INVESTORS CLOUD
FY2017 2Q FINANCIAL RESULTS

FY2017 2Q Financial Results Briefing Materials

July 2017 investors cloud co., ltd. (TSE1:1435)

INVESTORS CLOUD

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Contents

FY2017 2Q Financial Results Overview ..... P. 02

TATERU Growth Strategy ..... P. 10

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FY2017 2Q Financial Results Overview

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Company overview

Name	investors cloud co., ltd.
Head office	7F, 2-27-25, Minamiaoyama, Minato-ku, Tokyo
Established	January 23, 2006
Representative	Daisaku Furuki, President
Capital	601,920,000 yen
Employees	326 persons (consolidated basis/full-time employees/as of June 30, 2017)
Businesses	Development and operation of apartment management app “TATERU” Planning and operation of real estate investment-type crowdfunding “TATERU FUNDING” Development and operation of smart online renovation “SMA-RENO”
Subsidiaries	Robot Home Co., Ltd. (IoT business) iVacation Co., Ltd. (Minpaku business)
Associates	Realize Asset Management Co., Ltd. BIJ.inc.

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FY2017 2Q Highlights

- Achieved net sales of **183.5%** YoY and operating income of **141.0%** YoY

- Achieved a total increase in membership of **8,881 persons**,
  and **385** contracts, and **120.0%** YoY in 2Q (cumulative total)

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Consolidated statements of income

Achieved net sales of 183.5% YoY and operating income of 141.0% YoY

(Unit: million yen)

	FY2016 2Q (cumulative total)		FY2017 2Q (cumulative total)		
	Amount	% of sales	Amount	% of sales	YoY
Net sales	14,413	100.0%	26,454	100.0%	**183.5%**
Gross profit	2,831	19.6%	4,406	16.7%	155.7%
Selling, general and administrative expenses	1,465	10.1%	2,481	9.4%	169.3%
Operating income	1,365	9.5%	1,925	7.3%	**141.0%**
Ordinary income	1,367	9.5%	1,866	7.1%	136.5%
Profit attributable to owners of parent	862	6.0%	1,214	4.6%	140.7%

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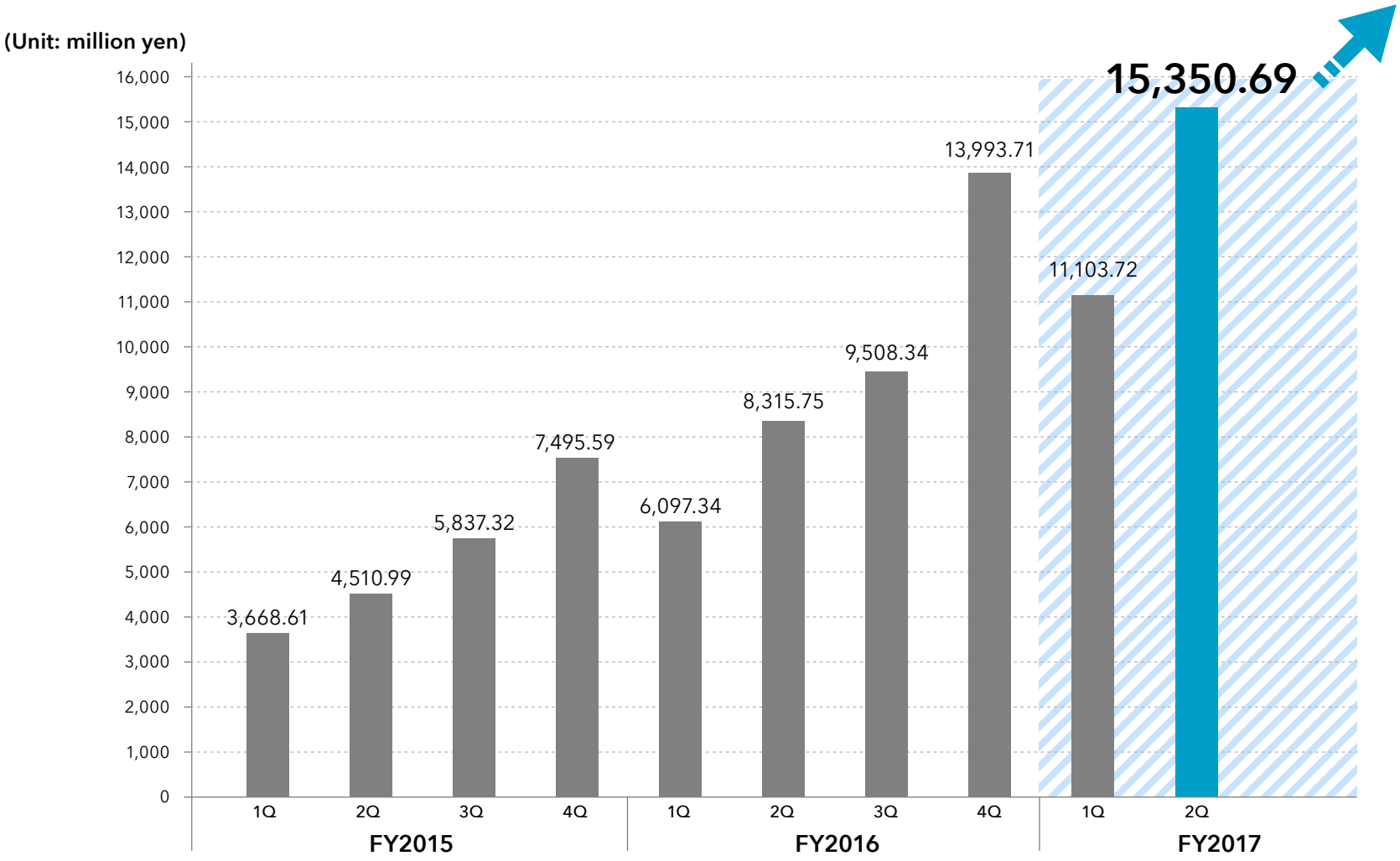
Record high in net sales on a quarterly basis



*As the Company shifted to consolidated accounting from 2Q FY2016, results for 1Q FY2016 and before are not consolidated.

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Consolidated balance sheets

(Unit: million yen)

	December 31, 2016	End 2Q FY2017	YoY change
Current assets	8,490	10,303	+1,812
Inventories	2,420	3,861	+1,441
Non-current assets	2,365	4,171	+1,805
Total assets	10,856	14,474	+3,618
Liabilities	4,825	7,532	+2,707
Interest-bearing debt	-	3,000	+3,000
Net assets	6,030	6,942	+911
Total liabilities and net assets	10,856	14,474	+3,618

Increase due to an increase in order backlog

Includes an increase of 1,228 million yen in investment securities

Mainly borrowings for tax paments

- Profit attributable to owners of parent 1,214 million yen
- Dividends (305) million yen

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Revised the full-year financial forecasts upwards both in net sales and income

(Unit: million yen)

	11th Fiscal Period FY2016 (Result)	12th Fiscal Period, FY2017 (Forecast)					
		Result	Forecast				
		2Q	Full-year	Before adjustment	Changes in amount	% of sales	YoY
Net sales	37,915	26,454	54,830	50,540	4,290	100%	144.6%
Operating income	3,806	1,925	5,460	5,360	100	10.0%	143.4%
Ordinary income	3,803	1,866	5,400	5,280	120	9.8%	142.0%
Profit attributable to owners of parent	2,354	1,214	3,530	3,450	80	6.4%	149.9%

Forecast record income, with an increase of about 40%

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Issuance of subscription rights to shares on the conditions of business performance achievement in FY2017 2Q

conditions of business performance achievement	(Consolidated) Operating income	Exercisable ratio
FY2018 or FY2019	7.0 billion yen	33% (51,000 shares)
FY2019 or FY2020	10.0 billion yen	66% (102,000 shares)
FY2020 or FY2021	12.5 billion yen	100% (153,000 shares)

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TATERU Growth Strategy

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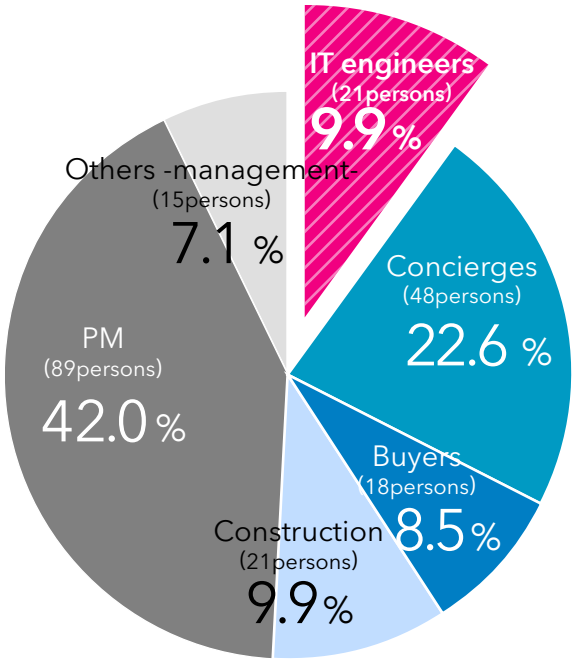
Full-time employee composition by category

Doubled the proportion of IT engineers, aiming for further growth as an Internet-based company

IT engineers (21 persons)

9.9%



December 31, 2015

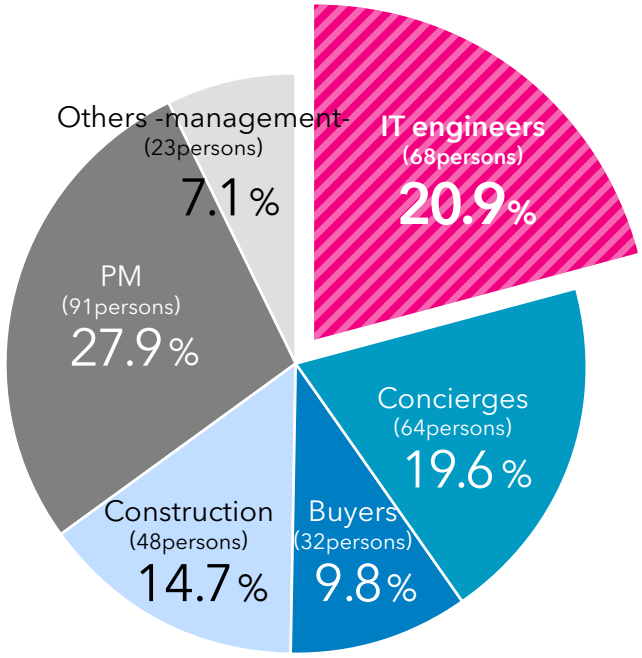
Proportion of IT engineers

Approx. 2 times

Doubled the proportion of IT engineers in order to further enhance the real estate platform development as an Internet-based company

IT engineers (68persons)

20.9%



June 30, 2017

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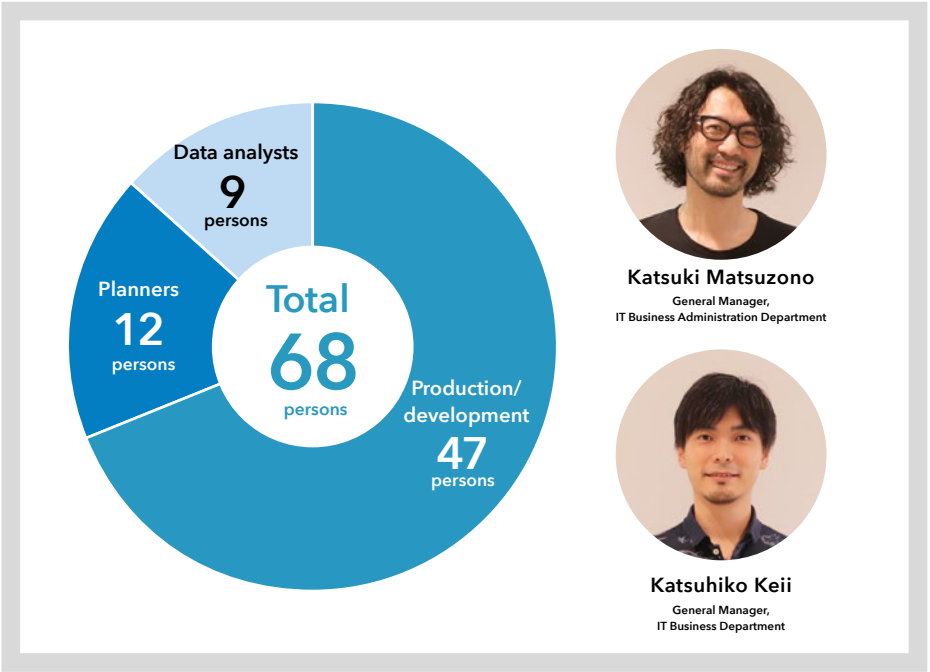
TATERU TECH LAB

IT business development team “TATERU TECH LAB”

Promoting a new paradigm in Real Estate Tech



Katsuki Matsuzono
General Manager,
IT Business Administration Department

Katsuhiko Keii
General Manager,
IT Business Department









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Business development

TATERU 事業

TATERU

Apartment management App “TATERU”
One of the largest apartment management platforms in Japan

IoT business

Robot Home Co., Ltd.

Robot Home

Robot Home, a gateway to IoT apartment rental management

*iApartment Co., Ltd. was renamed Robot Home Co., Ltd. on June 1, 2017.

Crowdfunding business

TATERU FUNDING

TATERU FUNDING
Real estate investment-type crowdfunding starting from 10,000 yen per account

* “starting from 100,000 yen” till Fund No.6,
“starting from 10,000 yen” from Fund No. 7

Minpaku business

iVacation Co., Ltd.

TATERU bnb

TATERU bnb
Providing safe and secure Minpaku service

*Minpaku: private residence accommodation

SMA-RENO business

SMA・RENO
SMART RENOVATION

Smart online fixed-amount renovation
“SMA-RENO”

Safe one-stop service ranging from apartment hunting, financial planning, to construction

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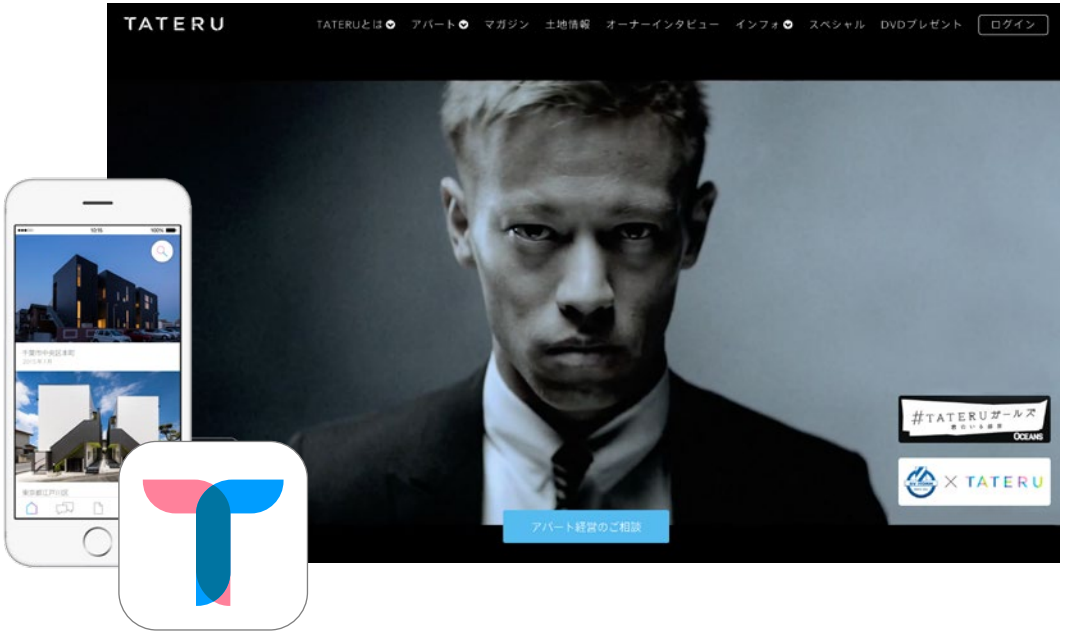
TATERU

Apartment management app “TATERU”

Membership	115,473 persons
Owners	1,242 persons
Managed properties	15,457 units
Occupancy rate	97.9%

(June 30, 2017)



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Flow of using apartment management app “TATERU”



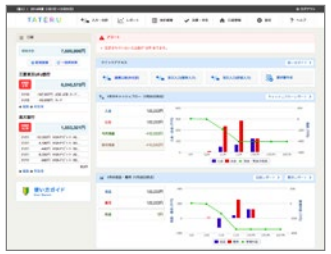
Install the app

Complete member registration

Choose a sales representative and consult via chat

Land property info ~ Apartment completion

Apartment management report



TATERU Kakutei Shinkoku (tax return support) (For PC or app)



Cleaning report

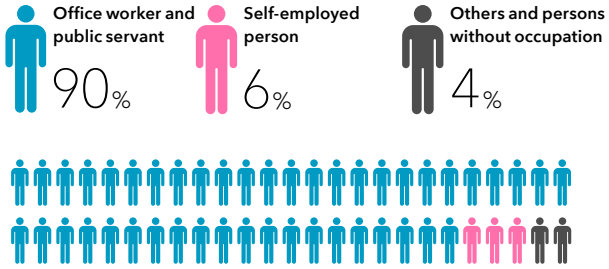
Occupancy status

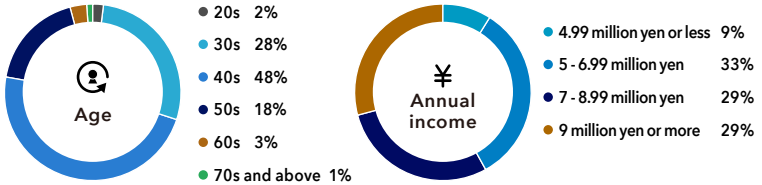
Payment statement

Features of TATERU apartment management

- Original business model of “ initiating apartment management from land matching”
- “Office workers in their 30s to 50s with annual income over 7 million yen” have started TATERU as a means of wealth accumulation

Positioning map of TATERU owners





(As of December 31, 2016)

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Advertising with ad tech

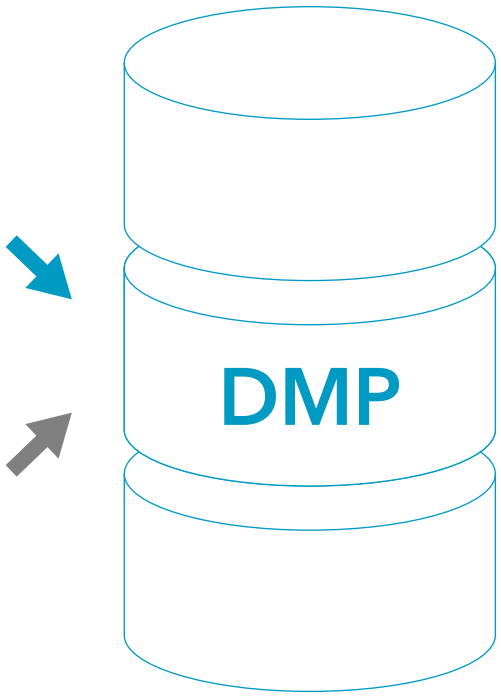
Advertising by dedicated in-house digital marketers

Private DMP

Access data
Member data
Purchase data
Survey data

Open DMP

Social media data
EC website data
DSP / listing data
Audience data



Increase of members

1,300 or more/month

CPA (Cost per acquisition)

Approx. 20 thousand yen/acquisition

CPO (Cost per order)

Approx. 500 thousand yen/order

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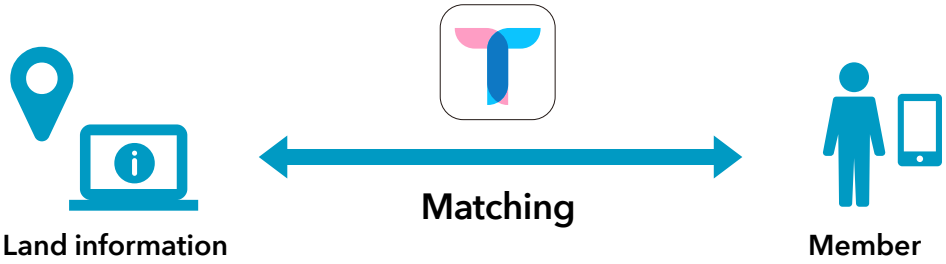
Matching of land and members

Former two-stage distribution model



TATERU one-stage distribution model



- **Merits for members**

  Significantly lower costs, including intermediary margin and double taxation

- **Merits for real estate companies**

  Charging brokerage commissions

- **Merits for investors cloud**

  Low financial risk as the Company does not hold land inventory

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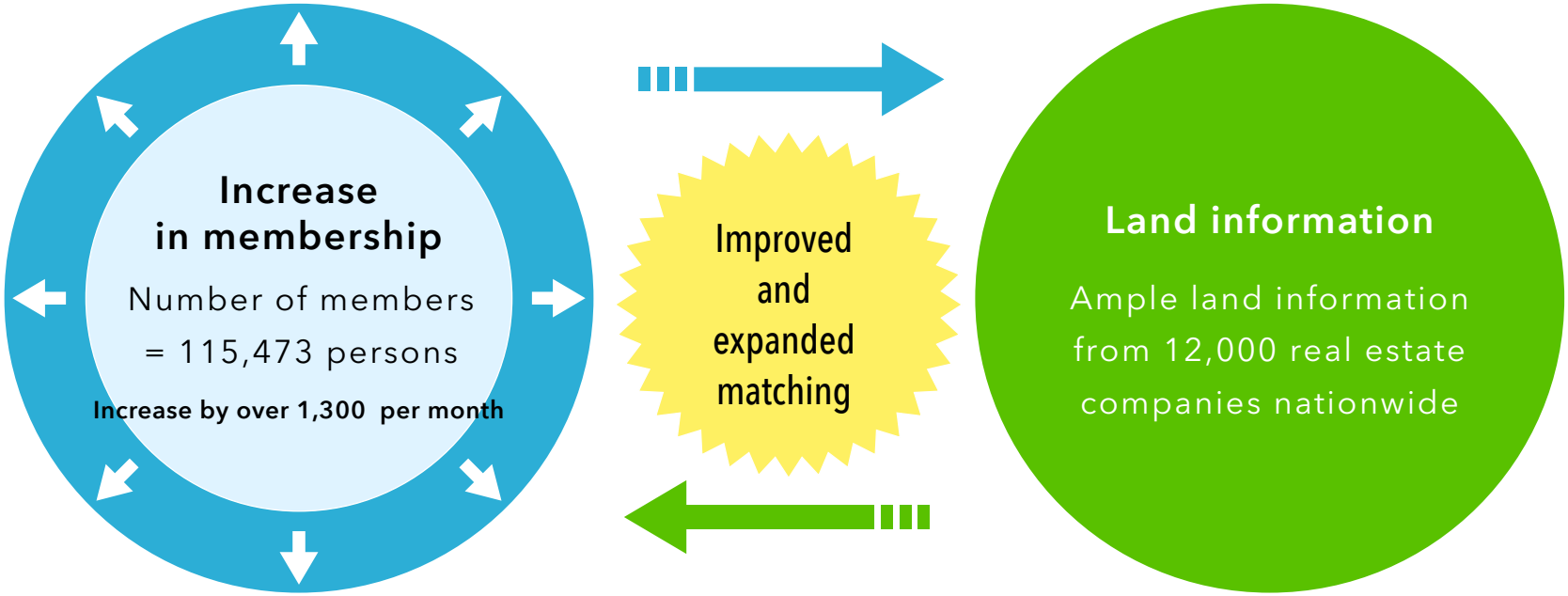
Two-revenue structure of flow and stock originating from land matching



● Two-revenue structure from matching of land and members



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TATERU business: four strengths (existing three strengths + new strength)

TATERU's new strength

TATERU × IoT

IoT for rental properties are provided in TATERU apartments, now allowing single households with IoT environment

Plan to provide 10,000 rooms by December 2018. IoT devices can also be attached to properties of other companies.

Main features

WINDOW SECURITY
Detects window open, close, vibration and informs you via app even when away from home

NATURE SENSOR REMOTE CONTROLLER
Remote controller that acquires the status of the home environment and can control devices remotely

SMART LOCK
Offers *four ways to unlock doors in a simple and convenient manner
*Smartphones / Keypads / NFC such as card keys / physical keys

SMART LIGHT
Turn on/off lights and adjust colors/tone of lighting

CENTRAL CONTROLLER
Tablet type gateways that can be equipped with various functions

DOOR PHONE
Intercom that can respond via the cloud even when away from home





For details, refer to page 27

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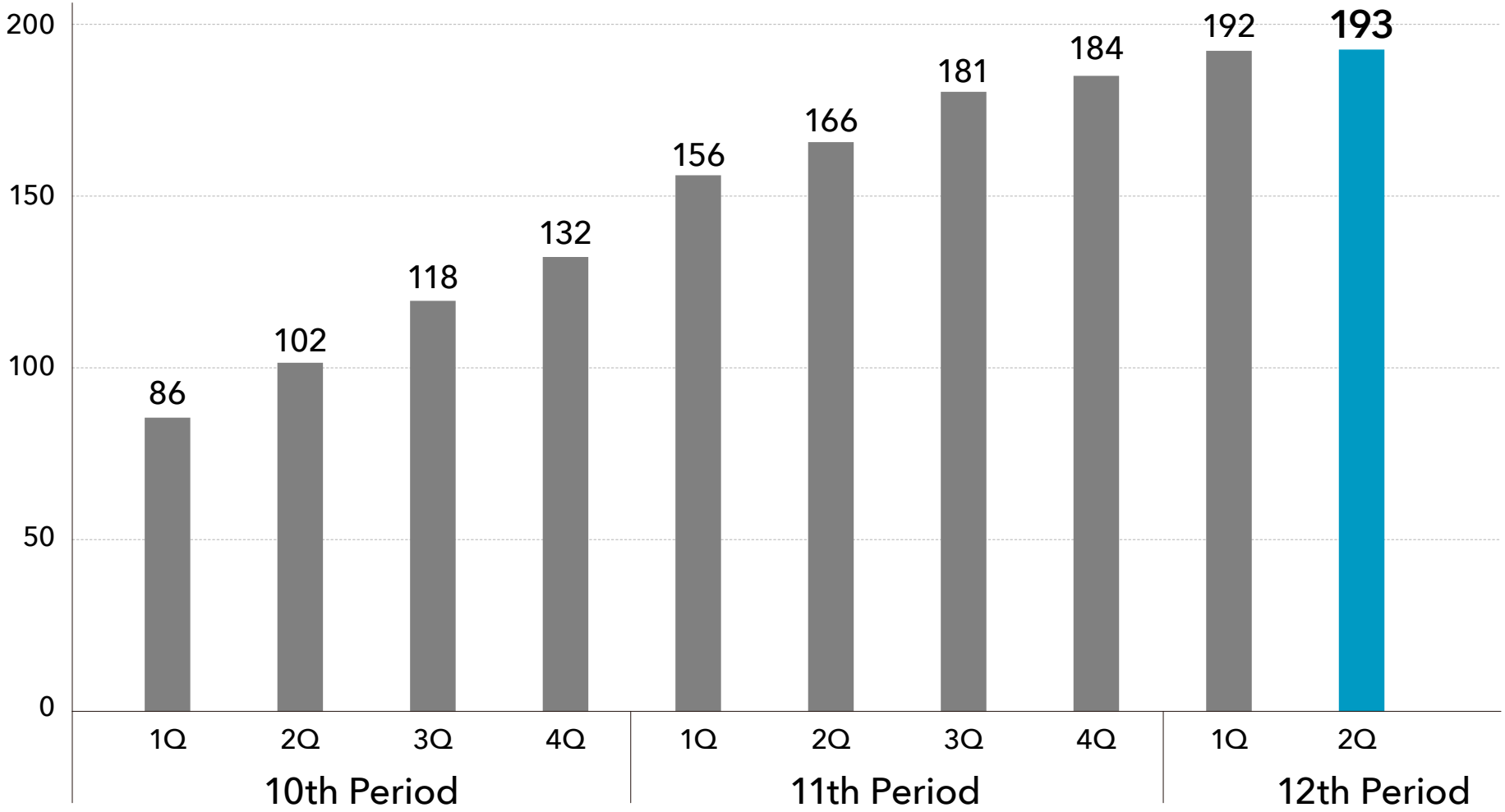
TATERU business: trends in number of new contracts



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TATERU FUNDING

exceed 10,000 members

Real estate investment-type crowdfunding "TATERU FUNDING" investment has become available from 10,000 yen per account.

Easy operation through the app!



- Investment starting from 10,000 yen per account
- Application/cancellation procedures are free of charge
- Annual yield is 3%

* "starting from 100,000 yen, annual yield 5%" till Fund No.6, "starting from 10,000 yen, annual yield 3%" from Fund No. 7

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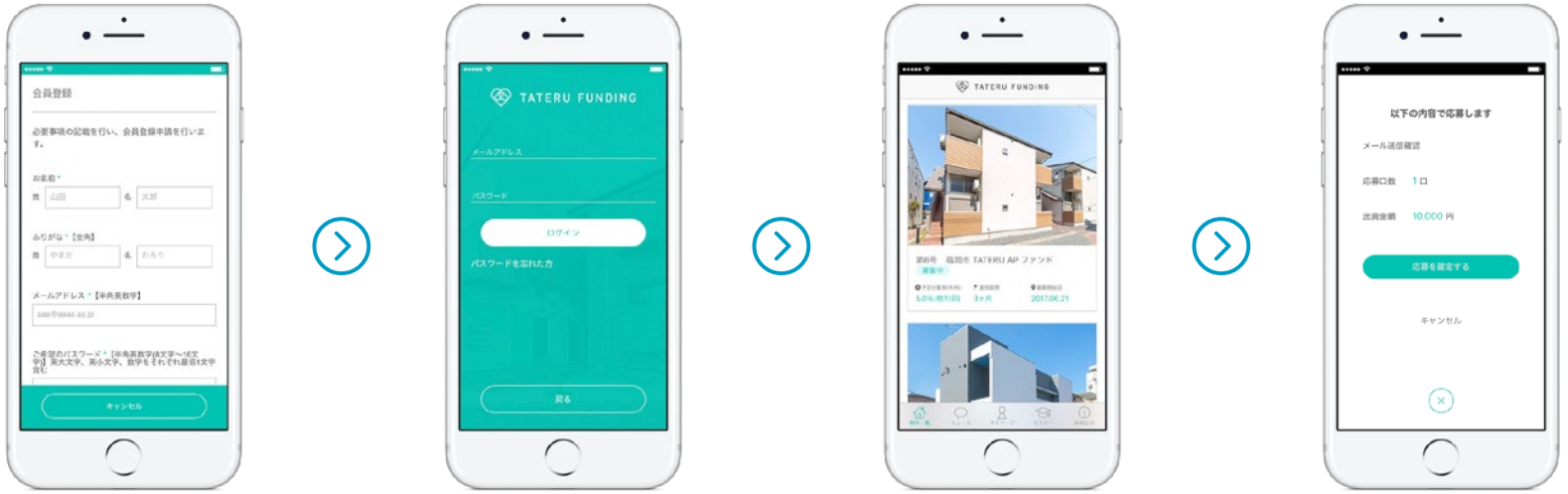
Real estate investment-type crowdfunding with app starting from 10,000 yen per account

Providing easier asset management and the highly convenient service ranging from property information notices, investment applications, and the provision of transaction history, to profit management



1. Member registration

Register name, email address, password, address, and phone number.

2. Login

Login with the registered email address and password.

3. Select properties

Select the properties to invest in from the property list.

4. Investment application

Enter the number of investment units and confirm the application.

*The registration of detailed membership information is required from your personal page when applying for investment.

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Other user management functions

Transaction history

Check transaction history
such as investment applications
and invested amounts.

Revenue details

Check revenues that customers have earned
via dividend payments.

Change membership information

Register or change membership
information easily via the app.



Refund/transfer applications

Cancellation-related
applications can be processed
for free at any time.

Inquiries

Inquiries can easily
be made via the app.

Seminars

Check seminar schedules and
make reservations.

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The amount of funds raised on funds solicited continues to rise

First-come first served basis



Fund No.1

Application of **44.80million yen**
was completed in approx. **20** minutes



Fund No.2

Application of **42.70million yen**
was completed in approx. **1** minutes

Lottery basis



Fund No.3

Against total funds solicited
of 50.40 million yen:
Funds raised reached **153.90million yen**

approx. 3 times the total amount solicited



Fund No.4

Against total funds solicited
of 54.60 million yen:
Funds raised reached **272.30million yen**

approx. 5 times the total amount solicited



Fund No.5

Against total funds solicited
of 63.00 million yen:
Funds raised reached **415.30million yen**

approx. 5 times the total amount solicited



Fund No.6

Against total funds solicited
of 35.70 million yen:
Funds raised reached **338.70million yen**

approx. 9.4 times the total amount solicited

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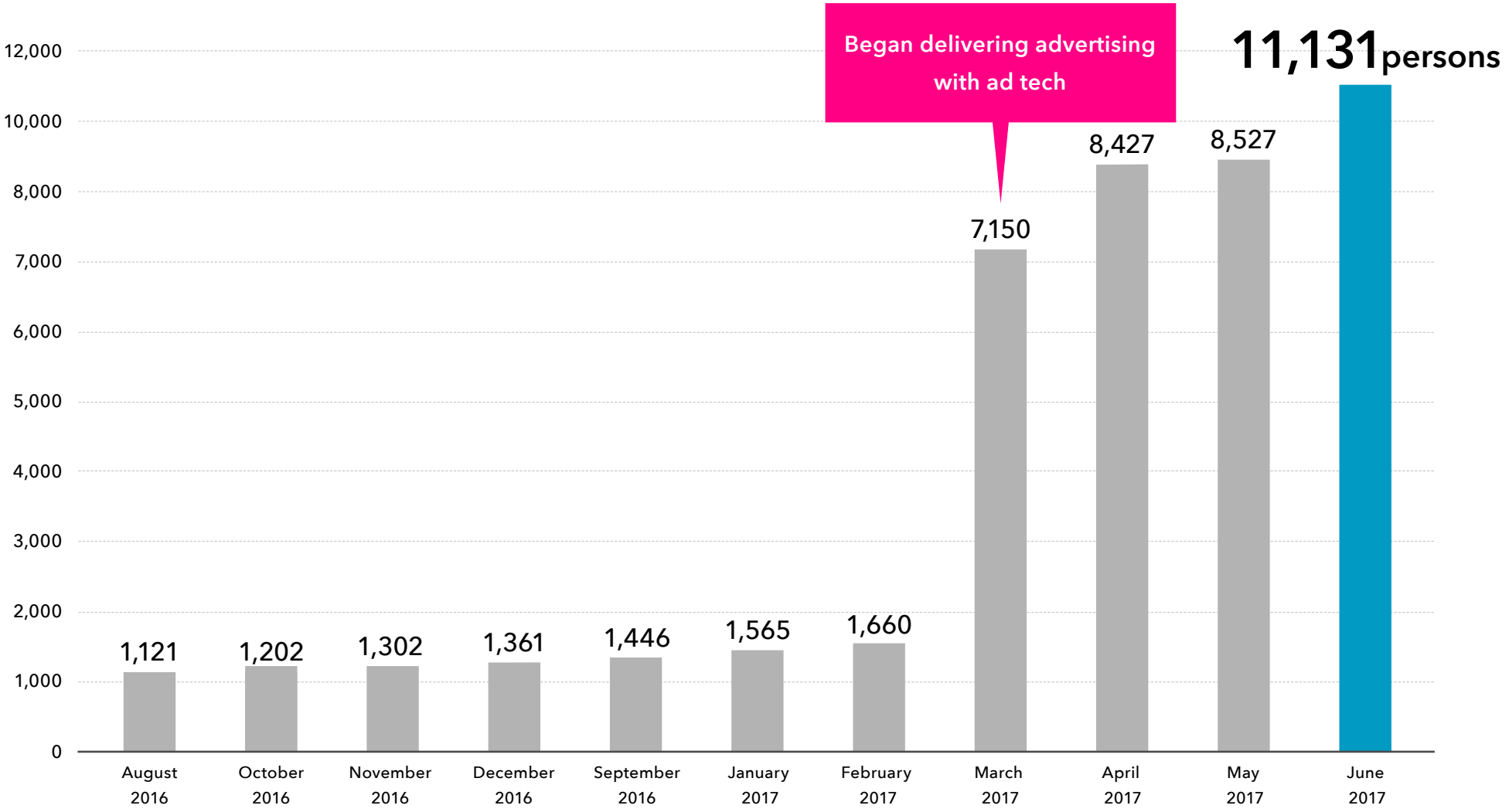
Trends in membership since launch of business



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Synergies with the TATERU business

Retention of new customers and strategy to enable cross-selling to "TATERU"

Supporting apartment management entrepreneurship

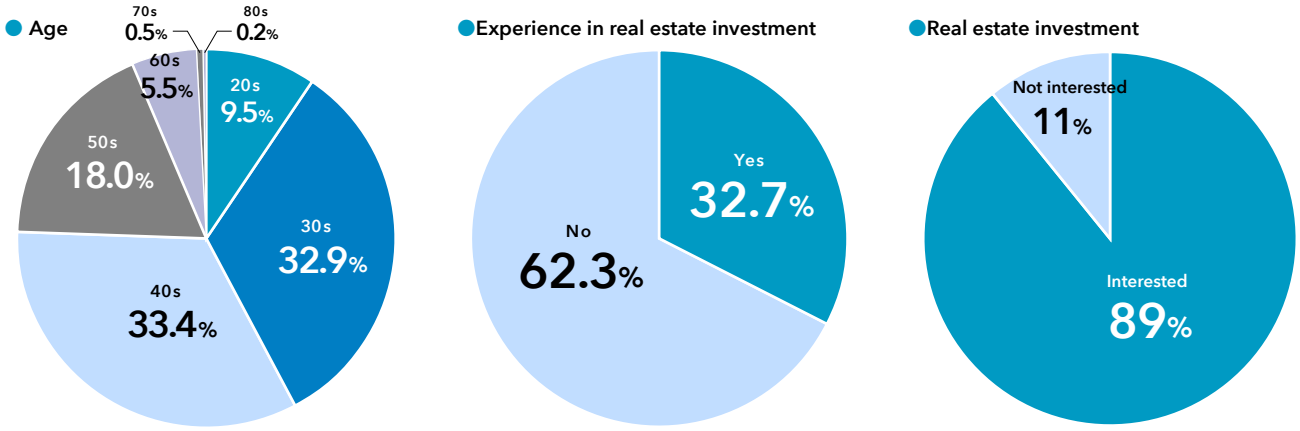
TATERU FUNDING MARKET

Inflow to "TATERU"

TATERU

- TATERU FUNDING to initiate TATERU apartment management entrepreneurship
- Cultivating new customer base starting from the approachable amount of 10,000 yen per account
- Crowdfunding, a new choice that utilizes IT

Fund No.1-6 applicants ratio



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Robot Home

iApartment Co., Ltd. was renamed Robot Home Co., Ltd. on June 1, 2017.

Sales and OEM provision of “rental housing kits” which enables anyone to provide IoT rental housing

Anyone can easily provide IoT rental housing by using Robot Home’s rental housing kit. By utilizing the kit, residents can realize various types of lifestyles through indoor central controllers, while improving the convenience and security of their daily lives. Additionally, owners managing apartments can check the vacancy status or private viewing status, and take security measures during vacancy, etc.



Minami Aoyama Showroom



Showroom of property no. 1

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Began providing “TATERU” as the “TATERU kit” on June 1, 2017

Planning to provide 10,000 rooms from “TATERU” properties by December 2018

Robot Home

OEM provision

TATERU

kit TATERU kit

WINDOW SECURITY



SMART LOCK



NATURE SENSOR
REMOTE CONTROLLER



CENTRAL CONTROLLER



SMART LIGHT

“TATERU kit ” was the name of smart door phones connected to indoor tablets and smartphones previously provided by the former iApartment Co., Ltd.
Now “TATERU kit ” refers to rental housing kits provided to TATERU owners by Robot Home Co., Ltd. *A part of the product information is still under development. It might be different from the actual product.

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Property No.1 1K apartment in Nakano-ku,Tokyo



Floor plan —— 1K　　Exclusive area —— 20.45m²

Applied devices —— CENTRAL CONTROLLER /
WINDOW SECURITY /
NATURE SENSOR REMOTE CONTROLLER /
DOOR PHONE / SMART LIGHT



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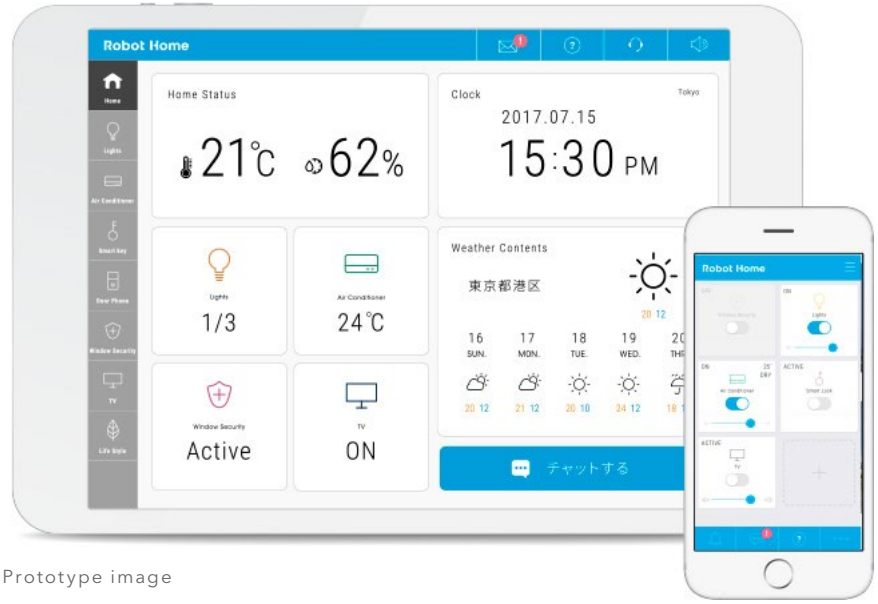
Just put it in the room. IoT for rental properties.

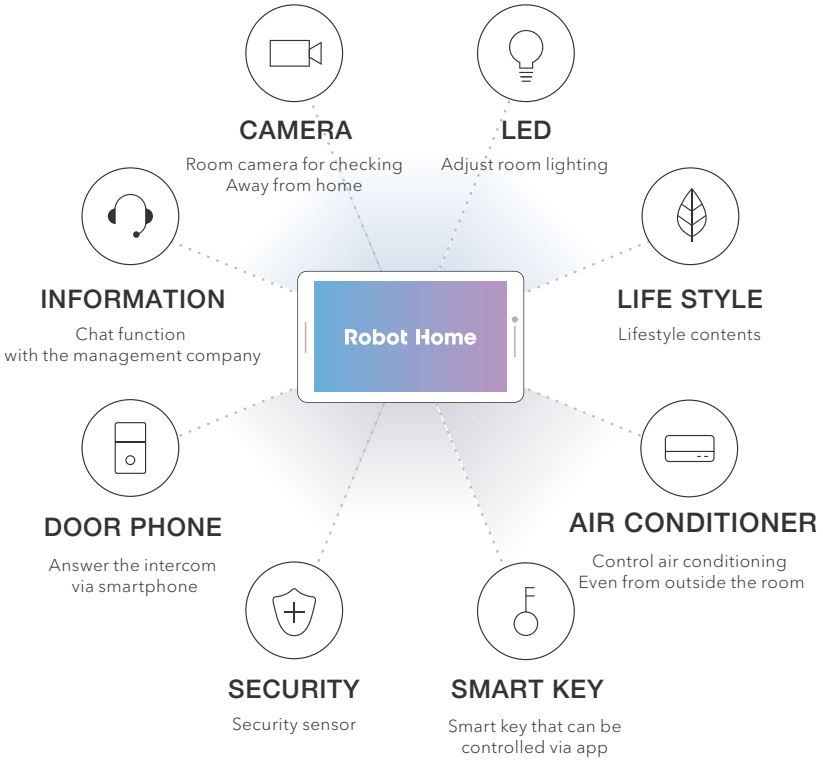


*Prototype image

CENTRAL CONTROLLER

Tablet type gateways that can be equipped with various functions

Concept map



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1. WINDOW SECURITY

Detects window open, close, vibration and informs you via app even when away from home

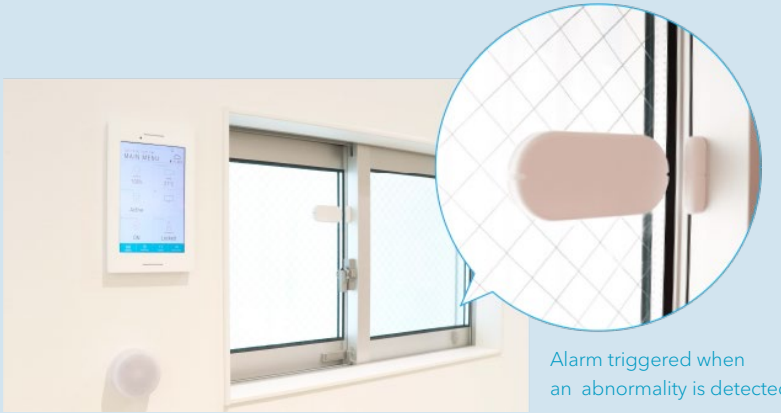


Price —— 7,000yen(ex. tax)

Color	white	Weight	27g
Dimensions	39×85×9mm	Installation	Indoor

Alerts on abnormalities are sent to smartphones

WINDOW SECURIY installed on window detects its open, close, vibration and you can check the abnormality in the house via smartphone when away from home.



Alarm triggered when an abnormality is detected

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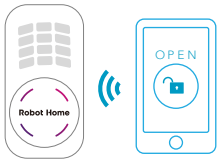
2. SMART LOCK

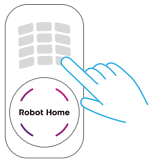
4 easy ways to unlock the door

Price — 78,000yen (ex. tax)



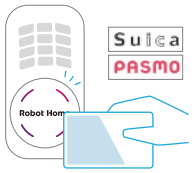
By smartphone

Capable of unlocking via smartphone through Bluetooth wireless communication



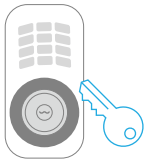
By keypads

You can set the PIN code of your choice. Automatic renewal of PIN code available in case of vacancy.



By traffic system IC card or Apple Watch

Capable of unlocking via traffic system IC cards, mobile wallets, and Apple Watch



By physical keys

Physical keys are also valid, so residents can still unlock the door even if the smartphone is low on battery

*The company names and product names are either trademarks or registered trademarks of their respective companies. However in the text "®" and "™" symbols are omitted.

- Apple and Apple Watch are trademarks of Apple Inc., registered in the U.S. and other countries.
- Suica is a registered trademark of East Japan Railway Company.
- PASMO is a registered trademark of Pasmo Co., Ltd.

Enhanced security functions for vacancies Special processing technology enables a device that stays put



●Auto lock function

Doors are locked automatically when closed. No need to worry about forgetting to lock doors.

●Logdata available on history of unlocking

Data for "when" and "how" doors were unlocked is stored automatically, eliminating the labor of recording access.

●Low battery notification

An alert sound will ring when the battery level is low.

●Warning function

A warning sound of 105dB rings when doors are forcefully unlocked, preventing unlawful entry during vacancy.

●Easy installation

Optimal for rental properties because no work is required for the doors. Device will remain firmly attached to door by special processing.

●9V battery compatible

Even if batteries run down, power can be supplied temporally by square-type 9V batteries from outside the doors.

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3. NATURE SENSOR REMOTE CONTROLLER

Remote controller that acquires the status of the home environment and control devices remotely



Price — 13,000yen (ex. tax)

Color	white	Weight	100g
Dimensions	ϕ78×38mm	Installation	Indoor

Stay connected to the status indoors for a more convenient and comfortable life

Residents can check the status of indoor temperature and humidity, as well as control air conditionings, TV, and others in one tap of the central controller. Control of infrared communication devices such as air conditionings are available even when away from home.





Residents can check indoor temperature and humidity and also set the temperature of air conditioning

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4. SMART LIGHT

Turn on/off lights and adjust colors/tone of lighting



Price — 47,000yen (ex. tax) /room

Color — white　　Installation — Indoor

*reference price : 1 master device +3 slave devices structure
*Since construction cost differs depending on the properties, it will be quoted separately.

No more forgetting to turn off the lights by remote control

Residents can set the tone of lighting in their taste. Lights can be turned off remotely in case they were not switched off while away from home.





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5. CENTRAL CONTROLLER

Tablet type gateway that can be equipped with various functions



Price — 30,000yen(ex. tax)

Color	white	Weight	340g
Dimensions	240×142×20mm	Installation	Indoor

*System fees 1,000 yen (ex.tax) /month charged for separate options

Concierge for all rental properties

Chat service supports the daily lives of residents including problems (such as water leakage) and point of contact for notifying when moving out. Connections to various IoT devices and home appliances allow residents to obtain a unique gateway which suits their own lifestyle.



(Above) Push notification function on a smartphone screen
(Left) Concierge function on a central control screen

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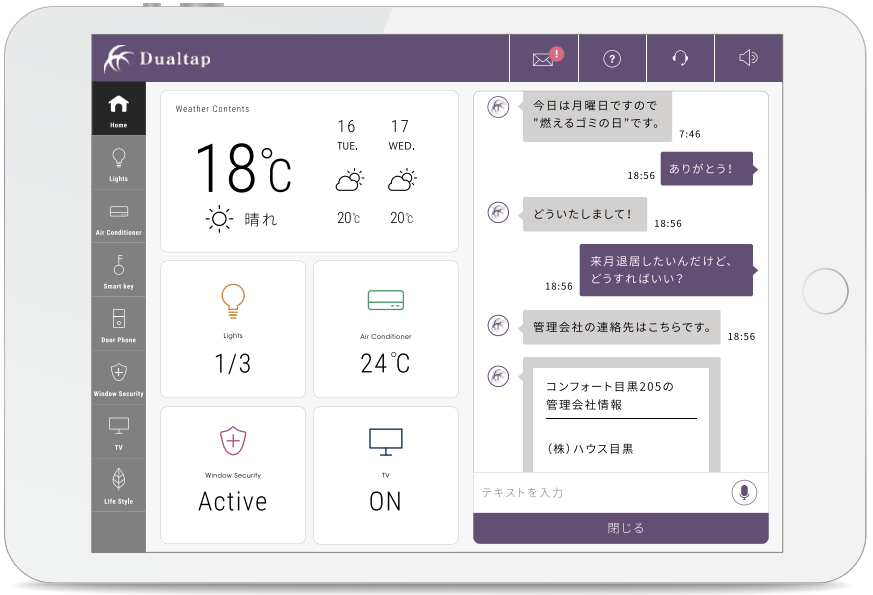
Applying our rental housing kit to “XEBEC“ by Dualtap, a real estate planning and development company

First example of OEM provision of rental housing kits

Robot Home will provide its rental housing kit to Dualtap on an OEM basis. Dualtap plans to introduce the kit as the “Dualtap kit” to its XEBEC branded apartments this winter. This is the first provision of the rental housing kit to other companies through OEM.

By the introduction of the “Dualtap kit (rental housing kit),” XEBEC will transform into next-generation rental housing with IoT. Indoor central controllers support not only the operation of various IoT devices but also provide concierge services for the daily lives of residents including problems (such as water leakage) and point of contact for notifying when moving out.



Dualtap Co., Ltd. (Code number : 3469)

Dualtap plans and develops its own “XEBEC” branded apartment series for asset management mainly in Tokyo. It is engaged in sales activities targeting domestic and international individuals as their main clients. Dualtap is a company listed on JASDAQ. In addition to in-house development and sales of properties, it also handles rental real estate management and brokerage business, providing total support in real estate management.

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mireru

IoT solution-based smart inspection system

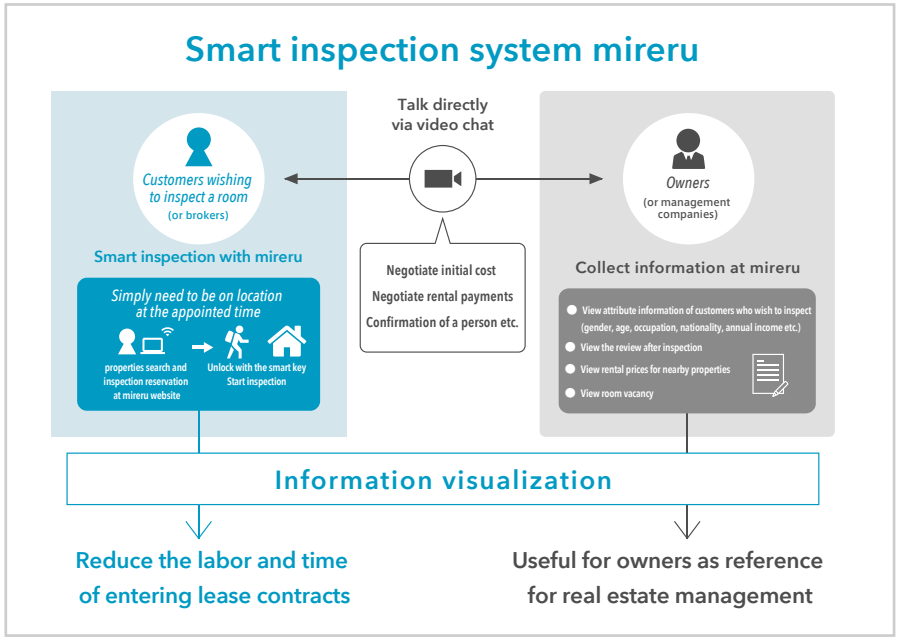
Smarter inspection for rental property search

More sophisticated reference for real estate management

"mireru" is a smart inspection system that utilizes an IoT solution targeting users who expect to move in (or brokers) and also owners (or management companies). Eliminating the process of adjusting the schedules of users, brokers, and management companies during inspection, mireru allows them to inspect apartments immediately and reduce the labor and time of entering lease contracts. In addition, attribute information of customers who wish to inspect, rent information of neighboring apartments, and vacancy information will be useful for owners as reference for real estate management.



Teaser website for demonstration experiment: opening on May 2, 2017



Demonstration experiment scheme

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TATERU bnb iVacation Co., Ltd.

Offering a safe and secure Minpaku service

HOST

Smart Minpaku operations that utilize TRIP Phone

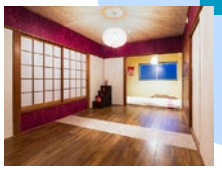
Kyoto



Tokyo (Ota-ku)

TRIP PHONE

Fukuoka





* "TATERU Phone" has been renamed " TRIP Phone."

MATCHING

Matching platform website



GUEST

Concierge support that utilizes TRIP Phone



TRIP CONCIERGE

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Launched Minpaku brand “TRIP POD”

TRIP POD manages hostels efficiently by utilizing IoT device “TRIPP.”

Around-the-clock concierge and translation functions facilitate resident management and the reduction of management costs.

Tenant Type

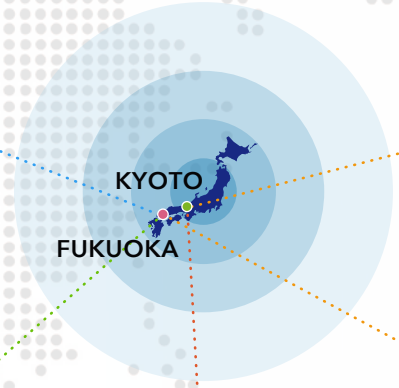
TRIP POD FUKUOKA
(Scheduled to open in September 2017)

¥3,000～ / 1 Bed

This hostel is managed by leasing tenants. Owners can open hostels at a good location with small investment, thereby expecting to achieve high capacity utilization and revenue.



*This picture is a depiction

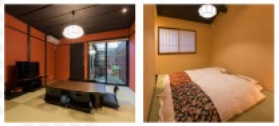


House Type

TRIP POD KYOTO

¥25,000～ / night (up to 5 people)

Traditional townhouse-type hostel. Residents can experience Japanese lifestyles. This hostel is suitable for groups ranging from five to ten people.





House Type

TRIP POD FUKUOKA
(Scheduled to open in September 2017)

¥25,000～ / night (up to 5 people)

Apartment Type

TRIP POD FUKUOKA

¥3,000～ / 1 Bed

Apartment-type hostel. Owners can acquire higher revenues than ordinary rental apartments. Residents can stay here as if living in an apartment. This hostel is suitable for the groups of approx. five people.





Building Type

TRIP POD KYOTO
(Scheduled to open in October 2018)

¥3,000～ / 1 Bed

This is a large-size hostel with luxurious lounges and dining kitchens installed. Not only dormitories but also single rooms targeting groups and individuals are available.





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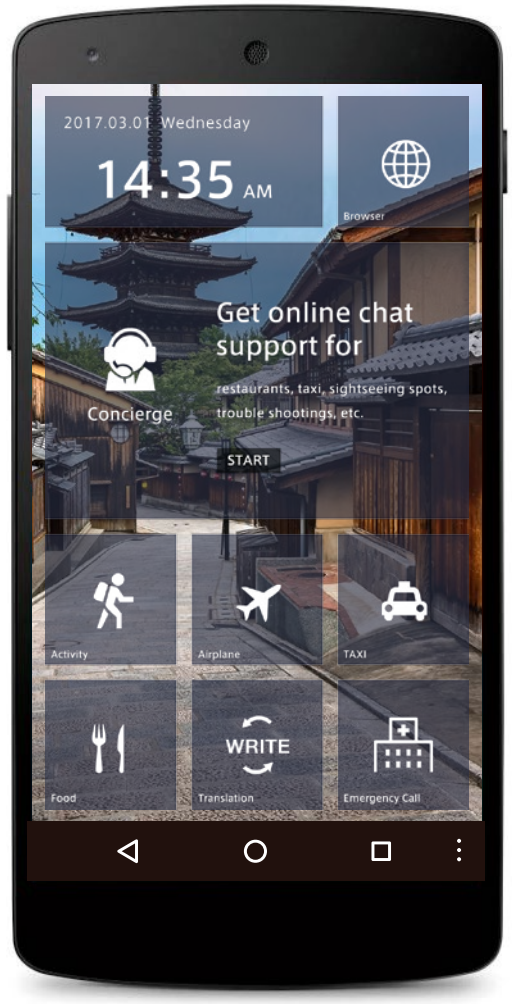
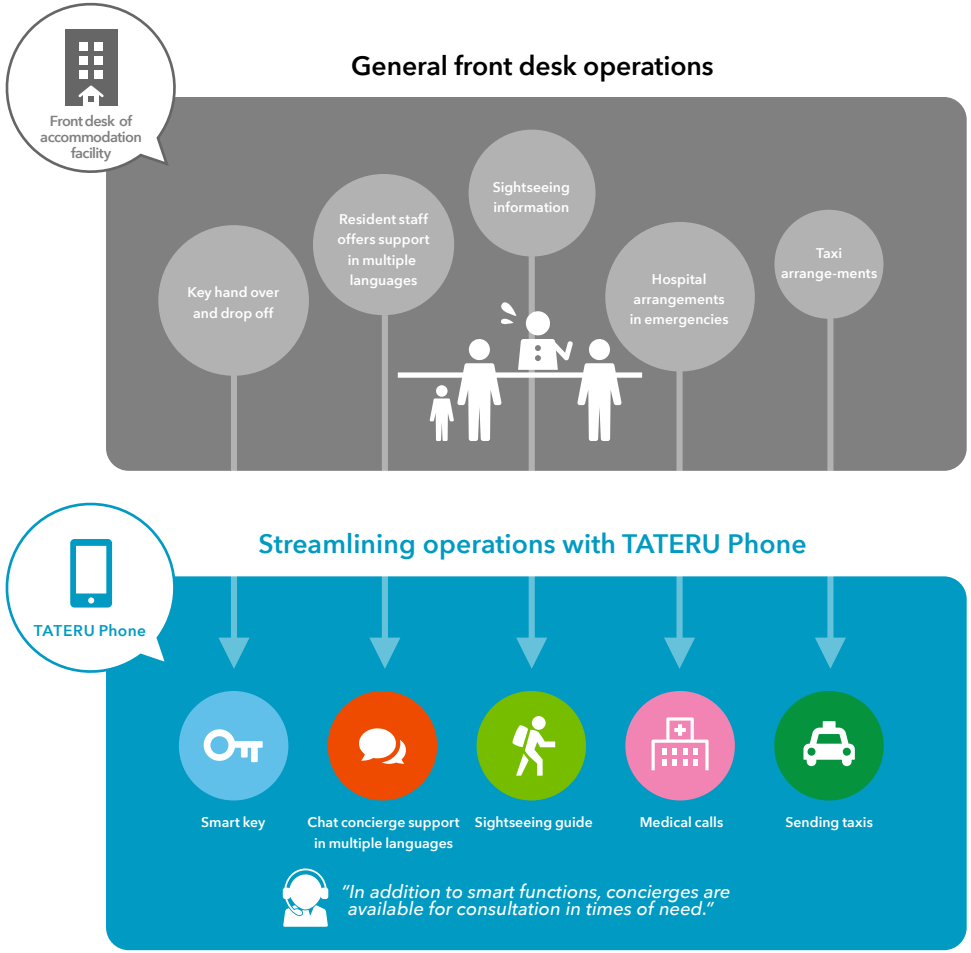
TRIP Phone for guests





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Status of progress on extension of TRIP Phone functions

STEP 1 Transport functionreservation

EVOLABLE ASIA

EVOLABLE ASIA CO., LTD.



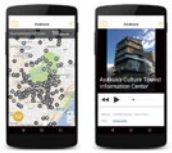
STEP 2 Music event function

77HZ LTD.



STEP 3 Audio tour function

IPPON, Inc.



STEP 4 Activity curation function

VOYAGIN PTE. LTD.



STEP 5 Emergency call function

東京海上日動

Tokio Marine & Nichido Fire Insurance Co., Ltd.



STEP 6 Translation function

NTT DOCOMO, INC.

Joint testing period until March 31, 2017



STEP 7 Taxi reservation function

日本交通株式會社

Nihon Kotsu Co., Ltd.



STEP 8 Scan function

Payke

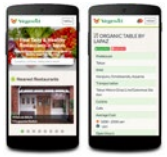
Payke Inc.



STEP 9 Restaurant search function for vegetarians

Vegewel

Frembassy, Inc.



STEP 10 Merchandise sales service function

CHAPTER 8 INC

Chapter8, Inc.



New

STEP 11 Baggage handling service reservation function

ecbo

ecbo Inc.



Further development is planned

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SMA-RENO business

SMA・RENO
SMART RENOVATION

Smart renovation online

Website was renewed in March 2017

Began matching service for apartment transactions
SMA-RENO concierges support apartment transactions





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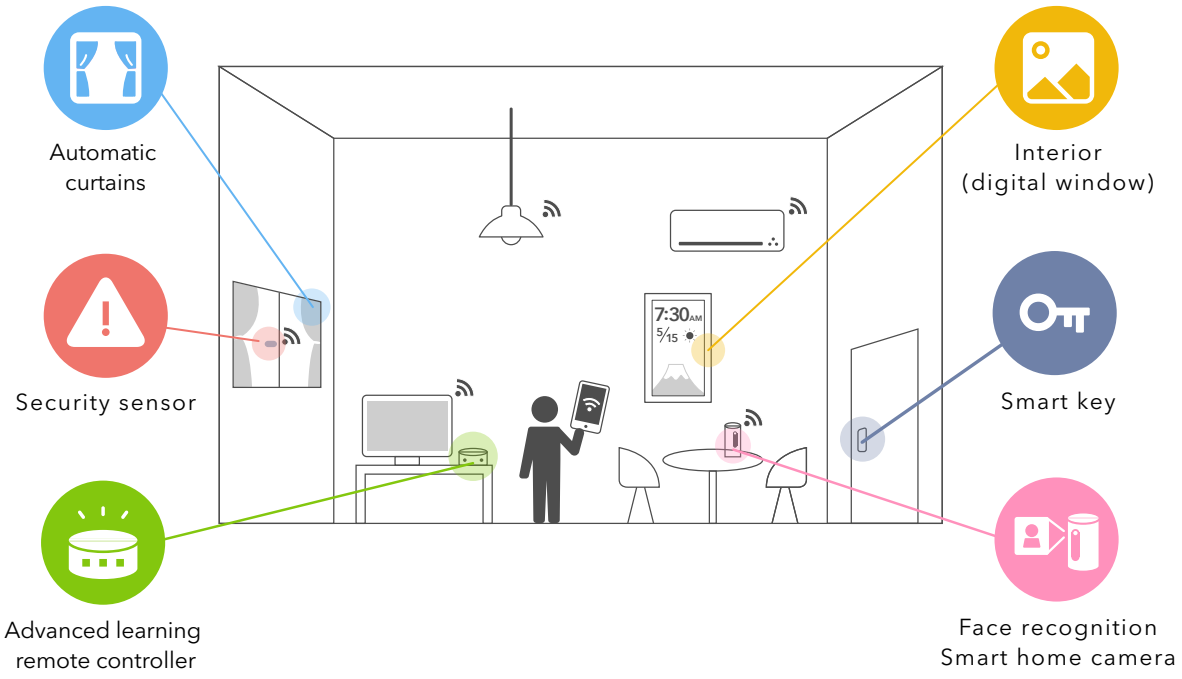
Second hands-on showroom utilizing IoT opens in Nakameguro, Tokyo





<Property information> Sold

Address：Meguro-ku, Tokyo

Structure：Ten-story FC structure with flat roof

Year built：September 1965

Floor plan：1LDK　　Area：53.46 ㎡

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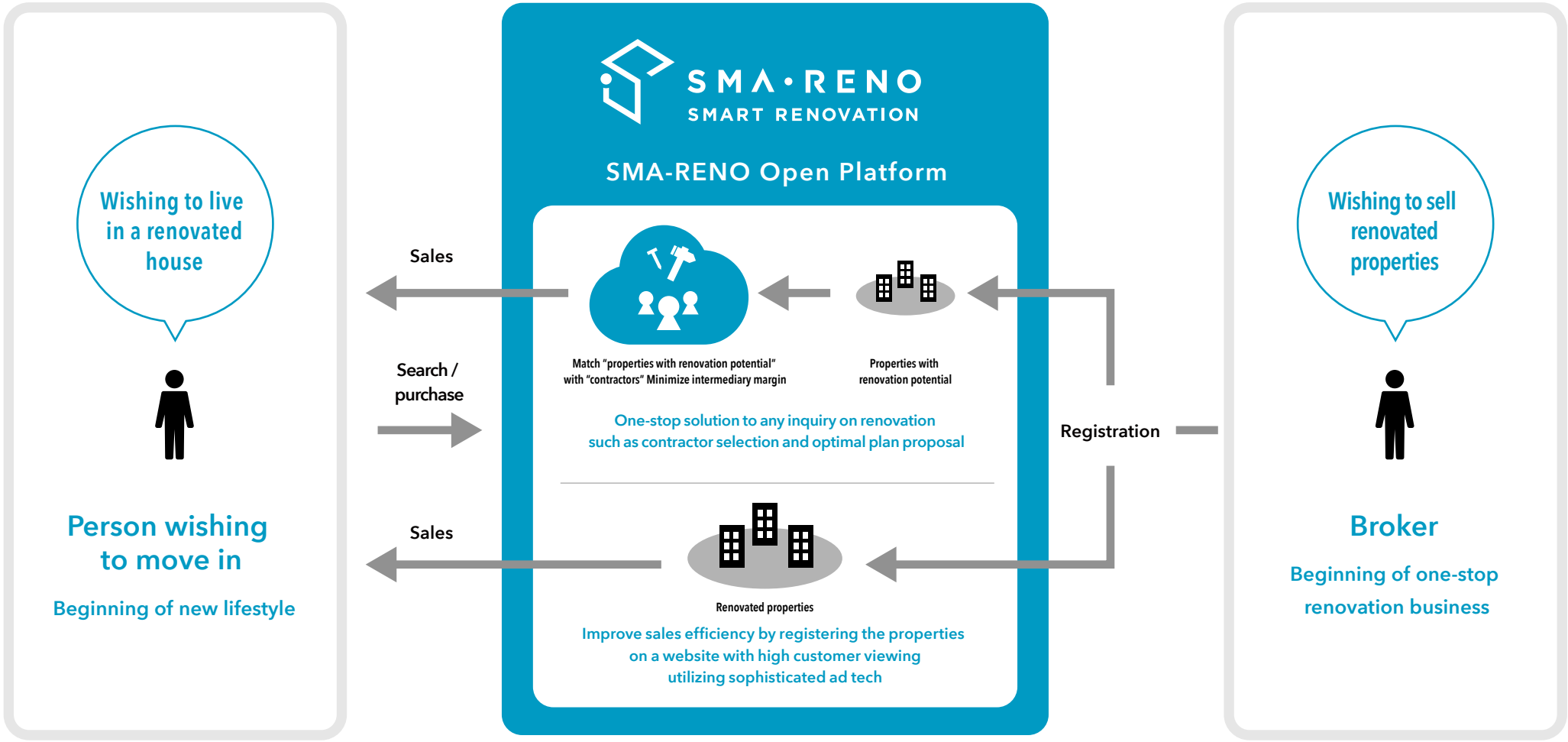
Began development of SMA-RENO open platform



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These risks and uncertainties include industries in general, market conditions, and general domestic and international economic conditions such as interest rate and foreign exchange fluctuations.

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