AMBITION DX HOLDINGS

Q1 2022

Supplementary Financial Materials

November 12, 2021 (Friday)

Mothers: 3300

AGENDA

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2 New Vision P.9

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Fiscal Year Ending June 2022 (Q1)

Highlights

On October 1, 2021,
the corporate name of Ambition Corporate was changed to
Ambition DX Holdings Co., Ltd.

Policy for the Fiscal Year Ending June 2022

Transforming existing businesses through the promotion of digital transformation (DX), and growing the real estate DX business

1

Business Overview

Business

Existing Real Estate Businesses



One-stop service for everything from development, planning and purchase to brokerage, sale and insurance with a focus on the property management business for designer condominiums located in the city center.

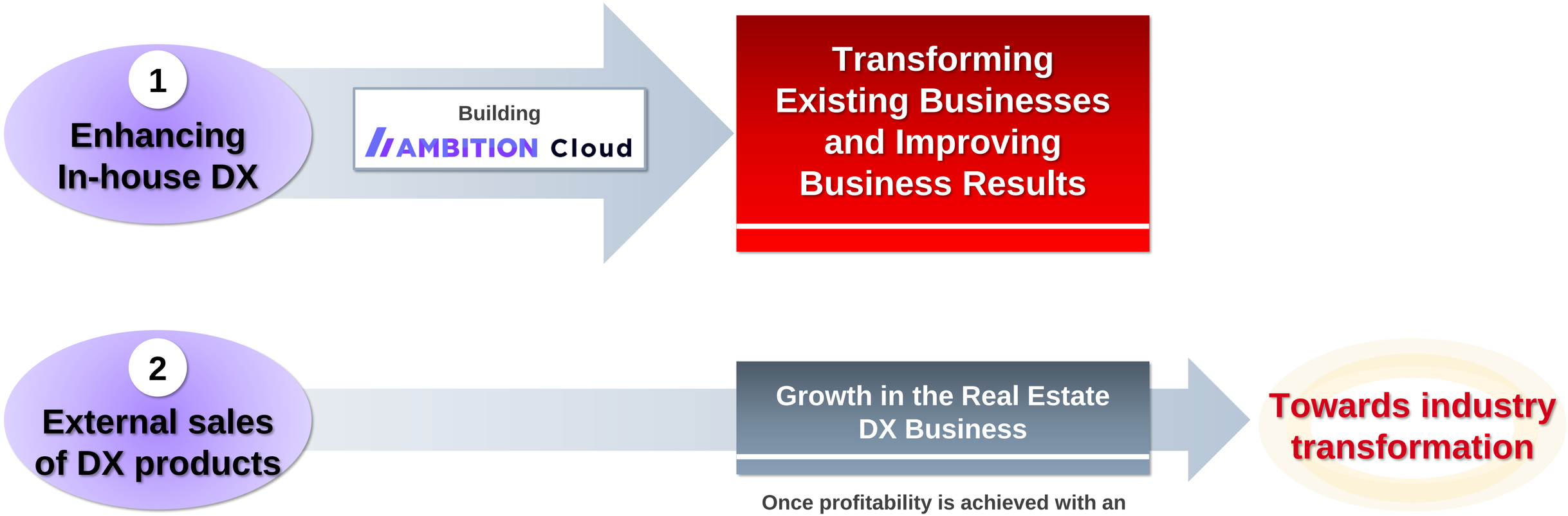
New Growth Drivers



Focus on the real estate DX business utilizing real estate big data, AI, PRA and so on

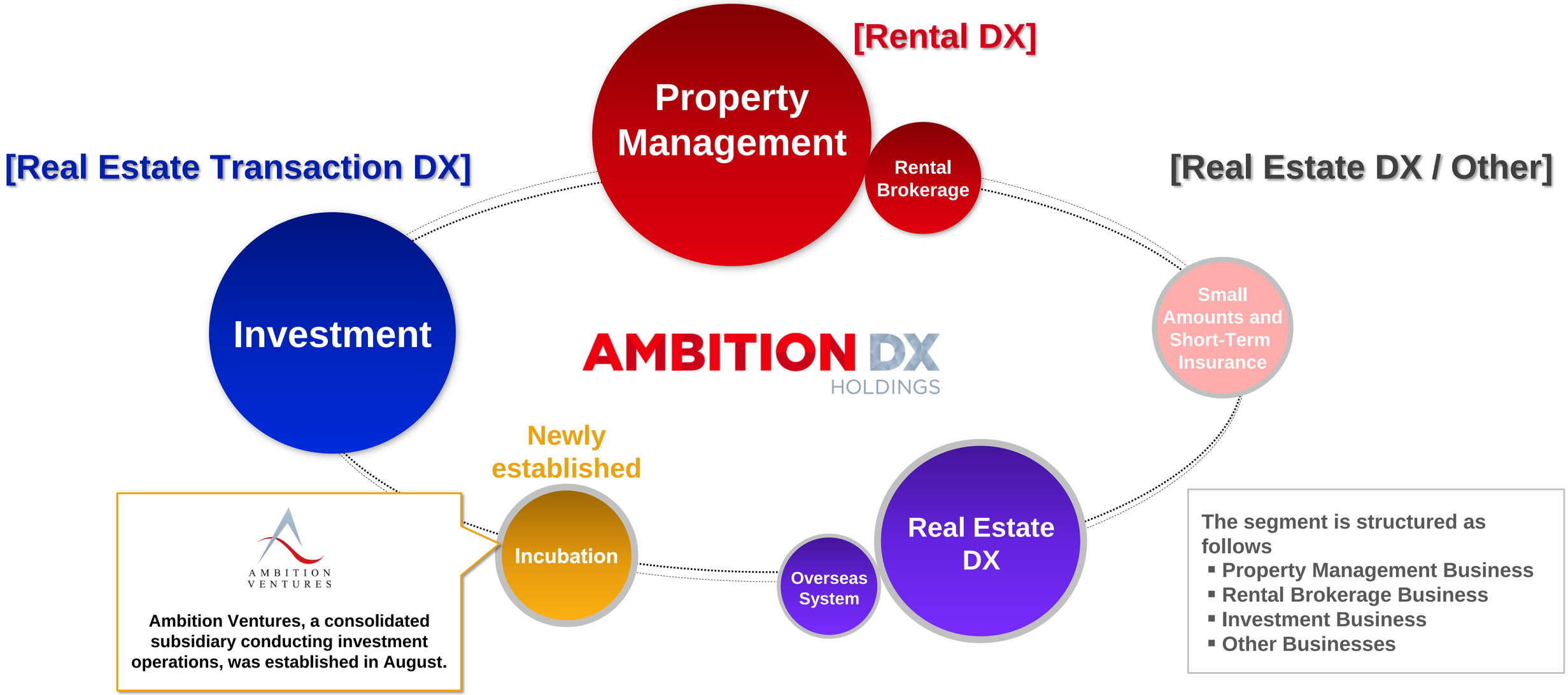
Two-pronged DX Strategy

From the two-pronged DX strategy that includes in-house DX and DX products in the real estate DX business, we will first aim to transform existing businesses and improve business results by enhancing in-house DX.



Business Structure

Starting this fiscal year, an incubation business engaged in venture investments has been added.



Establishment of a DX Promotion Office

The DX Promotion Office was established in October 2021. Enhancing in-house DX and accelerating growth of the real estate DX business

Enhancing in-house DX with a focus on our mainstay property management operations

- Business Streamlining
- Improved Business Results

Mainstay Business

Property Management Business
Property Management

AMBITION Cloud

Priority Promotion

Investment Business
Real Estate Transactions

Rental Brokerage Business
Rental Brokerage

DX Promotion Office

DX認定

Accelerating Growth of the Real Estate DX Business

- Profitability and revenue contribution of the business
- Towards industry transformation

Real Estate DX Business
Real Estate DX

Rakutech
反響倍増くん Hankyoubaizou-kun
CLOUDSIGN
Collaborative product
Room Concierge

2

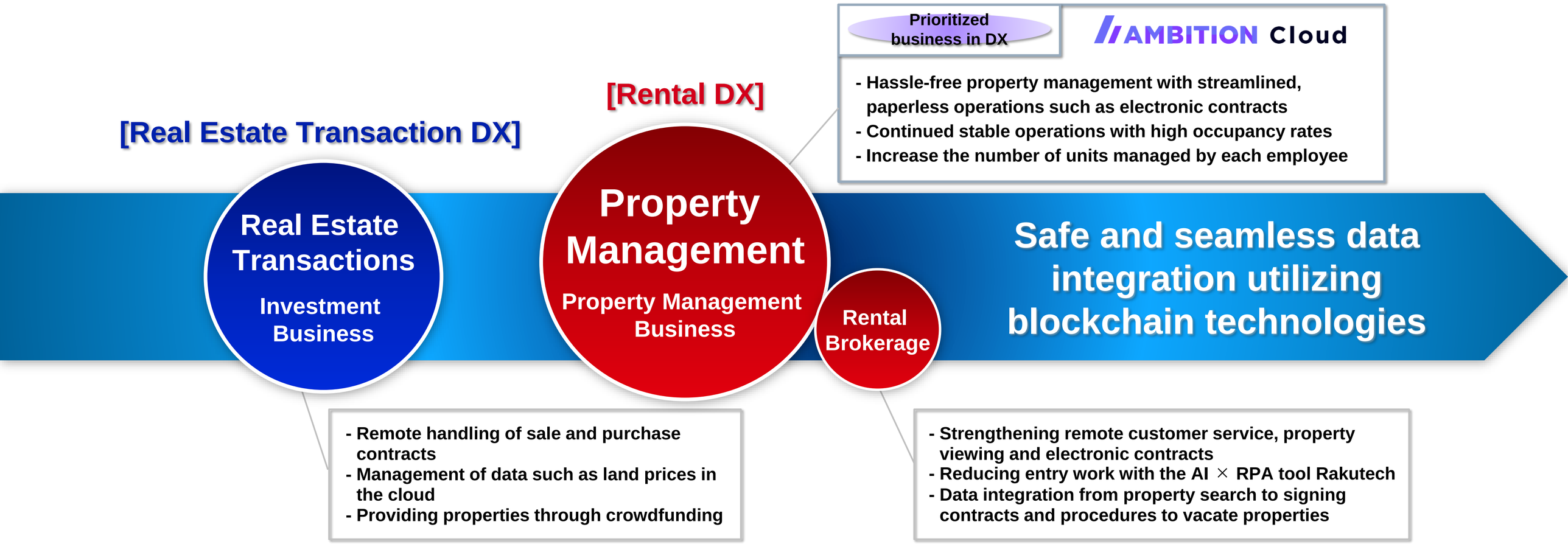
New Vision

New Vision

To transform the real estate business through DX, becoming the only real estate digital platform integrating the physical and digital realms

The worldview we aim to create

We will build a DX platform that can fully integrated and streamline the real estate business to provide comfortable residential experiences



Three Major Policies Leading to Achievement of the Vision

1 Business transformation through the promotion of DX

- Enhancing the value of existing businesses and creating new businesses

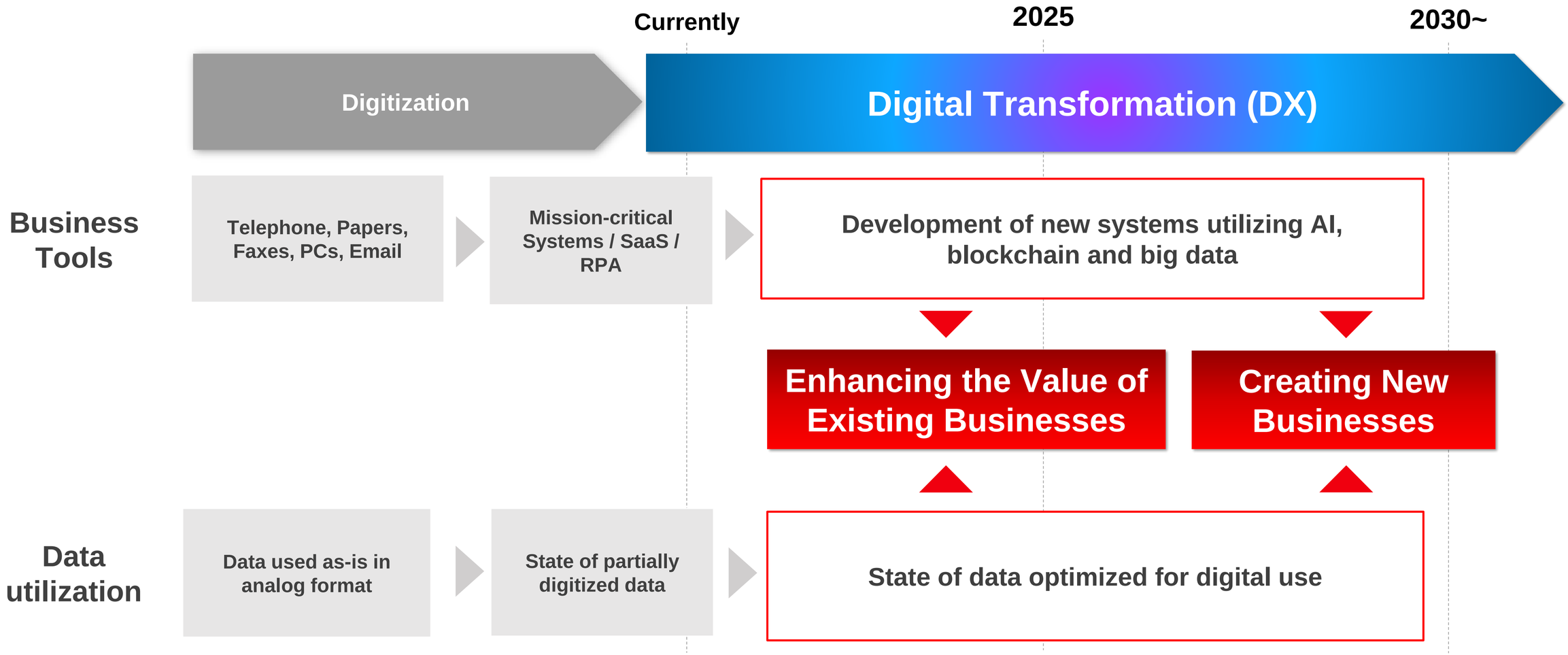
2 Initiatives to expand discontinuous business operations such as the promotion of M&A activities

- Expanding business operations through M&A activities, the promotion of alliances with other companies, venture investment and so on

3 Industry transformation through the development and sale of new real estate DX products

1 Business transformation through the promotion of DX

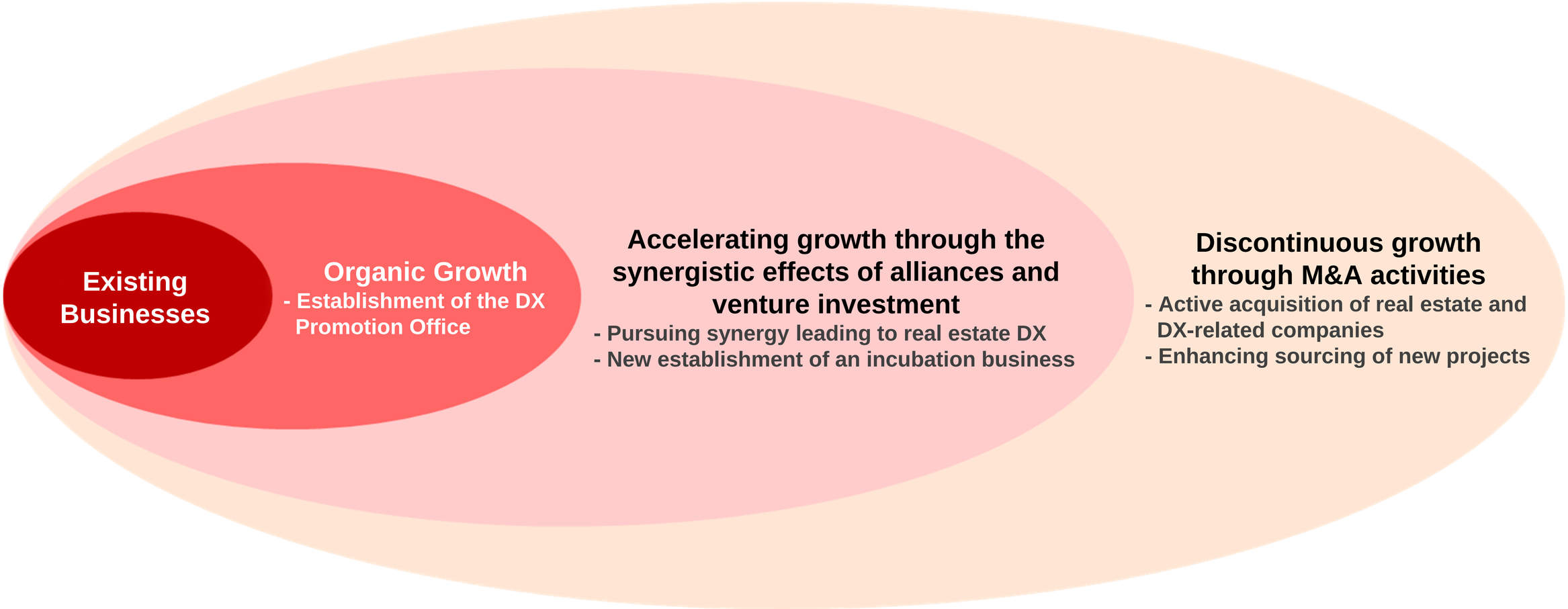
Enhancing the value of existing businesses by promoting the utilization of technology and data, and laying foundations for the creation of new businesses in the future



2 Initiatives to expand discontinuous business operations

AMBITION DX HOLDINGS

In addition to organic growth, accelerate M&A activities, alliances and venture investment to expand business operations



3 Industry transformation through the development of DX products

In addition to enhancing the functional of existing services in the real estate DX business and strengthening external sales, developing and promoting the sale of new real estate DX products will be the key to transforming the industry

BtoB Services

[Rakutech Series of AI × RPA Tools]

ラクテック Rakutech 反響倍増くん Hankyoubaizou-kun

ラクテック RAC-TECH Automated Entry

[Packaged tool of IT systems for explaining real estate contract disclosure statements + electronic contracts]

CLOUDSIGN Collaborative product

[Next-generation management cloud for property management]

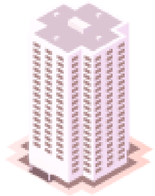
AMBITION Cloud

Provided through subscription model, sales to be enhanced in the future

(External sales to start around the second half of the year)

(External sales are also planned for the future)

Real estate management and brokerage firms



Transforming analog operations

BtoC Services

User searching for a room



[Real Estate Search App]

Room Concierge

(Monetization expected next year)

Real estate salespeople



Gaining opportunities for remote customer service

Development of New Services

Towards industry transformation

Overview of Financial Results

Consolidated

Business Performance in the First Quarter of the Fiscal Year Ending June 2022

Despite increased sales from the mainstay PM business, sales from the investment business declined in a manner consistent with sales plans. In terms of income, combined with DX investments and other expenditures, both sales and income declined in Q1.

(Unit: million yen)	Results for Q1 of the Fiscal Year Ended June 2021	Results for Q1 of the Fiscal Year Ending June 2022	YoY change
Net sales	7,230	**6,783**	**-6.2%**
Gross profit from sales	1,405	**1,208**	
Sell, general and administrative	1,150	**1,093**	
EBITDA*	317	**177**	**-44.1%**
Operating profit	254	**115**	**-54.9%**
Ordinary profit	200	**99**	**-50.4%**
Profit before income taxes	199	**99**	**-50.3%**
Profit attributable to owners of parent	100	**30**	**-70.1%**

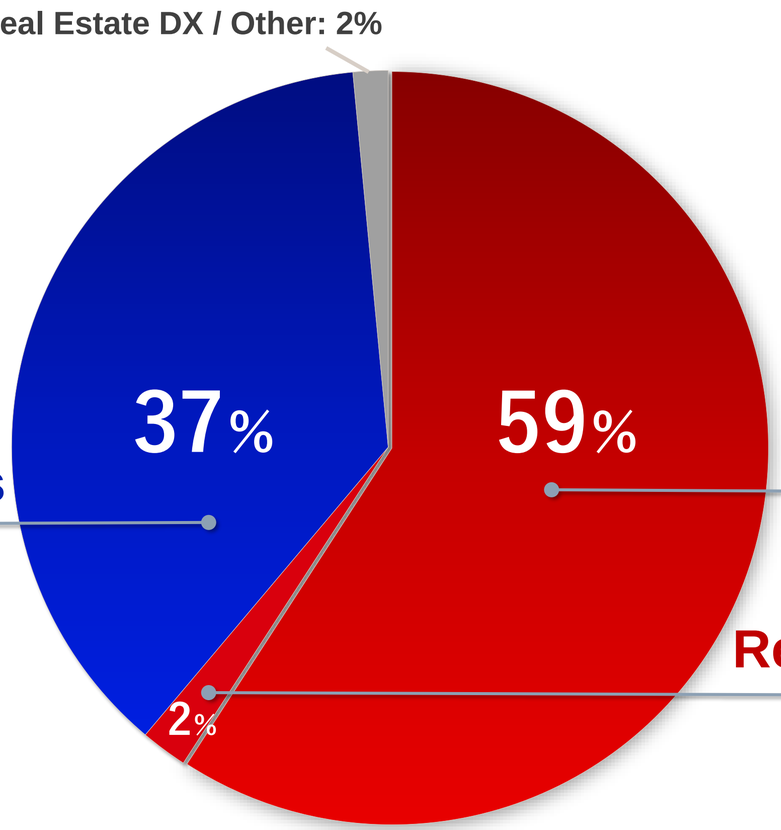
* EBITDA ＝ Operating profit + Depreciation + Software Depreciation + Amortization of Goodwill

Net Sales and Ratio by Segment

The mainstay property management business accounted for roughly 60 percent of sales.

[Real Estate Transaction DX] 37%

[Rental DX] 61%



Purchase/Sale
Investment Business

PM
Property Management Business

Brokerage
Rental Brokerage Business

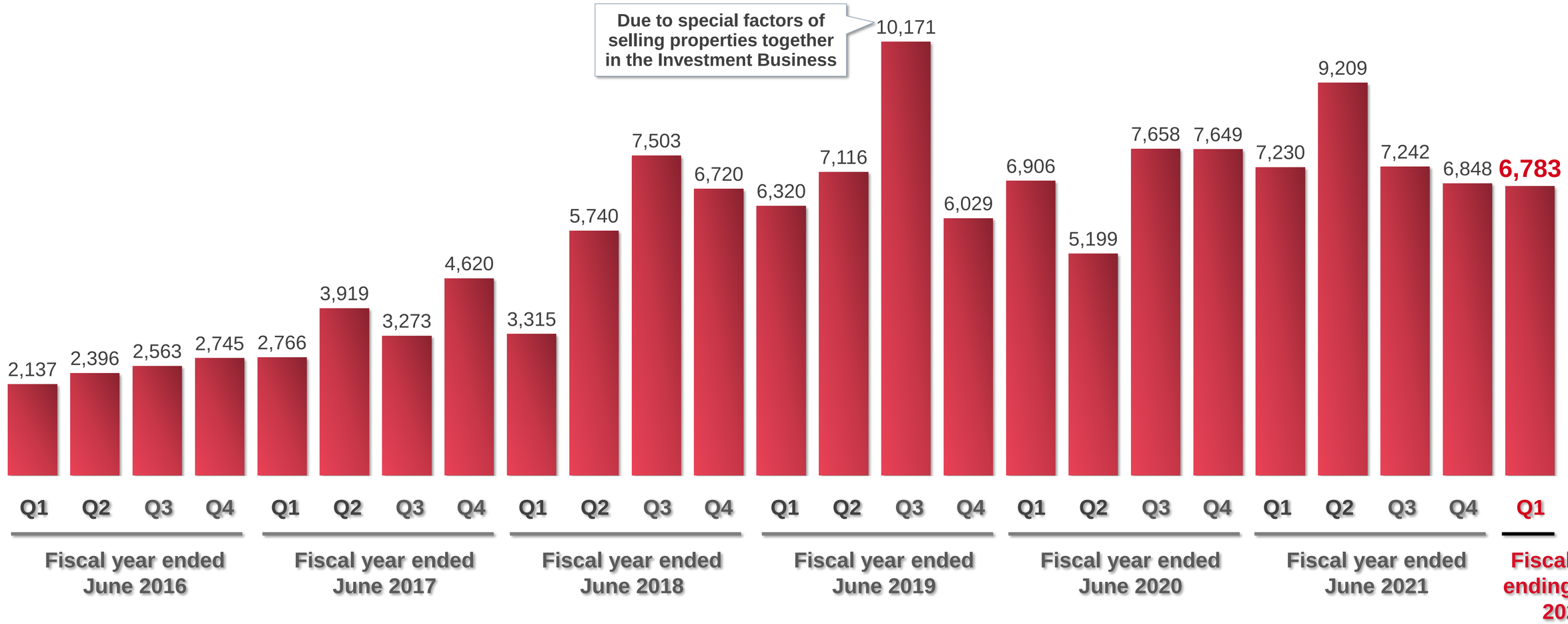
Fiscal Year Ending June 2022 (Q1)

Consolidated

Change in Net Sales

As Q3 is the busy period for the rental DX sector, consolidated net sales tend to be concentrated in the second half of the year.

(Unit: million yen)

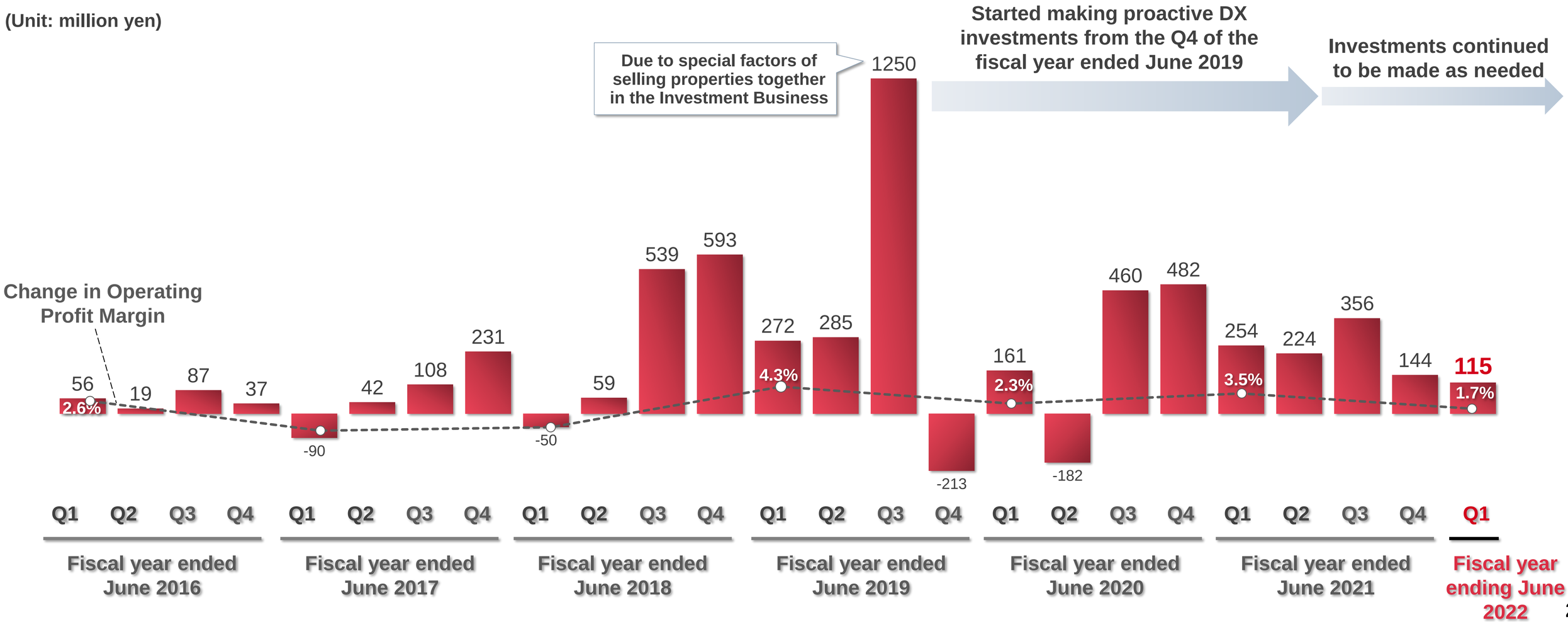


Consolidated

Change in Operating Profit

In addition to expecting the rental DX sector to accumulate significant profits in the second half of the year as usual, this year the investment business is also expected to be heavily weighted toward the second half.

(Unit: million yen)



Consolidated

Balance Sheet

Total assets increased from the purchase of real estate for sale, land and buildings in the investment business.

(Unit: million yen)	End of the fiscal year ended June 2021	End of Q1 of fiscal year ending June 2022	Amount of change
Current assets	13,079	14,057	978
Non-current assets	4,564	3,980	-584
Deferred assets	4	4	0
Total assets	17,648	18,042	394
Current liabilities	4,728	5,981	1,253
Non-current liabilities	9,067	8,534	-533
Net assets	3,852	3,526	-326
Total of liabilities and net assets	17,648	18,042	394
Equity ratio	21.7%	19.6%	-2.1%

4

Rental DX

[Rental DX]

Property Management Business

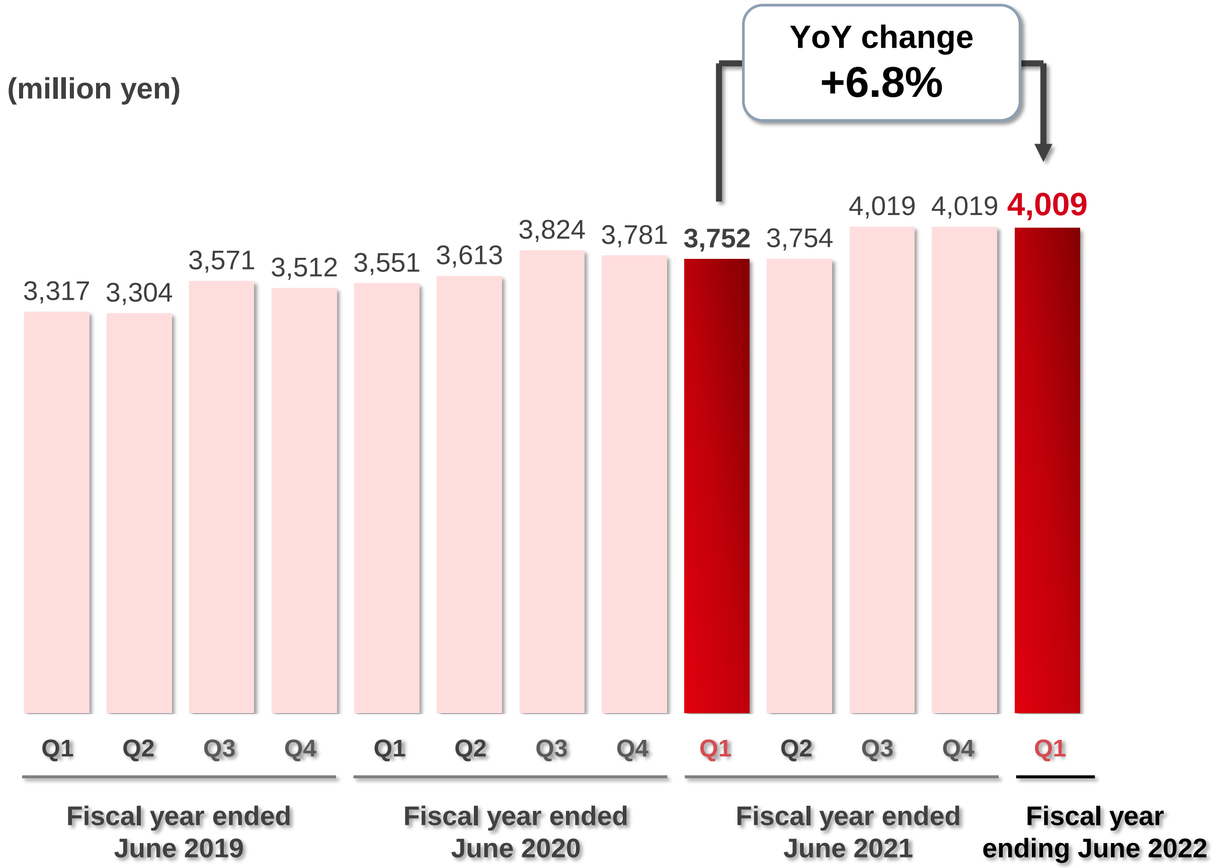
(Mainly operated by divisions of Ambition DX Holdings with some engagement by Veritas Investment and VALOR)

PM

Business Performance in the Mainstay Property Management Business for Q1 of the Fiscal Year Ending June 2022

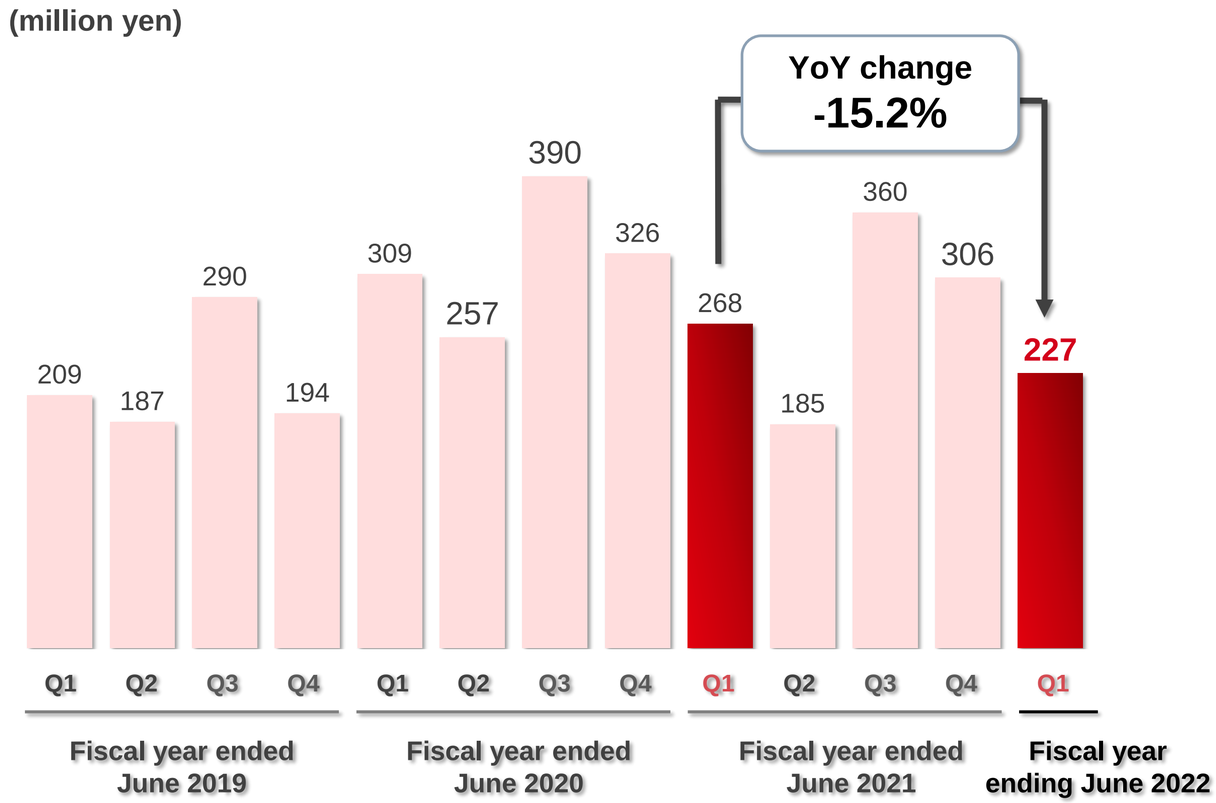
Net sales

Net sales rose 6.8% year on year due to an increase in the number of units managed, which is the KPI.



Segment Income

Income declined 15.2% year on year, in part due to ongoing expenditure to find tenants as occupancy rate improvement measures, in addition to DX investments.



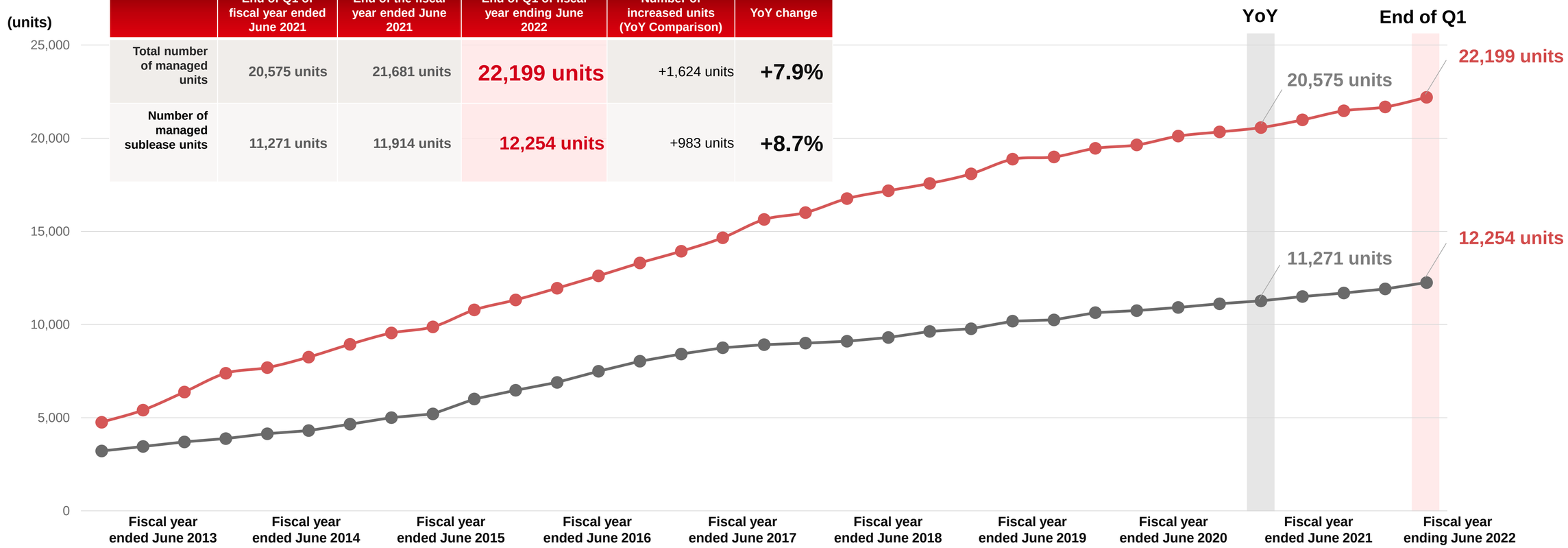
Key Performance Indicator (KPI): Change in the Number of Managed Units

The number of units managed, a KPI, has been steadily increasing.

Usually, the growth rate tends to slow when the number of managed units exceeds 20,000, but Ambition DX Holdings has been able to maintain a growth rate higher than the industry average with its unique know-how and network.

Change in Number of Managed Units and Sublease Management Units

	End of Q1 of fiscal year ended June 2021	End of the fiscal year ended June 2021	End of Q1 of fiscal year ending June 2022	Number of increased units (YoY Comparison)	YoY change
Total number of managed units	20,575 units	21,681 units	22,199 units	+1,624 units	+7.9%
Number of managed sublease units	11,271 units	11,914 units	12,254 units	+983 units	+8.7%



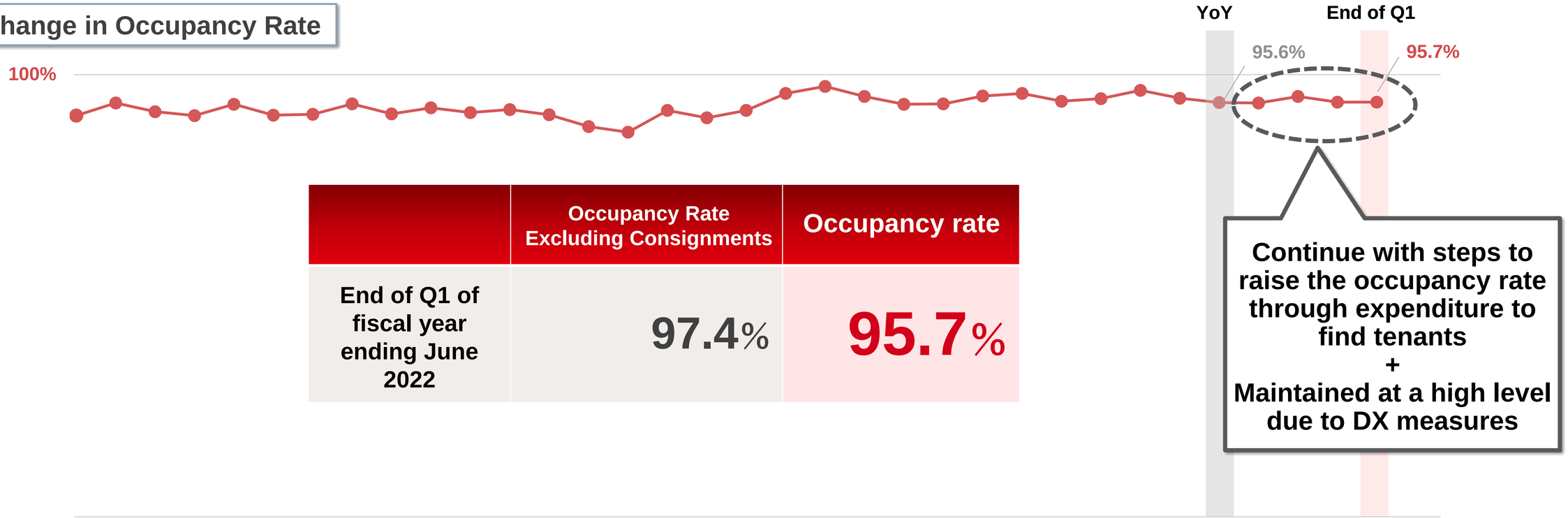
PM

Change in Occupancy Rate

Owning several quality properties, such as designer condominiums, mainly in the 23 wards of Tokyo, which is seeing high demand.
Maintaining a high occupancy rate compared to many competitors by operating a rental brokerage business within the Group.

- Managed properties: Mainly quality studio condominiums such as designer condominiums
- Area: Concentrated in Tokyo (mainly in the 23 wards) + Kanagawa, Chiba and Saitama prefectures
- Target group: Mainly the young demographic

Change in Occupancy Rate



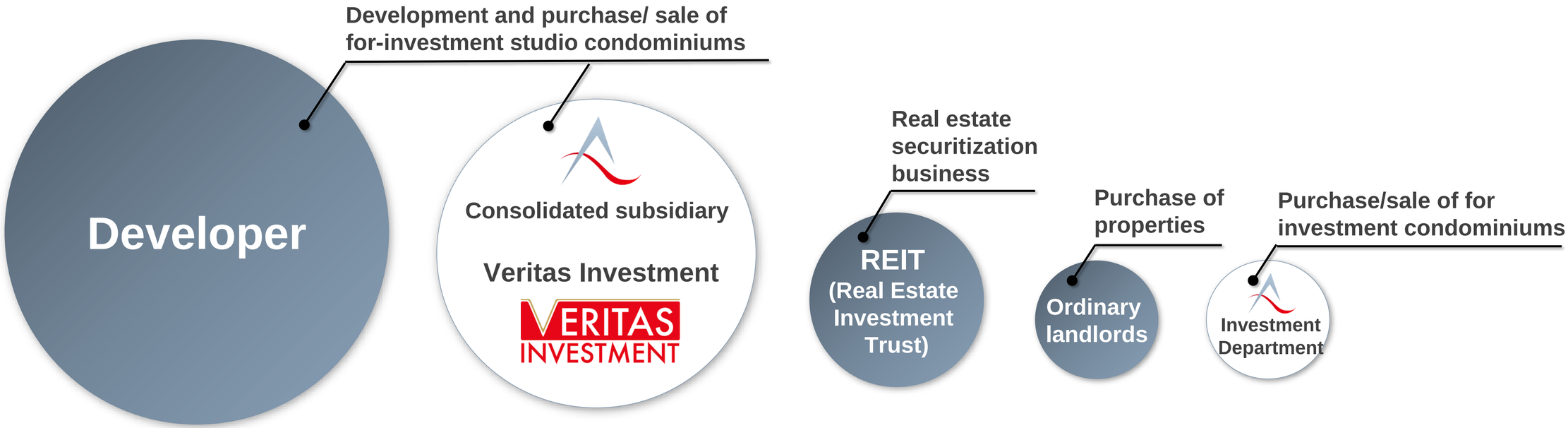
	Occupancy Rate Excluding Consignments	Occupancy rate
End of Q1 of fiscal year ending June 2022	97.4%	95.7%

Continue with steps to raise the occupancy rate through expenditure to find tenants
+
Maintained at a high level due to DX measures

PM Strengthening the property supply pipeline

Ambition DX Holdings' property supply pipeline

Acquiring managed properties in a stable manner through external networks and our in-house investment business



In this fiscal year, we will expand consignments from REIT and continue to strengthen the property supply pipeline for increasing the number of managed units, which is the KPI.

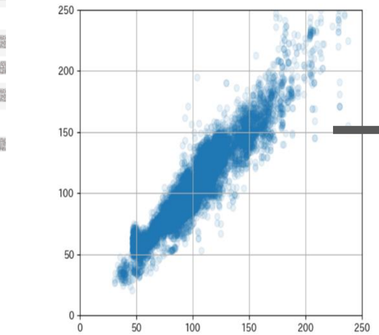
PM

Existing DX Measures

Developed a unique AI algorithm to maximize lifetime value (LTV)

	importance_A	importance_B	importance_Total
141.住所_市区町村名			
410.部屋設備情報			
152.age_building			
140.	789	18	807
411.	420	255	675
411.	407	258	665
142.	434	228	663
251.	168	491	660
186.			
411.			
903.			
148.			
149.			
187.			
101			

Aggregation and analysis of our rental big data totaling several million entries using AI



Out[9]: (9.848826217647535, 6.410395191938608)

Deduction of optimum rent/plan for maximizing property income by AI

* Data shown in the screenshot is for illustrative purposes only.

Achieving the automatic calculation of optimum rental rates

Communication with brokers traditionally conducted by telephone or fax is now entirely conducted over the web.

CPMA*, contract progress management system



AMBITION

Brokers



- Unified management of vacancy confirmation, property viewing and contract process management on the website
- Enhancement of customer satisfaction by spending more time for clients
- Realization of work-style reform

* Acronym of Contract Process Management Automation

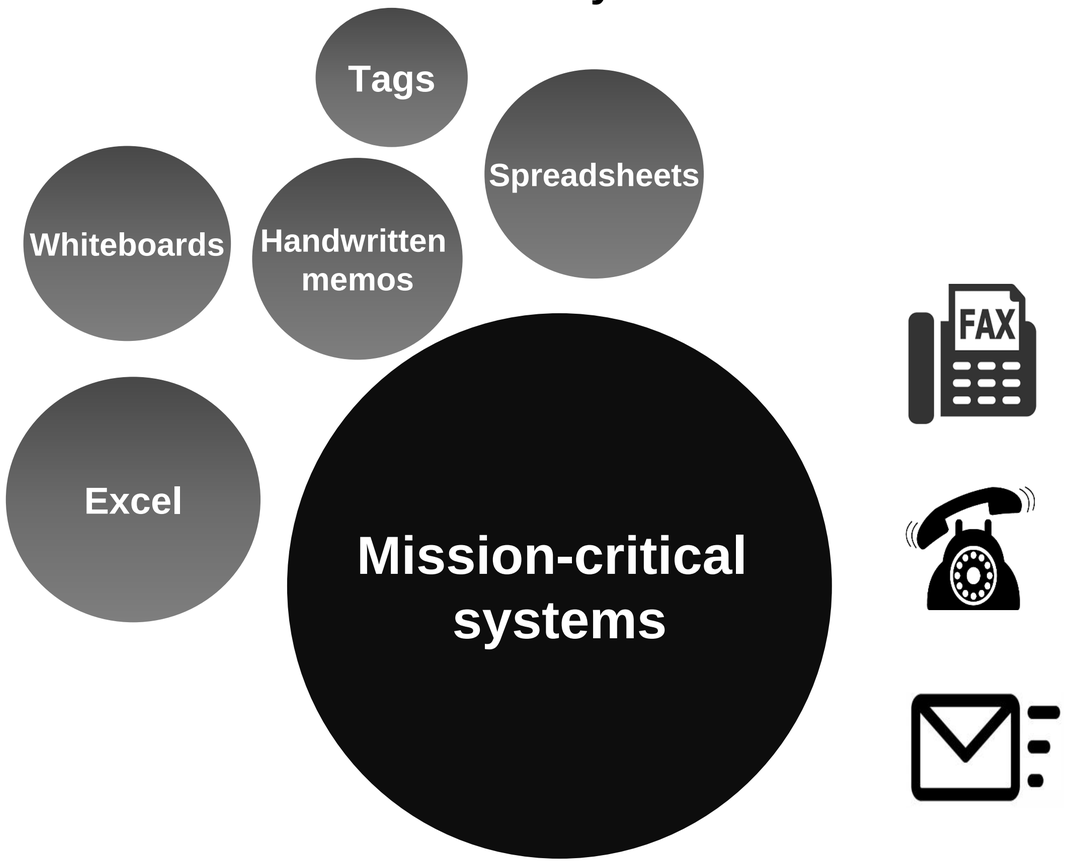
PM

New DX measure: Building AMBITION Cloud

Industry Concerns

Administrative work is complex ... operations and analog are inefficient.

Many tasks cannot be completed by mission-critical systems.



Our Strengths

- Recognizing issues in the real estate business
- System Development Structure at Vietnamese Subsidiary
- DX認定

A next-generation management cloud for the property management business is being built by leveraging the above strengths.

AMBITION Cloud

Solving industry concerns

New DX Measure: AMBITION Cloud Development Flow

AMBITION Cloud

AMBITION DX HOLDINGS

Our Vietnamese subsidiary is developing multiple management systems to promote next-generation management.

Development Complete

(1) Contract progress management system (CPMA)

Development Complete

(2) Repair and maintenance management system

Development Complete

(3) Management system for leasing

Under development

(4) Credit management system

Under development

(5) Tenant exit management system

Under development

(6) New consignment management system

Integrated with mission-critical cloud systems

In addition, each management system is linked through APIs, enabling dramatic business streamlining.

PM

New DX Measure: Conceptual Image of the Completed AMBITION Cloud

AMBITION Cloud

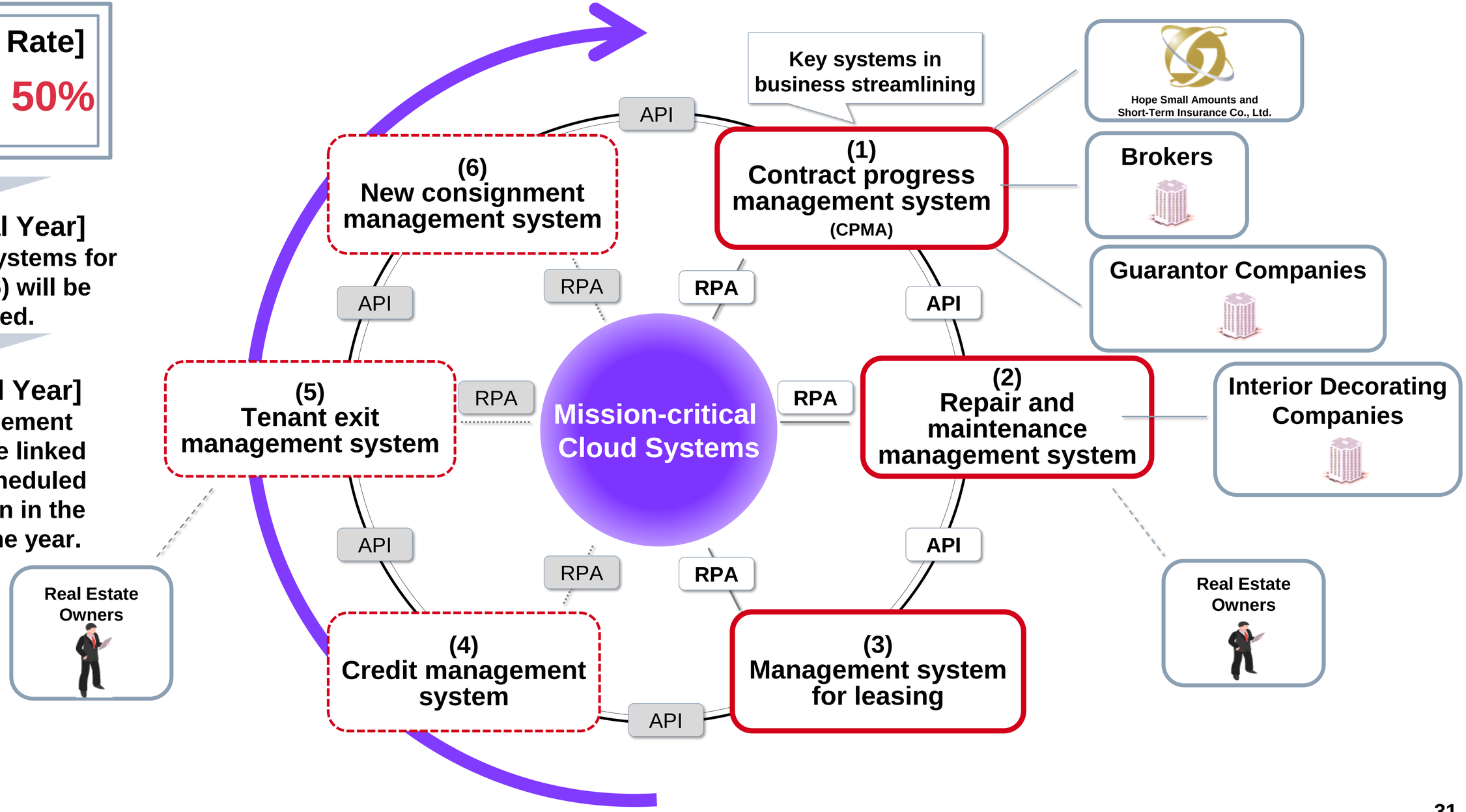
AMBITION DX HOLDINGS

[Progress Rate]

Approx. 50%

[This Fiscal Year]
Management systems for (4), (5) and (6) will be completed.

[Next Fiscal Year]
Each management system will be linked with APIs, scheduled for completion in the first half of the year.



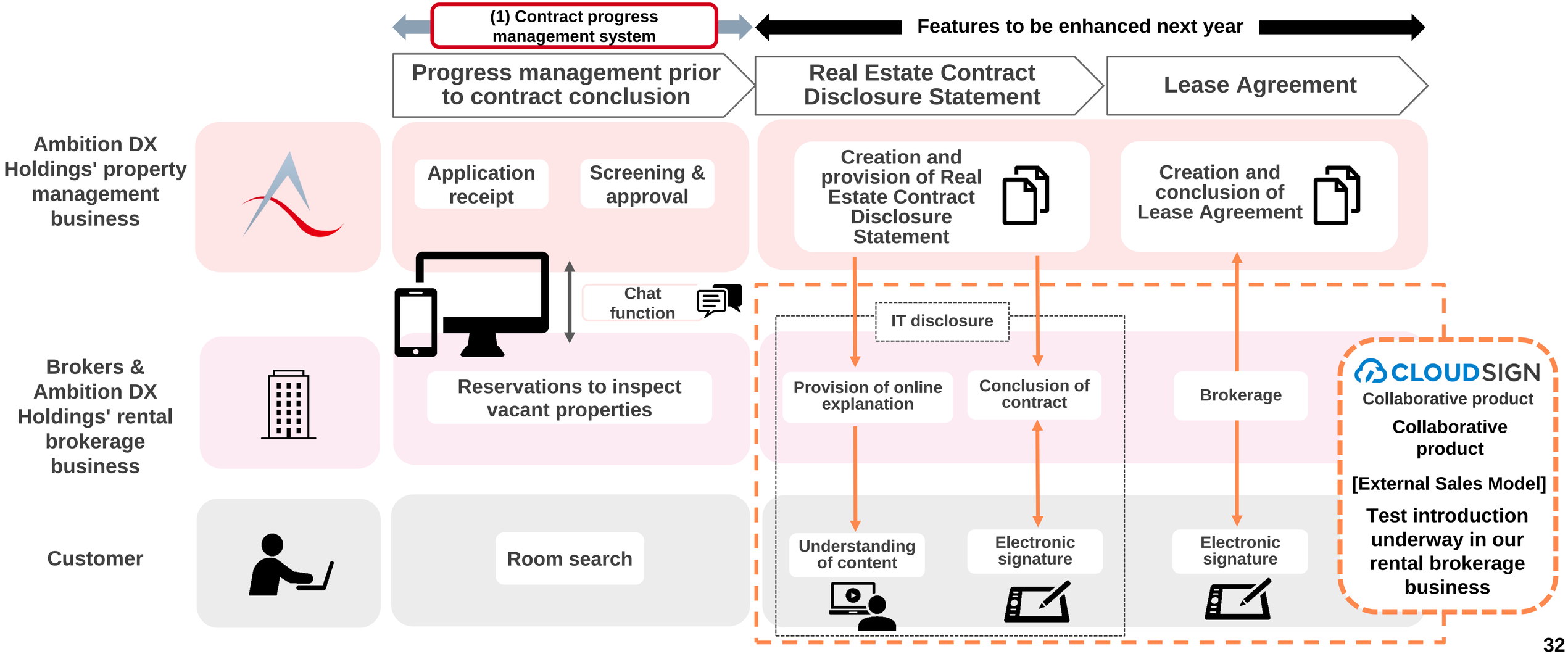
PM

DX Measures for Next Year and Beyond: Further enhancements to AMBITION Cloud functionality

AMBITION Cloud

AMBITION DX HOLDINGS

Next year, functionality will be dramatically expanded by linking (1) Contract progress management system with the [external sales mode] integration product connected to Cloud Sign from Bengo4.com, Inc.



PM

Advantages from the Development of AMBITION Cloud

AMBITION Cloud

AMBITION DX HOLDINGS

Number of managed units (KPI)

○

A positive impact is expected following completion of (6) new consignment management system.
Simplified customer relationship management is expected to increase the number of managed units greater than before.

Occupancy rate

◎

As (1) contract progress management system received a version update in Q1, it is expected to have an even more positive impact in the future.

Business performance in the next fiscal year and beyond

◎

Improvement of productivity
= Significant increase in the number of units managed per employee
=>Improved operating profit margin

- As we expect to record development expenses and have increased personnel expenses this year, the positive impact on business performance is expected from the next fiscal year and beyond.
- The Ambition Group's Vietnamese subsidiary handles all development including RPA in-house, enabling us to keep development expenses down.

In the future, external sales of each management system and services to link with the mission-critical systems of client companies will be rolled out as part of the real estate DX business.

Towards industry transformation

[Rental DX]

Rental Brokerage Business

(Operated by Ambition Rent and Ambition Partner in addition to Ambition Agency and VALOR)

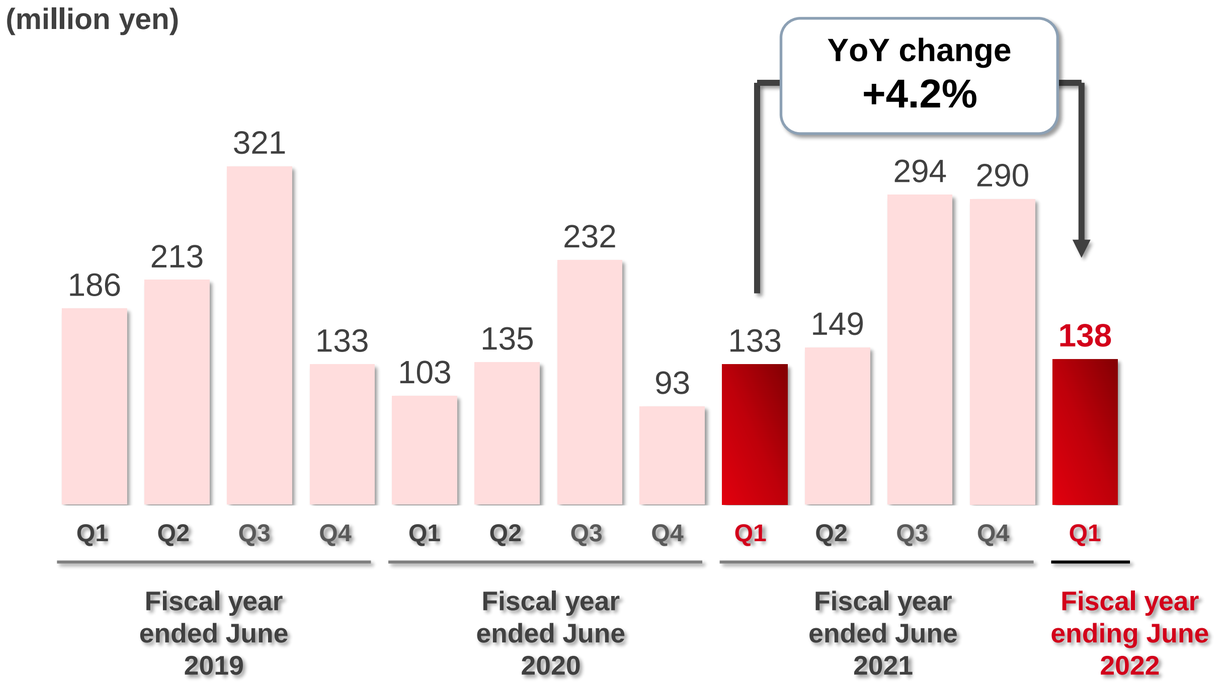
Brokerage

Rental Brokerage Business Performance in the First Quarter of the Fiscal Year Ending June 2022

AMBITION DX HOLDINGS

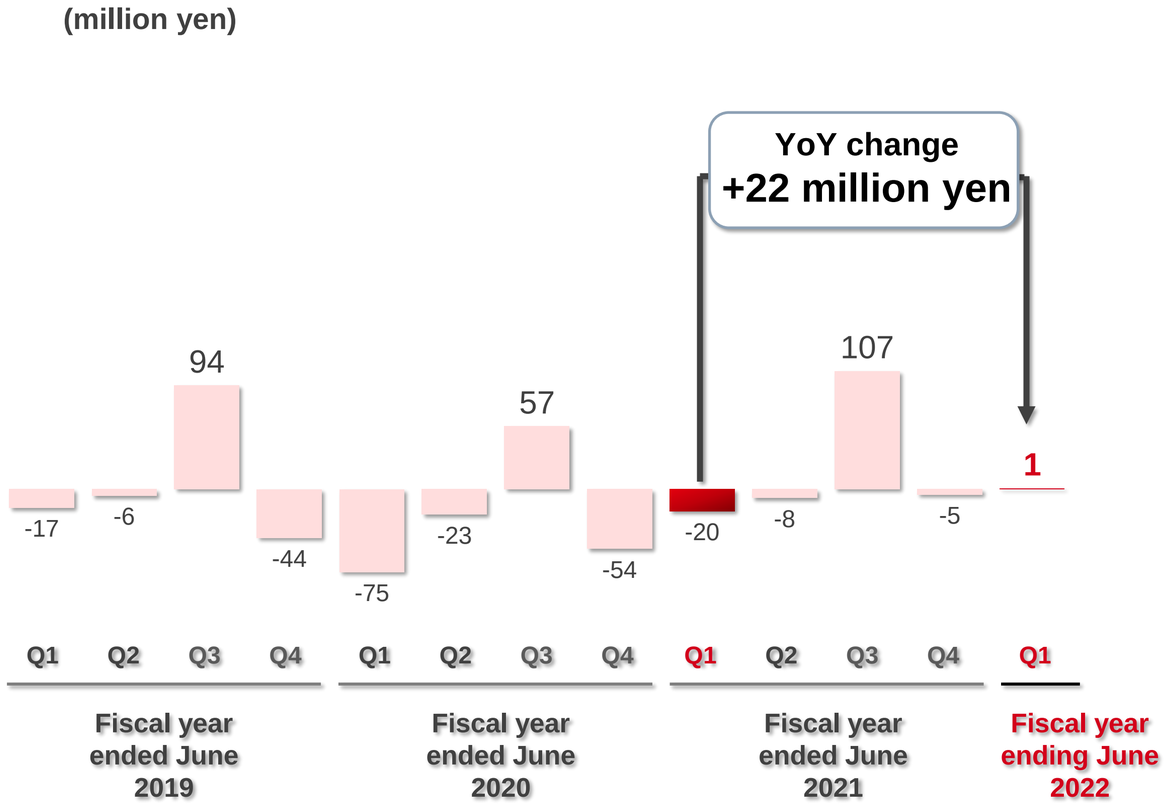
Net sales

Net sales increased 4.2% year on year due to strong performance with remote customer service, in addition to a significant rise in customer inquiries due to web-based efforts to attract customers, including improved advertising strategy.



Segment Income

Improved productivity per branch (enhanced remote customer service, AI×RPA tool) Turned a profit for the first time in Q1, the traditional off-peak period, due to business streamlining from the introduction of Rakutech, and by controlling SG&A expenses.



Brokerage Number of branches / strategy

Our leasing capabilities utilizing both digital and physical realms via the web and actual branches are our strengths, and help us maintain high occupancy rates in our mainstay property management business.

Number of current branches

(5 branches in Tokyo, 7 in Kanagawa, and 1 in Saitama)

ROOMPIA Tokyo Smart Life

(Ambition Agency)

6 branches

VALOR HOME ADVISE

(VALOR)

7 branches

PR Strategy

January 2021 onwards
Ran a PR strategy utilizing Atsushi Tamura of comedy duo London Boots Ichi-go Ni-go



Marketing Strategy

Maintained a high contract closing rate by listing exclusive properties through our unique network



Brokerage DX Measures for the Rental Brokerage Business

DX Measures

- Successfully reduced personnel in input operations and increased the number of inquiries substantially with the introduction of AI x RPA tool Rakutech
- Strengthen remote customer service and VR property viewing
- Started trial operation of Cloudsign package of IT Disclosure and electric contract services for properties managed by the Company from late August

This improved performance in the rental brokerage business and helped increase the number of contracts in the mainstay property management business.

ROOMPIA
Tokyo Smart Life

Digital signages was introduced at some branches with the aim of improving the customer experience when searching for rental properties.



Brokerage Market Trend Comparison of Rental Brokerage Business*1

The Rental Brokerage Business of AMBITION saw an increase in the number of inquiries due to the use of AI x RPA tool Rakutech.

- Overall rental brokerage industry in the Tokyo Metropolitan Area*2

Number of inquiries

YoY change

+0.3%



- AMBITION's Rental Brokerage Business



Number of inquiries

YoY change

+87.0%



Enjoying strong performance in the COVID-19 pandemic!

*1 In Q4 of the fiscal year ended June 2021

*2 Source: A business sentiment survey of local real estate brokers by At Home Co., Ltd. (Apr-Jun quarter of 2021)
https://athome-inc.jp/wp-content/themes/news/pdf/keikyoukan-2021-secondquarter/keikyoukan-2021-secondquarter.pdf

5

Real Estate Transaction DX

[Real Estate Transaction DX]

Investment Business

(Mainly operated by Veritas Investment with some engagement by the Investment Department of Ambition DX Holdings)

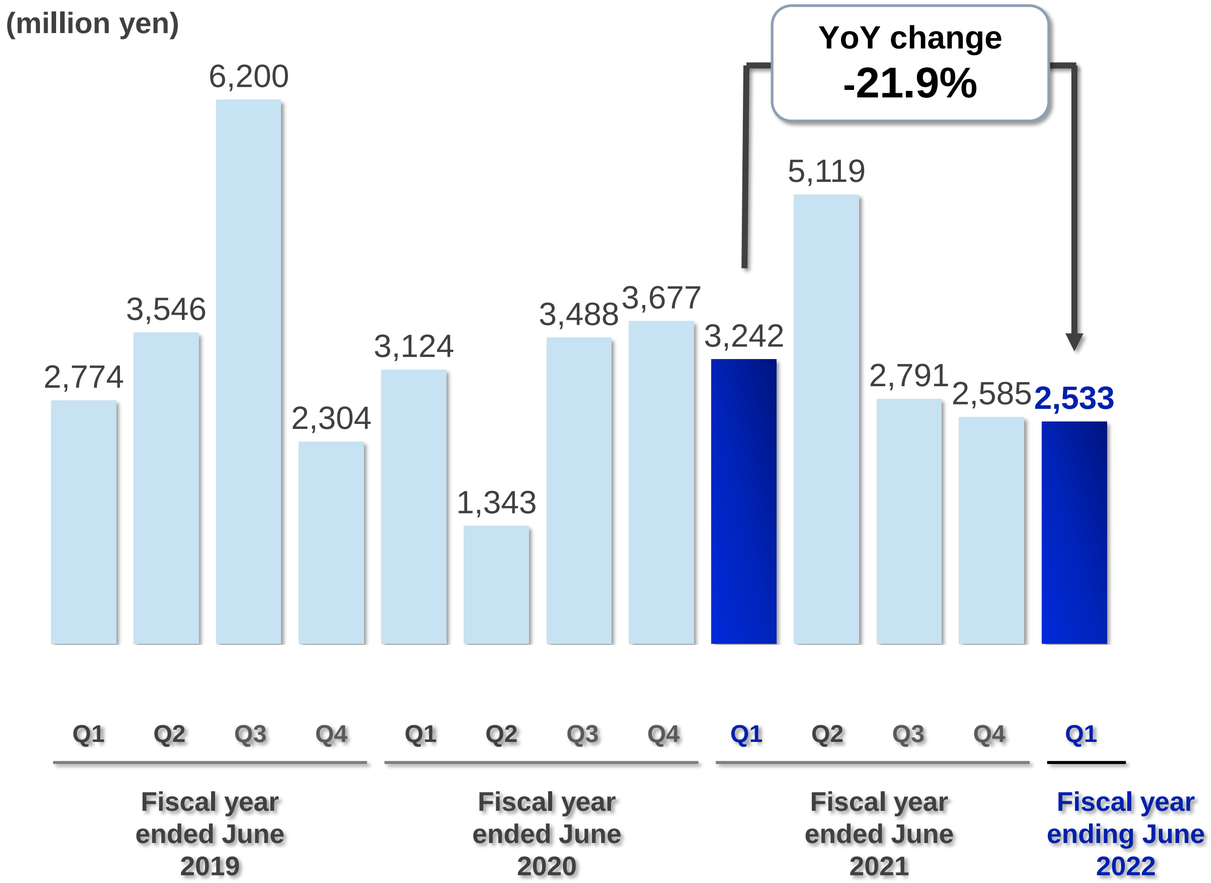
Purchase/Sale

Business Performance in Investment Business for the First Quarter of the Fiscal Year Ending June 2022

AMBITION DX HOLDINGS

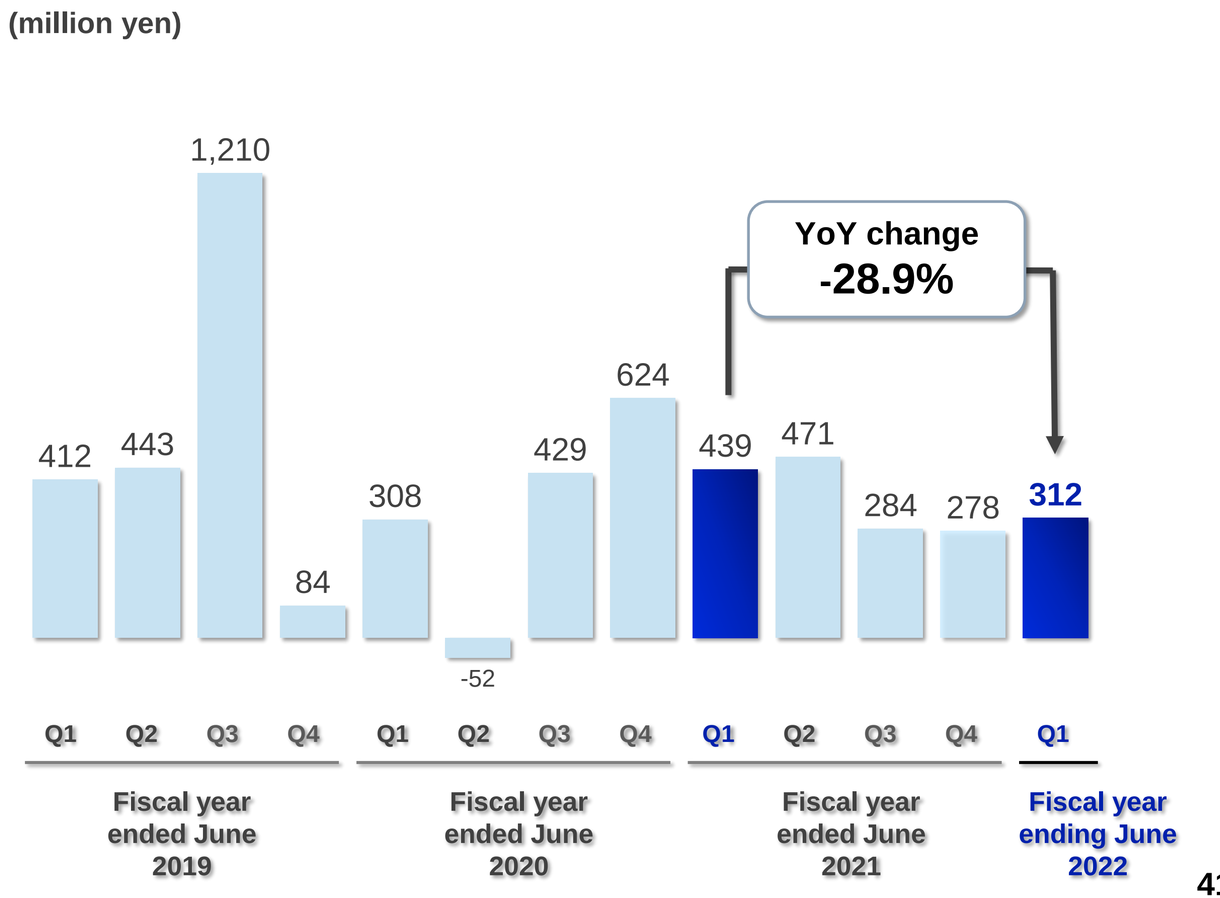
Net sales

Net sales declined 21.9% year on year in line with Q1 plans for sold properties.



Segment Income

Performance was in line with plans, despite profit declining 28.9% year on year due to a decline in net sales.



Purchase/Sale

Characteristics and Strengths

Mainly operated by Veritas, a subsidiary that has strengths in new properties developed by the Group

	Veritas Investment (Consolidated subsidiary)	Investment Department
Characteristics and Strengths	Sale of new studio condominiums for investment **Favorable location** Tokyo Premium Area* × **Favorable design** Stylish designer condominiums	Renovation/sale of for-sale condominiums AMBITION+ RENO Renovation brand Focusing on location (Tokyo Premium Area) Capable of purchasing properties through various channels
Number of units where payment settlement was completed in the first three quarters (Q1)	62 units (down 14 units year on year)	19 units (down 3 units year on year)
	PREMIUM CUBE series curated by a famous designer is very popular	Also developing a crowdfunding business A funding

* Tokyo Premium Area: Meguro Ward, Shibuya Ward, Shinjuku Ward, Minato Ward, Shinagawa Ward, and Chuo Ward

Purchase/Sale Sales of Veritas Investment's new designer condominiums for investment

VERITAS INVESTMENT

Q1

- September 2021

Launch of sales of PREMIUM CUBE Shinjuku-Nakai



[PREMIUM CUBE Series Developed In-House]

Realized the creation of premium asset value from "location," "design" and "facility specifications" (CUBE)



Curation by a famous designer + Tokyo Premium Area*

High rent x High occupancy rate = High return

Purchase/Sale

Initiatives of the Investment Department of Ambition DX Holdings

AMBITION DX HOLDINGS Investment Department

The Investment Department excels in the maximization of value of used properties with a focus on location (premium areas in Tokyo)

[Business]

- Sale of entire real estate
- Renovation/resale of for-sale condominiums <existing properties>
- Real estate brokerage

DX Measures

Important on-site progress in the renovation and resale of for-sale condominiums has been streamlined.

DX solutions are utilized in communication with renovation partners to reduce the person hours each person spends on management.

The management of construction information is complex, and involves excess communication costs and travel time.



Centralized management of construction information
Travel time and time spent on email and telephone conversation has been reduced.

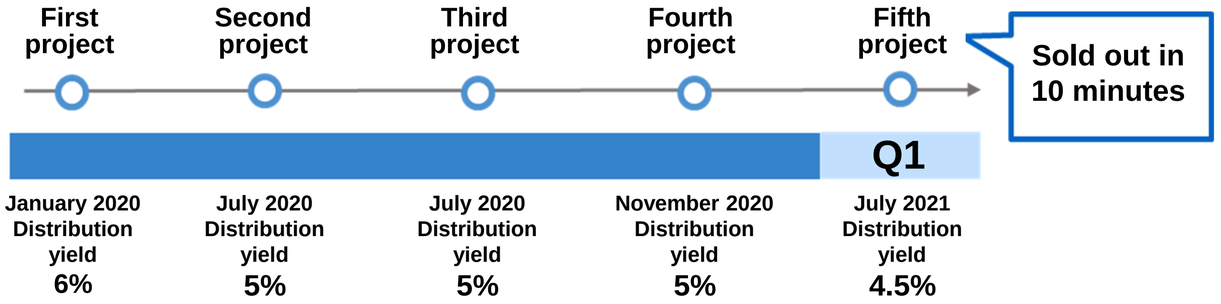


Purchase/Sale

Crowdfunding Business

A funding, a crowdfunding service for real estate investment, enables online real estate investment in small amounts from 10,000 yen per unit. Conduct speedy distribution with high return exceeding the industry average



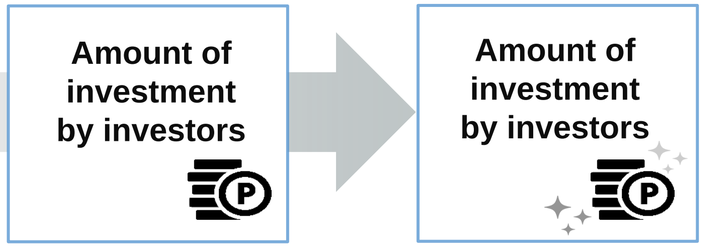


Priority and Subordination Scheme Subordinated equity investment by AMBITION



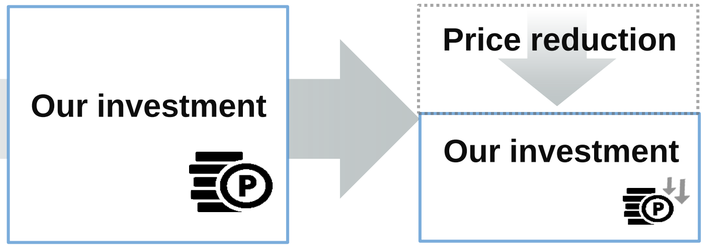
Investors

Priority



AMBITION DX HOLDINGS
Investment Department

Subordination



Even if the price of real estate in which investments are made decreases, it will be offset by the amount invested by Ambition
It is popular as a low-risk financial instrument as it preferentially protects the amount invested by investors

It is enjoying a favorable reputation as many people are on the waiting list immediately after the start of solicitation (2 minutes at the shortest).

6

Real Estate DX / Other

[Other Businesses]

- Real Estate DX Business (Re-Tech RaaS)
- Overseas System Business (Ambition Vietnam)
- Small Amounts and Short-Term Insurance Business (Hope)
- Hotel Business (Ambition DX Holdings)
- Incubation Business (Ambition Ventures)

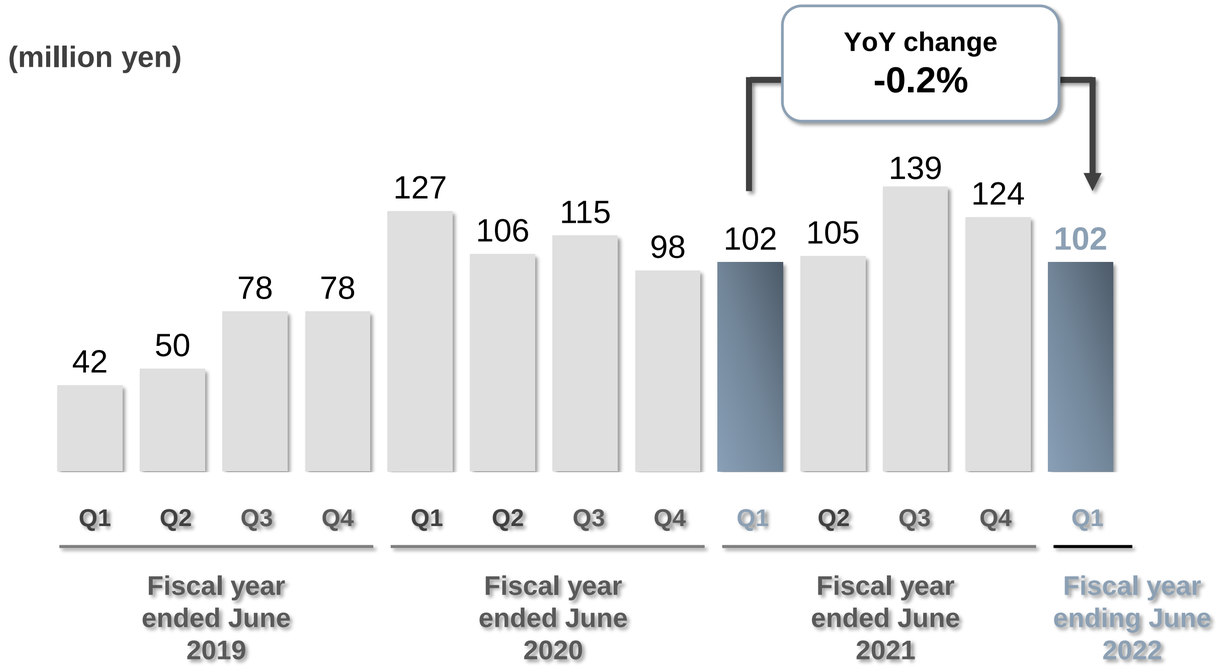
Other

Other Business Performance in the First Quarter of the Fiscal Year Ending June 2022

AMBITION DX HOLDINGS

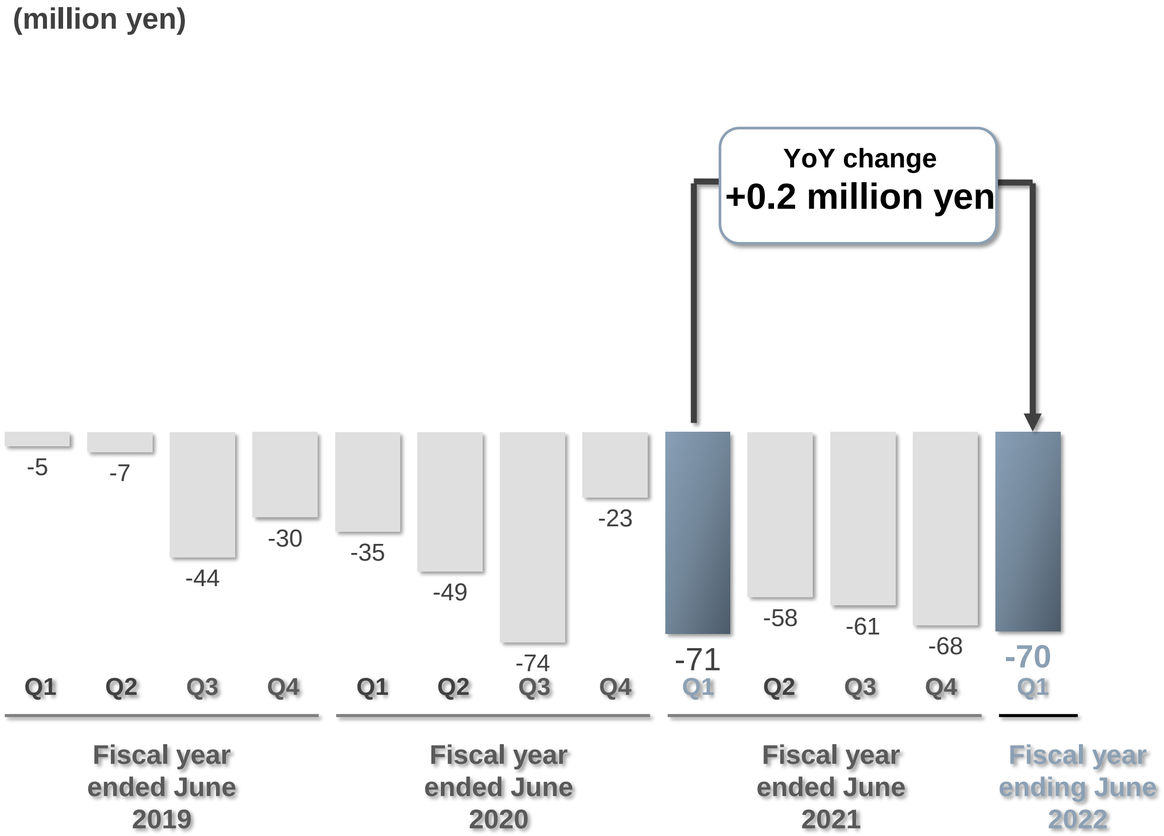
Net sales

Net sales increased in the Insurance Business due to an increase in the number of new contracts, but the Hotel Business experienced a significant adverse impact from COVID-19, resulting in a 0.2% decrease year on year.



Segment Income

The Insurance Business recorded losses due to changes to the method for determining liability reserves. Combine with losses in the Hotel Business and DX investments, losses were around the same level as the previous year.



DX

Rakutech, a subscription model-based AI × RPA tool

AI + RPA + BPO + big data on leasing = overwhelming improvement in work efficiency

Moreover, the accuracy of the AI improves autonomously through continuous learning and inference cycles

ラクテック
Rakutech 反響倍増くん Hankyoubaizou-kun

RPA (automatic posting)

Automatically posts properties with high response rates

Updates are released as needed, including substantial enhancements to automatic posting functions using AI.

AI-based response forecast

AI forecasts responses to properties (Patent No. 6670406)



BPO (business outsourcing)

Bothering operations not performed by RPA alone are fully outsourced

AI continues learning the results as new data

DX

New brand under the Rakutech series of AI × RPA tools

In addition to the main Rakutech Hankyoubaizou-kun brand, the new Rakutech Jido-Nyuryoku (automated entry) brand will be added in the future, making two brands.

Main Brand

For brokers

ラクテック Rakutech 反響倍増くん Hankyoubaizou-kun

- **AI-based response forecast**
- **RPA** (automatic posting)
- **BPO** (business outsourcing)

Some features cut out

Providing functions in particularly high demand at reasonable costs

New Brand

Scheduled for future release

ラクテック RAC-TECH Automated Entry

- **RPA** (automatic posting)

Automating property information entry for brokers

One-click completion of everything from web viewing to listing on rental sites.

DX

Sales Strategy for Rakutech, Tool Combining AI and RPA

In the fiscal year ended June 2021, the functions were enhanced significantly, and customer satisfaction increased. In the fiscal year ending June 22, we will bolster sales with the strategies below to expand market share.

Strengthen Marketing



Strengthen Sales



Expanded Agency and Alliance Strategies



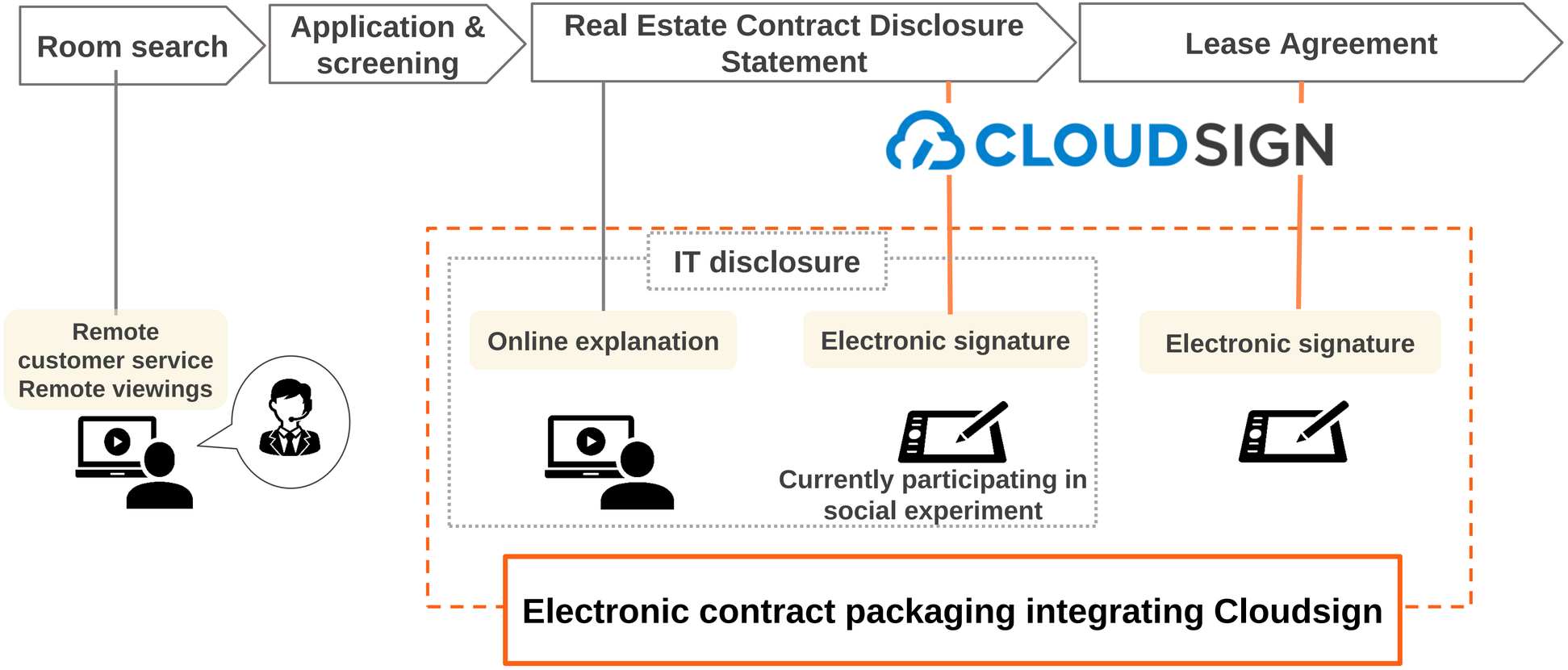
Approach around 120,000 real estate management and brokerage companies nationwide

RE-TECH RAAS

DX

CloudSign Integration Product [External Sales Model]

We have developed an electronic contract package integrating the CloudSign service provided by BENGO4.COM, INC. and started test introduction of the package in our Rental Brokerage Business from late August.



RE-TECH RAAS

We plan to start external sales of Re-Tech RaaS during the second half of the fiscal year to take advantage of amended legislation on electronic contracts that will take effect in May next year.

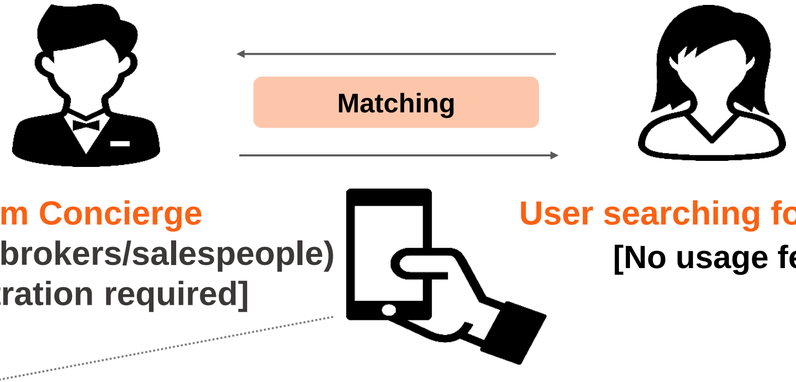
DX Launch of the First Customer-Oriented Service in the Real Estate Field

App matching users who are searching for rooms and Room Concierge (real estate brokers/salespeople)

Room Concierge



Service launched on Apr. 26, 2021



Room Concierge
(Real estate brokers/salespeople)
[Registration required]

User searching for a room
[No usage fee]

- App matching users who are searching for rooms and Room Concierge (real estate brokers/salespeople)
- Rating of posts through “Likes” or comments
- Room Concierge search and chat functions

-- Advertising revenue and fees from registered operators assumed to be earned, starting next year --

Remote search as a new form of room search

Also effective for cutting advertising costs

Expanding nationwide, to the entire rental brokerage industry

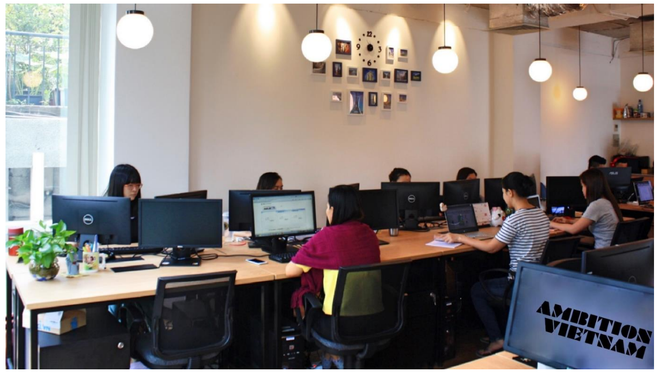
DX Overseas System Business (Ambition Vietnam)

International operations have been run through our affiliate in Vietnam since it was established in April 2015.

Addressing the shortage of engineers in the real estate industry by offshoring

<<Major Operations>>

- Development of a next-generation management cloud for real estate AMBITION Cloud
- Web system development outsourced from companies in Vietnam and Japanese venture firms
- BPO operations for the Ambition Group (data entry service)
- Real estate purchase/sale and leasing brokerage services for foreigners in Vietnam



Current Ratio of Outsourcing

Client Company

Develop systems

Approx. 40%

AMBITION VIETNAM

System Development by the Ambition Group

Approx. 60%

AMBITION DX HOLDINGS

Insurance

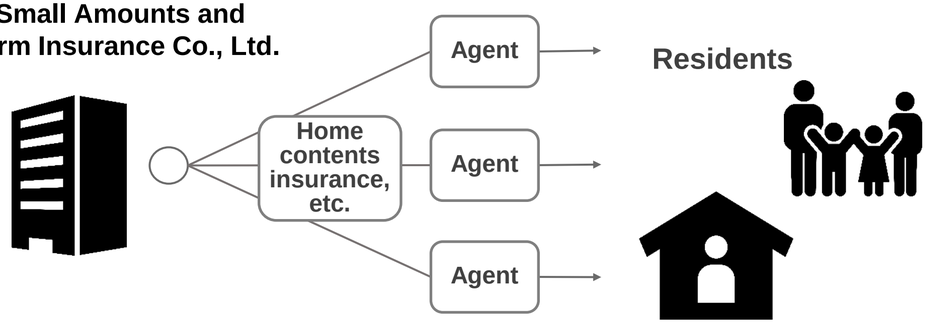
Small Amounts and Short-Term Insurance Business

“Shin Sumai no Anshin Hoken Wide (Home Insurance in Japan)” which offers even wider coverage than “Shin Sumai no Anshin (Home Insurance in Japan)” was released in March 2021, increasing the number of new policies taken out.

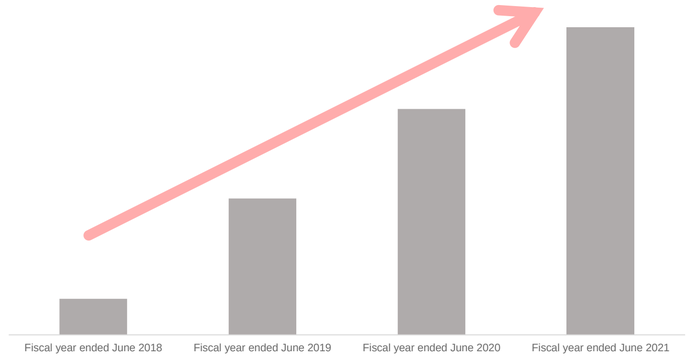


- Covering the risk of facility damages
- Expanded coverage of home contents and repair costs
- Rapid Solution Service for House Problems (24/7 service)

Hope Small Amounts and Short-Term Insurance Co., Ltd.



Around **22,700** contracts held currently



Change in the Number of Contracts Held (illustrative drawing)

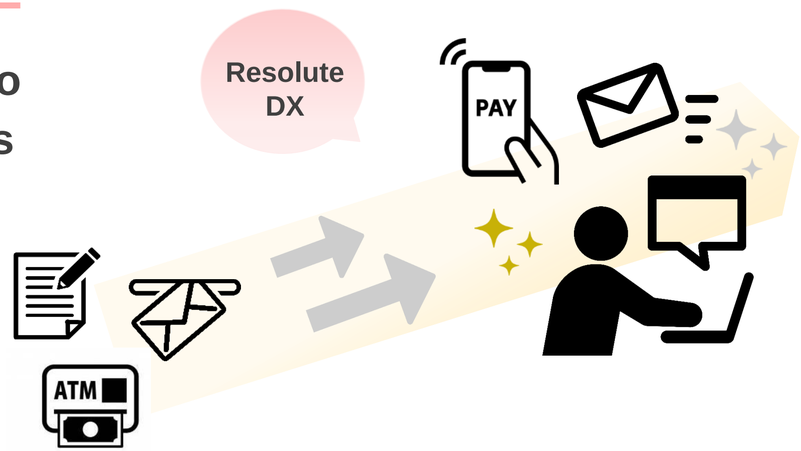
Insurance

DX Measures in the Small Amounts and Short-Term Insurance Business

MONOLITH, a system for small amounts and short-term insurance provided by HOPE SSI, which promotes InsurTech

MONOLITH
HOPE SSI CO,LTD

The system enabling complex insurance procedures to be completed in a paperless and cashless manner was introduced in September 2020 and will be updated as needed.



- Advantage for customers
  No need to attend in person for any part of the process from application to payment

- Advantage for agents
  No need to print or send documents, eliminating the labor involved in sending, collecting the original and checking. The contract rate will also rise by shortening the period from proposal to conclusion of contract.

Insurance Outlook for Small Amounts and Short-Term Insurance Business

Steady growth as a business associated with the mainstay property management business

A stock business that will reliably generate profits

Hope Small Amounts and Short-Term Insurance Co., Ltd.

Aim to expand our share by increasing the number of new contracts and agents by promoting InsurTech

Fiscal year ending June 2022

We expect temporary losses due to changes the method for determining liability reserves, following the profitability turnaround in the previous fiscal year.

Fiscal year ending June 2023

The business is expected to move into the black.

Other Hotel Business

- **[Osaka] Hommachi East**

  Currently operating with comprehensive implementation of COVID-19 prevention measures

- **[Tokyo] Asakusa**

  Suspended operations again in response to weak inbound demand due to COVID-19

  ⇒ Plan to terminate the contract at the end of November 2021

&AND HOSTEL HOMMACHI EAST



&AND HOSTEL ASAKUSA



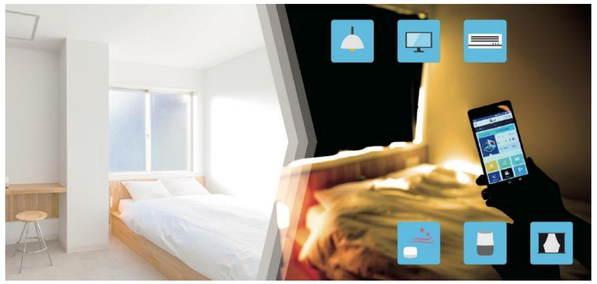
&AND HOSTEL is an experiential lodging facility which consolidates cutting-edge IoT devices in one place and provides an enjoyable near-future IoT space.

*** Contract with [Tokyo] Kanda was terminated at the end of March 2021.**

Measures to Prevent Infection from COVID-19

<For staff>
• In consideration of the health and safety of staff, staff are to wear a face mask while working.
• Health checks and measurements of body temperature are required of staff upon arrival at work (rest at home if 37.5ºC or higher).
• Thoroughly ensuring frequent washing of hands and gargling during and out of work.

<For guests>
• All guest rooms have the inside of room disinfected using hypochlorous acid prior to check-in.
• All guest rooms are equipped with hand soap and mouthwash.
• Guests can rent thermometers free of charge to measure their body temperature.



INC Incubation Business (Ambition Ventures)

The incubation business newly established from this fiscal year has invested in 22 venture companies, four of which are listed.

AMBITION VENTURES

Examples of Investments

Security

CYBER SECURITY CLOUD

[Listed on Mothers in March 2020]

Cyber Security Cloud
<4493>
[Capital and Business Alliance]

AI

Headwaters

[Listed on Mothers in September 2020]

Headwaters
<4011>
[Capital and Business Alliance]

Online Payments

ROBOT PAYMENT

[Listed on Mothers in September 2021]

ROBOT PAYMENT
<4374>
[Capital and Business Alliance]

Block chain

earlyworks System development

Early Works
[Capital and Business Alliance]

C2C app development

Stoooc.

Stoooc
[Capital and Business Alliance]

Room Concierge

Outsourced development of the real estate search app roomcon

Digital document management

paperlogic

Paperlogic
[Capital and Business Alliance]

7

Forecast Business Results and Dividends for the Current Fiscal Year

Consolidated Consolidated Forecasts for Fiscal Year Ending June 2022

While sales in the Property Management Business, our main business, are forecast to increase, sales in the Investment Business are set to decline. Overall sales are expected to rise only slightly.

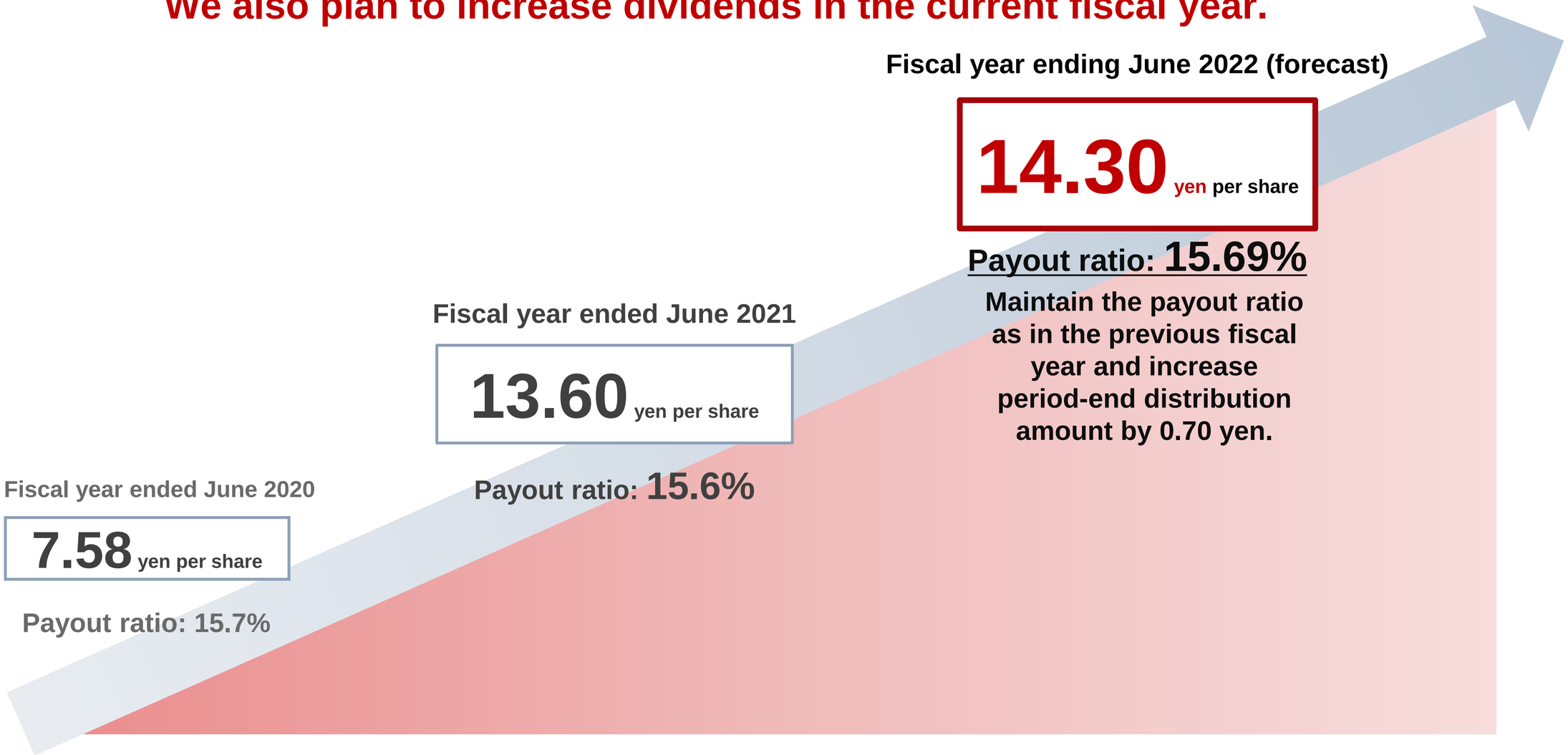
Operating profit is projected to rise significantly, chiefly due to an expected increase in the PM Business owing to the advancement of DX.

(Unit: million yen)	Results for fiscal year ended June 2021 (A)	Forecast for H1 of fiscal year ending June 2022*	Forecast for fiscal year ending June 2022 (B)*	YoY comparison (B/A)
Net sales	30,529	**14,881**	**30,605**	**+0.2%**
EBITDA (Reference value)	1,231	**552**	**1,438**	**+16.7%**
Operating profit	978	**446**	**1,226**	**+25.4%**
Ordinary profit	897	**383**	**1,083**	**+20.7%**
Profit attributable to owners of parent	595	**178**	**620**	**+4.2%**

* Business forecasts and other forward-looking statements in this document are based on information currently available to Ambition as well as certain assumptions deemed rational. Therefore, actual results may differ significantly due to various factors.

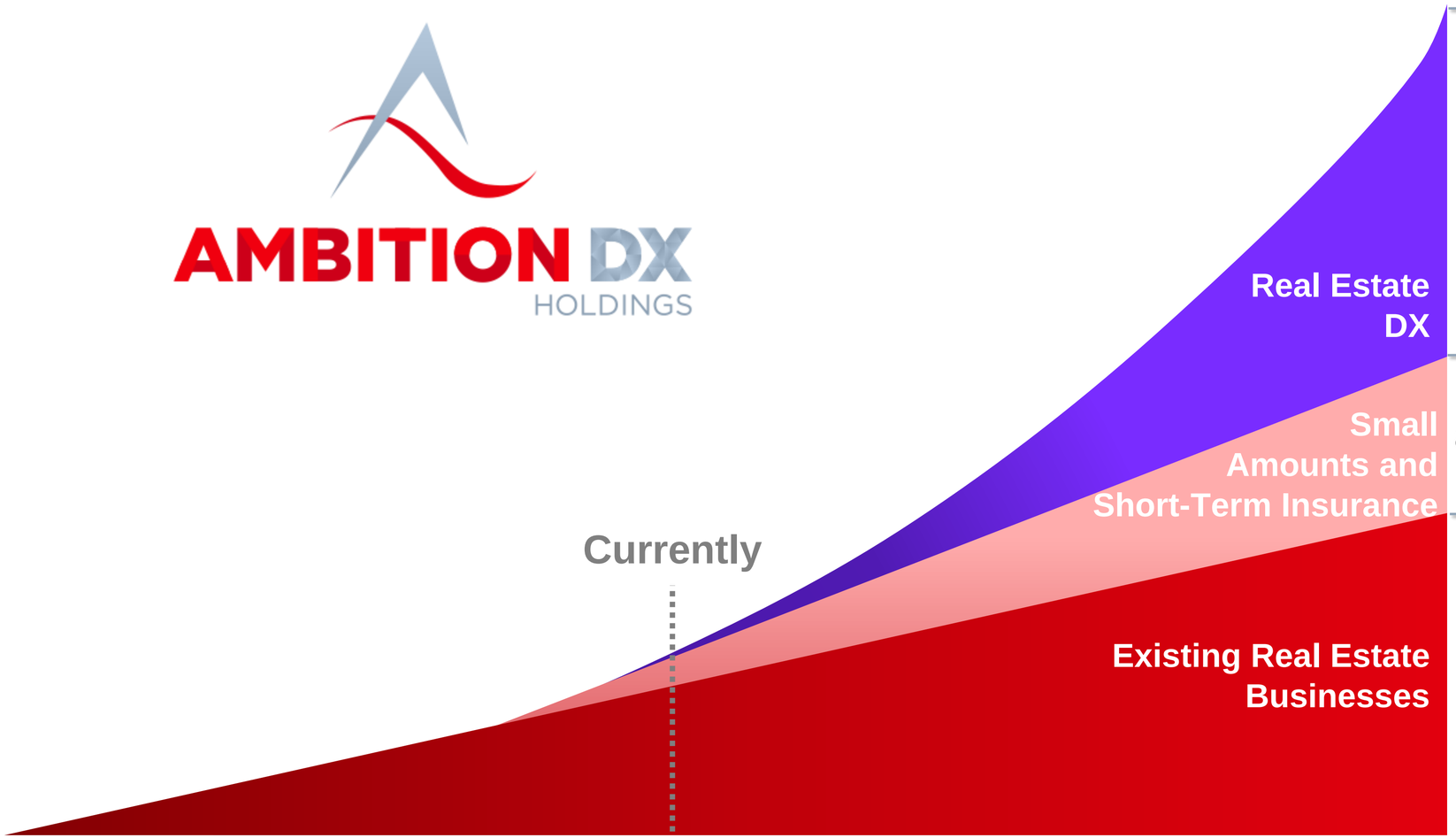
Consolidated Forecast Dividends for the Fiscal Year Ending June 2022

Our policy is to continue with stable shareholder returns while engaging in proactive investment in growth areas.
We also plan to increase dividends in the current fiscal year.



Future Performance Growth

We will combine multiple growth curves with the aim of expanding business performance at an even higher rate.



Rapid growth and industry transportation after taking the Real Estate DX Business into the black

Steady growth in the small amounts and short-term insurance businesses as stock businesses

Transformation and Acceleration of the Rental DX Business And Real Estate Transaction DX Business

APPENDIX

Group Overview

Business Holding Company

Ambition DX Holdings Co., Ltd.

Representative:	Takeshi Shimizu
Established:	September 2007 (company name changed October 2021)
Listing date:	September 2014
Listed exchange/Code:	Tokyo Stock Exchange (Mothers)/3300
Settlement period:	End of June each year
Head office location:	Sumitomo Fudosan Harajuku Building 18F, 2-34-17 Jingumae, Shibuya-ku, Tokyo

Group Companies

Veritas Investment Co., Ltd.

Representative: Hideki Kawada

Real estate buying, selling and property management

Ambition Agency Co., Ltd.

Representative: Toru Oishi

Real estate brokerage

[Brand Logo] ROOMPIA Tokyo Smart Life

VALOR Co., Ltd.

Representative: Naoto Tamura

Real estate brokerage

Ambition Partner Co., Ltd.

Representative: Toru Oishi

Real estate brokerage (for corporations)

Ambition Rent Co., Ltd.

Representative: Naokuni Kiyono

Real estate brokerage (for students)

VISION Co., Ltd. (Subsidiary of Veritas)

Representative: Hiroyuki Ishizawa

Real estate buying, selling and property management

Re-Tech RaaS Inc. (Re-Tech RaaS)

Representative: Yusuke Nakamura

Real estate DX products utilizing RPA and AI

AMBITION VIETNAM CO., LTD. (Ambition Vietnam)

Representative: Hiroyuki Sato

Outsourced development of various systems

Hope Small Amounts and Short-Term Insurance Co., Ltd.

Representative: Ryohei Fukumoto

Small Amounts and Short-Term Insurance

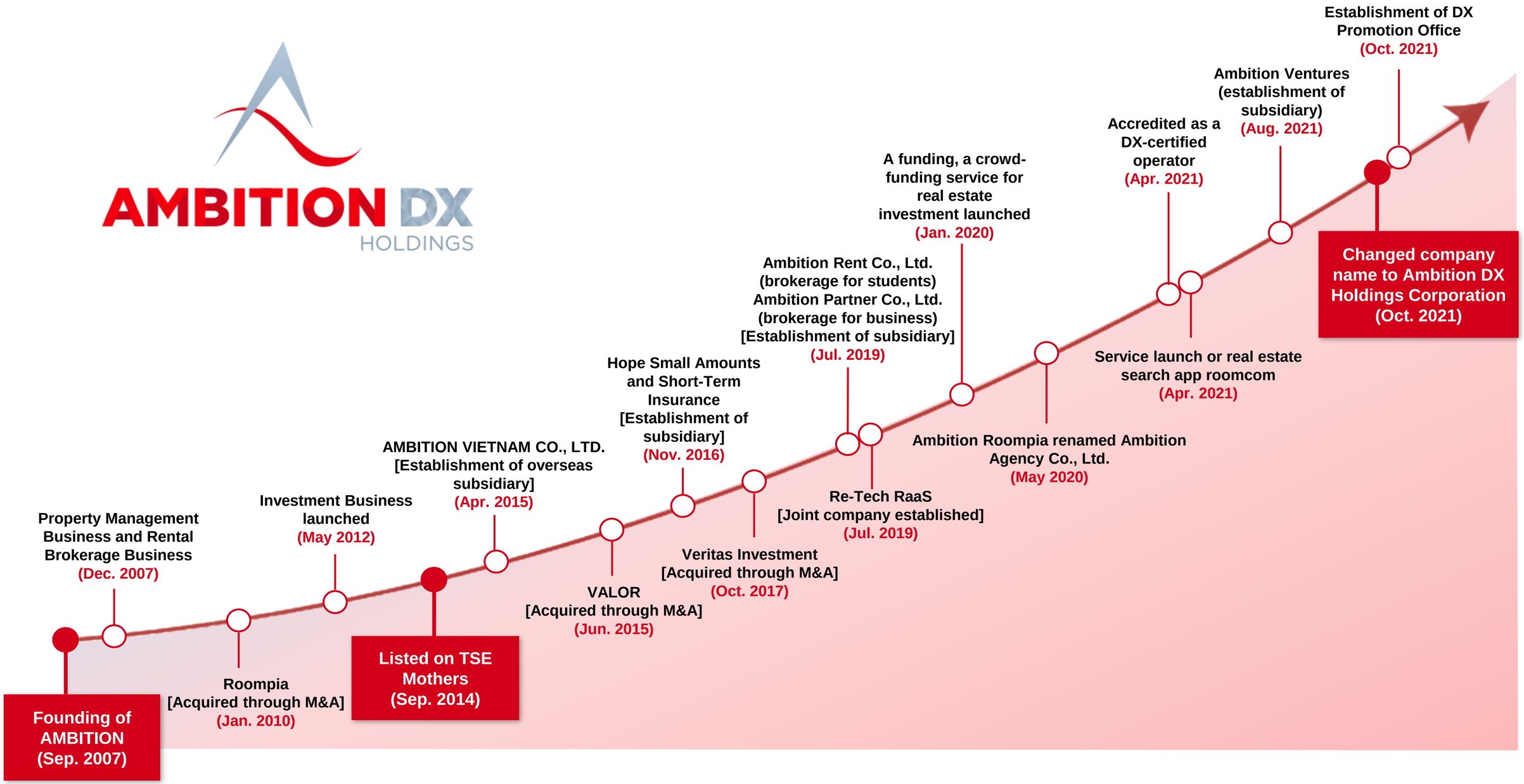
Hope Small Amounts and Short-Term Insurance Co., Ltd.

Newly established — Ambition Ventures Co., Ltd.

Representative: Takeshi Shimizu

Venture investment

History


Founding of AMBITION (Sep. 2007)
Property Management Business and Rental Brokerage Business (Dec. 2007)
Roompia [Acquired through M&A] (Jan. 2010)
Investment Business launched (May 2012)
Listed on TSE Mothers (Sep. 2014)
AMBITION VIETNAM CO., LTD. [Establishment of overseas subsidiary] (Apr. 2015)
VALOR [Acquired through M&A] (Jun. 2015)
Hope Small Amounts and Short-Term Insurance [Establishment of subsidiary] (Nov. 2016)
Veritas Investment [Acquired through M&A] (Oct. 2017)
Ambition Rent Co., Ltd. (brokerage for students) Ambition Partner Co., Ltd. (brokerage for business) [Establishment of subsidiary] (Jul. 2019)
Re-Tech RaaS [Joint company established] (Jul. 2019)
A funding, a crowd-funding service for real estate investment launched (Jan. 2020)
Ambition Roompia renamed Ambition Agency Co., Ltd. (May 2020)
Service launch or real estate search app roomcom (Apr. 2021)
Accredited as a DX-certified operator (Apr. 2021)
Ambition Ventures (establishment of subsidiary) (Aug. 2021)
Establishment of DX Promotion Office (Oct. 2021)
Changed company name to Ambition DX Holdings Corporation (Oct. 2021)

Main Topics During the First Quarter of the Fiscal Year Ending June 2022

Q1

Brokerage	July:	[Ambition Agency] Received Work Style Reform Award for Excellence at the 1st Japan SME Awards
Brokerage	July:	[Ambition Agency] Ranked No. 1 in customer reliability among real estate rental companies in Tokyo in a brand image survey
Purchase/Sale	July:	A funding No. 5 project raised the target amount
Overall	August:	Announced completion of the acquisition and cancellation of the 6th series of stock acquisition rights (stock acquisition rights with an exercise price adjustment option; the initial exercise price is 4,000 yen)
INC	August:	Established Ambition Ventures Co., Ltd., a subsidiary that will engage in venture investment and incubation
Purchase/Sale	September:	[Veritas] Launch of PREMIUM CUBE Shinjuku-Nakai
INC	September:	ROBOT PAYMENT INC., once of the Company's investments, listed on the Mothers market <4374>

— [Reference] Q2 of the fiscal year ending June 2022 onwards —

- October: Changed company name to Ambition DX Holdings Corporation
- October: Established the DX Promotion Office



(Left) Ambition Agency Representative Toru Oishi (Right) Official Ambassador Atsushi Tamura (London Boots comedy duo)



Contact for IR-related inquiries

AMBITION IR

E-mail: ir@am-bition.jp

Disclaimer

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Outlooks, forecasts, plans, targets and other performance forecasts and future outlooks concerning Ambition and the Group described in this document are Ambition’s judgements based on information available as of the date of this document.

Forecasts include various uncertain factors and actual performance may differ materially from these future outlooks.