Financial Results

for the Fiscal Year Ending March 31, 2023

May 2023

PROPERTY AGENT, Inc.

(Securities Code: 3464)

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PROPERTY AGENT

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Company Profile

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Company Overview

Company	PROPERTY AGENT, Inc.
Headquarters	41F Shinjuku I-Land Tower, 6-5-1 Nishishinjuku, Shinjuku-Ku, Tokyo, Japan
Representative	Sei Nakanishi President and Representative Director
Incorporation date	February 2004
Share capital	617 million yen
Directors and employees	380 persons (consolidated basis/as of Match 31, 2023/including non-full-time employees)

Businesses	DX Real Estate Business DX Promotion Business
Major group companies	DXYZ Co.,Ltd. Avant Corporation. Berners Inc. CB Lab inc. CloudTechPlus Co.Ltd resolver inc (Consolidated April 27,2023)

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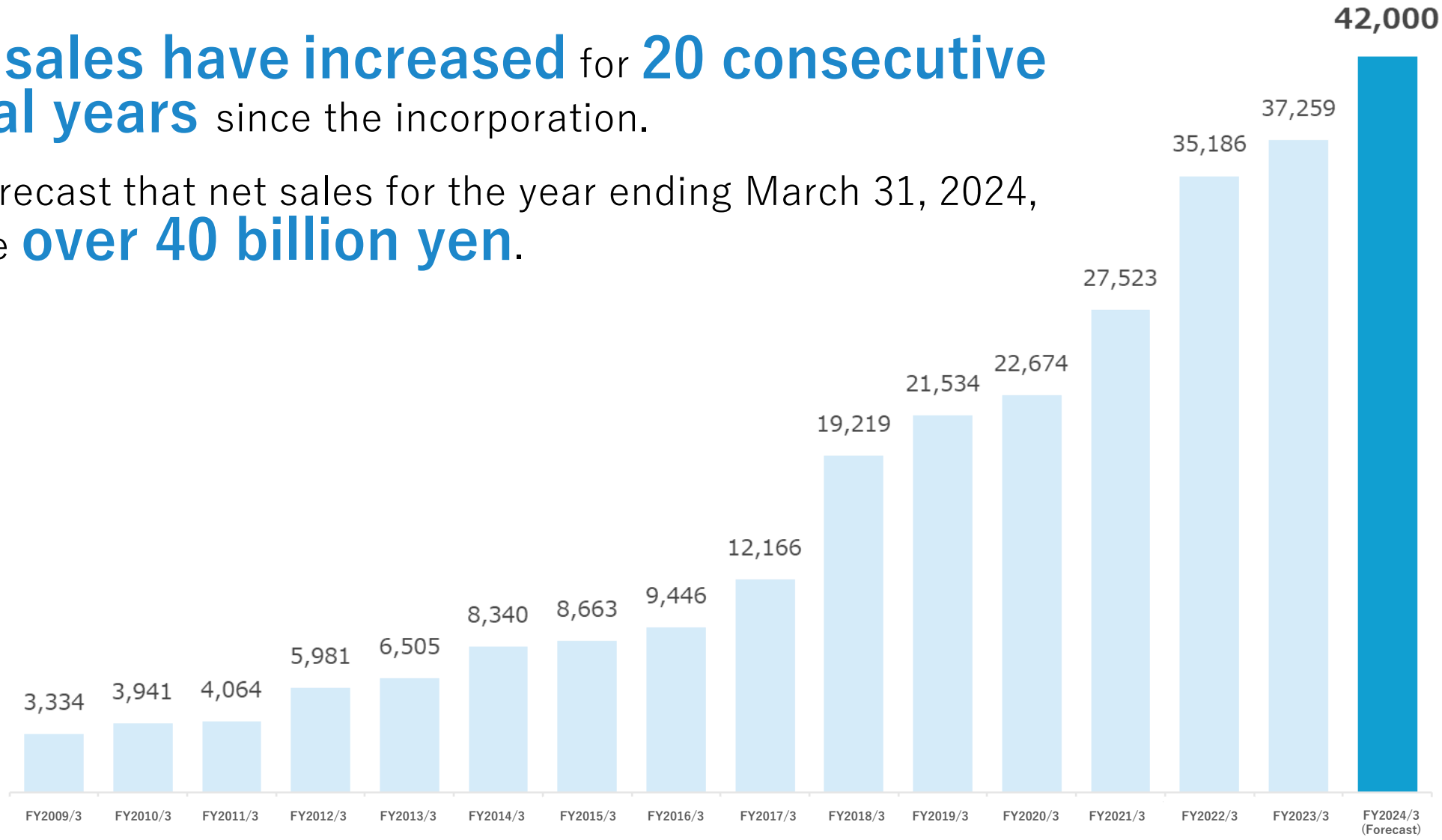
Sales Trends

(Unit：Millions of yen)

Net sales have increased for **20 consecutive fiscal years** since the incorporation.

We forecast that net sales for the year ending March 31, 2024, will be **over 40 billion yen**.



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Overall Structure of Our Business

Horizontal expansion of know-how accumulated in DX Real Estate Business in DX Promotion Business

DX Real Estate Business

Real Estate Development and Sale Business, Smart Second Business, Property Management Business

Crowdfunding Business

RIMPLE

- **Supporting clients' asset formation through the sale, purchase, lease, and management of real estate**
  - Productivity enhancement by attracting customers through web marketing and in-house DX such as AI assessment and SFA optimization
  - A comprehensive leasing management system with high customer satisfaction, including tenant management and consultation on the sale of properties.
- **Activation of investors and effective use of assets through small-lot real estate investment using DX technology**
  - Crowdfunding system operation
  - Real Estate Coin operation that allows points from other companies to be invested within RIMPLE

DX Promotion Business

DX Support/Other business

BERNERS CBLab. AVANT CORPORATION resolver CLOUDTECH+

FreeiD事業

DXYZ

- **Tailor-made DX support for various industries**
  - System consulting using AI machine learning and image recognition technology
  - Development of a system to promote the efficiency of sales operations and increase the number of business negotiations in the real estate industry through IT-based explanations of important matters and electronic contracts, etc.
  - DX support for various industries other than the real estate industry
- **Providing smart city solutions through the development of facial recognition platform services**
  - Development of “FreeiD”, a facial recognition ID platform service
  - Social contributions such as keyless entry for condominiums and business offices, enhanced security for unstaffed stores and daycare centers, etc.

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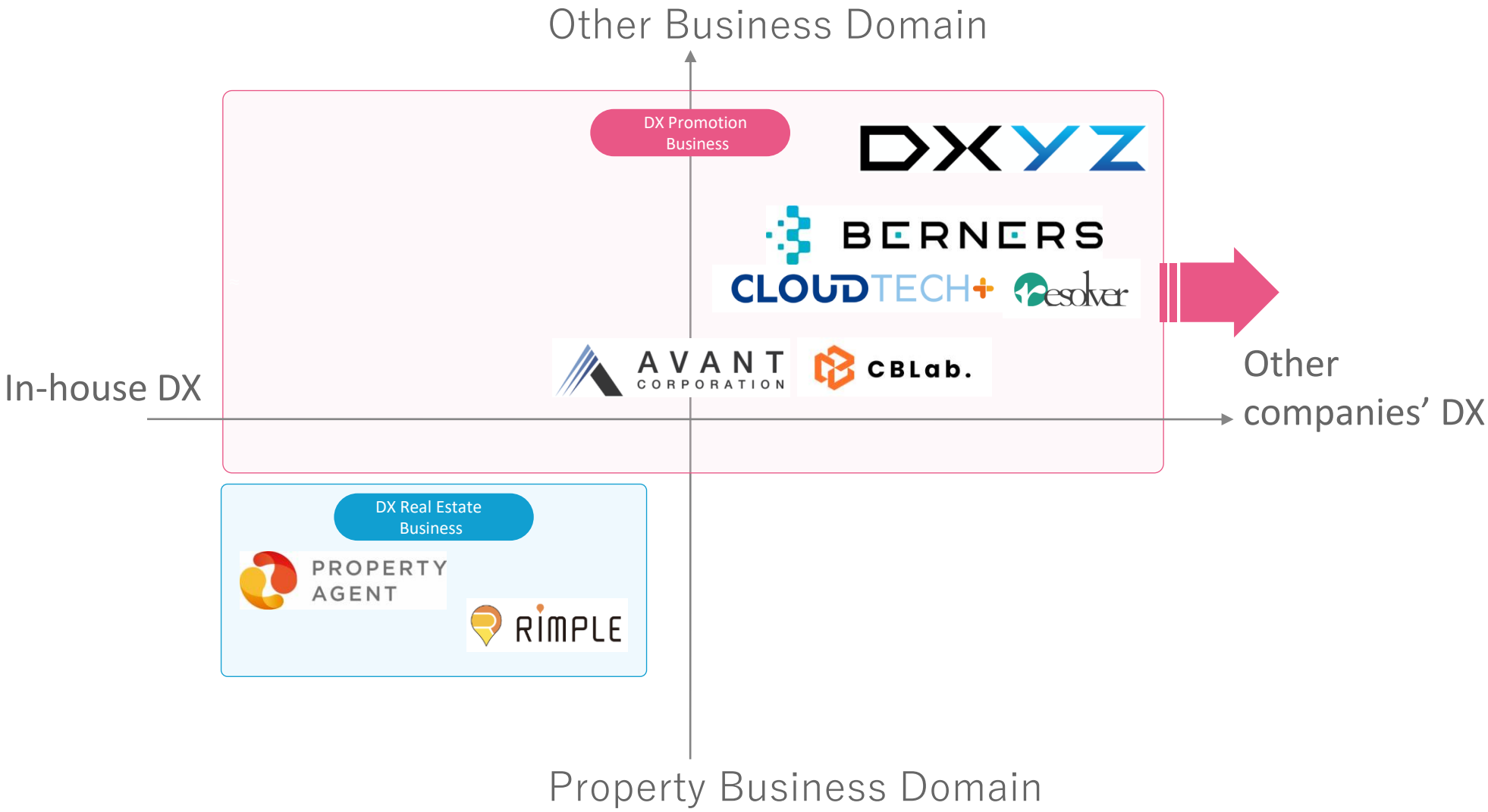
Synergies among businesses

Utilizing the knowledge gained from DX Real Estate Business in the DX Promotion Business



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Consolidated Results Summary

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Financial Highlight

Overview of financial results for the year ended March 31, 2023

- Net sales increased by 5.9% compared to the previous fiscal year, making **20 consecutive years of sales growth.**
- Operating profit increased by 32.2% compared to the previous fiscal year to a record high due to soaring real estate prices and high gross margin real estate sales.
- In the DX Real Estate Business, properties were sold and delivered steadily due to strong market needs and efficient matching through digitalization.
- Net sales from DX Promotion Business **grew by 2.1 times**.
  Net sales significantly increased due to better-than-expected conditions.

Net sales

37,259 million yen
(YoY+5.9%)

Operating profit

2,919 million yen
(YoY+32.2%)

DX Real Estate Members

159,060 persons
(YoY7,129 persons Up)

Number of units of sales of real estate

1,071 units
(QoQ334 units Up)

Units for rent under management

4,101 units
(YoY418 units Up)

Units for the buildings under management

4,744 units
(YoY458 units Up)

Number of active SI project(1)

138 projects
(YoY32 projects Up)

※As of the end of March 2023
(1) The number of active projects refers to the number of active DX support projects in the DX promotion business.

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Consolidated statements of income for the year ended March 31, 2023

Net sales increased by 2,073 million yen due to soaring condominium prices and faster-than-expected growth of DX promotion.
Operating profit increased by 32.2% due to soaring condominium prices, despite increases in selling, general and administrative expenses.

Unit : Millions of yen	FY2022.3	FY2023.3	Change	Change%
Net sales	35,186	**37,259**	+2,073	+5.9%
Operating profit	2,208	**2,919**	+711	+32.2%
Ordinary profit	1,918	**2,518**	+599	+31.3%
Profit attributable to owners of parent	1,217	**1,576**	+359	+29.5%

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BS Highlights

Real estate for sale increased by 11,340 million yen due to increased inventories of both newly constructed and pre-owned condominiums for the next fiscal year.

Interest-bearing liabilities increased by 8,746 million yen due to financing for acquisitions of lands for development and pre-owned condominiums.

Unit: Millions of yen	FY2022.3	FY2023.3	Change	Change%
Total assets	31,982	**43,441**	+11,459	+35.8%
Cash and deposits	7,908	**6,819**	-1,089	-13.8%
Inventories	21,955	**33,828**	+11,873	+54.1%
Interest-bearing liabilities	20,058	**28,805**	+8,746	+43.6%
Net assets	8,220	**9,572**	+1,351	+16.4%

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Topics for the year ended March 31, 2023

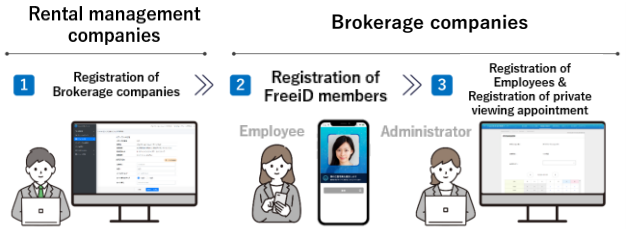
- We have formed a business alliance with Terra Motors Corporation, which is involved in the EV charging infrastructure business. **We plan to install "Terra Charge" EV charging equipment** for properties where we can propose condominiums for sale and rent.

TERRA MOTORS × PROPERTY AGENT



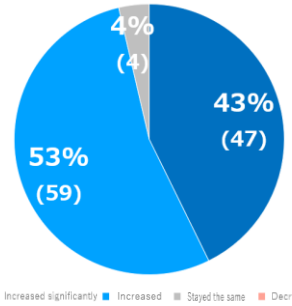
- **Acquisition of shares** of **resolver Inc.** to further promote DX (**making resolver Inc. a subsidiary on April 30, 2023**)
- An all-facial recognition condominium experience event was held for the first time from March 1 to 3 at "CRACIA IDZ Yutenji," developed by PROPERTY AGENT Inc.
- **Launched "FreeiD facial recognition private viewing appointment service" for the first time in Japan**
  Brokerage companies can make appointments for a private viewing anytime, eliminating the need to hand over keys and passcodes. "Facial pass" is also available for viewing inside the rooms of all-facial recognition condominiums.





Survey results from the all-facial recognition condominium experience event

96% of visitors responded that their interest in introducing FreeiD "Increased" even more after the experience.



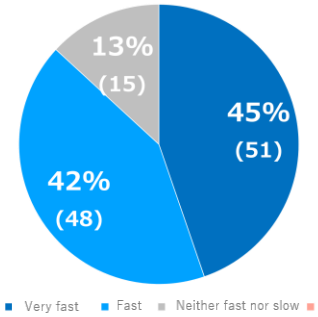
96%

responded that their interest in introducing it increased even more.

How has your experience in the field changed your interest in introducing facial recognition (FreeiD)?

n=110 (Number of valid survey respondents)

87% of visitors responded that FreeiD's authentication speed was "fast."



87%

responded that FreeiD's authentication speed was "fast."

How did you feel about the authentication speed of the facial recognition when you experienced it in the field?

n=114 (Number of valid survey respondents)

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Topics for the year ended March 31, 2023

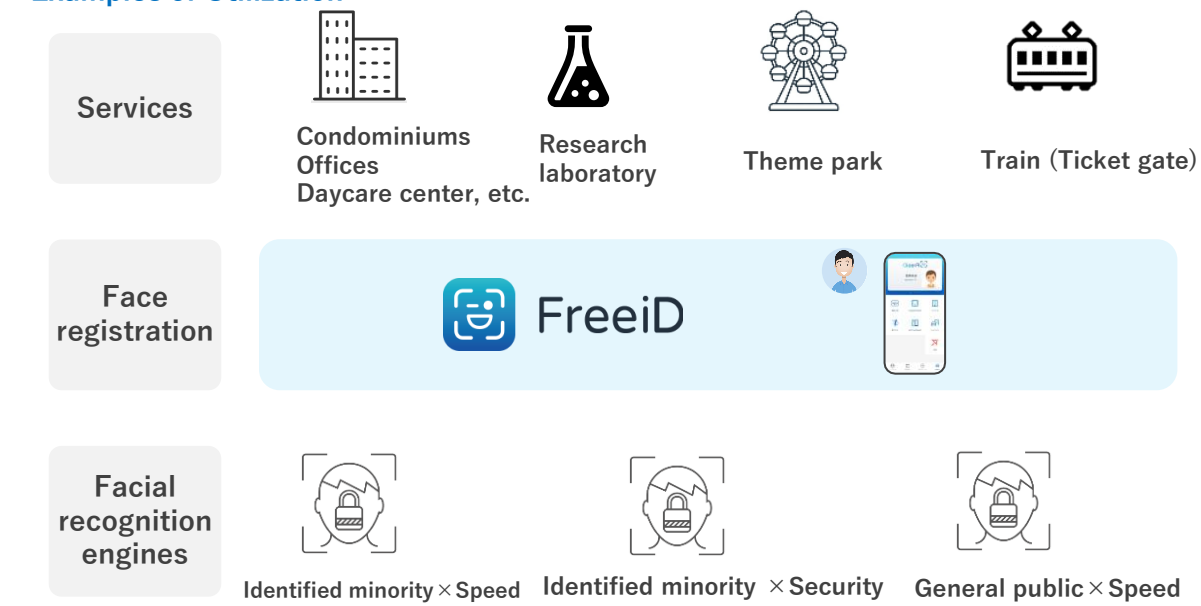
“ASPIC IoT, AI, and Cloud Awards 2022”

Won the Venture Grand Prix in the ASP/SaaS category for support works.



FreeiD is a facial recognition platform that connects all activities (entry/exit, identity verification, settlement) in the real world without the need to carry keys, a wallet, or a smartphone. Linked to a wide variety of "facial recognition engines," a single face registration enables the use of various services.

＜Examples of Utilization＞



■ About “ASPIC IoT, AI, and Cloud Awards 2022”

“ASPIC IoT, AI, and Cloud Awards 2022” is hosted by ASPIC. This award aims to honor “excellent” and “socially beneficial” cloud services in Japan, actively support the business development and expansion of cloud service providers, user companies, and organizations, and help cloud services develop and establish themselves as a social information infrastructure.

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Topics for the year ended March 31, 2023

M&A of resolver Inc.

We acquired the shares of resolver Inc., engaged in the cloud integration business, and made it our subsidiary, judging that it will be one of the future exponential growth in the DX Promotion Business.

【Group-wide goals】

- In the cloud integration services, we aim to exceed 1 billion yen in net sales as soon as possible.
- In the DX Promotion Business, we aim to achieve net sales of 3 billion yen

【Company Overview】

Company name	resolver Inc.
Location	6F The ARGYLE Aoyama, 2-14-4 Kita Aoyama, Minato-ku, Tokyo, Japan
Incorporation date	January 2020
Representative	Representative director, Yosuke Saeki, Keiichi Kureshima
Business	Management consulting and corporate training for Salesforce Ecosystem (Salesforce, Inc., Salesforce partners, end-users)



We **received** the "**Ecosystem Accelerator of the Year**" award as a Salesforce partner that has led the partner community in business (e.g., active collaboration) and initiatives (e.g., skills enhancement) to revitalize and enhance the value of the Salesforce partner ecosystem.

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Results Summary of Segments

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Financial results by segment for the year ended March 31, 2023

DX Real Estate Business tended to be favorable as real estate prices remained strong, and net sales and operating profit increased.

DX Promotion Business steadily expanded business partners, net sales became 2.1 times, and operating profit became positive.

Unit: Millions of yen	FY2022.3	Segment PL FY2023.3	Change	Change%
Net sales	35,186	**37,259**	+2,073	+5.9%
DX Real Estate Business	34,462	**35,639**	+1,177	+3.4%
DX Promotion Business	833	**1,799**	+965	+115.9%
Adjustments	-109	**-179**	-70	-
Operating profit	2,208	**2,919**	+711	+32.2%
DX Real Estate Business	3,600	**4,302**	+702	+19.5%
DX Promotion Business	-9	**51**	+61	-
Adjustments	-1,381	**-1,434**	-52	-

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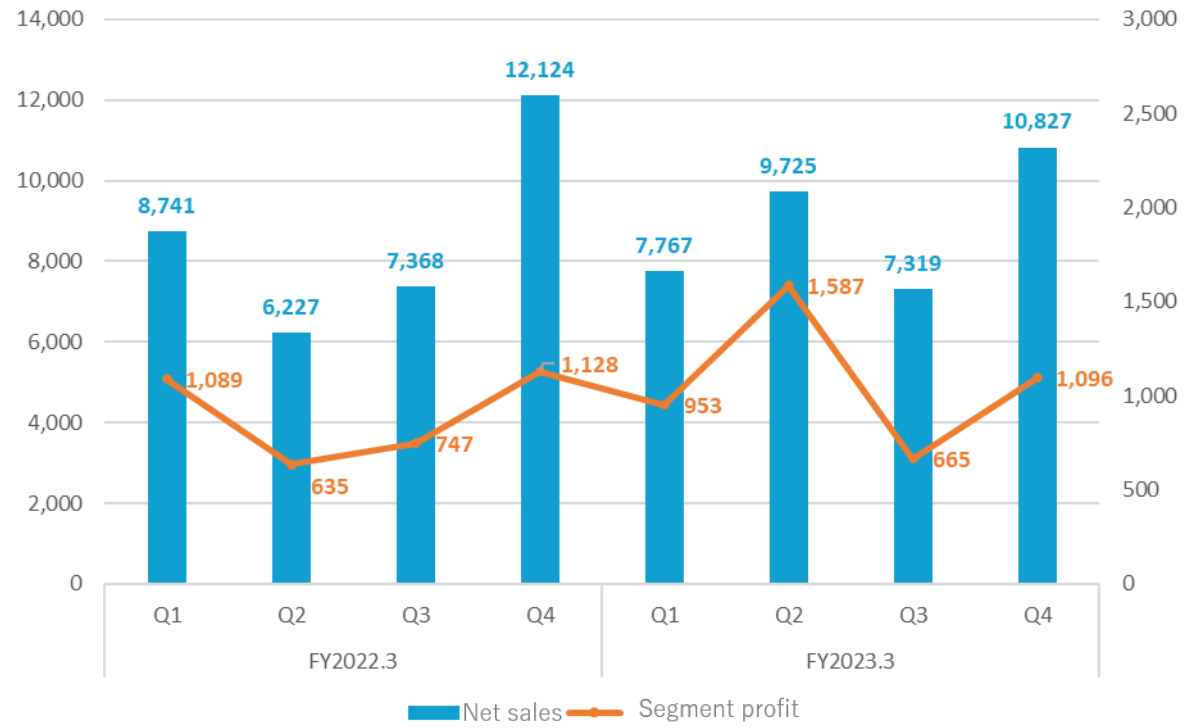
DX Real Estate Business

Due to soaring condominium prices, net sales and operating profit increased for 20 consecutive fiscal years resulting from sales of high gross margin properties and smooth property deliveries, with an increase in operating profit by 19.5%, although sales increased by only 3.4%.

The strong real estate market continues, and inventory buildup for the next fiscal year is progressing steadily.

DX Real Estate Business / Segment total				
Unit : Millions of yen	FY2022.3	FY2023.3	Change	Change%
Net sales	34,462	**35,639**	+1,177	+3.4%
Segment profit	3,600	**4,302**	+702	+19.5%

Trend of Quarterly Sales and Segment profit



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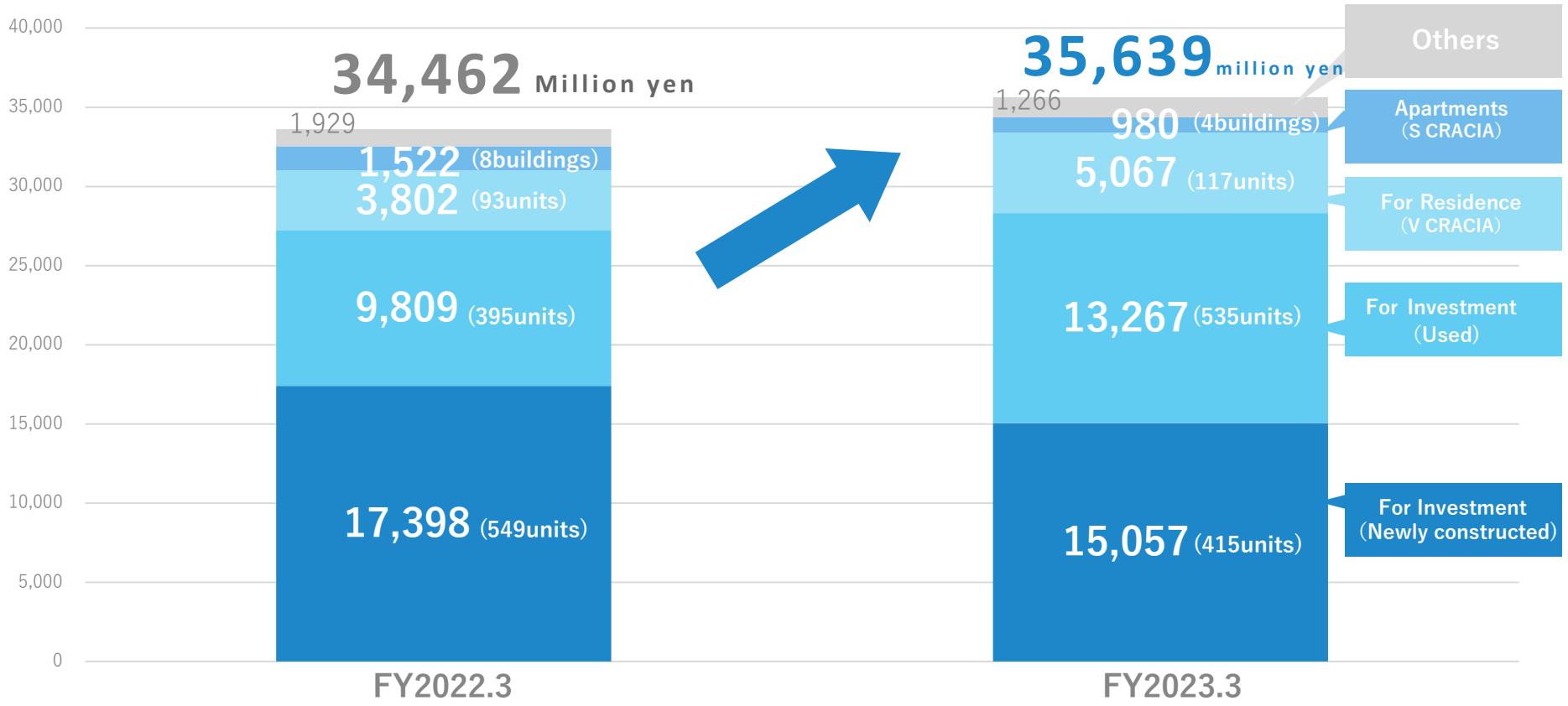
DX Real Estate Business > Breakdown of Segment Sales

Net sales and the number of units sold remained steady by offering products tailored to customer needs.

For residence, we will expand the area, and for investment, we will focus on the Tokyo metropolitan area. We will continue to increase the number of units sold in the next fiscal year.

Breakdown of net sales and the trend of the number of units sold of Real Estate Development and Sale Business and Smart Second Business, etc.



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DX Real Estate Business

We have deployed platforms tailored to customer needs, including the real estate investment crowdfunding "Rimple" and the real estate investment information site “Real Estate Investment Times.”

Service operations tailored to social conditions and customer needs



RIMPLE

- Investments can be made from 10,000 yen per unit.
- Operation of real estate coins that can utilize points from other companies

永久不滅ポイント セゾンポイント　Hapitas ハピタス　moppy モッピー

プロが伝える資産運用のイマ！
不動産投資Times

- Over 300 columns have been delivered.
- Real estate investment professionals support as dedicated advisors.



Number of DX Real Estate Members

159,060 persons

（YoY：+7,129人）

※As of the end of March 2023・Total number of Rimple and Times members

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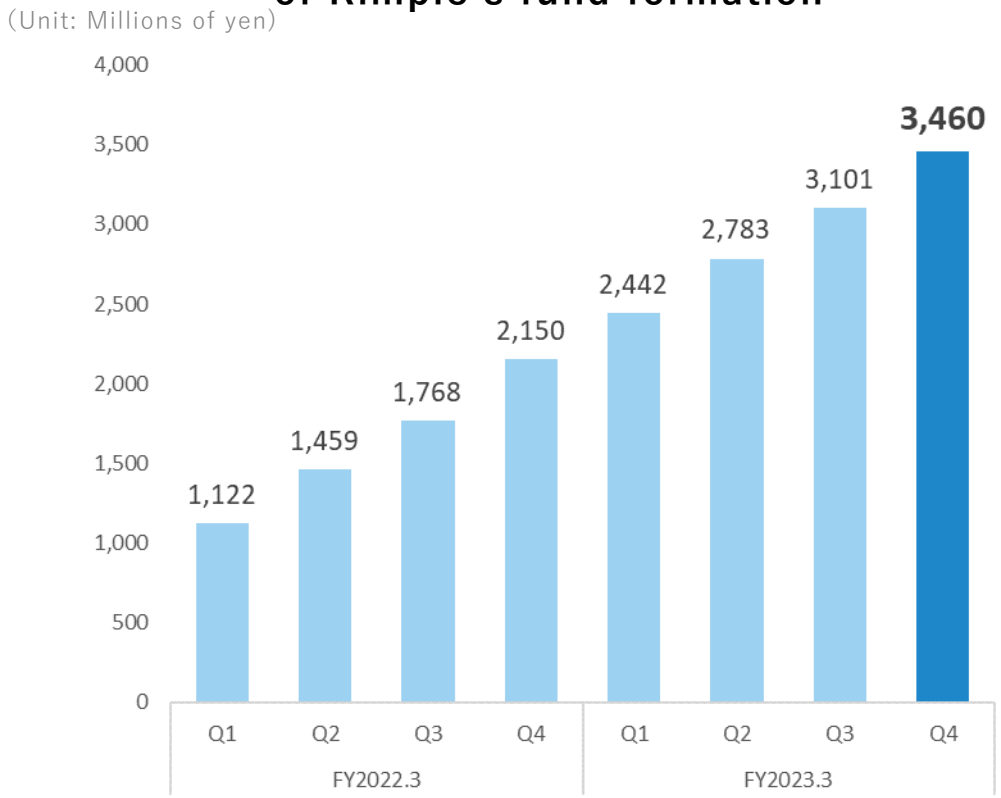
DX Real Estate Business > KPI

Applications of crowdfunding “Rimple” tended to be favorable. The accumulated amount of fund formation is 3.4 billion yen.

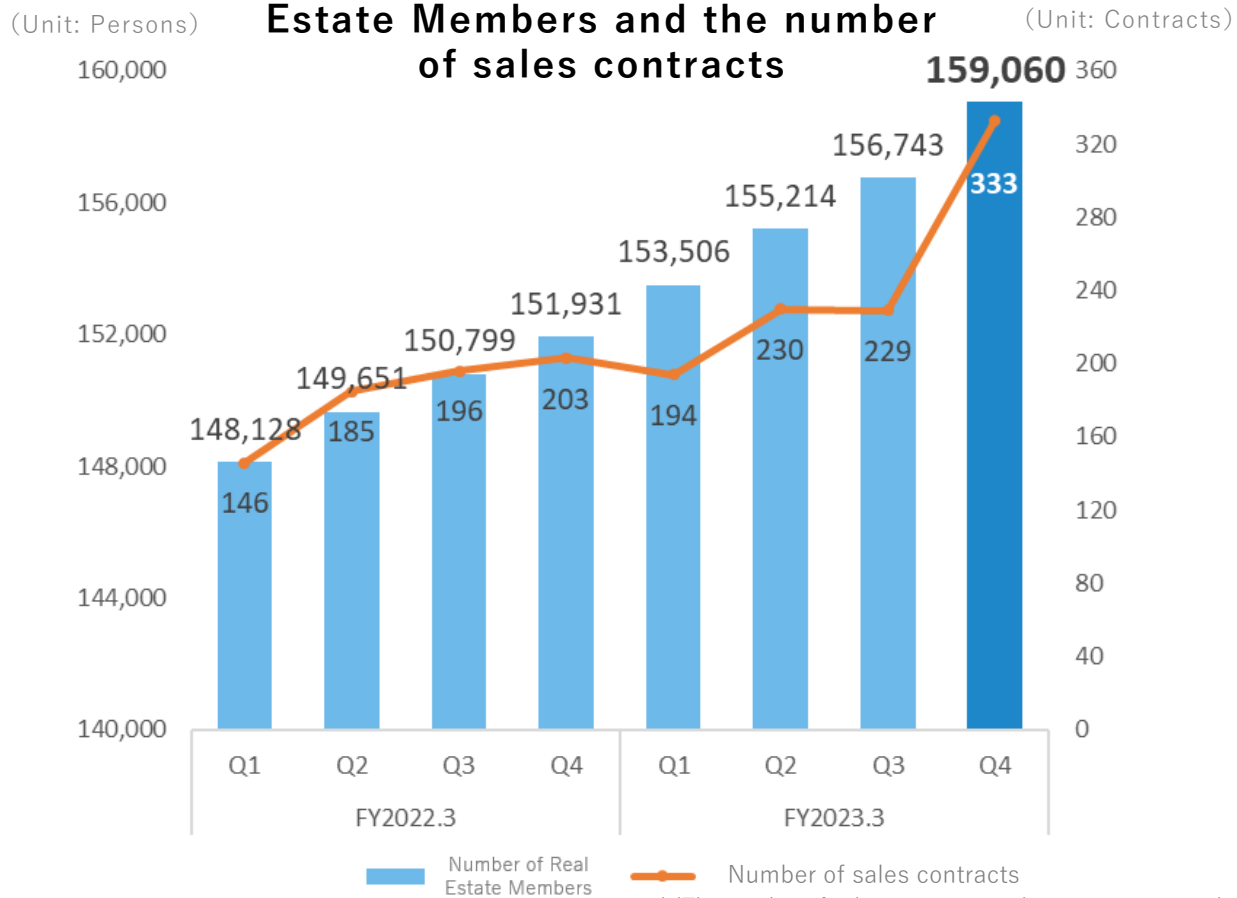
The number of DX Real Estate Members increased steadily, and the number of sales contract also became 1.6 times higher than the previous fiscal year on a contract basis.

Trend of the accumulated amount of Rimple’s fund formation



※As of March 31, 2023・The accumulated amount of Rimple’s fund formation

Trend of the number of DX Real Estate Members and the number of sales contracts



※The number of sales contracts is shown on a contract basis.

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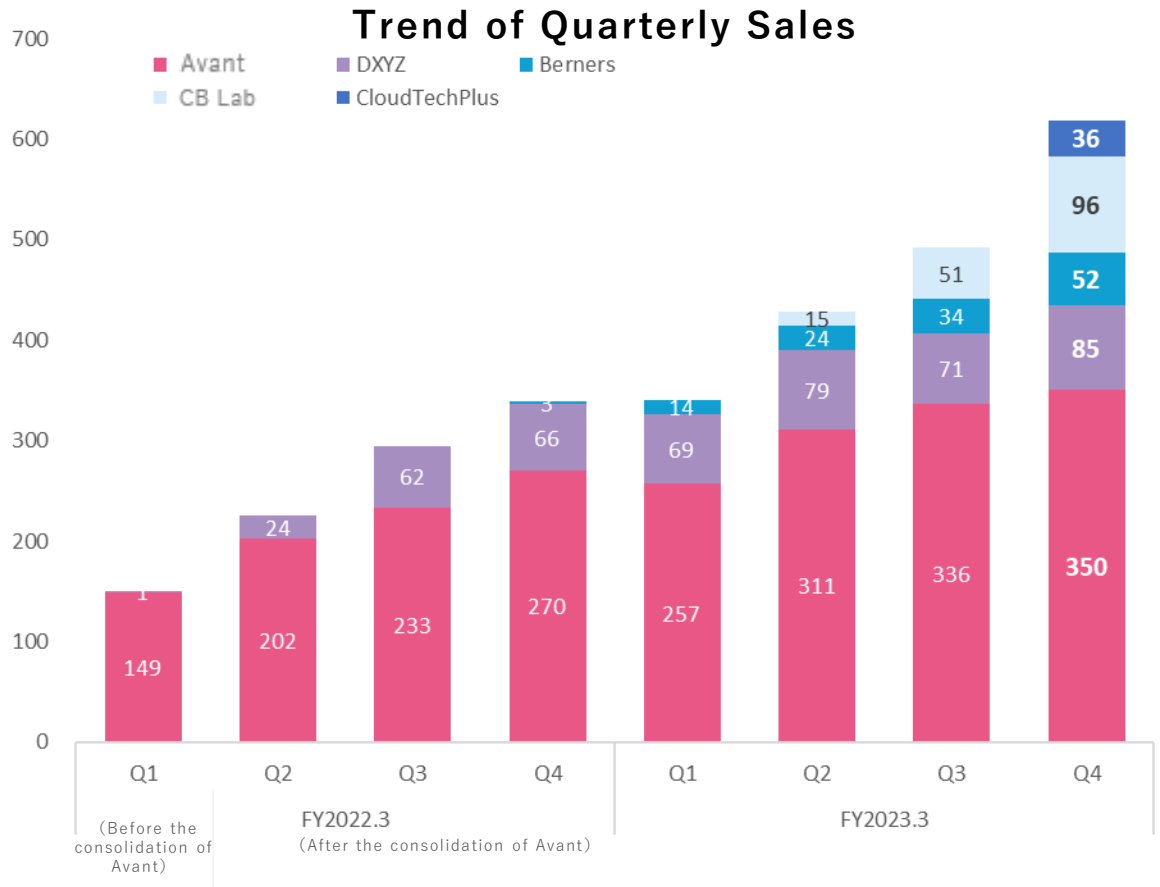
DX Promotion Business

As a whole, net sales from DX Promotion Business grew to 1.8 billion yen since the number of orders received at each subsidiary steadily increased.

Facial recognition platform “FreeiD,” one of the growth drivers, is expanding the customers we introduce solutions.

	DX Promotion Business		Segment total	
Unit : Millions of yen	FY2022.3	FY2023.3	Change	Change%
Net sales	833	**1,799**	+965	+115.9%
Segment profit	-9	**51**	+61	-



※These figures are the total amounts of net sales on a stand-alone basis before eliminating intercompany transactions such as revenues and expenses for the consolidation closing. Therefore, these figures differ from the total amounts of segment sales.

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DX Promotion Business > Portfolio by Industry

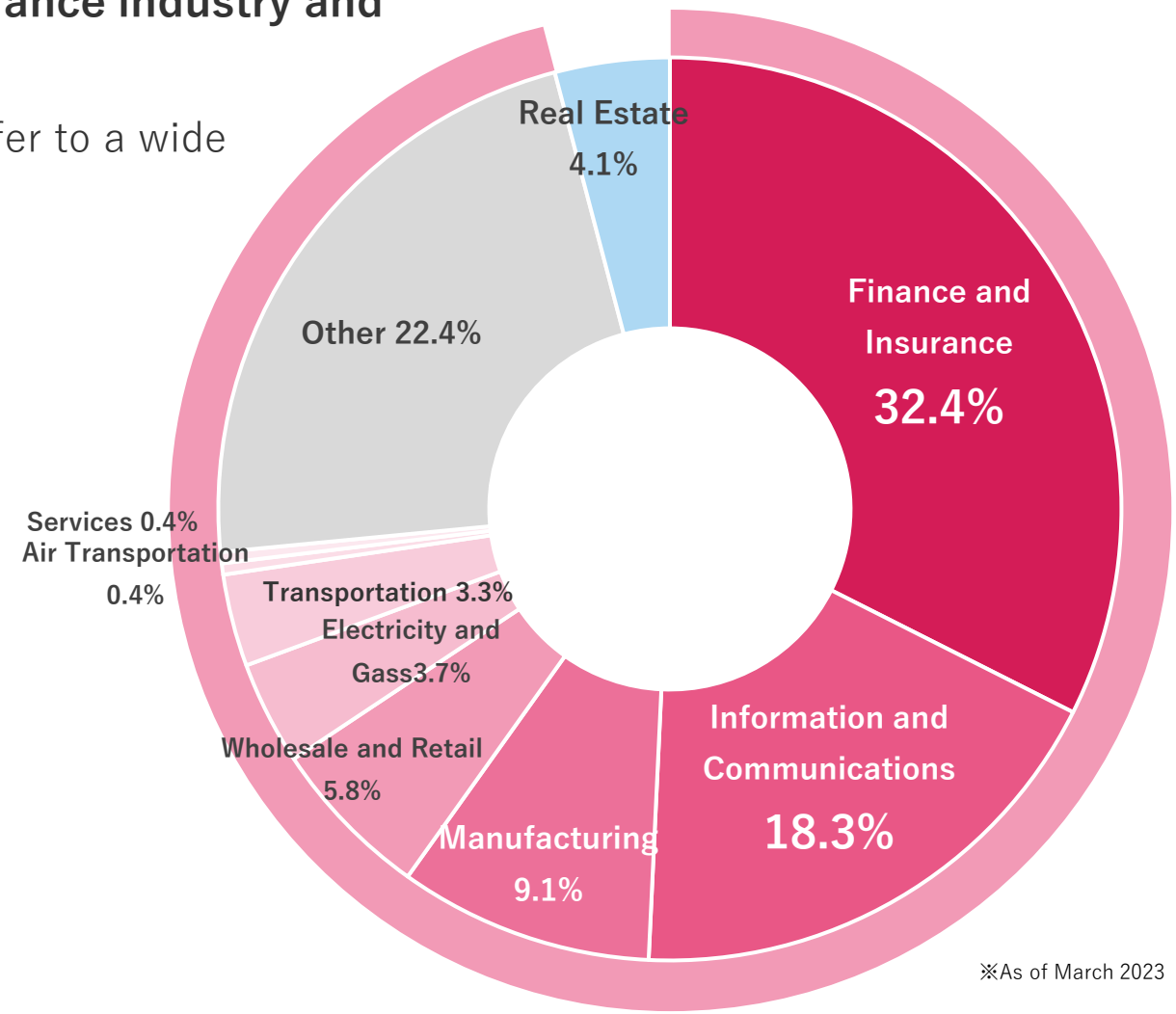
Over 50% of clients are in the Finance and Insurance industry and Information and Communications industry.

We strengthen DX support services, which we can offer to a wide range of industries.

Client Portfolio by Industry

Non-real estate industries **95.9** %

Real estate industry **4.1** %



※As of March 2023

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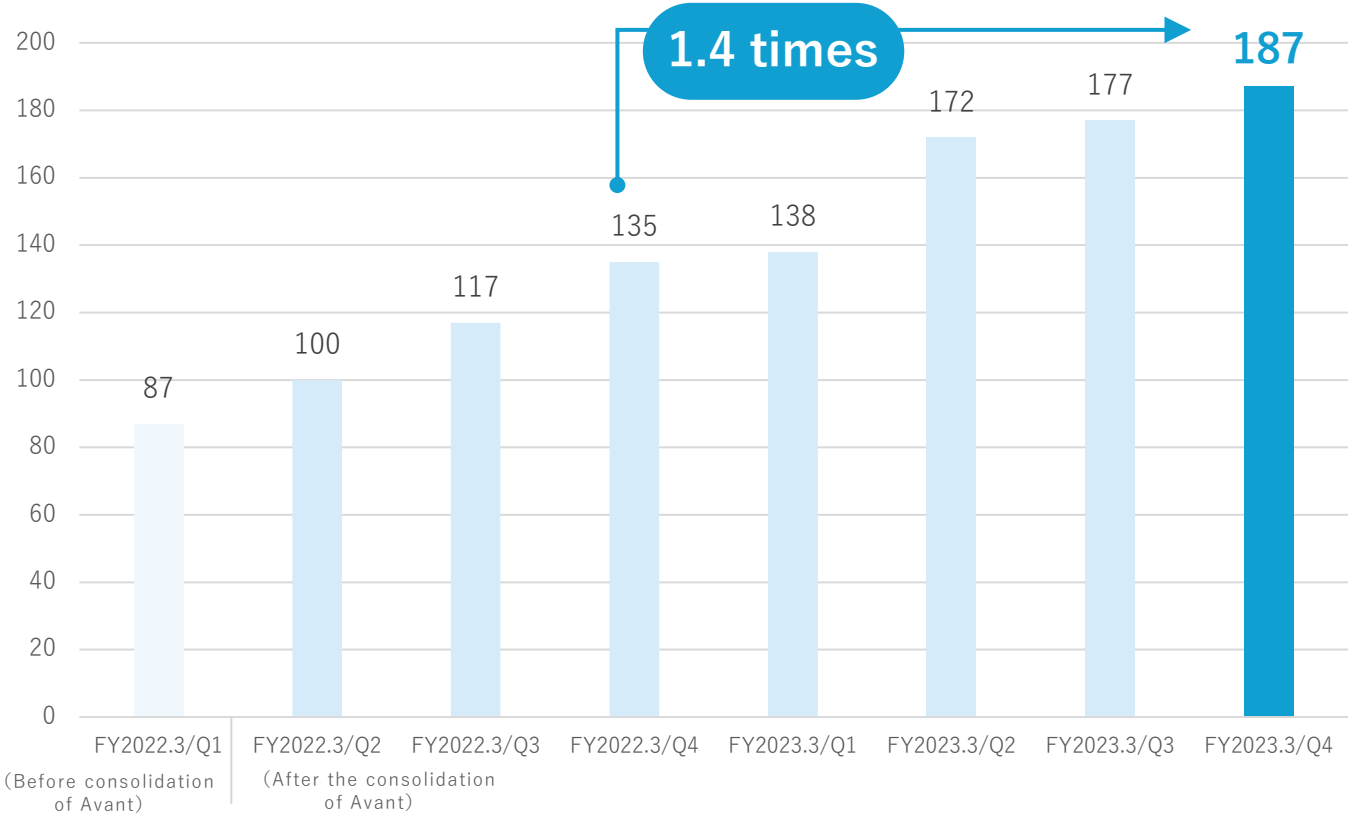
Composition of Tech personnel＞IT personnel to support DX

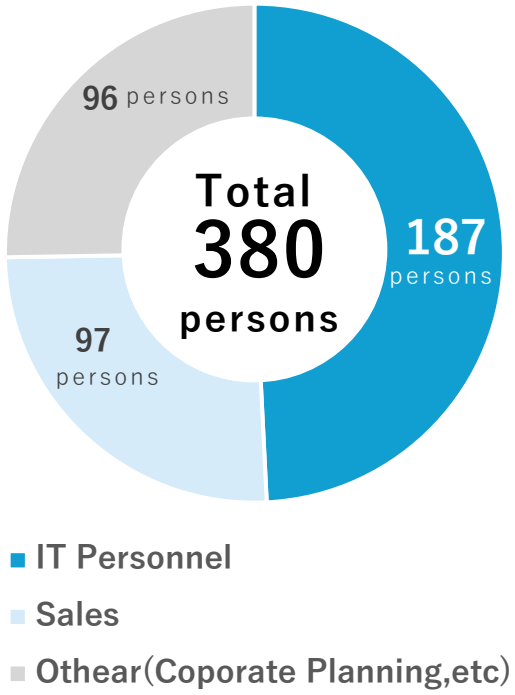
The number of our group's IT personnel, such as engineers, to promote DX is 187 persons(approximately 47% of the total employees).
An increase in IT personnel is one of the strengths that promote the DX of our business and support our IT development capabilities.

(Unit: Persons)

Enhancement of the number of IT personnel to support DX



Group-wide job composition



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DX Promotion Business>System Integration Services

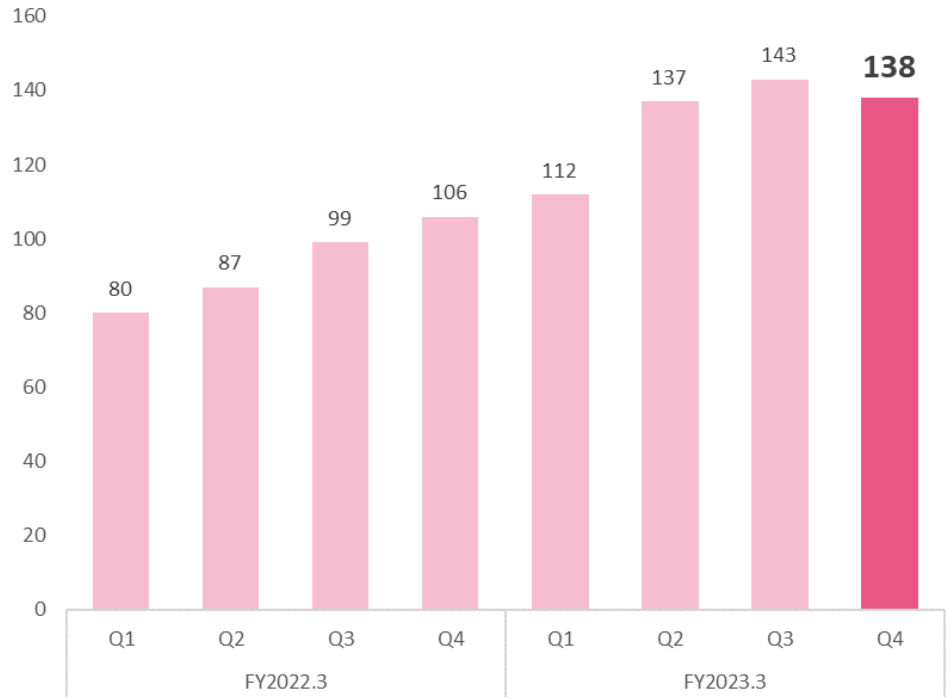
AVANT's net sales increased due to an increase in maintenance services despite a decrease in the number of active SI projects.

BERNERS steadily accumulated new orders received each quarter, and the number of active projects increased in line with the increase in orders received.

AVANT CORPORATION

Number of active SI projects

(Unit: Projects)

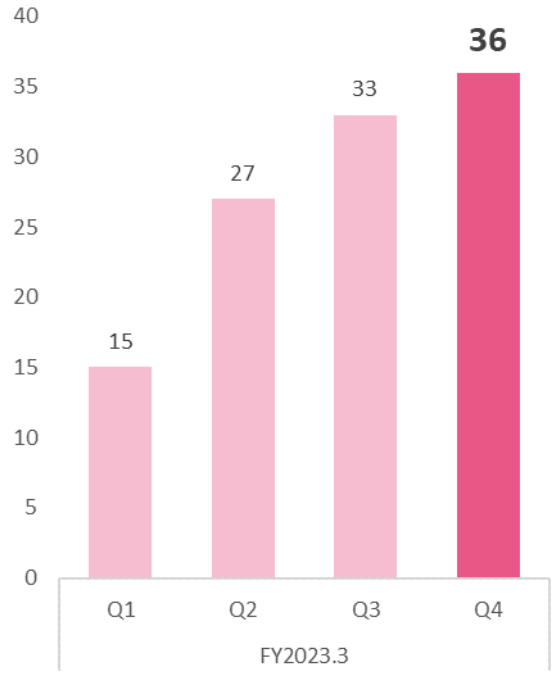


BERNERS

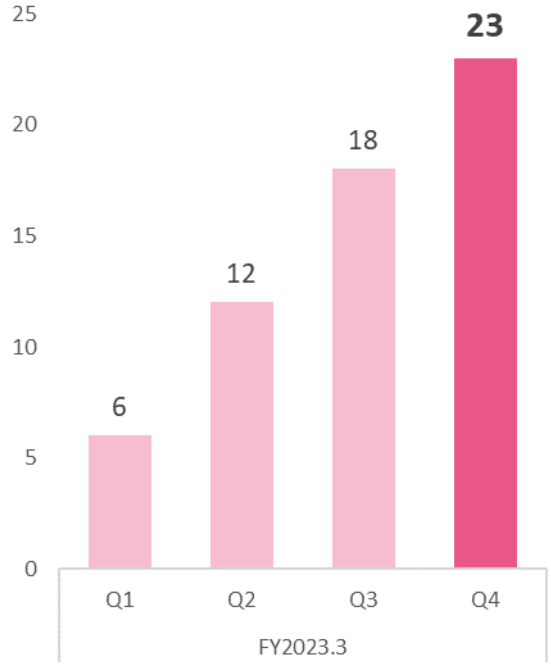
SI Cloud

Accumulated number of new order received※1

（単位: 件）



Number of active projects※2（Quarterly average）



※1 “Accumulated number of new orders received of SI Cloud” is the accumulated number of orders received since the start of service, converted by dividing each month's orders received by the minimum order received unit.

※2 “Number of active projects of SI Cloud (Quarterly average)" is the average number of active projects per month per quarter, converted by dividing the number of each month's active projects by the minimum order received unit.

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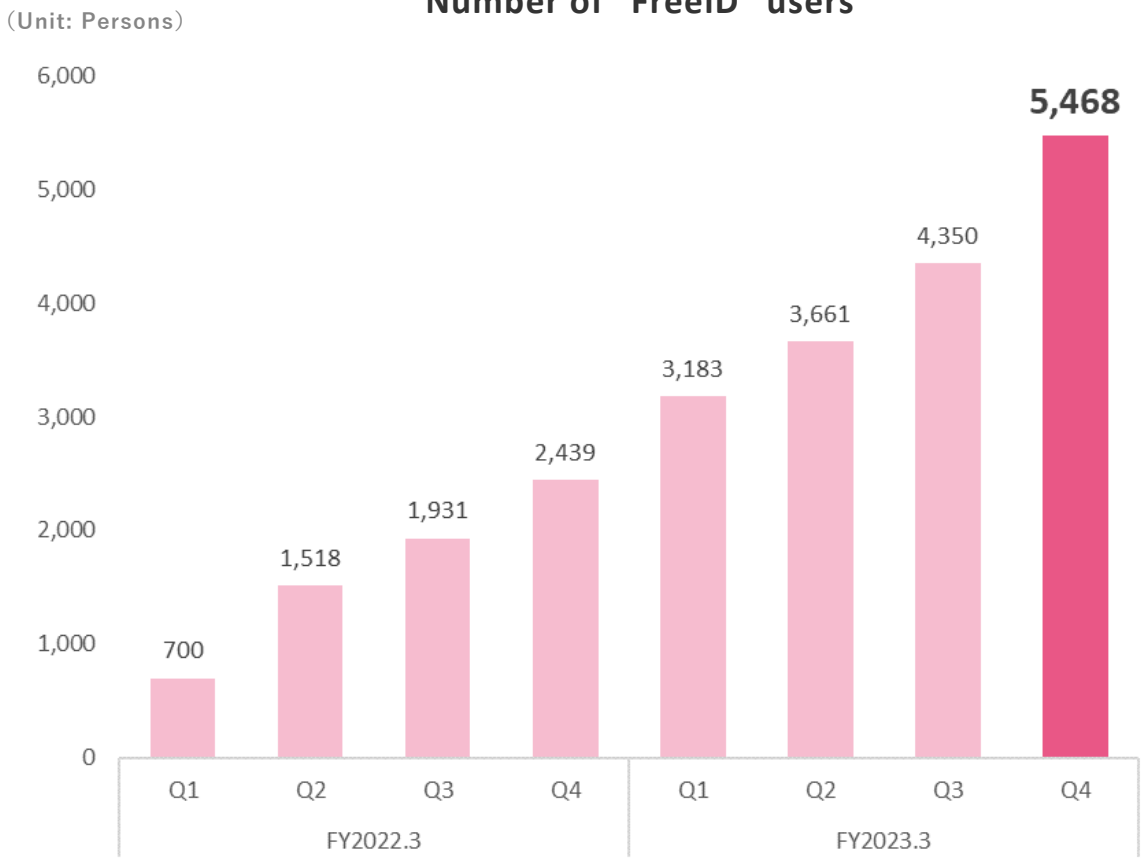
DX Promotion Business＞Facial recognition platform “FreeiD”

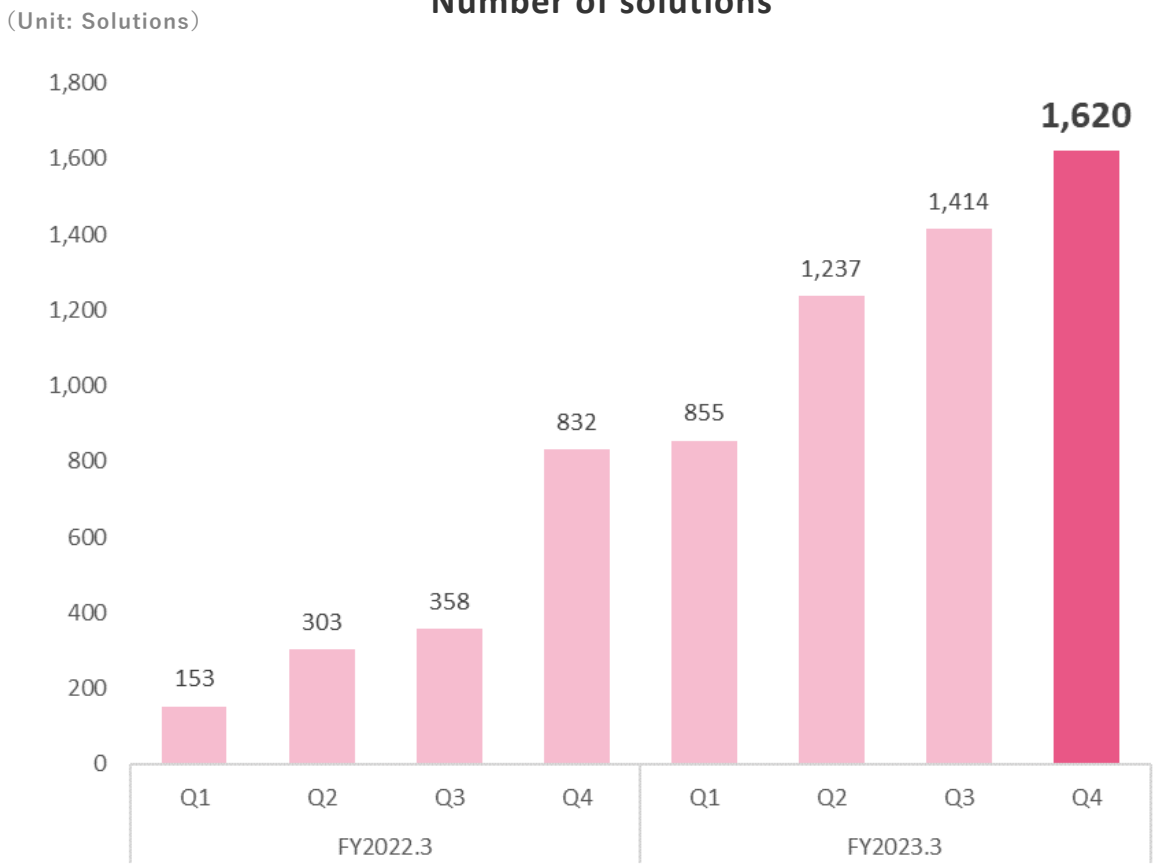
The accumulated number of “FreeiD” users and the number of solutions increased 2.2 times and 1.9 times, respectively, compared with the same period of the previous fiscal year.

DXYZ

Number of “FreeiD” users



Number of solutions



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Clients that we work with are various leading companies.

人を、想う力。街を、想う力。 三菱地所

ともに、その先の未来へ。 三井不動産リアルティ

SCIENCE ARTS

アシスト

SCSK

中国電設工業株式会社 CHUSETSU

INDUSTRIAL-X DIGITAL/PHYSICAL/HUMAN TRANSFORMATION PLATFORMS

東京建物不動産販売

inet

asoview!

TEG TOKYO ESPORTS GATE, INC.

NAKASHO GROUP 中庄グループ

株式会社 チャイルド社

ACAO

DAIICHI JUKEN GROUP

Warranty technology®

GIGA PRIZE

アイエムエフ株式会社

近畿大学

100年をつくる会社 in 鹿島

UZUZ

Raito

東急コミュニティー

SHIN NIHON TATEMONO 新日本建物

Number of DX promotion and support services provided

79 companies

（QoQ +14 companies）

※As of the end of March 2023
Only companies that have given permission to be listed are listed.

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Annual Profit Forecast

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Forecast of consolidated financial results for the year ending March 31, 2024

Net sales are expected to **exceed 40 billion yen**, up 12.7% for the 21st fiscal year of sales growth.

Profits at each stage are expected to decrease due to soaring construction costs in the real estate business and upfront investments for DX promotion.

Unit : Millions of yen	Forecast of consolidated financial results for the year ending March 31, 2024	Fiscal year ended March 31, 2023	Change	Change%
Net sales	**42,000**	37,259	+4,741	+12.7%
Operating profit	**2,500**	2,919	-419	-14.4%
Ordinary profit	**2,120**	2,518	-398	-15.8%
Profit attributable to owners of parent	**1,310**	1,576	-266	-16.9%

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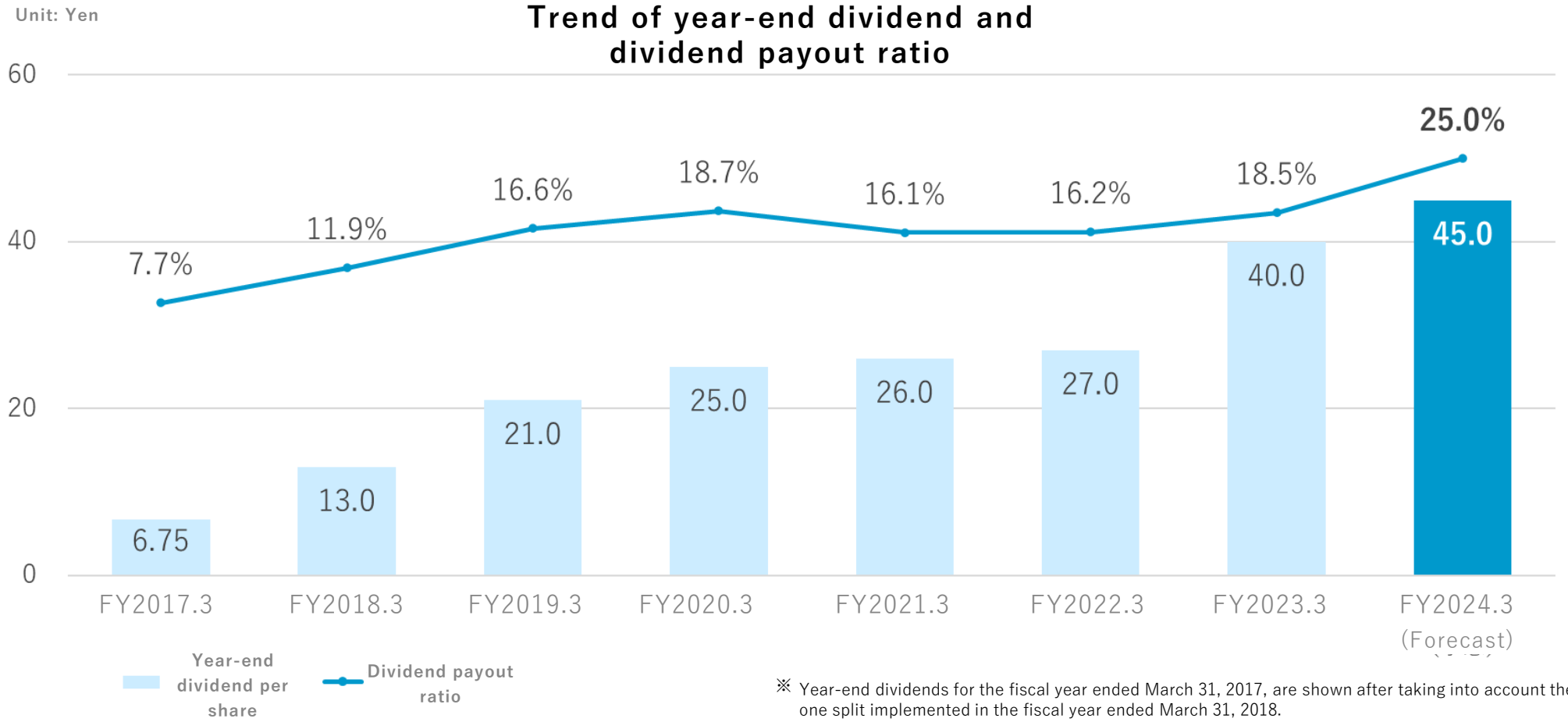
Shareholder Return

The year-end dividend for the fiscal year ending March 31, 2024, is planned to be 45.0 yen per share, including a commemorative dividend of 5 yen per share to celebrate the 20th anniversary of our incorporation.
We plan to buy back treasury shares flexibly, considering the financial position, business performance, stock price, and other factors comprehensively.



※ Year-end dividends for the fiscal year ended March 31, 2017, are shown after taking into account the two-for-one split implemented in the fiscal year ended March 31, 2018.

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Appendix

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Overall Structure of Our Business

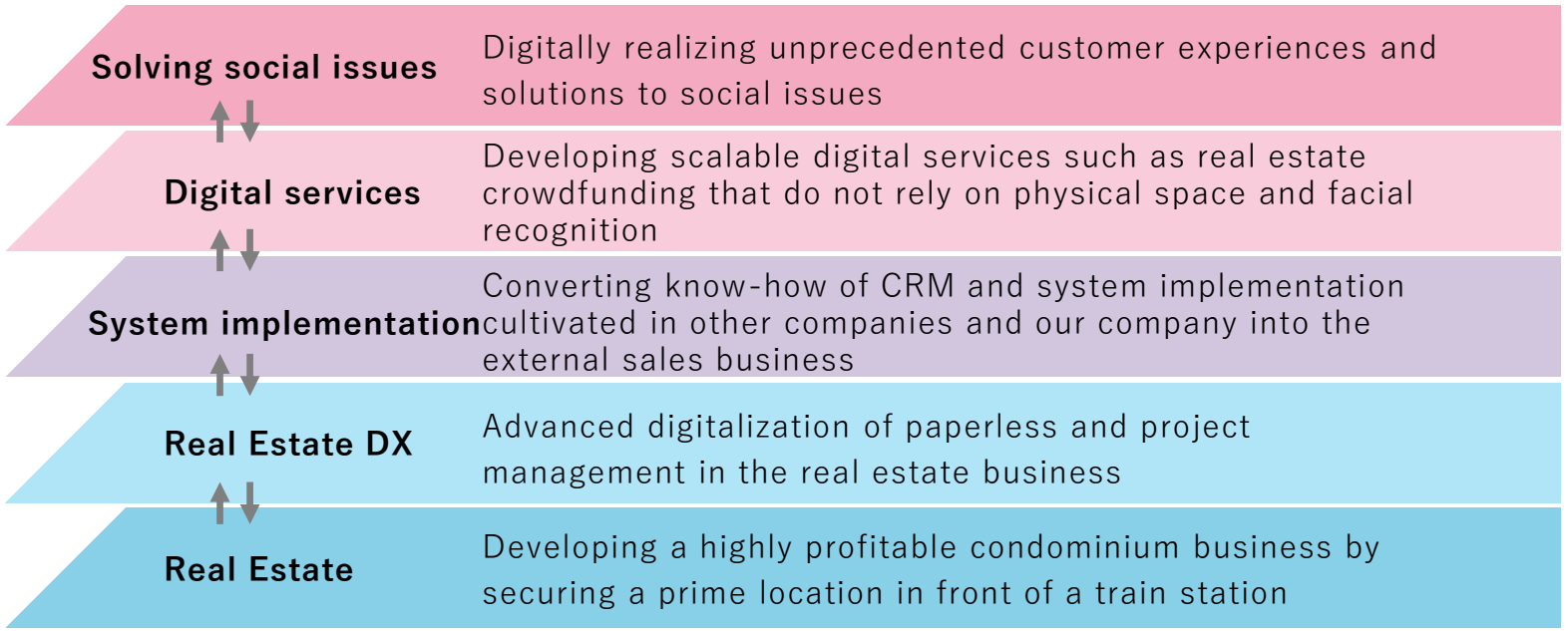
From physical layer business to digital layer business

We aim to expand from a land-stick physical layer business to a digital layer business that can scale without physical constraints.

We aim to become a comprehensive DX corporate group with strength in real space.

World-view in the near future

Threats and possibilities for a world-view in which stores and condominiums in prime locations in front of train stations, which have been fixed in the past, will be able to operate in a variety of spaces with the development of digital and MaaS



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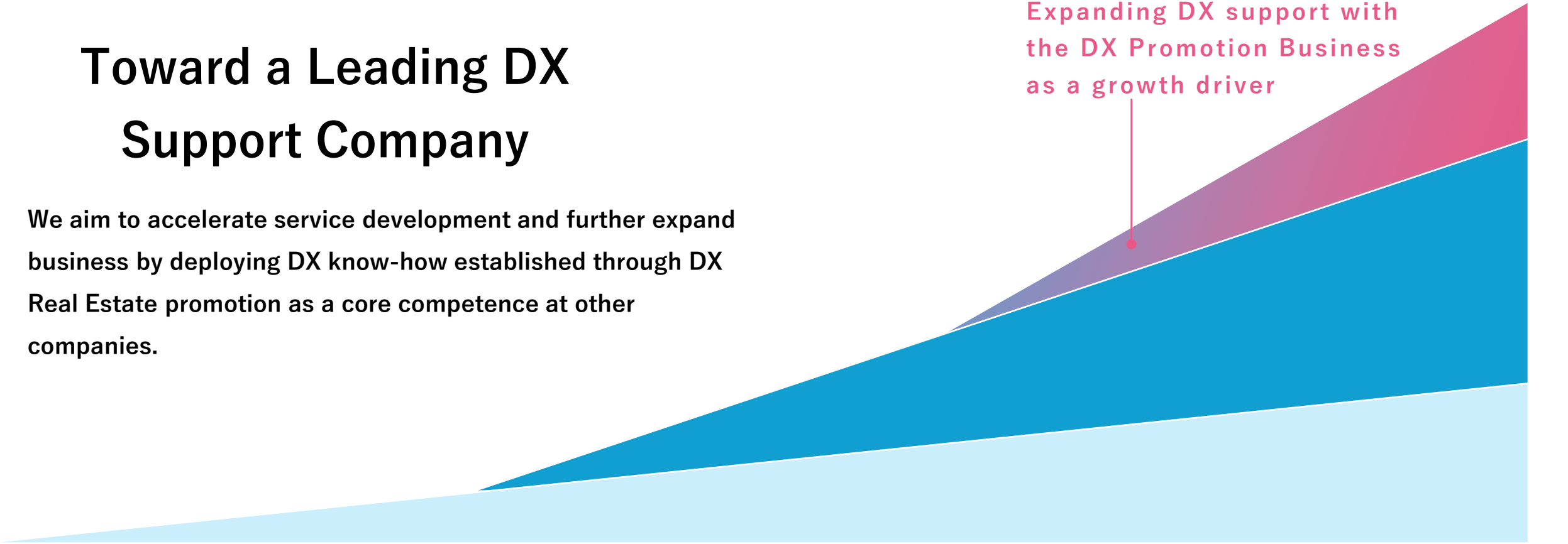
Toward a Leading DX Support Company

We aim to accelerate service development and further expand business by deploying DX know-how established through DX Real Estate promotion as a core competence at other companies.



Promotion of DX Real estate
Stabilize and expand the our customer base by utilizing technologies

Expansion of DX support for other companies
Cross-industry DX support from our company to other companies

Toward a Leading DX Support Company

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About “FreeiD,” a facial recognition platform, one of the growth drivers of the DX Promotion Business

“FreeiD,” a facial recognition platform connecting "Living × Working × Playing" with a Single Face
A single face registration eliminates the need to register a face for each location of use, and can be used for all services and engines.

Services

Merit 1 ▶ Our company

FreeiD app offers a variety of facial recognition services with a single face.



Merit 2 ▶ Other companies / New service

Not limited to deployment within our services, it can also be incorporated into other companies' services.

Common API use

FreeiD

Facial recognition platform

〈Obtained Business model patent〉

Providing the best AI engine

AI facial recognition

AI facial recognition engines

Use of diverse partner's engines instead of in-house engines

Strength

- Alliance with domestic and overseas AI engines

Merit

- Matching AI facial recognition engine optimized for your usage scenario and environment

As the number of services provided by FreeiD grows, this new system can contribute to the convenience and comfort of users.

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Three Pillars for DX Growth Strategy

We establish a DX Promotion System and plan to expand it, focusing on the facial recognition platform "FreeiD."

DX Real Estate Business

ALL facial recognition condominium

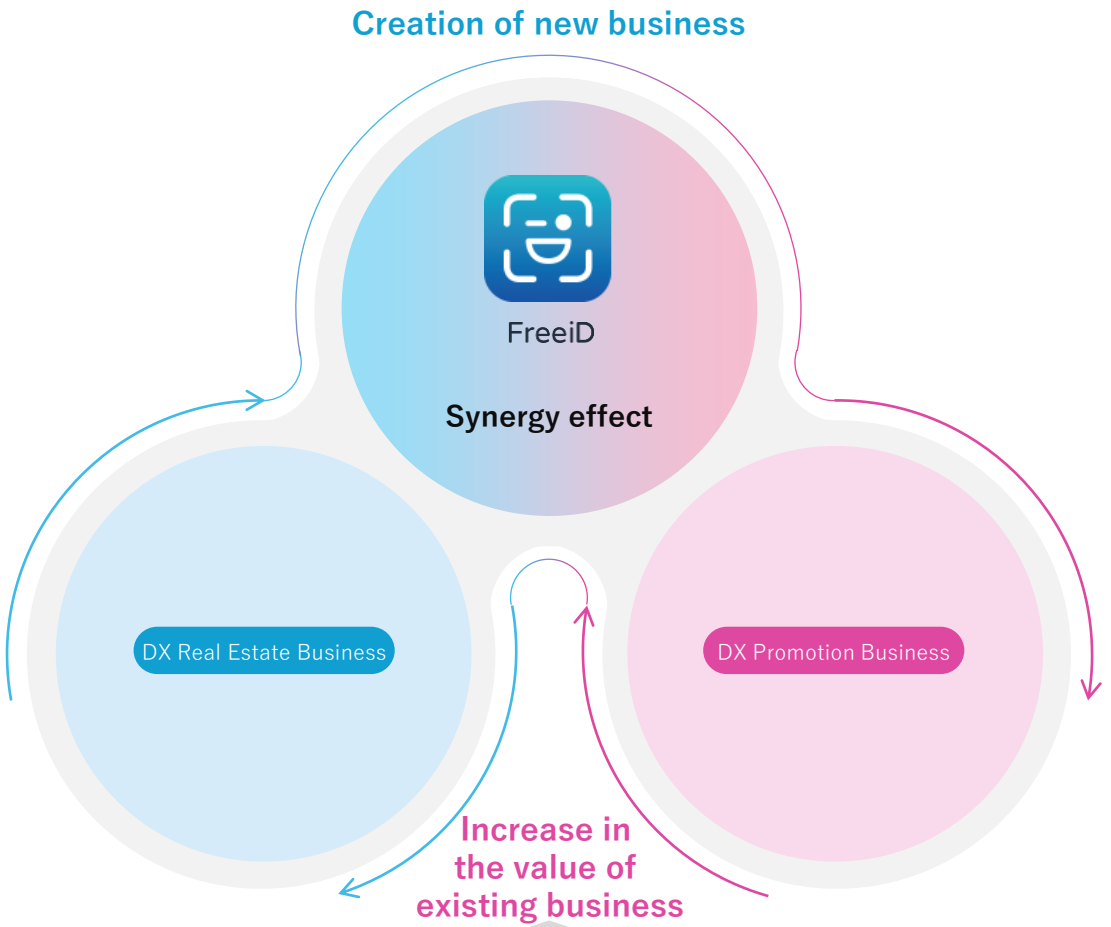
FreeiD

Real estate crowdfunding

RIMPLE

Automated rent assessment

PROPERTY AGENT



DX Promotion Business

Transformation to Smart cities by FreeiD

FreeiD

DXYZ

Support for DX Promotion of other companies

BERNERS CBLab. AVANT CORPORATION CLOUDTECH+ resolver

DX Promotion System — Strengthening practical capabilities

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Subsidiary DXYZ facial recognition offering method and introduction example

About offerings of “FreeiD”’s Solution and Platform

Solutions of facial recognition introduction

SaaS

Solutions

FreeiD Package Offerings

Existing service offering



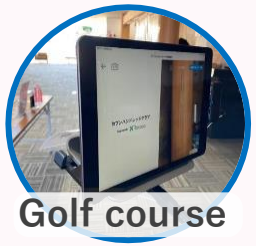
Condominium



Daycare centers



Office



Golf course

Custom

FreeiD Customize Offerings

Development and offering of new FreeiD services



RED TOKYO TOWER

“FreeiD” was adopted as the identity authentication system for the esports park “RED° TOKYO TOWER.”

Facial recognition ID platform

PaaS

Platform

Facial Recognition Infrastructure Offering

Development and offering of the facial registration function, DB, AC.
Engines can be used simply by connecting to a common API.

人を、想う力。街を、想う力。
三菱地所
Machi Pass

Providing technologies for "Machi Pass FACE," a facial recognition service collaboration platform with Mitsubishi Estate Co., Ltd.

・Development support

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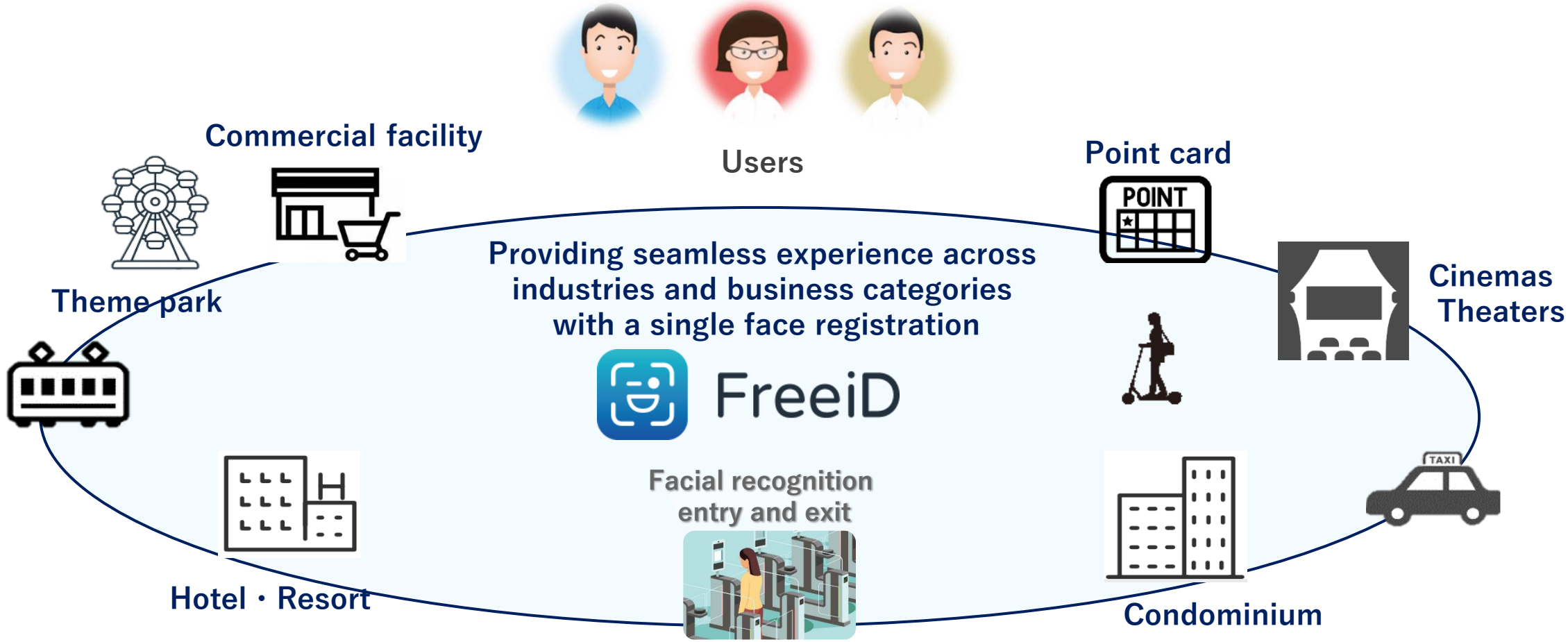
Future development of facial recognition ”FreeiD”

A variety of facial recognition services can be used across industries and business categories with a single facial recognition.

Marketing platform that allows users to accumulate points and issue coupons from entry/exit, identity verifications, and settlements



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DX Promotion Business>FreeiD Introduction example

Results of the pilot project at SANGA STADIUM by KYOCERA in Kameoka City, Kyoto Prefecture

- The pilot project was implemented on December 14, 2022, and a results reporting meeting was held on February 28, 2023.
- 100% of parents participating in the pilot responded they would like to use the service in the future.
- The majority of parents want to introduce facial recognition watching over services to lessons, tutoring schools, elementary schools, etc.

Implemented the pilot project of the "Facial Recognition Service for Watching Over Children" in three classrooms

亀岡市 KAMEOKA CITY　SIF サンガスタジアム by KYOCERA イノベーション フィールド実証事業　DXYZ

Implemented the pilot project in three classrooms at SANGA STADIUM by KYOCERA

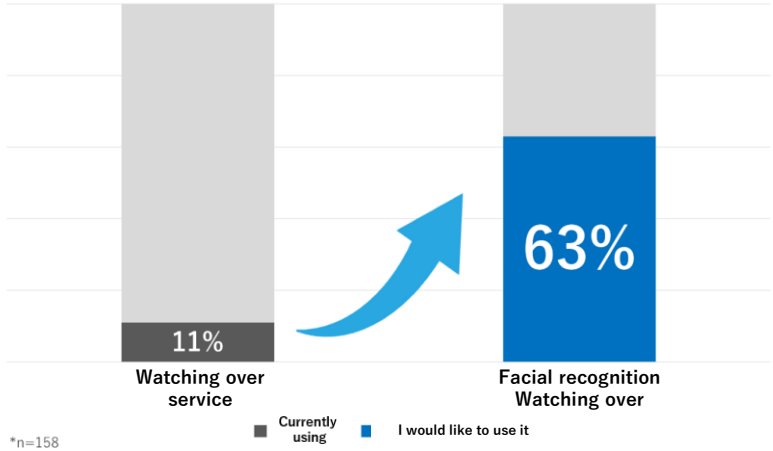



STREAM Education RoboMaster Programming Class


N14 after-school exercise class


Bouldering gym “Gravity Research”

Q. If your child goes out alone, would you like to use a facial recognition service to watch over them when they arrive at and leave the facility? (Single answer)
→63% of parents responded they would like to use facial recognition watching over services.



*n=158

*Q7：If your child goes out alone, would you like to use a facial recognition service to watch over them when they arrive at and leave the facility?
*Q8：Please tell us why you responded "I would like to use it" or "I don't want to use it" in the previous question.

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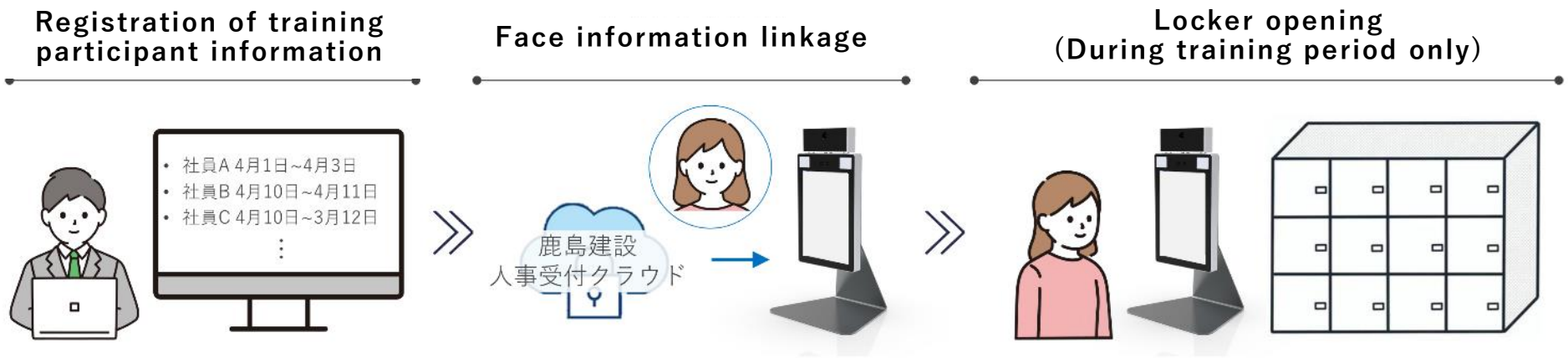
DX Promotion Business>FreeiD Introduction example

Facial recognition lockers were introduced at KAJIMA CORPORATION's training facility, "KAJIMA TECHNICAL CENTER."

- Trainees can retrieve their K-Mobile from a facial recognition locker with a pre-registered "face pass."
- Operational efficiency at the facility was improved, including key storage, lending, and returning.



Facial recognition service that links with KAJIMA COPORATION's Human Resource Receptionist Cloud was customized and offered.



- **Operational administrators register employee information and training periods for employees participating in training.**
- **Linkage with employee photos registered in KAJIMA CORPORATION's Human Resource Cloud**
- **Employees can use a "face pass" during training to take their K-Mobile in and out of designated lockers.**

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Introduction of our team of directors with extensive backgrounds in the IT industry



Avant Corporation. Representative Director, CEO

Masachika Suzuki

Founder of Avant Corporation., whose businesses are system consulting, service planning and provision, and system development, utilizing the knowledge of the IT industry he learned while studying in the United States. He has been leading a group of IT professionals with outstanding technical skills for more than 10 years.

Berners Inc. Sales Headquarter, Executive Officer

Teppei Sasaki



After graduating from El Camino College in California, he began his career in human resources sales. After working in sales in the flash marketing area, he joined SunBridge Inc. in 2016. After his experiences in product sales and solution sales, he was appointed as a Sales manager in 2018, CRO in 2020. He joined Berners Inc. in 2022 and has been with the company ever since.



Berners Inc. Crowd Integration Headquarter, Executive officer

Yuri Naka

After graduating from Meiji University, School of Science and Technology, Department of Applied Chemistry. Engaged in SI projects ranging from core system development to cloud solutions, which is mainly Salesforce. After consulting on CRM implementation and defining business requirements to implementation in various industries, he worked on organizational management and promotion as a head of the development department at Uhuru Corporation.

DXYZ Co., Ltd. President and Director

Shintaro Kimura



After graduating from Keio University, Faculty of Law, Department of Law. He joined the ICT Business Division of Mitsui & Co., Ltd. where he was engaged in investing in U.S. and Israeli cyber security companies and developing services in Japan. He was then temporarily transferred to Mitsui Electronics Inc., where he worked on PM for the launch of DX services for the logistics industry, and in April 2021, he was appointed as President and Director of DXYZ Co., Ltd.

CloudTechPlus Inc. CEO

YUAN CHUNFENG



After obtaining a Master's degree from Kobe University, he acquired experience in developing with JAVA and other languages, and has been involved in Salesforce development since 2014. He has extensive experience with implementing CRM and SFA solutions in industries such as finance, insurance, and real estate. He has previously served as a software engineer, project manager, and advisor, and has served as a director of a small to medium-sized company. In2021, he founded CloudTechPlus Inc.

resolver Inc. Representative director

Keiichi Kureshima



In 2008, he joined NEC Solution Innovators, Ltd. where he was engaged in new business planning and ticket management system development. Then he joined Salesforce Japan, Inc. as a pre-sales person and achieved the top sales in Japan region, the No.1 knowledge share responses globally, and was selected for the CEO Award. In August 2021, he joined resolver Inc. as COO, and assumed his current position in June 2022.

PROPERTY AGENT Inc. Corporate Planning Department, General Manager

Takashi Sato



In 1997, he joined Softbank Corp. and worked mainly in security solutions. He engaged in O2O construction, planning and construction of online business models, and experienced various projects such as Pepper Web reservation system and PayPay launch, etc. He joined PROPERTY AGENT Inc. in 2019 and participated in the launch of Rimple, which is a real estate crowdfunding. Currently he is leading In-house DX promotion.

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About SDG s

A dedicated website to the SDGs has been set up, with basic policies for achieving a sustainable society.

Background to the set up

The dedicated website has been set up to clearly state our stance on achieving a sustainable society and to reiterate and disseminate it to employees and other stakeholders, in line with the our medium-term vision of “Balancing Evolution/Transformation and Sustainability.”

PROPERTY AGENT Inc.’s Sustainable Policy

Through the implementation of our corporate philosophy, we will strive to solve social issues, integrate social and environmental values with the value of our business activities, realize a sustainable society, enhancement of our corporate value and perpetual management.



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Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations.

We assumes no obligation to update or revise forward-looking statements included in this presentation material to reflect new information and events in the future.

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