



DIGITAL TRANSFORMATION

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

August 12, 2025

Japan PropTech Co.,Ltd

Stock Code : 4054



To Our Shareholders and Stakeholders,

On May 28, 2025, during the integration of our “FudosanBB” and “ReaPro” systems, data inconsistencies occurred, causing significant inconvenience and concern to our customers and, by extension, our shareholders. We sincerely apologize for this.

Since reverting the systems on June 18, **both “ReaProBB” (formerly “FudosanBB”) and “ReaPro” have been operating stably**, and we continue working to expand our share in each area.

Although the timing of re-integration has not yet been determined, we will continue to ensure the stable operation of both systems, enhance their true value as industry-wide systems, and strive to restore customer trust.

There are no changes to our basic policy regarding the growth strategy for intermediary solutions centered on the industry-wide distribution services **“ReaProBB”** and **“ReaPro.”**

For details on our future policies, please refer to “Medium-Term Growth Strategy and Key Measures” on page 16 of this presentation.

Sales and profits both reached record highs,
with operating profit up 41.5% YoY, maintaining the growth trend.

(Millions of yen)		Organic Results	Include contributions from mergers	Progress
Net sales	<div>31 consecutive years of revenue growth since founding</div> <div>5,075</div> <div>YoY + 14.4%</div>	4,893	182	101.5%
Operating profit	<div>About 1.4x YoY</div> <div>1,004</div> <div>YoY + 41.5%</div>	938	65	100.4%
Profit	<div>About 1.5x YoY</div> <div>628</div> <div>YoY + 46.4%</div>	※Profit is not displayed as it is difficult to provide a breakdown due to accounting treatment		100.7%

Steady growth in stock sales

Steady growth in stock sales through monthly charges, which account for a large proportion of sales.
YoY + 22.7%

FY6/25 **¥ 3,995 million**

(FY6/24 : 3,257million)

Cancellation rate stable at low levels

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

FY6/25 **0.4 %**

(FY6/24 : 0.5%)

※Cancellation rate refers to the average monthly cancellation rate, while the monthly cancellation rate refers to the percentage of the monthly amount billed under existing contracts that decreased as a result of cancellation.

Contents

FY6/25 Financial Highlights	P.6
Medium- to Long-Term Growth Strategy and Key Initiatives	P.16
FY6/26 Earnings Forecast	P.28
Shareholder Returns	P.30
Appendix	P.33

Contents

FY6/25 Financial Highlights	P.6
Medium- to Long-Term Growth Strategy and Key Initiatives	P.16
FY6/26 Earnings Forecast	P.28
Shareholder Returns	P.30
Appendix	P.33

FY6/25 Financial Highlights | PL Summary

Brokerage solutions saw a 20.4% revenue increase, while property management solutions grew by approximately 10.7%, leading to significant net sales growth.

Stock-based revenue grew steadily, driving a 14.4% year-on-year increase in sales, a 41.5% year-on-year increase in operating profit, and a 3.8-point improvement in the operating profit margin.

(Millions of yen)	FY6/24	FY6/25	YoY change	Full year plan	Explanation
Net sales	4,436	5,075	+14.4%	5,000	Full-year net sales reached a record high.
Brokerage solutions	1,650	1,987	+20.4%	-	Expanded brokerage services centered on ReaPro, implementing upselling and cross-selling initiatives.
Property management solutions	2,740	3,033	+10.7%	-	Upselling of “Chintai Kakumei” to both new and existing customers also contributed. Stock-based revenue continued to accumulate and increase steadily.
Gross profit	2,907	3,527	+21.3%	-	Net sales growth and cost control in COGS led to an increase in gross profit, maintaining a steady upward trend.
Gross profit margin	65.5%	69.5%	+4.0pt	-	
Operating profit	709	1,004	+41.5%	1,000	Net sales growth and SG&A cost control also contributed to a continuous upward trend.
Operating profit margin	16.0%	19.8%	+3.8pt	20.0%	The operating margin increased significantly, rising by 3.8 percentage points year-on-year.
EBITDA	1,133	1,361	+20.1%	-	
EBITDA margin	25.5%	26.8%	+1.3pt	-	
Ordinary profit	740	1,003	+35.5%	1,002	
Profit attributable to owners of parent	428	628	+46.4%	624	

Brokerage solutions is sales of brokerage support services provided to real estate brokers.

Property management solutions is sales of administration support services provided to rental management companies.

In 4Q, net sales from property management solutions increased significantly due to seasonal factors. Operating profit also progressed in line with the plan each quarter.

(Millions of yen)	FY6/24				FY6/25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	968	1,061	1,040	1,366	1,410	1,238	1,066	1,360
Brokerage solutions	385	404	410	450	647	457	469	413
Property management solutions	572	645	618	903	749	768	583	931
Operating profit	74	186	133	314	319	270	137	278
Operating profit margin	7.7%	17.6%	12.9%	23.0%	22.6%	21.8%	12.9%	20.4%
Ordinary profit	73	189	133	344	306	279	142	276
Profit attributable to owners of parent	42	122	77	186	173	201	94	160

Brokerage solutions is sales of brokerage support services provided to real estate brokers.

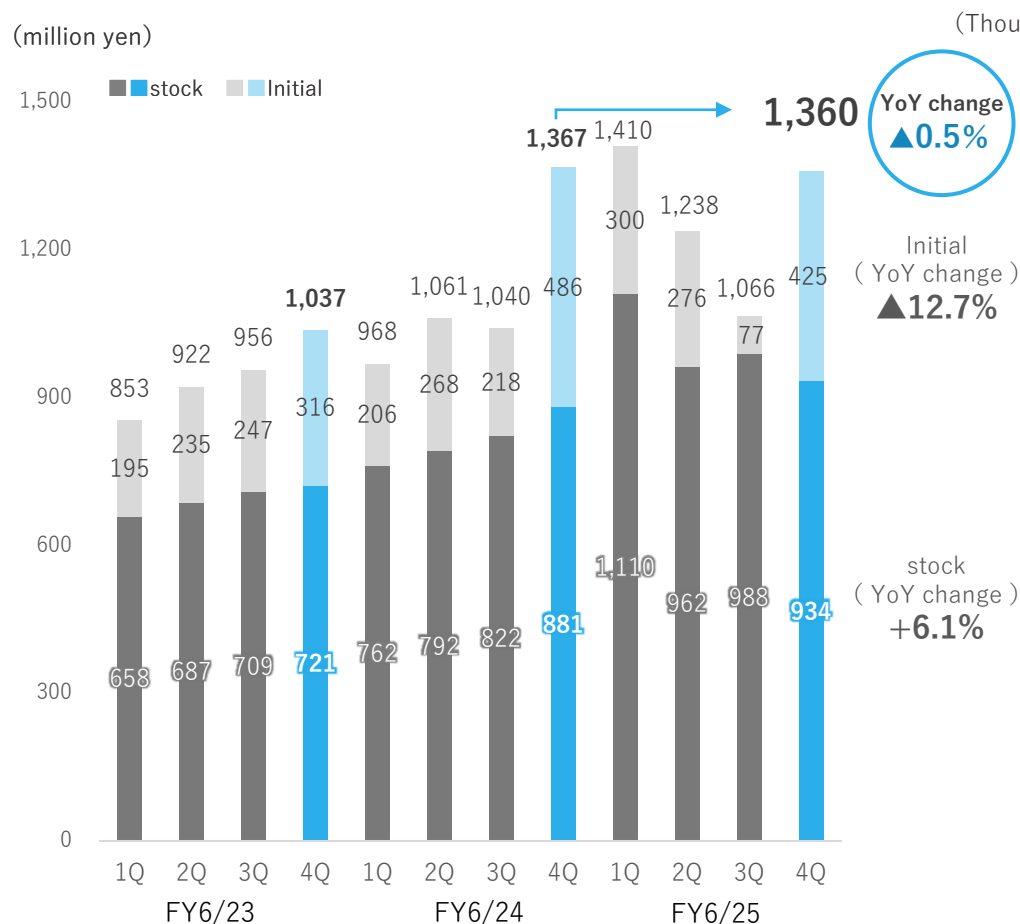
Property management solutions is sales of administration support services provided to rental management companies.

Both stock sales and MRR trends remained steady.

Despite the impact of the change in ReaProBB's release schedule, steady growth achieved.

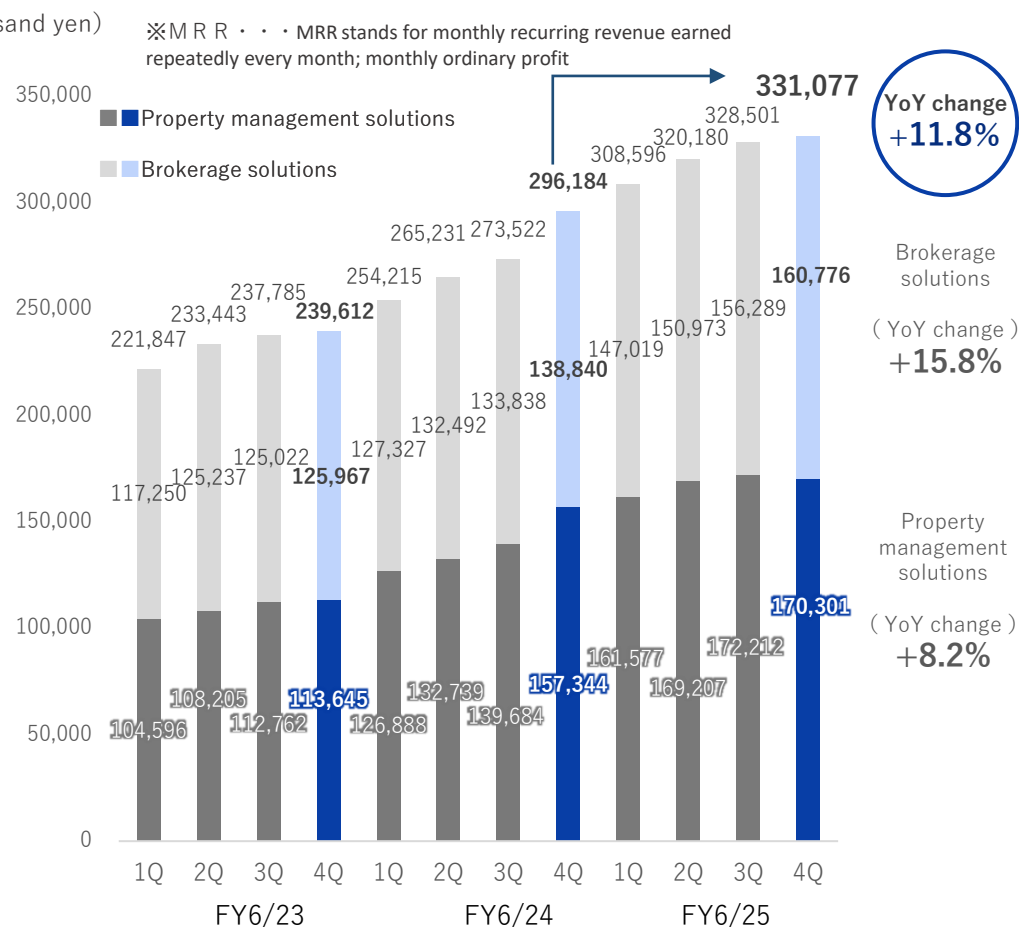
Changes in stock and initial sales

4Q stock sales increased 6.1% year-on-year, securing stable revenue.
Note: A one-month refund for ReaProBB that occurred in 4Q resulted in a decrease compared with 3Q, but the impact is temporary.



Growth of Monthly Recurring Revenue

Both brokerage and property management solutions expanded steadily.
Note: The one-month refund for ReaProBB in 4Q was a temporary measure and is not deducted from the MRR figures shown



The churn rate remained low at 0.4%.
Sales personnel increased steadily.

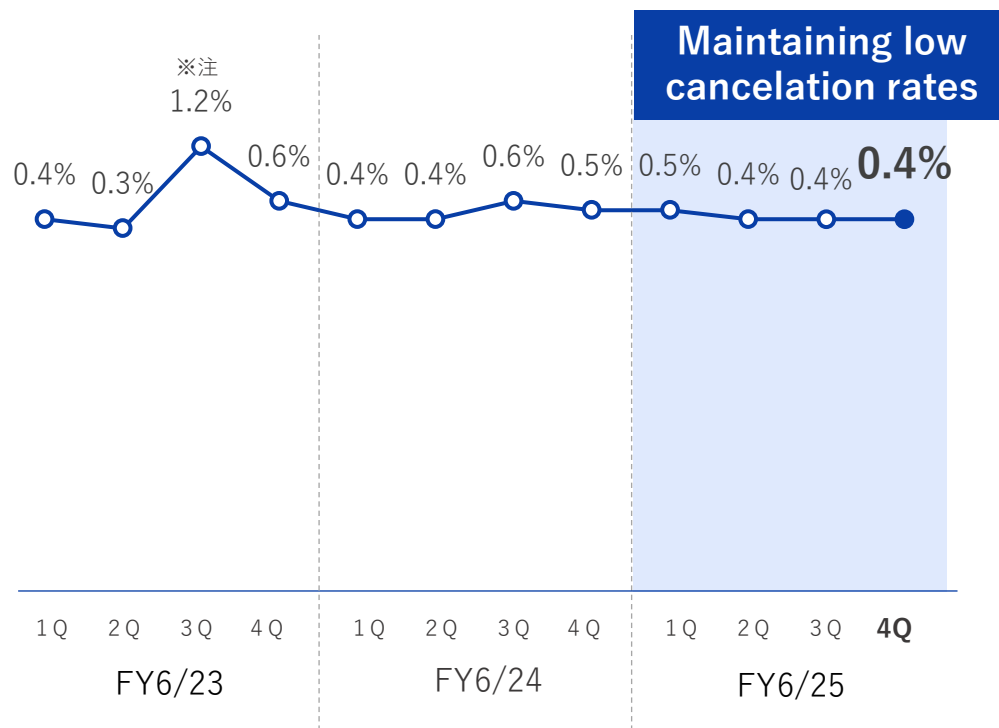
■ Cancellation Rate

(average monthly cancellation rate)

※Monthly cancellation rate: Percentage of the monthly amount decreased due to cancellation in the monthly billings of existing contracts.

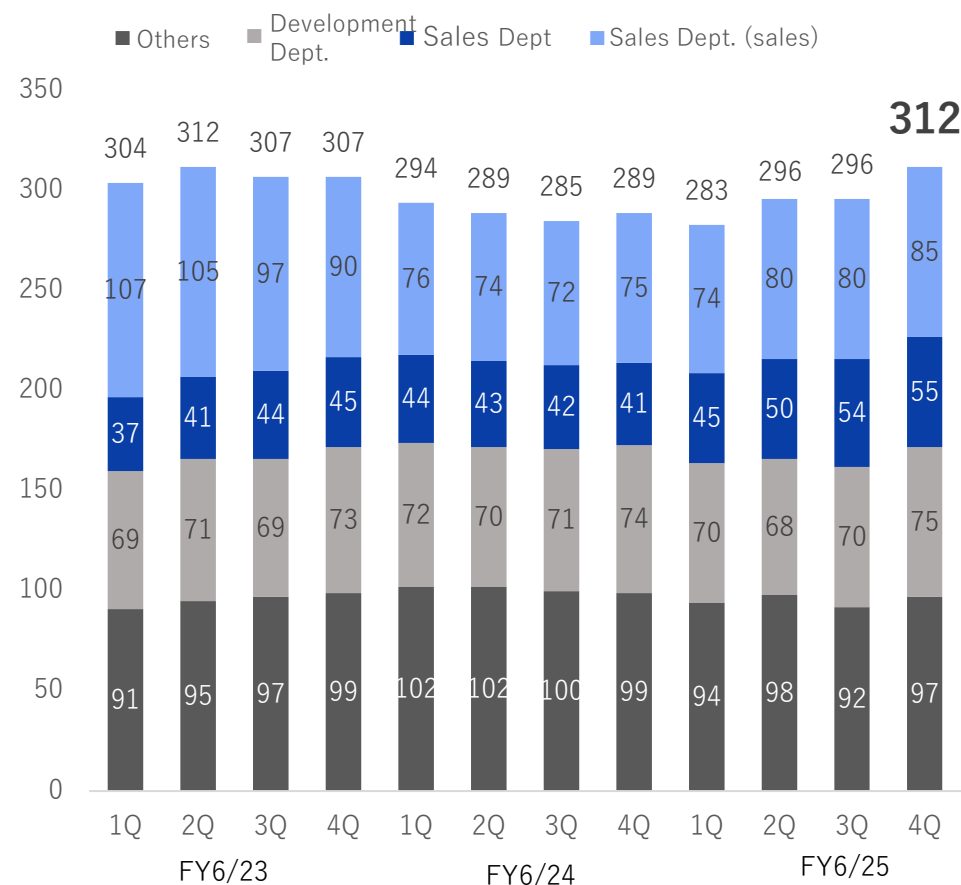
Average annual monthly cancellation rate

FY2025 : 0.4%



■ Number of Full-time Employees

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



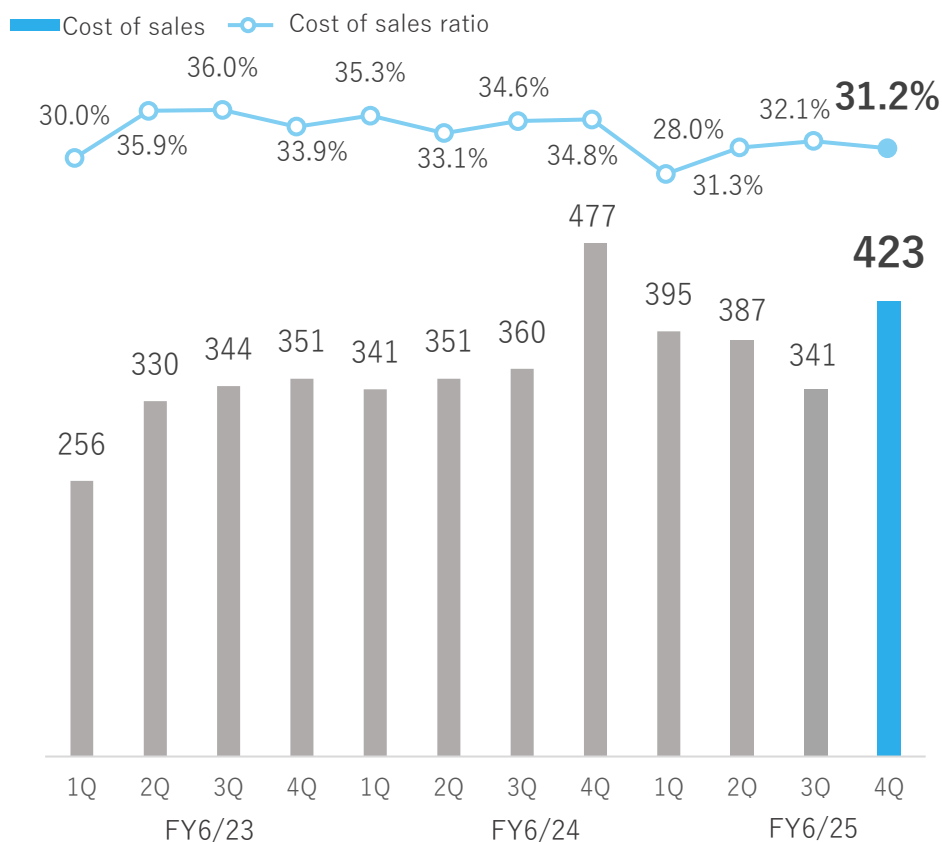
※The increase in the cancellation rate in FY6/24 is due to a temporary increase in the monthly cancellation rate due to the end of the provision of dedicated services to one specific user company in January 2023. After that, it returns to normal level.

Both cost of sales ratio and SG&A ratio remained stable.

Cost of sales

The cost of sales ratio remained stable throughout the year. We will continue to control expenses going forward.

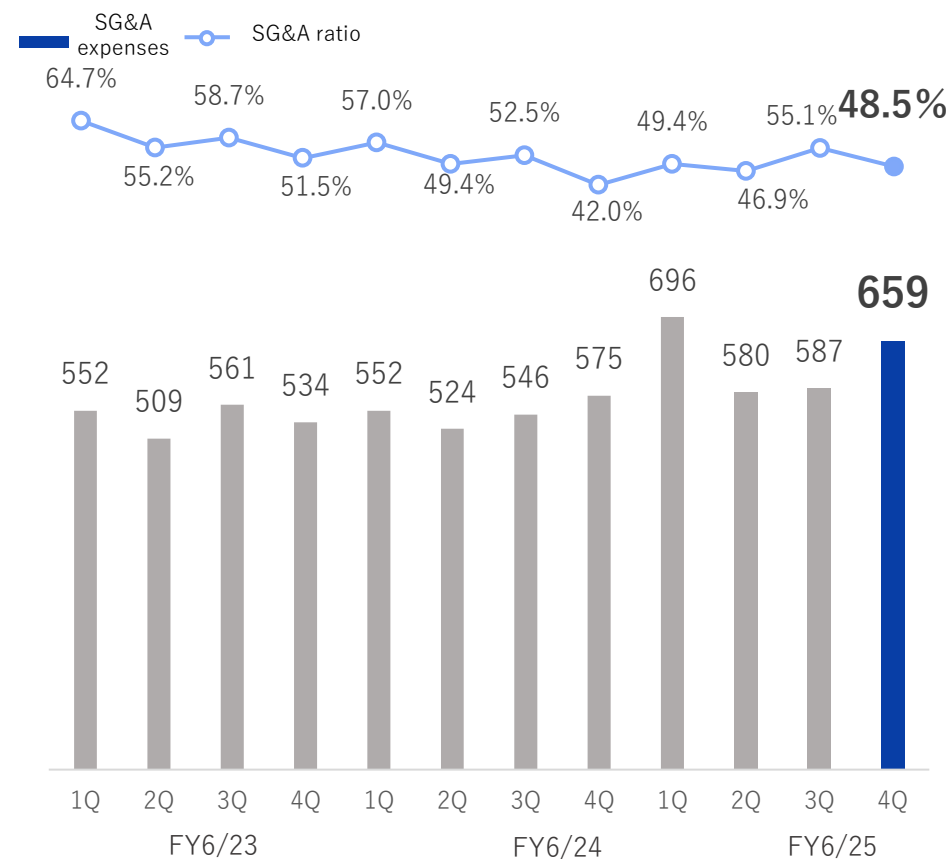
(million yen)



SG&A expenses

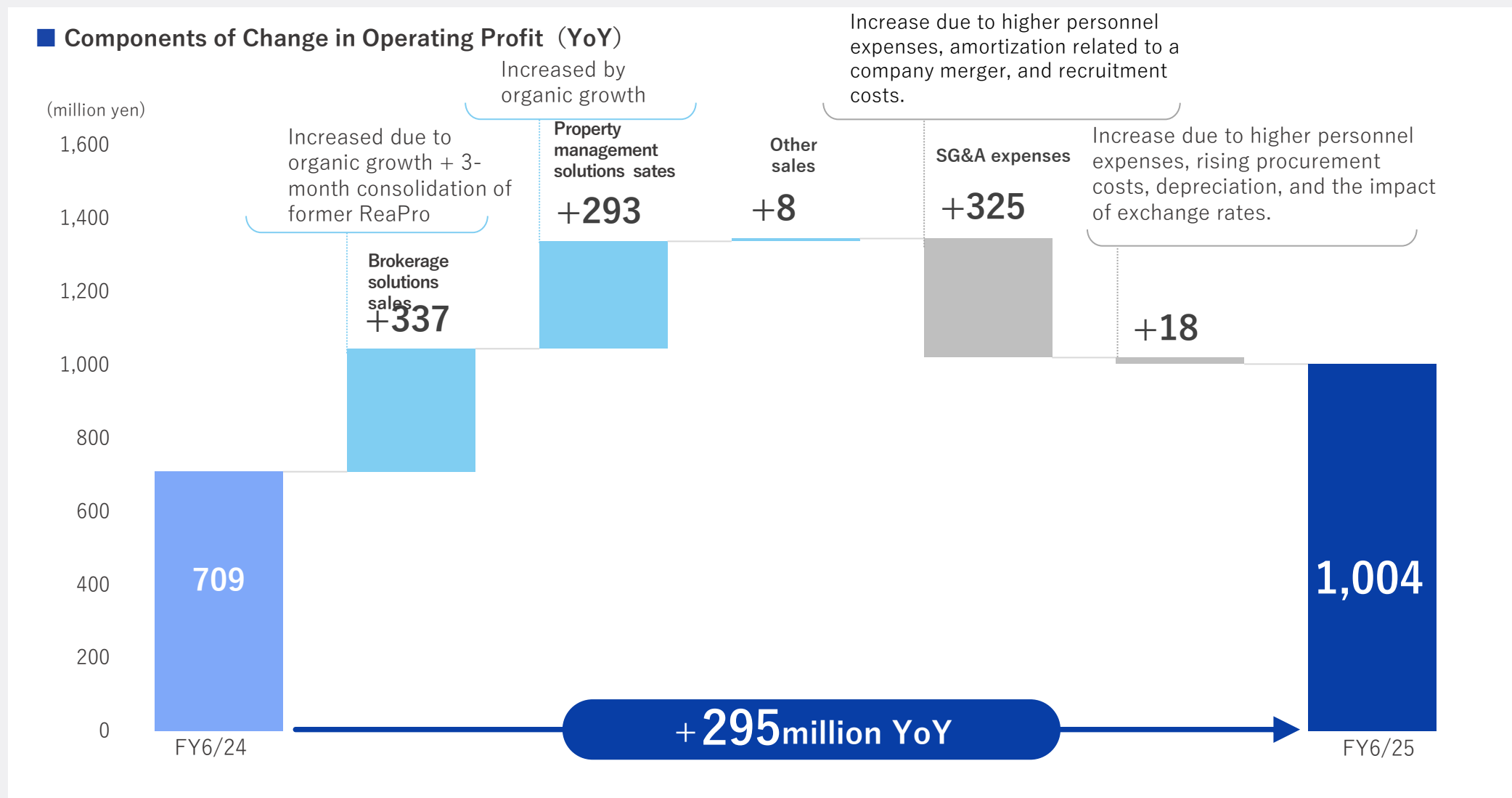
Improved productivity kept the SG&A ratio at a consistent level. In 4Q, expenses and personnel costs increased due to year-end accounting activities.

(million yen)



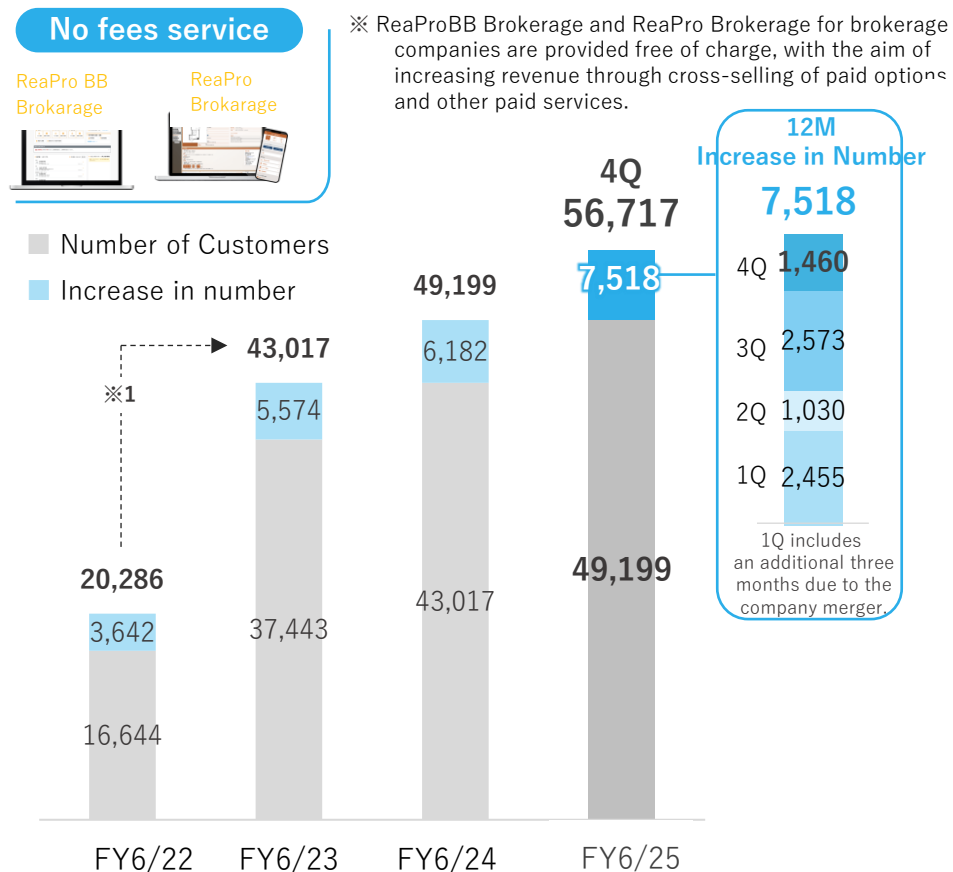
FY6/25 Financial Highlights | Components of Change in Operating Profit

Although SG&A expenses and cost of sales increased, the rise in revenue offset these increases, leading to a significant YoY increase of **+41.5% in operating profit**.

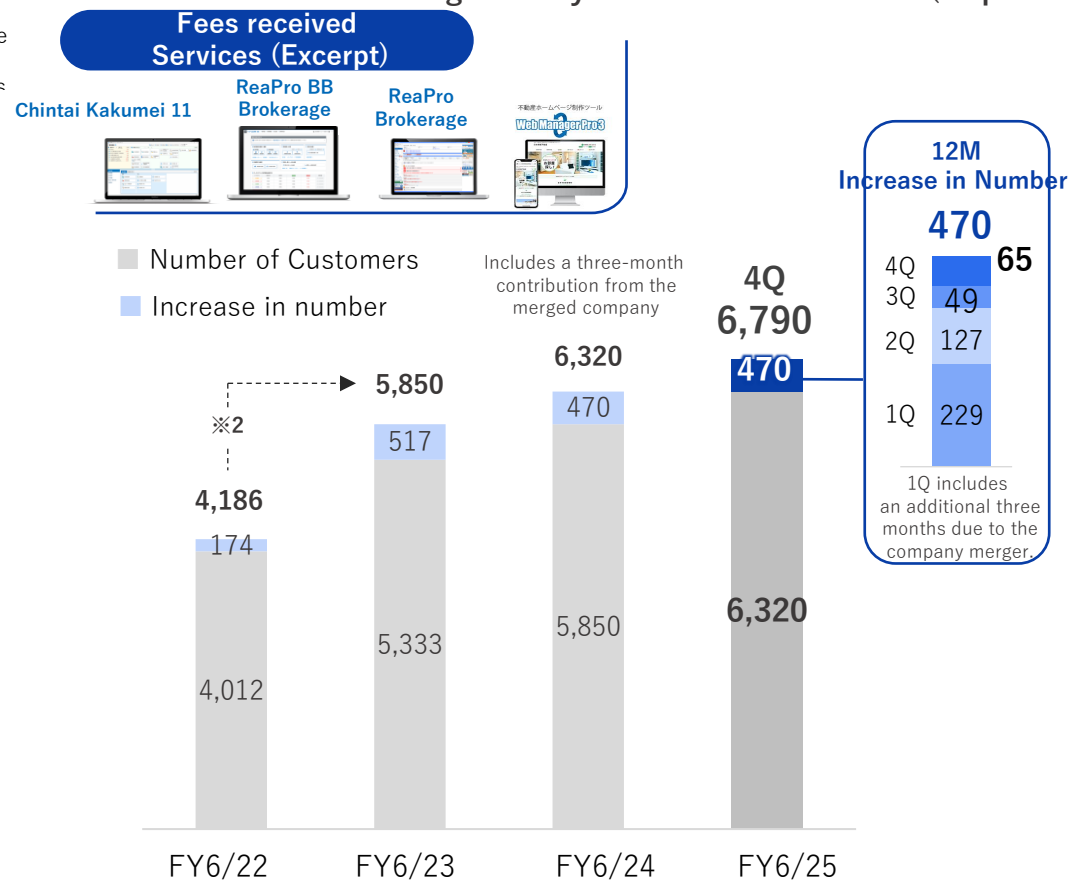


The number of customers using the free service continued to grow steadily,
The number of paying service customers also remained stable.

Number of clients of the B-to-B property listing service (No fees)



Number of customers using monthly Fees received services (all products)



※ 1 : Increase in the number of existing establishments at the beginning of FY6/23Add-on of 17,157 establishments (excluding overlap with Fudosan BB), which are existing clients of ReaPro Brokerage (free of charge), which was integrated into the management of 20,286 establishments at the end of FY6/22.

※ 1 : Increase in the number of existing establishments at the beginning of FY6/23Add-on of 1,147 business offices (excluding overlap with our paid customers), which are existing customers of ReaPro Management (paid), integrated into the 4,186 business offices at the end of FY6/22.

The number of customers using e-Apartment Application and e-contract service also remained stable.

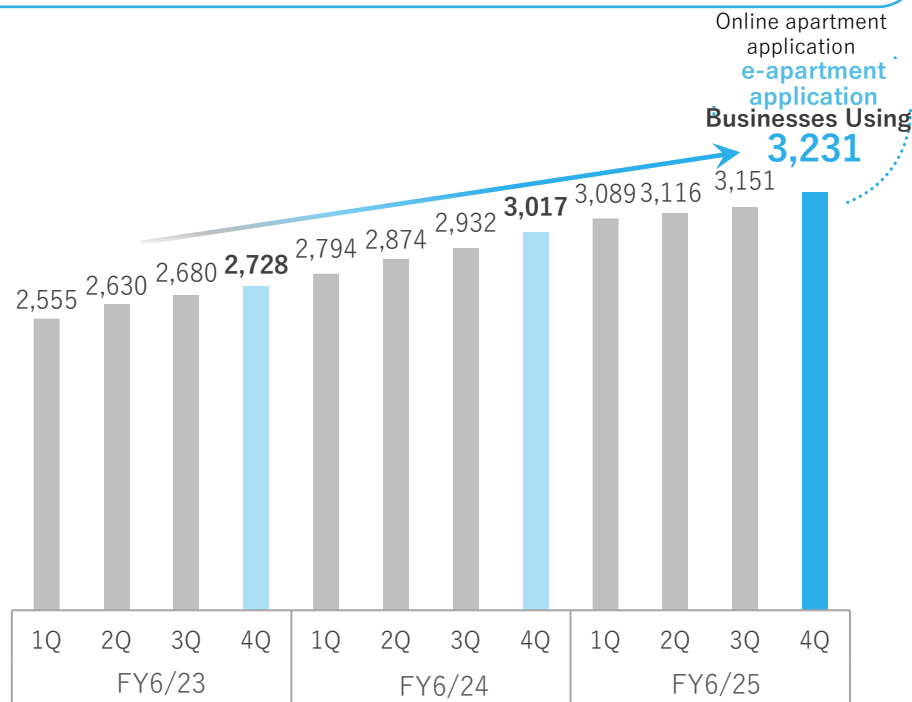
Aim to further expand market share.

Businesses Using the e-Apartment Application Service (Cumulative)

Online apartment application
e-apartment application



The e-apartment application is a service for rental property management companies that allows the entire application process to be completed online, a **pre-contract step**. There is no need for handwritten applications, facsimile transmissions or telephone calls, which results in much higher productivity for these companies.



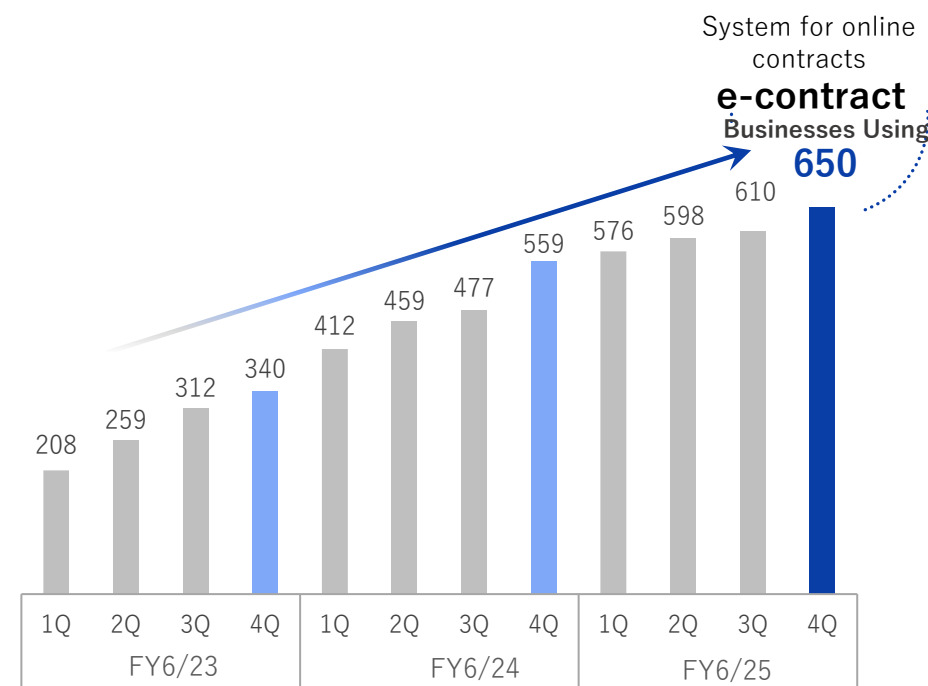
Businesses Using the the e-contract service (Cumulative)

System for online contracts
e-contract



Amended Law Enacted May 2022

Since May 2022, fully online real estate contracts are possible due to amendments to the Home Building Business Law. The e-contract service eliminates the need for face-to-face meetings and the use of postal mail to send contracts. All steps can be performed online.



“Chintai Kakumei 11” to be Released on August 1, 2025

Featuring business automation functions with greatly improved usability

Aiming to Acquire New Customers and Expand Market Share

Service Overview

The latest version of our real estate management business support software, *Chintai Kakumei* series. Equipped with business automation features that significantly reduce the burden of complex tasks in rental property management.

The banner features a blue background with a blurred office scene. At the top, it says '賃貸管理業務のさらなる効率化を実現!' (Achieving even greater efficiency in rental management business!). Below this, '賃貸革命11' (Rental Revolution 11) is prominently displayed in large white and blue characters, followed by '2025年8月1日リリース' (Released August 1, 2025). A smaller text box says '8年ぶり、待望のバージョンアップ!!' (8-year wait, long-awaited version update!!). On the right, a laptop shows the software interface. At the bottom left, it says '8月1日 正式リリース!' (Official release August 1st!). At the bottom right, the 'CREATE' logo and '日本情報クリエイト株式会社' (Japan Information Create Co., Ltd.) are visible.

賃貸管理業務のさらなる効率化を実現!

賃貸革命11 8年ぶり、待望のバージョンアップ!!

2025年8月1日リリース

8月1日 正式リリース!

賃貸革命11 不動産管理業務支援ソフト「賃貸革命」シリーズ最新版

CREATE 日本情報クリエイト株式会社

Key New Features

- Functions to prevent operational errors and information-sharing oversights
- Automatic quotation data import using AI OCR
- Excel data import
- Incorporates numerous customer requests, such as saving list search conditions, handling pro-rata rent payments, simplifying image registration, and improving CSV export functions

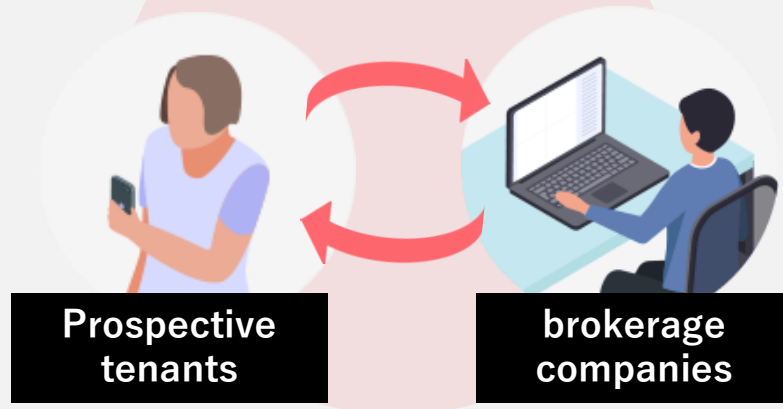
Contents

FY6/25 Financial Highlights	P.6
Medium- to Long-Term Growth Strategy and Key Initiatives	P.16
FY6/26 Earnings Forecast	P.28
Shareholder Returns	P.30
Appendix	P.33

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

Brokerage solutions business ReaPro business

Real Estate DX



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

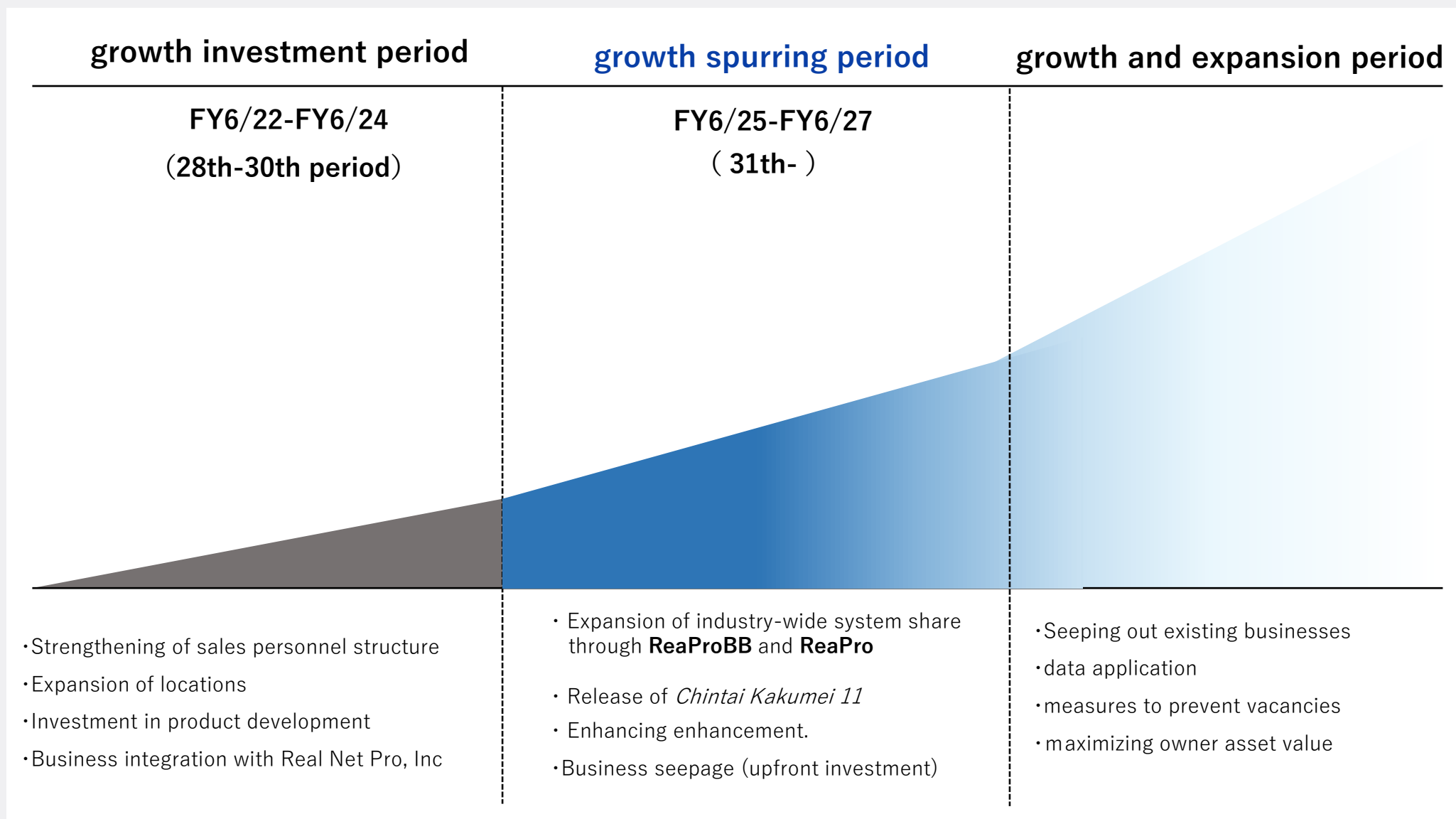
Property management solutions business

Real Estate DX



Reducing costs for property management companies Helping owners maximize asset value

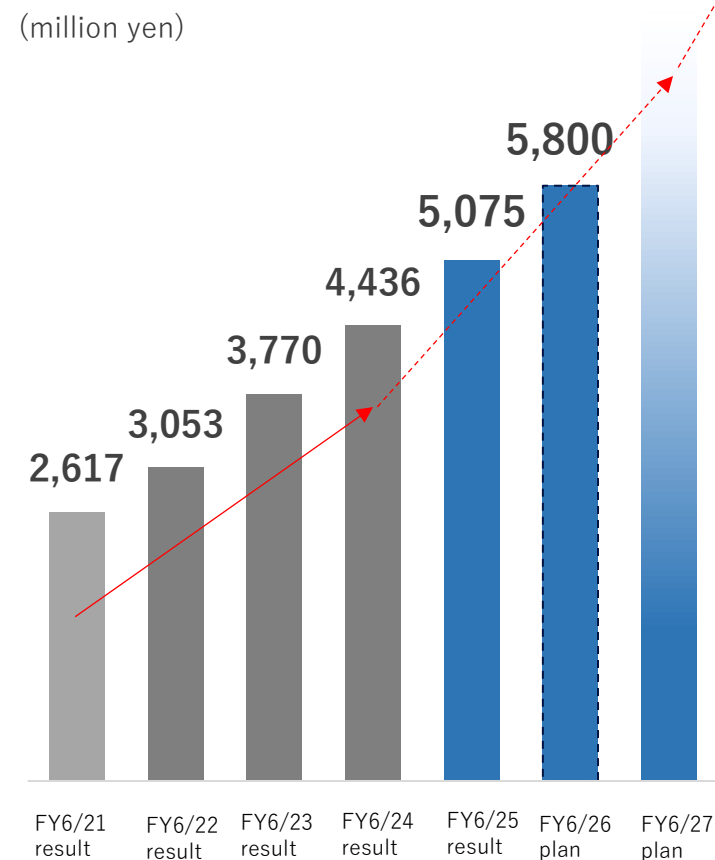
No change in the basic policy or direction for medium- to long-term growth



Regarding the Medium-Term Performance Outlook

In proceeding with the re-integration of ReaProBB, there are numerous factors that could affect future forecasts, making it inappropriate to present a precise performance outlook at this time. Accordingly, we have decided not to disclose numerical targets for the period ending June 2027 and beyond. Nevertheless, our medium-term growth strategy remains unchanged, and we will continue to pursue growth.

(million yen)	FY6/25		FY6/26	
	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%	-



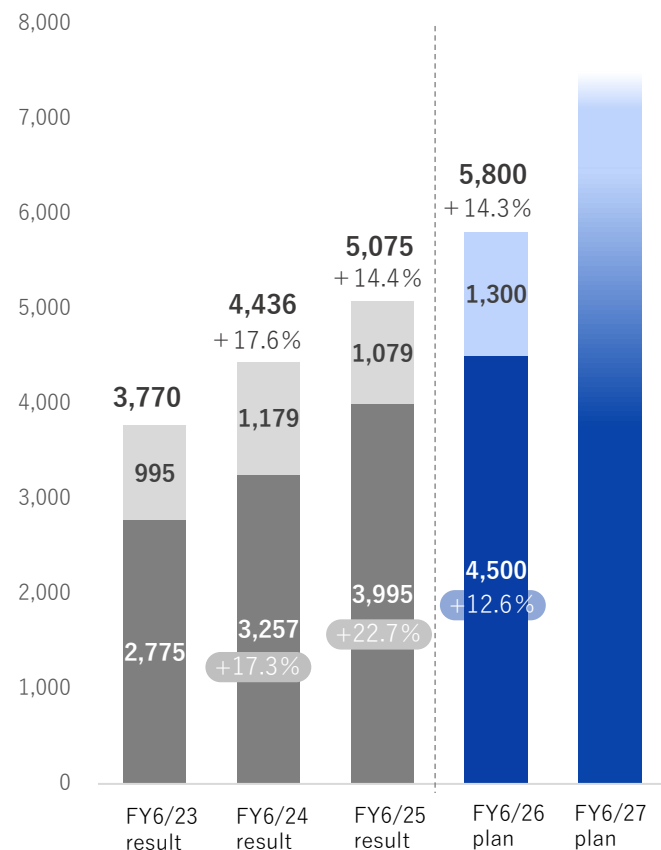
KPI Progress and Targets

In light of the review of the medium-term performance outlook due to the re-integration of ReaProBB, we will refrain from disclosing KPI plans for the period ending June 2027 and beyond. However, we will continue to pursue growth in line with our existing strategy.

Initial and stock sales plan

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

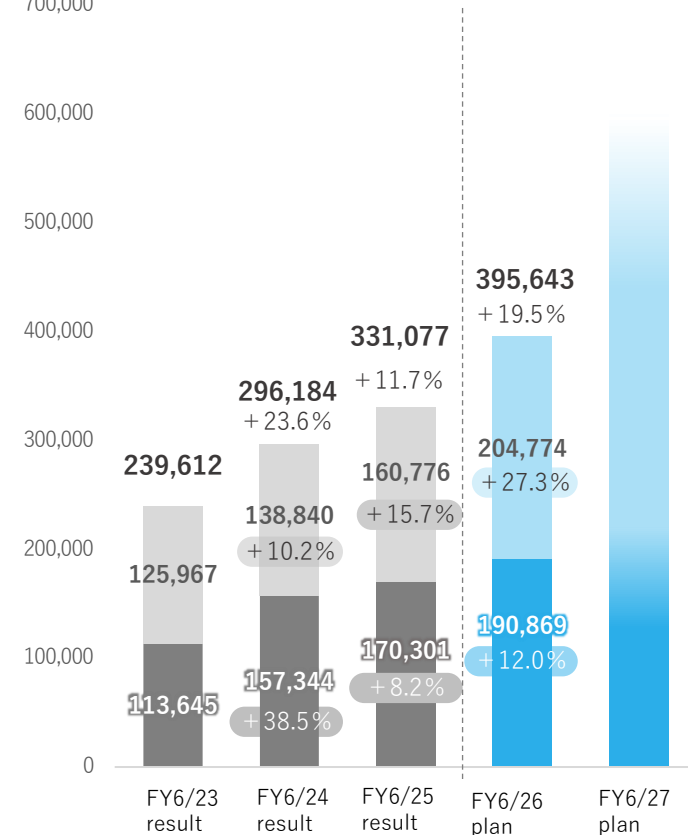
(million yen)



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.

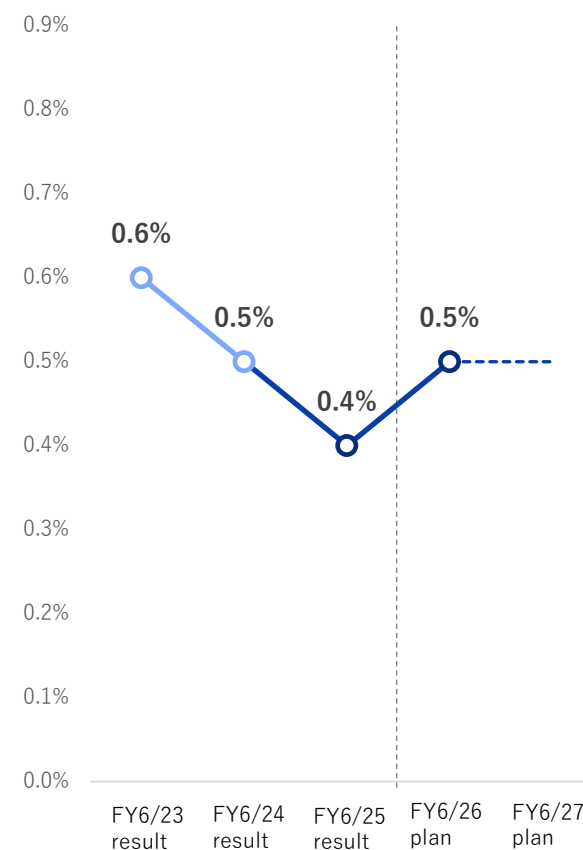
(thousand yen)



Cancellation Rate

Maintain low cancellation rates while increasing performance.

Focus on supporting customer occupancy.



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

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

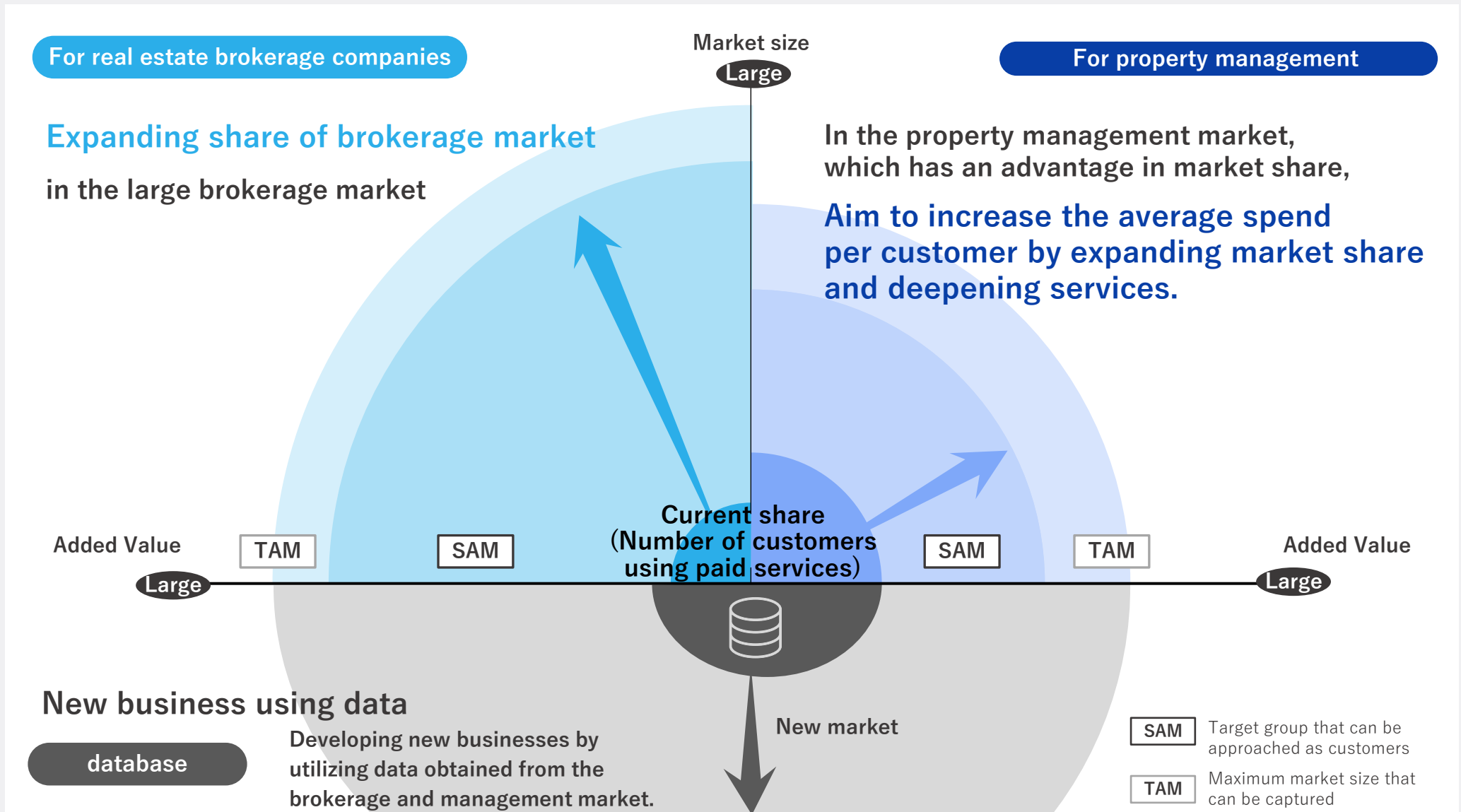


Low cancellation rate :

Maintain low churn rate of 0.4% despite continuous revenue growth

internal environment

Growth themes by market



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

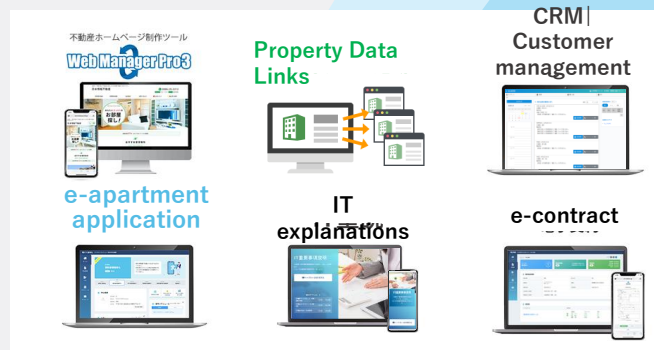
Market size
Large

Expanding share of brokerage market

Focus on expanding share in the large brokerage market

By integrating FudosanBB and ReaPro
Accelerate acquisition of intermediaries
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.

Property management solutions

Rental property management | Tenant/owner management | Business Analysis

For property management

Market Size

Large

Service development that takes advantage of high market share

Aim to improve unit price per customer by upgrading versions and providing further added value.

A comprehensive rental property management system

New

Chintai Kakumei 10

Chintai Kakumei 11



Kurasapo Connect App for owners



Kurasapo Connect App for tenants



Automatic production tool for Business analysis Report

賃貸単体LU
経営分析オプション



Owner Proposal AI Robo II



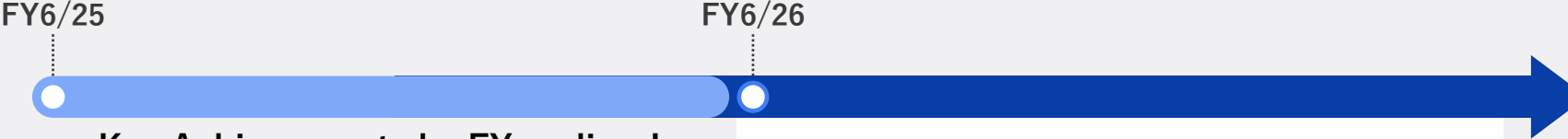
SAM

TAM

Added Value

Large

Market-Specific Growth Themes – Key Achievements and Future Initiatives

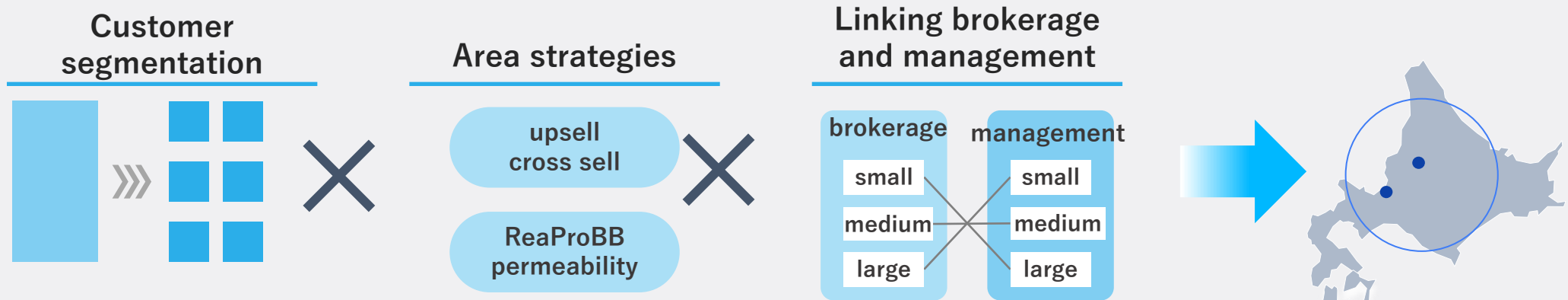


Growth Theme	Key Achievements by FY ending June 2025	Future Initiatives
market (for real estate brokerage firms)	<ul style="list-style-type: none"> - Number of businesses using the industry-wide property distribution services <i>FudosanBB</i> / <i>ReaPro</i> reached 55,257 (an increase of 6,058 from 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.

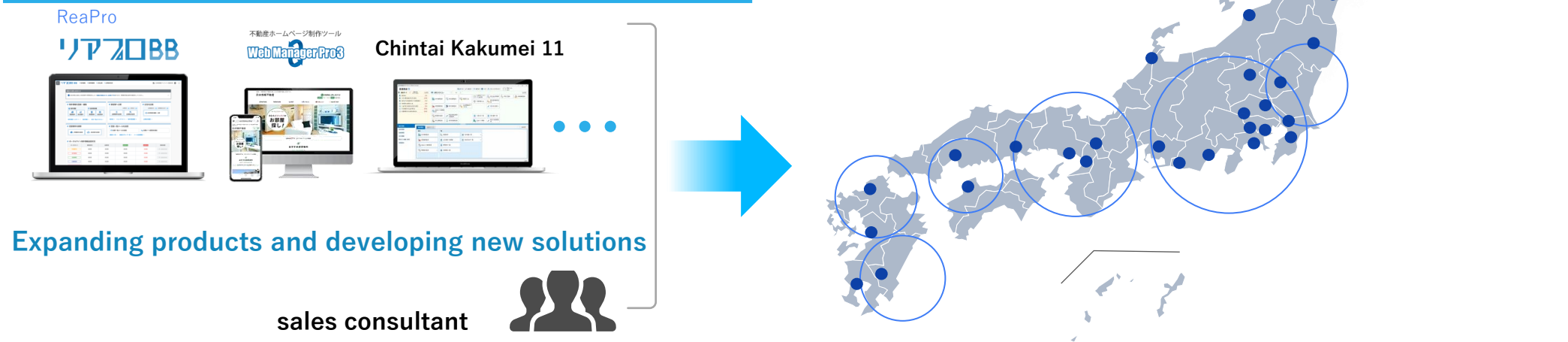
Sales Strategy

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



Towards a new business using data

New business using data

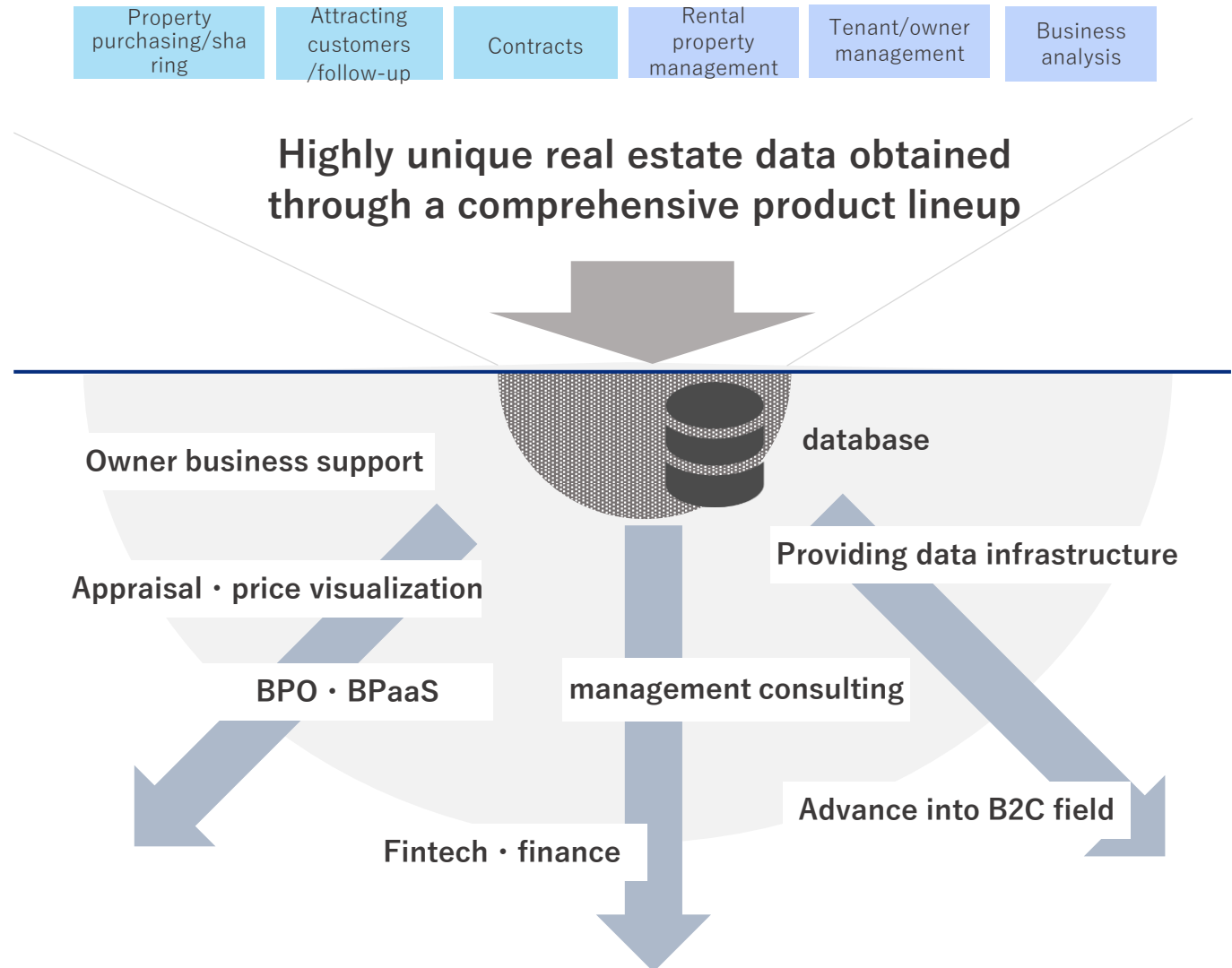
Continue to invest in new businesses that utilize highly unique real estate-related data

■ **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.



Contents

FY6/25 Financial Highlights	P.6
Medium- to Long-Term Growth Strategy and Key Initiatives	P.16
FY6/26 Earnings Forecast	P.28
Shareholder Returns	P.30
Appendix	P.33

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

	FY6/25	FY6/26 plan	YoY change
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	50.83	-

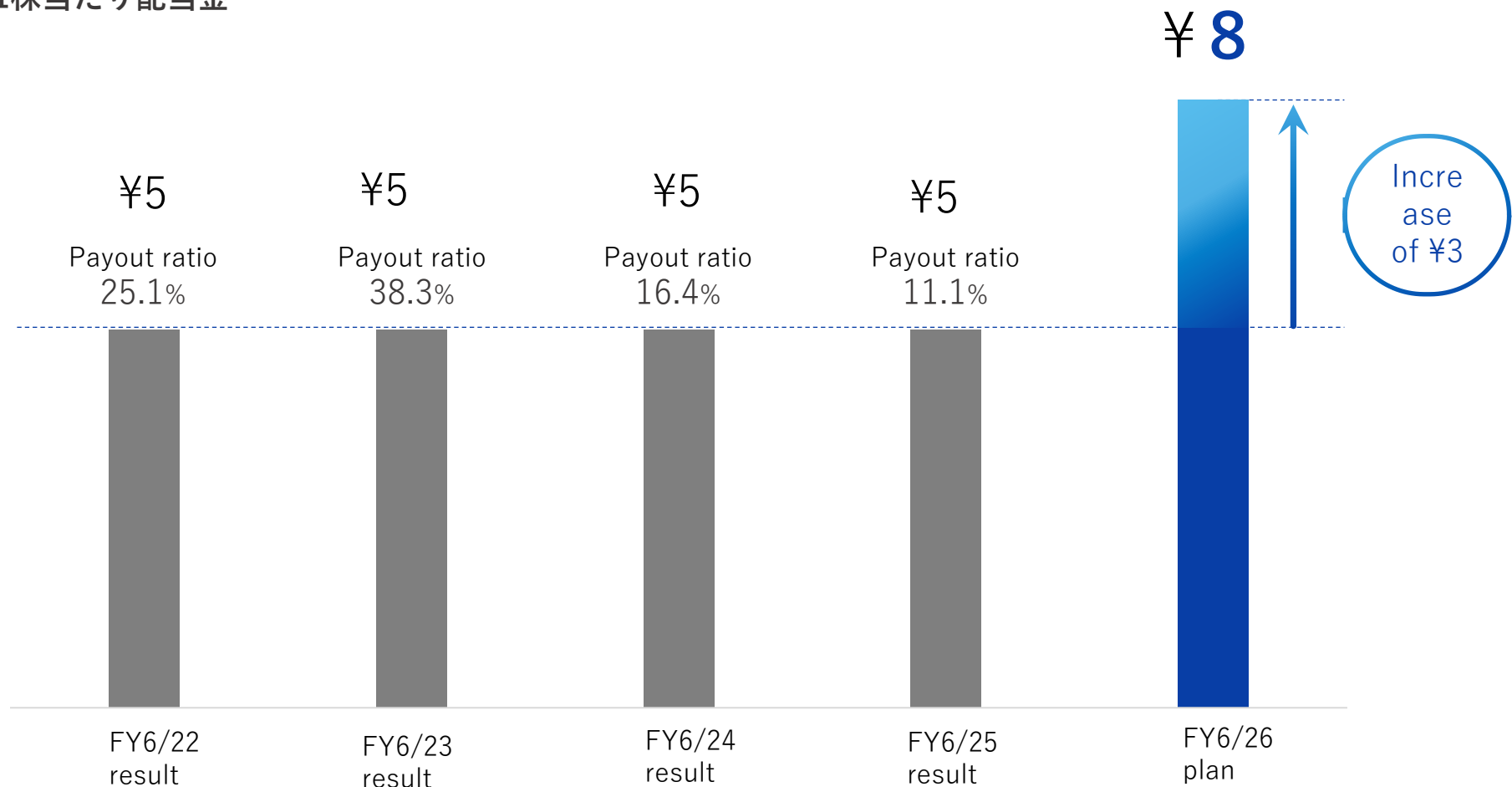
Contents

FY6/25 Financial Highlights	P.6
Medium- to Long-Term Growth Strategy and Key Initiatives	P.16
FY6/26 Earnings Forecast	P.28
Shareholder Returns	P.30
Appendix	P.33

Shareholder Returns

While prioritizing growth investments, we also place importance on shareholder returns. We plan a year-end dividend of ¥8 per share for FY2026, an increase of ¥3 (60%) from the previous year.

■ 1株当たり配当金



Introduction of a Shareholder Benefits Program from the Interim Period of FY Ending June 2025 (Record Date: End of December)

Shareholder Benefits

Interim (Record Date: End of December Each Year)

Shareholders holding at least one trading unit (100 shares) for over one year will receive a QUO card worth 500 yen as a gift.

Details

Shareholders who have continuously held shares for over one year are eligible. For the initial application (record date: December 2024), continuous holding requirements will not be applied.



Scheduled Dispatch Date

Expected to be sent annually in March.

Contents

FY6/25 Financial Highlights	P.6
Medium- to Long-Term Growth Strategy and Key Initiatives	P.16
FY6/26 Earnings Forecast	P.28
Shareholder Returns	P.30
Appendix	P.33

～ 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

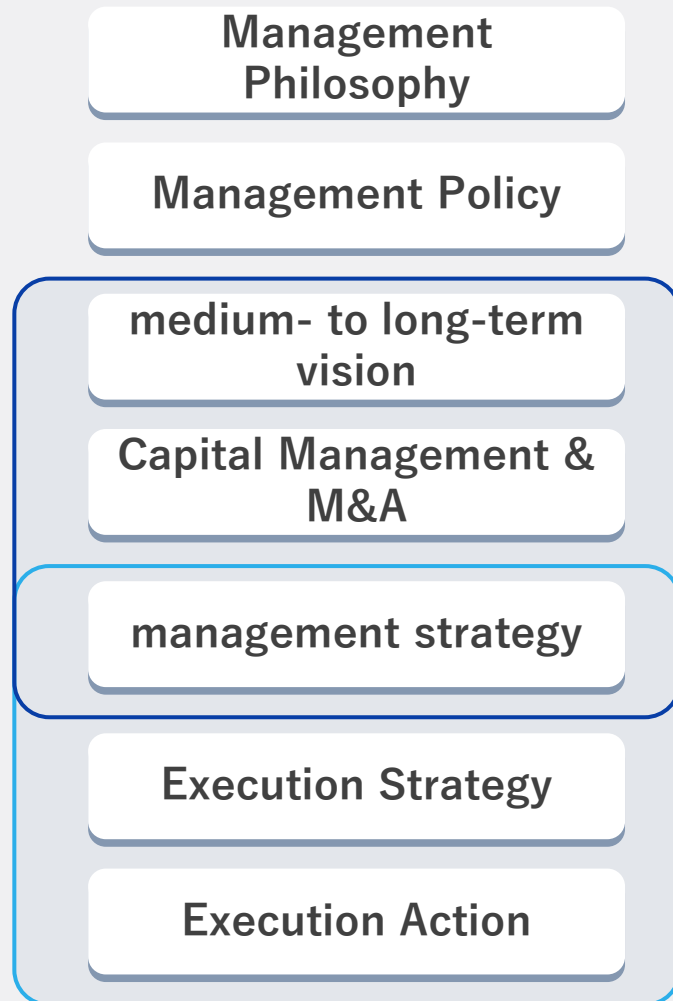
Our goal is to build platforms that transform dreams into reality and make many people happy.

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 289 full-time employees (As of June 30, 2025)
Business activities and	Development and sales of application systems services for real estate industry
Management Team	Yonetsu Kenichi, Representative Director Chairman CEO Tsumimura Kunio, Representative Director, President COO Maruta Hideaki, Director, Chief of Staff, Head of Human Resources Senokuchi Naohiro, Director, Chief of Staff, Head of Administration Watanabe Ryo, Director, Chief of Operations, General Manager of Business Division Yamamoto Osamu, External Director Miyazaki Tomoaki, Director, Audit & Supervisory Committee member Miura Hiroshi, External Director, Audit & Supervisory Committee member Tomoko Furuse, External Director, Audit & Supervisory Committee member
Listed market	Tokyo Stock Exchange (Growth) code: 4054

Offices Sapporo/Asahikawa/Sendai/Koriyama/Takasaki/Niigata
Shinjuku/Tachikawa/Saitama/Funabashi/Chiba/Utsunomiya/Yokohama/Machida
Osaka/Kyoto/Kobe/Kanazawa/Nagoya/Hamamatsu/Shizuoka
Hiroshima/Okayama/Matsuyama/
Fukuoka/Kitakyushu/Nagasaki/Kumamoto/Miyazaki (Headquarters)

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

Brokerage solutions

For rental property managers

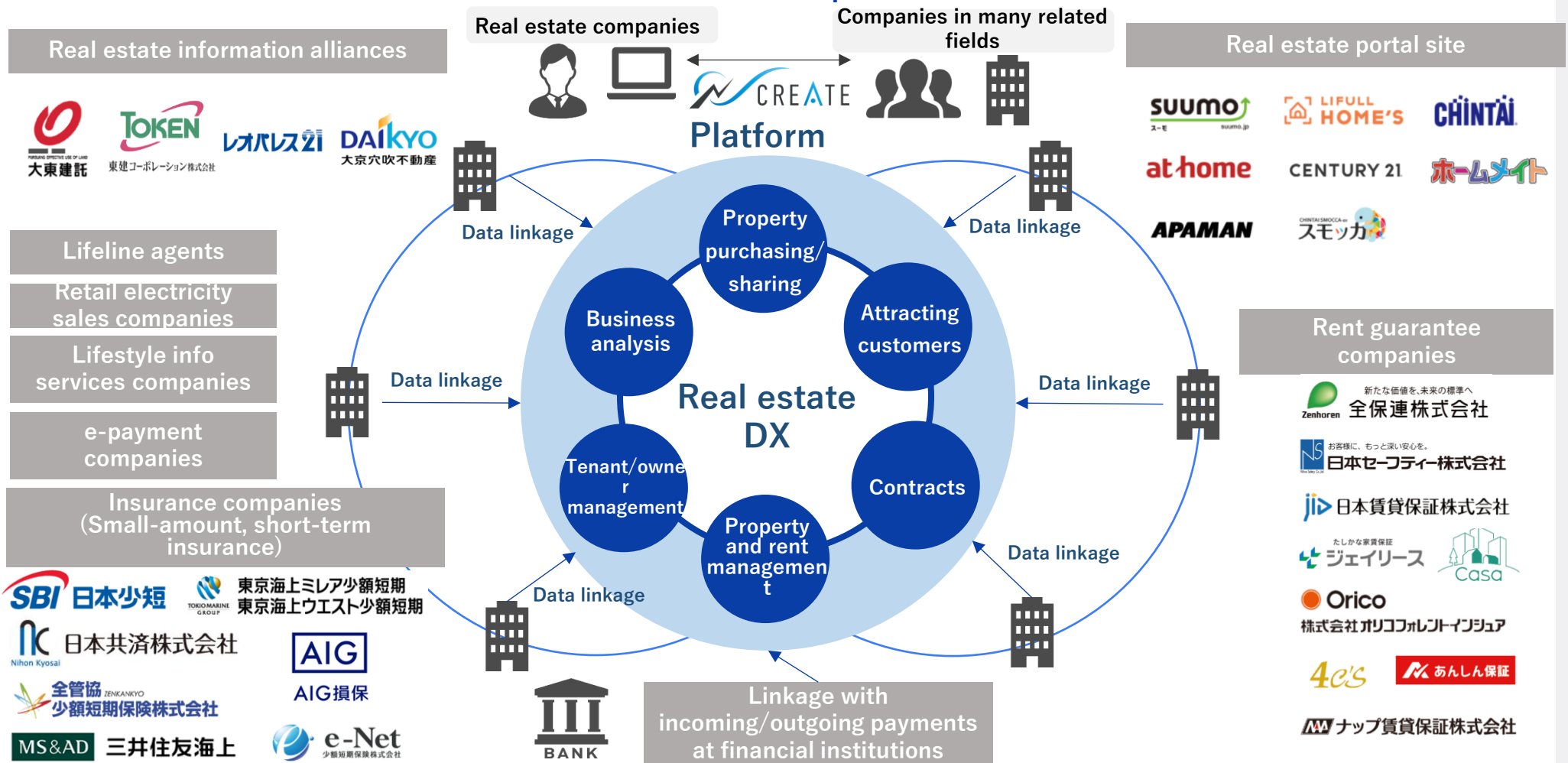
Property management solutions

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
Data sharing for real estate companies Digitalization of the sharing of property info among real estate companies and of real estate purchasing procedures Fudosan BB  ReaPro 	Sales/follow-up support Support for using websites to attract customers and for placing listings on major portal sites Website production tool  Real estate portal site registrations Property Data Links  CRM Customer management 	Contract support services Support for online real estate transactions, allowing use of smartphones for every step from applications to explanations and signing contracts Online apartment application オフライン申込 e-apartment application  No fees IT explanations  System for online contracts e-contract 	Rental management support 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 Chintai Kakumei 11  Rental management system ranking (number of users) No.1 *1 *1: Based on 2020 internet survey by the Japan Rental Property Management Business Association (survey was January 17 to 31, 2020 and February 14 to 20, 2020) Owner Proposal AI Robo II 	Support for communications A dedicated smartphone app for sound and efficient communications between property owners and tenants; also helps prevent problems Owner communication service Kurasapo Connect App for owners  Communication service with tenants Kurasapo Connect App for tenants 	Support for business analysis 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. Automatic production tool for Business analysis Report Chintai Kakumei 10 Business Analysis Option  Create Rental Housing Index Data provision service using an index for residential rental property rent and vacancies CRIX 

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



Growing market environment

Japan's Growing Real Estate Technology Industry

Fiscal 2030 forecast

Market size: **¥2,378 billion**

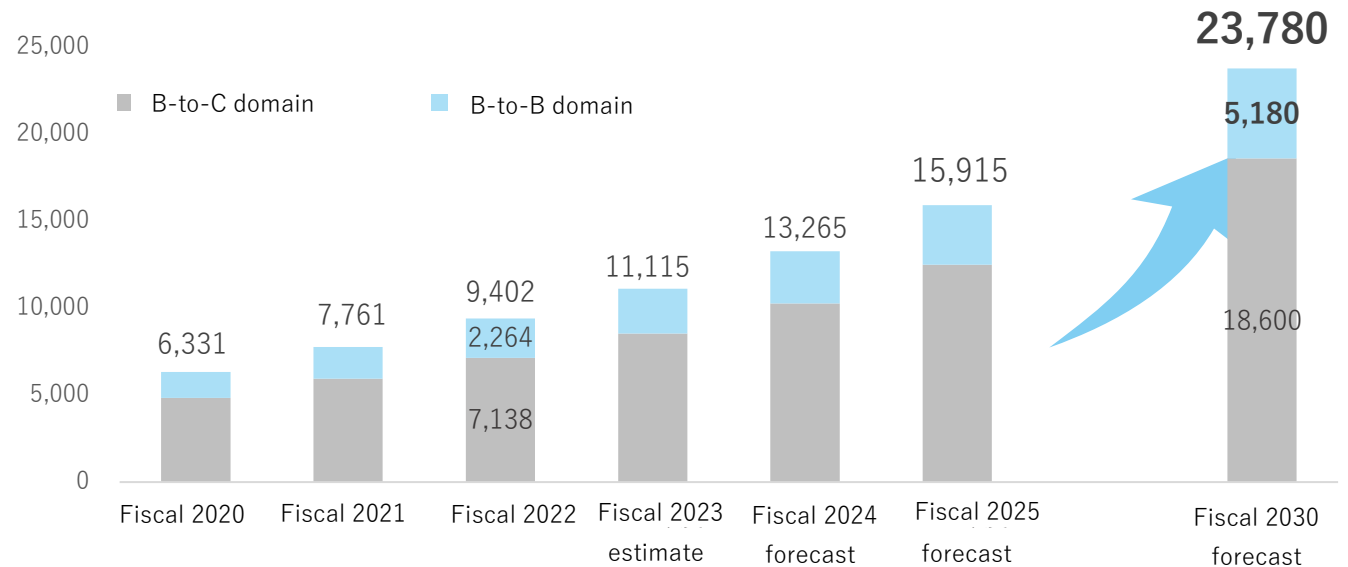
Rapid growth of Japan's real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

Homebuilders in Japan

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

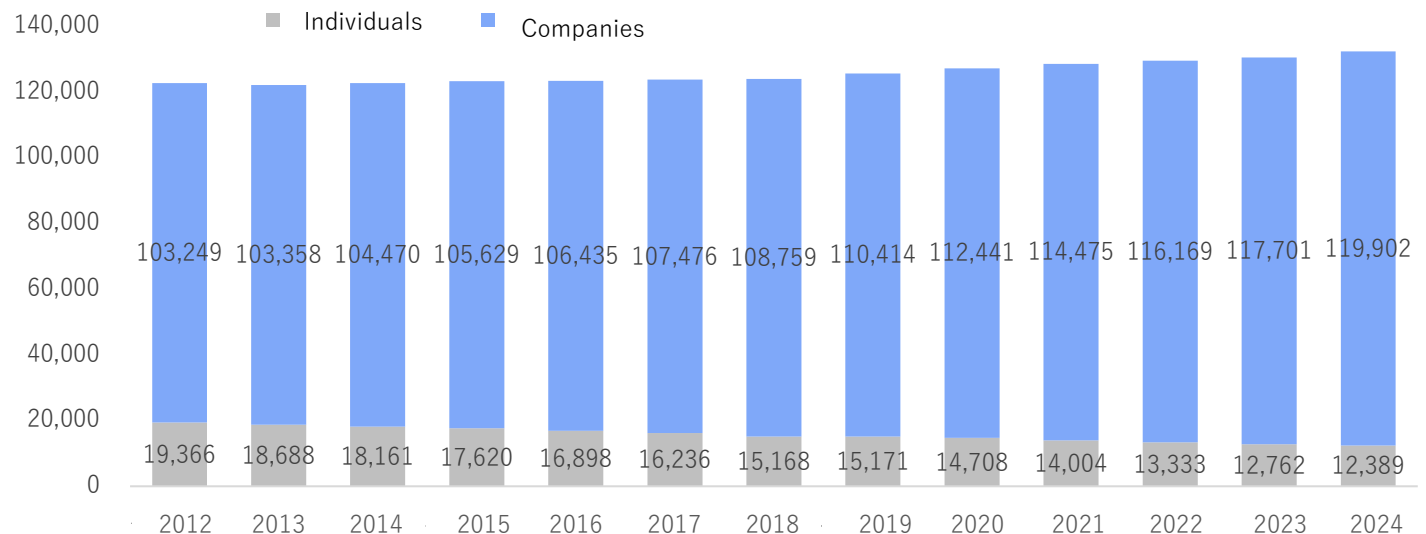
Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

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

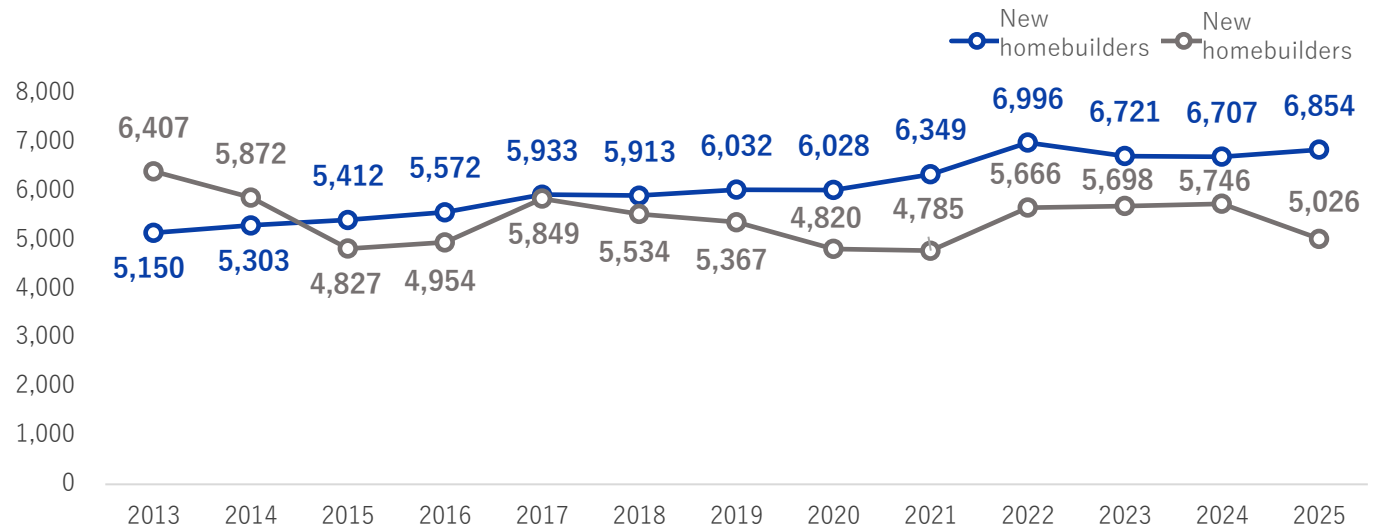
Due to new business openings IT capital investment demand

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

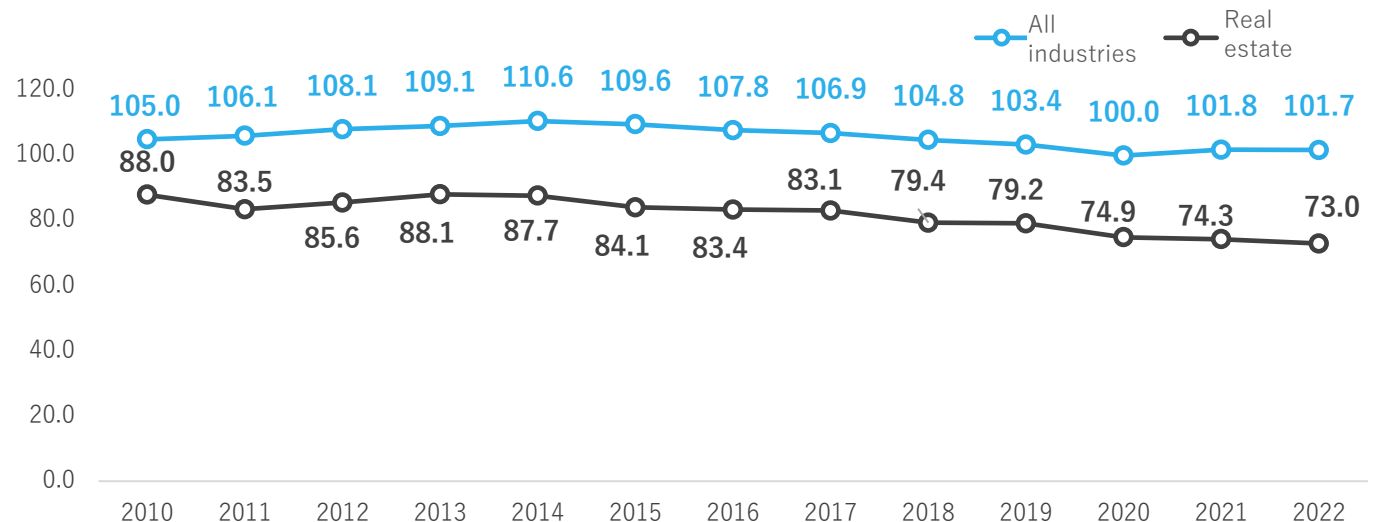
Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

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.'

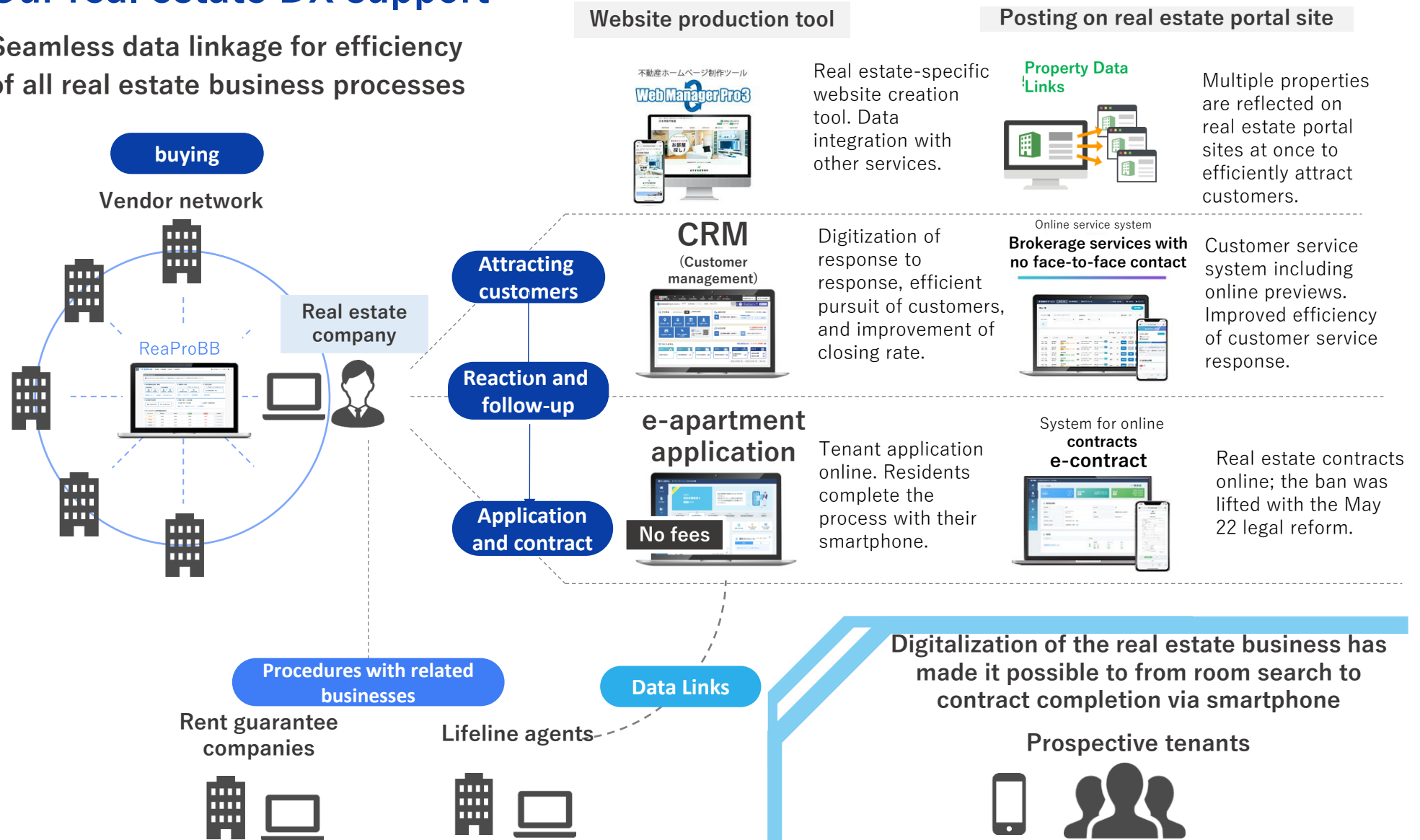
Labor productivity index



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

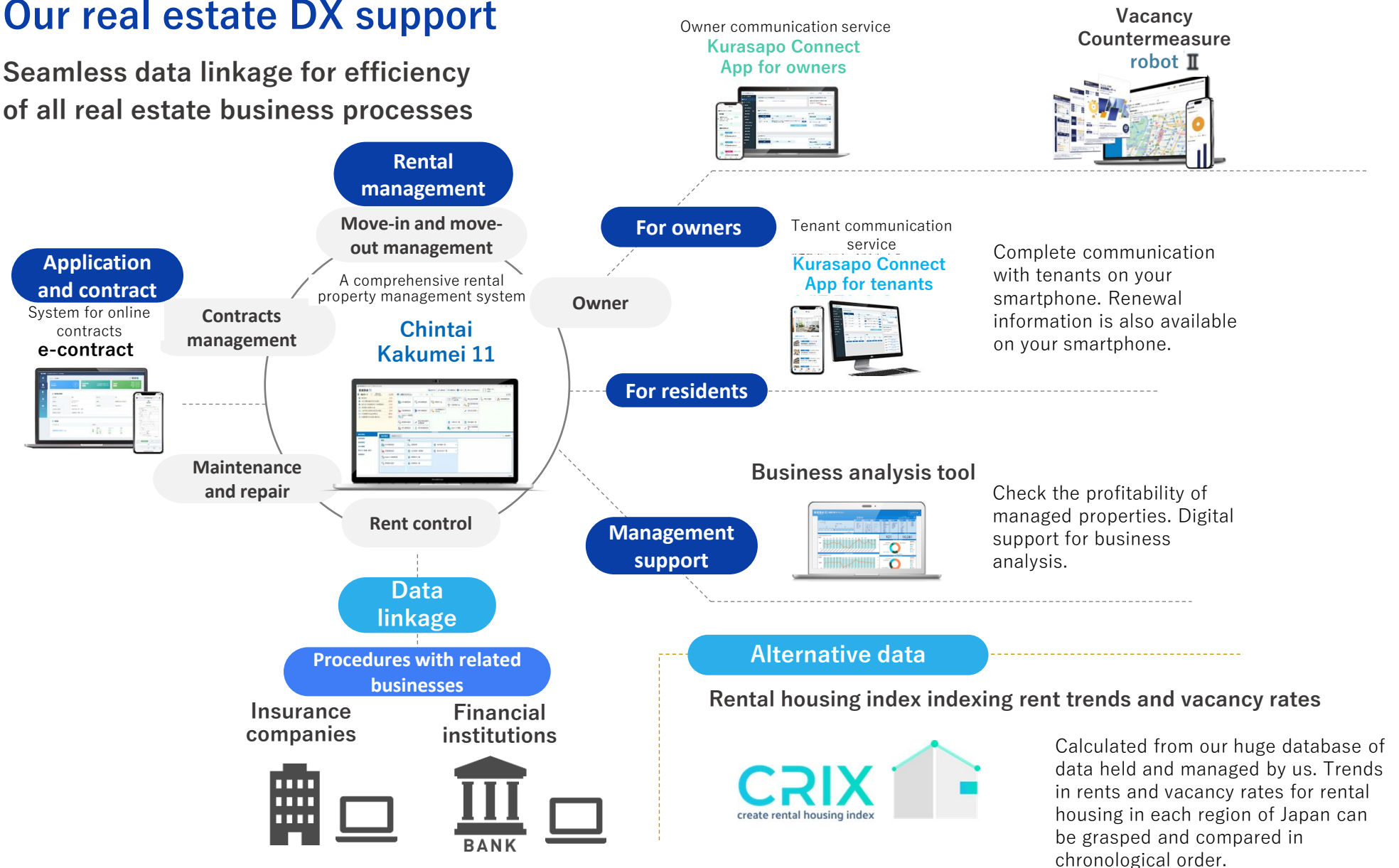
Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes

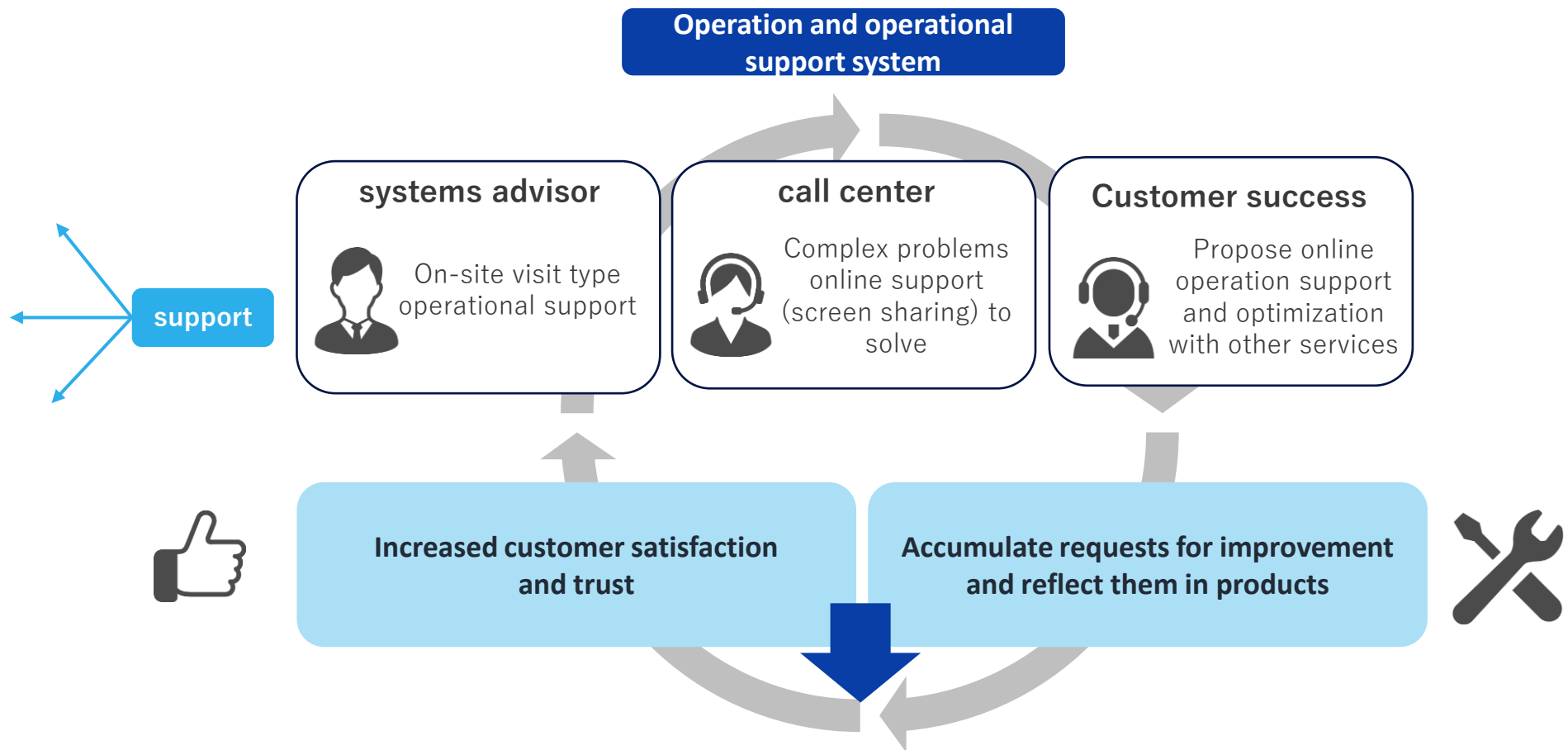


Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes



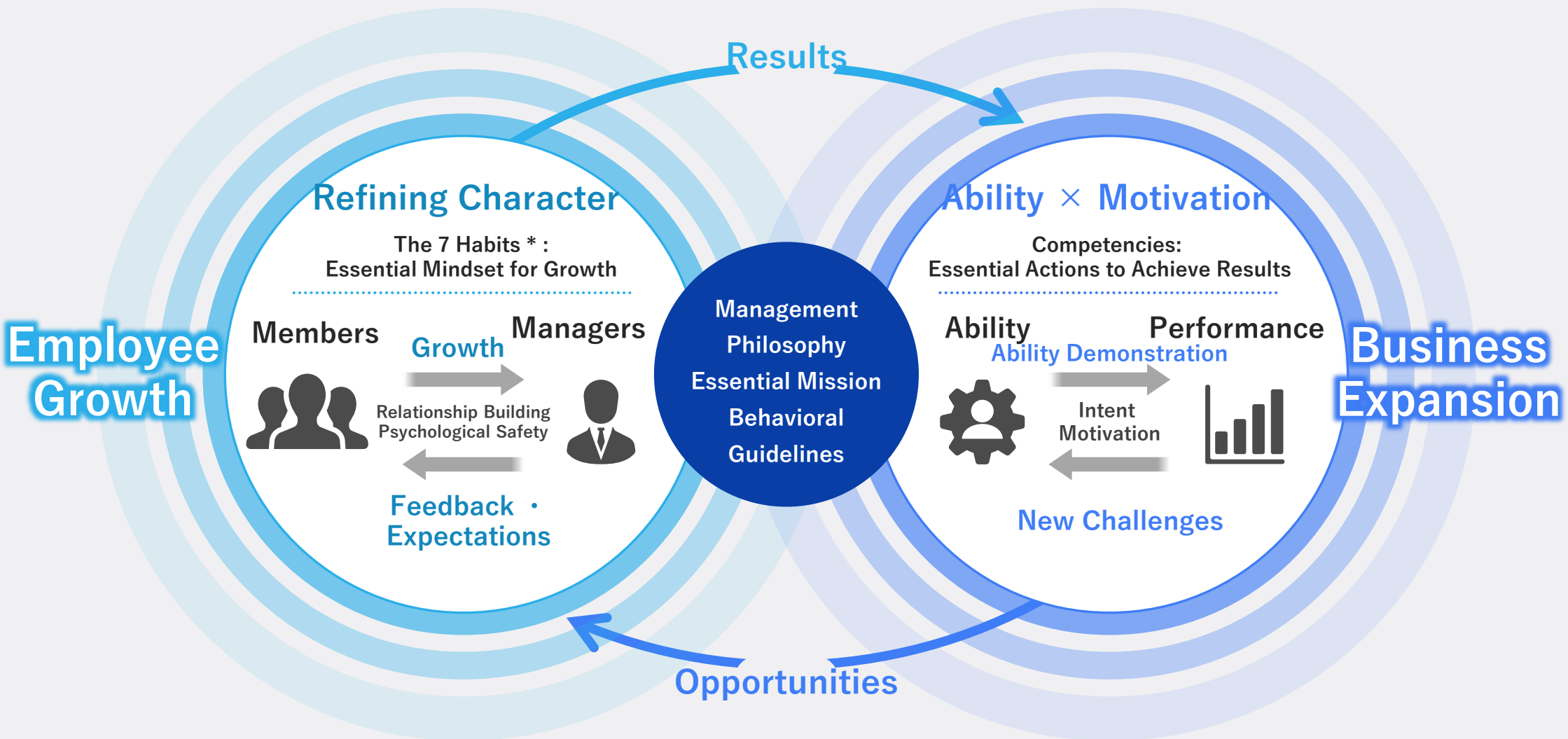
Long-term customer support through operational assistance support and product improvements to maintain low cancelation rates



Maintain long-term customer support and low cancelation rates

Human Resource Strategy

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



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.
- Information in this presentation that is not related to JPT is based on information available to the public and other sources. JPT has not verified in any way the accuracy or suitability of this information and makes no guarantees about the accuracy or suitability of this information.
- Information in this presentation about companies other than JPT is based on sources available to the public.
- This presentation does not constitute a solicitation for the purchase or sale of securities of any type, even if there are statements to this effect. Furthermore, this presentation cannot be used as the basis for a contract or obligation of any type.

Investors should rely on their judgment when making investment decisions.

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

