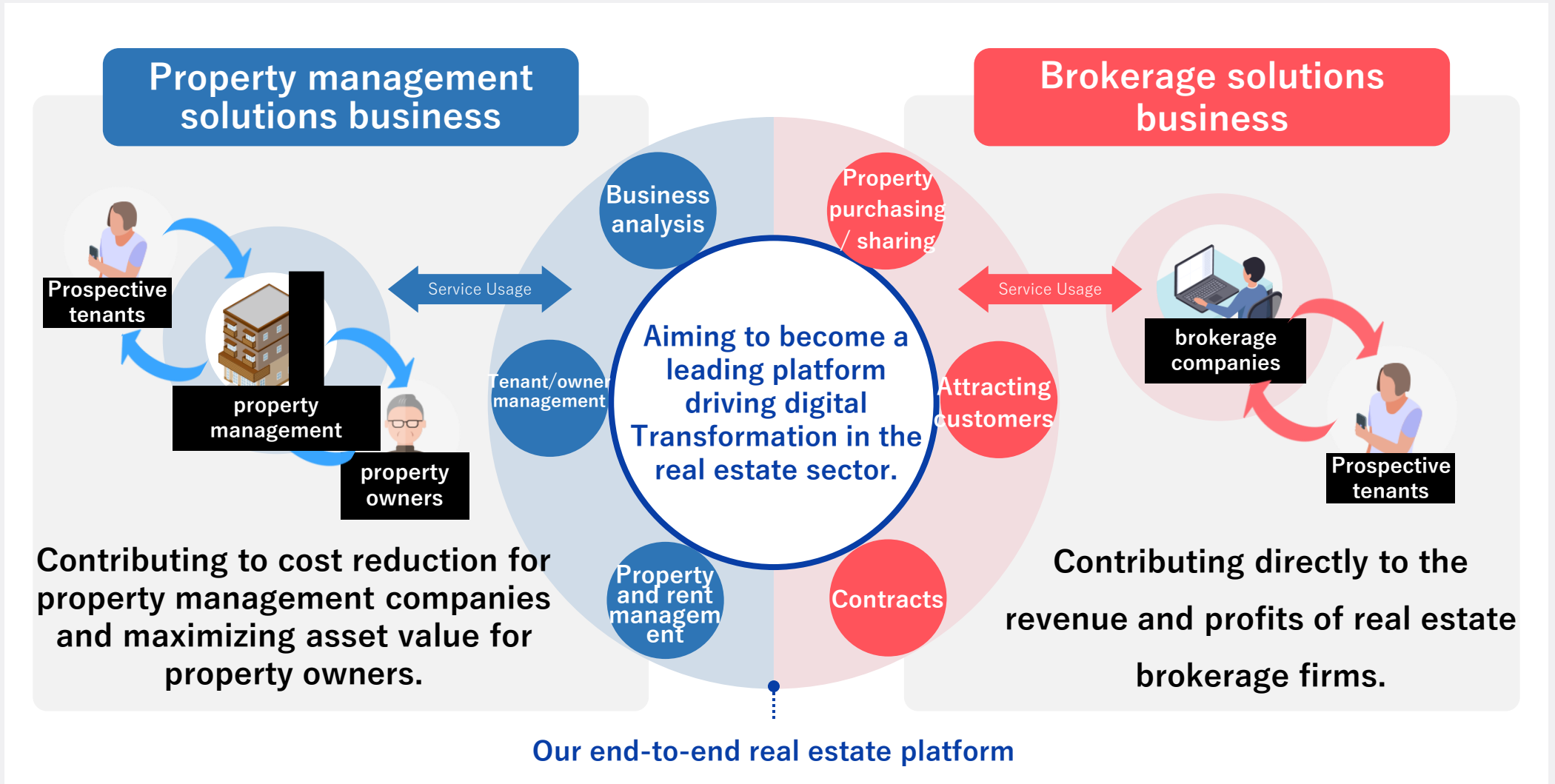
FY2026 3Q Financial Results Briefing Materials

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

May 14, 2026



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



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>Free Services</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 Business Analysis Report Generation Tool</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>  | |

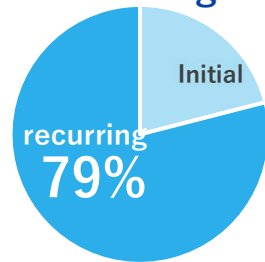
Our Strengths and Growth Potential

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

Stable Revenue Base

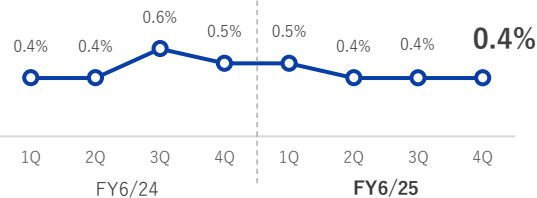
FY6/25 Results

Approximately 79% of revenue is recurring



FY6/25 Results

Low churn rate of 0.4%



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 shifted from a decline through the second quarter to a year-over-year increase, in line with our scenario. We are moving forward with the goal of achieving our initial plan, which is weighted toward the fourth quarter due to seasonality.

(Unit: millions of yen)



Recurring revenue remained stable

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

FY2026 3Q recurring revenue

¥3,175 million

(YoY: ¥3,061 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.

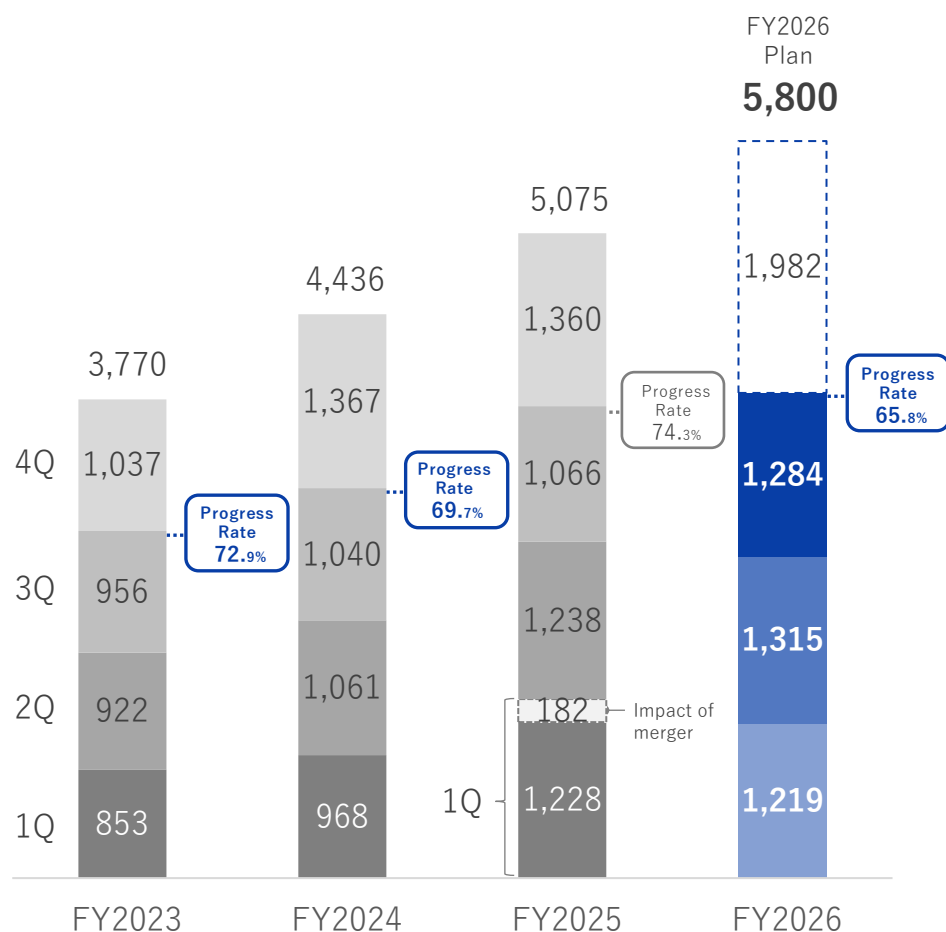
FY2026 3Q churn rate **0.5%**

※ Churn rate refers to the average monthly churn rate.

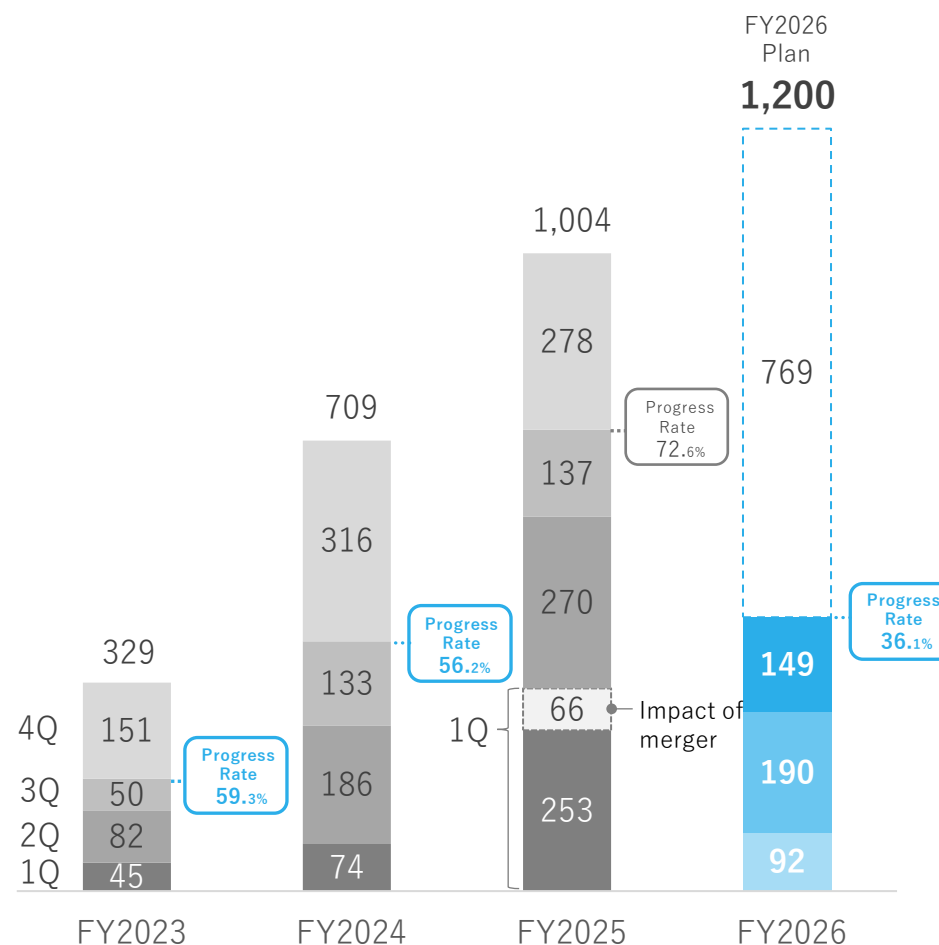
Revenue and Operating Profit — Quarterly Trends

Revenue is progressing as expected for the full-year plan, in line with our seasonal patterns. We aim to accumulate profit in the fourth quarter.

Revenue Trend

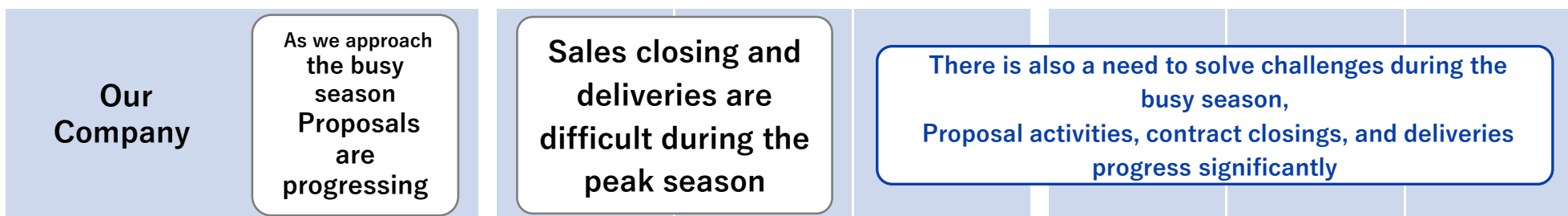


Operating Profit Trends



Our performance tends to be weighted toward the 4Q 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 3Q Financial Highlights | PL Summary

Revenue remained steady. Although operating profit decreased due to upfront investments aimed at business expansion—such as staff expansion and depreciation expenses for “Chintai Kakumei 11”—the operating profit margin remained in the double-digit range.

| (Unit: million yen) | FY2025 3Q Results | FY2026 3Q Results | Year-over- year | Full-Year Forecast | Overview |
|-------------------------|----------------------|----------------------|--------------------|-----------------------|---|
| Revenue | 3,714 | 3,818 | +2.8% | 5,800 | In the previous first quarter, revenue of 182 million yen was added due to a company merger. |
| Brokerage Solutions | 1,574 | 1,478 | -6.1% | - | Excluding the impact of the business consolidation in the previous first quarter, revenue increased by 6.2% . |
| Management Solutions | 2,101 | 2,267 | +7.9% | - | Upselling and cross-selling for Chintai Kakumei remained steady. |
| Gross Profit | 2,590 | 2,490 | -3.9% | - | The margin improved from the 2Q level due to revenue growth. |
| Gross Profit Margin | 69.7% | 65.2% | -4.5pt | - | |
| Operating profit | 726 | 432 | -40.4% | 1,200 | In the previous first quarter, operating profit of 66 million yen was added due to a corporate merger. |
| Operating profit margin | 19.6% | 11.3% | -8.3pt | 20.6% | |
| EBITDA | 1,002 | 768 | -23.3% | - | |
| EBITDA margin | 27.0% | 20.1% | -6.9pt | - | |
| Ordinary profit | 728 | 504 | -30.7% | 1,210 | |
| Net income | 469 | 350 | (25.4%) | 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 3Q Financial Highlights | Quarterly Trends

Compared with 3Q of the previous fiscal year, revenue increased by 20.4% and operating profit rose by 8.8%, resulting in growth in both revenue and profit.

Deliveries typically concentrate in the fourth quarter, resulting in a tendency for earnings to be skewed toward the end of the fiscal year.

| (unit: million yen) | FY2024 Results | | | | FY2025 Results | | | | FY2026 Results | | |
|-------------------------|----------------|-------|--------------|-------|----------------|-------|--------------|-------|----------------|-------|--------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q |
| Revenue | 968 | 1,061 | 1,040 | 1,366 | 1,410 | 1,238 | 1,066 | 1,360 | 1,219 | 1,315 | 1,284 |
| Brokerage solutions | 385 | 404 | 410 | 450 | 647 | 457 | 469 | 413 | 478 | 491 | 509 |
| management solutions | 572 | 646 | 619 | 903 | 749 | 768 | 583 | 931 | 727 | 796 | 743 |
| Operating profit | 74 | 186 | 133 | 316 | 319 | 270 | 137 | 278 | 92 | 190 | 149 |
| Operating profit margin | 7.7% | 17.5% | 12.9% | 23.1% | 22.6% | 21.8% | 12.9% | 20.4% | 7.6% | 14.5% | 11.7% |
| Ordinary profit | 73 | 189 | 133 | 345 | 306 | 279 | 142 | 276 | 108 | 214 | 181 |
| Net income | 42 | 123 | 77 | 186 | 173 | 201 | 94 | 160 | 75 | 148 | 126 |

Brokerage Solutions represents revenue from brokerage support services.
Property Management Solutions represents revenue from management support services.

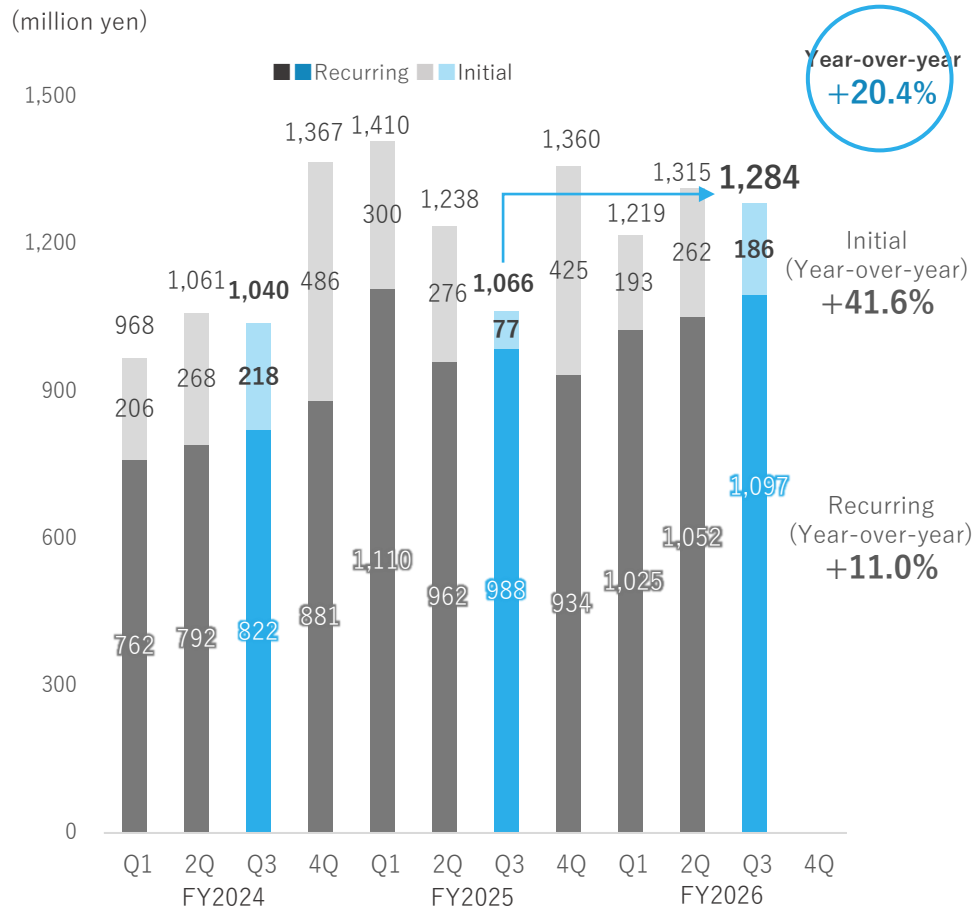
FY2026 3Q Financial Highlights | Changes in each KPI

Initial revenue and recurring revenue both posted double-digit year-over-year growth.

Steady growth driven by cross-selling and upselling.

Recurring and Initial Revenue Trends

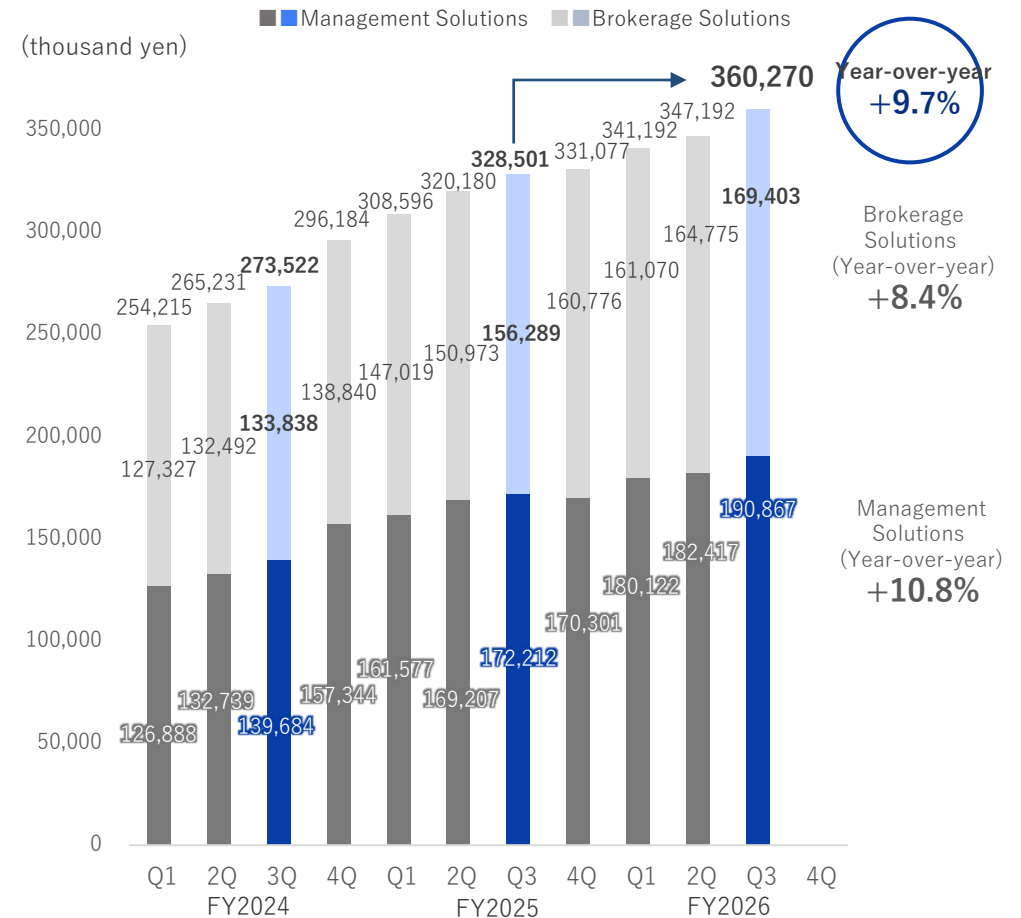
Both initial and recurring revenue saw double-digit year-over-year growth. Recurring revenue maintained a steady upward trend.



MRR Trends

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

We worked to expand sales of both brokerage and management solutions, resulting in steady growth.



FY2026 3Q Financial Highlights | Changes in each KPI

The churn rates remained low even as revenue grew.

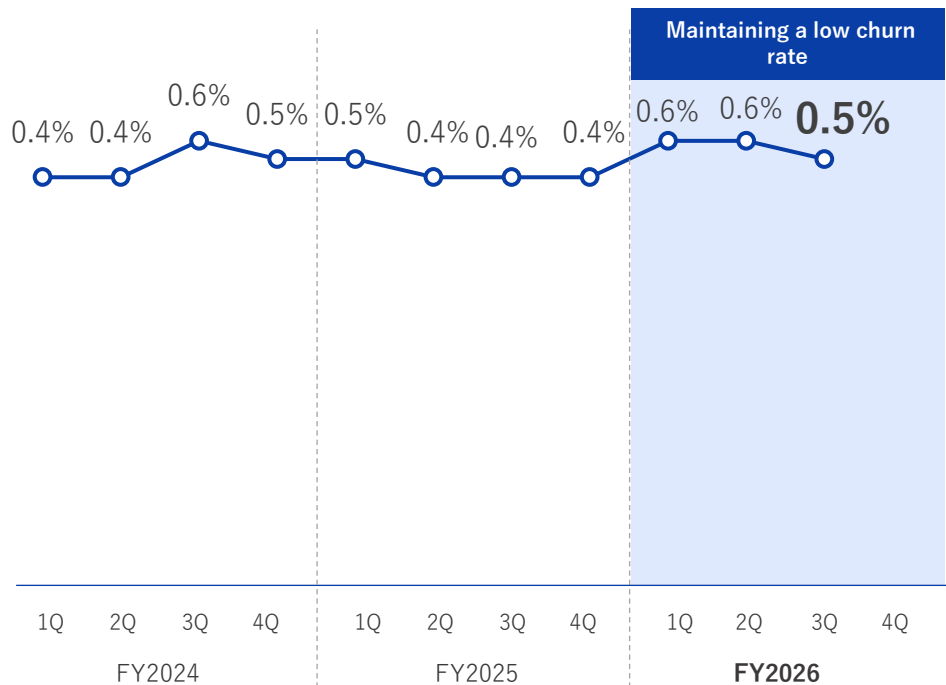
Regarding personnel, we are promoting infrastructure development with an eye toward the utilization of next-generation AI.

Churn Rate Trends (Average Monthly Churn Rate)

*Monthly Churn Rate: The percentage of monthly revenue lost due to cancellations relative to total monthly revenue from existing contracts

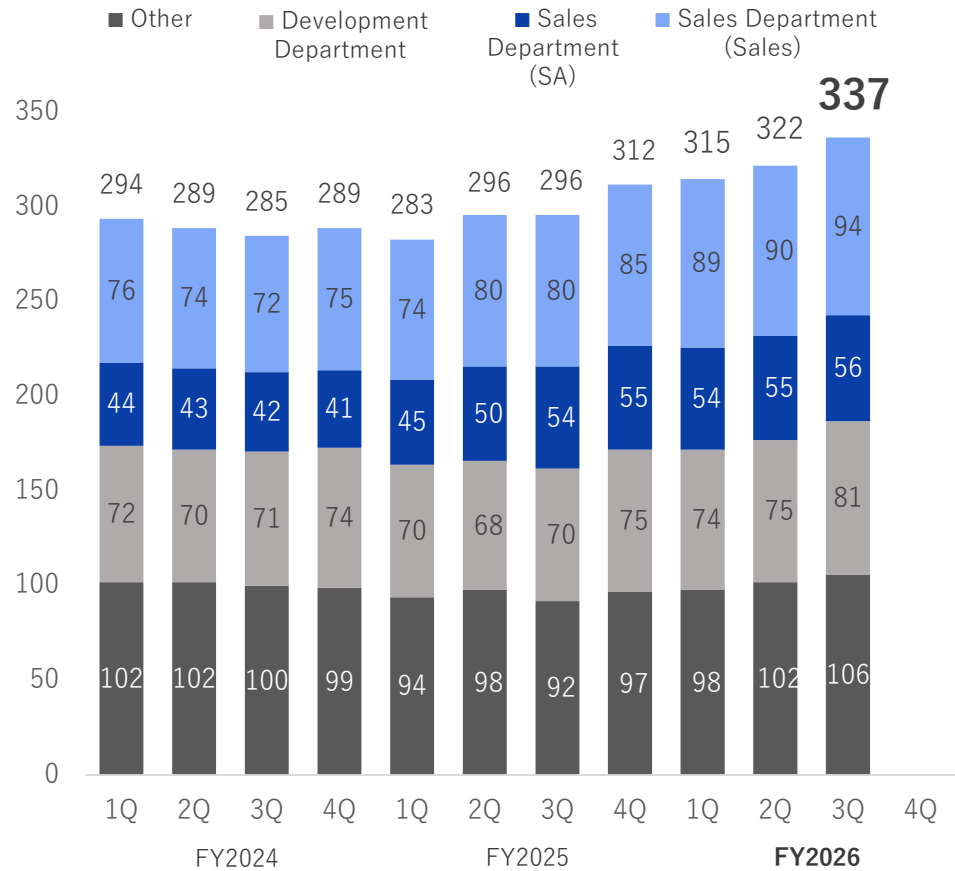
FY2026

3Q Churn Rate: **0.5%** (Previous period average: 0.4%)



Trends in Number of Employees (Full-time Employees Only)

*Headcount refers to the number of full-time employees

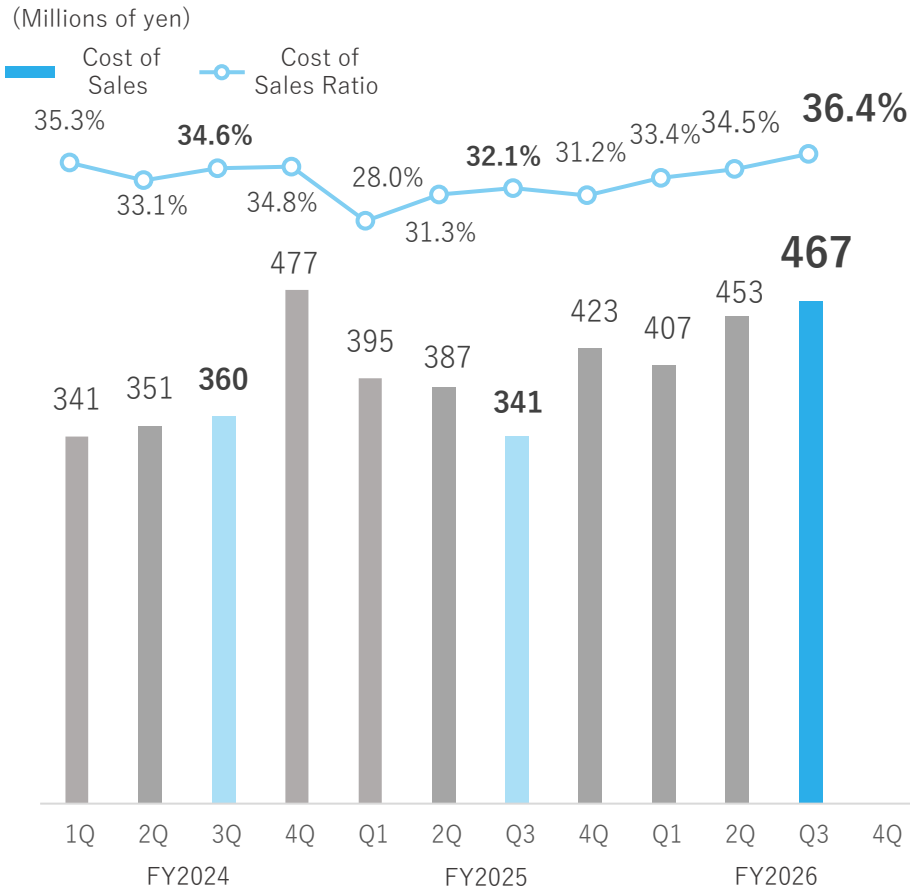


FY2026 3Q Performance Highlights | Cost of Sales and SG&A Expense Trends

While software amortization expenses were incurred and measures such as salary revisions and increased R&D spending were implemented, cost of sales and SG&A expenses remained largely flat.

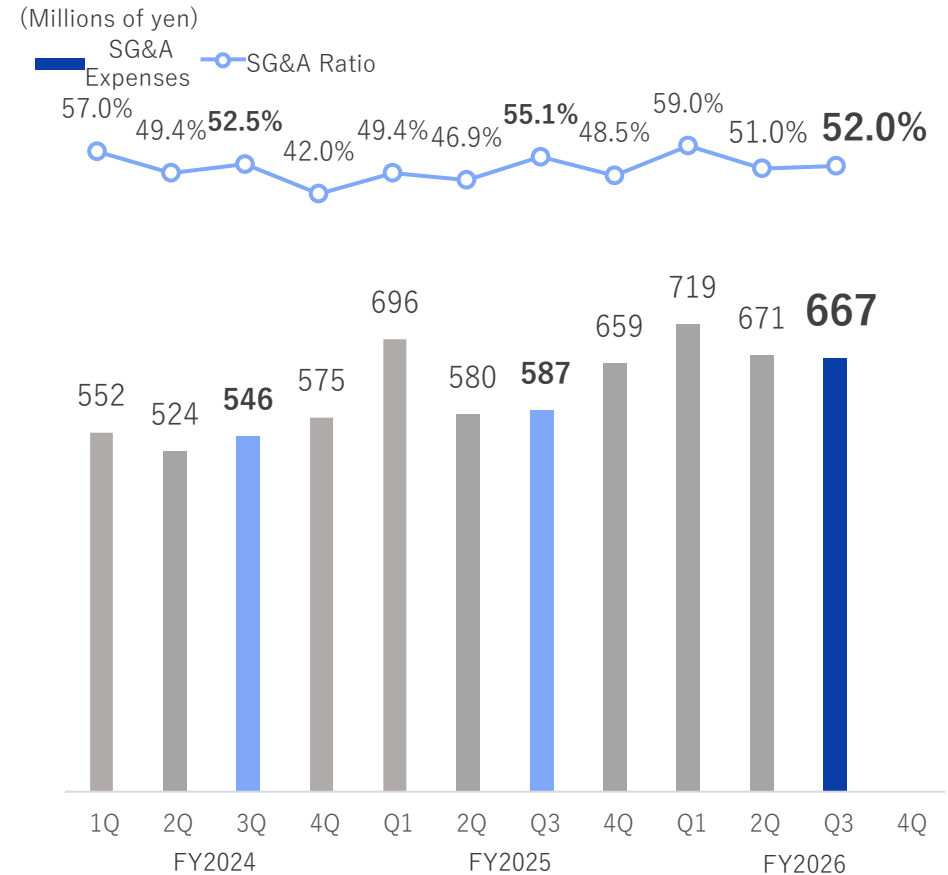
Cost of Sales

Due to amortization expenses associated with the release of "Chintai Kakumei 11," cost of sales increased, but the cost of sales ratio remained in the 30% range.



SG&A Expenses

SG&A expenses increased year-over-year due to salary revisions and expanded R&D spending. The SG&A ratio remained largely flat.



FY2026 3Q Financial Highlights | Trends in Number of Customer Businesses

Driven by the expansion of our free customer base, the number of paid service customers (excluding increases from resales) has been steadily growing. To achieve our targets, we will accelerate monetization in Q4.

Trends in the Number of Customers for the Inter-Broker Property Listing Service (Free)

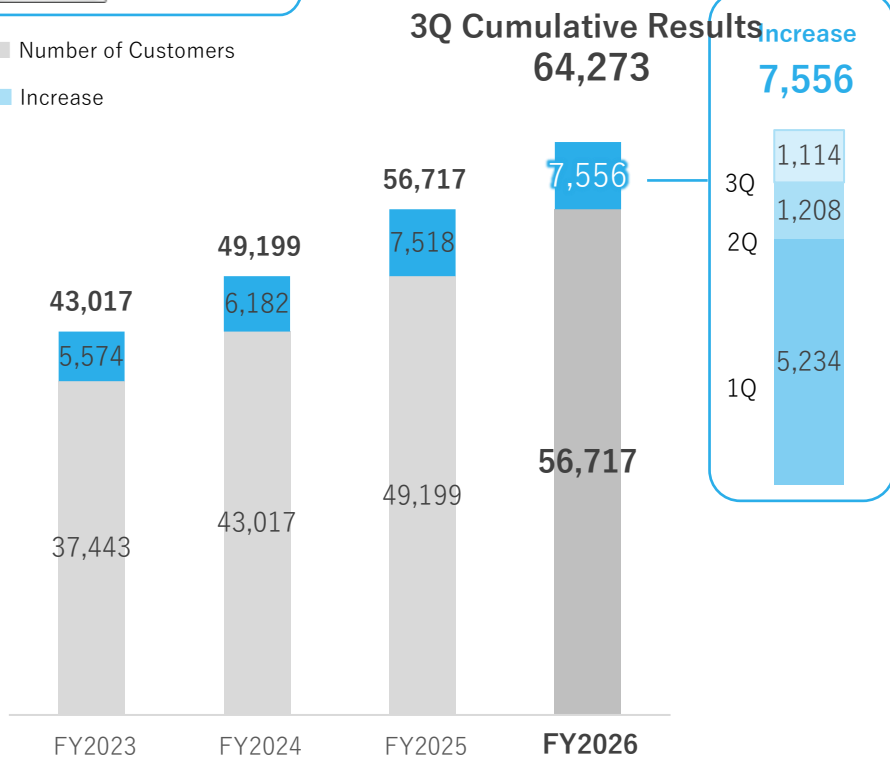
Free Services

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; and we aim to increase revenue through cross-selling of paid options and other paid services.

■ Number of Customers
■ Increase

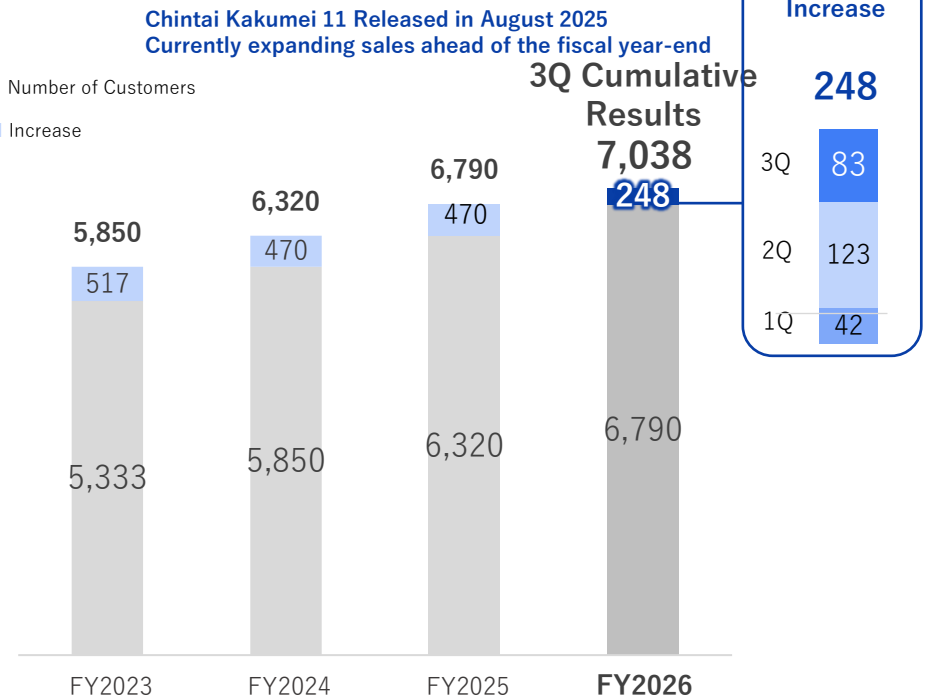


Number of Customers Using Monthly Paid Services (All Products)

Paid Service Portfolio (Excerpt)



■ Number of Customers
■ Increase



FY2026 3Q Financial Highlights | Trends in Number of Customer Businesses

The number of customers using our Electronic Tenant Application Service and Electronic Contract Service has remained stable.

We aim to further expand our market share.

■ Trends in the Number of Businesses Adopting Electronic Tenant Application Services (Cumulative)

オンライン入居申込
電子入居申込



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

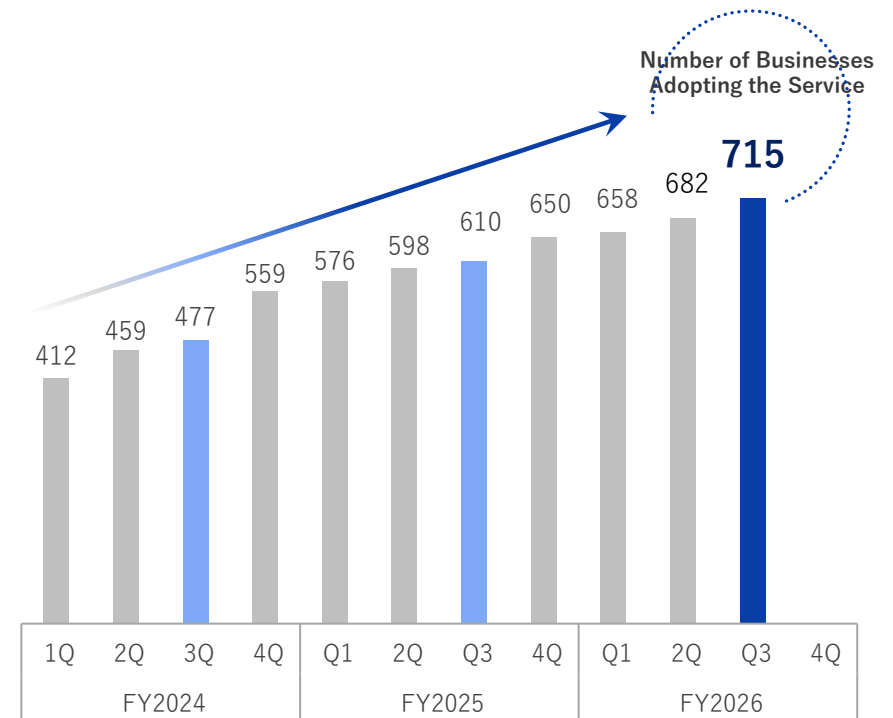
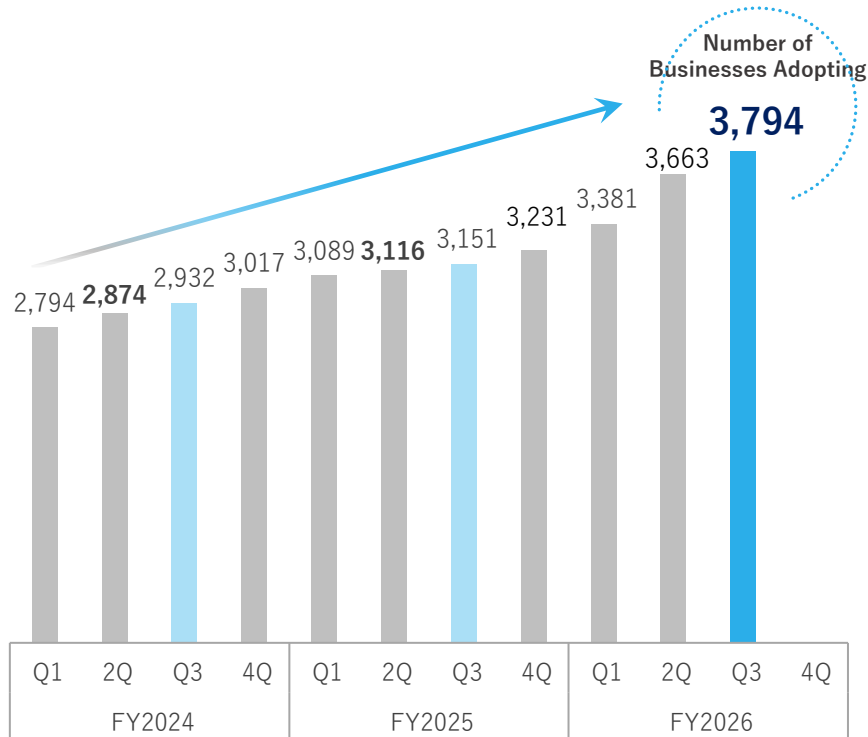
■ Trends in the Number of Businesses Adopting Electronic Contract Services (Cumulative)

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 Brokerage Act made it possible to conduct contract operations entirely online. With the electronic contract service, lease agreements that were previously handled in person or by mail can now be processed easily and securely online.



We plan to release "AI Kamigakari," an AI-powered business efficiency solution.

This integrated service combines AI-OCR, storage, and "Chintai Kakumei" to significantly streamline real estate document workflows.

AI Kamigakari



Service Overview

An operational efficiency solution for the real estate industry that enables compliance with the Electronic Books Preservation Act and automates data entry through AI-OCR-based automatic analysis and storage of real estate documents, combined with data integration with "Chintai Kakumei."

Features of "AI Kamigakari"

AI analysis with just drag-and-drop

"Significant Reduction in Data Entry Work"

Simply upload PDFs of contracts, invoices, and other documents, and AI automatically identifies the document type and assists in folder creation. By significantly reducing data entry work, this solution improves operational speed and accuracy.

In a format compliant with the Electronic Books Preservation Act

"Reduces concerns about legal compliance"

Documents are automatically saved in a predefined folder structure, supporting storage in a format compliant with the Electronic Books Preservation Act. This significantly streamlines document search and storage operations, enabling a smooth transition to a paperless environment with peace of mind.

Through data integration with Chintai Kakumei

"Efficiency through Data Utilization"

AI extracts key information and automatically generates summary files. Since the analyzed data can be exported as CSV and integrated with "Chintai Kakumei," manual data entry into the system is eliminated. It can be used as a standalone solution even by companies that haven't adopted the software, allowing for implementation independent of existing environments.

TOPICS: Initiatives to Enhance the Value of Existing Services

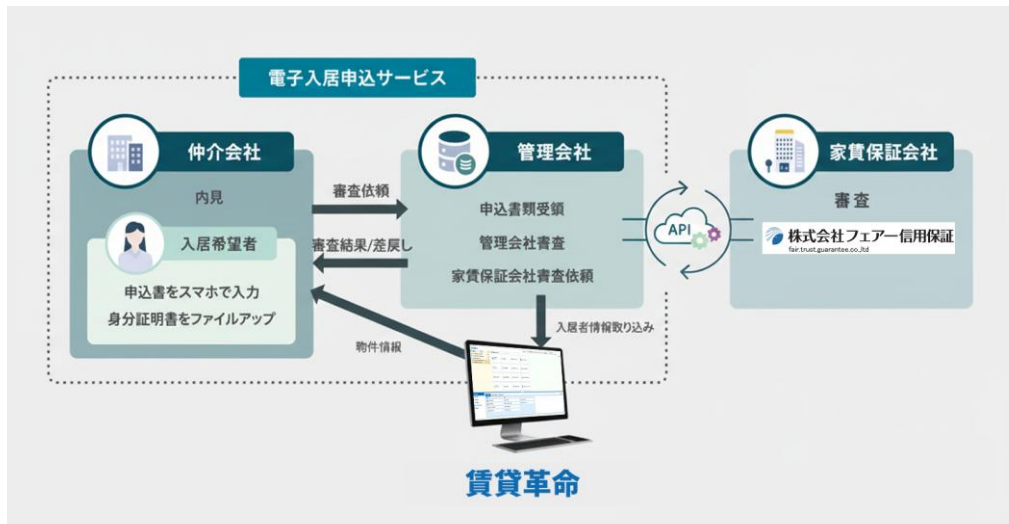
Launch of a partnership between the "Electronic Tenant Application Service" and Fair Credit Guarantee Co., Ltd.

Streamline the cumbersome guarantee application process. A paperless application flow supports rapid move-in decisions.



Service Overview

A system for property management companies that eliminates traditional analog communication via phone and fax, allowing the entire process from tenant application to screening to be completed online.



Through our partnership with Fair Credit Guarantee Co., Ltd., we have achieved a fully online process for tenant applications and guarantee applications.

- ✓ **Significantly Reduced Administrative Burden**
Handwritten guarantee application forms are no longer required, reducing the time spent checking for missing information.
- ✓ **Faster Screening**
Instant data sharing enables rapid guarantee screening.
- ✓ **Benefits for all three parties**
Improved convenience for prospective tenants, real estate agencies, and property management companies.

TOPICS: Initiatives to Enhance the Value of Existing Services

Added a scheduled delivery feature to "Reapro Management."

Automatic sending of vacancy notification emails reduces the sales workload for management companies.



Service Overview

One of the industry's largest inter-agency property distribution services, directly connecting "property management companies" that share managed properties with "real estate agencies" that utilize the information.



Scheduled Delivery Feature

A system where, after setting a delivery schedule, real estate agents who receive the emails can access their own dedicated search system to view a search page specific to each management company. Emails can be automatically sent in bulk at a specified date and time.

Automated Vacancy Notifications

"Reduced Operational Burden"

Simply set a schedule in advance, and vacancy emails will be automatically sent to brokerage firms. This reduces the hassle of manual creation and sending.

Reflecting the latest data directly

"Seamless Information Sharing"

Utilize the latest property data registered in "Reapro Management" as-is. There is no need to prepare separate data for distribution, allowing you to quickly share up-to-date information with brokerage firms.

Flexible list management and

"Strategic Sales Activities"

In addition to batch registration of recipients via CSV, this system can be used in conjunction with traditional manual distribution. This prevents missed deliveries while enabling flexible sales activities tailored to the situation.

TOPICS: Expansion of AI and Data Utilization

The scope of CRIX data provision has expanded.

CRIX data is now used in the “Rental Management Map” feature of Rakumachi, a real estate investment platform.



Service Overview

A real estate market analysis service that visualizes the "current state" of the market by leveraging vast amounts of rental management big data.

Service Overview

楽待

Japan's largest real estate investment platform, ranked No. 1 (*1) in terms of ease of use, number of users, and number of listed properties. Since its launch in 2006, it has provided highly specialized services connecting investors with real estate companies. It also offers the “Rental Management Map” service, which allows users to view all the information needed for property purchases and area analysis in a consolidated view on a map.

Utilizing CRIX in "Rakumachi's" "Rental Management Map"

Based on actual management data

"High-Precision Market Insight"

By utilizing "CRIX," you can grasp rent trends that are closer to reality rather than estimates, enabling more reliable analysis.

Using Maps and Graphs

"Visualization of Rent Market Trends"

Rental market rates by area can be intuitively checked on a map. Additionally, rental trends for each area are instantly displayed as time-series line graphs.

Through Detailed Filtering

"Efficient Detailed Area Analysis"

In addition to property type and floor plan, you can also view rent trends by year of construction. By setting detailed criteria tailored to your target, the accuracy and speed of area analysis are significantly improved.

*1 "No. 1 in Number of Listings": According to Japan Marketing Research Institute (August 2025)
"No. 1 in Ease of Use": According to Gomez Consulting (August 2025) "No. 1 in Number of Users":
According to internal research (August 2025)

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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.

Note: Prior-year results are presented on a consolidated basis, while the current fiscal-year forecast is disclosed on a non-consolidated basis. As a result, the figures and year-on-year comparisons differ from those in the earnings report. This presentation uses consolidated-basis comparisons.

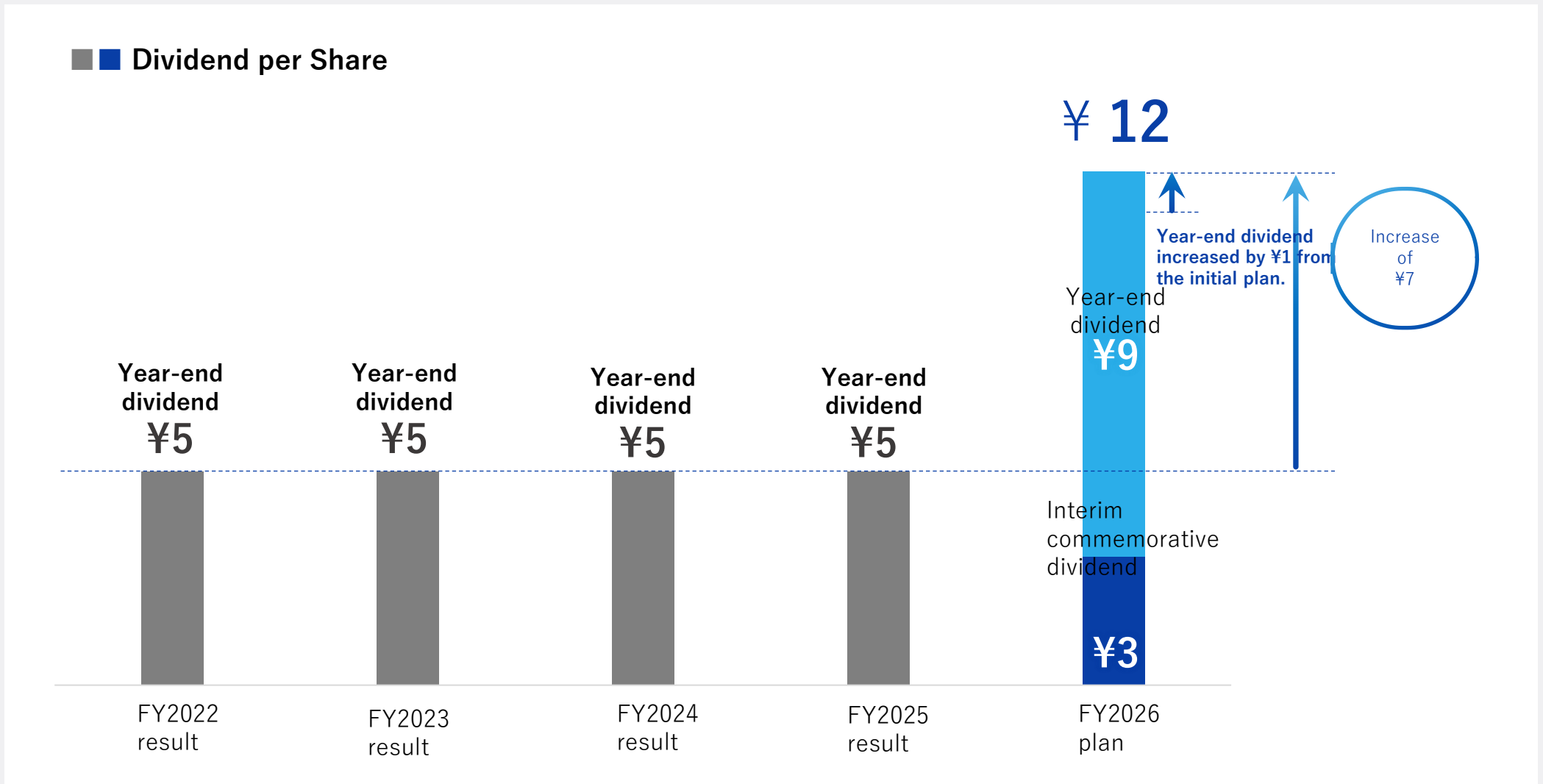
| | FY2025 | FY2026 Plan | YoY |
|----------------------------|--------|--------------|---------------|
| Revenue | 5,075 | 5,800 | +14.3% |
| Operating profit | 1,004 | 1,200 | +19.5% |
| Ordinary profit | 1,003 | 1,210 | +20.6% |
| Net income | 628 | 730 | +16.2% |
| Net income per Share (Yen) | 45.11 | 52.43 | - |

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Shareholder Returns

Annual dividend per share is planned at ¥12, an increase of ¥1 from the initial plan of ¥11 and 2.4 times the previous fiscal year's dividend. 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.

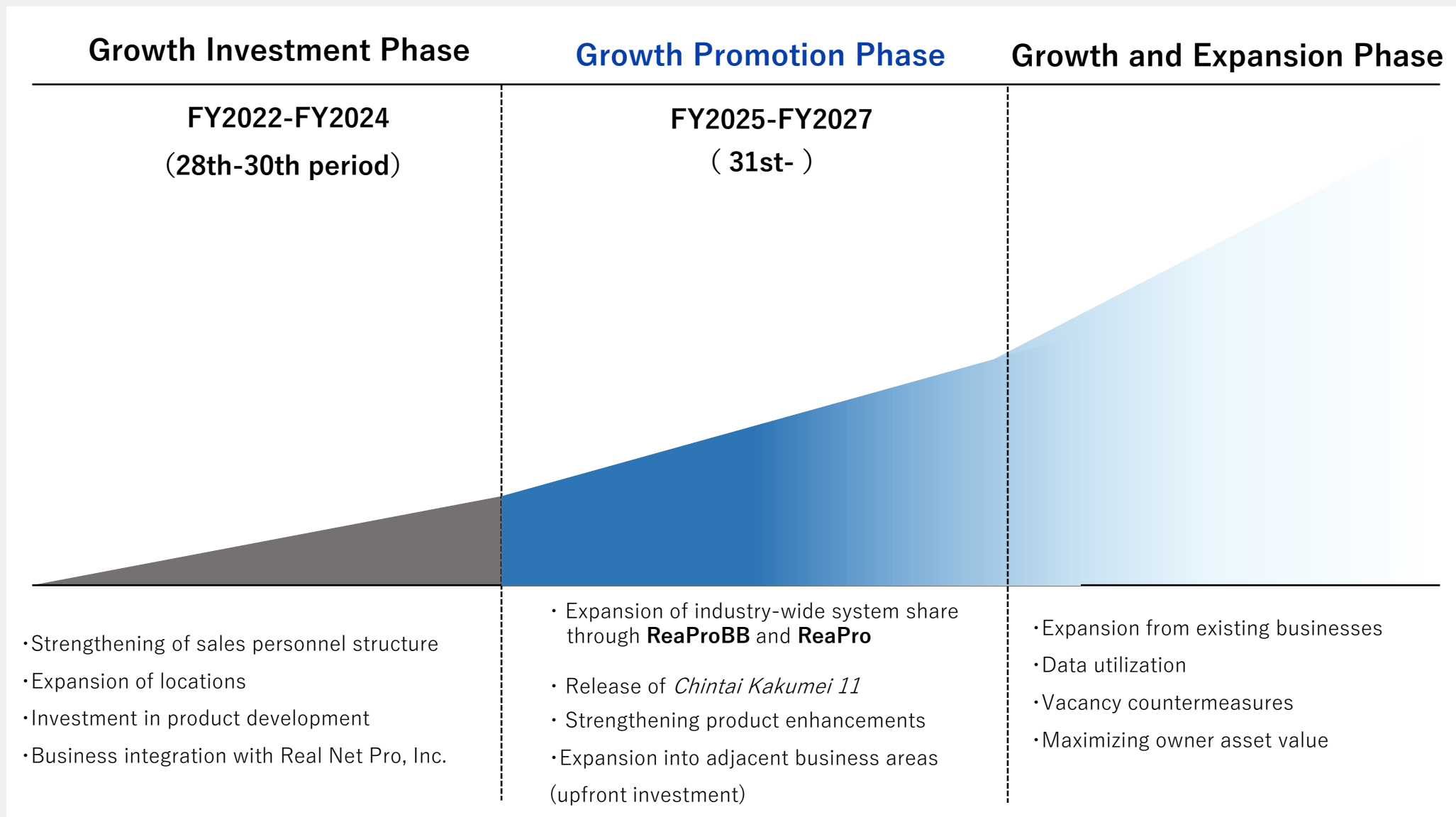
| Shareholder Benefits | | Interim (Record date: end of December each year) | |
|--|---------------|--|----------------------------------|
| ■ Details | Before Change | Number of Shares Held | Gift |
| | | 100 shares or more | QUO Card worth ¥500 |
| Applies to shareholders who have held shares for one 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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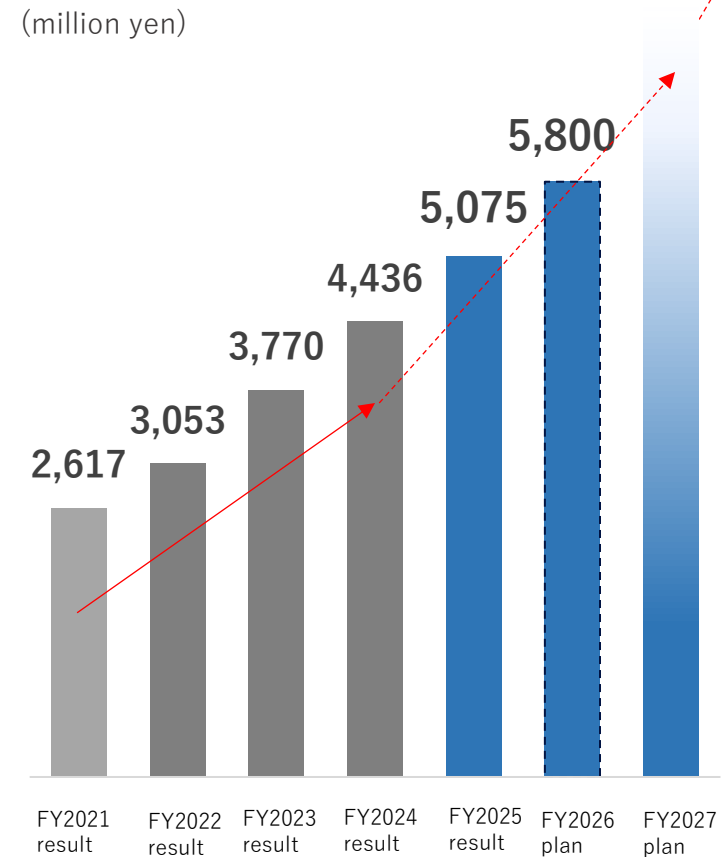
No change in the basic policy or direction for medium- to long-term growth



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 |
| Revenue | 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% | - |

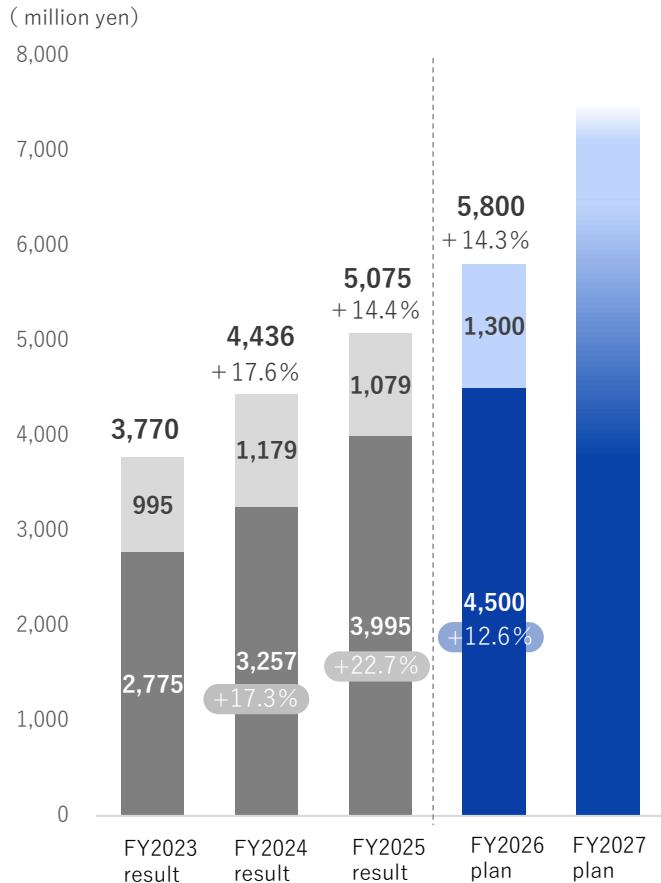


KPI Progress and Targets

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

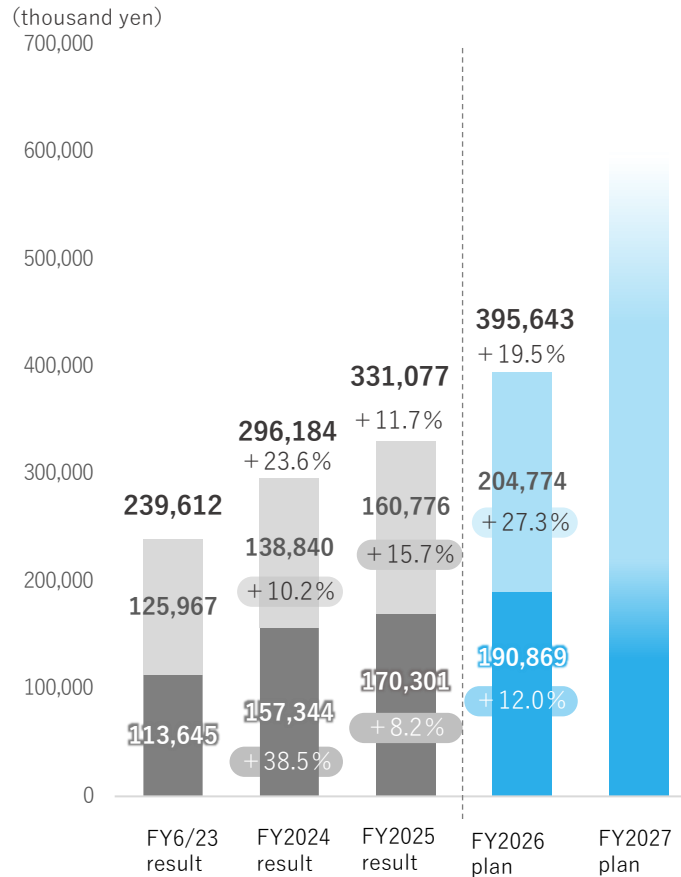
■ Initial and recurring revenue plan

Maintain initial revenue while increasing recurring revenue to drive growth.



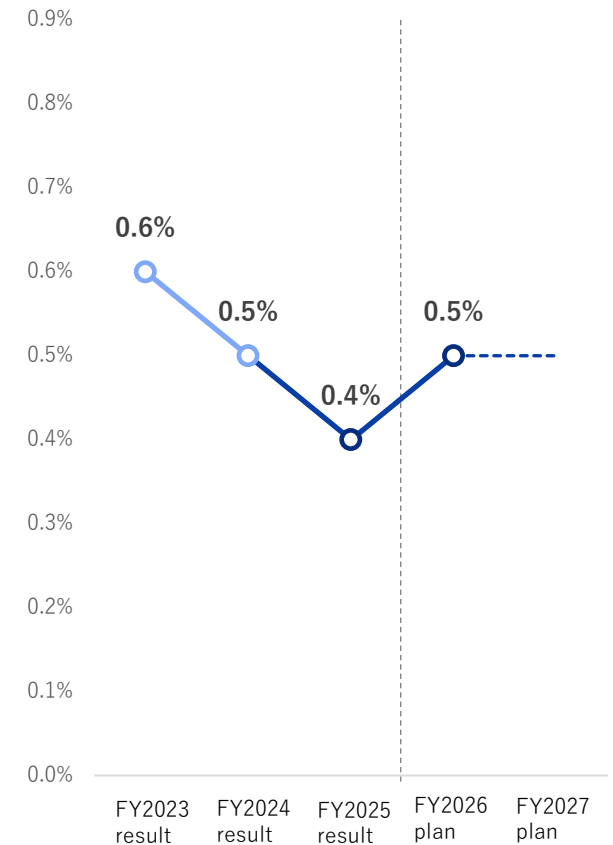
■ Plan for MRR at the end of the year

Accumulating recurring revenue is key. Aggressive promotion of Brokerage solutions, with ReaPro BB as the mainstay.



■ Churn Rate

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



*MRR stands for Monthly Recurring Revenue, meaning revenue generated repeatedly each month.

Organizing the external and internal environment

External Environment



Real estate labor environment :

Ongoing workforce aging and chronic labor 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

Internal Environment



sales productivity :

Increased sales productivity due to customer segmentation and a strengthened structure



Low churn rate :

Maintain low churn rate of 0.4% despite continuous revenue growth

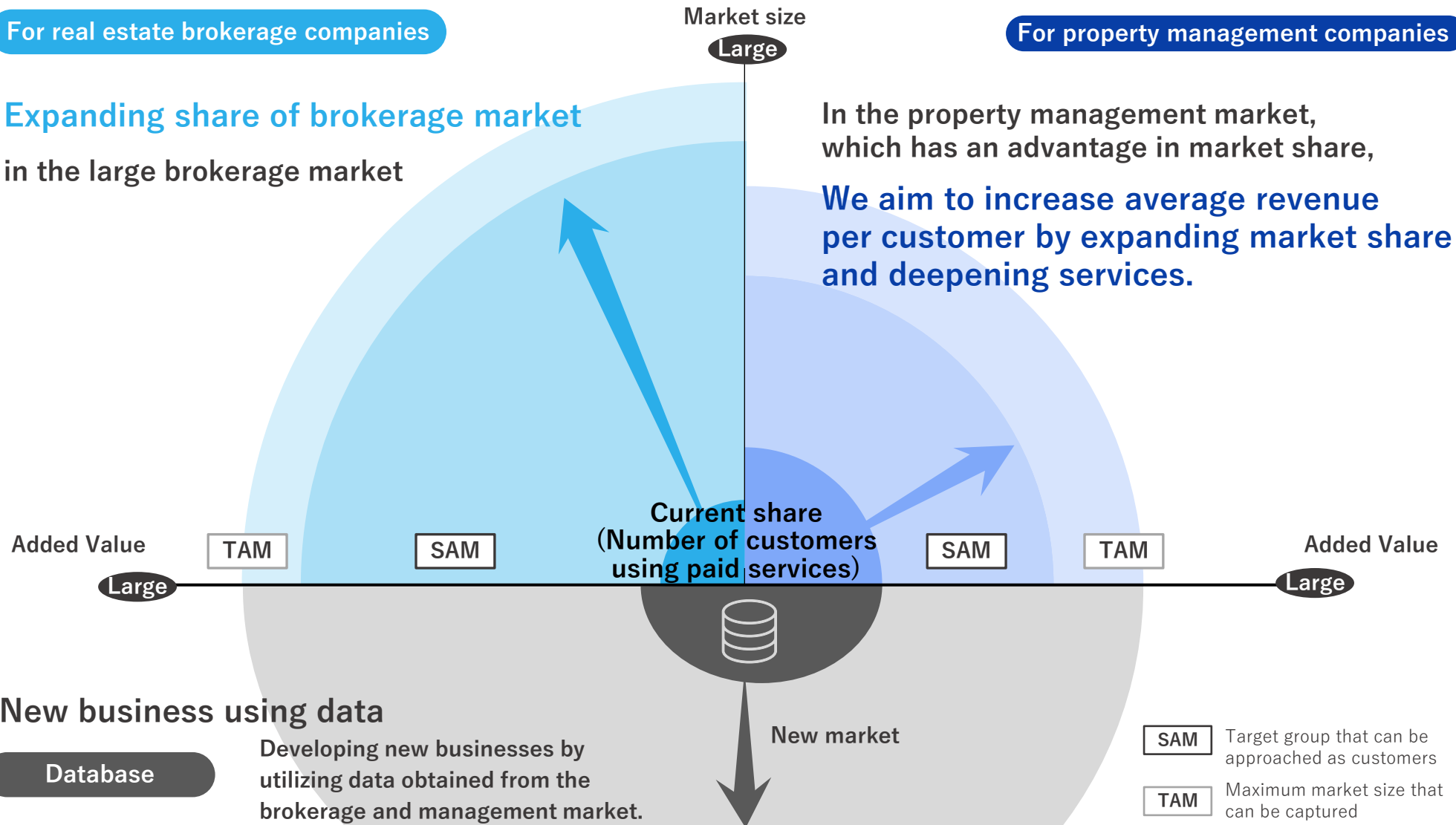
Growth themes by market

For real estate brokerage companies

For property management companies

Expanding share of brokerage market
in the large brokerage market

In the property management market,
which has an advantage in market share,
We aim to increase average revenue
per customer by expanding market share
and deepening services.



Initiatives in the Brokerage Market

Accelerate through service integration

Fudosan BB + ReaPro

Inter-broker Property Listing Platform

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

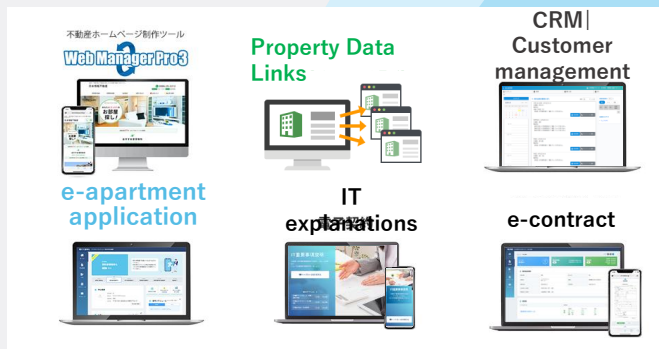
Large

Expanding share of brokerage market

Focus on expanding share in the large brokerage market

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

Free service customers
56,000 companies
※As of the end of June 2025



TAM SAM

Current share (number of customers using paid services)

Large

Added Value

Initiatives in the Rental Property Management Market

Deepening existing businesses

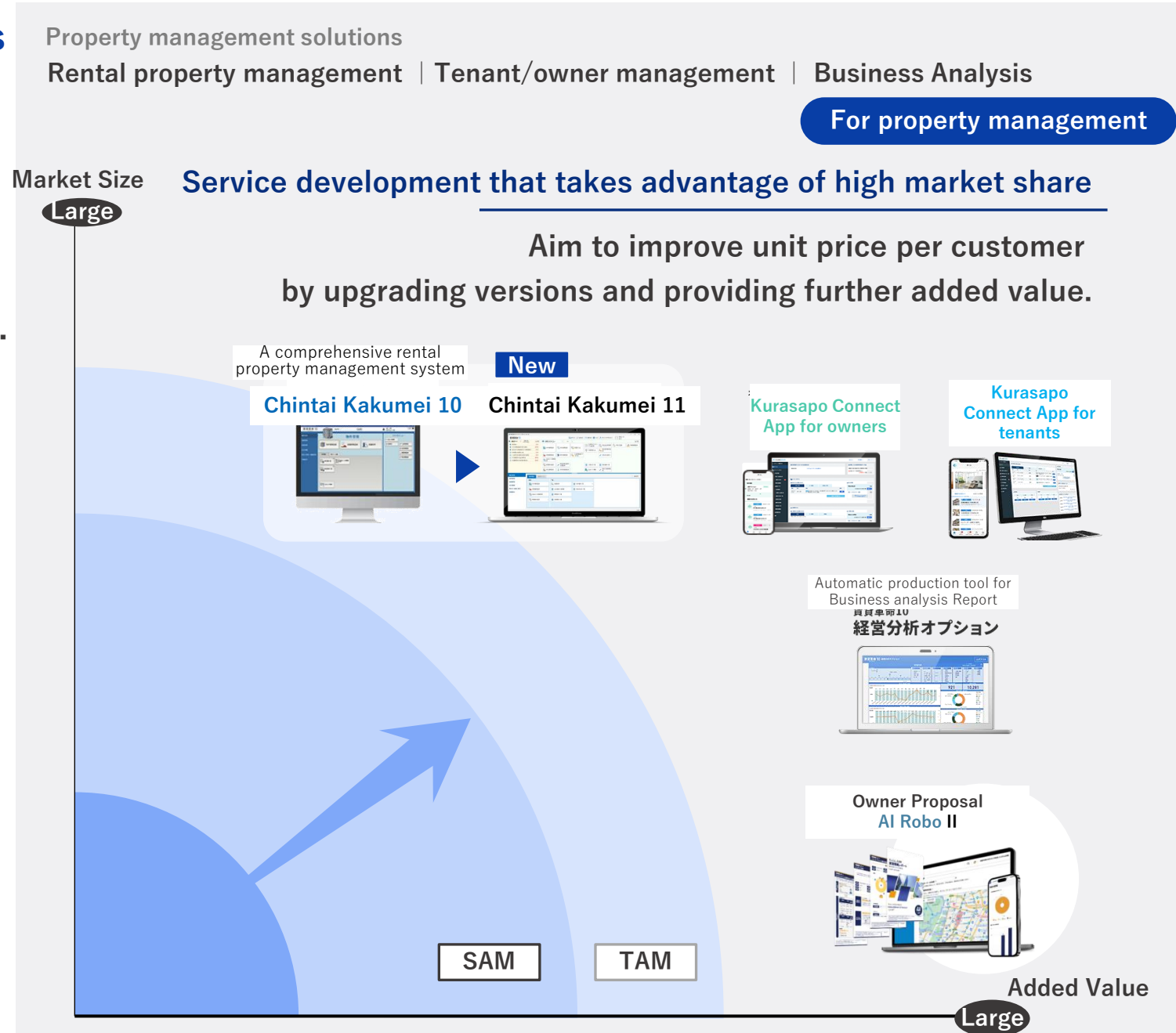
In the property management market, where we have a strong competitive advantage, we aim to increase average revenue per customer by providing new value.

Advantage in the rental management market

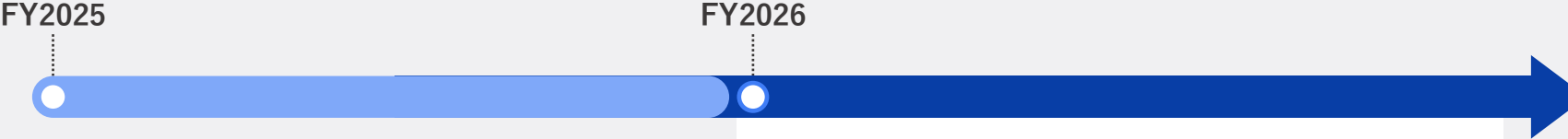
Since our founding, Chintai Kakumei has been our core service and has achieved a high market share, and revenue from version upgrades and option sales is also substantial. We aim to increase average revenue per customer through the core product and related services.

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

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



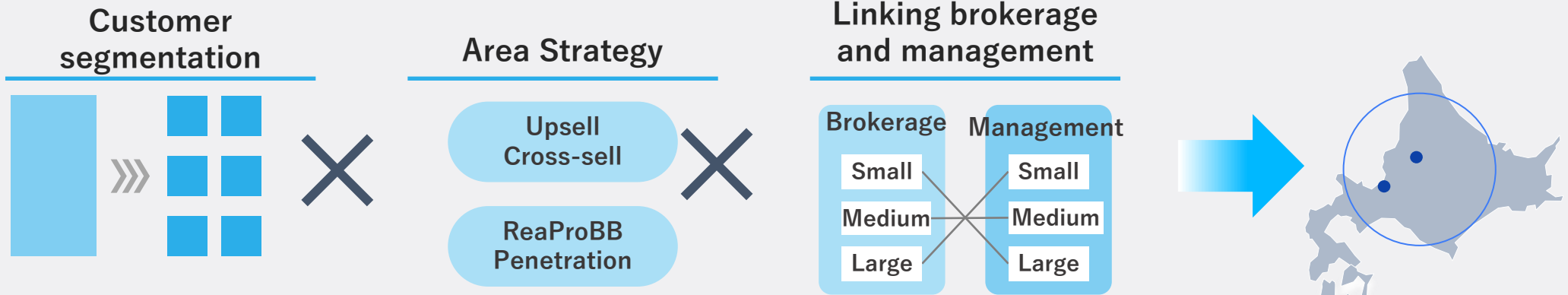
Market-Specific Growth Themes – Key Achievements and Future Initiatives



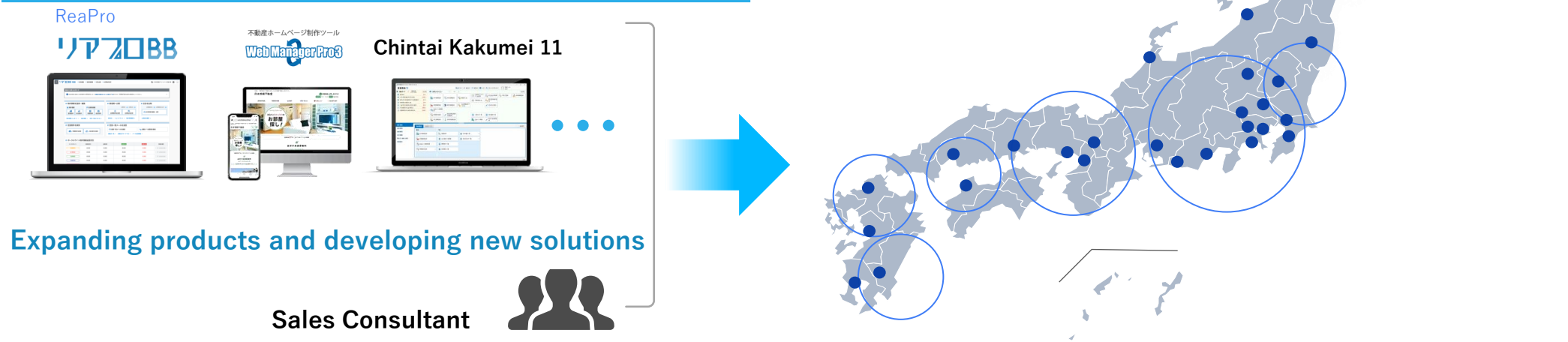
| Growth Theme | Key Achievements by FY2025 | Future Initiatives |
|--|---|---|
| Brokerage market (for real estate brokerage firms) | <ul style="list-style-type: none"> - Number of businesses using the industry-wide property distribution services <i>FudosanBB</i> / <i>ReaPro</i> reached 55,257 (an increase 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 selling vacancy countermeasure reports for property management companies in August 2023, utilizing AI and leveraging the strength 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



※Note: Number of locations as of the end of FY6/25.

Toward New Data-Driven Businesses

New business using data

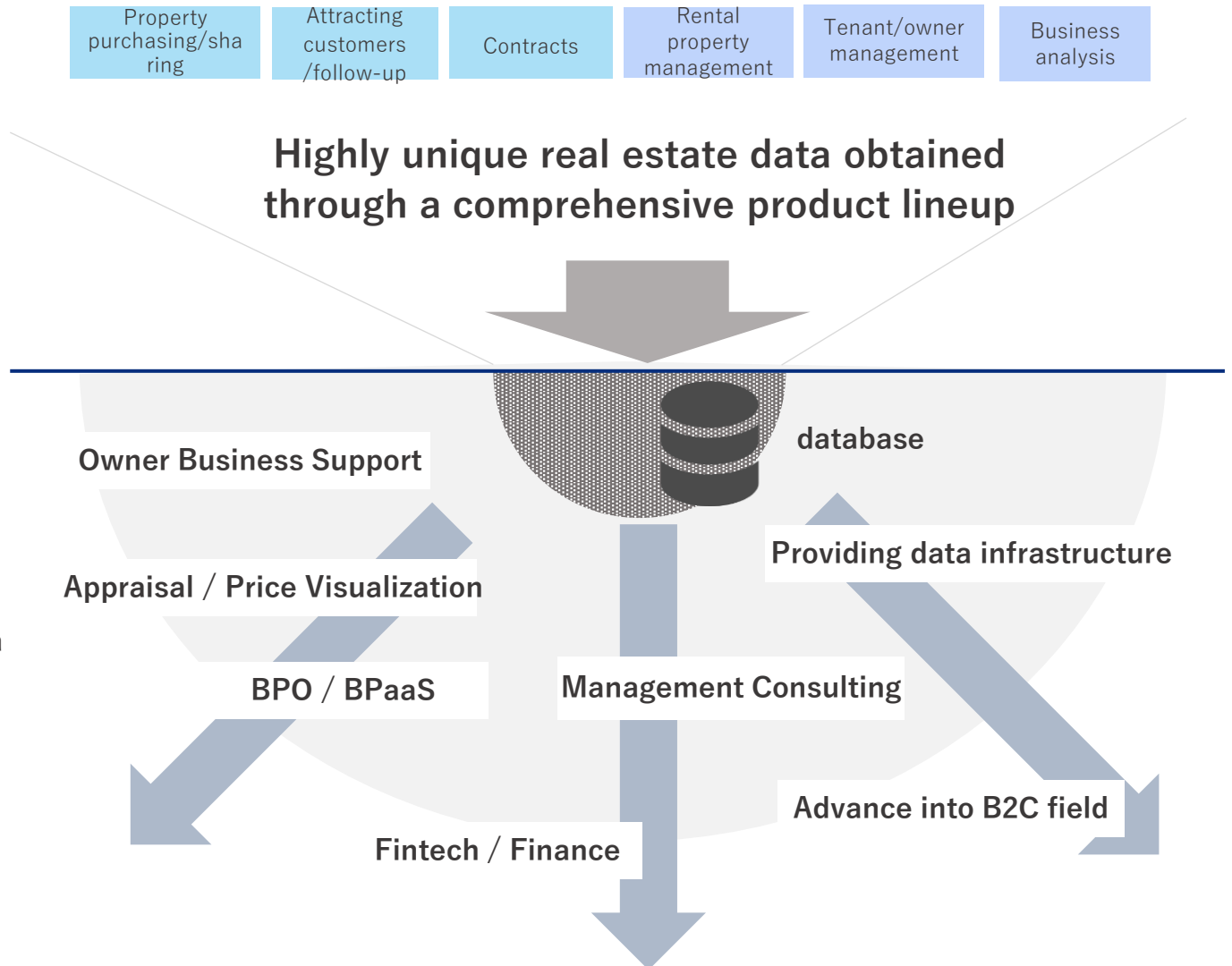
Continue to invest in new businesses that utilize highly unique real estate-related data

■ 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 relying on general online property listing data, we hold real property management data owned by rental property management companies. We 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

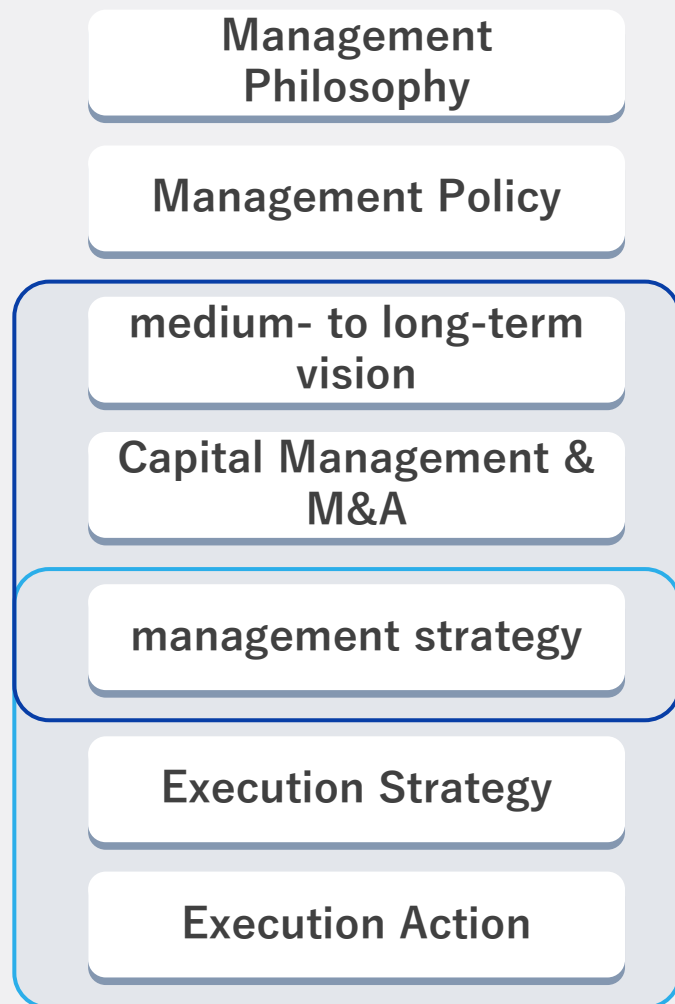
Our goal is to build platforms that transform dreams into reality and make many people happy.

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)

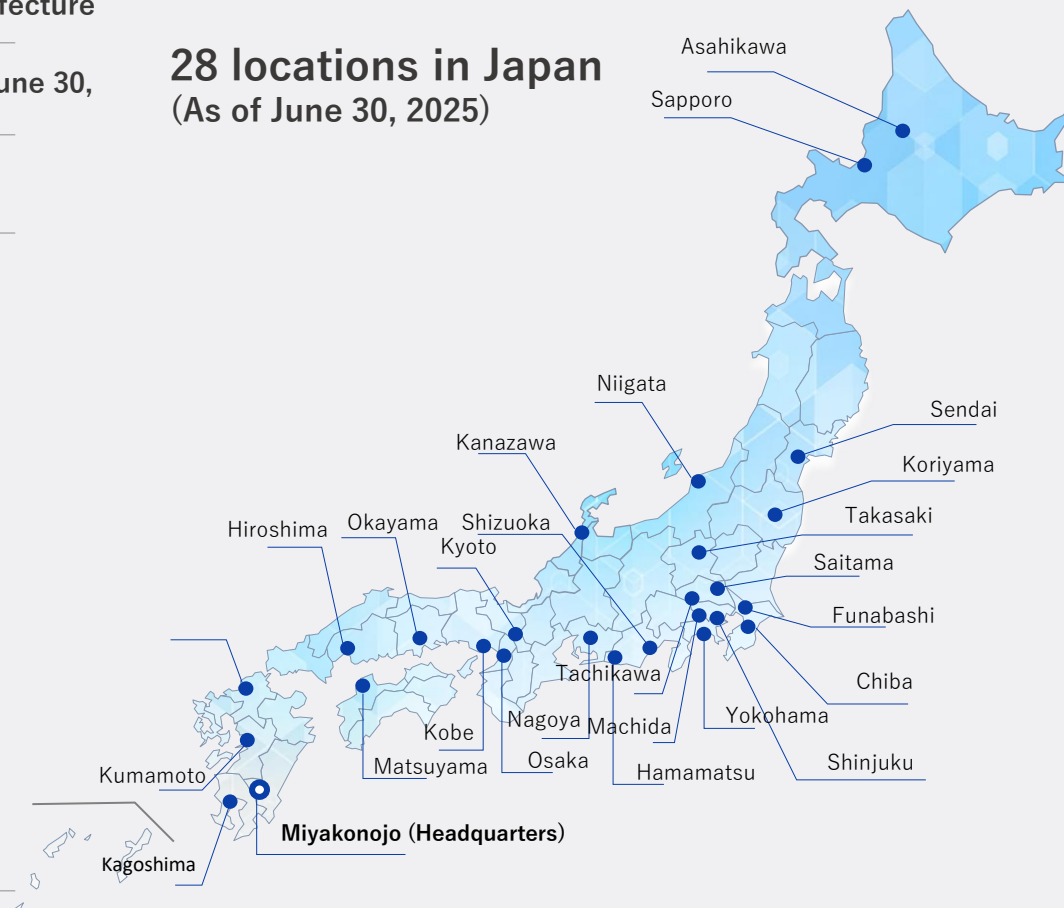


Company Profile

| | |
|--------------------------------|--|
| 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 the 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 Development & Corporate Support</p> <p>Senokuchi Naohiro, Director, Chief of Development & Corporate Administration</p> <p>Watanabe Ryo, Director, Chief of Operations, General Manager of Business Division</p> <p>Yamamoto Osamu, Outside Director</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

Revenue Trend

**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
Installation 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 Churn Rate

0.4%

Average monthly churn rate

※Results of FY6/25

MRR

¥331 million

Approximately 79% of sales
are recurring revenue

※ 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

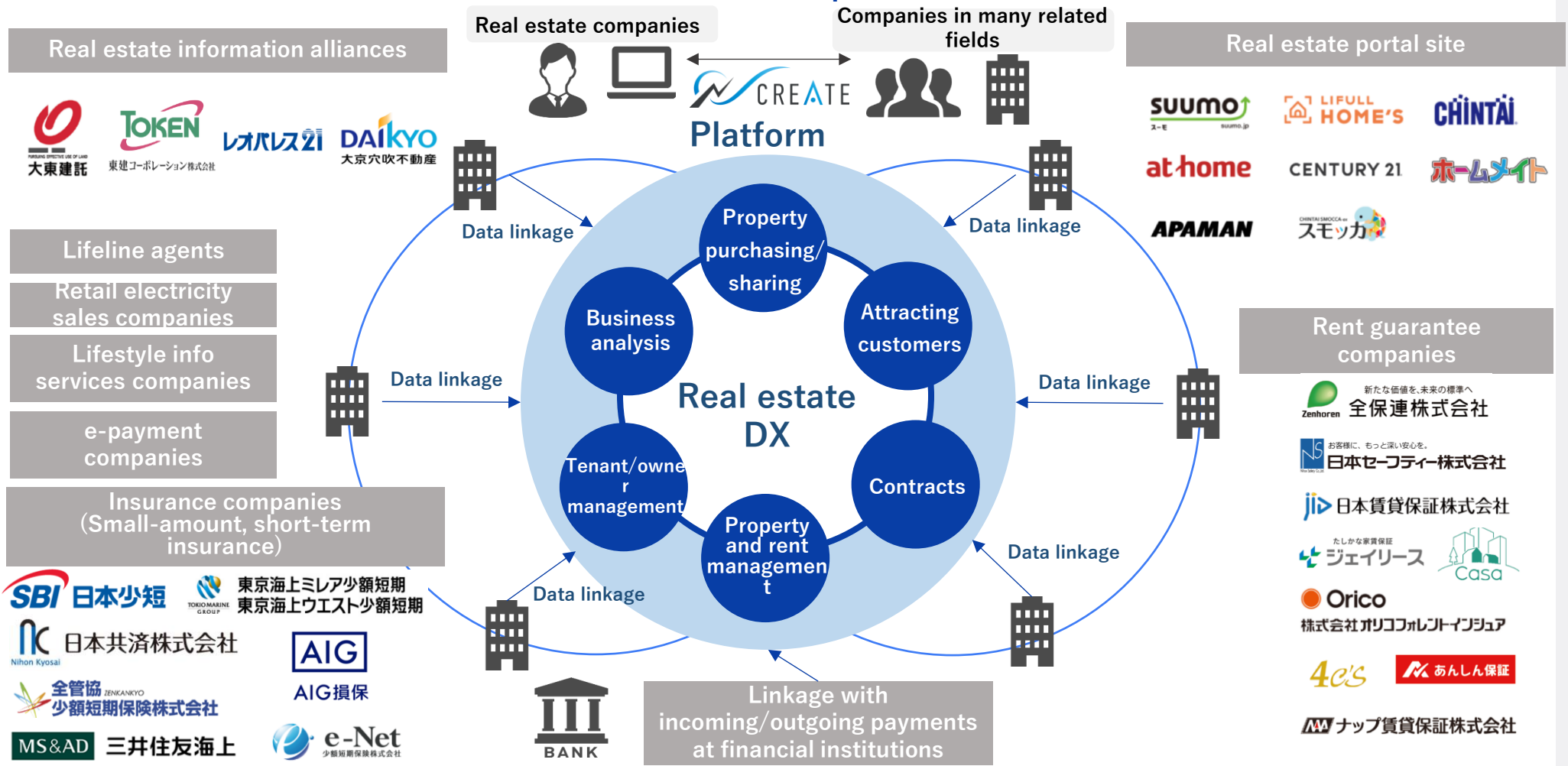
Property management solutions

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>Free Services</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>CRIX 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

FY2030 forecast

Market size: **¥2,378 billion**

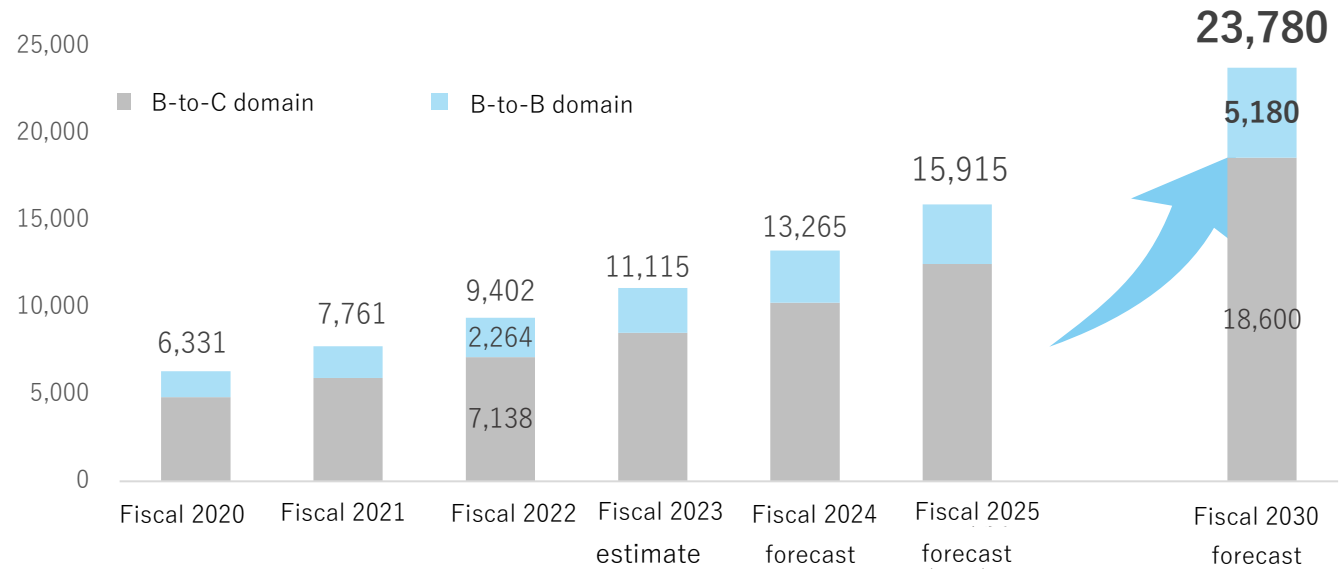
Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

Licensed real estate brokers in Japan

The number of licensed real estate brokers has increased slightly, remaining generally **steady at about 130,000**

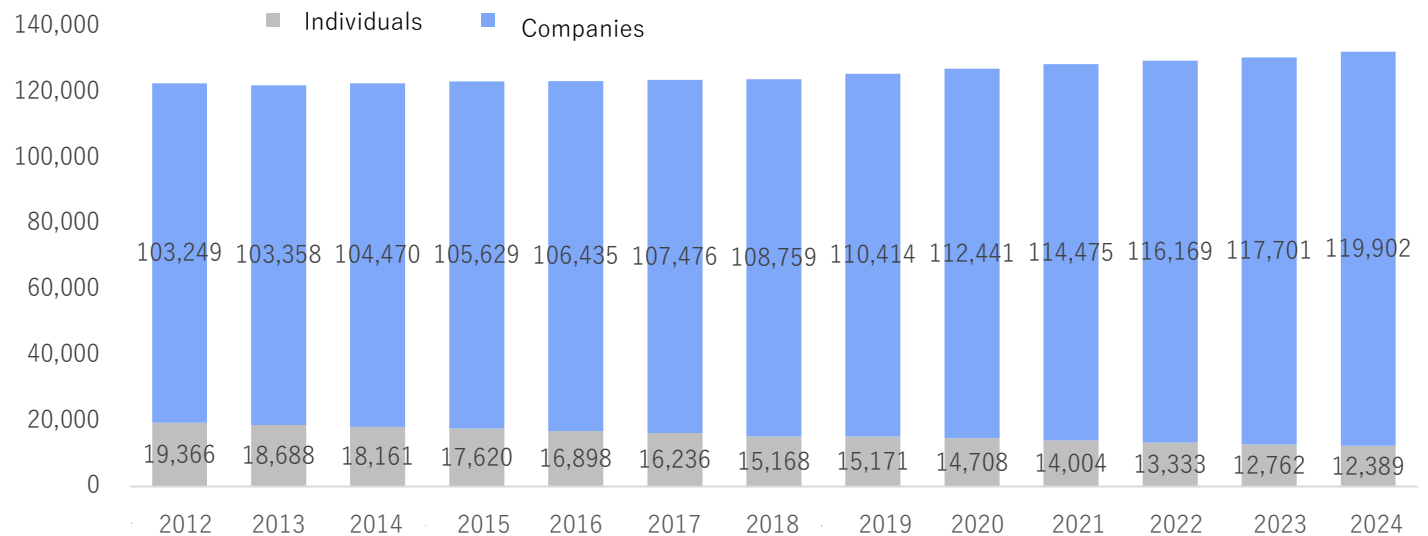
Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

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)

Licensed Real Estate Brokers in Japan (End of fiscal 2024)



Source: Statistics for licensed real estate brokers and Residential Land and Building Transaction Brokers, Licensed real estate brokers in Japan, end of fiscal 2023, Real Estate Transaction Improvement Organization

Growing market environment

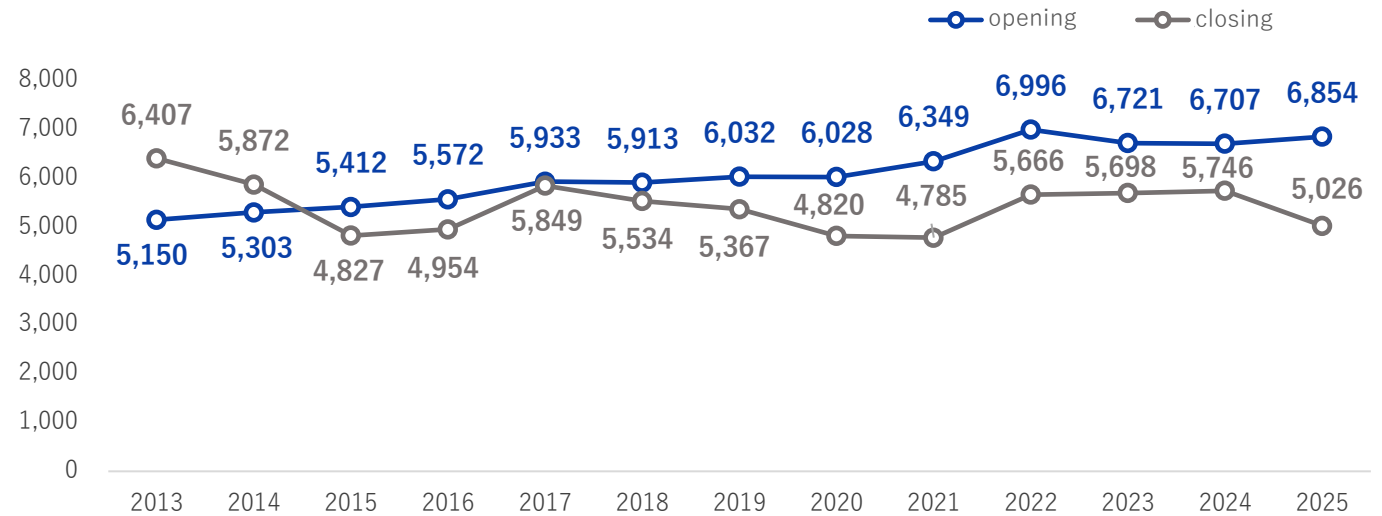
IT Investment Demand Driven by New Business Openings

More than 6,000–7,000 real estate businesses are newly licensed each year, and the entry of the digital native generation is a tailwind for DX improvement.

Real estate DX for the industry improving labor productivity

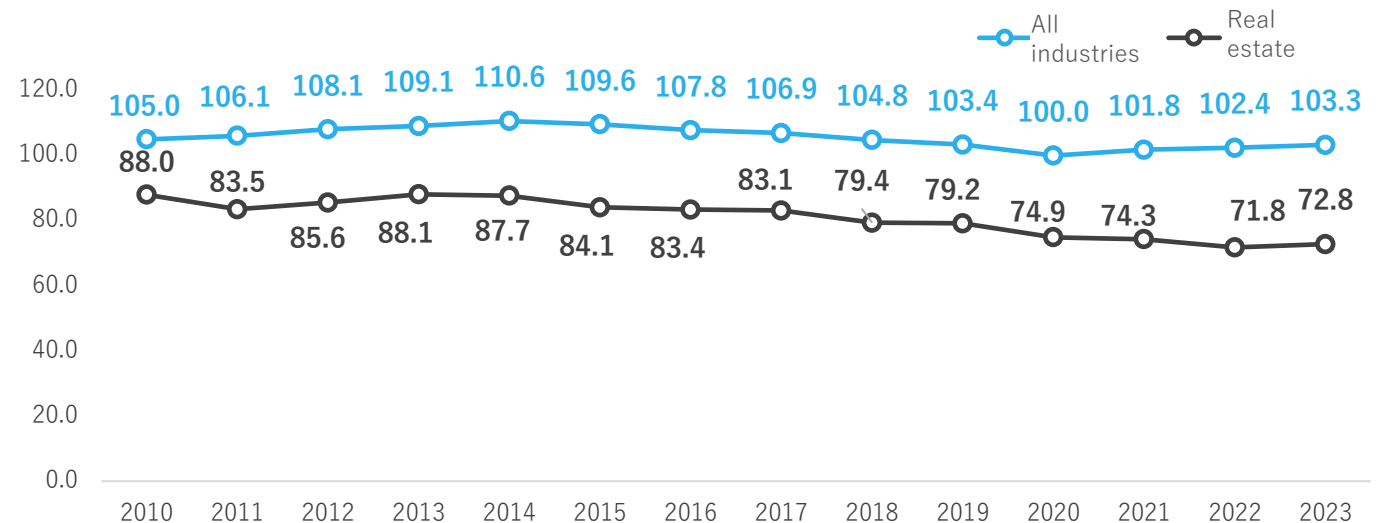
Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

Change in number of licensed real estate brokers 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.'

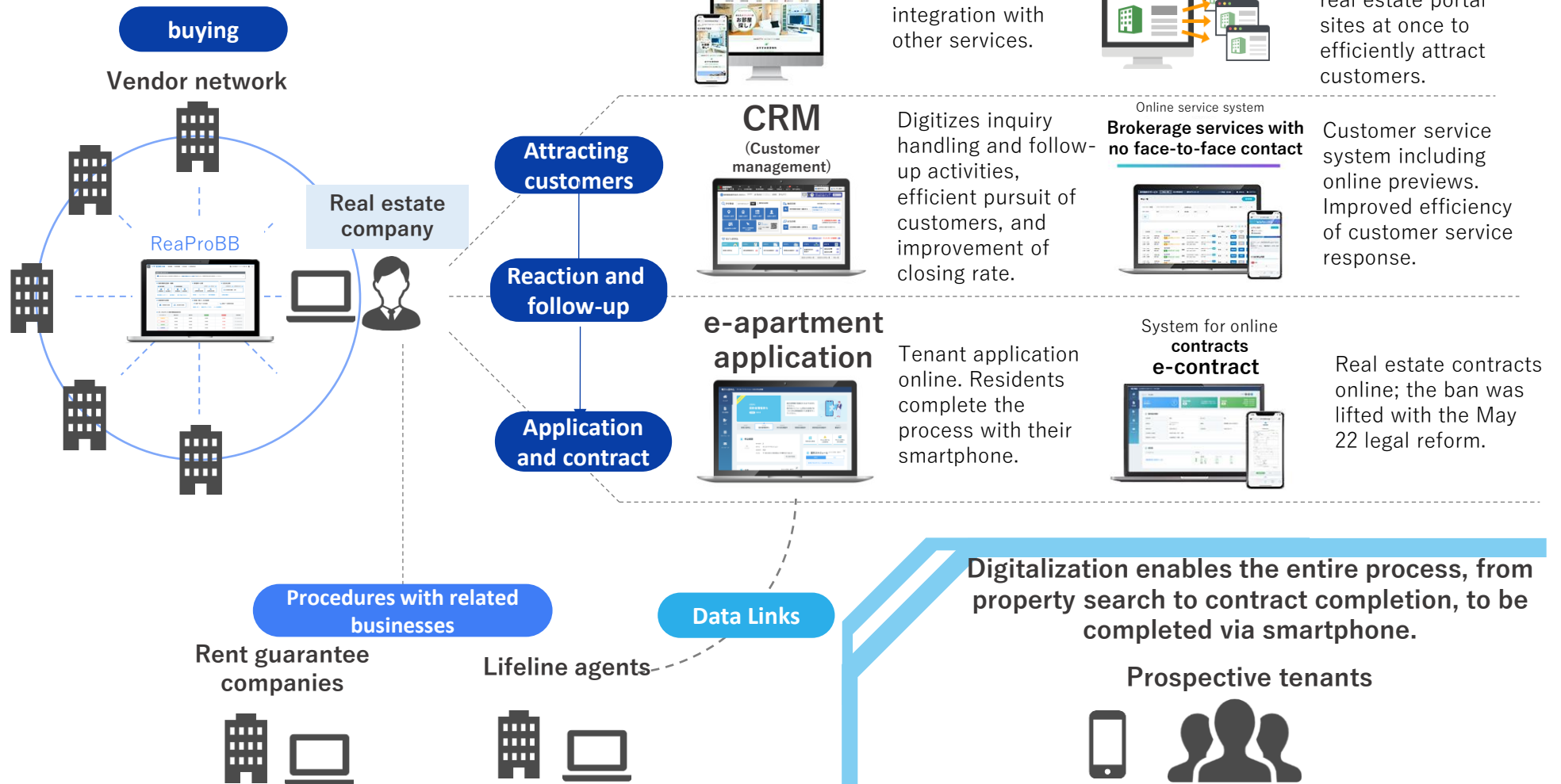
Labor productivity index



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

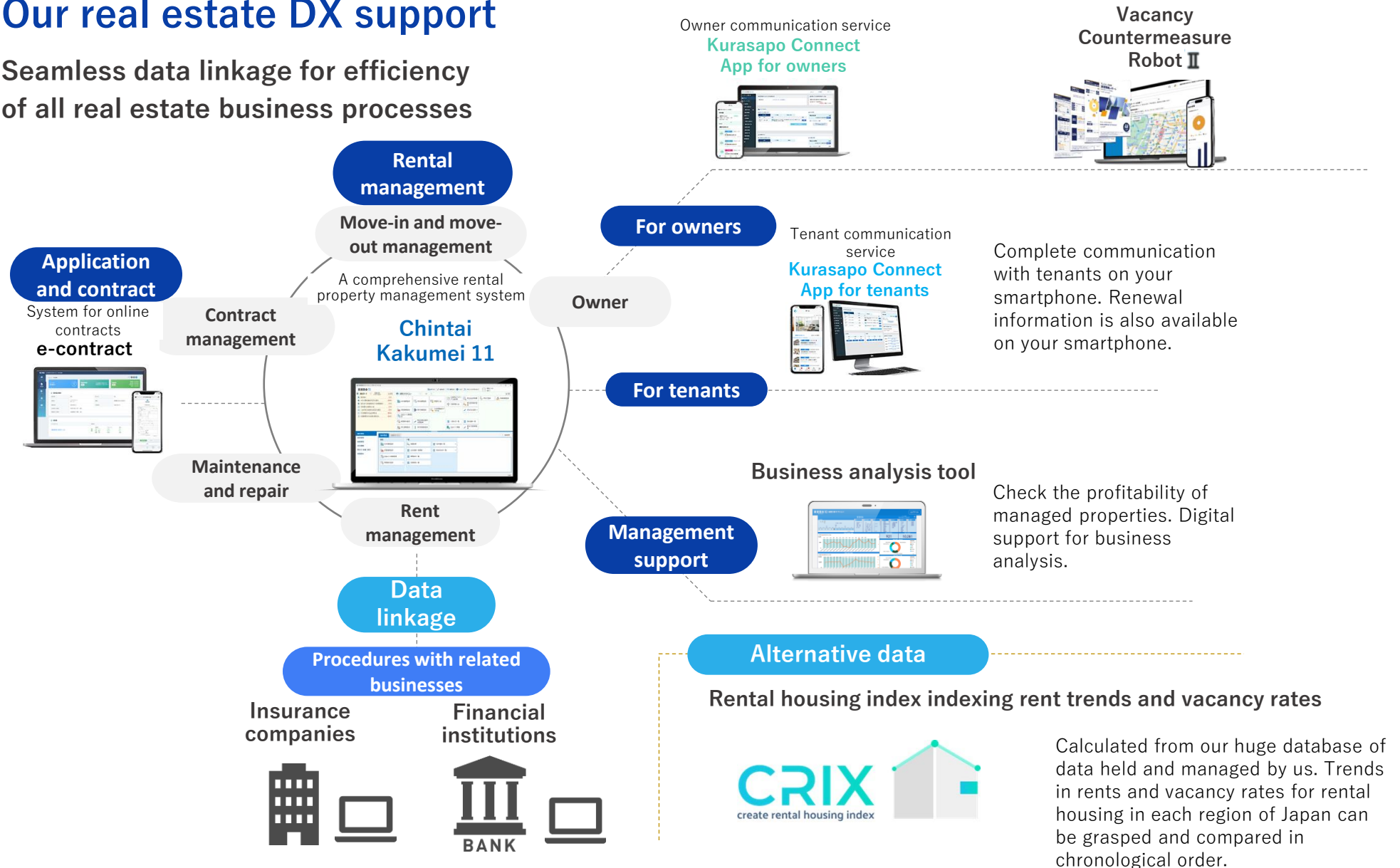
Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes

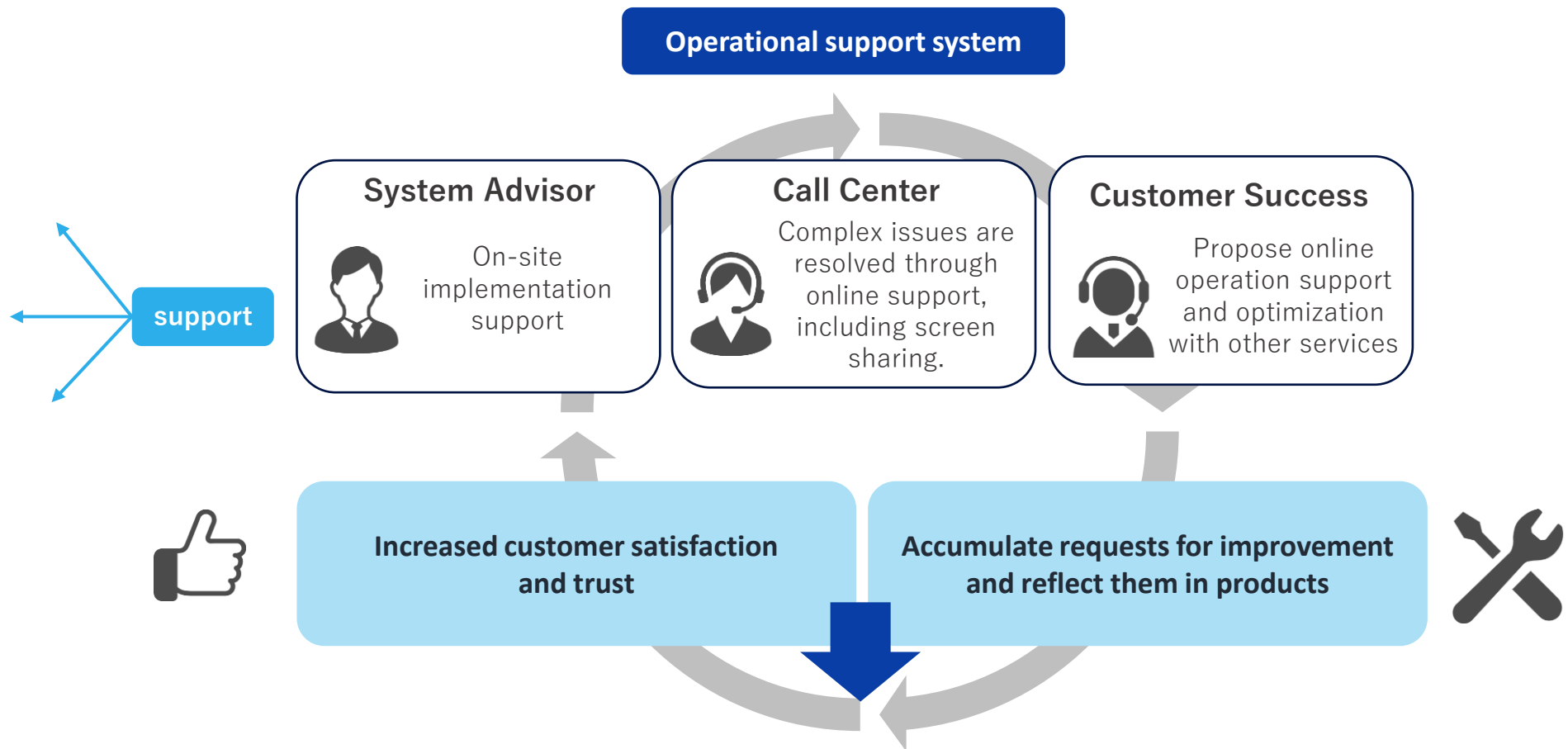


Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes



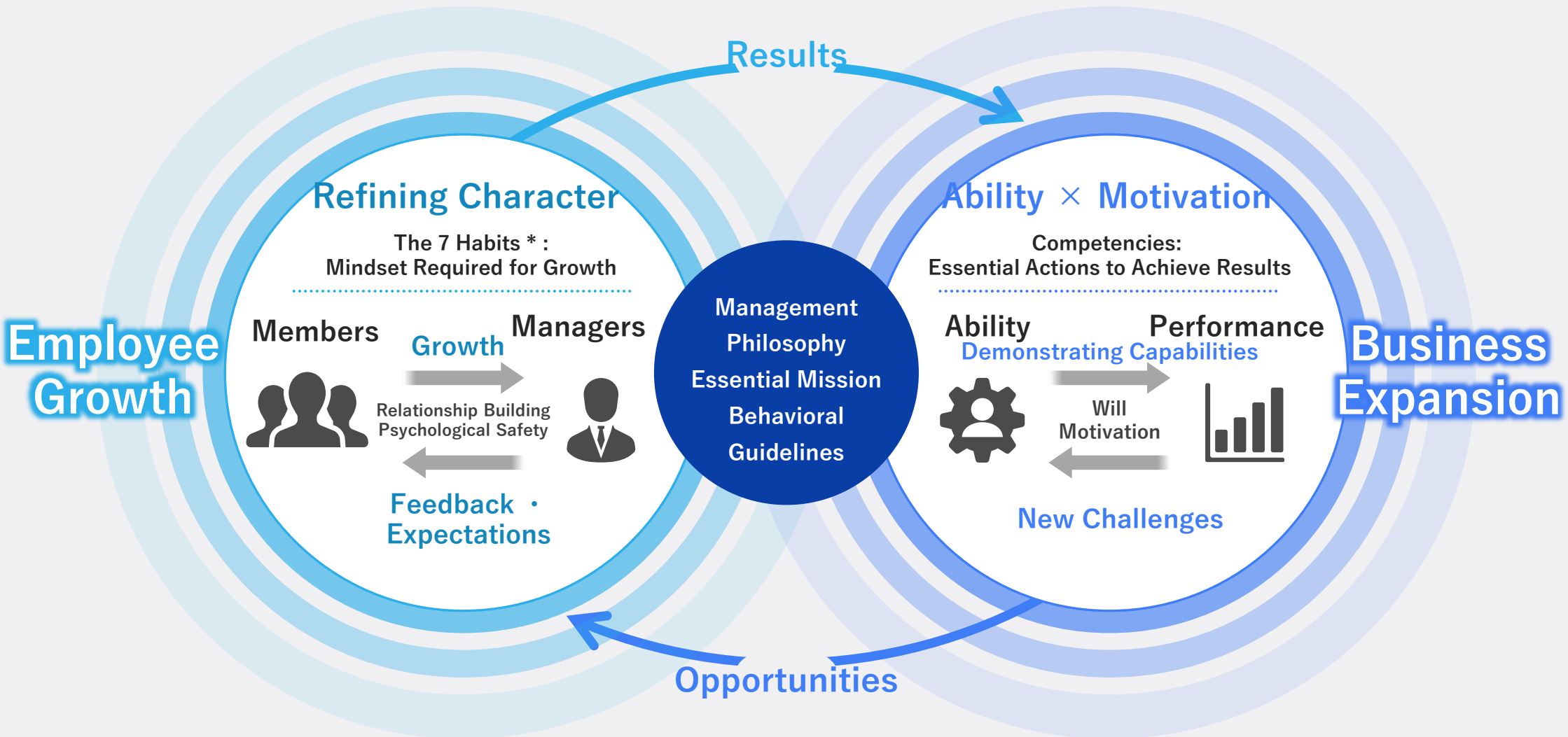
Long-term customer support through operational assistance support and product improvements to maintain low churn rate



Maintain long-term customer support and low Churn rate

Human Resource Strategy

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



Human Capital

Launched a Three-Year Plan to Promote Empowering All Employees Enhancing Training Programs and Establishing a New HR System

New HR System



- **Rollout of the 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 Advisor Section) to better leverage employee capabilities.
- **Career 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.
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