Casa Inc.

Financial Results Presentation for the first Quarter 2023

Listed Code ： 7196

Consolidated income statement

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Sales and profits are steadily increasing against the plan

Unit: One million yen	FY2021 / 1Q	FY2022 / 1Q		2Q plan
	Amount of money	Amount of money	Last year Change amount	Progress rate
Net Sales	2,657	2,555	△ 102	50.3%
Operating Profit	134	45	△ 88	34.8%
Ordinary Profit	161	78	△ 83	47.6%
Profit attributable to owners of parent	94	24	△ 70	37.5%

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Breakdown of sales

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Unit: One million yen	FY2021 / 1Q	FY2022 / 1Q		
	Amount of money	Amount of money	Last year Change amount	Year-over-year basis
Net Sales	2,657	2,555	△ 102	96.2%
Initial guarantee fee	1,403	1,218	△ 185	86.8%
Continuation guarantee fee *	1,243	1,320	77	106.2%
Cost of sales	1,275	1,226	△ 48	96.2%
Provision of allowance for doubtful accounts	770	737	△ 33	95.7%
Referral fee	244	271	27	111.2%
Lawsuit / Dispose expense	257	215	△ 42	83.4%
Gross profit	1,382	1,328	△ 53	96.1%

Although there is an impact from the review of the profitability of the agency in the previous fiscal year, it remains as planned.

The delinquency rate remains as planned. The amount of right to reimbursements generated is lower than expected.

Temporarily increased the number of proceedings due to the influence of COVID-19 decreased.

* Monthly guarantee fee is included in the annual guarantee fee.

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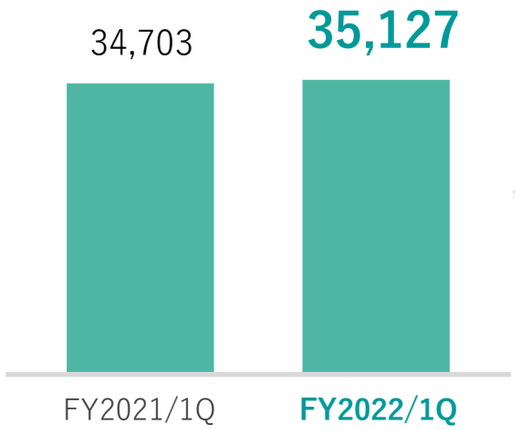
Major KPIs

New contract

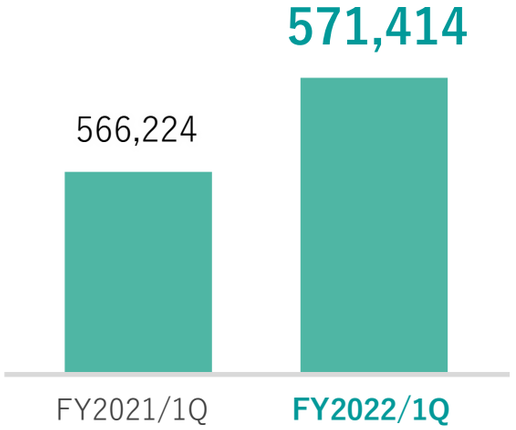
Unit:cases



Recovers to an increasing trend from a decrease due to a review of profitability

Contracts Held

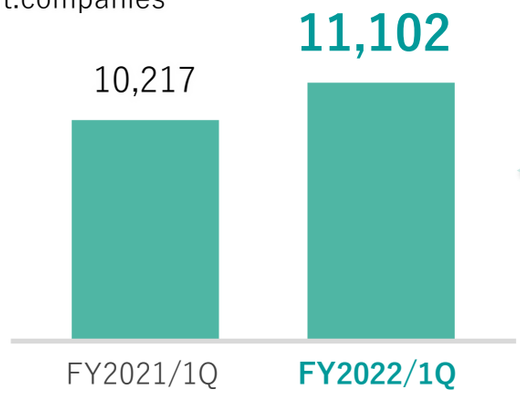
Unit:cases



New contracts increased and expanded steadily

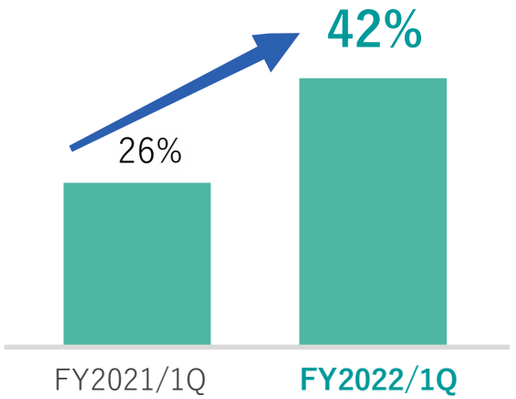
Number of agencies

Unit:companies



Increase in small-scale agencies YoY: +885 companies

Casa WEB usage rate



Increased use of agencies. Strengthen promotion as operation costs are expected to be reduced

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Digitization of contract procedures accelerates

May 2022 Enforcement of the Building Lots and Buildings Transaction Business Law

Accelerates non-face-to-face and online transactions from face-to-face and written transactions

Application for move-in

in person

Agreement

Written

Full ban on digitalization in real estate transactions

WEB application partner

ITANDI BB 申込受付くん
CREATE 日本情報クリエイト株式会社
申込サポート by suumo
Sumai Entry
At Home Co., Ltd.
いえらぶ GROUP
リアプロ REAL NET PRO Co.,Ltd.

Web application

Electronic contract

CasaWEB

Full of necessary functions such as contract management and management software linkage

Supports a series of operations from application / contract to move-out notification. You can improve work efficiency by eliminating the need for fax and paper.

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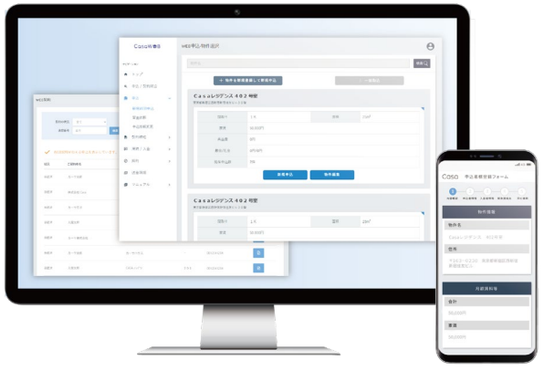
Expanding the use of Casa WEB

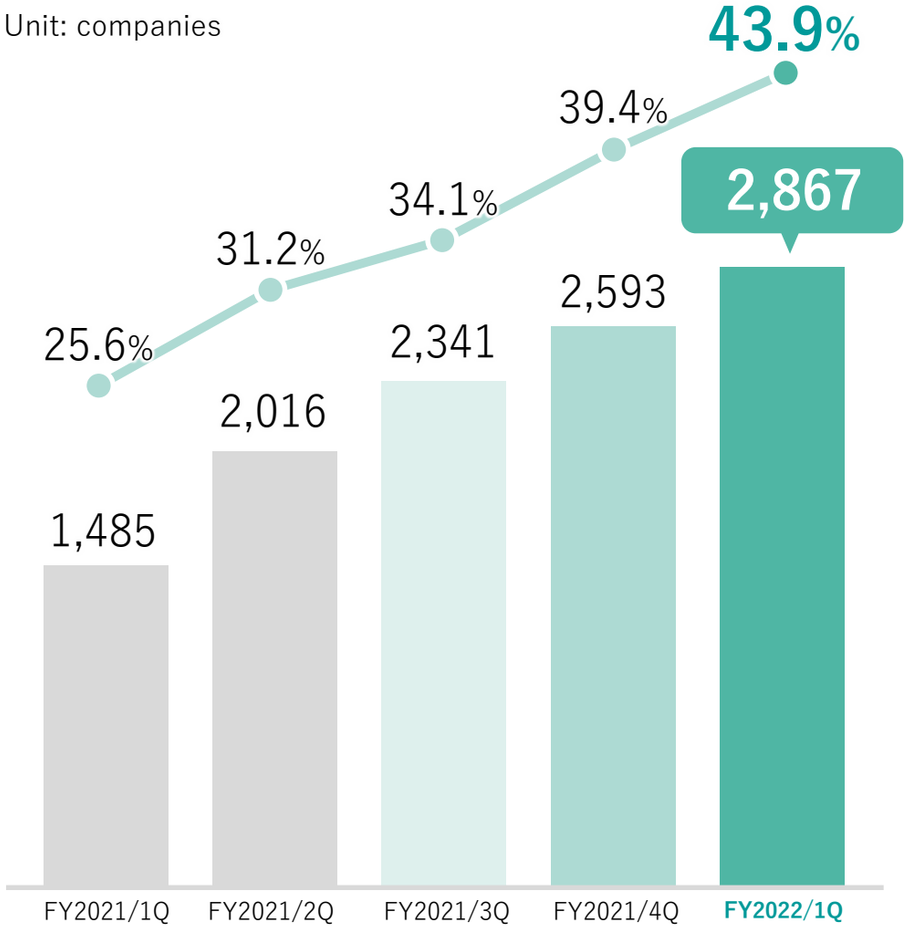
Achieving online agency operations



CasaWEB

- Electronic contract
- Web application
- WEB account transfer
- Management software cooperation
- Household goods insurance cooperation
- Remittance details
- Delinquency / change / Report of payment etc.
- Insurance company cooperation

Number of companies that have introduced it and utilization rate



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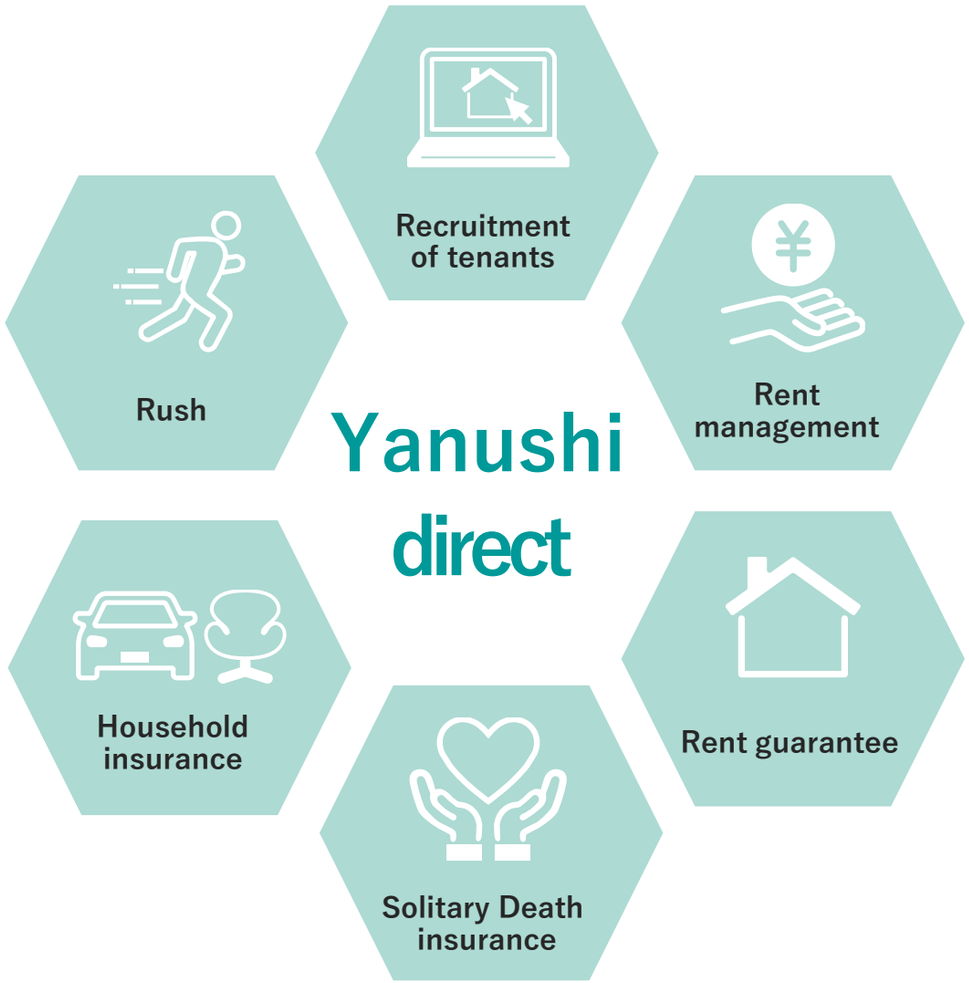
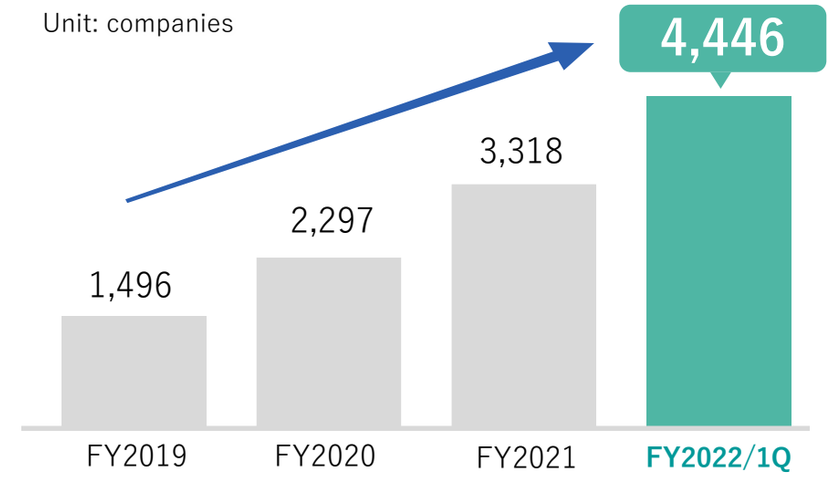
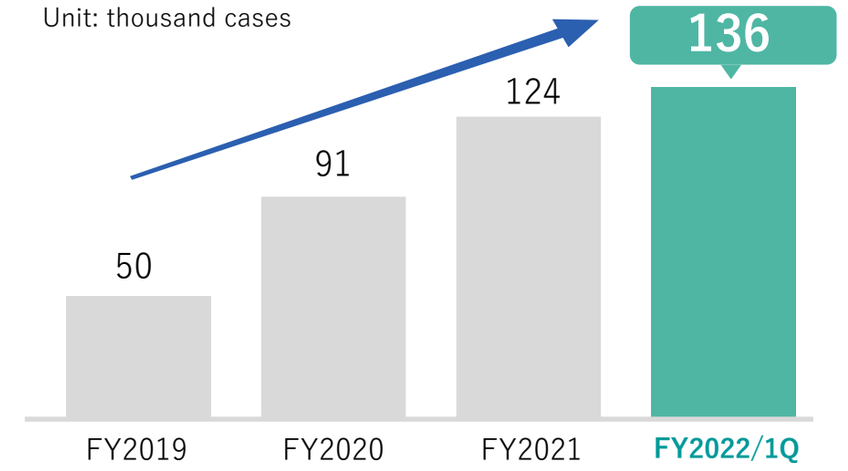
Full coverage of property owner risk



Number of agents (cumulative)



Number of contracts (cumulative)



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Why Yanushi Direct is chosen

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Rent guarantee / rent management

Full payment of rent at the end of the previous month
Easy monthly rent management

Collection agency

Full guarantee

Recruitment

Household insurance

Not insured at the time of renewal
Prevention

Household goods compensation

Landlord compensation

Liability

Solitary Death guarantee is Automatic compensation

Insurance for fatal accidents in the living room

Restoration

Rent loss

Accident response

Resident inquiry

Inquiries from residents
Our company receives the primary

chat

phone

Email

Social issues

Solitary death is about 30, 000 people a year

Source: Nisseikiso Research Institute

2022 Government policy

Measures against loneliness and isolation

- Utilization of "social prescription"
- Full-scale implementation of one-stop consultation service
- Reduction of loneliness and isolation in daily life such as food and housing

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Efforts for major agencies

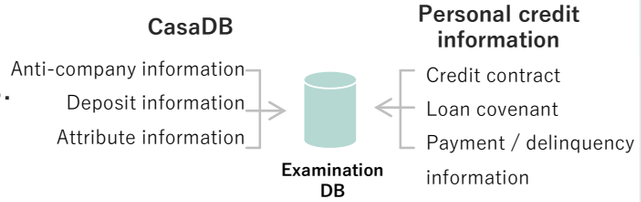
Direct S

OEM products using personal credit information

Product concept

By utilizing Casa DB (rent information, payment history, etc.) and transaction information of credit cards and loan cards held by personal credit information agencies, the examination accuracy is improved and the guarantee range is expanded.

We can provide guaranteed products that meet your needs.



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Rakuden

Different procedures for each electric power company when vacant are **possible on the WEB**

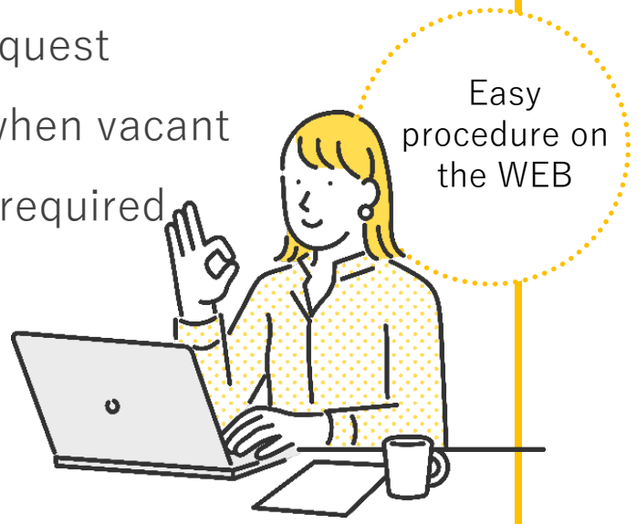
Work burden due to energization / stop

Move-out | **Vacancy period** | Move-in

- Settlement work with the electric power company and the owner
- Pay the electricity bill in-house
- Contact work to energize / stop the electric power company

With Rakuden, just energize and input

- ✓ Easy energization request
- ✓ Free electricity bill when vacant
- ✓ No settlement work required



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Expansion of rent guarantee for tenants

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COVID-19 raises owner risk awareness
Strengthen sales for further sales expansion

Real estate owner risk

Delinquency risk

Risk when moving out

Bankruptcy risk

- Tenant‘s business does not go well and delinquent payment occurs
- Restoration cost when moving out is high
- Tenant's bankruptcy

Full guarantee

Increased occupancy rate by reducing initial costs

- **Rent, etc.**
- **Fixed costs (parking lots, signboards, etc.)**
- **Variable cost (utility cost)**
- **Renewal fee**
- **Expenses upon moving out**
- **Early cancellation penalty**
- **Rental penalty surcharges**
- **Legal procedure costs**

Guarantee maximum amount: 24 months of rent

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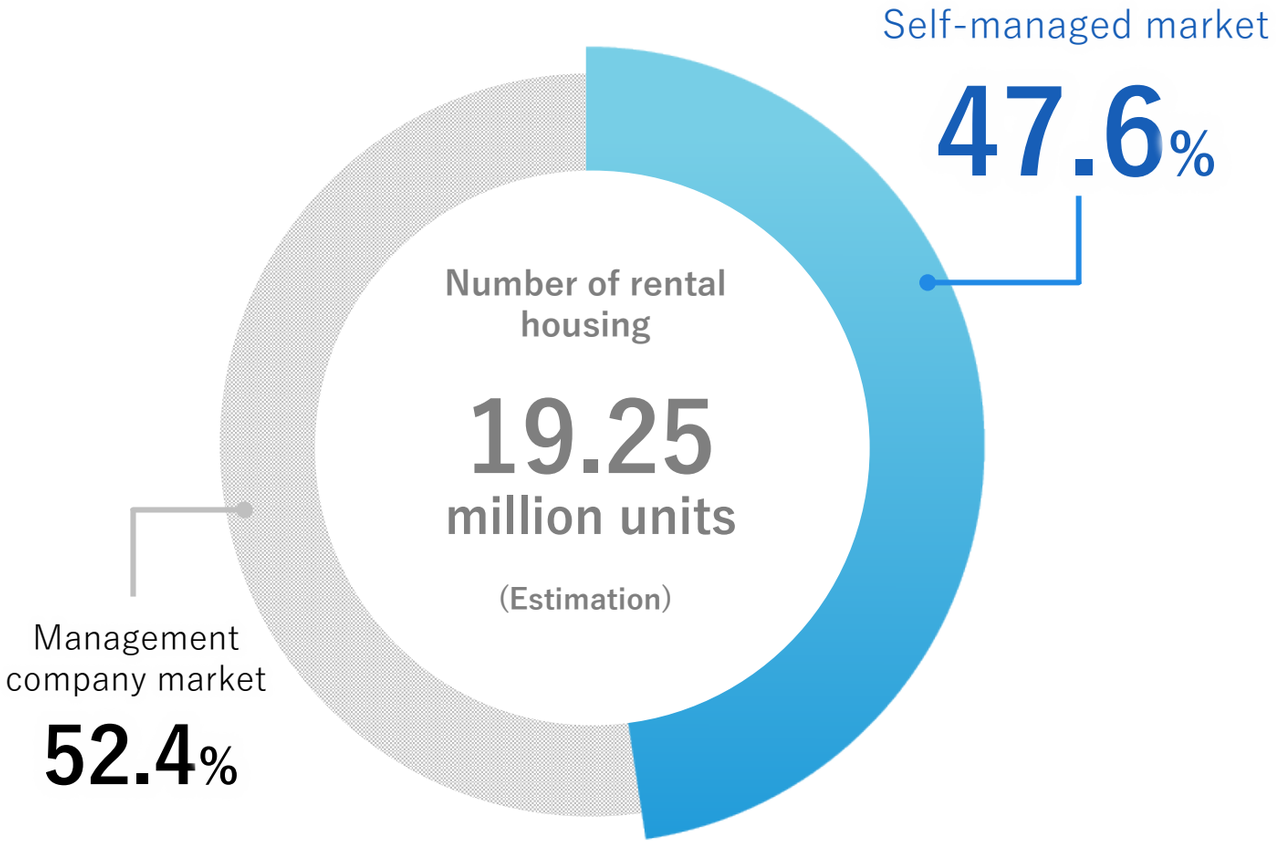
Self-managed market conditions

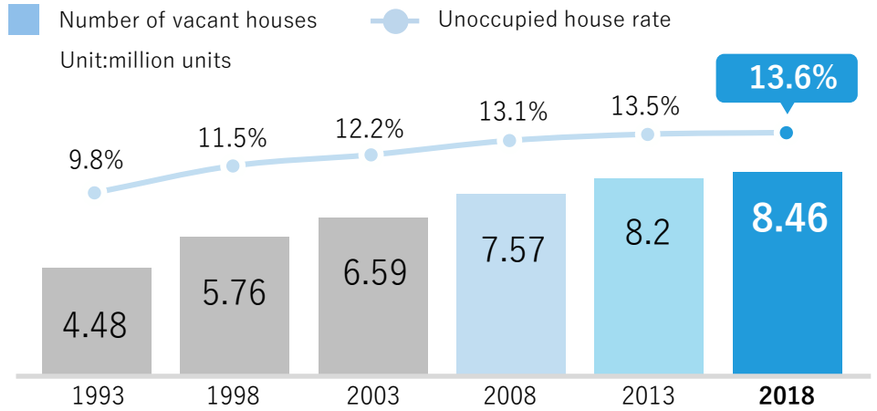
Breakdown of rental housing



Source: From "Rental Management Market Data Book 2021-2022" published by National Rental Housing Newspaper

Owner's problems

Changes in the number of vacant houses and the vacant house rate



Source: Housing and Land Statistics Survey
(Ministry of Internal Affairs and Communications)

- Increase in vacant house rate
- Decline in property value
- Increase in old properties
- Lack of knowledge of rental management

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Development of services for self-managed owners (COMPASS)

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Real estate management consulting platform development

Recruitment

It is possible to make a wide range of recruitment by sending e-mails to intermediary companies and posting them on rental real estate portal sites and inter-dealer distribution sites.

Rental management support

We will provide solutions to landlords who are experiencing challenges in rental management and contribute to maximizing profits in rental management.

Rent management

The rent will be transferred to the landlord's account at the end of the previous month. Even if you cannot withdraw, the full amount will be transferred, so the cash flow will be stable.

Resident support

We will provide a rush service and a call center in case of trouble for residents and receive them temporarily.

Maintenance support

You can complete from the troublesome request for cleaning the shared part of the property to the payment with your smartphone. The work report comes with a photo and does not require on-site confirmation.

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The system solves the complicated work of the owner (COMPASS)

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Before

Fill out the documents
Fax and mail support

Contract business

Telephone correspondence

Scheduled to be developed

Apply	Agreement	Resident support

After

The procedures required when moving in are converted to the Web, reducing the burden on both the landlord and the resident.

Electronic lease agreements and guarantee contracts realize simple and highly secure contract procedures

From rent and equipment to troubles in the neighborhood. Primary reception of housing troubles via chat

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Knowledge sharing to self-managed landlords (COMPASS)

Seminar

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養育費保証 PLUS

Moms are relieved when children smile
Children are relieved when moms smile

Protect the future of children.

Current status of child support

Current status of single mothers

Average annual income of single mothers

2.43 million yen

640,000 mother-child households (2020 census)

Never received child support

56%

Source: National Single Parent Household Survey Report

Administrative efforts

Y2020	Y2022
22 municipalities	**145 municipalities**

As of the end of April 2022

- Subsidies for the cost of creating a notarial act, etc.
- Subsidies for the initial guarantee fee for child support guarantee

Children's Family Agency

- Measures for children's poverty and support for single-parent families
- Enhancing consultation and information provision, creating a place for all children
- Policy planning from a child's perspective

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Activities to increase awareness

Holding an event

- Birthday planning
- April 19th "Child-rearing Day" project

Holding seminars and study sessions

Holding seminars with lawyers and cooperating organizations

Encouragement to secure child support

- Cooperation with local governments
- Activities for local councilors

Posting in the media

- ADR center for families
- Mamasuma
- Newspaper publication

Raise awareness of the service by posting it in various media

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SUSTAINABLE DEVELOPMENT GOALS

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

11 SUSTAINABLE CITIES AND COMMUNITIES

- Online real estate transactions
- Business systematization
- Promotion of real estate DX
- Child support guarantee service
- Rent guarantee service
- Tenant service

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Casa will maintain a healthy living environment

for the people and

contribute to the development of lifestyle,

to realize a prosperous society.

A society where everyone can live with peace of mind

Notes

- In addition to our business and industry trends, this document also refers to our future prospects based on our current plans, estimates, forecasts or forecasts.
- These forward-looking statements carry various risks and uncertainties.
- Already known or unknown risks, uncertainties and other factors may or may not lead to different consequences than those contained in the statement of future prospects.
- We can not promise that our forward-looking statements are correct, and our results may differ materially from our forward-looking statements.
- The forward-looking statements in this material are made by us based on the information available as of June 9, 2022, and reflect any future events or circumstances, and any forward-looking statements. We have not updated or changed the Content of the statement.

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