GA Technologies Co., Ltd.

3Q FY2020.10 Financial Results

May 1, 2020 – July 31, 2020

September 14, 2020

Securities code: 3491

GA TECHNOLOGIES

PHILOSOPHY

Technology × Innovation to Inspire the world

VISION

Create a world-leading company

Selected as Digital Transformation Stock Selection (DX Stock) 2020 (former Competitive IT Strategy Company)

DX銘柄
Digital Transformation

GA technologies was selected as "Digital Transformation Stock Selection (DX Stock) 2020" which is a survey program for all listed companies conducted by the Ministry of Economy, Trade and Industry and the Tokyo Stock Exchange.

Among 35 selected leading companies actively utilizing IT, only GA technologies and Mitsubishi Estate were from the real estate industry

Mothers

Only 1 Company

First Section of The Tokyo Stock Exchange

34 / 35 Companies

Ticker	Company Name	Industry	Selected in 2019	2018	2017	2016	2015
1812	KAJIMA CORPORATION	Construction					
1980	DAI-DAN Co., Ltd.	Construction					
2502	Asahi Group Holdings,Ltd.	Foods	●	●	●	●	●
2897	Nissin Foods Holdings Co., Ltd.	Foods					
3402	Toray Industries, Inc.	Textiles and Apparels			●	●	●
4901	FUJIFILM Holdings Corporation	Chemicals		●	●		
8113	Unicharm Corporation	Chemicals	●				
4519	CHUGAI PHARMACEUTICAL CO., LTD.	Pharmaceutical					
5020	ENEOS Corporation	Oil and Coal Products	●				
5108	Bridgestone Corporation	Rubber Products	●	●	●	●	●
2101	AGC Inc.	Glass and Ceramics Products					
5411	JFE Holdings, Inc.	Iron and Steel	●	●	●	●	●
6301	Komatsu Ltd.	Machinery	●	●			●
6367	DAIKIN INDUSTRIES, Ltd.	Machinery					
4902	KONICA MINOLTA, INC.	Electric Appliances				●	
6702	Fujitsu Limited	Electric Appliances	●	●	●		
7272	Yamaha Motor Co., Ltd.	Transportation Equipment					
7732	TOPCON CORPORATION	Precision Instruments					
7912	Dai Nippon Printing Co., Ltd.	Other Products	●				
9531	Tokyo Gas Co., Ltd.	Electric Power and Gas				●	
9020	East Japan Railway Company	Land Transportation	●	●	●	●	●
4689	Z Holdings Corporation	Information & Communication	●	●	●	●	
9613	NTT DATA Corporation	Information & Communication					
8053	Sumitomo Corporation	Wholesale Trade					
9830	TRUSCO NAKAYAMA CORPORATION	Wholesale Trade					
3134	Hamee Corp.	Retail Trade		●	●	●	
8174	NIPPON GAS CO., LTD.	Retail Trade	●	●	●	●	
8308	Resona Holdings, Inc.	Banks					
8601	Daiwa Securities Group Inc.	Securities and Commodities Futures	●	●			
8630	Sompo Holdings, Inc.	Insurance			●		
8439	Tokyo Century Corporation	Other Financing Business	●	●	●	●	●
3491	GA technologies Co.,Ltd.	Real Estate					
8802	MITSUBISHI ESTATE CO., LTD.	Real Estate	●				
2432	DeNA Co., Ltd.	Services	●	●			
9735	SECOM Co., Ltd.	Services			●	●	

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Business Overview of the GA TECHNOLOGIES GROUP



Delivering true ideal lifestyles, going beyond housing



Contacting housing for the first time → **Rent**

Creating the ideal lifestyle → **Rent, buy, sell, or renovate**

Realizing the ideal future lifestyle → **Invest**

ITANDI Business	Living Business	iBuyer Business
Brokering rentals	Brokerage of luxury condominium for rent Real estate brokerage business Renovation business	Purchase and resale business

BtoC:

OHEYA GO オヘヤゴー Powered by RENOSY

RENOSY

Rental BtoB business

Real estate DX business

BtoB:

ITANDI BB

nomad cloud

RENOSY X

Real estate industry-wide shift to DX



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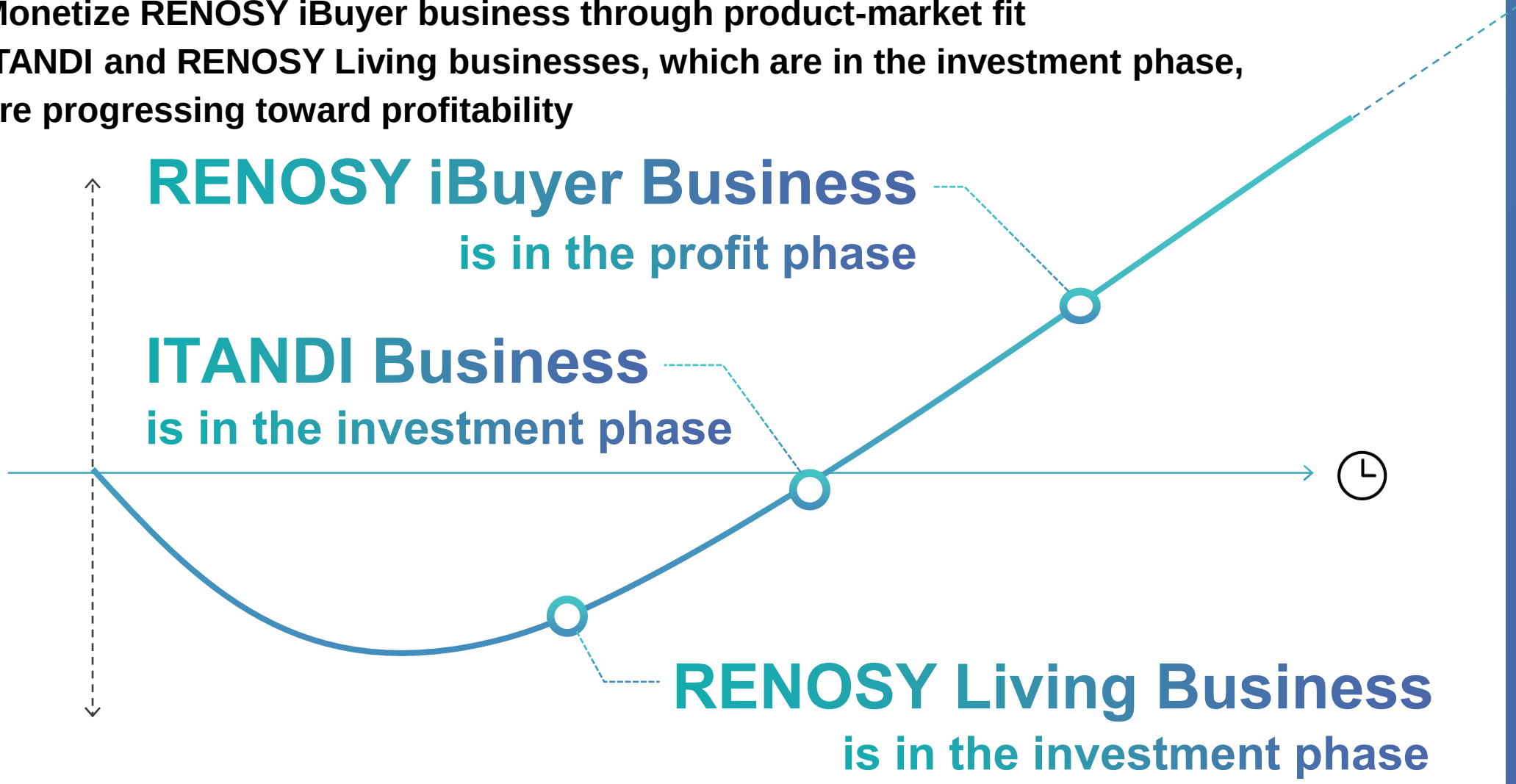
Management Priorities

Monetize RENOSY iBuyer business through product-market fit
ITANDI and RENOSY Living businesses, which are in the investment phase, are progressing toward profitability



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GA technologies Strategy

1 Strengthening of RENOSY business

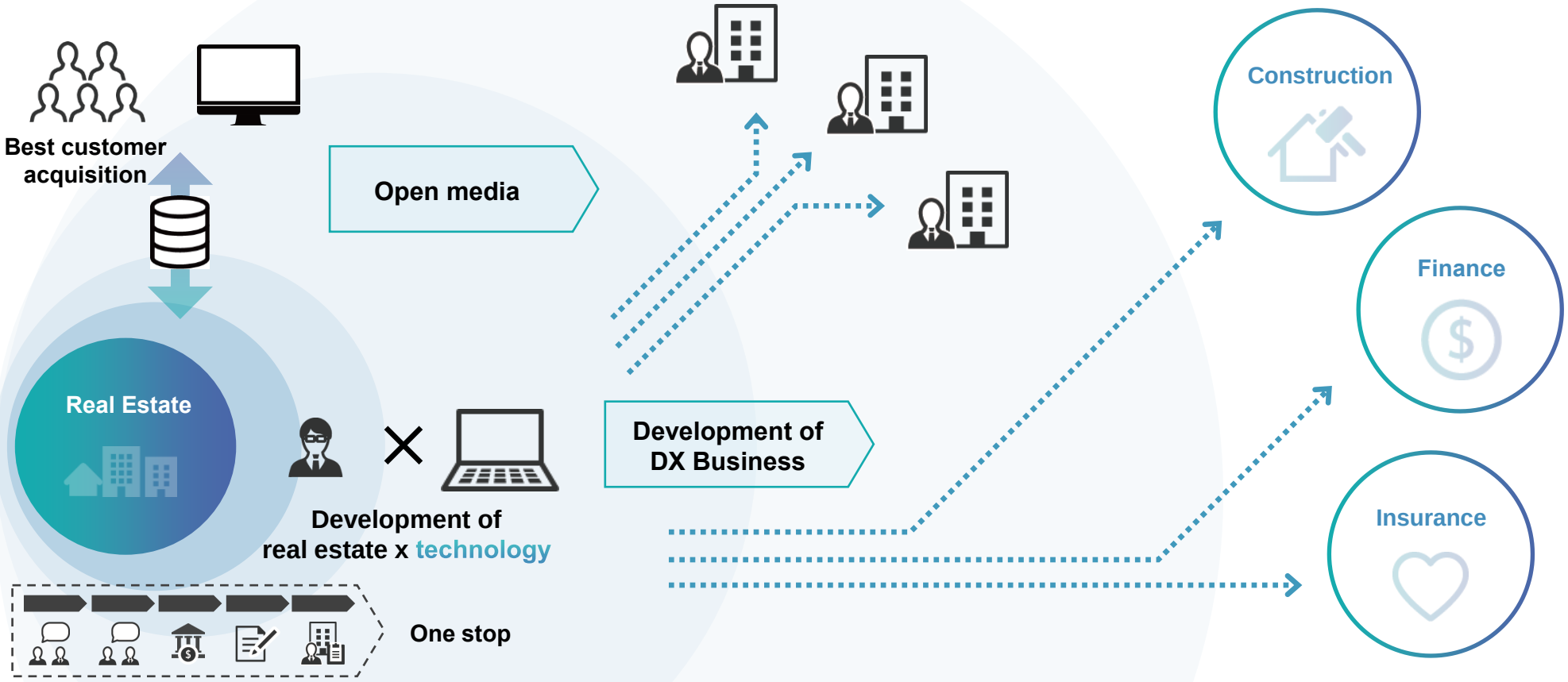
(1) Strengthen media to acquire the best customers
(2) Create real estate purchase experiences through real estate x technology
(3) Provide value by expanding service coverage

2 External sales of in-house services

(1) Open media to attract the best customers
(2) Promote DX obtained through real estate x technology

3 Business expansion to adjacent area

Advance into other compatible industries in line with the expansion of service coverage



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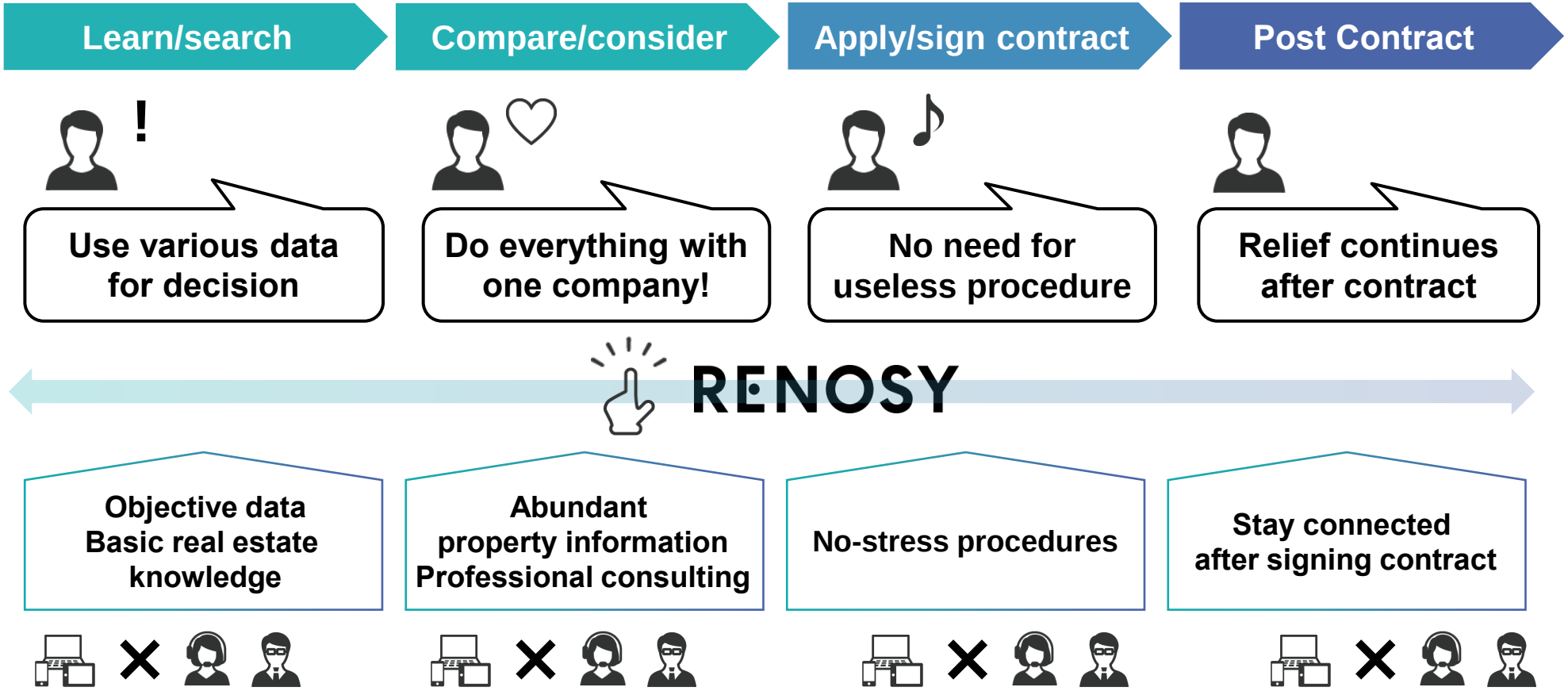
GA technologies Strategy (Reinforcement of RENOSY business (1))

(1) Provide one-stop and seamless services and purchasing experience

RENOSY's business model



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GA technologies Strategy (Reinforcement of RENOSY business (2))

(2) Establish and develop OMO structure*1

Establish real estate x technology OMO structure in iBuyer business

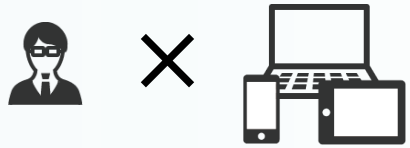
Develop organization for real business
(Thorough KPI management and establishment of division of labor)



Expand service coverage
(Provide necessary services from customer's perspective)



Business scaling through DX
(Improve customer value and streamline operations)



Expansion into Living business

Reproduce RENOSY model

*1 "OMO" stands for "Online Merges with Offline". Marketing concept that merges online and offline

*2 DX stands for "Digital Transformation," which means transformation by digitalization of corporate activities.

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GA technologies Strategy (External sales of in-house services)

External sales of in-house services

**Spread our know-how, systems,
and technologies obtained in each business to the industry**

iBuyer Business



Living Business



Expansion into the real estate industry



Promotion of DX for the entire real estate industry



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Impact of COVID-19

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Impact of COVID-19 and Recent Trends

Impact of COVID-19

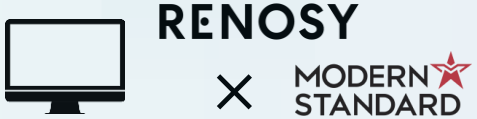
	iBuyer Business	Living Business	ITANDI Business
2Q	↓ Decreased capacity in financial institutions **Stagnation of sales activities**	↓ Stagnant operations at property management companies **Decrease in the number of properties for showing**	↓ Slump in brokerage industry **Reduction of digital application use**
3Q	↓ Decreased capacity in financial institutions **Stagnation of sales activities**	↓ Stagnant operations at property management companies **Decrease in the number of properties for showing**	↓ Slump in brokerage industry **Reduction of digital application use**
4Q	↗ Recovered capacity in financial institutions **Limited impact on sales activities**	↗ Restart of operations at property management companies **Recovery in the number of properties available for showing**	↗ Increased demand for industry-wide DX **Minor impact of COVID-19**

Avoid impact mainly through focused by focusing on business activities below and promoting DX

Establishment of non-face-to-face sales structure



Enhancement of in- house media



Contributing to DX Shift



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3Q FY10/20 Results (Consolidated)

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3Q FY10/20 Financial Highlights (Consolidated)

GA technologies group

Net sales

15,205 millions of yen

YoY **+ 67** %

Gross profit

2,254 millions of yen

YoY **+ 38** %

Operating income

260 millions of yen

YoY **+ 119** %

Net sales were slightly lower than projected due to decreased capacity in financial institutions because they curtailed their operations due to the impact of the Declaration of State of Emergency, which was a measure to prevent the spread of COVID-19

Despite the impact of COVID-19, net sales, gross profit and operating income increased steadily on a YoY basis

Thanks to the earlier development of technology in the real estate business for both RENOSY business (iBuyer/Living) and ITANDI business, the ongoing DX promotion, including a non-face-to-face sales system, was accelerated

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Summary of 3Q FY10/20 Results

RENOSY iBuyer

- Business activities temporarily slowed down due to the contraction of business of financial institutions during the Declaration of State of Emergency
- Number of RENOSY membership and sales reps and ARPA, which are important indicators, remained strong

RENOSY Living

- Number of responses and sales personnel steadily increased due to M&A synergies and enhanced marketing
- Developing the OMO system established in the iBuyer business into the Living business to achieve further growth

ITANDI

- Business of SaaS for property management companies and real estate agencies has been growing steadily
- Number of OHEYAGO listings also increased, backed by an increase in the use of SaaS for property management companies
- Number of electronic applications, which are supplementary service KPIs, bottomed out in April and has been on a recovery trend since May

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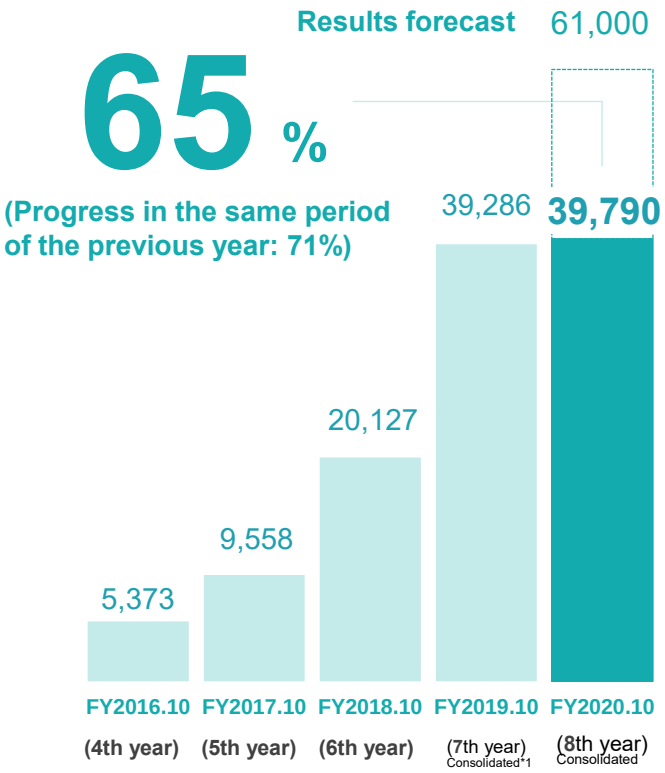
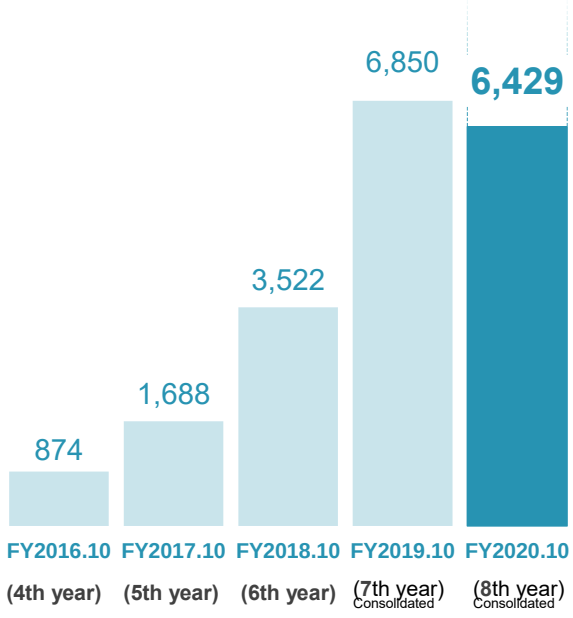
Full-year Trend and Progress in 3Q FY10/20

Because of the impact of COVID-19, progress on net sales decreased by several points to 65% from 71% as of the same period of the previous fiscal year.
For the same reason, progress on operating income decreased to 38% from 44% a year earlier.

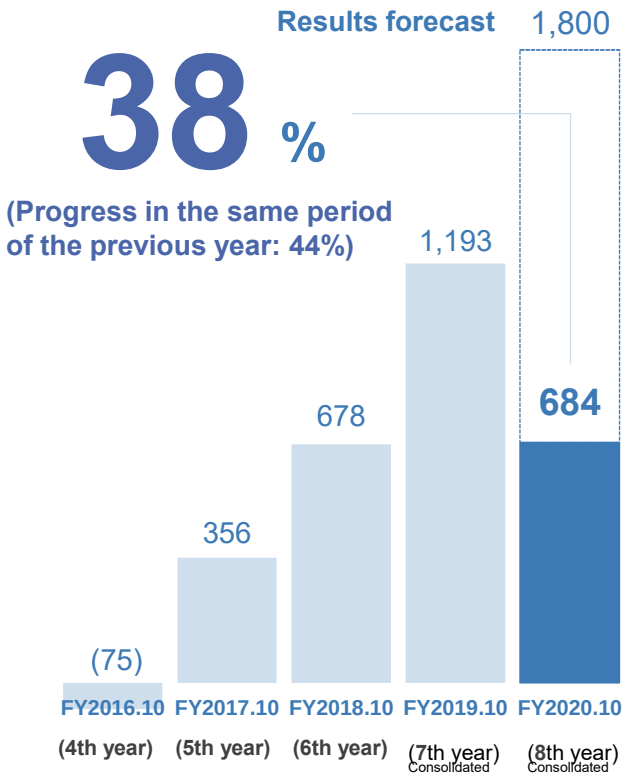
Net sales progress (Millions of yen)



Gross profit



Operating income progress



*1. From FY10/19 (7th year) onward, figures were based on consolidated financial statements.

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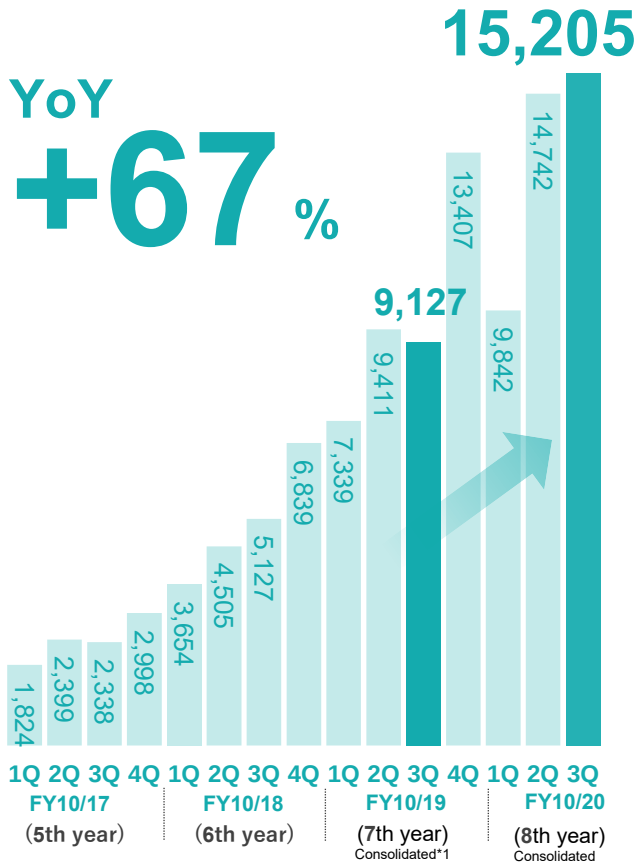
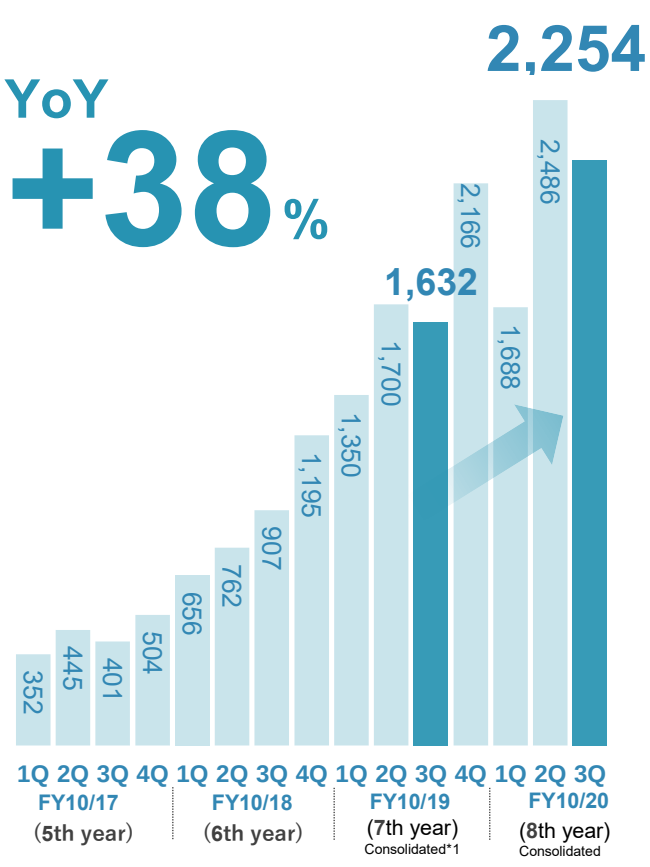
Trends in 3Q FY10/20

On a QoQ basis, quarterly trends showed the same trends in recent years as flat sales, a slight decline in gross profit, and a decline in operating income. On a YoY basis, they were steadily increasing, including operating income that significantly increased by 130%

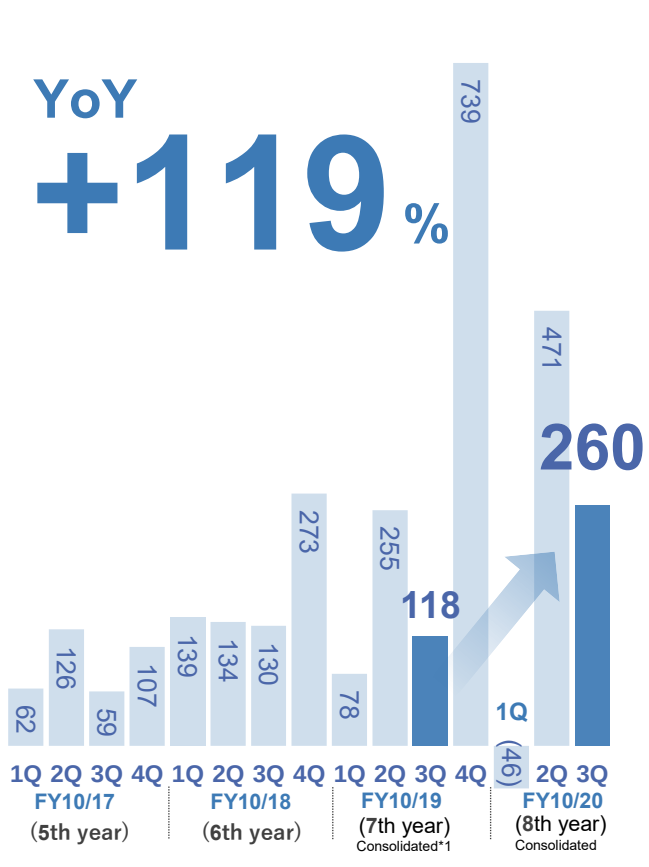
Trend in net sales (Millions of yen)



Trend in gross profit



Trend in operating income



*1. From FY10/19 (7th year) onward, figures were based on consolidated financial statements.

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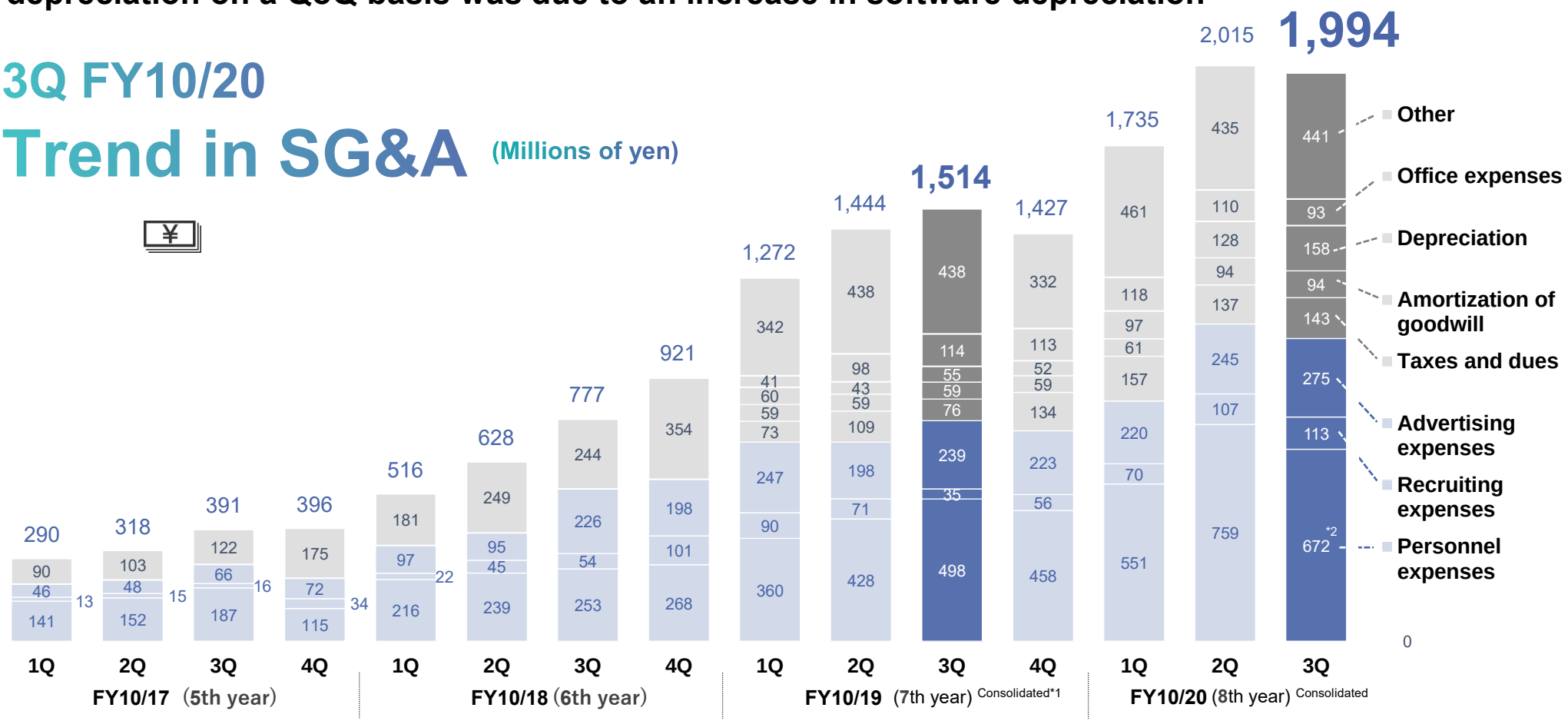
3Q FY10/20 Trend in SG&A

Although recruiting and personnel expenses were on the rise due to aggressive recruitment activities, investment was generally completed by the third quarter. The increase in depreciation on a QoQ basis was due to an increase in software depreciation

3Q FY10/20

Trend in SG&A (Millions of yen)



*1. From FY10/19 (7th year) onward, figures were based on consolidated financial statements.
*2. Staff costs for sales personnel on brokerage commission sales were reclassified to cost of sales (146 million yen) **in Q3**, including these costs for Q1 and Q2. Without considering the impact, personnel costs were 818 **millions of yen** in this quarter.

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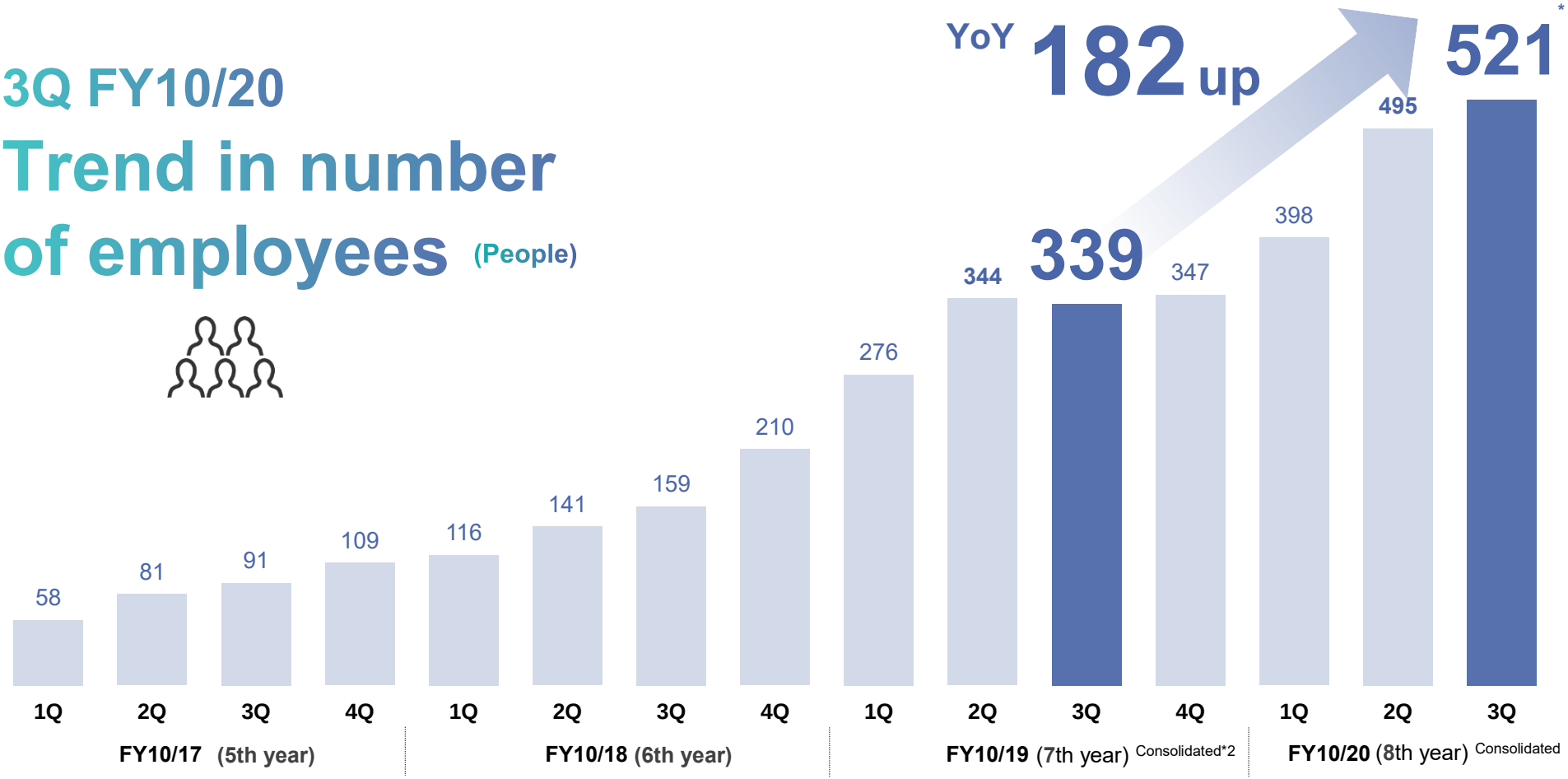
3Q FY2020.10 Trend in number of employees

Active investment in human resources in 3Q also increased the number of employees by 182 YoY.

3Q FY10/20 Trend in number of employees (People)



*1. As of July 31, 2020; excluding officers, contract employees, part-time workers, and interns at consolidated subsidiaries.
*2. From FY10/19 (7th year) onward, figures were based on consolidated financial statements.

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Summary of Income Statement (Consolidated)

Each item steadily increased YoY due to business expansion

(Millions of yen)

	3Q FY10/20 ①	YoY comparison			Progress on forecast		
		3Q FY10/19 ②	Amount of change (①-②)	Percentage of change (①/②)	FY10/20 Results forecast ③	3Q FY10/20 Cumulative total ④	Progress (④/③)
Net sales	15,205	9,127	6,078	+67%	61,000	39,790	65%
Gross profit	2,254	1,632	621	+38%	---	6,429	---
Operating income	260	118	141	+119%	1,800	684	38%
Ordinary income	198	34	163	+469%	1,530	522	34%
Net income attributable to owners of parent	27	(38)	65	---%	770	142	19%

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Summary of Balance Sheet (Consolidated)

Assets : Increase to approx. 15,000M. Primarily from inventories and goodwill (Acquisition of Modern Standard)
Liabilities : Interest-bearing debt increased by 2,690M due to increase in long-term borrowings and corporate bonds
Net assets : Increased in conjunction with retained earnings and share exchange for Modern Standard

(Millions of yen)

	3Q FY10/20 ①	4Q FY10/19 ②	Amount of change (③=①-②)	Percentage of change (③/②)
Total assets	**15,625**	11,839	3,785	**+32%**
Current assets (Cash and cash equivalents) (Real estate for sale)	**6,982** (3,911) (2,369)	5,512 (4,279) (682)	1,470 (-367) (1,687)	**+27%** (-9%) (+247%)
Fixed assets (Software [including software in progress]) (Goodwill) (Customer-related assets)	**8,642** (2,516) (2,802) (881)	6,327 (1,890) (1,707) (724)	2,314 (626) (1,095) (156)	**+37%** (+33%) (+64%) (+22%)
Liabilities (Interest-bearing debt)	**9,274** (6,151)	6,082 (3,461)	3,192 (2,690)	**+52%** (+78%)
Net assets	**6,350**	5,757	593	**+10%**
Total liabilities and net assets	**15,625**	11,839	3,785	**+32%**

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RENOSY iBuyer business

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RENOSY iBuyer makes it possible to purchase a property in 1 click

Learn/search → **Compare/consider** → **Apply/sign contract** → **Post Contract**

- Use various data for decision
- Do everything with one company!
- No need for useless procedure
- Relief continues after contract

RENOSY



RENOSY ASSET



DATA ANALYZER by RENOSY





OWNR by RENOSY

Marketer

Supplier

Sales







MKTG by RENOSY SUPPLIER by RENOSY AGNT by RENOSY



MORTGAGE GATEWAY by RENOSY

Judicial scrivener

Bank

Rent management



MANAGE by RENOSY

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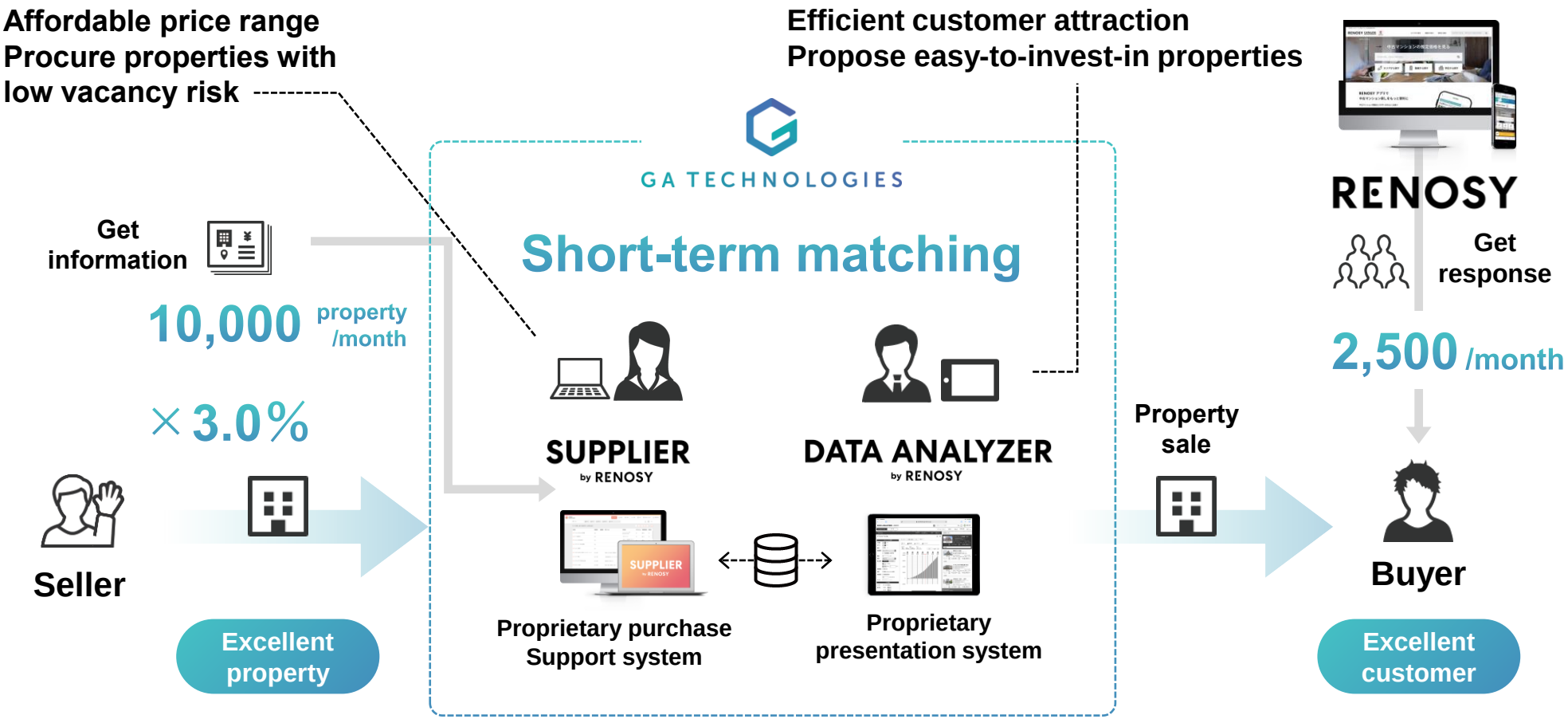
Business Model

Achieve labor savings and increased productivity by reforming real estate business processes
Debt-free business model utilizing technology



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Product Characteristics

Condominiums in major cities that can be purchased in relatively small quantities and where risk of vacancies and rent falling is low even in a recession



Existing condominium (about 10 years old or more)

Condominium (~50m²)

Major urban areas
(Tokyo Metropolitan Area, Osaka, Nagoya, Fukuoka)

New earthquake resistance standards
(built in or after 1981)

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Overwhelming Inventory Turnover Period[*1] Compared to Competitors

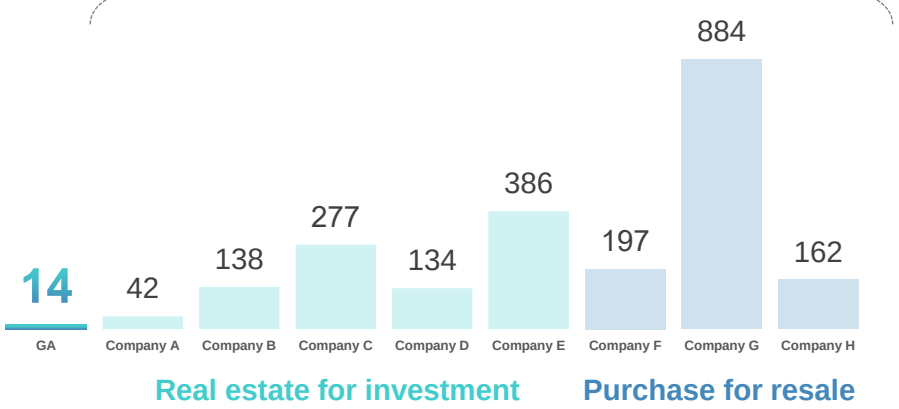
Achieve greater efficiency from purchase to sale through quick, technology-based matching
Low-inventory business model ensures minimal damage to the company even in recession

Inventory turnover period

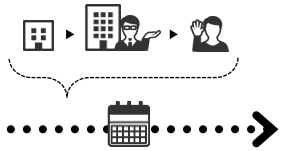


Approx. 14 days

Average of 8 real estate companies other than GA **Approx. 277.5 days**

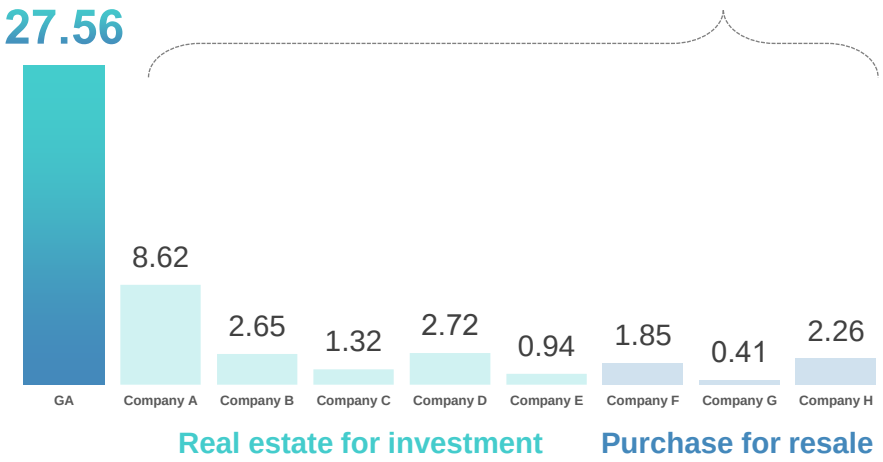


Inventory turnover rate[*2]



Approx. 27.6 times/year

Average of 8 real estate companies other than GA **Approx. 2.6 times/year**



*1. Calculated based on formula of inventory turnover period = Average inventory amount/(cost of sales/365). Refers to period from purchase to sale. Generally speaking, the lower this value, the higher the number of inventory sales and the healthier the cash flow.
*2. Calculated based on formula of inventory turnover rate = cost of sales/average annual inventory amount (average based on inventory amount at end of previous year and inventory amount at end of current year) Indicates how many times inventory is sold in a year.

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Major KPIs of RENOSY Living business

Major KPIs for business growth

Number of RENOSY members



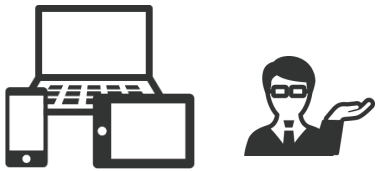
Expand customer attraction by enhancing media

Number of sales agents



Increase number of contracts by strengthen real operating organization

ARPA[*1]
（Average Revenue Per Agent）



Pursue operating efficiency by in-house developed system

*1）ARPA = **A**verage **R**evenue **P**er **A**gent

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Trends in Number of RENOSY Members

RENOSY membership steadily increased, reaching a record high of around 10,000 QoQ.

Trend in number of RENOSY members (People)



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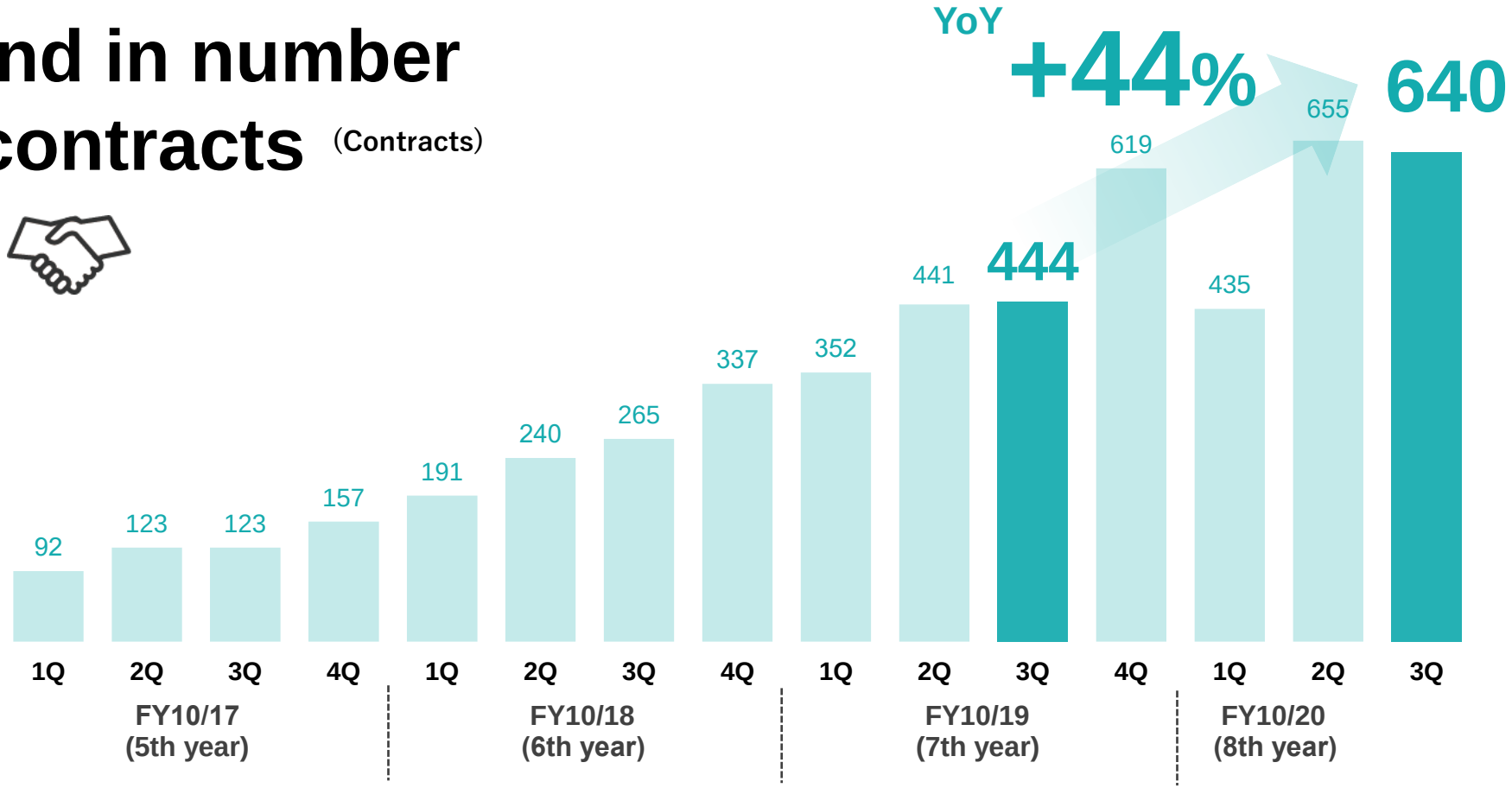
Trend in Number of Contracts in RENOSY iBuyer Business

Due to an increase in the number of square meters of purchased properties, the average unit price of property improved. Net sales increased despite a slight decline in the number of contracts on a QoQ basis.

Trend in number of contracts (Contracts)



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Trend in Number of Sales Reps in RENOSY iBuyer Business

Due mainly to transfers to another department (Living business sales), the number of sales reps decreased slightly on a QoQ basis.

Trend in number of sales reps*1 (People)



*1. Number of full-time sales reps at end of year

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Trend in ARPA in RENOSY iBuyer Business

Partly because of the seasonal factors of ARPA, it showed a decrease on a QoQ basis while a 62% increase on a YoY basis. GA technologies will continue to utilize technologies to improve operational efficiency, aiming to increase sales per employee.

Trend in ARPA (Million)



*1. Calculated: Net sales in RENOSY iBuyer business divided by the number of RENOSY iBuyer business sales agents as of the end of the quarter.
*2. ARPA data on FY2019.10 is revised form 3Q FY2020.10.

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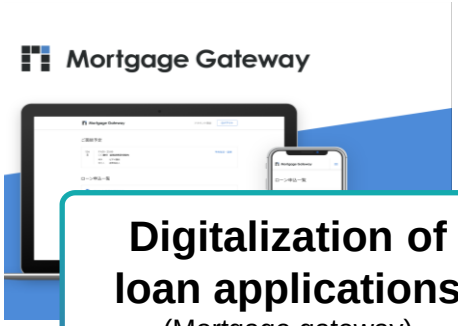
Path to Non-face-to-face Real Estate Contracts

GA technologies has been working on non-face-to-face real estate contracts from an early stage



Digitalization of loan applications
(Mortgage gateway)



Digitalization of sales agreements

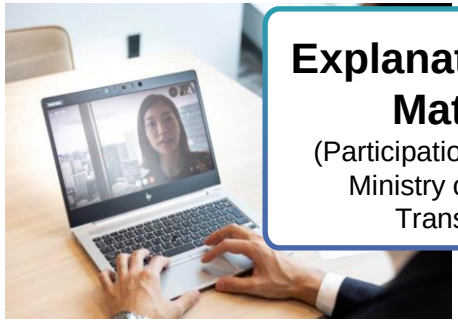


Shift to online negotiations

2019

2020

2020/4



Explanation of Important Matters with IT
(Participation in social experiment by Ministry of Land, Infrastructure, Transport and Tourism)

Shift to credit card payments for deposits

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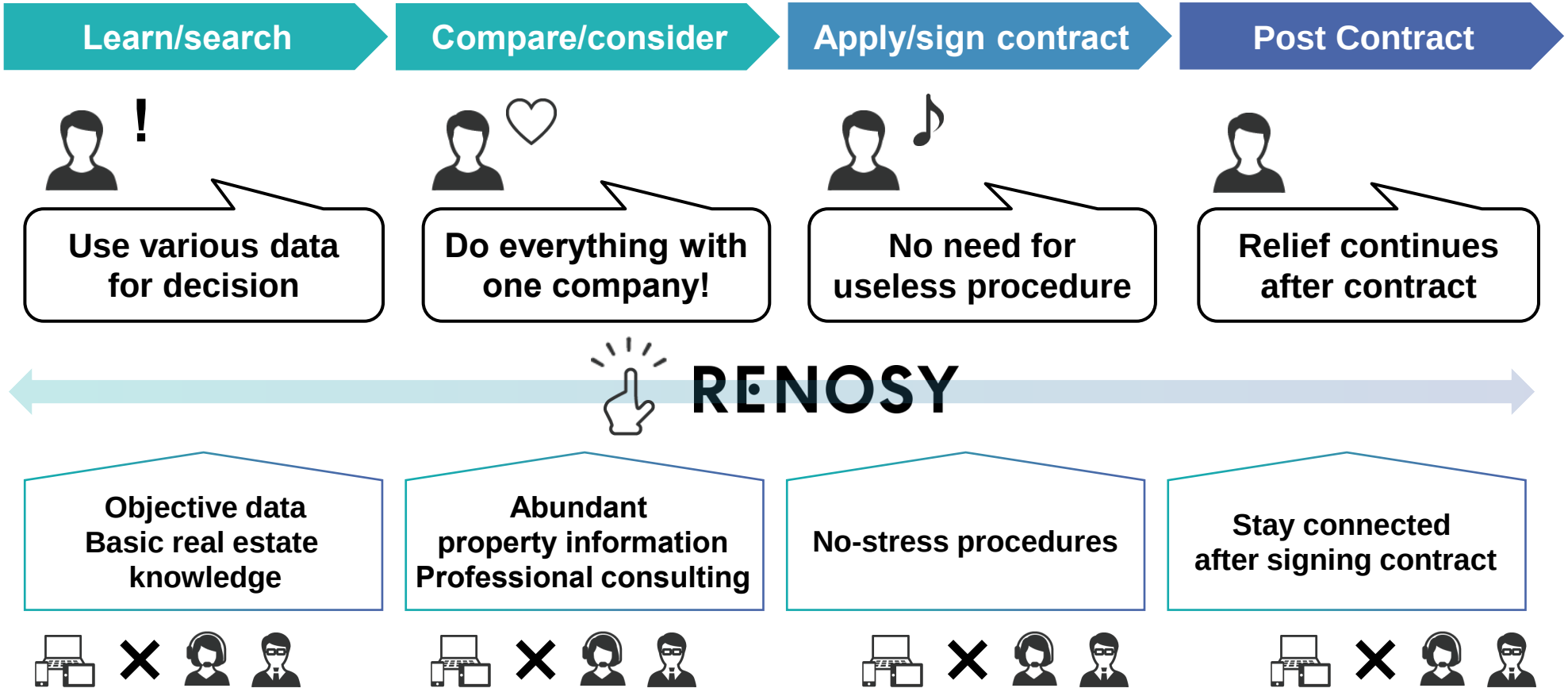
RENOSY Living business
(Rent-Lease-Sell-Buy)

GA TECHNOLOGIES

GA technologies Strategy (Reinforcement of RENOSY business (1))

(1) Provide one-stop and seamless services and purchasing experience

RENOSY's business model



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GA technologies Strategy (Reinforcement of RENOSY business (2))

(2) Establish and develop OMO structure*1

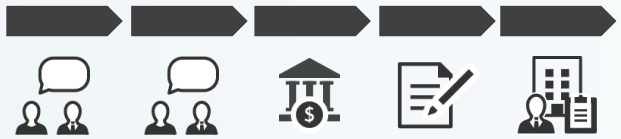
Establish real estate x technology OMO structure in iBuyer business

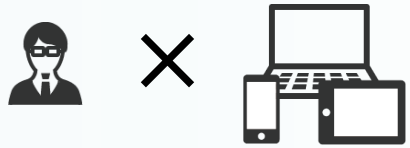
Develop organization for real business
(Thorough KPI management and establishment of division of labor)

Expand service coverage
(Provide necessary services from customer's perspective)

Business scaling through DX
(Improve customer value and streamline operations)







Expansion into Living business

Reproduce RENOSY model

*1 "OMO" stands for "Online Merges with Offline". Marketing concept that merges online and offline

*2 DX stands for "Digital Transformation," which means transformation by digitalization of corporate activities.

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Strengths

Creating more powerful synergy by adding RENOSY to MS service site boasting of industry's highest level of total membership

RENOSY Total

Monthly page views Approx. **2.5** million

Unique users Approx. **700** thousand

RENOSY Living Business

RENOSY 住まいの窓口
RENOSY スマート売却



MODERN STANDARD



Monthly page views Approx. **2** million

Unique users Approx. **300** thousand

RENOSY iBuyer Business

RENOSY ASSET



Monthly page views Approx. **500** thousand

Unique users Approx. **400** thousand

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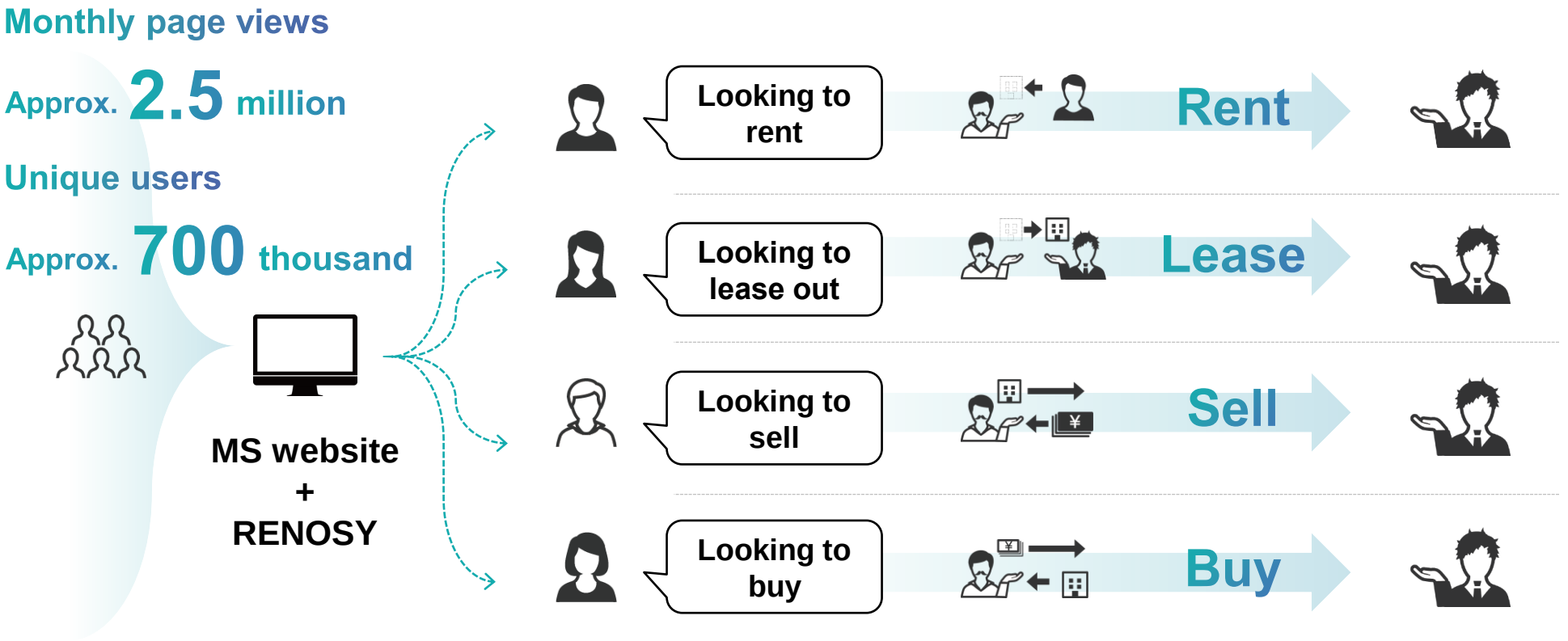
Business Model

Sending customers looking to rent, lease out, sell or buy from a service site with the highest level of total membership in the industry



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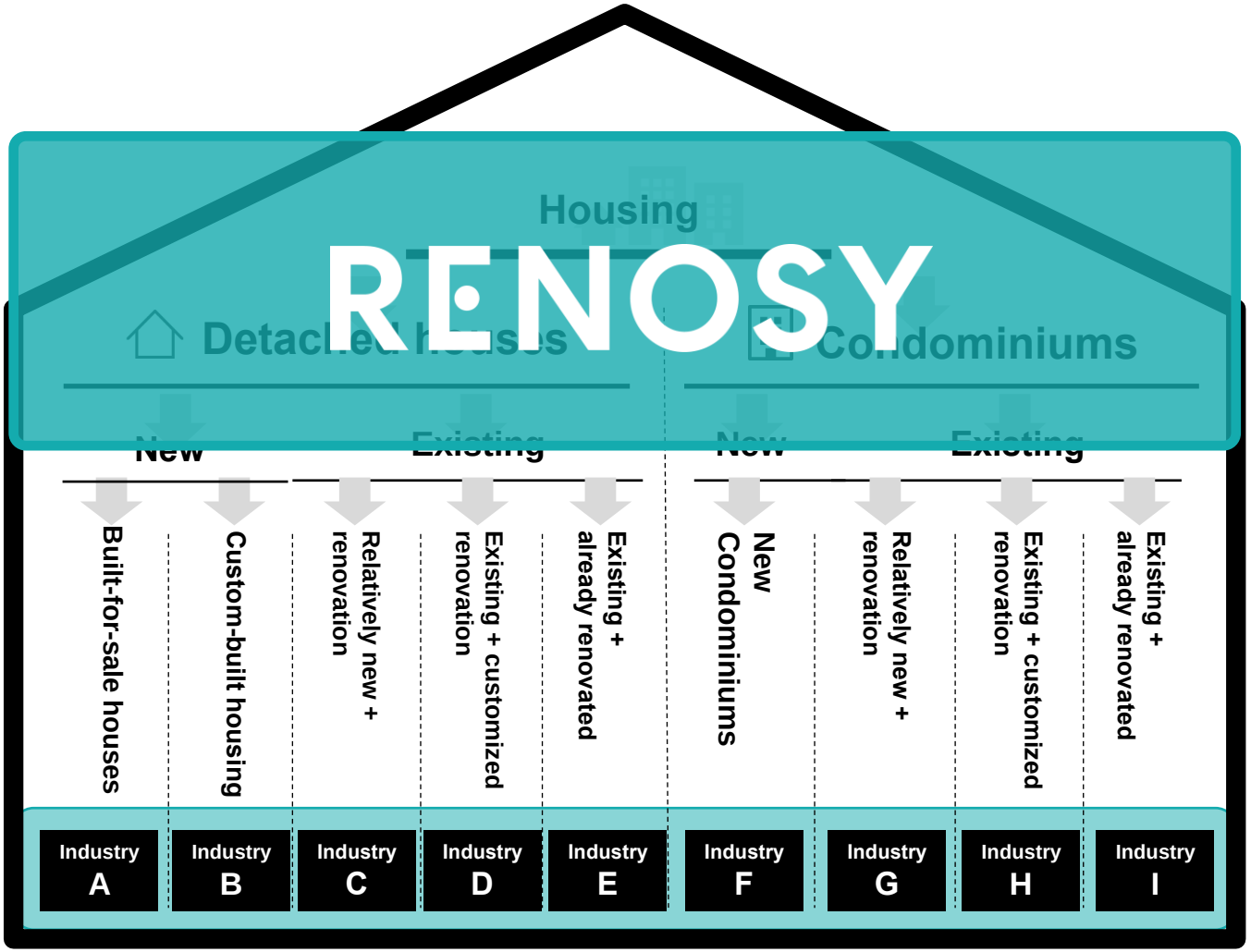
Since the establishment of the system, the number of online meetings has increased significantly

Promise to provide information on housing that truly fits the customer across domains in open and unbiased manner



Experienced in all domains (professional)





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Product Characteristics

Housing help desk that places top priority on customer benefits (housing-related consulting)



Help desk for housing for middle-income earners

23 wards of Tokyo, Kanagawa, Chiba, Saitama

H New condominiums, new detached houses, existing condominiums, existing home renovations

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Major KPIs of RENOSY Living business

Major KPIs for business growth

Number of RENOSY members



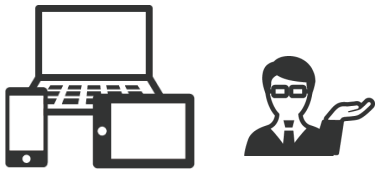
Expand customer attraction by enhancing media

Number of sales agents



Increase number of contracts by strengthen real operating organization

ARPA[*1]
（Average Revenue Per Agent）



Pursue operating efficiency by in-house developed system

*1）ARPA = **A**verage **R**evenue **P**er **A**gent

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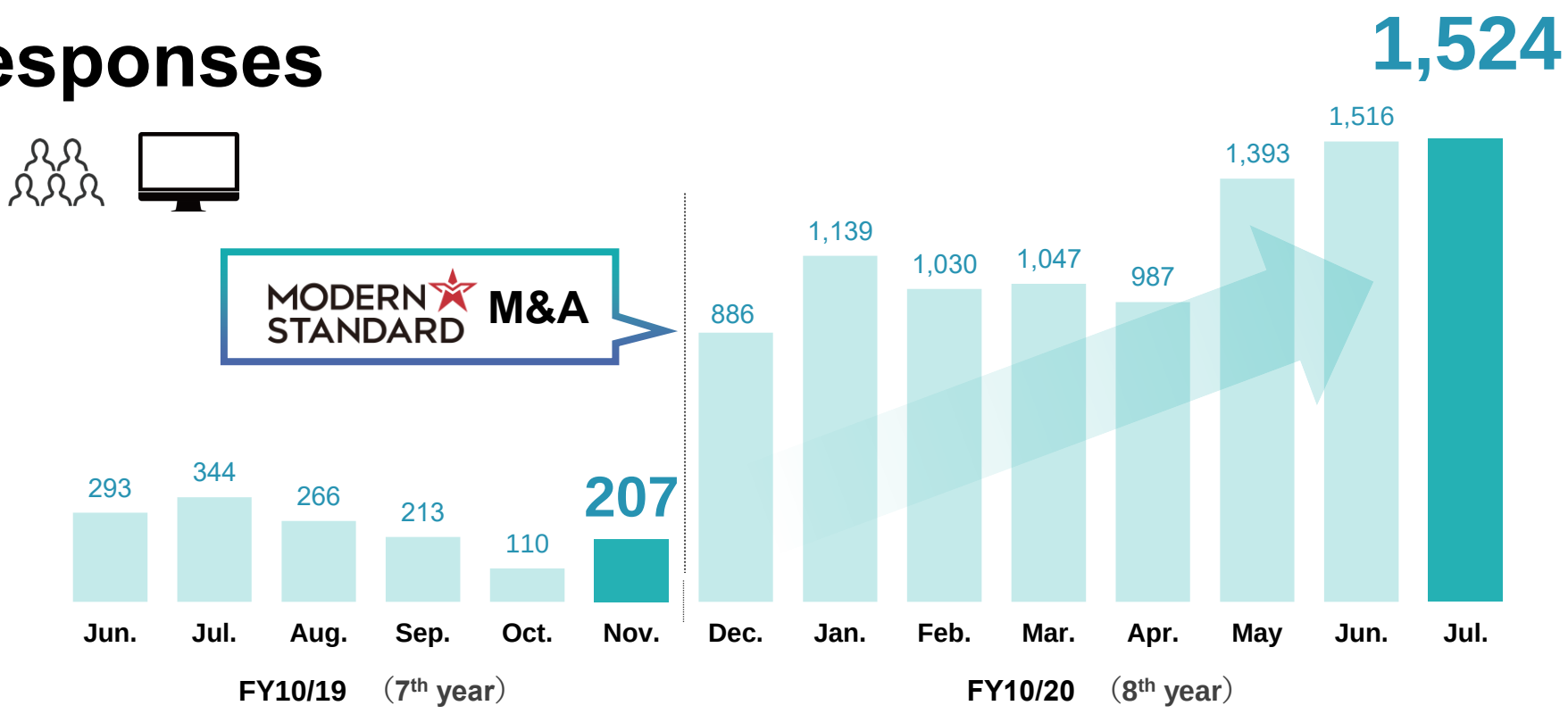
Trend in Number of Responses in RENOSY Living Business

Number of responses increased substantially since December 2019 as a result of synergy from the acquisition of Modern Standard.

Trend in number of responses



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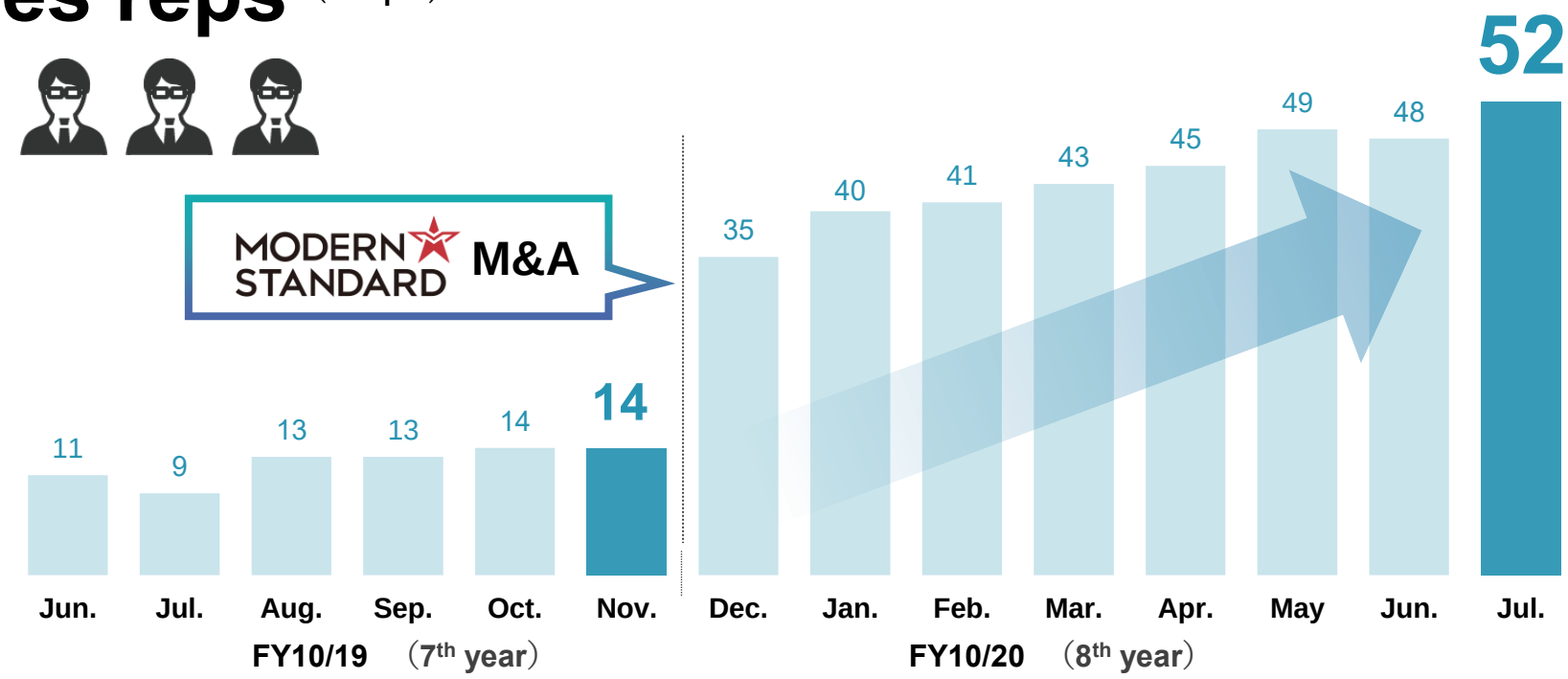
Trend in Number of Sales Reps in RENOSY Living Business

Number of sales reps increased to 52 at the end of July due to the acquisition of Modern Standard and strengthening recruitment

Trend in number of sales reps (People)



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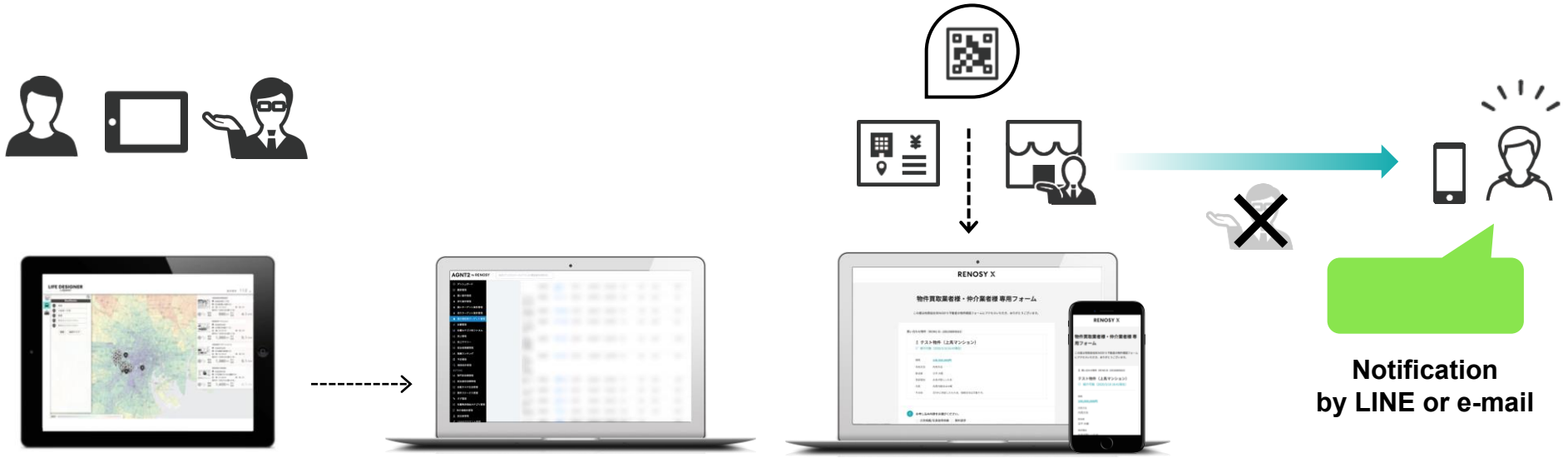
Technologies for Improving ARPA

Aiming to improve ARPA while solving various issues in operations with technology



Property proposals from customer's perspective

LIFE DESIGNER by RENOSY

Centralized management of customer information

AGNT2 by RENOSY

Check properties right away with QR codes

2秒でブッカク!

Sellers can check response to properties directly

Transparent system

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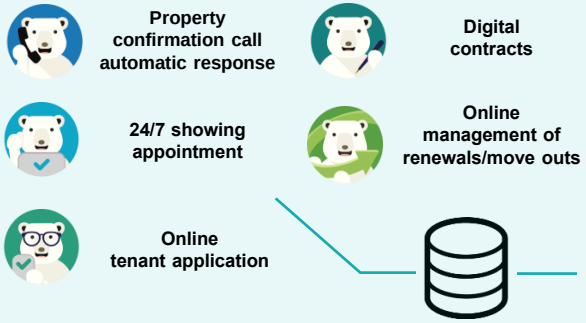
ITANDI business

GA TECHNOLOGIES

Business Structure

Revenue Phase

(1) SaaS for management companies



(2) SaaS for real estate agencies

nomad cloud

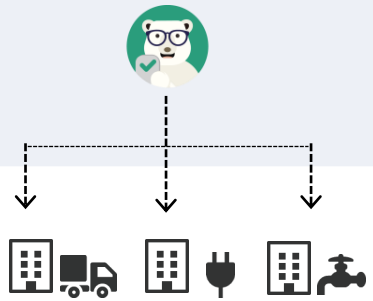
Real time property data

Investment Phase

(3) Self-showing type rental site

OHEYA GO
オヘヤゴー

(4) Incidental services business



	Management company	Real estate agency	Tenant	Tenant
Target				
Monetization	Account contract	Account contract	Brokered contract	Referral of customers
Main KPI	MRR *1 Monthly recurring revenue	MRR	Number of properties listed	Number of digital applications

*1. MRR = **M**onthly **R**ecurring **R**evenue. Represents the monthly recurring sales minus setup fees, metered charges, and other such non-recurring items.

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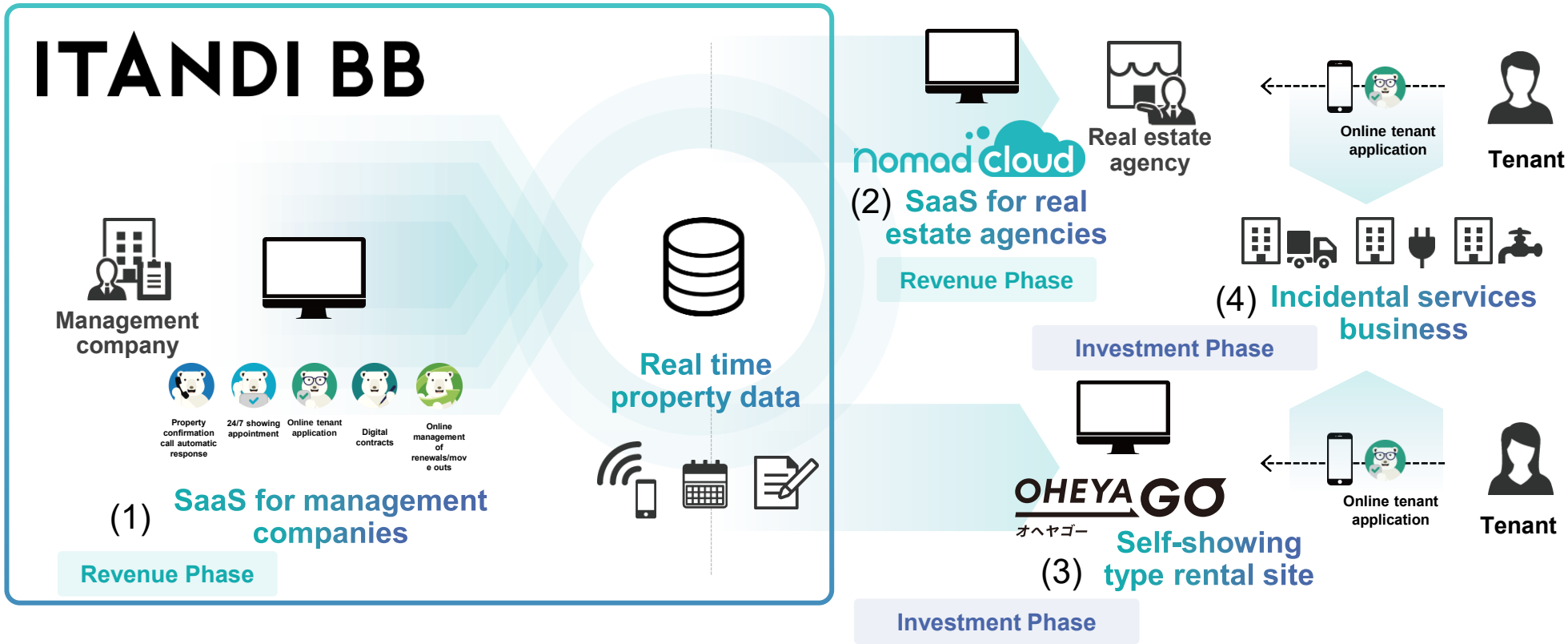
ITANDI business strategy

1 System sales in BtoB area

2 Expansion of ITANDI BB
(Inter-company real time property data base)

3 Value creation in- BtoC area

(1) SaaS for management companies
(2) SaaS for real estate agencies
(3) Self-showing type rental site
(4) Incidental services business



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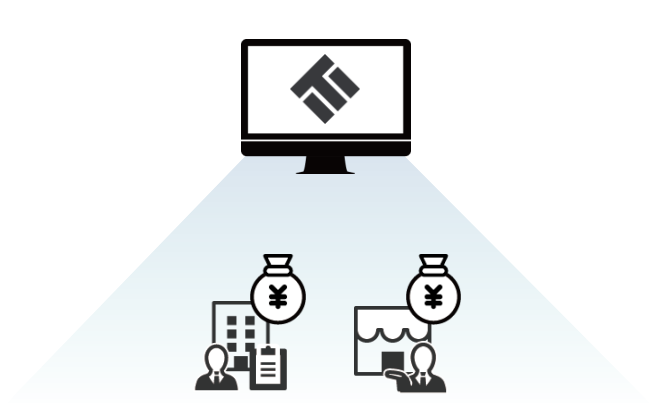
Major indicators for ITANDI business

Expand the following indicators:

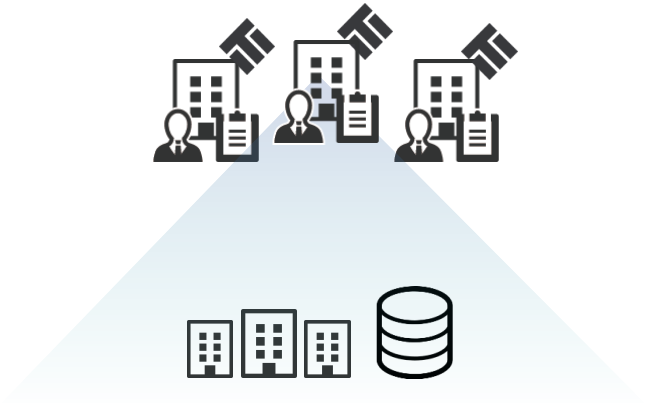
MRR of SaaS
for management companies and real estate agencies

Number of properties listed in OHEYAGO

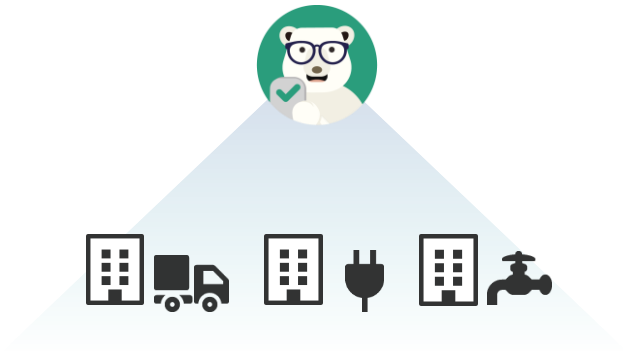
Number of online tenant applications (Moshikomiuketsuke-kun) Application Receiver



Expansion of ITANDI BB through network effects



Increase in proportion to SaaS adoption for management companies



Increase in the number of customers transferred for additional services in proportion to the number of online applications

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Trend in KPI of SaaS for Property Management Companies

Monthly recurring revenue (MRR) remained solid with the increase in the number of SaaS contractors for property management companies



Trend in MRR (Millions of yen)

*1. Number of management companies with contracts for systems

*2. As of FY10/19 (7th year), figures based on consolidated financial statements.

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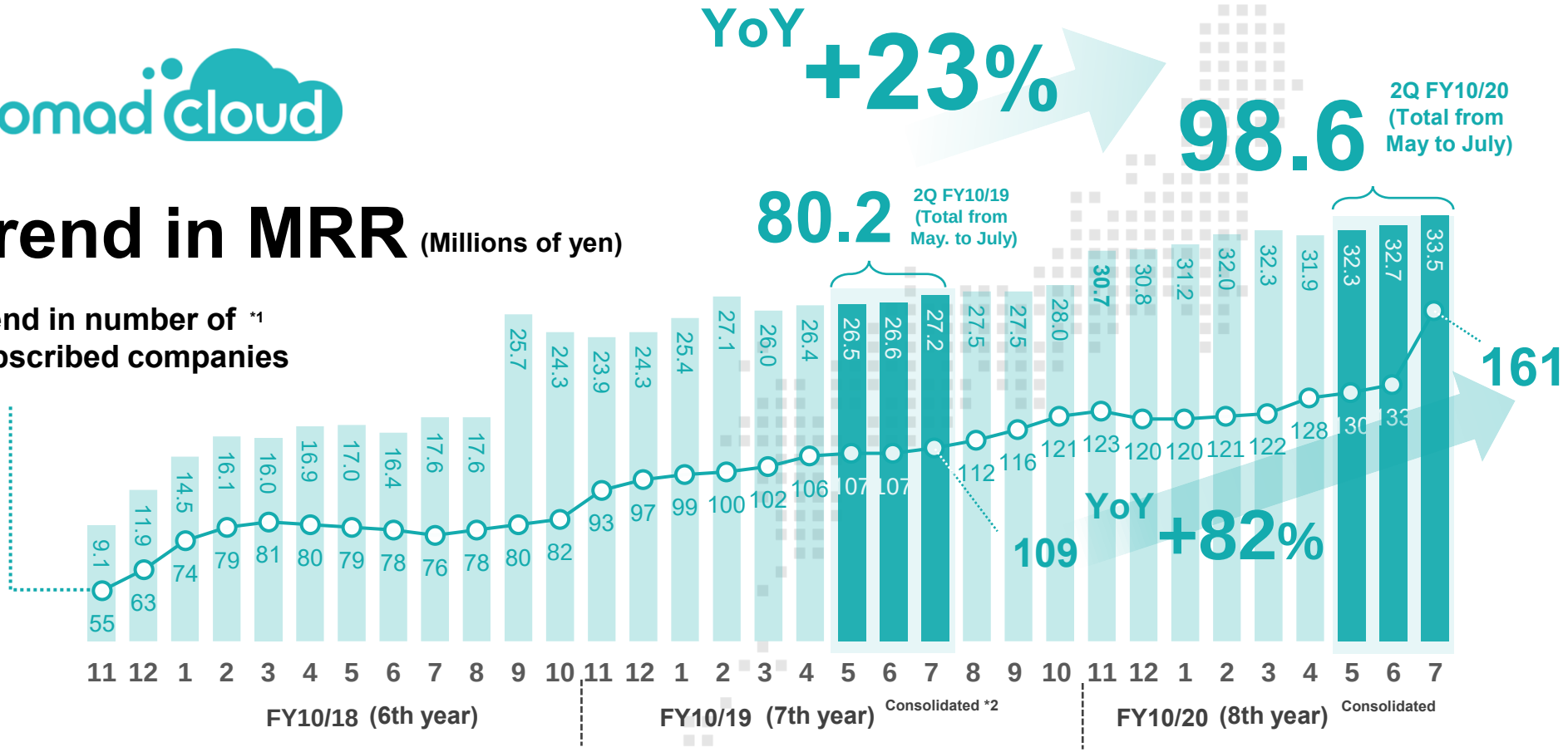
Trend in KPI of SaaS for Real Estate Agencies

Monthly recurring revenue (MRR) remained solid with the increase in the number of SaaS contractors for real estate agencies

nomad cloud

Trend in MRR (Millions of yen)

Trend in number of subscribed companies *1



*1. Number of real estate agencies with contracts for systems

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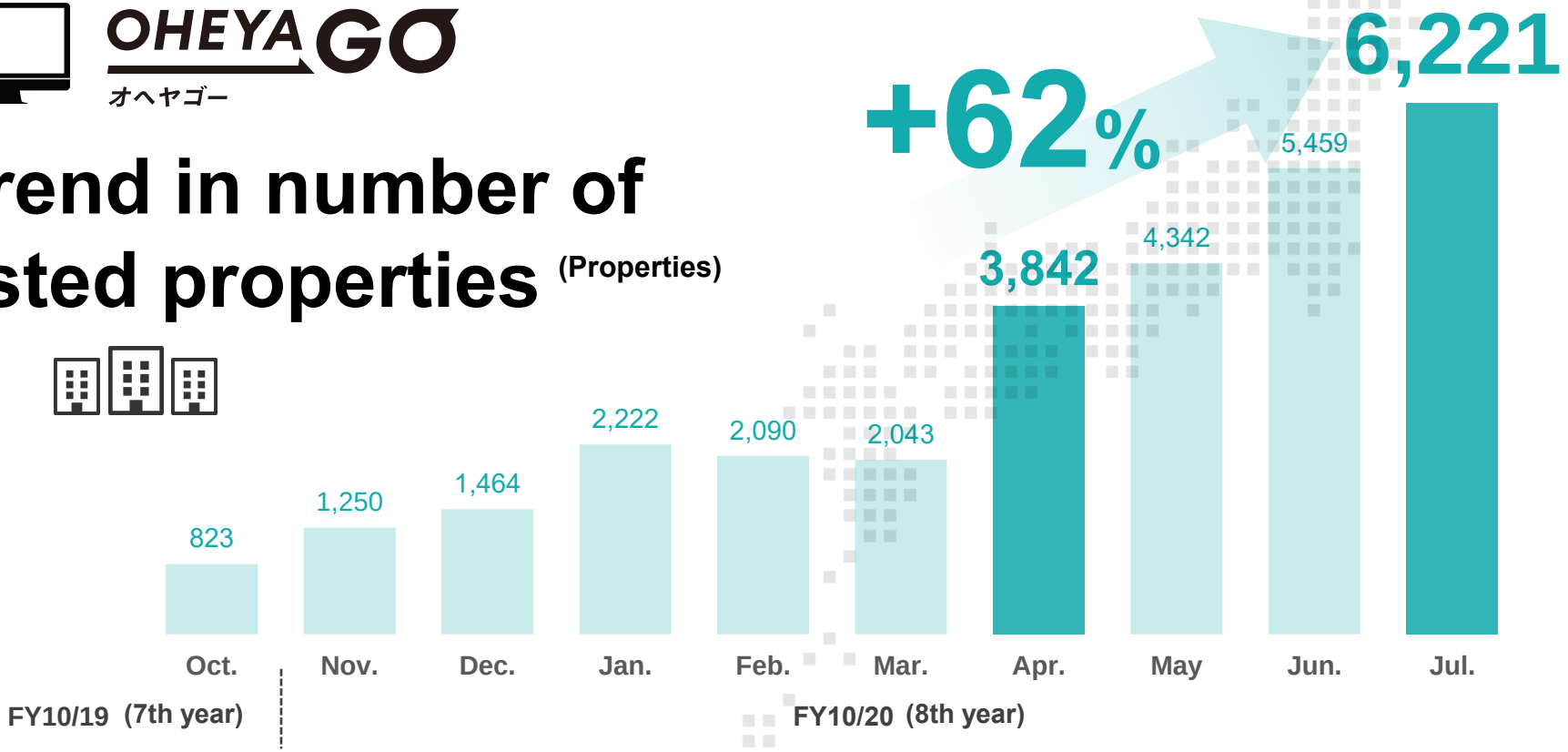
Trend in KPI of OHEYAGO

Number of OHEYAGO listings, which lead to contracts, has also been increasing steadily in conjunction with the increase in use of SaaS for property management companies

OHEYAGO
オヘヤゴー

Trend in number of listed properties (Properties)



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Trend in KPI of Incidental services business

Although the number of electronic applications for tenants decreased in April due to restrictions on movement caused by the COVID-19 pandemic, the number of the applications has been on a recovery trend since May, the third quarter



Online tenant application

Certified No. 1 in industry for number of adopting companies *1

Trend in number of digital applications (Properties)

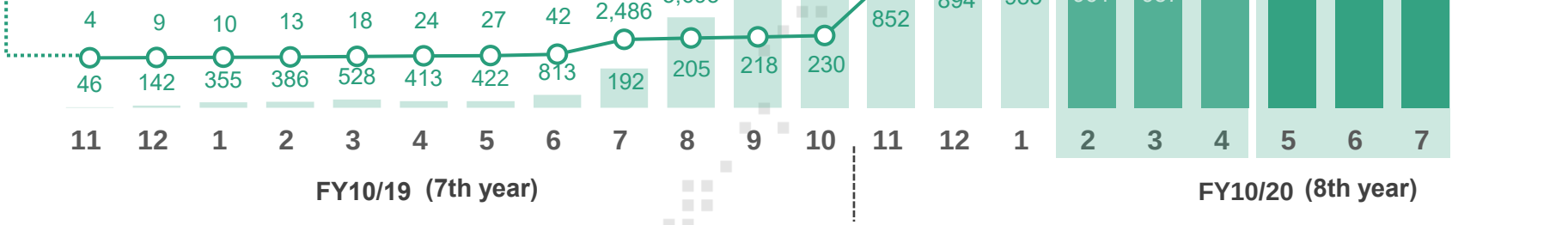
64,749 (Total from Feb. to Apr.)

QoQ -24%

49,628 (Total from May to Jun.)



Trend in number of adopting locations *2



*1. Survey by Tokyo Shoko Research *2. Number of facilities where Moshikomiuketsuke-kun has been introduced and is in use. Some companies have contracts for multiple facilities.

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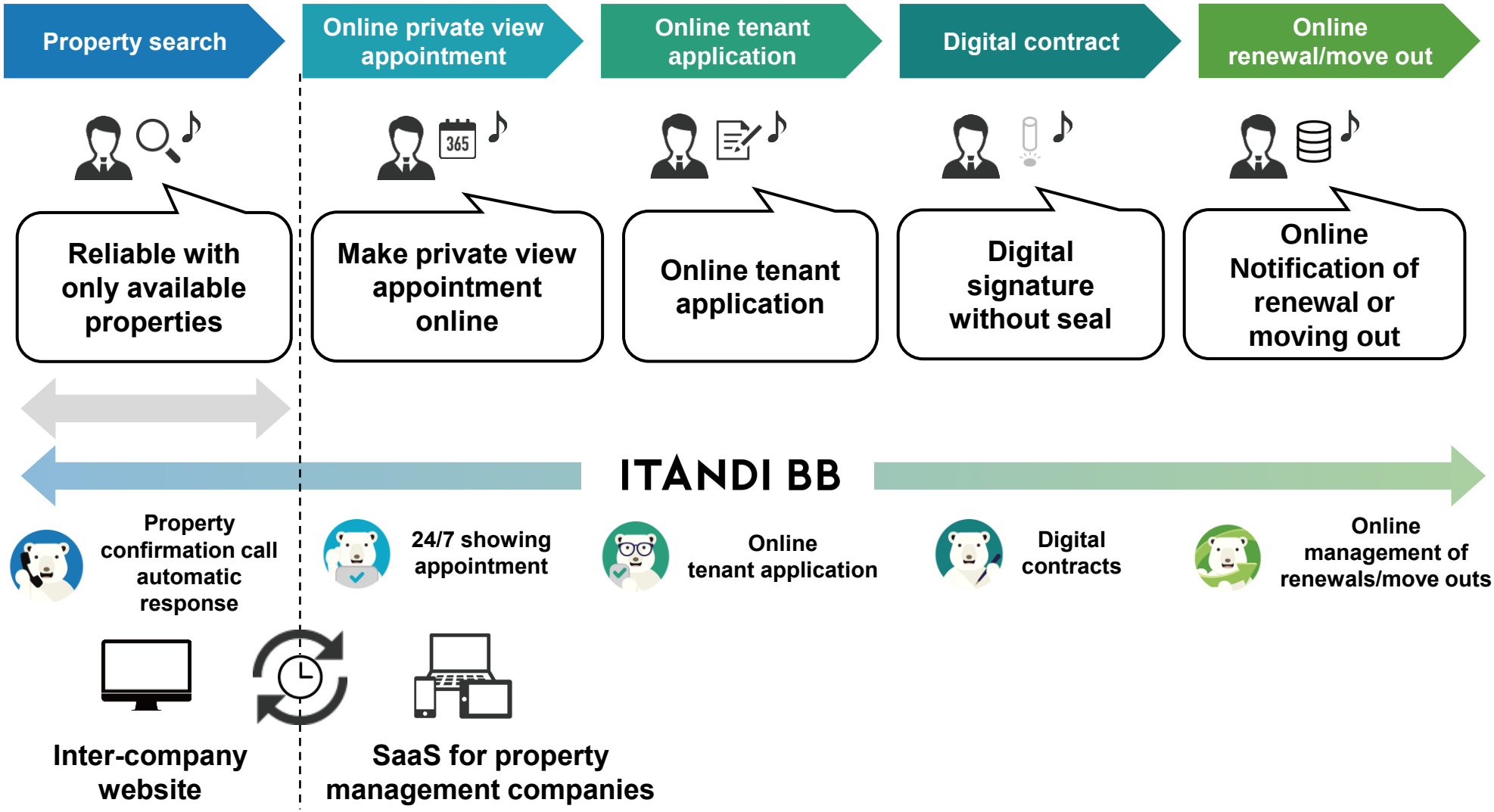
One-stop & online real estate leasing



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GA technologies M&A strategy

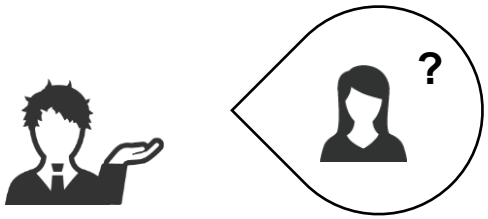
GA TECHNOLOGIES

Three Themes GA Considers Issues in Real Estate Industry

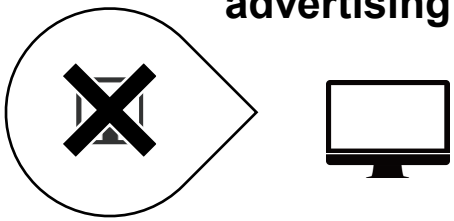
GA technologies believes DX is necessary for whole real estate industry

Asymmetry of information

Customer lock-in



Bait and switch advertising



Slow adoption of technology

FAX-based information sharing



Paper contracts



Low trading volume of existing real estate

Trading shares of existing houses (vs. newly built houses) in Japan is 1/6 - 1/5 of Western countries



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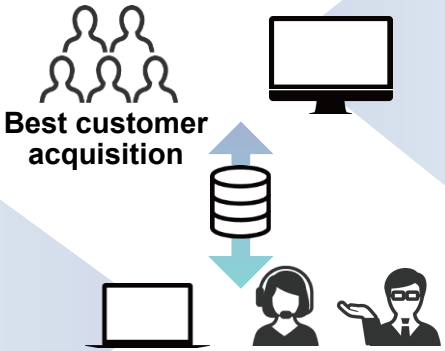
GA technologies Strategy
(DX contribution to the entire real estate industry)

Provision of one-stop and seamless services

In-house customer attraction, purchasing, sales, and after-sales follow-up

RENOSY

Business



Expand service coverage



Expansion of in-house services in the industry

RENOSY X

Releasing property listing rights to RENOSY to other real estate companies

RENOSY



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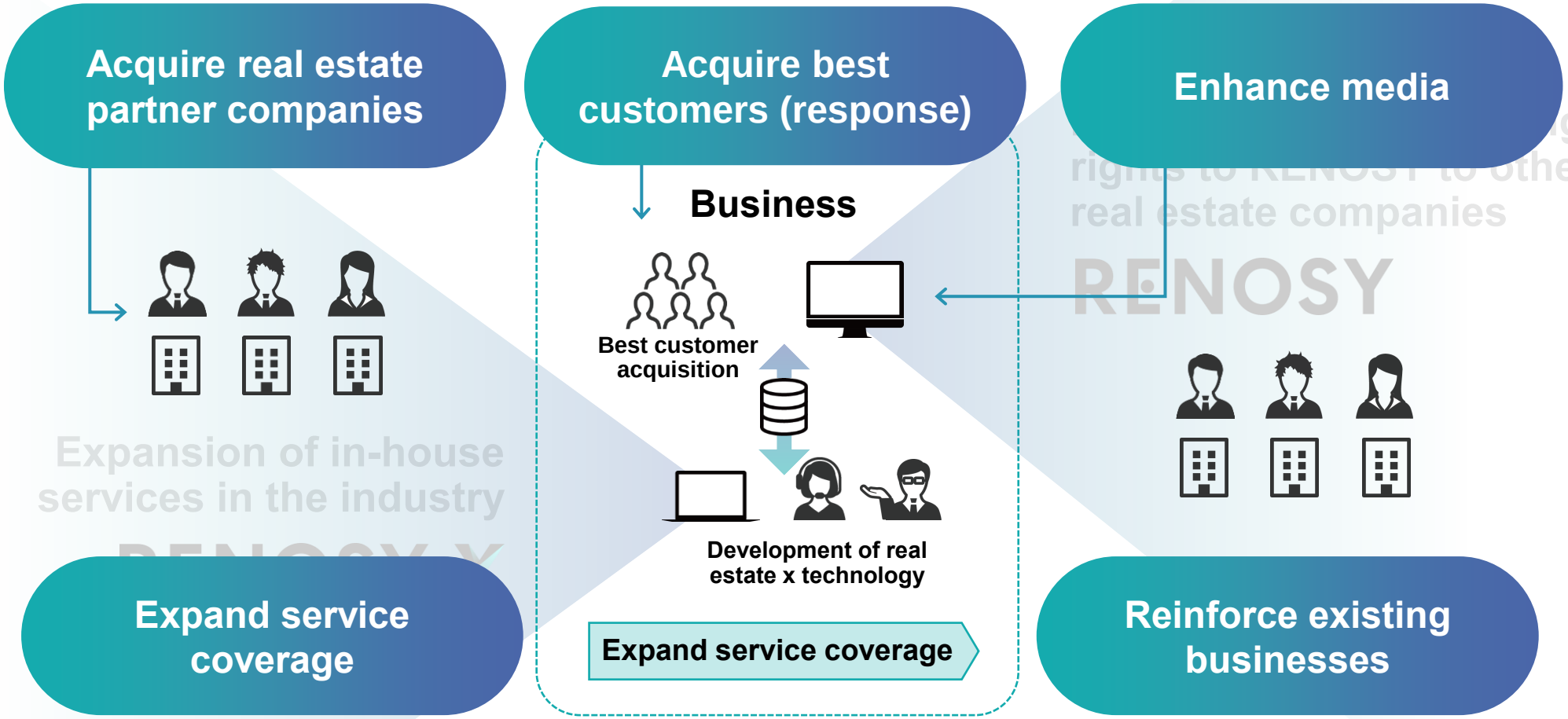
M&A strategy

Reinforcing existing business based on points below for overall BtoC and BtoB DX



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M&A strategy

Reinforcing existing business based on points below for overall BtoC and BtoB DX

	ITANDI	LEGAL ASSURENT COMPANY	Yes Renovation Package Renovation For Rent	MODERN STANDARD	神居秒算
Acquire partner real estate companies	○				○
Acquire best customers (response)				○	○
Enhance media	○			○	○
Expand service coverage	○	○	○	○	○
Reinforce existing businesses	○	○	○	○	○

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Appendix

GA TECHNOLOGIES

Market Size of the GA TECHNOLOGIES GROUP

ITANDI Business

Real estate management
Real estate brokerage system market [*1]

Approx. 20 billion

Incidental service market size [*1]

Approx. 50 billion

OHEYAGO TAM [*2]
(Rental brokerage market)

Approx. 190 billion

Living Business

Transaction volume of second-handed housing in Tokyo [*3]

Approx. 4 trillion

Transaction volume of second-handed housing in the metropolitan area [*3]

Approx. 8 trillion

Transaction volume of second-handed housing all over Japan [*3]

Approx. 18 trillion

iBuyer Business

1 room apartment investment market [*4]

Approx. 1.5 trillion

GA'S TAM in the second-handed apartment investment market [*5]

Approx. 13 trillion

Total amount of [*6] securitized real estate

Approx. 33 trillion

*1 Estimated based on industry survey by ITANDI.
*2. TAM=**T**otal **A**ddressable **M**arket. Maximum size of market that could potentially be captured by OHEYAGO.
*3 Assumed by GA using research conducted by the Real Estate Information Network for East Japan.
*4 Ministry of Land, Infrastructure, Transport and Tourism "Current situation of Real estate investment market"
*5 TAM（Total Addressable Market）is calculated based on the number of apartment stocks in the metropolitan area and the average price of second handed investment apartment
*6 Assumed by GA based on the results of the top 10 real estate investment companies

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Our governance organization with 4 outside directors

8 Directors

Operating Directors



Ryo Higuchi



Masashi Shimizu



Dai Higuchi



Yoshihisa Fujihara

4 Outside Directors



Ken Kutaragi



Kazuto Nakajima



Tomohisa Matsuba

3 Audit and Supervisory Committee Member



Yuko Saruwatari

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Loan Review Support and Compliance Measures at Contract Signing

1. Operational flow separating sales and finance divisions
2. Loan review that does not go through sales division
3. Loan review work that does not involve human operations
4. Training by company lawyers, Legal Department, and Marketing
   (Those who complete training receive license)
5. Property agreements by specialist team
   on condition of having real-estate brokerage license
6. Explanation by third-party agency
   and confirmation of understanding at contract signing

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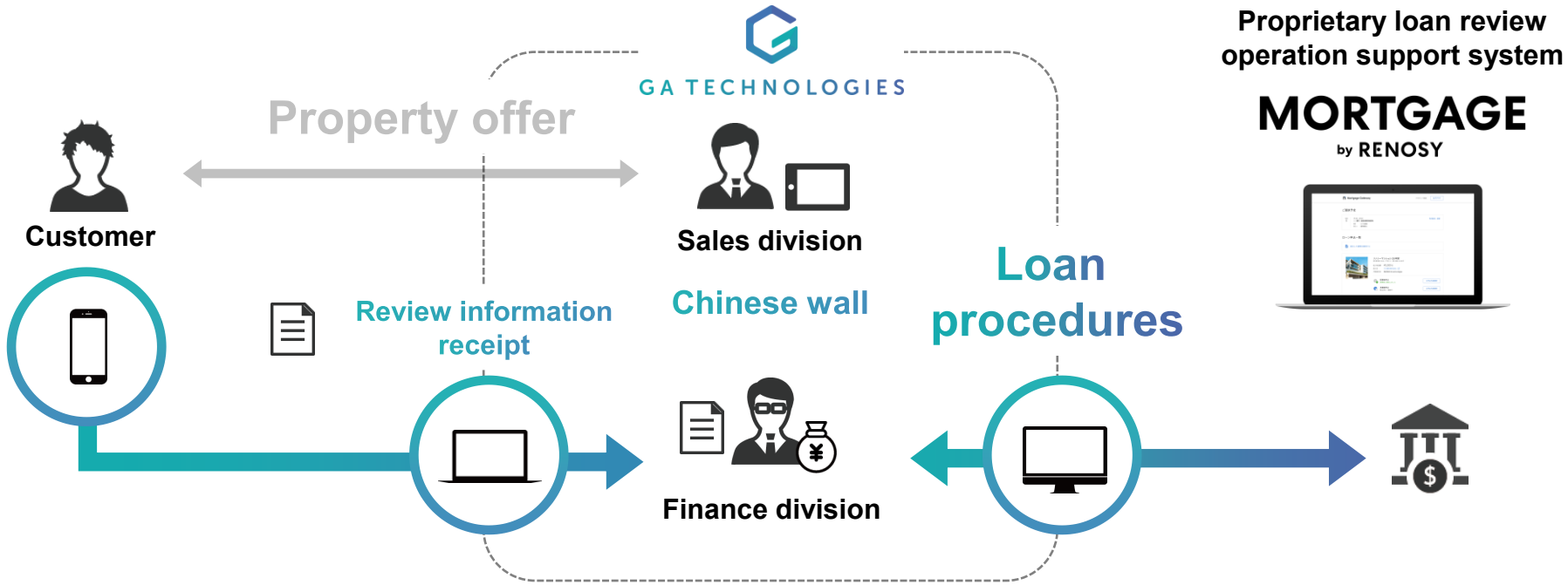
Loan Review Support

Point 1

Finance division separate from sales division

Point 2

Information sharing via proprietary system that does not involve human operations



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Governance Reinforcement and Compliance Measures

- Company lawyers
- Legal Department
- Marketing

provide training
once every two weeks

Those who complete training receive RENOSY License



GA Compliance Book

Property agreement by specialist team with real estate brokerage license

Real estate broker

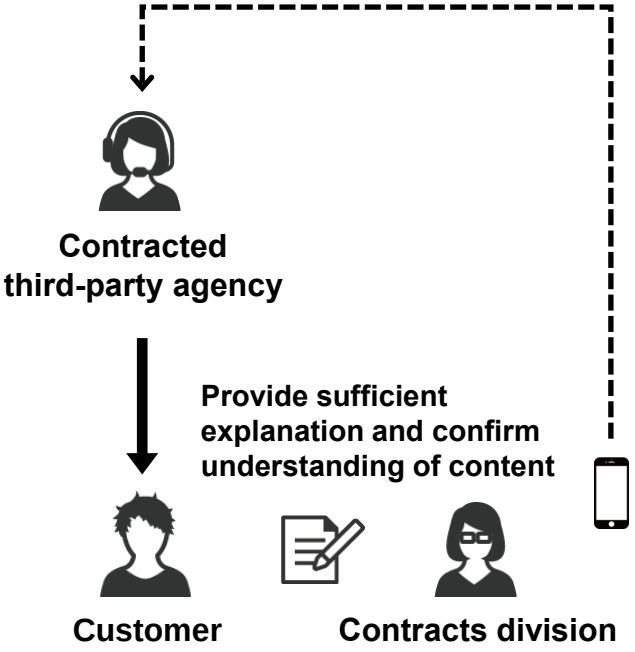
National certification
for real estate transactions



Customer

Contracts division

Explanation and confirmation of understanding by third-party agency at time of contract signing



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Executive Officers Promoting the Company's Development Structure



CPO
Shinpei Noguchi

A graduate of Waseda University, he won a business contest organized by the university and gained work experience while still attending university.

After graduating, he established his second company, a web media company, and later sold it to a listed company.

2014 Joined ITANDI as executive officer
2018 Appointed as representative director of ITANDI
Appointed as executive officer of the Company
2019 Appointed as Chief Product Officer (CPO)



CDO
Akira Endo

After graduating from Gakushuin University, he joined a leading securities system development company.

He served as the chief technology officer of a venture company specializing in reunion services.

Later, he joined GungHo Online Entertainment and worked in system development.

2018 Joined the Company
Responsible for new graduate engineer training team
2020 Appointed as executive officer



CAIO
Hirohisa Inamoto

Joined Ricoh after completing graduate school at Osaka University.
Engaged in R&D on image processing and recognition technology. In charge of launch of "theta360.biz" virtual reality service for real estate.

2017 Joined the Company
Developed real estate service automation system utilizing AI/RPA.

2019 Appointed as Chief AI Officer (CAIO)
Appointed as Head of AI Strategy Center



CMO
Hiroshi Tabuki

Joined Imagineer after graduating from Meiji University. Worked in planning and marketing.

Engaged in business development and management at Kakaku.com.
Served as marketing executive at an IT startup company.

2018 Joined the Company
Responsible for Product Planning and Marketing Division

2020 Appointed as executive officer

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Actively Working on SDGs / ESG

Official sponsor of Kawasaki Frontale



Japan Blind Football Association partner



Career support for athletes



Actively supporting women's participation in society (percentage of female employees)

GA TECHNOLOGIES **31.5%**

Average in real estate industry **7.2%**[*1]

*1. 2019 Basic Survey on Wage Structure by Ministry of Health, Labour and Welfare

【免責事項】本資料は作成時点での情報を参考にしております。最新の情報と異なる場合がございますので、ご了承ください。

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Company Overview

Established	March 12, 2013
Head Office	40F Sumitomo Fudosan Roppongi Grand Tower, 3-2-1 Roppongi, Minato-ku, Tokyo
Capital	1,168,995,590 yen (July 2020)
Number of employees*1	521 (July 2020)
Business Description	・Management of RENOSY general real estate tech brand ・R&D utilizing AI and RPA such as BEST BASHO and BLUEPRINT by RENOSY ・Existing condominium renovation design and implementation
Directors	President, CEO and Representative Director: Ryo Higuchi Senior Managing Director and Executive Officer: Masafumi Shimizu Director and Executive Officer: Dai Higuchi and Yoshihisa Fujiwara Outside Director: Ken Kutaragi Director, Audit & Supervisory Committee Member: Kazuto Nakashima (full-time), Tomohisa Matsuba (outside), Yuko Sawatari (outside)

*1. Excluding officers, contract employee, part-time workers, and interns at consolidated subsidiaries.

[Disclaimer] Note that this material has been prepared based on information available at the time, which may differ from the latest information.
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Disclaimer

This material contains forward-looking statements, which are based on current expectations, forecasts and assumptions that involve risks.

These forward-looking statements contain uncertainties, and actual results may differ substantially from these statements.

These risks and uncertainties include general industry and market conditions as well as Japanese and international economic conditions such as changes in interest rates and exchange rates.

GA Technologies has no obligation to update or correct the forward-looking statements contained in this material, regardless of any new information, future events, etc.

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