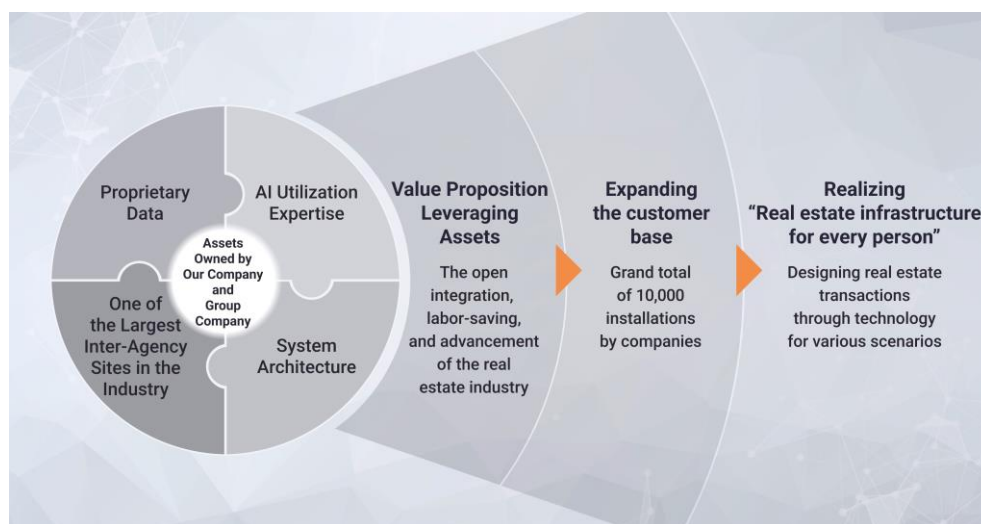


February 13th, 2025
GA technologies Co.,Ltd

ITANDI, Transforming from SaaS to an open platform, aiming for a total of 10,000 companies through the utilization of AI and data.

Developing a technology strategy aimed at realizing "real estate infrastructure for every person".

GA technologies Co., Ltd. (headquarters: Minato Ward, Tokyo; CEO: Ryo Higuchi; stock code: 3491; hereinafter referred to as "the Company"), a group company of GA technologies, Inc., has developed a technology strategy (hereinafter referred to as "this strategy") through its subsidiary, ITANDI Inc., which aims to streamline real estate transactions with technology. This strategy aims to maximize the assets held by ITANDI and its group companies to build an open platform that various related businesses can utilize and collaborate with, going beyond the framework of traditional SaaS. By doing so, ITANDI aims to provide value to an enlarged number of people and promote the open integration, labor-saving, and advancement of the entire real estate industry, with the goal of achieving a total of 10,000 companies adopting the systems provided by ITANDI and its group companies.



◆ Assets held by ITANDI and its group companies

1. Extensive real estate transaction data

ITANDI possesses unique and abundant data in the industry, including contract data from its tenant application system, which processes over 1 million online tenant applications annually¹, real-time listing information related to rental properties, and big data on real estate accumulated by group company, Mercury Inc., for more than 30 years.

2. AI Utilization Expertise

The company has a team by the name of "AISC (Advanced Innovation Strategy Center)" that focuses on research and development centered around the utilization of AI and data in real estate transactions. The team possesses advanced technologies in machine learning and data analysis, which is leveraged to enhance the efficiency and advancement of real estate-related operations.

3. Highly scalable and interconnected system architecture

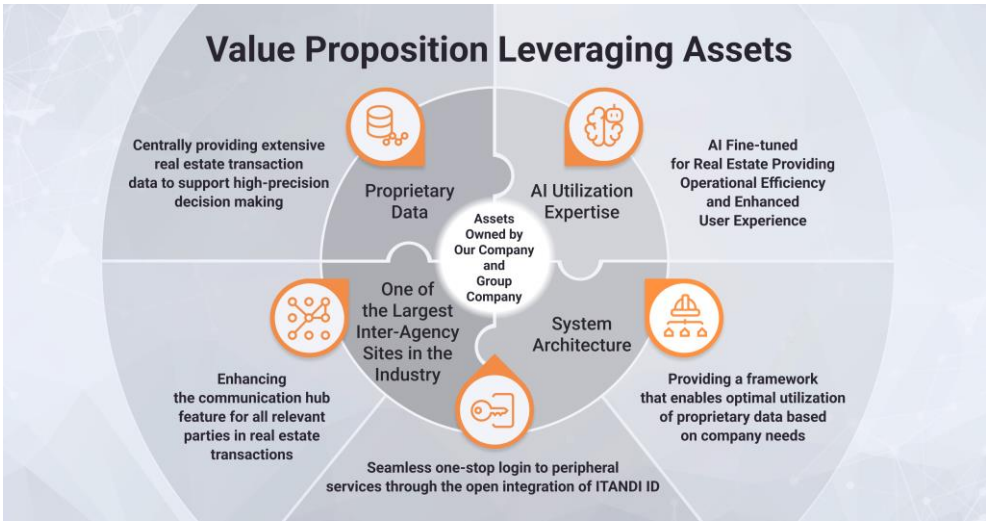
ITANDI's system employs a system architecture with high scalability and interconnectivity. This allows for collaboration with other services using ITANDI accounts. Additionally, by decoupling data and business flows (maintaining a high degree of independence), ITANDI enables flexible data utilization. Furthermore, by implementing streaming technology, ITANDI achieves real-time data integration, facilitating rapid and accurate information sharing.

4. One of the largest inter-agency sites in the industry

ITANDI operates "ITANDI BB," a real-time inter-company site that is utilized by real estate rental agencies in the Tokyo metropolitan area (hereinafter referred to as "rental agencies") as a tool for collecting property information. It is the second most utilized site after "REINS," which is operated by the real estate distribution organization designated by the Minister of Land, Infrastructure, Transport and Tourism². Approximately 90,000 brokerage offices have used this extensive network, which functions as a communication hub in real estate transactions.

◆Value Proposition Leveraging Assets

In order to realize a seamless user experience and day-to-day operations, ITANDI leverages these assets. Its value proposition is listed below.



1. Provision of data-enabled high precision decision-making and overall data

Utilizing proprietary data, ITANDI supports the various decision making processes related to real estate operations. For example, ITANDI aggregates valuable pieces of data essential to real estate operations such as rental properties listing data, contract data, and big data derived from the group company. In turn, ITANDI lessens the burden of real estate operations while supporting high-precision decision-making.

2. Streamlined operations enabled by AI and provision of AI agent features

By implementing AI technology that is fine-tuned for real estate operations, ITANDI streamlines routine processes like contract procedures, document creation and management, enabling real estate companies to focus on higher-value operations. Moreover, by deploying AI agents already used in other industries, ITANDI automates customer interactions and property search, further enhancing the transaction experience for both end user and brokerage.

3. Optimal data utilization tailored to needs and situations

By leveraging a flexible system architecture, ITANDI enables optimal data utilization tailored to each company's needs and circumstances. This includes building client-facing data warehouses and instantly reflecting necessary data. As a result, ITANDI facilitates customized analysis and service deployment, supporting the creation of new value for users.

4. Communications hub for real estate companies and surrounding areas

Leveraging the extensive network of “ITANDI BB”, ITANDI facilitates seamless data and procedural integration with insurance companies, guarantors, and utility-related businesses, strengthening its role as a communication hub that connects various stakeholders in real estate transactions. Furthermore, by transforming this network into an open platform accessible to a wide range of companies—including those from other industries—ITANDI aims to enhance operational efficiency and drive new value creation.

5. Enabling seamless use of third-party systems through OpenID

Through ITANDI ID's open integration, ITANDI users can freely log in to peripheral services with a singular account. As a result, this enhances convenience for end users while enabling centralized account management.

ITANDI leverages technology—starting with the initiatives mentioned above—to deliver value to a broader audience while catalyzing the real estate industry's open integration, simplification, and advancement. Beyond offering SaaS solutions, ITANDI is committed to establishing an open platform that enables seamless collaboration among various stakeholders, both within and beyond the real estate sector. Through these efforts, ITANDI, along with the group company, strives to accumulate 10,000 companies as system users.

1. Target period: April 1, 2023, to March 31, 2024.

2. According to Leasing Management Consulting Co., Ltd.: Latest Needs and Trends 2024 in Rental Residential Real Estate Market with Focus on Peak Season of Relocation

https://lmc-c.co.jp/wp/wp-content/uploads/2024/08/lmc_release_20240821.pdf

◆ Profile of ITANDI

Company name: ITANDI, Inc.

Representative: Akihiro Nagashima

URL: <https://www.itandi.co.jp/>

Headquarters: Sumitomo Fudosan Roppongi Grand Tower 42F, 3-2-1 Roppongi, Minato-ku, Tokyo

Established: Jun, 2012

Business description:

- Development and operation of the ITANDI BB real-time website for real estate agents
- Development and operation of the ITANDI BB+ suite of DX services for real estate rental operations

◆ Profile of GA technologies Co., Ltd.

Company name: GA technologies Co., Ltd.

Representative: Ryo Higuchi

Website link: <https://www.ga-tech.co.jp/>

Headquarters: Sumitomo Fudosan Roppongi Grand Tower, 40F, 3-2-1 Roppongi, Minato City, Tokyo

Established: March, 2013

Businesses Description:

- Development and operation of the AI real estate investment service “RENOSY”
- Development of SaaS based BtoB PropTech products

Major Group Companies: ITANDI Inc., Shenjumiausuan Inc., Spica Consulting Inc., RW OpCo, LLC, and total of 55 companies.