FY2024 3Q FINANCIAL RESULTS

robot home Inc. (TSE: 1435)

robot home

In technology, we are changing homes
and changing the world.

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Contents

1. FY2024 3Q Financial Results Overview

2. robot home Group Growth Strategy

3. Appendix

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1. FY2024 3Q Financial Results Overview

Company overview

Name	robot home Inc. (*1)
Head office	6-10-1 GINZA SIX 9F Ginza, Chuo-ku, Tokyo (*2)
Established	January 23, 2006
Representative	Daisaku Furuki, Representative Director/CEO
Capital	7,470 million yen (Including capital surplus)
Employees	228 persons (consolidated basis / full-time employees / as of September 30, 2024)

Businesses	AI / IoT business robot home business
Subsidiaries	rh labo Inc. rh investment Inc. rh maintenance Inc. rh warranty Inc. IDC Inc. Next Relation Inc.

(*1) As of April 1, 2024, the trade name of “Robot Home, Inc.” became “robot home Inc.”
(*2) The head office was relocated on April 1, 2024.

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FY2024 3Q Highlights

- Consolidated net sales of ¥7,956 million, up 40.0% year on year
- Consolidated operating profit of ¥706 million, up 40.3% year on year

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Reportable segment

AI/IoT business

Service to support development, sale, and installation of AI and IoT

Comprehensive DX support service

robot home business

Operation of rental property management platform "robot home"

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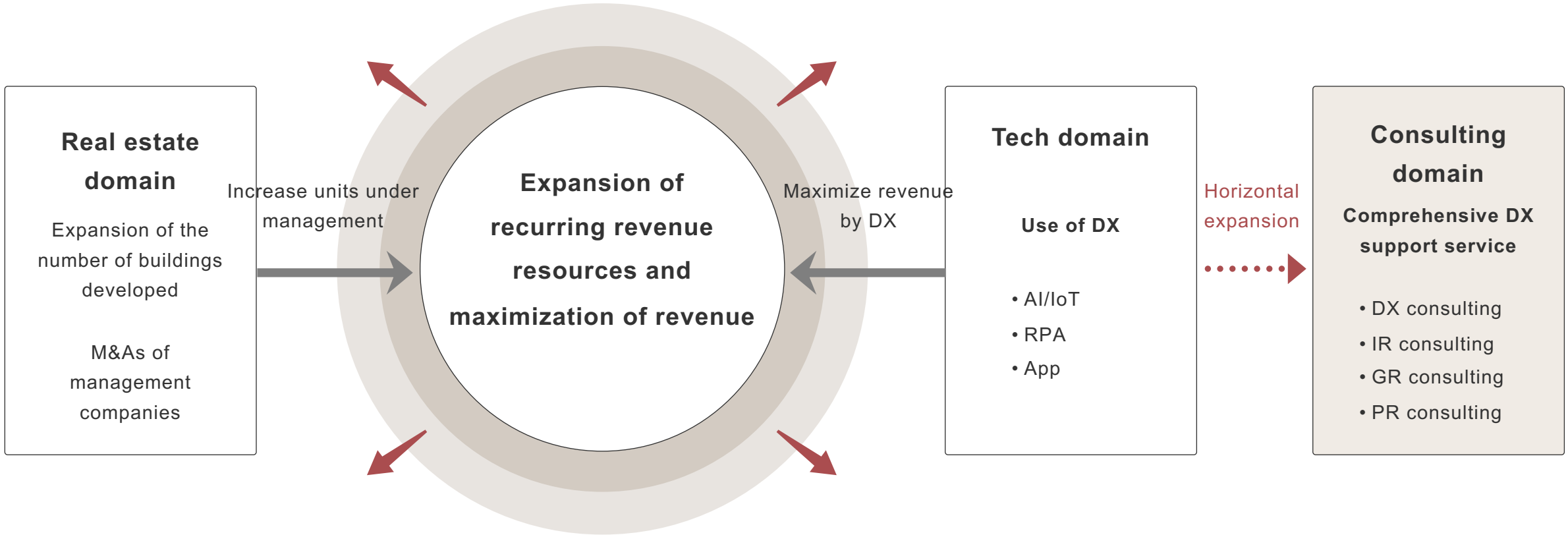
Expansion of knowledge in the real estate and technology domains to the DX domain

robot home business
(Real estate tech)

AI / IoT business
(DX development / external support)



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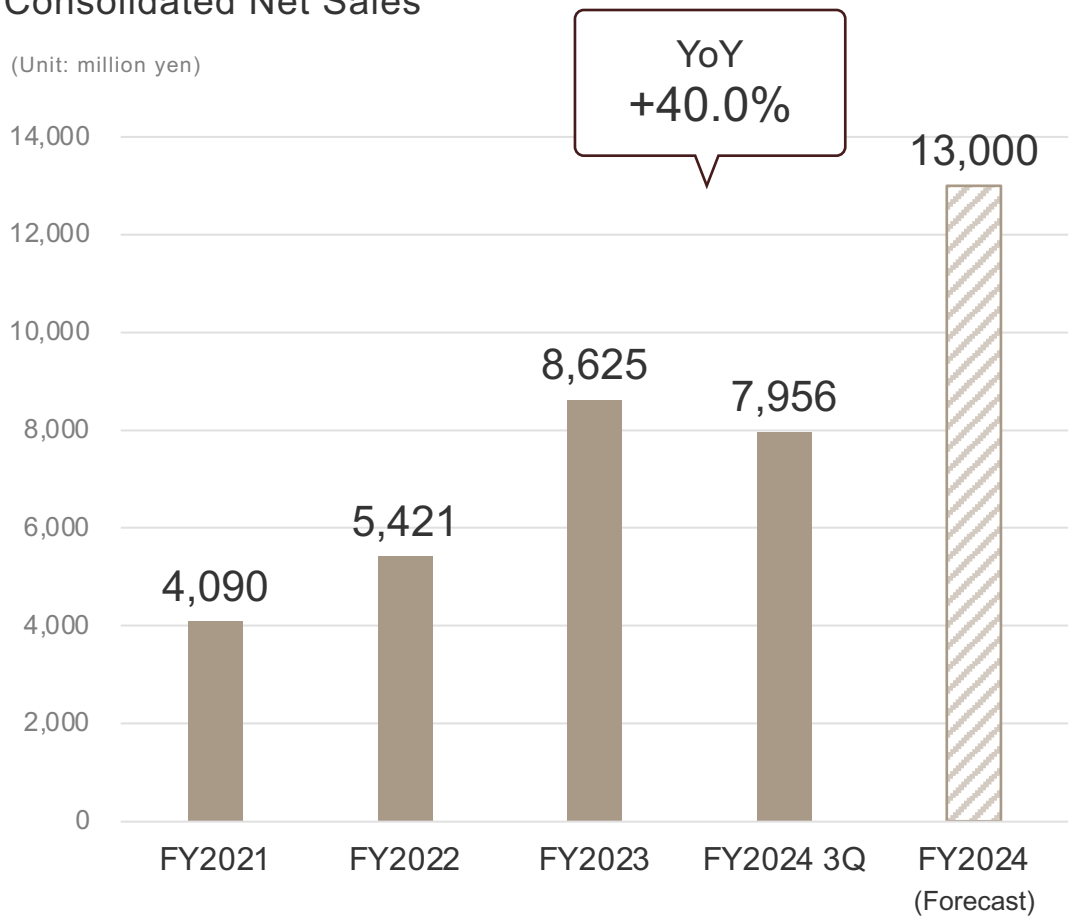
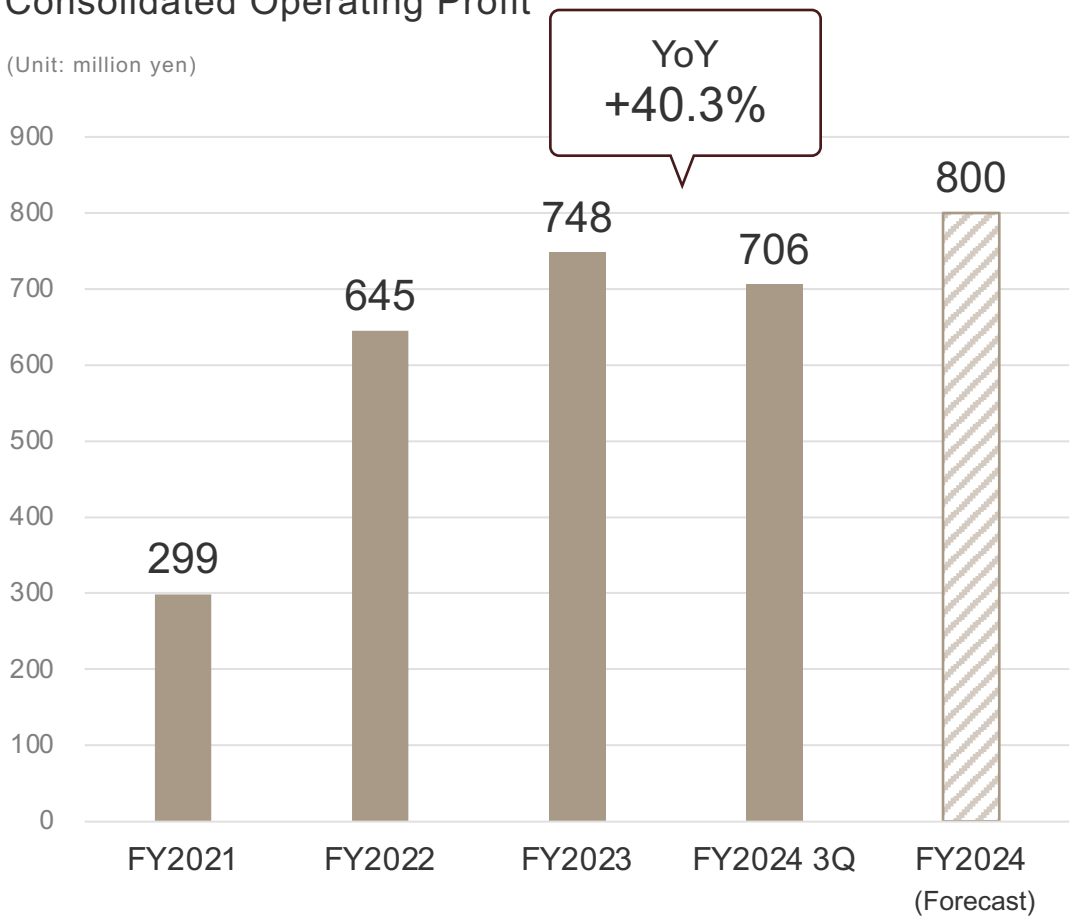
Trend in Financial Results of the robot home Group

Consolidated net sales and operating profit of the robot home Group for FY2024 3Q were ¥7,956 million (up 40.0% year on year), and ¥706 million (up 40.3% year on year), respectively.

Consolidated Net Sales



Consolidated Operating Profit



* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

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Consolidated statements of income

Consolidated net sales and operating profit of the robot home Group for FY2024 3Q were ¥7,956 million (up 40.0% year on year), and ¥706 million (up 40.3% year on year), respectively.

(Unit: million yen)

	Nine months				Three months		
	FY2023 3Q (Nine months)	FY2024 3Q (Nine months)	YoY Change(¥)	YoY Change(%)	FY2024 1Q	FY2024 2Q	FY2024 3Q
Net sales	5,682	7,956	2,273	40.0%	2,758	2,000	3,196
AI/IoT business	309	463	153	49.4%	128	161	173
robot home business	5,376	7,511	2,135	39.7%	2,637	1,846	3,028
Gross profit	2,455	3,272	817	33.3%	1,466	812	993
AI/IoT business	242	338	95	39.5%	104	108	125
robot home business	2,214	2,946	731	33.0%	1,366	707	871
Selling, general and administrative expenses	1,951	2,565	614	31.5%	867	847	851
Operating profit	503	706	202	40.3%	599	▲34	142
AI/IoT business	113	164	51	45.3%	54	52	57
robot home business	1,218	1,758	539	44.2%	967	316	473
Ordinary profit	494	689	195	39.6%	594	▲33	129
Profit attributable to owners of parent	613	661	48	7.9%	563	▲33	130

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Consolidated balance sheets

The financial position remains robust. Effectively debt-free management with an equity ratio of 67.6%.

(Unit: million yen)	FY2023	FY2024 2Q	YoY Change (¥)
Current assets	9,032	9,915	883
Cash and deposits	4,718	5,208	489
Inventories	3,744	4,107	362
Non-current assets	2,986	3,453	466
Total assets	12,019	13,369	1,350
Liabilities	3,425	4,325	899
Interest-bearing debt	694	1,450	755
Net assets	8,594	9,044	450
Total liabilities and net assets	12,019	13,369	1,350

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Medium-Term Management Policy

Work to drive top-line growth in the flow income domain, and through an enhanced inflow into the recurring income domain, build an even more solid management foundation.

Flow income domain

Drive top-line growth

Increase the number of buildings developed
Enhance owner support and apps

Enhanced inflow into the recurring income domain



Recurring income domain

Maintain a solid management foundation

Maintain a high-profitability structure
Increase the number of projects that will generate recurring income centered on rental management

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Medium-Term Management Policy (Numerical Targets)

Work to drive top-line growth in the flow income domain, and through an enhanced inflow into the recurring income domain, build an even more solid management foundation.

		FY2024	FY2025	FY2026	FY2027
Flow income domain	Number of buildings developed	60building	100building	140building	200building
	Net sales from flow income	9,000million	15,000million	21,000million	30,000million
Recurring income domain	Increase in the number of managed properties (Fiscal year)	600units	1,000units	1,400units	2,000units
	Increase in the number of managed properties (Cumulative)	600units	1,600units	3,000units	5,000units
	Increase in the amount of gross profit from recurring income (Fiscal year)	54million	90million	126million	180million
	Increase in the amount of gross profit from recurring income (Cumulative)	54million	144million	270million	450million

*Calculated on the assumption of ¥150 million in sales per building and ¥90,000 in gross profit per unit.

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FY2024 Financial Results Forecast

Steady progress against initial plan.

(Unit: million yen)

	FY2023 (Result)	FY2024(Forecast)			
		Forecast		Result	
		Full-year	YoY change (%)	3Q(Nine months)	Progress(%)
Net sales	8,625	13,000	50.7%	7,956	61.2%
Operating profit	748	800	6.8%	706	88.4%
Ordinary profit	737	750	1.7%	689	92.0%
Profit attributable to owners of parent	886	700	▲21.0%	661	94.5%

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2. robot home Group Growth Strategy

2.

AI / IoT Business

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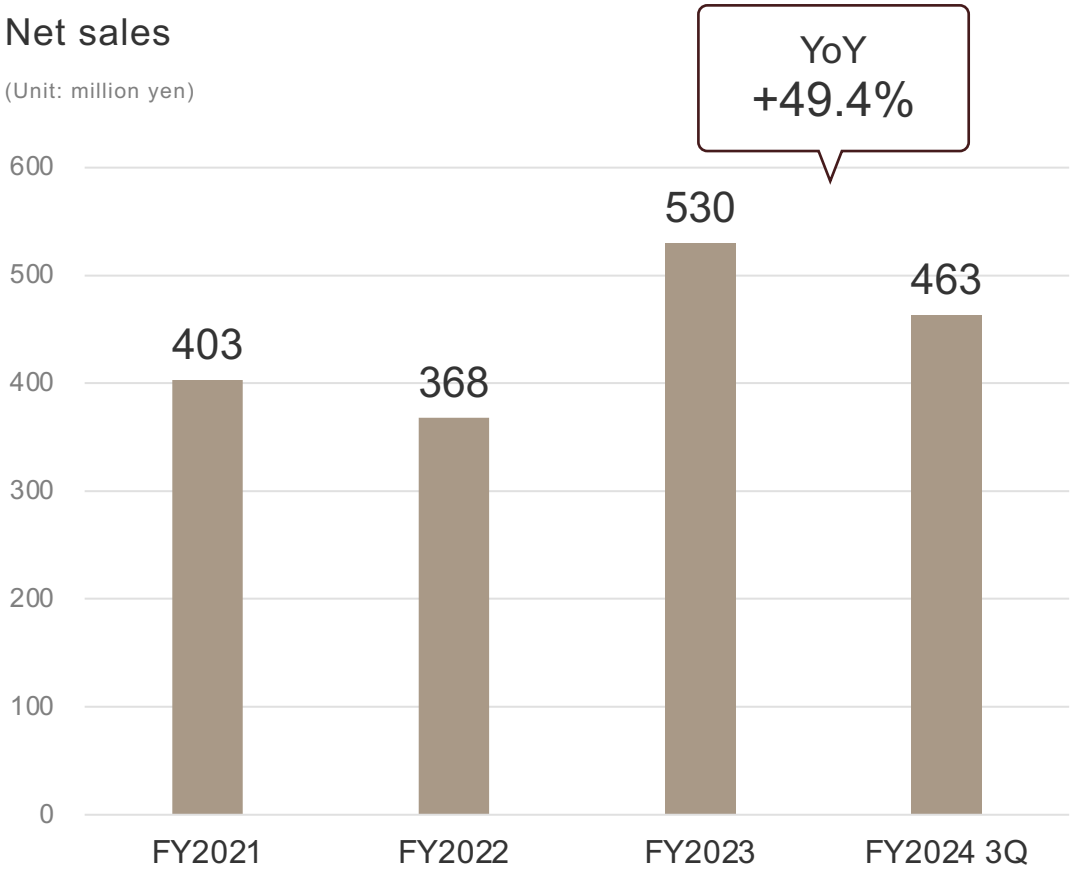
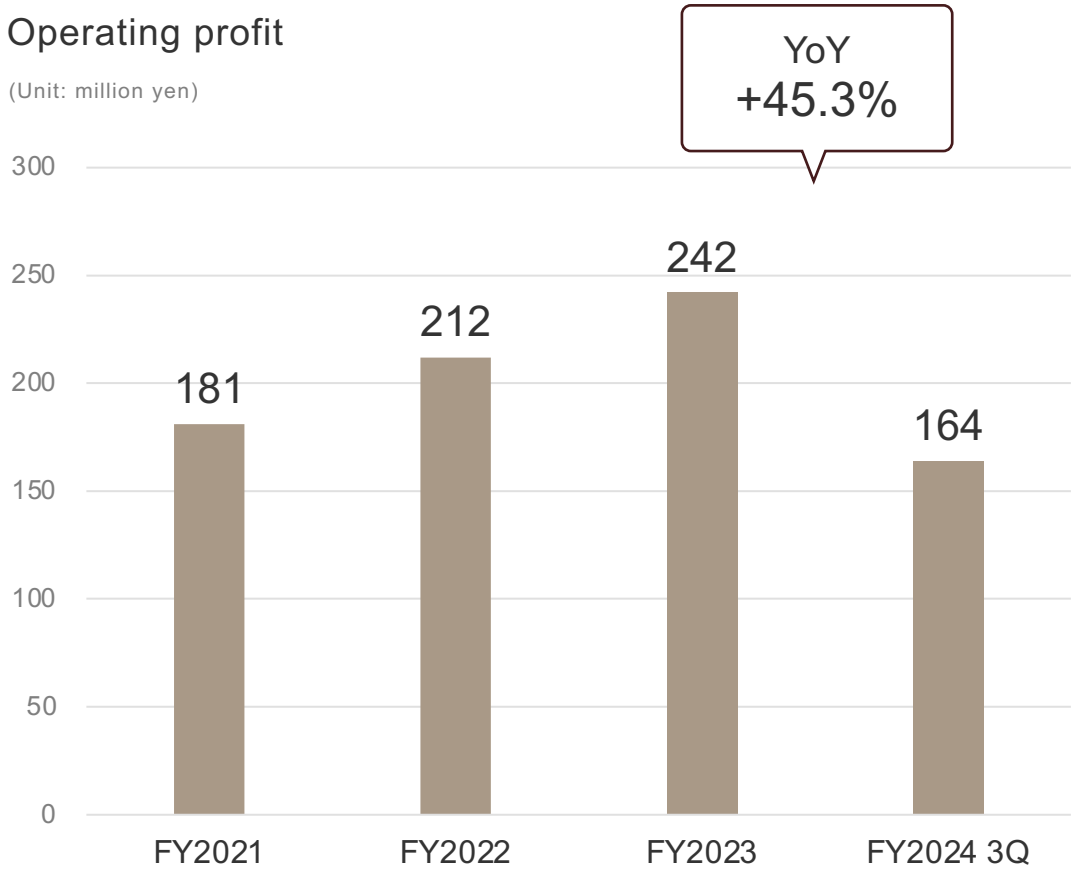
Trend in Financial Results of the AI / IoT Business

Net sales and operating profit of the AI/IoT Business for FY2024 3Q were ¥463 million (up 49.4% year on year), and ¥164 million (up 45.3% year on year), respectively.





* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

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Business Model of the AI / IoT Business

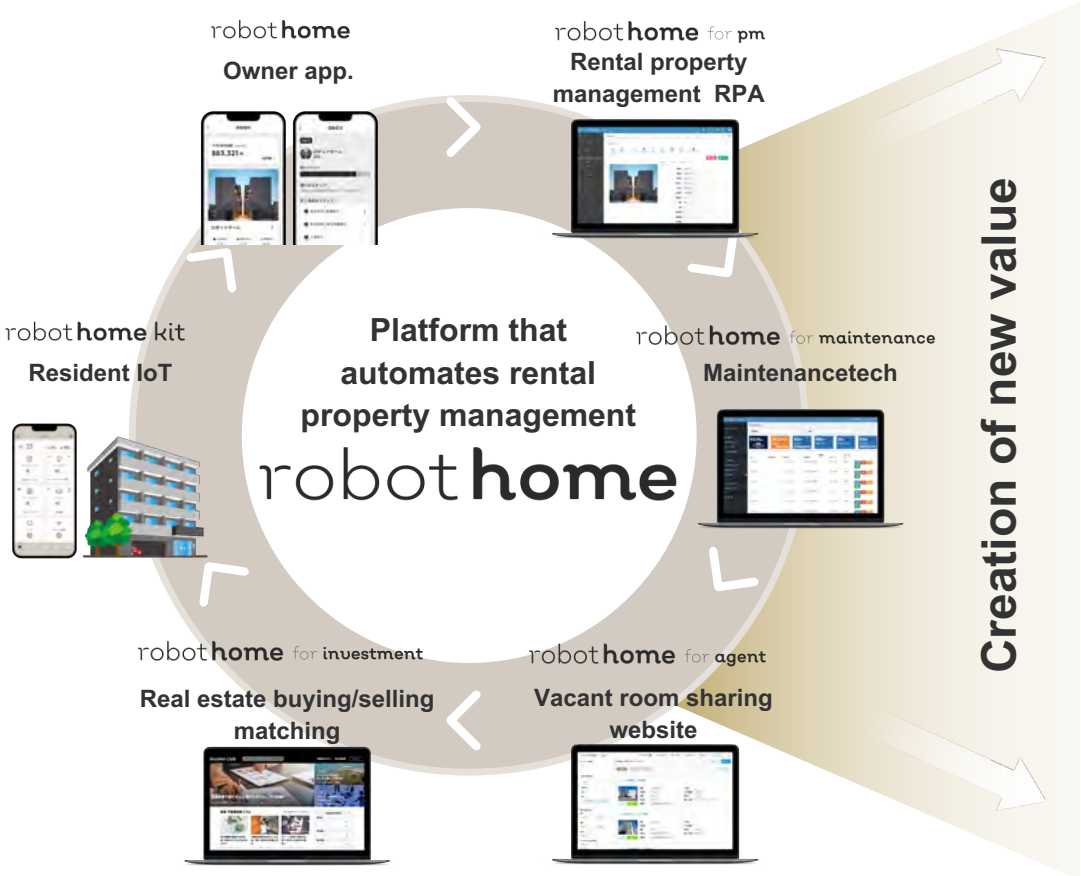
Maximize the value of collected data and create new value through the utilization of the data.

Collection/analysis of data accumulated on the platform → **Creation of new value by introducing DX**

Relevant player	System/device
Owner	Application
Land agency	IoT device
Builder	Camera equipped with AI
Resident	RPA system
Management company	Intermediate site
Cleaning company	Consultation activity
Insurance company	
Agent	

Database

- Financial status
- Income/expenditure plans & achievement control
- Residents' attributes
- IoT use information
- Managed property video log
- Vacancy information
- Response control
- Repair record control
- Insurance optimization
- State of usage of services
- Real estate policy trends
- etc.



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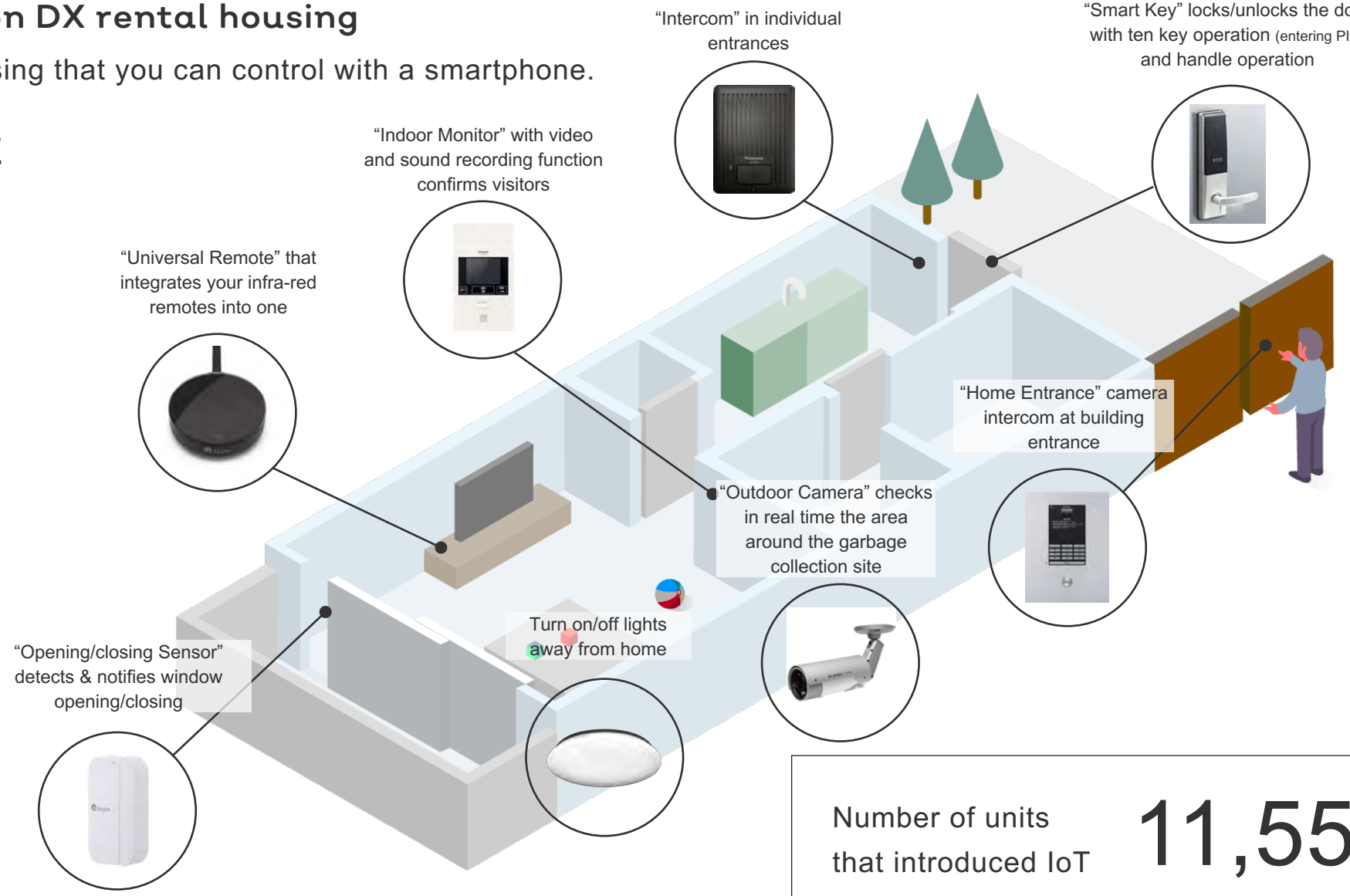
Provide next-generation DX rental housing

Smart life in an IoT rental housing that you can control with a smartphone.

robot home kit



*The apartment layout is a sample.



Number of units that introduced IoT **11,550**

(as of September 30, 2024)

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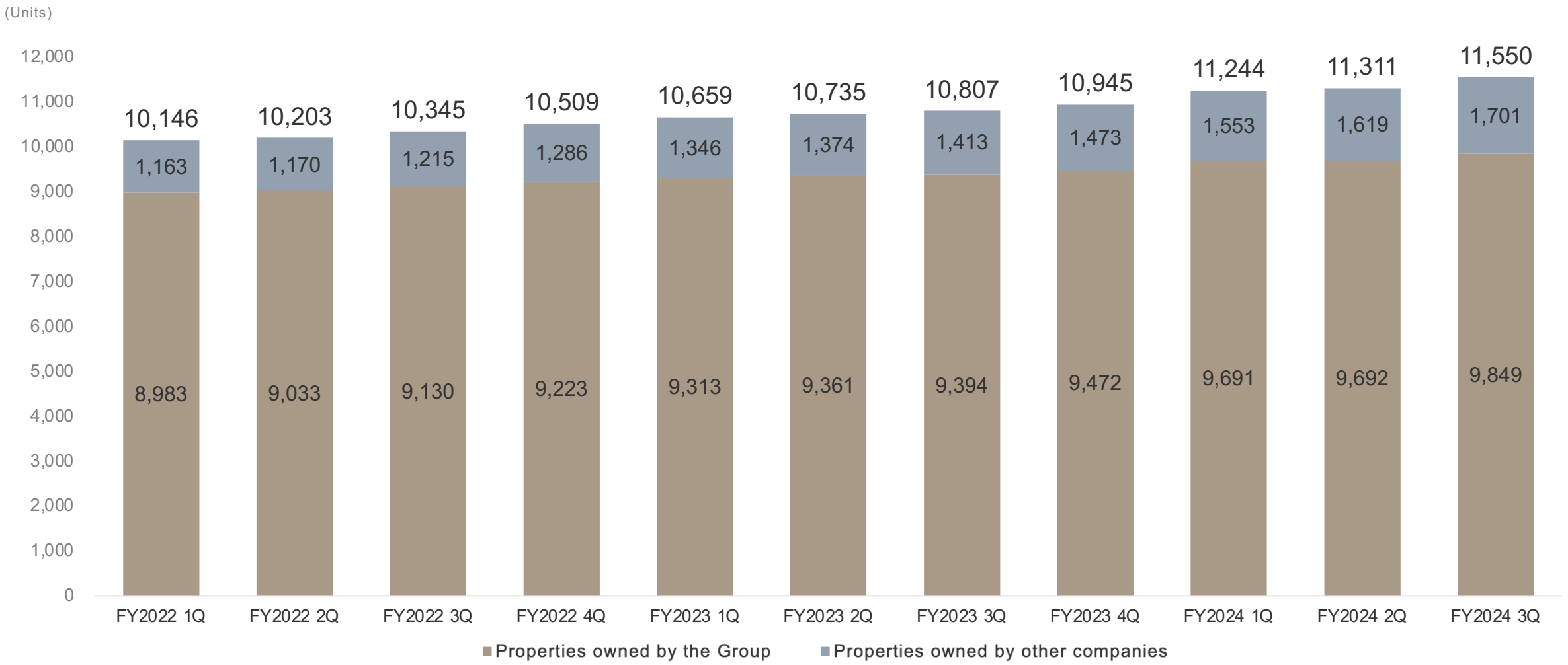
Trend in the Number Properties to Which IoT Has Been Introduced

The number of units into which IoT is introduced has topped 11,000 and continues to show a steady upward trend.



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Owners can manage rental housing operations with the app

App helps owners manage their rental properties, from previews to collecting rents and placing orders to suppliers, etc. The app also has a chat function to facilitate easy contact with the management companies.

robot**home**



Receipt of a move-out request



Confirmation of work details



Preview status



Receipt of move-in request



Online contract signing



*Image UIs are contained.

Number of owners **2,205**

(as of September 30, 2024)

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Management companies can streamline operations with RPA

Reduces vacancy risk and improves service quality by streamlining operations utilizing RPA.

robot home for pm

Manage moving-in/moving-out

Receipt of move-in/move-out requests, receipt of repair requests, making orders, management of history

Manage information

Management of property information, management of and search for owner information

Management of remittance history

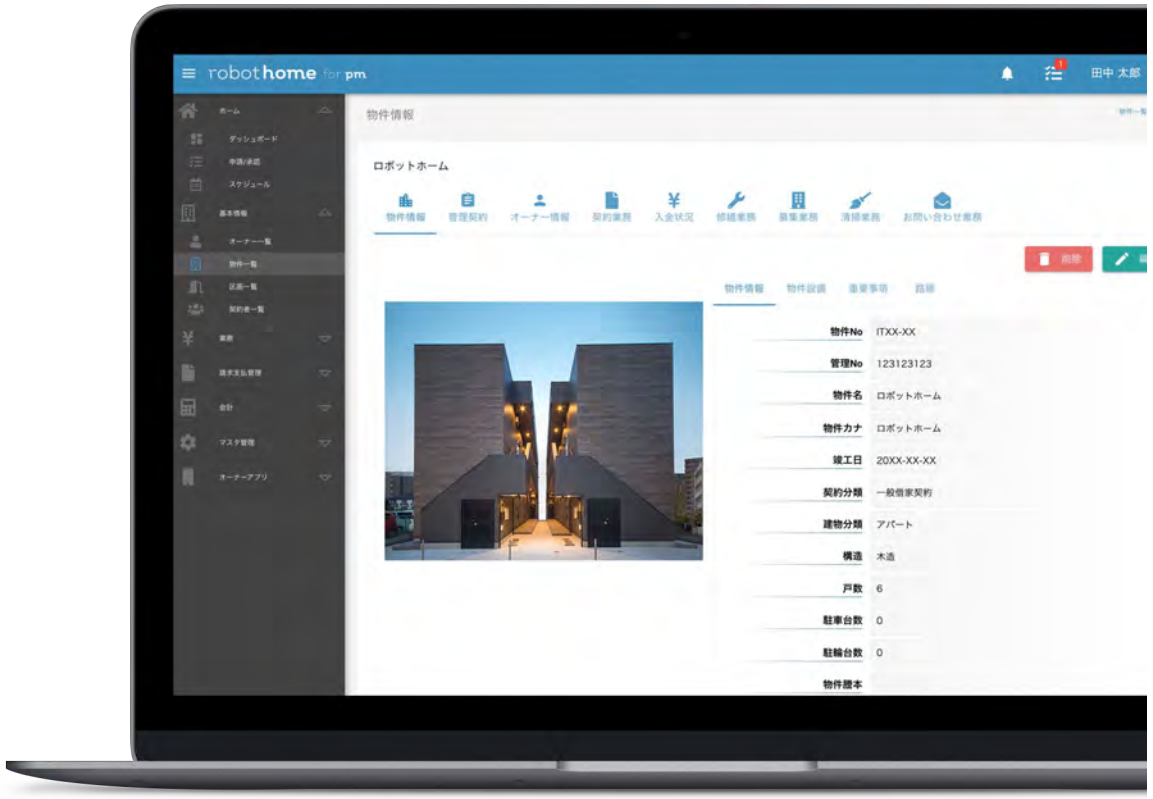
Management of rent payment, remittance to owners, management of vendor billing

Management of documents

Management of contracts, remittance statements, and bills

Number of units that introduced RPA **26,171**

(as of September 30, 2024)



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Efficiency Improvement in Cleaning, Inspection, Etc. Using an App

Improvement of operational efficiency and service quality of maintenance services realized through the in-house developed cleaning app.

robot home for maintenance

Optimized routes

Maximally efficient routes are presented to janitors.

Management screen

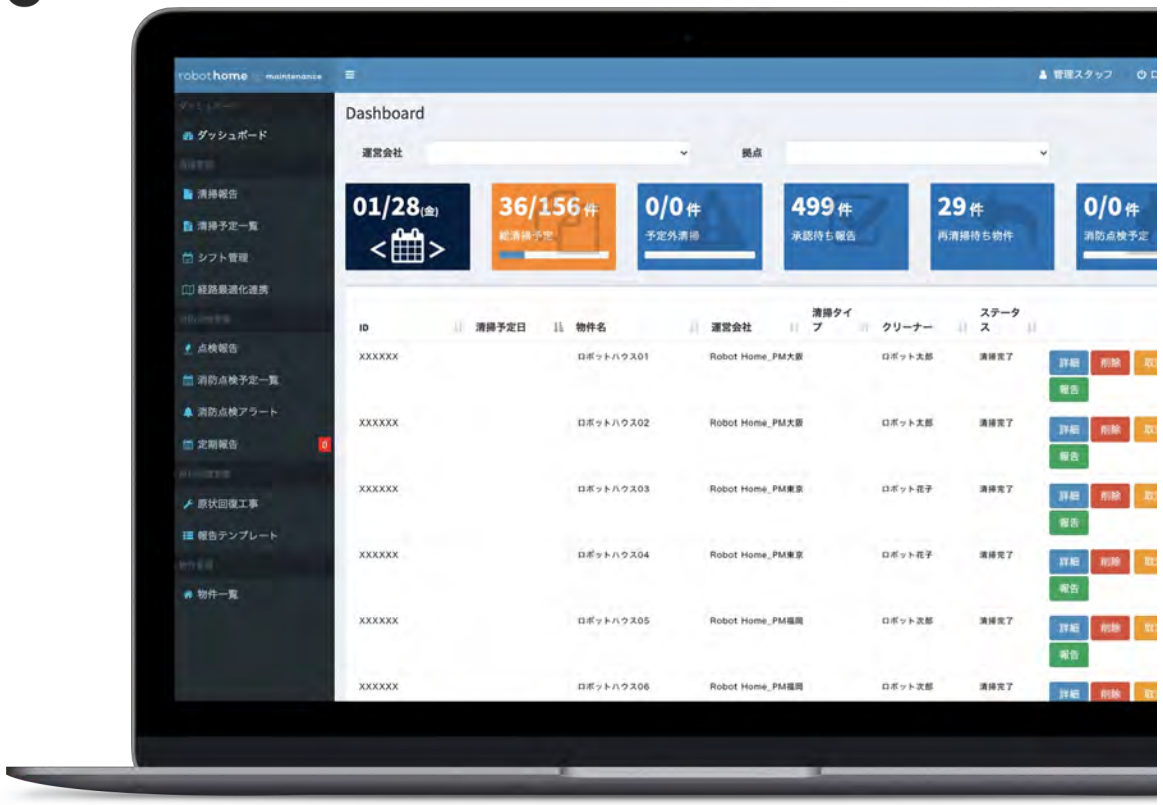
The cleaning status can be confirmed at a glance.

Automatically generated reports

Quality is maintained through completion reports with images attached.

Walk-around cleaning	Fire-fighting inspection	Restoration work
41,863 times	3,697 times	4,238 cases

(as of September 30, 2024, total for the fiscal year)



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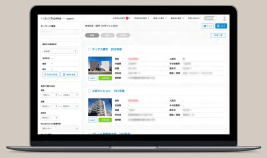
Agents can find tenants more efficiently through the vacant room sharing website

Quick search of vacant rooms on the website allows agents to find tenants more efficiently.

robot**home** for **agent**

Management companies

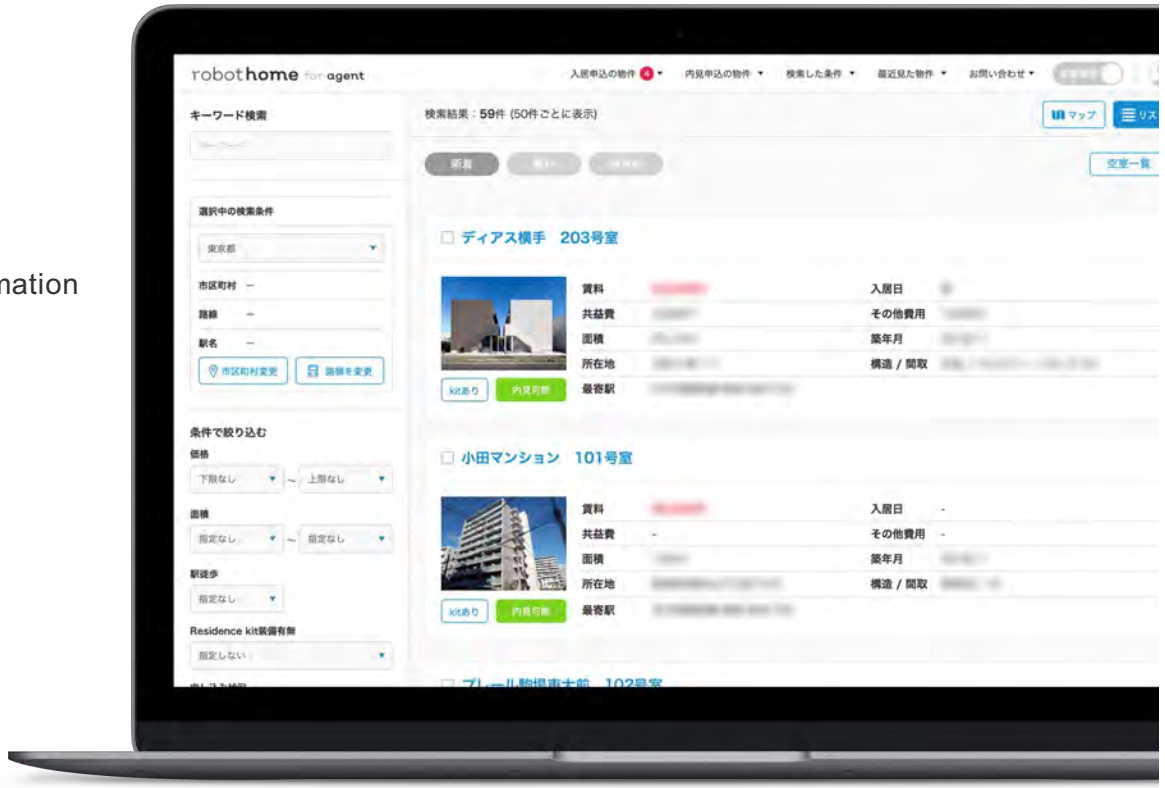
Post and update latest information



The vacant room sharing website

Agents

See latest information



Number of registered agents	26 prefectures nationwide	8,840 registered agents in

(as of September 30, 2024)

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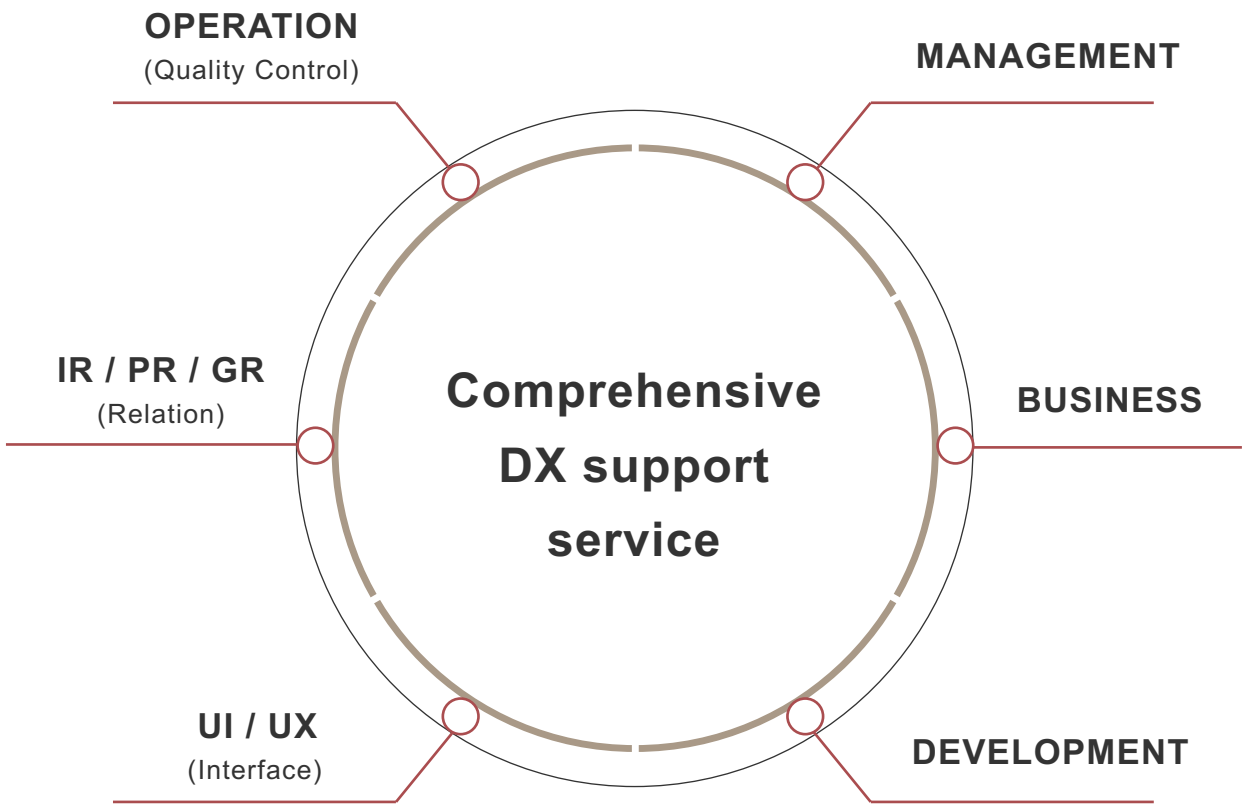
Overview of comprehensive DX support service

Launched a comprehensive DX support service drawing on our experience of developing and running various in-house products combining AI / IoT and real estate.



Clientele

KEIAI デザインのケイアイ
ATSUMARU
SYLA Technologies
Ro Facilities Inc.
NEXUS AGENT
STELLAR FORCE
INNOVATION DESIGN
TsunaGod
drive communications
Keeyls
FANTAS technology
BYWILL

*Shown above are clients that gave permission to be named.

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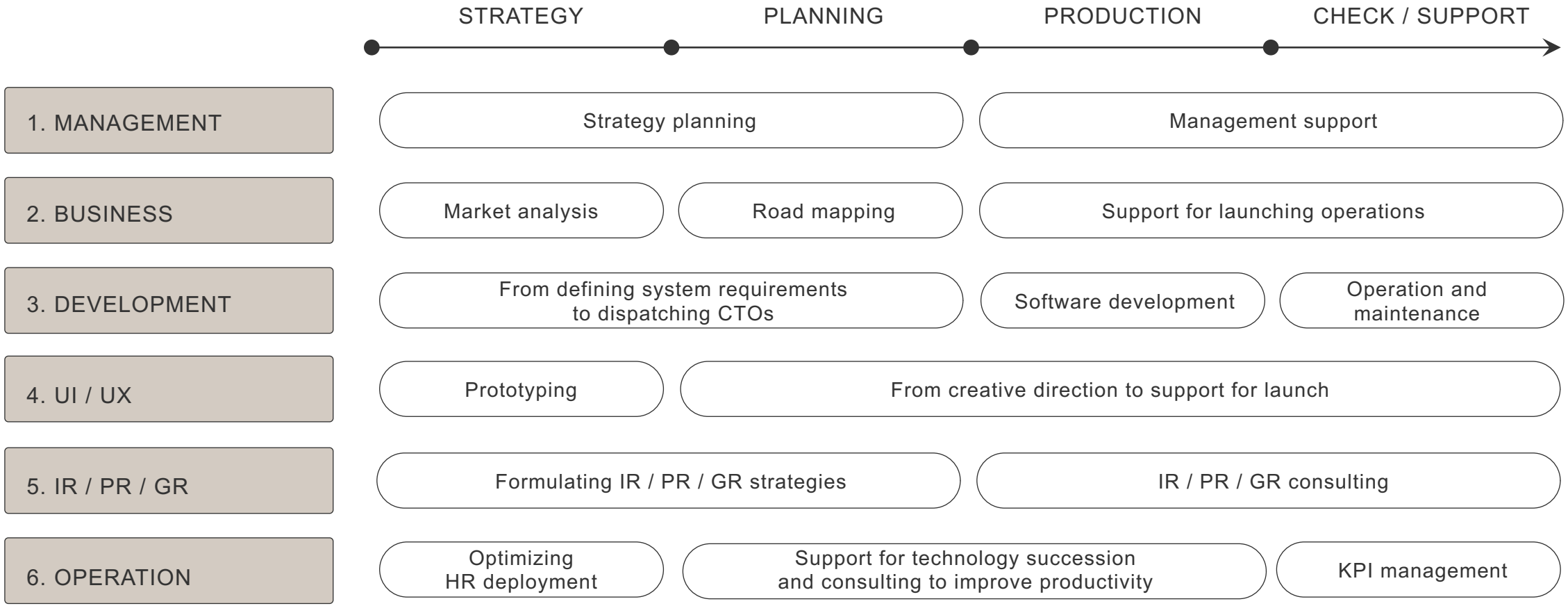
Overview of comprehensive DX support service

Six facets to support companies that need help in promoting DX.



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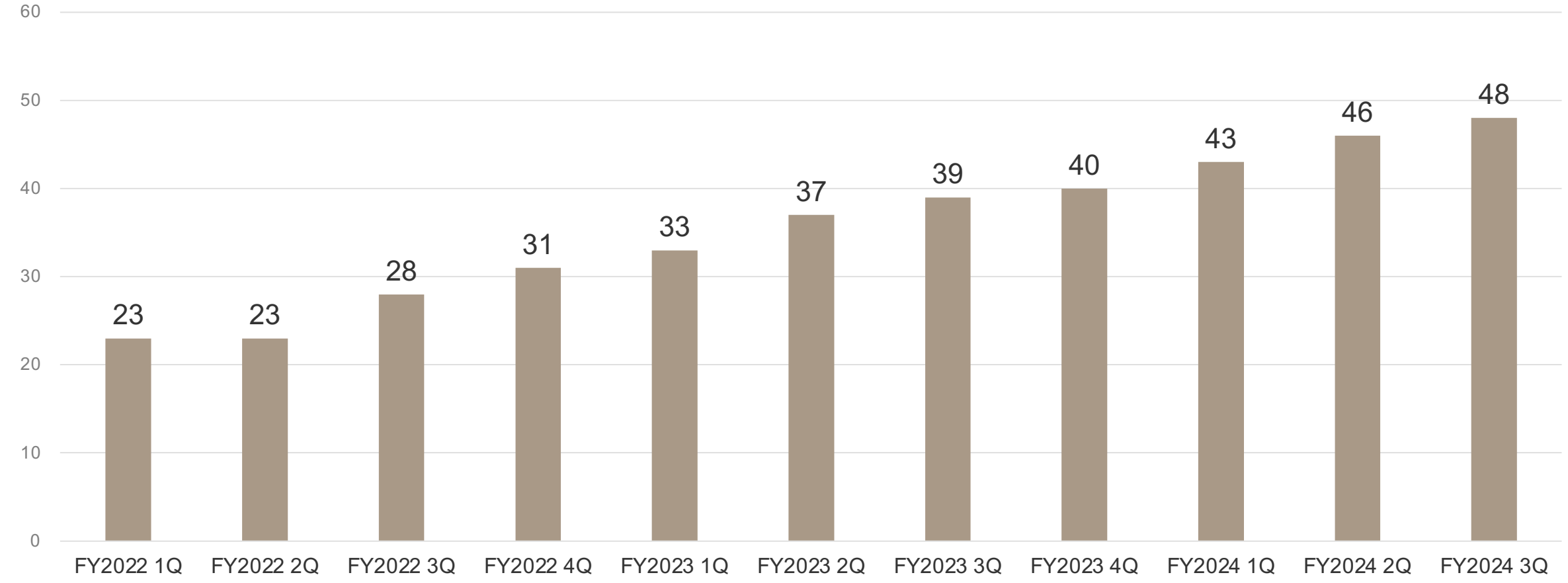
Number of Client Companies of Our Comprehensive DX Support Services

As we provide seamless, end-to-end services that support clients in strategy development to implementation, the number of client companies has steadily been increasing.

Number of client companies of the services (cumulative)



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robot home Business

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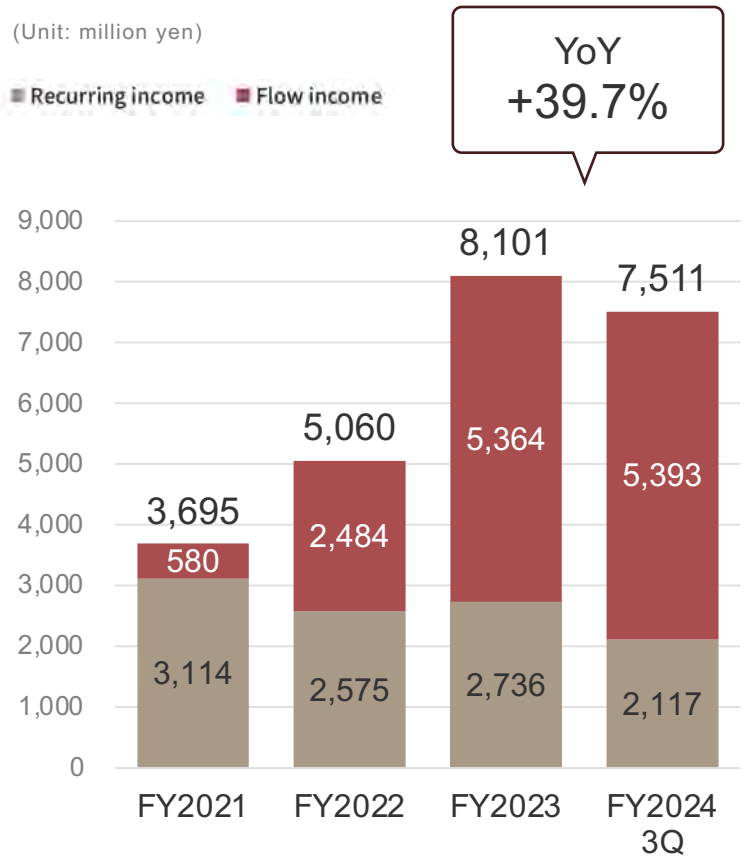
Trend in Financial Results of the robot home Business

Net sales and operating profit of the robot home Business for FY2024 3Q were ¥7,511 million (up 39.7% year on year), and ¥1,758 million (up 44.2% year on year), respectively.

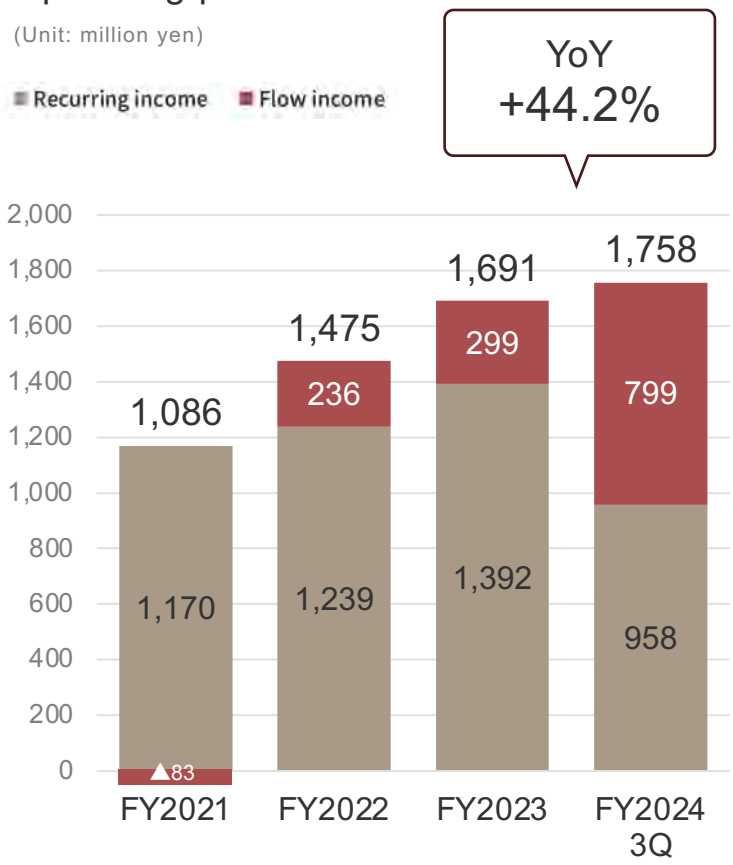
Net sales

(Unit: million yen)



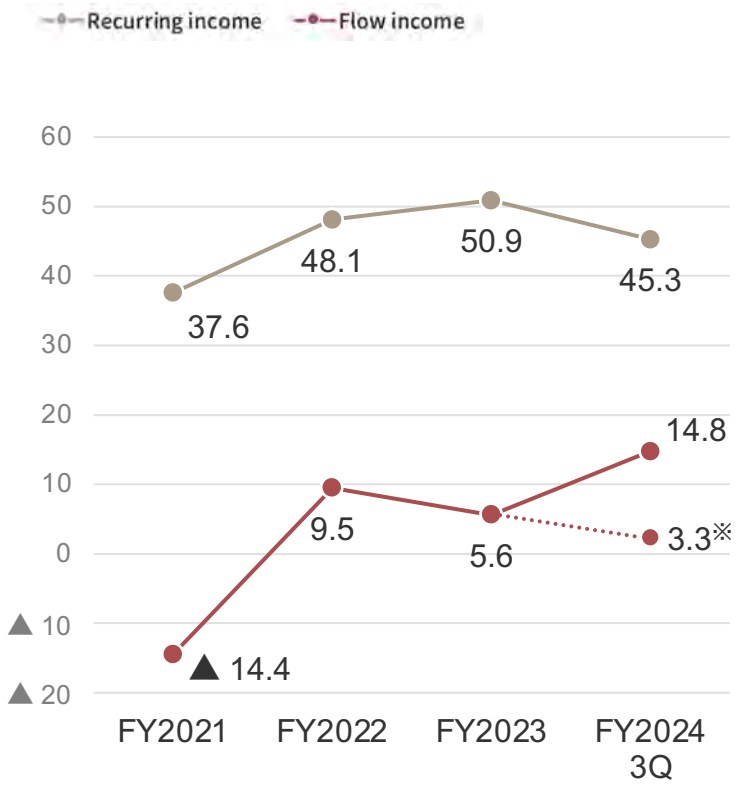
Operating profit

(Unit: million yen)



Operating profit margin

(%)



* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

* Excluding effects due to sales of large-scale inventories (see next page)

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Effects due to sales of large-scale inventories in the robot home business

The following shows the performance of the robot home business excluding effects due to sales of large-scale inventories.

(Unit: million yen)	① FY2024 3Q (Nine months)	② Large-scale inventories	①-② FY2024 3Q (Nine months) *Excluding effects due to sales of ②
Net sales	7,511	1,137	6,374
Flow income	5,393	1,137	4,256
Recurring income	2,117	-	2,117
Operating profit	1,758	659	1,099
Flow income	799	659	140
Recurring income	958	-	958

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Diagram to Summarize the robot home Business

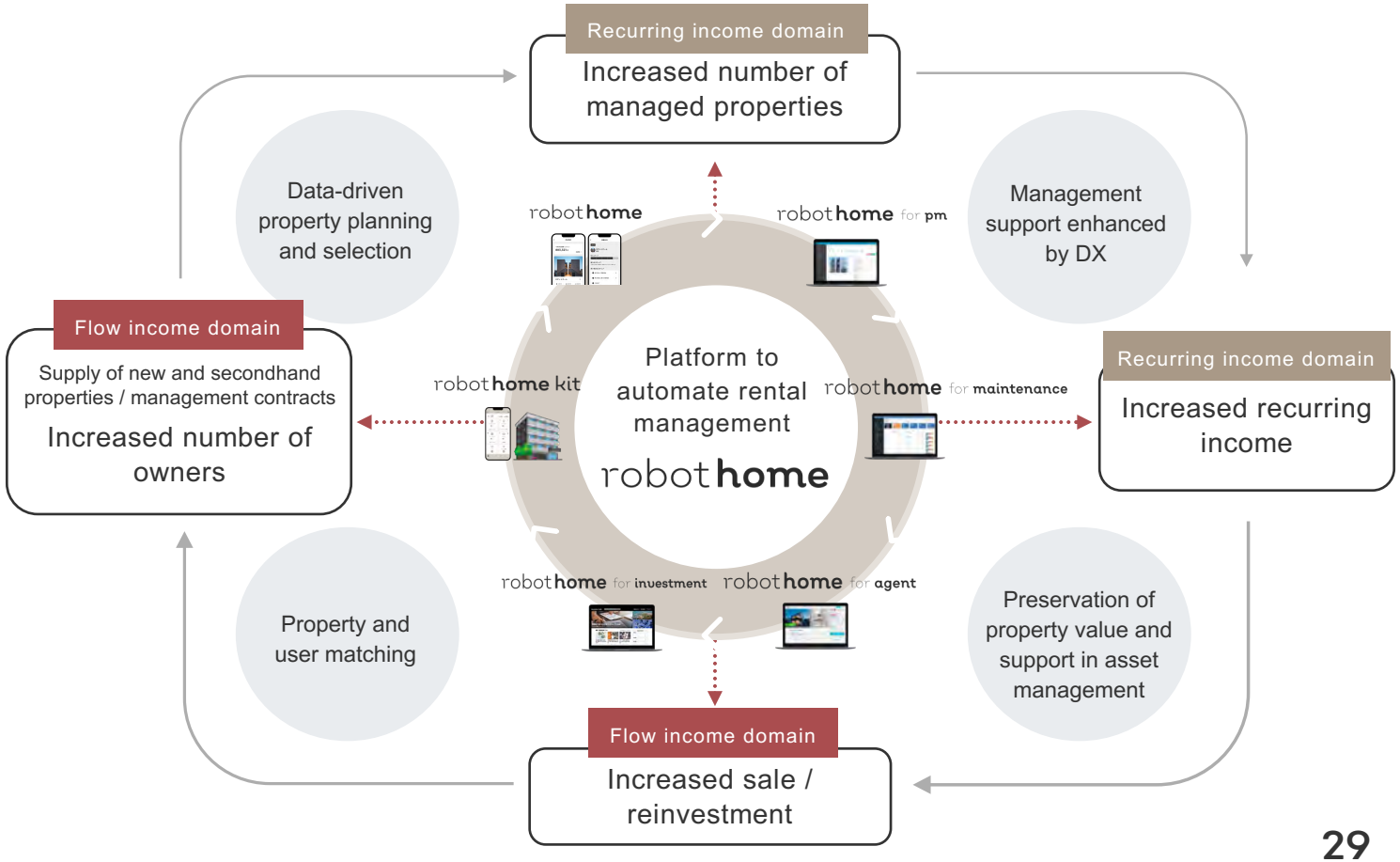
The Company's growth cycle is a virtuous one that involves supply of new and secondhand properties to real estate owners, increased recurring income through management contracts, sale and reinvestment (or additional purchase), and further growth of the circulation on the platform.

Growth in the number of properties supplied and clients

Key continual strategies

- Promoting business alliances that will generate synergistic effects
- Updating services for the affluent
- Enhancing user experience (UX) from sale to reinvestment

Growth of the platform due to the virtuous cycle



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Business model overview

Resister as a member → Invest → Manage → Sell / Reinvest

Flow income



robot home Owner Apps

No. of members 3,272persons

No. of owners 2,205persons

Distribution within the platform

Seller — No. of real estate delivered 33units — Buyer

No. of real estate intermediated 164units

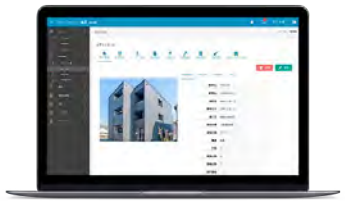
(as of September 30, 2024, total for the fiscal year)

Inflow from flow income to recurring income

Recurring income

Rental property management

robot home for pm



Managed properties 26,883units

Occupancy rate 97.1%

Maintenance

robot home for maintenance

Walk-around cleaning	Fire-fighting inspection	Restoration work
41,863 times	3,697 times	4,238 cases

(as of September 30, 2024, total for the fiscal year)

Company-guaranteed units

15,272 units

Vacant room sharing website

robot home for agent

Registered area	No. of registered agents
26 prefectures	8,840 agents

No. of units into which IoT is introduced

robot home kit

11,550units

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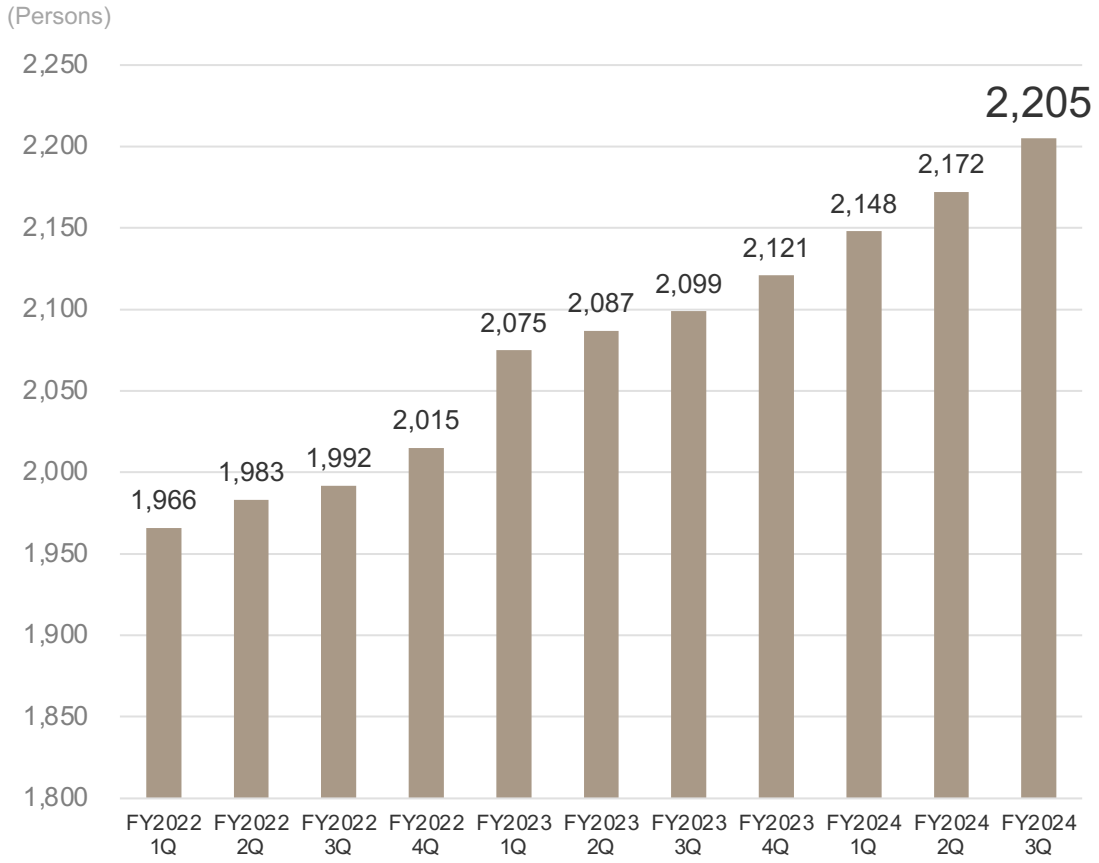
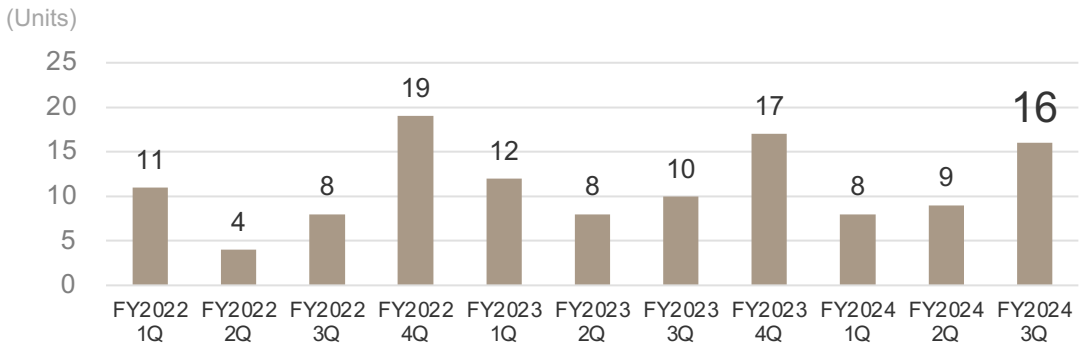
KPIs Related to Flow Income

Boosting the circulation on the platform through the steady rise in the number of property owners

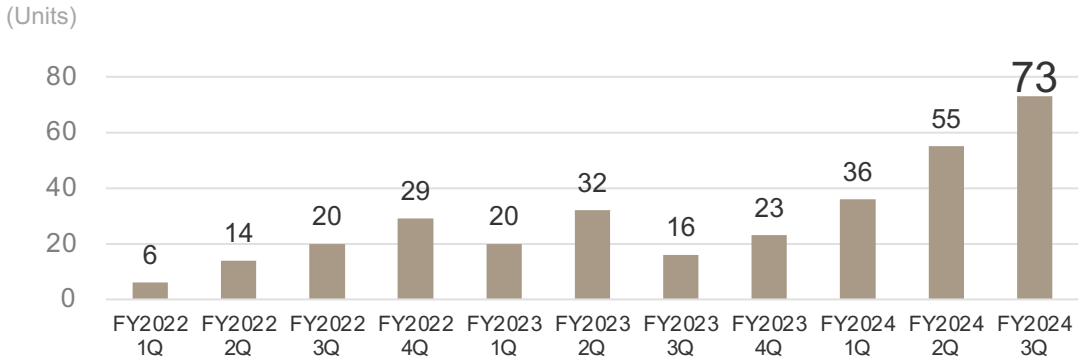
Number of property owners



Number of real estate delivered



Number of real estate intermediated



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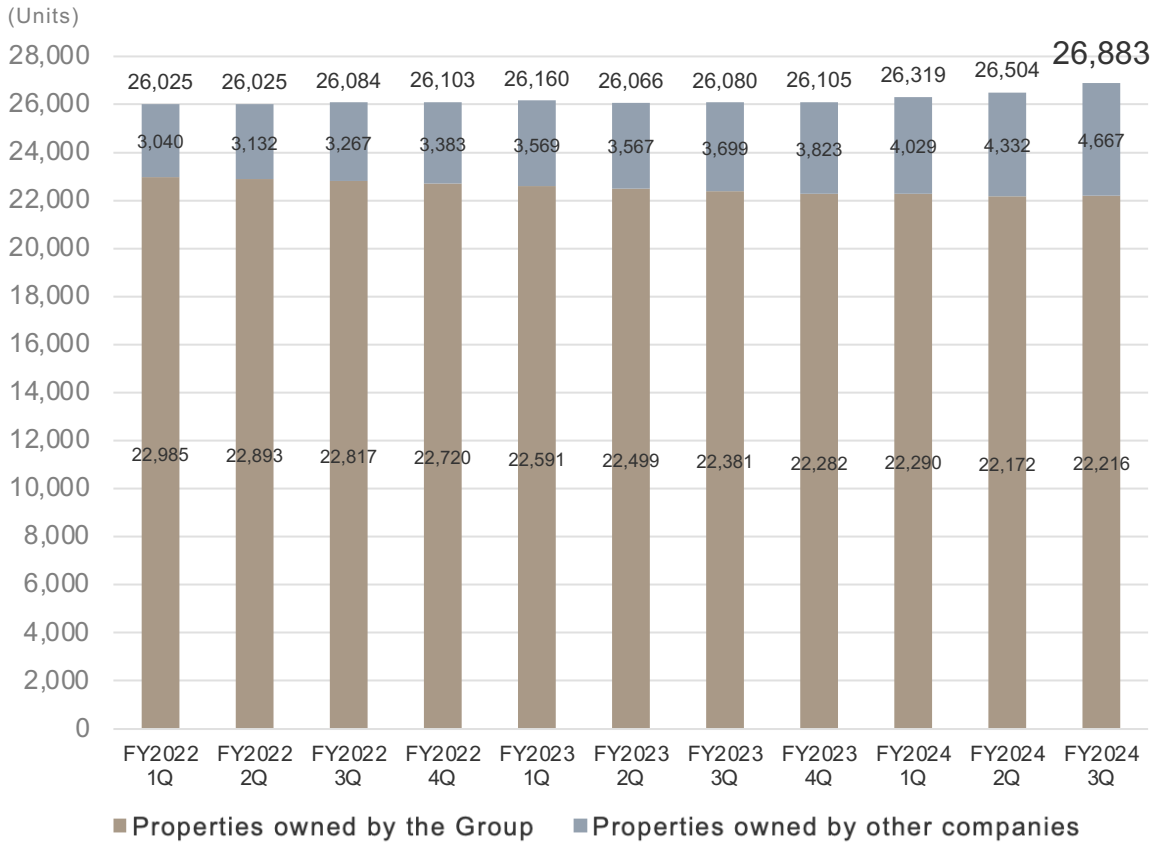
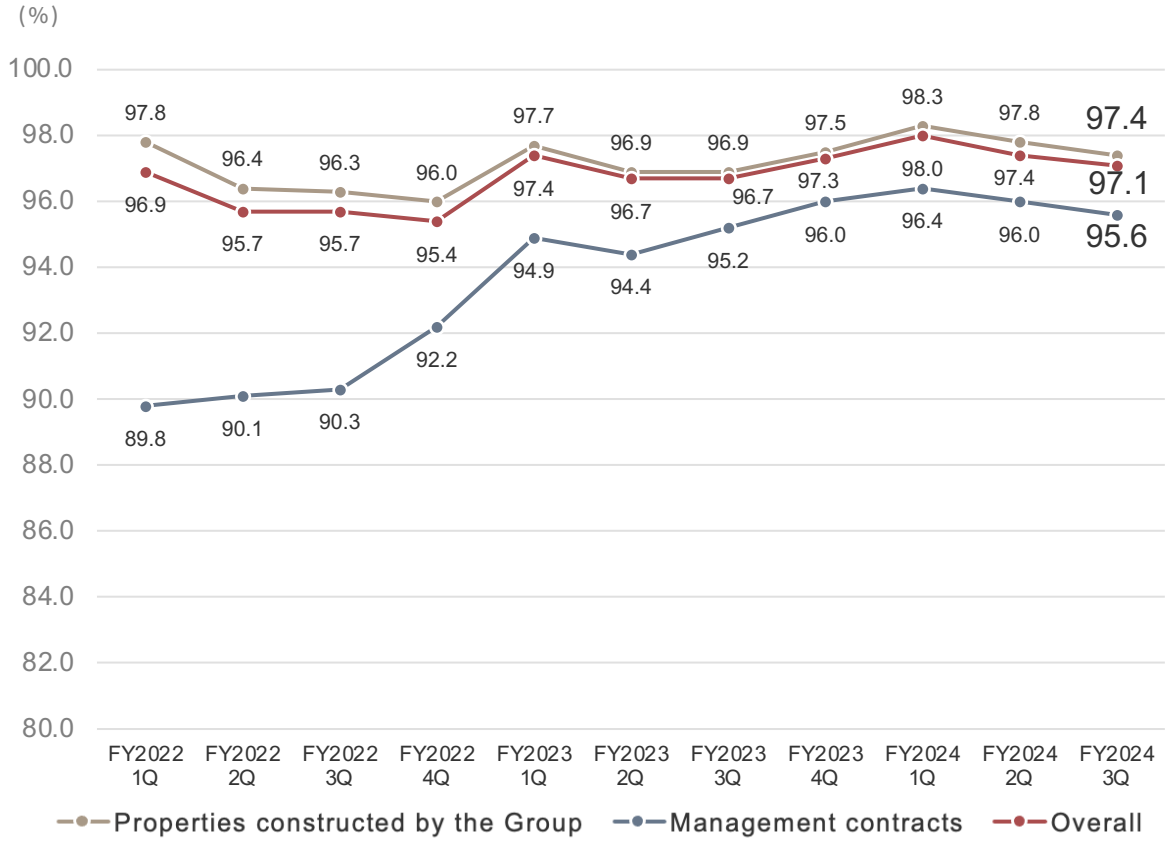
KPIs Related to Recurring Income

The occupancy rate for properties under management contracts has been trending upward. The platform is functioning effectively, maintaining a high occupancy rate.

Managed properties



Occupancy rate



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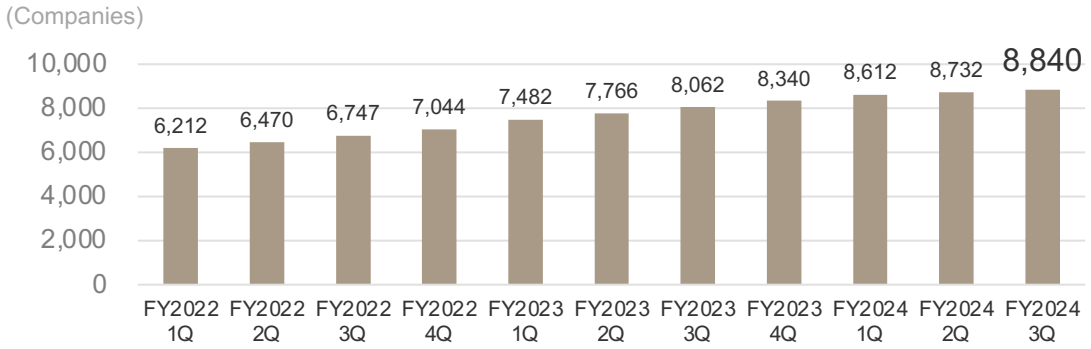
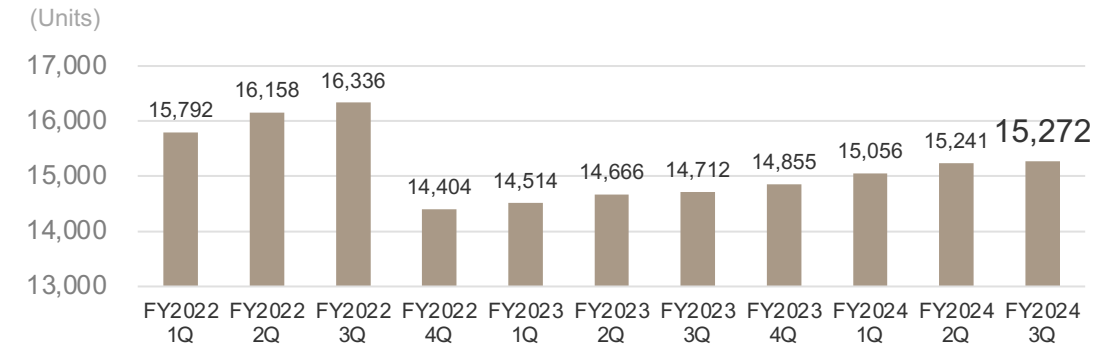
KPIs Related to Recurring Income

As the number of users of the rental property management platform increases, all indicators have been trending positively.

Number of registered agents

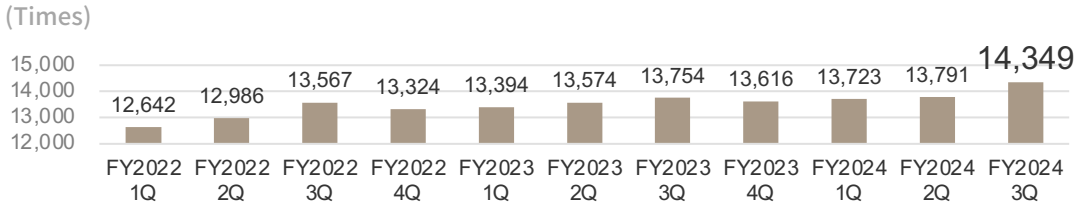


Number of company-guaranteed units

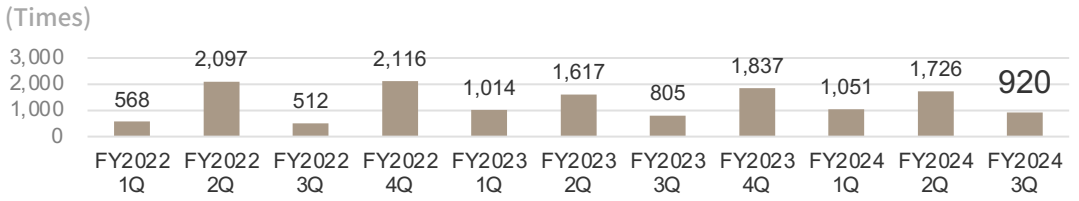


Number of times maintenance tasks are performed

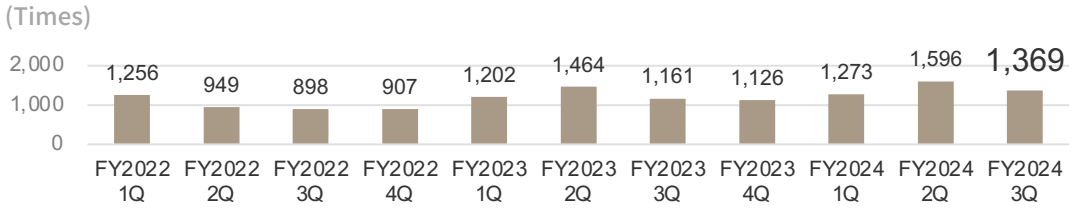
Walk-around cleaning



Fire-fighting inspection



Restoration work



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Develop a platform leveraging technology for rental property management owners

STEP 1

Register as a member



Member registration through various marketing measures and inflow from the platform

STEP 2

Invest



Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property

STEP 3

Manage



Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management

STEP 4

Sell / Reinvest



Asset management concierge service / sale simulation / purchase of a new property

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Connect all players on the platform and automate rental property management

Owner app flow

STEP 1

Member registration

Member registration through various marketing measures and inflow from the platform



STEP 2

Investment

Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property



STEP 3

Management

Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management



STEP 4

Sale / Reinvestment

Asset management concierge service / sale simulation / purchase of a new property



Supply chain integration

robothome for investment



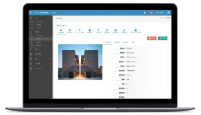
Sale of investment property

robothome kit



Introduction of IoT into property

robothome for pm



Rental property management RPA system

robothome for maintenance



Maintenance company ordering system

robothome for agent



Vacant room sharing website

robothome for investment



Sale of investment property

Relevant player

- New owner
- Land agency
- Builder
- Resident
- Management company
- Cleaning company
- Insurance company
- Agent
- Owner of other company's property
- Owner of multiple buildings

Type of revenue

Flow and recurring revenue through the platform

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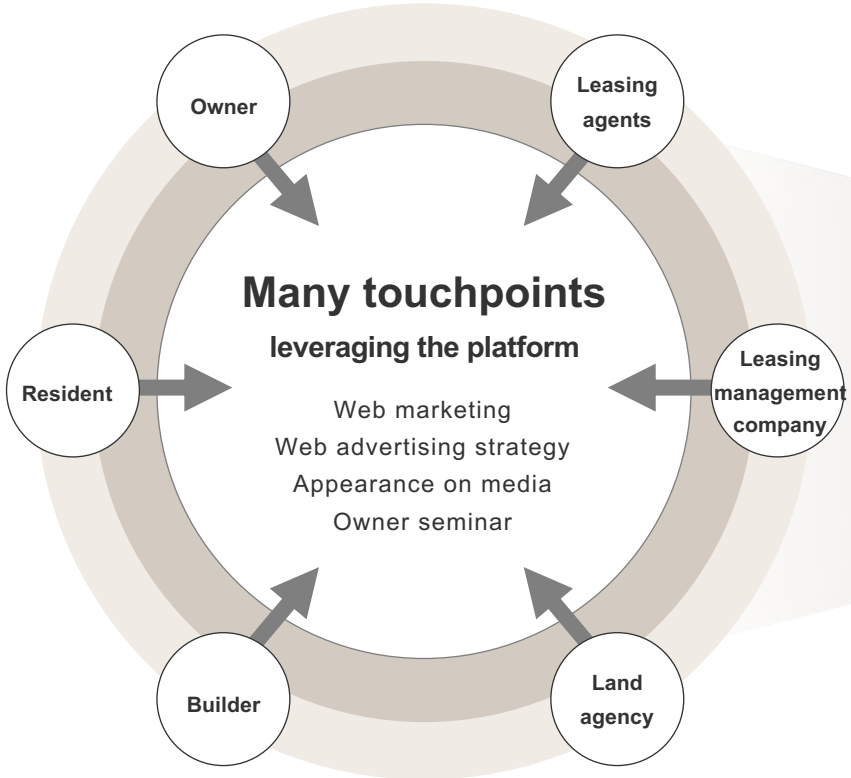
Increase members through many touch points leveraging the platform

Increase members through inflow from the platform while using various marketing measures



Identify potential customers and develop them using the lead approach



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One-stop Asset Building

STEP 1 Register as a member | **STEP 2 Invest** | STEP 3 Manage | STEP 4 Sell / Reinvest

One-stop service, from online purchasing to land contract and construction to delivery

- **Online consultation**

  Choosing land → Selecting a property → Income and expenditure simulation by a concierge

- **Land selection, contracting and delivery**

  Formulating a project plan → Providing land information → Land contract concluded with robot home

- **From builder matching to building completion and delivery**

  Introduction of affiliated builders (or robot home contracts for work) → Conclusion of a contract → View construction progress reports



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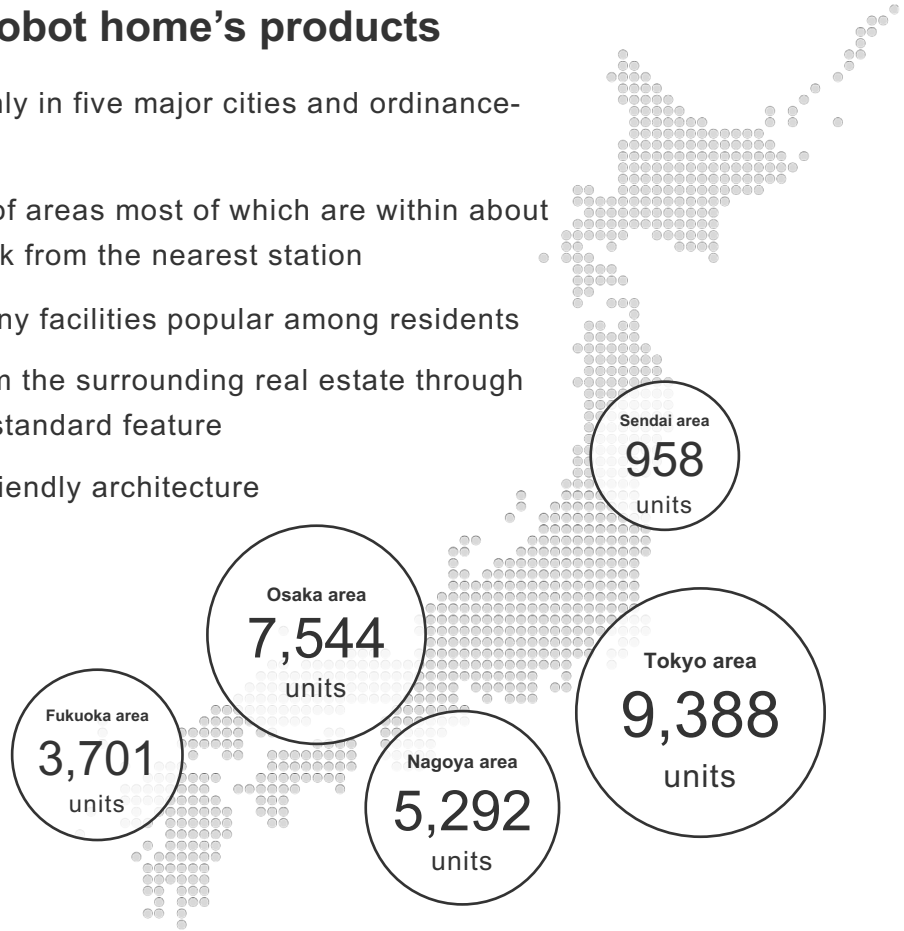
Deployment on a nationwide scale, careful selection of areas in high demand

STEP 1 Register as a member | **STEP 2 Invest** | STEP 3 Manage | STEP 4 Sell / Reinvest

Strengths of robot home's products

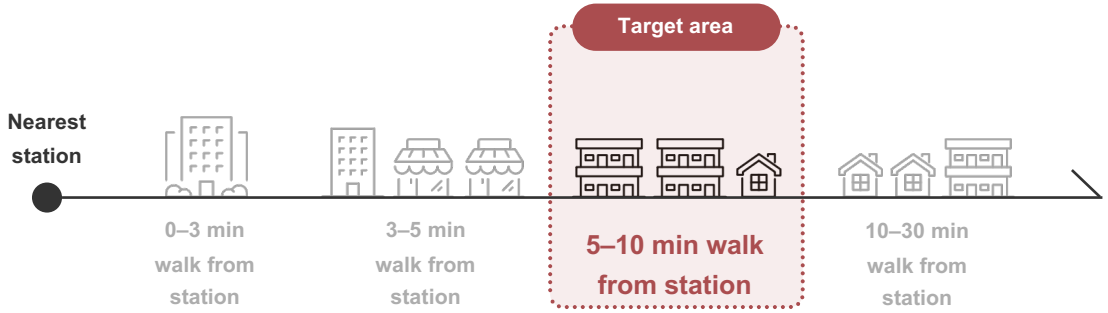
- Development mainly in five major cities and ordinance-designated cities
- Careful selection of areas most of which are within about a 5–10 minute walk from the nearest station
- Introduction of many facilities popular among residents
- Differentiation from the surrounding real estate through IoT adopted as a standard feature
- Environmentally friendly architecture



(as of September 30, 2024)

Development in carefully selected locations

Convenient and profitable locations are carefully selected with the target of areas within a 5–10 minute walk from the station.



Environmentally friendly architecture

Development of properties that receive the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS)



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Rental housing differentiated through IoT

Real properties are equipped with, as standard features, various IoT devices that improve residents' convenience. They can be easily operated with a single app.

Indoor Monitor

with video and sound recording function confirms visitors



Universal Remote

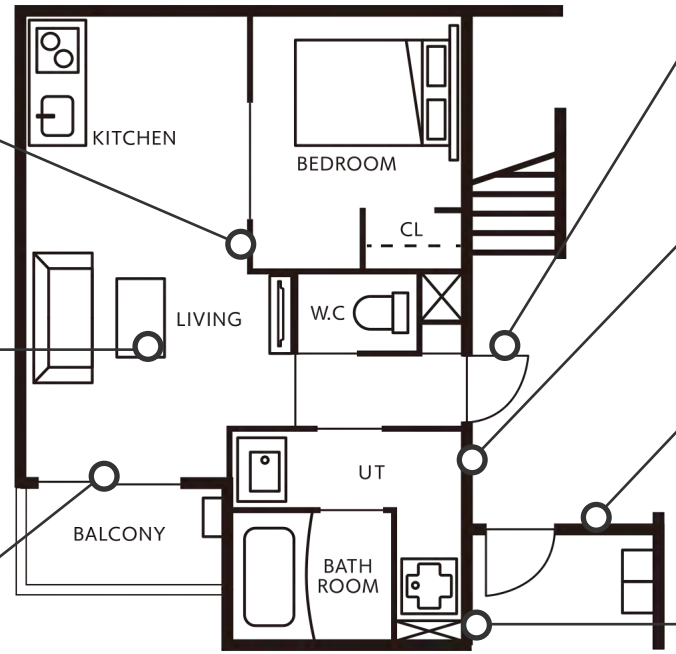
that integrates your infra-red remotes into one



Opening/closing Sensor

detects & notifies window opening/closing





Smart Key

locks/unlocks the door with ten key operation (entering PIN) and handle operation



Intercom

in individual entrances



Home Entrance

camera intercom at building entrance



Outdoor Camera

checks in real time the area around the garbage collection site





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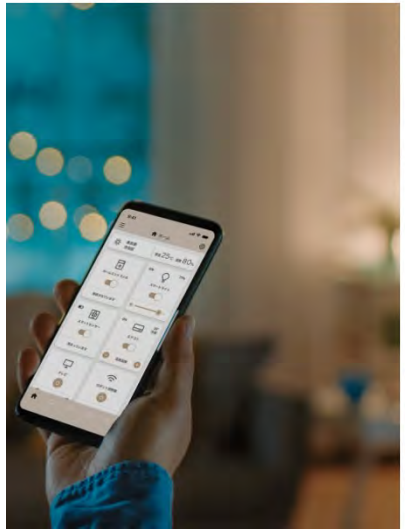
Rental housing differentiated through IoT

STEP 1 Register as a member | **STEP 2 Invest** | STEP 3 Manage | STEP 4 Sell / Reinvest













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Owners can manage rental housing operations with the app

Easy management of remittance statements, periodic reports and other things, through distribution using the app.

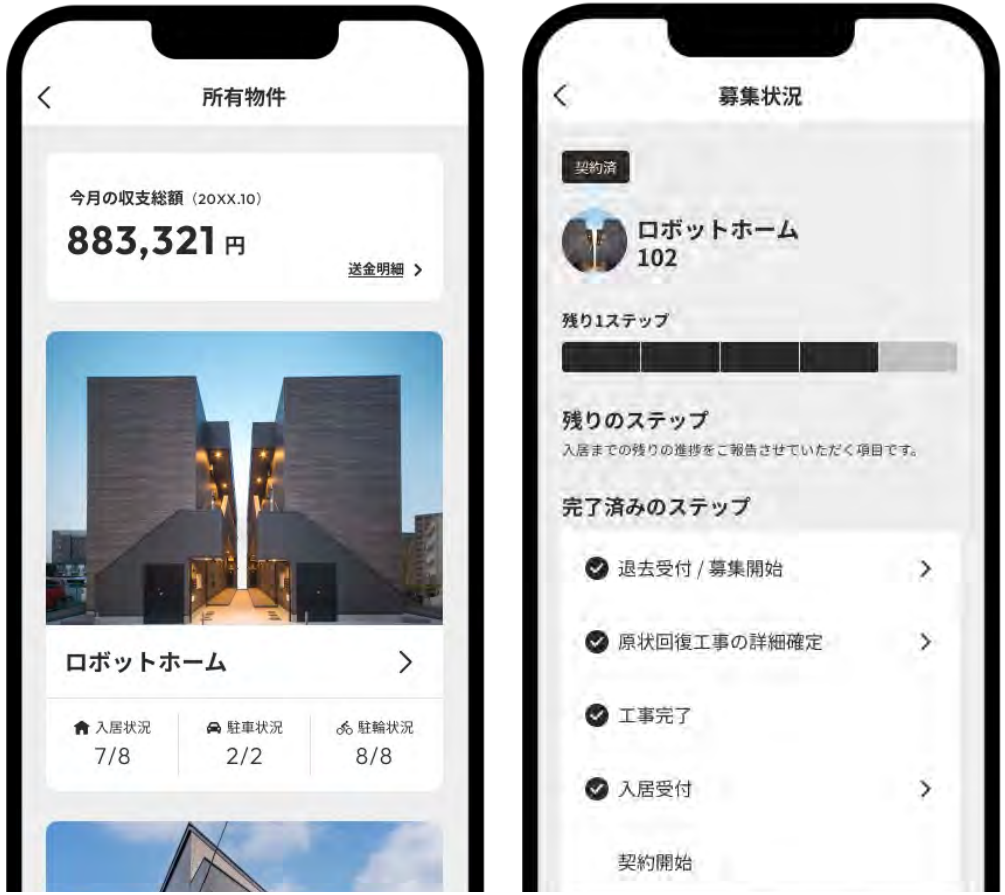
Thoroughly streamline all operations of rental property management, from move-in through move-out to an advertisement for tenants, using the app

Real property management
Shows the occupancy statuses and logs of real property

Request for an advertisement for tenants
Checking the status and conditions of the advertisement is possible

Credit management
Shows monthly rental payment and expenses

Chat
The chat can be used to consult about daily problems



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Owners can manage rental housing operations with the app

STEP 1 Register as a member | STEP 2 Invest | STEP 3 Manage | STEP 4 Sell / Reinvest

Significantly reduce time from move-out to finding a tenant. Prevent opportunity loss due to vacancy, and maximize the return on investment.



During occupancy

Checking of the status of occupancy, credit management, and online contract conclusion. The chat can be used to consult about problems.



Receipt of a move-out request to restoration

A push notification on receipt of a move-out request. Proceed to putting ads for tenants and placing orders for restoration work.



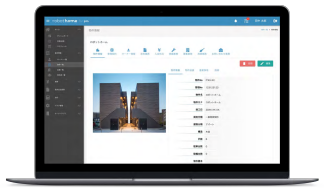
Finding tenants

Analyzing the response of owned properties through system integration with a vacant room sharing website.

Notify Approve

Report

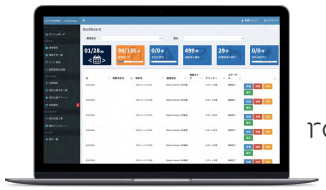
Report



Rental property management RPA system

robothome for pm

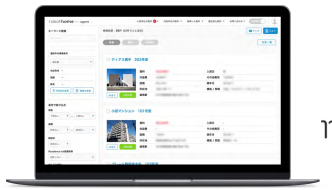
Link



Real property maintenance ordering system

robothome for maintenance

Link



Vacant room sharing website

robothome for agent

*Image UIs are contained.

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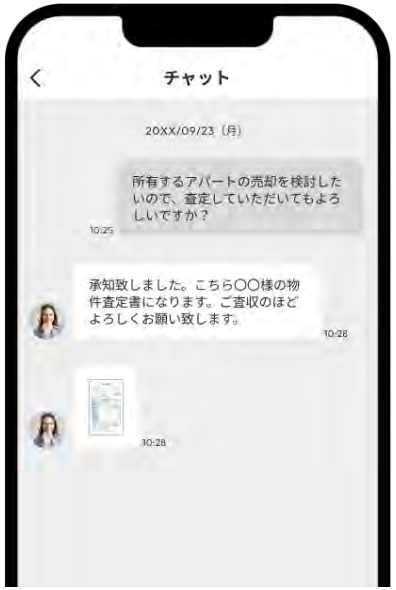
Support for sale and reinvestment

STEP 1 Register as a member | STEP 2 Invest | STEP 3 Manage | STEP 4 Sell / Reinvest

Support owners' asset building, and promote distribution within the platform

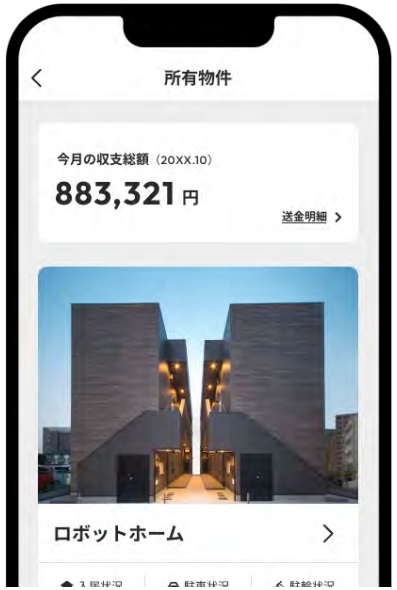
Consultation using the chat



Prompt appraisal



Sale / Reinvestment



Further expansion of flow and recurring revenue resources

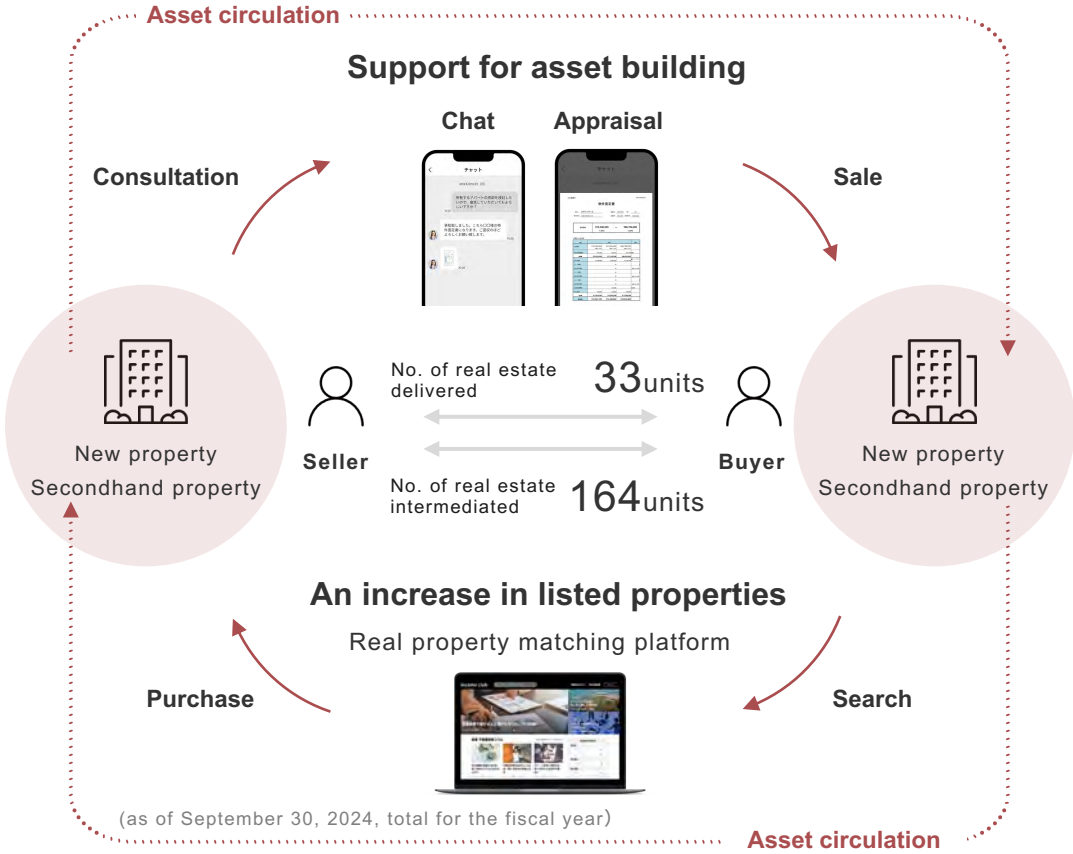


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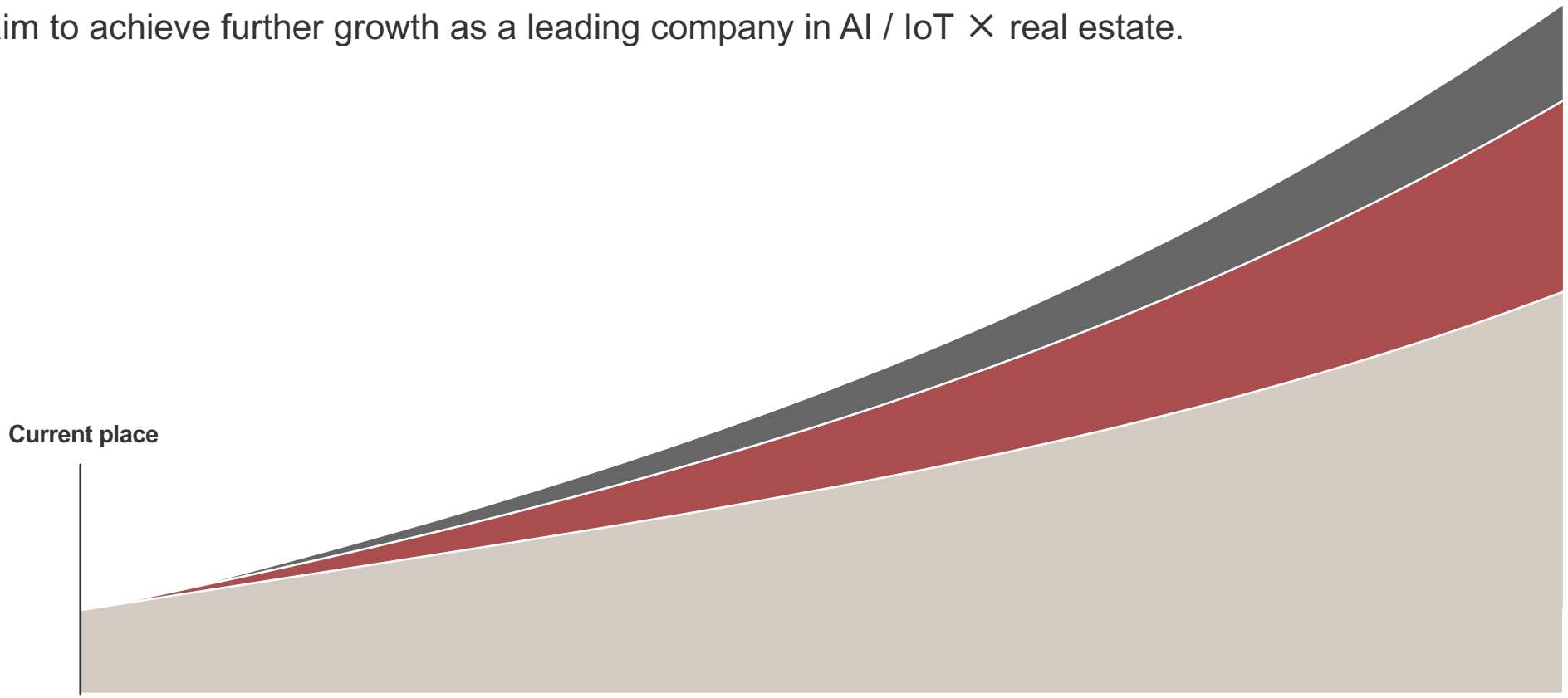
Image of medium- to long-term growth based on a recurring-type revenue structure achieved by technology

We strive to create new value by leveraging our rental property management platform, and aim to achieve further growth as a leading company in AI / IoT × real estate.



New value creation using DX

Flow income

Drive sustainable expansion of platform

Recurring income

Stable growth of recurring revenue using platform

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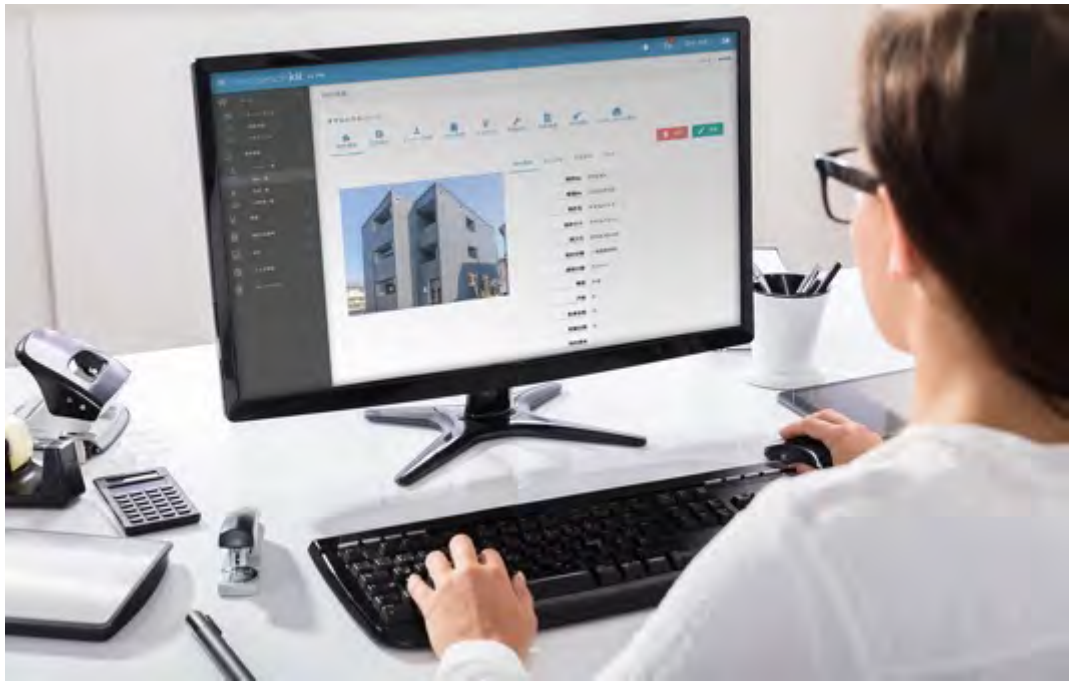
Our SDGs initiatives

Contribute to building comfortable cities through rental housing management services that take advantage of RPA and human resources



Contribute to building comfortable cities by streamlining operations with RPA and providing high-quality services. Take a tenant-first approach to enhance readiness for responding to requests by further expanding the rental housing management domain and developing a total support structure for rental management.



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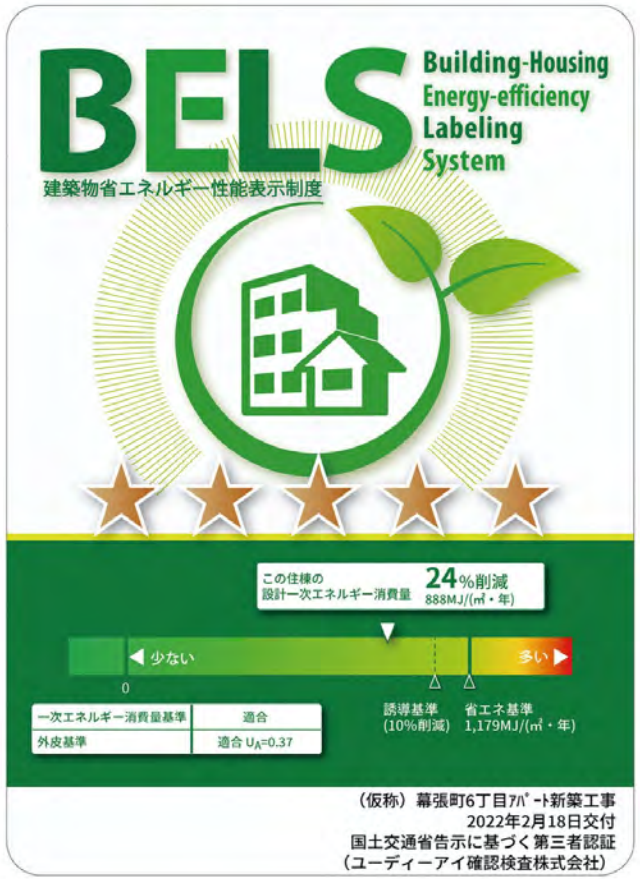
Our SDGs initiatives

Development of environment-friendly properties with the highest rank for energy-efficiency performance





“CRASTINE +e,” an investment apartment with superior energy-efficiency performance developed by the Company, received the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS) under which a third-party organization evaluates the energy-efficiency performance of buildings in accordance with evaluation standards provided by the MLIT.

BELS is a public certification system that evaluates buildings’ energy-efficiency performance on a five-scale rating that real estate agents and certain other parties are required to make efforts to label under the Act on the Improvement of Energy Consumption Performance of Buildings (Building Energy Efficiency Act) enforced in April 2016.

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Our SDGs initiatives

Promote diversity management that values diversity and creativity



Maintains sound diversity management: 43.3% female employees ratio, 100% parental leave taken by female employees, and 76.9% paid leave taken (as of December 31, 2023). We have employees with other jobs and those who are from other countries. We value diversity and creativity of our employees and promote the creation of workplaces where employees can work at ease while respecting their individual life plans.



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3. Appendix

Providing next-generation DX rental housing

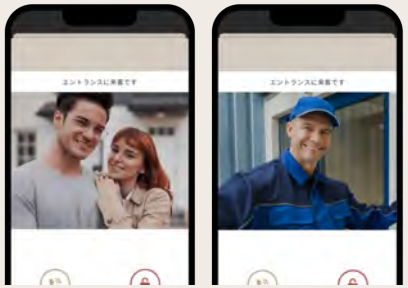
CASE 01 | HOME ENTRANCE

Allows users to confirm a visitor and unlock the door with the smartphone even from outside the home

Unexpected visitor

	In front of multiple dwelling entrance	In front of individual entrance	Before entry
	 Intercom for multiple dwelling	 Intercom for individual entrance	 Smart key
Friend / family member	✓	✓	✓
Courier	✓	✓	✗
Stranger	✓	✗	✗

Remote open/close control



It is reassuring to be able to see the visitor's image on the monitor even from outside the home

Requires no real key	Open multiple dwelling entrance
Reduces redelivery risk	Open only multiple dwelling entrance
Improves security	Not open as the visitor is a stranger

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Providing next-generation DX rental housing

CASE 02 | OPEN / CLOSE SENSOR

Install security measures at windows, a major route of intrusion → Instant notification to the app improves security

Enables an instant response, including notifying the police

Someone is entering the house from the window



Open or close the window

Sensor detects opening or closing of the window



Send notification to the app



Supplemental information

The most common burglars' entry points at apartment houses (third and lower floors) in FY2022 were “front entrances at 47.3%, followed by windows at 40.7%.”

* Source: Data published by the Metropolitan Police Department

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Providing next-generation DX rental housing

CASE 03 | OUTDOOR CAMERA

Outdoor security camera effective for crime prevention

- **Deterrent effect on criminal acts**

  The installation of a security camera scares away potential intruders, which is expected to prevent criminal acts from occurring.

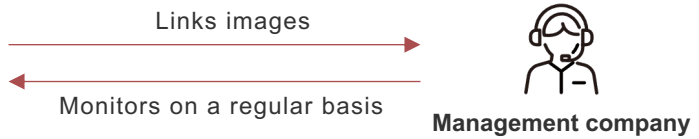
- **Identifying suspicious persons and recording evidence videos**

  If a suspicious person or intruder is detected within the premises, recorded images and videos can be submitted to the police as evidence.

- **Monitoring the garbage collection site, which is likely to lead to a complaint**

  Action can be taken before issues, such as violation of garbage collection rules and dumping of garbage by non-residents, develop into a claim.





Operates 24 hours a day, 365 days a year

Prevents criminal acts

Resolves dumping issues

* Whether a security camera is installed or not varies depending on the development timing.

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Providing next-generation DX rental housing

CASE 04 | UNIVERSAL REMOTE

Allows users to operate various appliances with a single app

Enables operations with the app

Integrates nature sensor remotes in the house into one



Operation of lights

Not only operations in the room, turning on lights on the way home will prevent the identification of the room, serving as a deterrent to intrusion.

Operation of TV

Users can operate TV while watching the smartphone. In addition to switching channels and adjusting the volume, checking channel guides is also possible.

Operation of a robot cleaner

Enables operation of a robot cleaner equipped with a nature sensor remote, without starting multiple apps.

Operation of an air conditioner

The app enables users to check room temperature and humidity and make the room comfortable before arriving at home.

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Providing next-generation DX rental housing

CASE 05 | CHAT

Making inquiries to the management company becomes stress-free



Even busy people can make inquiries using the chat

Even those who work in the daytime and cannot make a phone call can use the chat to make inquiries to the management company.

Image sharing that better reports the situation

It also allows image transmission and is more convenient than the phone when reporting the situation.

Paperless communication

The management company can also send messages to residents using the chat instead of conventional printed matter.



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Providing next-generation DX rental housing

CASE 06 | BENEFITS TO RESIDENTS

Benefits make daily life more comfortable

As lifestyle contents for residents, we provide services with privileges that make daily life more comfortable.

Lifestyle contents helpful for daily life



first call

Medical consultation with a doctor

A medical consultation service that residents can receive easily using the chat any time.



サマリーポケット

Delivery type storage service

Residents just pack stuff they want to deposit in a box and send it! An easy storage service starting at 110 yen per month.



ORIX CarShare

Car sharing

Residents can easily and economically use a car at the place and time they want. A sign-up campaign is underway!



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Providing next-generation DX rental housing

Toward DX rental housing that is not only convenient but also chosen

In addition to providing new life experiences through DX rental housing, robot home has many facilities conducive to finding tenants. We will strive to develop real properties, which allow owners to conduct real property management without anxiety, by offering services that meet universal demand like security and fit a new lifestyle using technology.



Rankings of popular facilities for real properties designed for single persons

Ranking (ranking in the previous survey)	Facility	robot home property specifications
1(1)	Free internet connection	○
2(2)	Entrance that locks automatically	○
3(3)	High-speed internet	○
4(4)	Delivery box	○
5(5)	Bathroom ventilating and drying device	○
6(6)	Independent washstand	○
7(7)	Kitchen system	○
8(7)	Security camera	○
9(7)	Garbage site available for 24 hours	○
10(12)	Walk-in closet	○

* Source: *Zenkoku Chintai Jutaku Shinbun* (Nationwide Rental Housing Newspaper) (Oct. 2023)
* Some properties do not have all of the above facilities.

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Providing next-generation DX rental housing

Pursuant to Article 31 of the Act on Facilitation of Information Processing, robot home Inc. has been selected by the Minister of Economy, Trade and Industry as a DX-certified operator under the DX Certification Initiative



- **DX Certification Initiative** (From the information released by IPA: Information-technology Promotion Agency, Japan)

The DX Certification Initiative is based on the Act on the Partial Revision of the Act on Facilitation of Information Processing that came into effect on May 15, 2020. The initiative certifies operators that undertake excellent DX initiatives, based on the application by the operator, in light of guidelines established by the Japanese government (*1).

robothome

(*1) The guidelines present a vision for the strategic use of systems in company management. These guidelines were established based on the Act on Facilitation of Information Processing. For details, visit the website of IPA: Information-technology Promotion Agency, Japan.
https://www.ipa.go.jp/ikc/info/dxcp.html (in Japanese)

List of DX-certified operators (in Japanese)

https://www.ipa.go.jp/ikc/info/dxcp-list-202103.html

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Disclaimer regarding forward-looking statements

The materials and information presented in this release include “forward-looking statements.” These statements are based on expectations, forecasts, and assumptions that are subject to risks at the time of release, and include uncertainties that may cause outcomes to differ in substance from these statements.

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

robot home undertakes no obligation to update or revise the “forward-looking statements” included in this release, even in the event of new information, future events, or other circumstances.