First Quarter of FY06/2025
Materials for Financial Results Briefing

AMBITION DX HOLDINGS Co., Ltd.

Stock code: 3300

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Executive summary

(1Q/FY2025 Actual achievement)

- **1Q of FY06/2025: Much higher revenues & earnings**

  Net sales: 111.8% UP Operating profit: 1,700 mil. yen UP (YoY)

  Progress (vs full-term forecasts): Profit already exceeded 40% in 1Q

(Full-term forecasts)

- **FY06/2025 (forecasts): Much higher revenues & earnings**

  Net sales: 53,200 mil. yen

  Operating profit: 3,500 mil. yen (about 30% UP)

  Net profit: 2,200 mil. yen (about 40% UP) (YoY)

  Dividend forecast: 105.00 yen (+68 yen)

  Dividend yield: 6.0% (based on the stock price on Oct. 25, 2024)

Performance highlights

1Q of FY06/2025

Much higher revenues & earnings
Record-high quarterly sales & profit

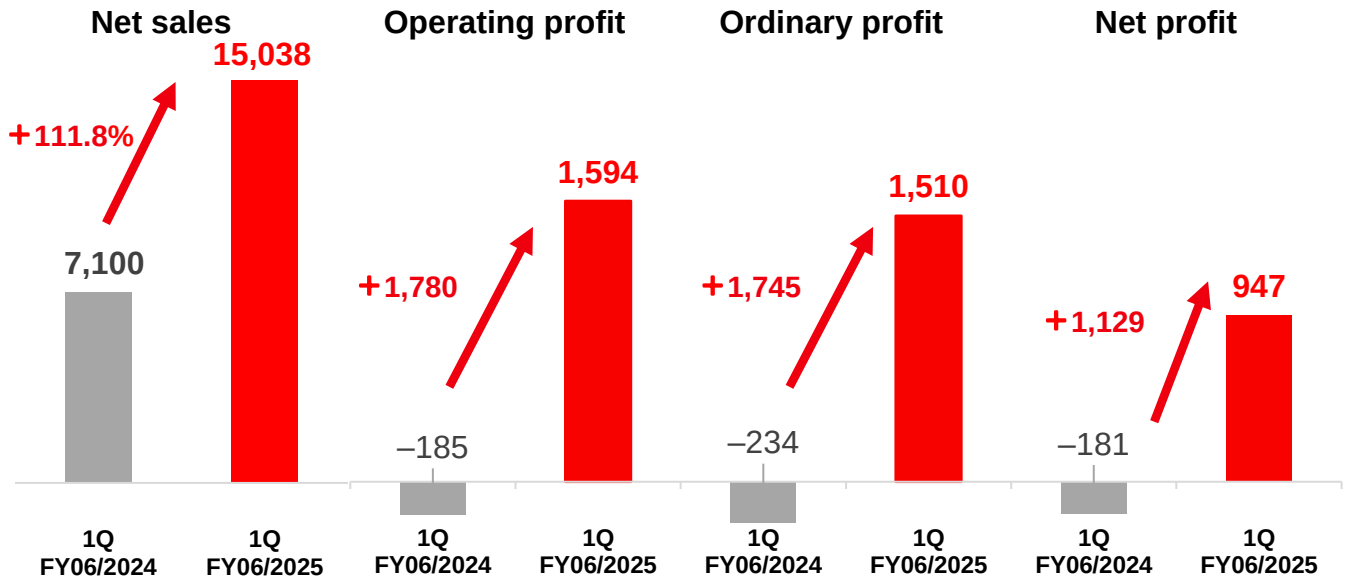
Net sales	Operating profit	Ordinary profit	Net profit
15,038 mil. yen	**1,594** mil. yen	**1,510** mil. yen	**947** mil. yen
QoQ ↑111.8%	QoQ +1,780 mil. yen	QoQ + 1,745 mil. yen	QoQ + 1,129 mil. yen

- Much higher revenues & earnings
- Record-high quarterly sales & profit

- Leasing DX Property Management Business
  Record-high quarterly operating profit: 492 mil. yen ↑ 25.3%
  DX promotion contributed to higher productivity and occupancy rate
- Sales/Purchase DX Investment Business
  Operating profit much increased by 1,754 mil. yen
  New condominiums completed and handed over as planned

- Houses under management: 25,824 (+1,214)
- Subleased: 14,310 (+314)
- Occupancy rate: 98.2% (industry average: 89.4%)

(mil. yen)

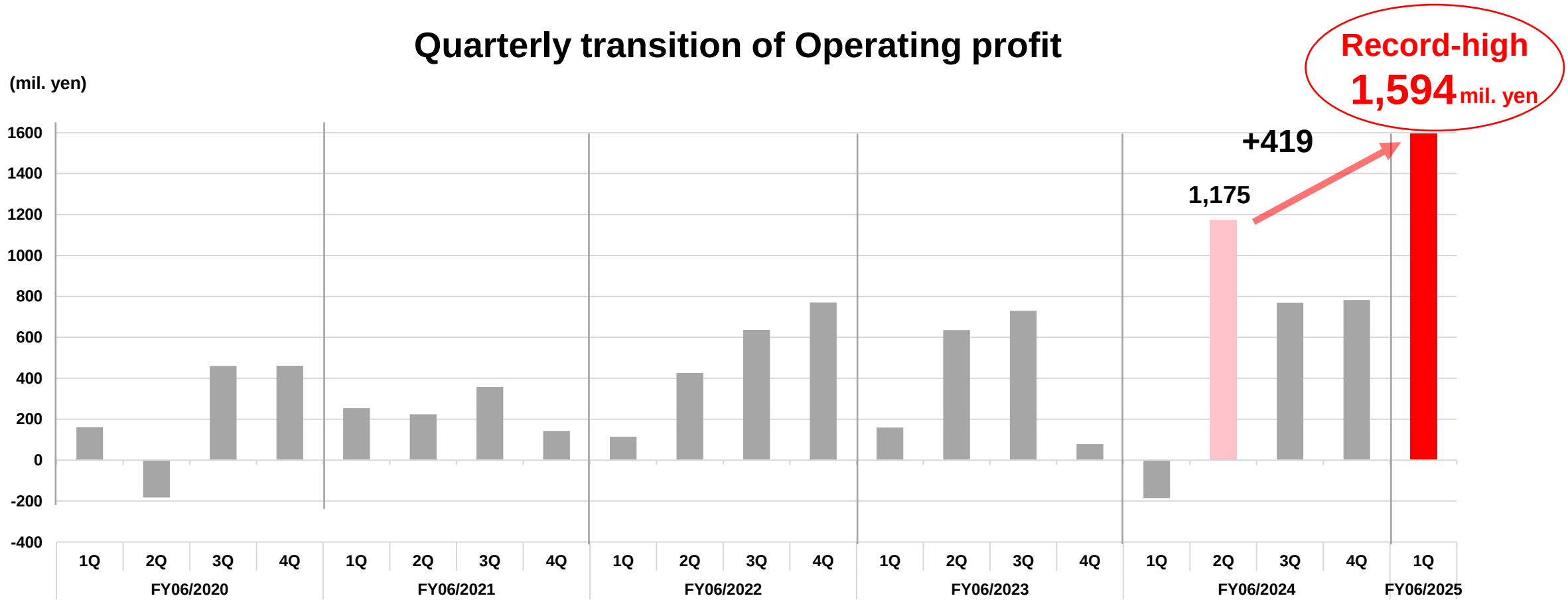


Quarterly transition of Operating profit

- **Achieved record-high quarterly operating profit**

Operating profit in 1Q was 1,594 mil. yen, i.e. 419 mil. yen higher than 1,175 mil. yen recorded in 2Q/FY2024

Quarterly transition of Operating profit



News highlights

Major news in 1Q of FY06/2025

News 1

Higher operational efficiency

Multi-purpose RAG solution

Next-generation AI model “Gemini 1.5”

(2024/07/31)

News 2

Creating new values

Capital tie-up

Real-estate DX company & IoT platformer
ACCEL LAB Ltd.
(2024/09/18)

News 3

Releasing new functionalities

RAC·TECH

LLM
Released new functionalities utilizing Large-scale Language Models (part of AI)
Burden of inputting properties information can be reduced
(2024/09/26)

Financial results overview (company-wide)

Financial results overview

AMBITION DX HOLDINGS

1Q of FY06/2025

Much higher revenues & earnings

- Both sales and profit substantially increased (contributed by Sales/Purchase DX Investment Business segment, whose profit was 1,696 mil. yen)
- Achieved record-high quarterly operating profit (1,594 mil. yen)

(mil. yen)

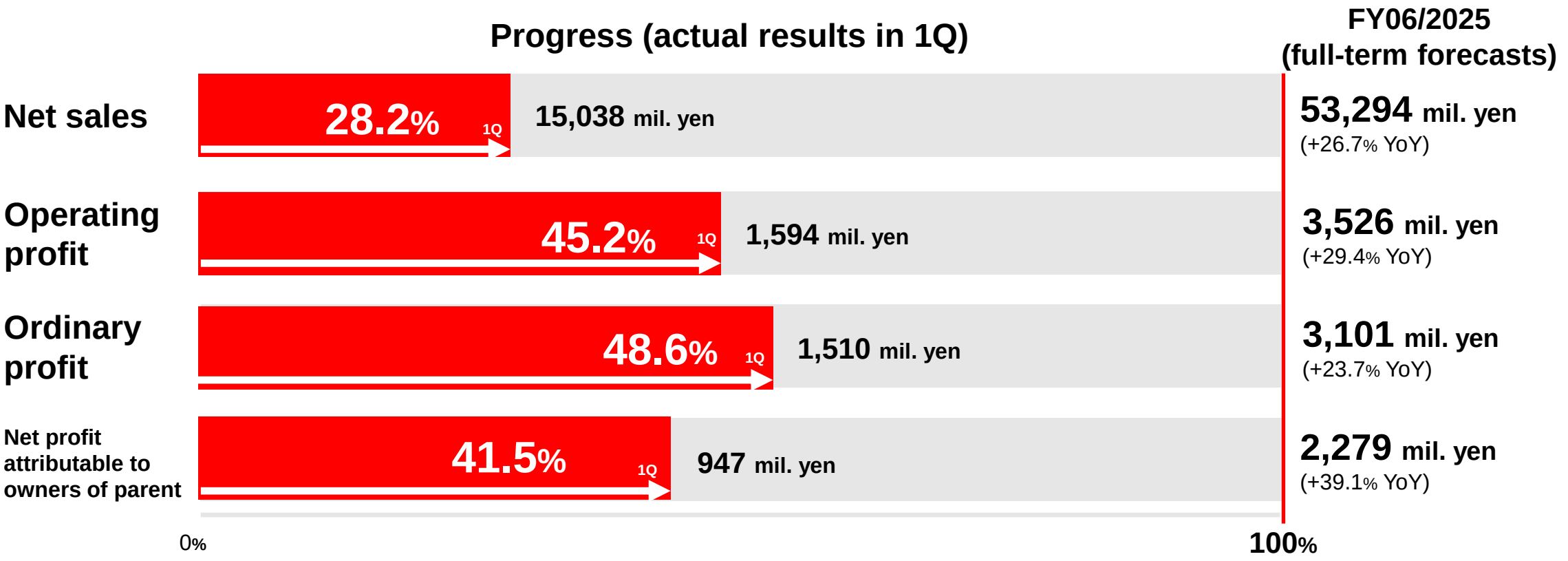
company-wide	FY06/2024 1Q	FY06/2025 1Q	+/– %	+/–amount
Net sales	7,100	**15,038**	↑111.8%	↑7,937
Operating profit	–185	**1,594**	N/A	↑1,780
Ordinary profit	–234	**1,510**	N/A	↑1,745
Net profit	–181	**947**	N/A	↑1,129

Net sales (segment)	FY06/2024 1Q	FY06/2025 1Q	+/– %	+/– amount
Leasing DX Property Management	4,904	**5,038**	↑2.7%	↑133
Leasing DX Leasing Brokerage	162	**177**	↑9.0%	↑14
Sales/Purchase DX Investment	1,777	**9,499**	↑434.5%	↑7,722
Incubation	N/A	N/A	N/A	N/A
Others / Real-Estate DX	255	**322**	↑26.1%	↑66

Profit (segment)	FY06/2024 1Q	FY06/2025 1Q	+/– %	+/– amount
Leasing DX Property Management	393	**492**	↑25.3%	↑99
Leasing DX Leasing Brokerage	–52	**–53**	N/A	↓1
Sales/Purchase DX Investment	–58	**1,696**	N/A	↑1,754
Incubation	–2	**–25**	N/A	↓22
Others / Real-Estate DX	–15	**11**	N/A	↑26

Progress (vs full-term forecasts)

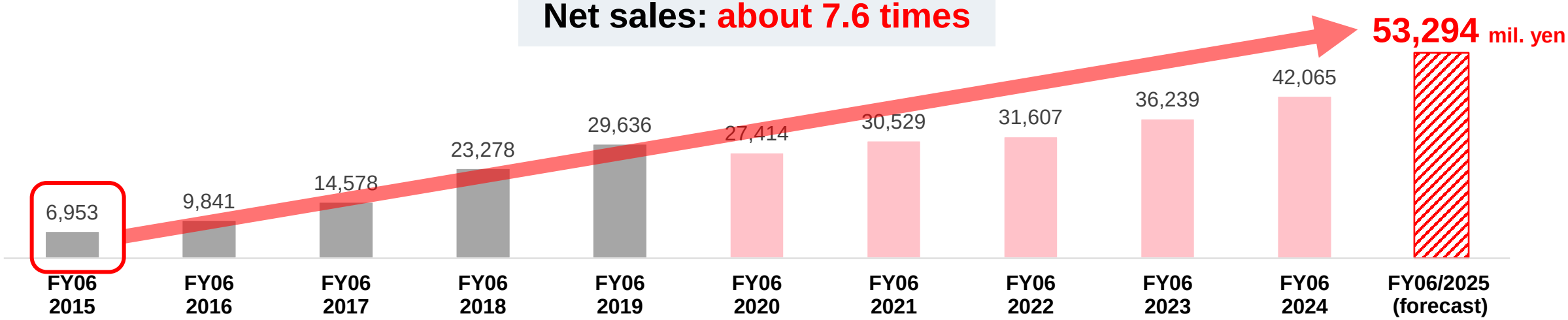
- Both sales and profit have been achieved as planned
- Especially, Ordinary profit has already reached 48.6% in 1Q



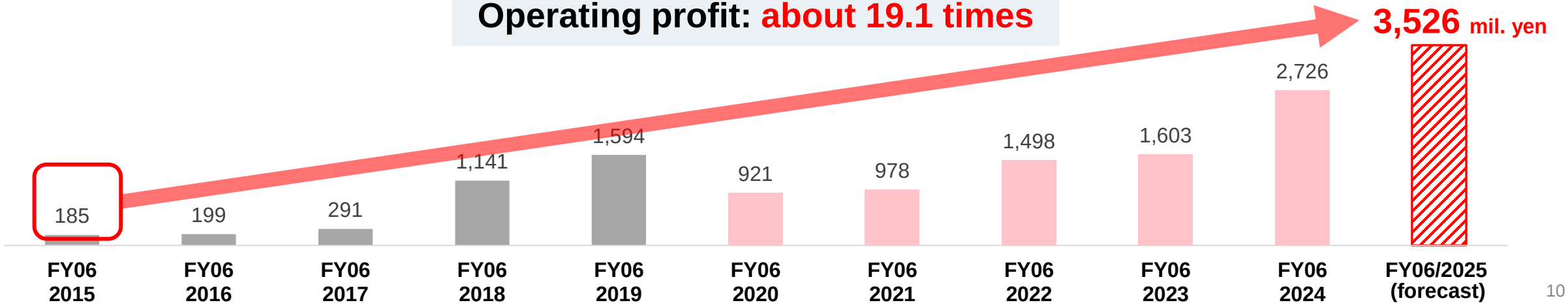
Performance trend (Net sales and Operating profit)

- **Ongoing growth of revenues & earnings for 5 consecutive terms (forecast)**
- **Net sales and Operating profit are expected to be about 7.6 times and 19.1 times higher (vs FY06/2015)**

Net sales: about 7.6 times

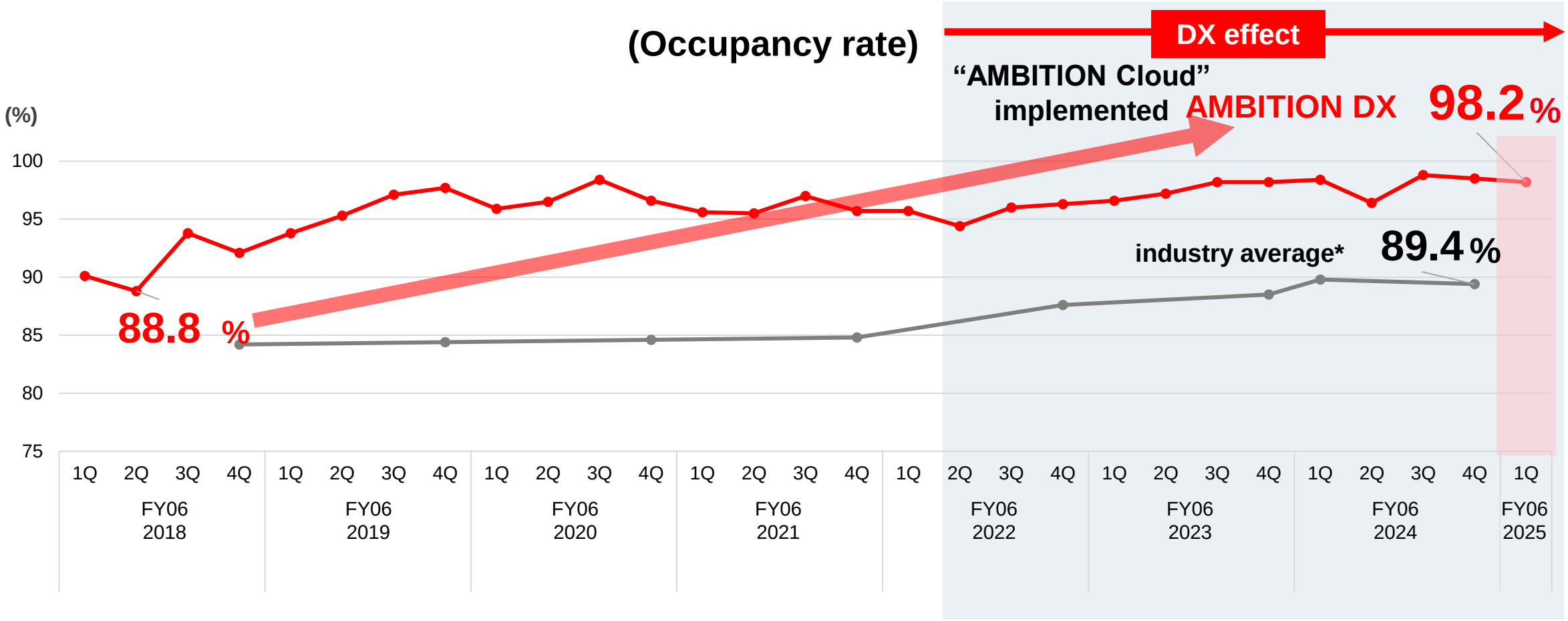


Operating profit: about 19.1 times



Occupancy rate

- **Occupancy rate is as high as 98.2%**
  DX Effect: "AMBITION Cloud" realized higher operational efficiency and productivity
- **Ongoingly surpassing industry average (89.4% on the latest data)**



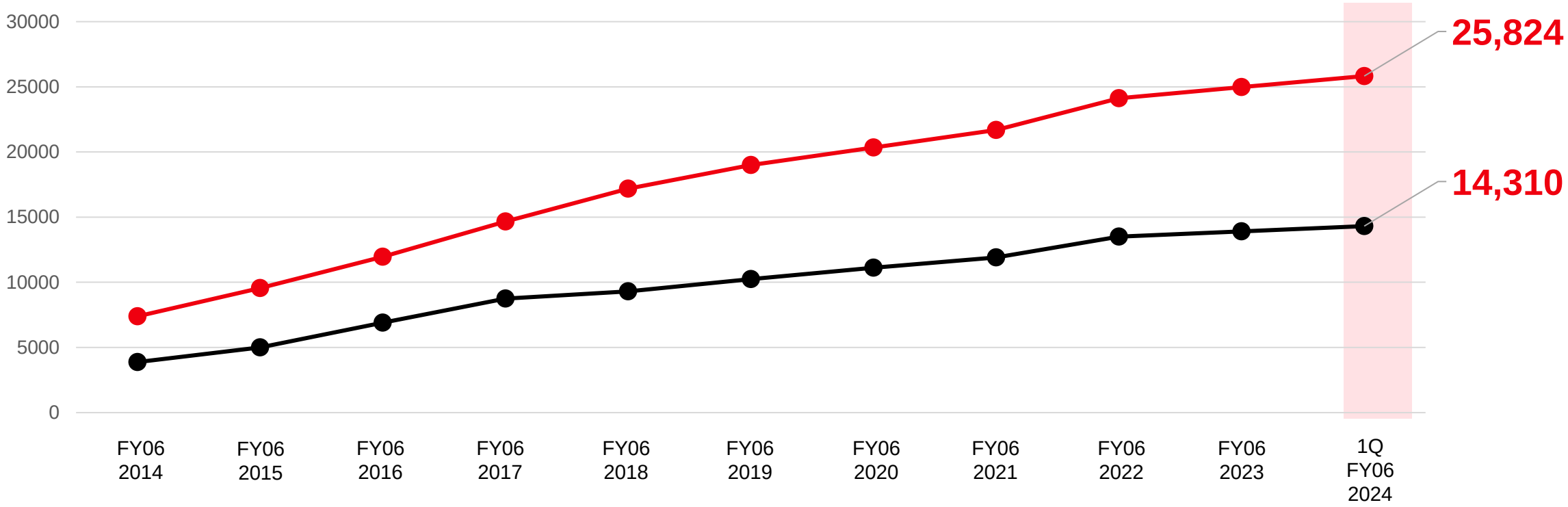
* Source: TAS Corp., "Rental Housing Market Report" (calculated from vacancy rate in Tokyo)

Number of houses under management

- **Houses under management: 25,824 (↑1,214)**
  Subleased: 14,310 (↑314)
- **Increased in houses under management leads to higher revenues/earnings**

	FY06/2024 1Q	FY06/2025 1Q	increase (YoY)	YoY
Number of houses under management	24,610	**25,824**	+ 1,214	+ 4.9%
Number of subleased houses under management	13,996	**14,310**	+ 314	+ 2.2%

(houses)



Statement of Income

- **Both sales and profit increased**
- **Especially, every profit item Especially, every profit item substantially increased**

(mil. yen)	FY06/2024 1Q	FY06/2025 1Q	+/–%	+/–amount
Net sales	**7,100**	**15,038**	**111.8%**	**7,937**
Gross profit	**1,104**	**3,172**	**97.9%**	**2.067**
SG&A expenses	**1,290**	**1,577**	**22.3%**	**287**
Operating profit	**–185**	**1,594**	N/A	**1,780**
Ordinary profit	**–234**	**1,510**	N/A	**1,745**
Net profit before taxes	**–234**	**1,494**	N/A	**1,728**
Net profit	**–181**	**947**	N/A	**1,129**

Balance Sheet

- Procurement of real estate for sale ran smoothly.
- Lead time up to sales could be shortened, maintaining high level of inventory turnover rate

(mil. yen)	FY06/2024	FY06/2025 1Q	+/–amount
Current assets	20,654	22,811	2,156
Real estate for sale	9,291	10,592	1,301
Non-current assets	4,656	4,434	–222
Total assets	6,237	7,747	1,509
Current liabilities	26,892	30,558	3,666
Non-current liabilities	8,344	12,247	3,902
Net assets	12,397	11,476	–921
Total liabilities and net assets	6,150	6,835	684
Current assets	26,892	30,558	3,666

- Real estate for sale
  Smooth procurement

- Real estate for sale in process
  Smooth commercialization

Financial results overview (by segment)

Segments

- **Five business segments entirely cover the variety of real estate business, building up our robust business base**
- **Proactive investments in growing fields drive further growth**

Leasing DX	**Property Management**	• Builds up stable business foundation with subleasing business and leasing management business for residential properties • Next-generation management system “AMBITION Cloud” drives higher operational efficiency and productivity • Interior works (FRIEND WORKS)
	Leasing Brokerage	• Brokerage business for leased properties, mainly those managed by the Company; • High leasing ability of this segment contributes to the high occupancy rates maintained by the Property Management Business
Sales/ Purchase DX	**Investment**	• VERITAS INVESTMENT (subsidiary): Develops its business around selling self-developed studio apartments for investment in new building • Investment Division of the Company: By means of its ability to purchase properties from diverse routes, rolls out purchase/resale of and sales after renovation of condominium apartments with emphasis on location
Incubation		• AMBITION VENTURES (subsidiary): Invests in venture companies which carry out businesses highly compatible with those of the Group • Provides support to invested companies through capital tie-up, leading to earnings via IPO of investees or other means
Others / Real-Estate DX		• “AMBITION Me” (app for residents) contributes to maximization of LTV (Life Time Value) in Leasing DX • Real Estate DX Business, Overseas Systems Business, Small Amount Short-term Insurance Business (HOPE), and ZEH/Utilities Business (DRAFT)

Net sales proportions (by segment)

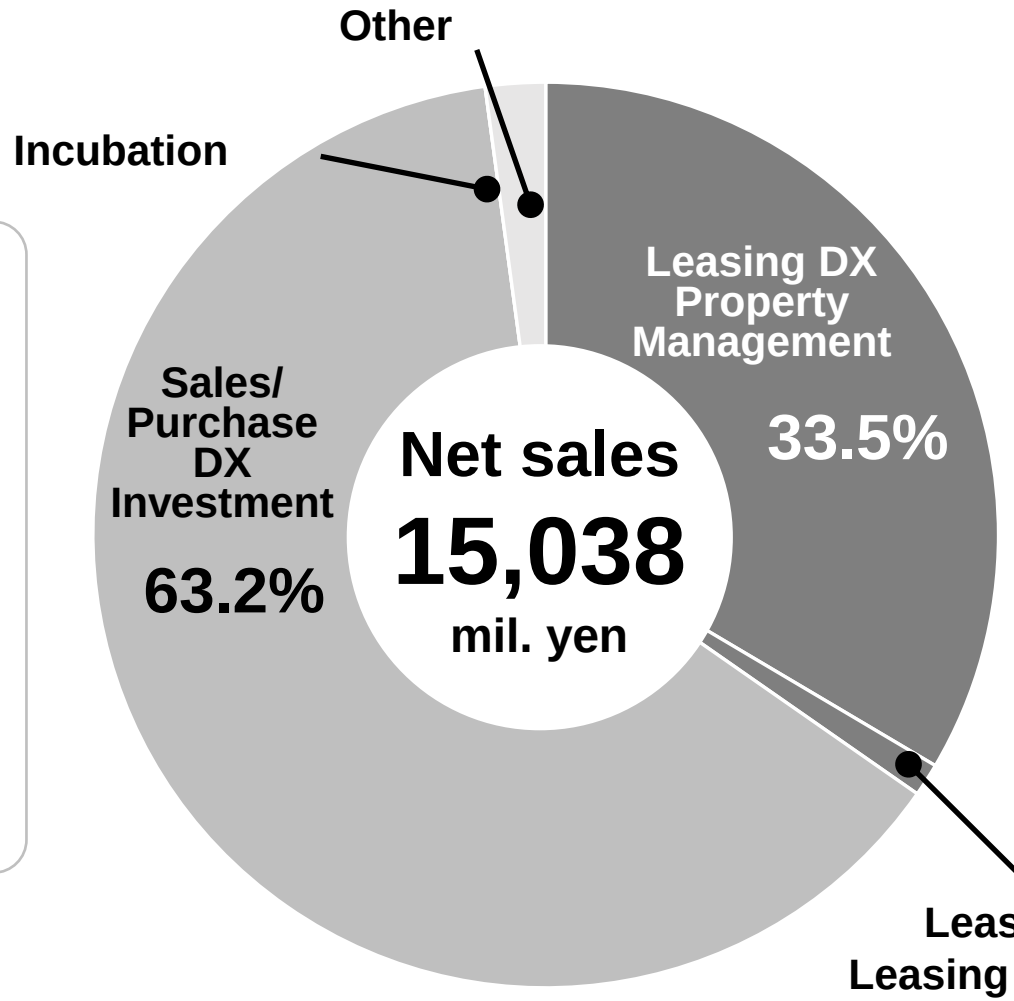
- During the current 1Q, flow-type accounted for more than 60%
- At the end of the FY, stock-type and flow-type would share in a more balanced fashion

flow-type

Sales/Purchase DX Investment

Net sales: 9,499 mil. yen

63.2%



stock-type

Leasing DX Property Management

Net sales: 5,038 mil. yen

33.5%

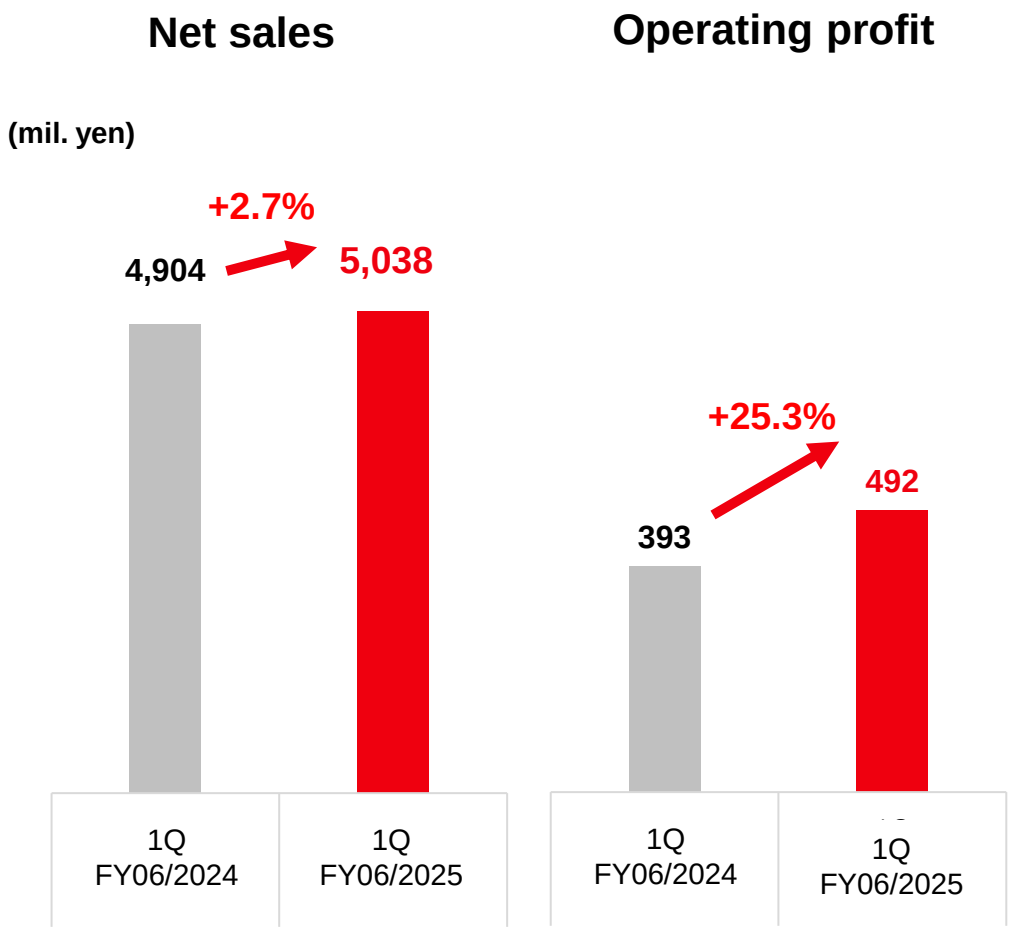
Leasing DX Property Management Business

Record-high revenues/earnings

- Houses under management increased favorably
- DX promotion measures realized high levels of occupancy rate and profit

(mil. yen)	FY06/2024 1Q	FY06/2025 1Q	+/–%	+/–amount
Net sales	4,904	5,038	↑2.7%	↑133
Operating profit	393	492	↑25.3%	↑99

(factors)
- AMBITION Cloud helped DX promotion which contributed to higher productivity
- Increase in houses under management
  Houses under management: 25,824 (+1,214)
  Subleased: 14,310 (+314)
- High occupancy rate
  Occupancy rate: 98.2% (industry average: 89.4%)
- Steady growth of REIT contracts
  Properties under management which provide stable revenues
- Strict management of revenues/earnings from each property to realize further maximization of them



Leasing DX Leasing Brokerage Business

Both sales and profit stayed at the same levels as the previous FY

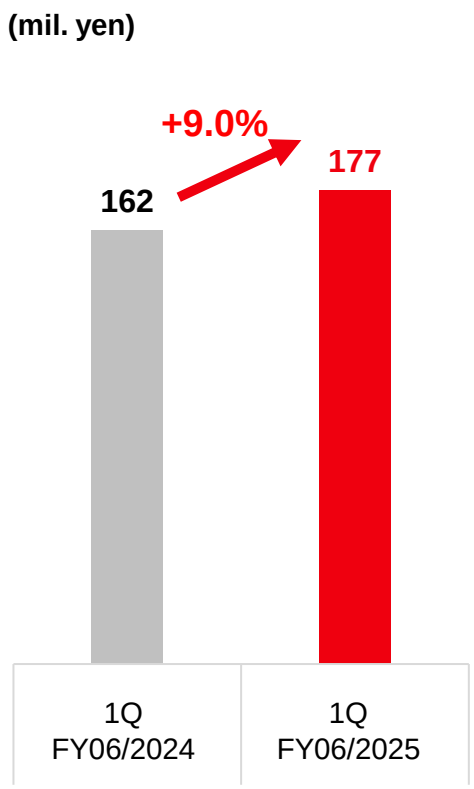
- Contracts increased by utilizing our original DX product “RAC·TECH”
- DX promotion helped improvement in earnings structure

(mil. yen)	FY06/2024 1Q	FY06/2025 1Q	+/–%	+/–amount
Net sales (external)	162	177	↑9.0%	↑15
Net sales (adjusted for internal transaction)	*207*	*205*	*↓1.0%*	*↓2*
Operating profit	–52	–53	N/A%	↓1

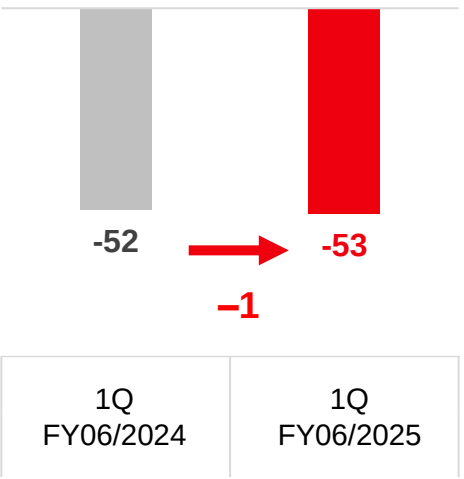
(factors)

- Net sales (adjusted for internal transaction) slightly decreased; Operating profit stayed at the same level as the previous FY
- Thus segment greatly contributed to leasing ability of Leasing DX Property Management Business
- Leased properties in areas around Tokyo are brokered 19 shops: 9 in Tokyo, 9 in Kanagawa Pref., 1 in Saitama Pref.

Net sales



Operating profit



Sales/Purchase DX Investment Business

Much higher revenues & earnings (turned positive)

- Purchase of properties with high added values in Tokyo and metropolitan area
- Sales of a newly built condominium for investment and sales strategies for purchase/resale business proceeded as planned

(mil. yen)	FY06/2024 1Q	FY06/2025 1Q	+/–%	+/–amount
Net sales	1,777	9,499	↑434.5%	↑7,722
Operating profit	–58	1,696	N/A%	↑1,754

(factors)

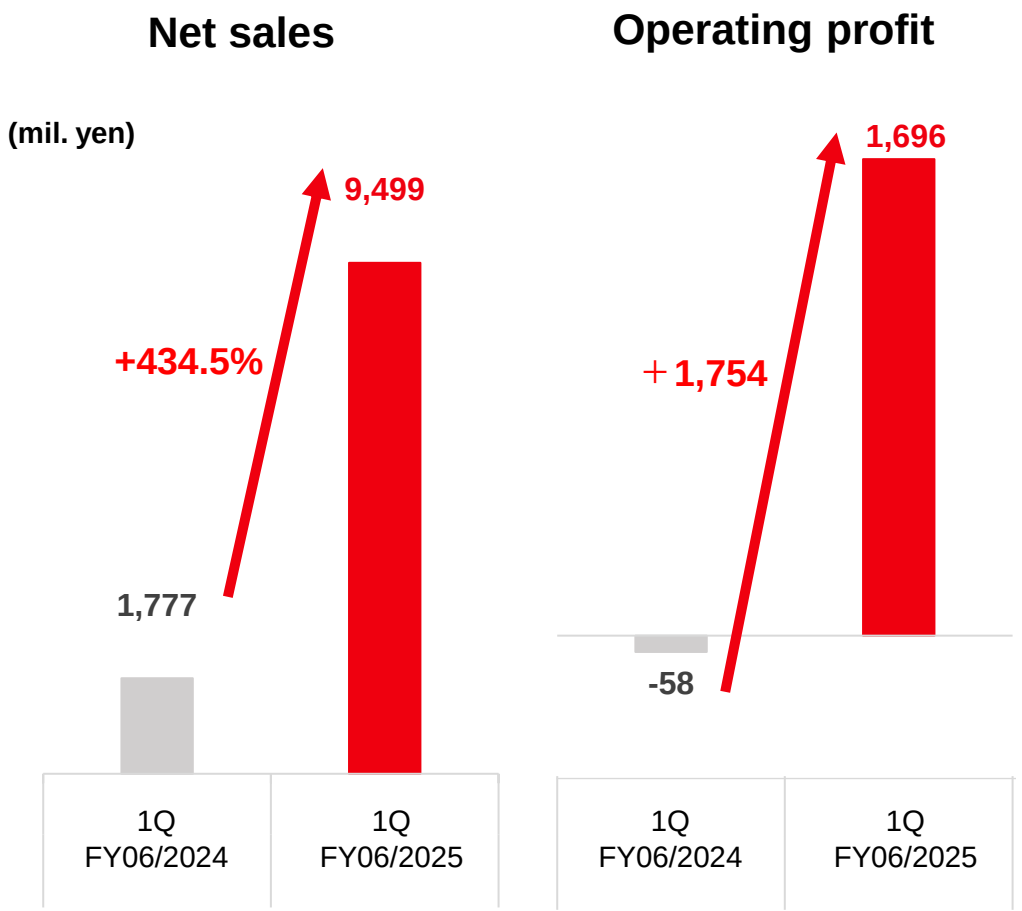
- Many properties were sold off intensively in 1Q
- Sales strategies proceeded smoothly

  Purchase of properties with high added values in Tokyo and metropolitan area

  →Sales of properties of high unit price increased

  →Gross profit increased (per property)

Properties sold in 1Q: 136 (+105 from the previous 1Q (31))



Incubation Business

- **Status quo for the current 1Q**
- **In total, 30 venture companies have been invested, and 6 of them are currently listed**

(mil. yen)	FY06/2024 1Q	FY06/2025 1Q	+/–%	+/–amount
Net sales	N/A	N/A	N/A	N/A
Operating profit	**–2**	**–25**	N/A	**↓23**

- **Investees are those presenting high synergies with our business**
- **Mainly IT companies have been acquired strategically**

Other Business

Higher revenues & earnings (turned positive)

- Both sales and profit increased
- In addition to Small Amount Short-term Insurance Business, ZEH/Utilities Business has also contributed to profitability

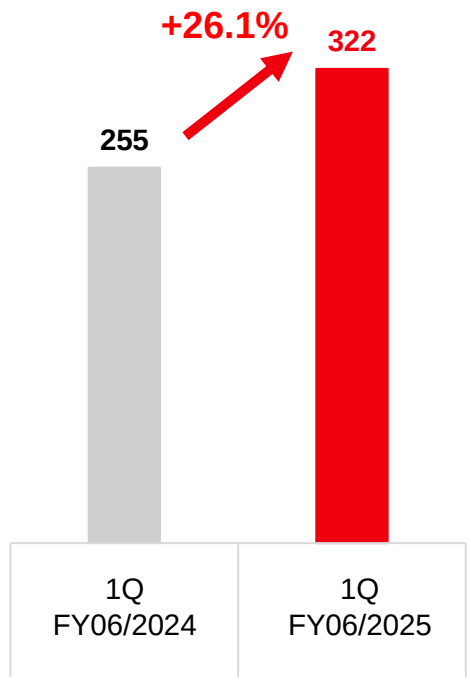
(mil. yen)	FY06/2024 1Q	FY06/2025 1Q	+/–%	+/–amount
Net sales	255	322	↑26.1%	↑66
Operating profit	–15	11	N/A	↑26

(factors)

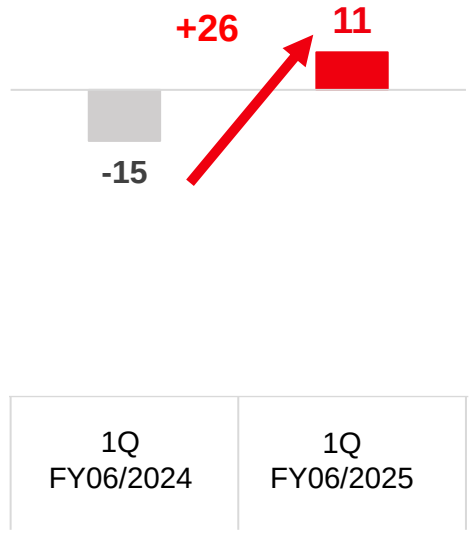
- DRAFT (ZEH/Utilities Business)
  Utilities business has smoothly obtained external customers, in addition to its synergy with Leasing DX
  Up-selling by ZEH business is going strong
- HOPE (Small Amount Short-term Insurance Business)
  By promoting alliance, contracts smoothly increased
  Alliance with other business entities relating to real-estate will continue to be pursued proactively

Net sales

(mil. yen)



Operating profit



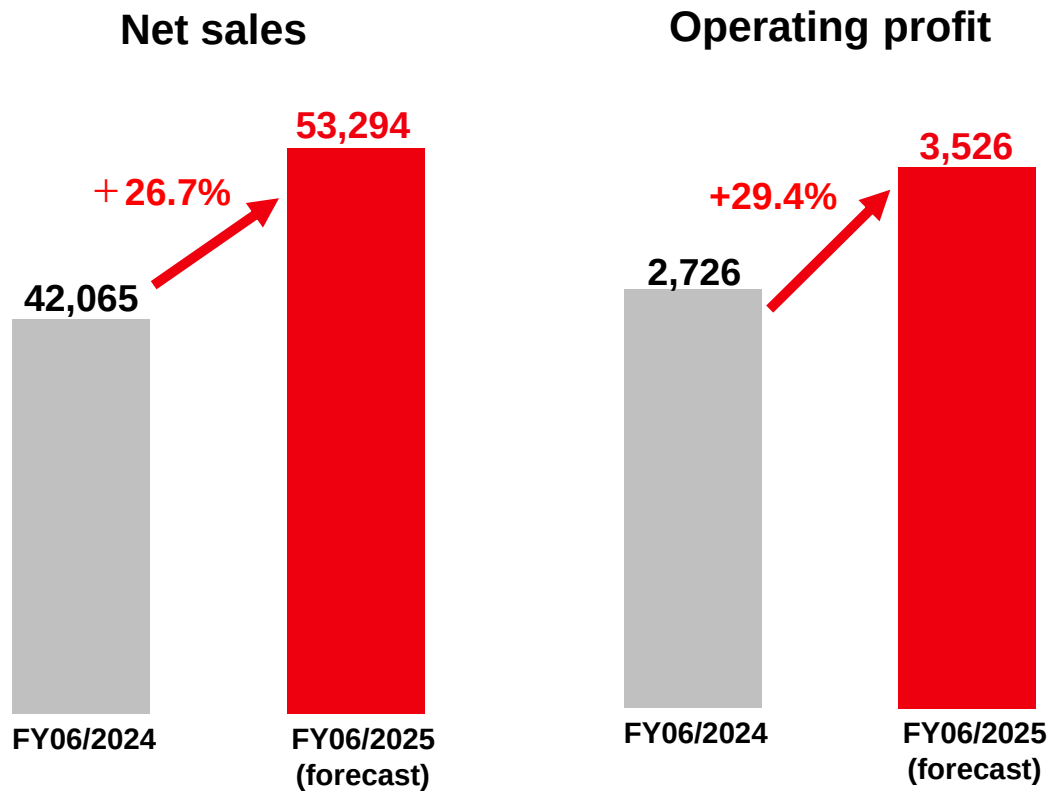
Performance forecasts

Full-term performance forecasts

Higher revenues / Higher earnings
Record-high sales and profit (forecasts)

- Steady stock-type business (Leasing DX): Synergies among segments are anticipated
- Growing flow-type business (Sales/Purchase DX):
  Significant growth of purchase/resale is also anticipated

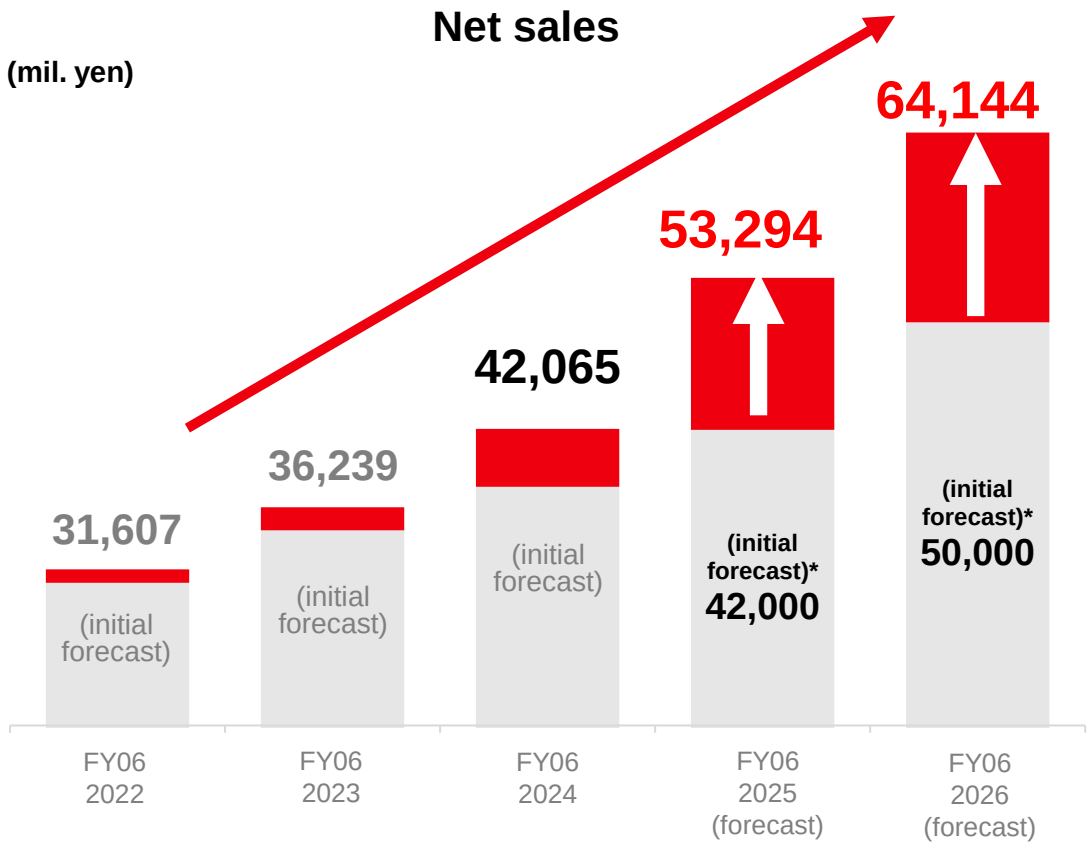
(mil. yen)	FY06/2024 actual	FY06/2025 forecast*	YoY
Net sales	42,065	53,294	↑26.7%
Operating profit	2,726	3,526	↑29.4%
Ordinary profit	2,507	3,101	↑23.7%
Net profit attributable to owners of parent	1,638	2,279	↑39.1%

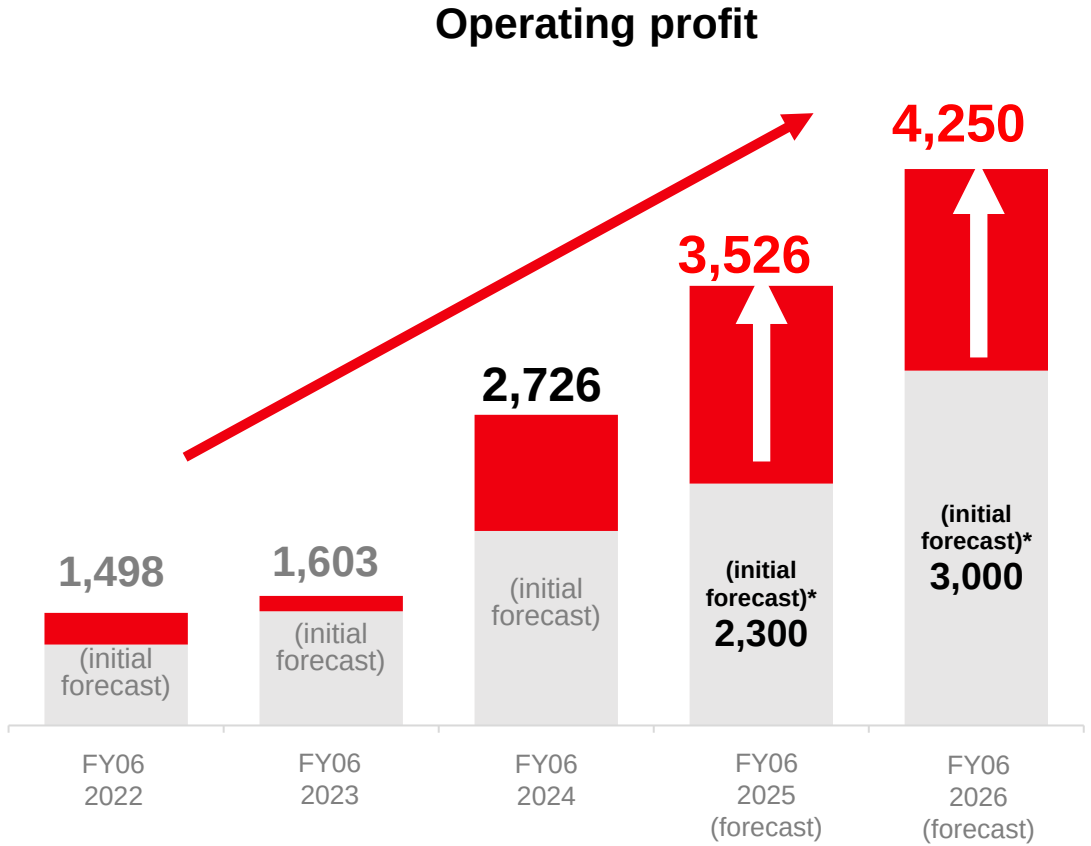


Mid-term management plan

Substantial upward revision to the plan in line with upward revision for FY06/2024

- (actual) FY06/2024: Operating profit 2,000 mil. yen → upward to 2,700 mil. yen
- (forecast) FY06/2025: Operating profit 2,300 mil. yen → upward to 3,500 mil. yen
- (forecast) FY06/2024: Operating profit 3,000 mil. yen → upward to 4,200 mil. yen

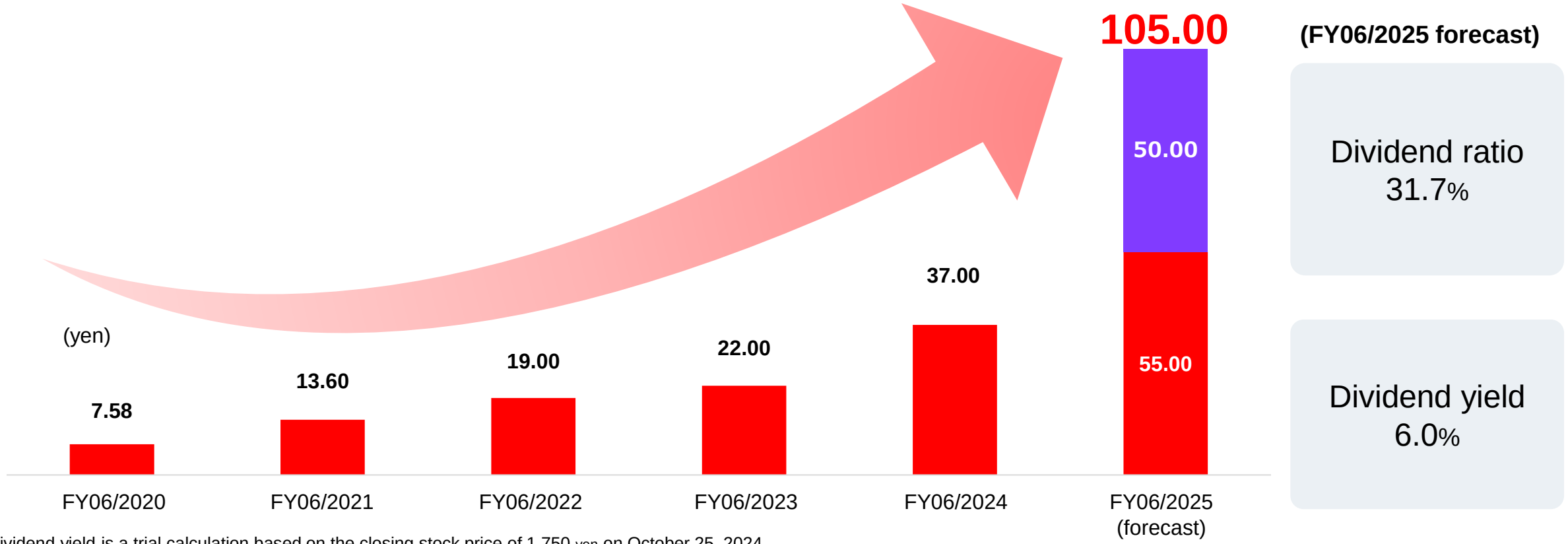




Dividend (forecast)

Much increase in dividend (forecast for FY06/2025)

- **FY06/2025 (forecast): 105.00 yen**
  (ordinary dividend of 55.00 yen plus commemorative[10th anniversary of getting listed] dividend of 50.00 yen)
- **Dividend yield: 6.0% (trial calculation based on the closing stock price of 1,750 yen on October 25, 2024)**



Dividend yield is a trial calculation based on the closing stock price of 1,750 yen on October 25, 2024

Measures for the next FY (FY06/2025)

Segment	Measures
Leasing DXX Property Management	・To enhance acquisition of properties in Kansai/Chubu regions ・To strengthen management of individual properties ・To upgrade DX services
Leasing DX Leasing Brokerage	・To increase corporate contracts ・To enhance incidental services ・To increase number of sales/purchase brokerage ・To further promote DX
Sales/Purchase DX Investment	・To increase unit selling price ・To strengthen purchase of properties with high added values
Other	(DRAFT) ・To utilize call center (telemarketing alliance) (HOPE) ・To develop tie-up commodities with partner companies ・To expand sales channels

Management of owned condominiums for rent

- **Management of owned condominiums for rent**
- **Preconditions of properties to be managed: Newly-built high-class condominiums with emphasis on good location, good design and superior equipment specification**



THE PREMIUM CUBE G Higashinakano

NEW Since Nov. 2023; 151 units



PREMIUM CUBE Ikebukuro Honcho

NEW Since Sep. 2023; 36 units



PREMIUM CUBE Setagaya #mo

NEW Since Sep. 2020; 42 units



PREMIUM CUBE Kaminoge #mo

NEW Since Feb. 2022; 60 units



PREMIUM CUBE G Shirokanedai

NEW Since Dec. 2022; 43 units



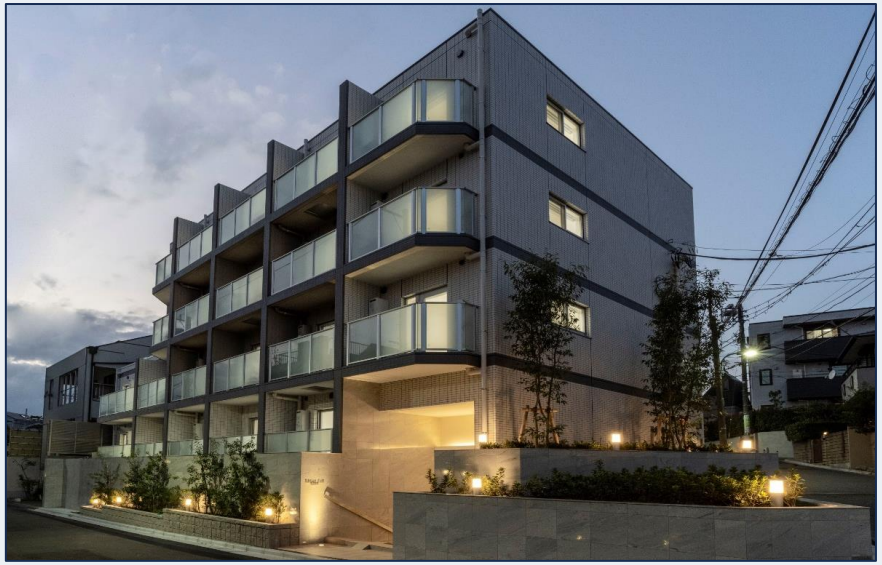
PREMIUM CUBE Yoyogi Uehara

NEW Since Jan. 2020; 25 units

Sales of condominiums for investment; Purchase/resale and sales after renovation

- Properties with high added values are **developed and offered on our own** mainly around Tokyo
- We also engage in **purchase/resale and sales after renovation**

Sales of studio apartments for investment



Our original PREMIUM CUBE series featuring "Good location", "Good design" and "Superior equipment specification" are present mainly in 6 Wards of Tokyo

Purchase/resale and sales after renovation



before

after



Procurement from diverse routes, and resale with **extra value added**

Investees

- **To date, 30 venture companies relating to DX have been invested, and 6 of them are currently listed (as of Sep. 30, 2024)**

Cybersecurity

CYBER SECURITY CLOUD
<4493>
【capital tie-up】

Listed on Mothers in Mar. 2020

AI

Headwaters
<4011>
【capital tie-up】

Listed on Mothers in Sep. 2020

Online settlement

ROBOT PAYMENT
<4374>
【capital tie-up】

Listed on Mothers in Sep. 2021

Blockchain

Earlyworks
【capital tie-up】

Listed on NASDAQ in Jul. 2023

HR

HR CLOUD
【capital tie-up】

Digital marketing

VALUE CREATION
<9328>
【capital tie-up】

Listed on Growth in Nov. 2023

Philosophy / Strength / Growth potential

Philosophy & Vision

Philosophy

**With an “AMBITION” of creating future of “housing”,
we aim at becoming a “real company” that can give “dreams”
to everyone we meet Dreams become goals, goals become realities**

Vision

To reform real estate business through DX and become a sole real estate digital platformer which fuses digital and real world together

Policy & Aspiration

Policy

To build up a DX platform on which real estate business can be made more efficient in a straightforward fashion, and provide comfortable residence experience

(Business domain)		(Approaches)	What we aspire is:
Leasing DX	Leasing management Property Management Business	• Advanced leasing management by higher operational efficiency on a paperless basis, such as electronic contract • More houses managed by individual staff • Stably continued high occupancy rate • Maximization of LTV (Lifetime Value) through a loyalty program	Safe and seamless data linkage utilizing blockchain and AI realizes experiences of comfort living
	Leasing Brokerage	• Enhanced remote customer service, VR preview and electronic contract • AIxRPA tool “RAC·TECH” reduces inputting work • Data linkage from searching for properties, contract, through to vacating procedures	
Sales/ Purchase DX	Sales/Purchase of real estate Investment Business	• Non-face-to-face sales/purchase contract • Data management on cloud, such as land prices • Offering properties via crowdfunding	
In relation to real-estate DX	Real-estate DX, utilities, insurance	• Digitally integrated customers bases • Data linkage in line with workflow • Paperless operations such as executing electronic contracts	

Strength

Straightforward workflow

- **The entire real estate business workflow, both digital and real, is fused together, where DX is promoted in a straightforward fashion**

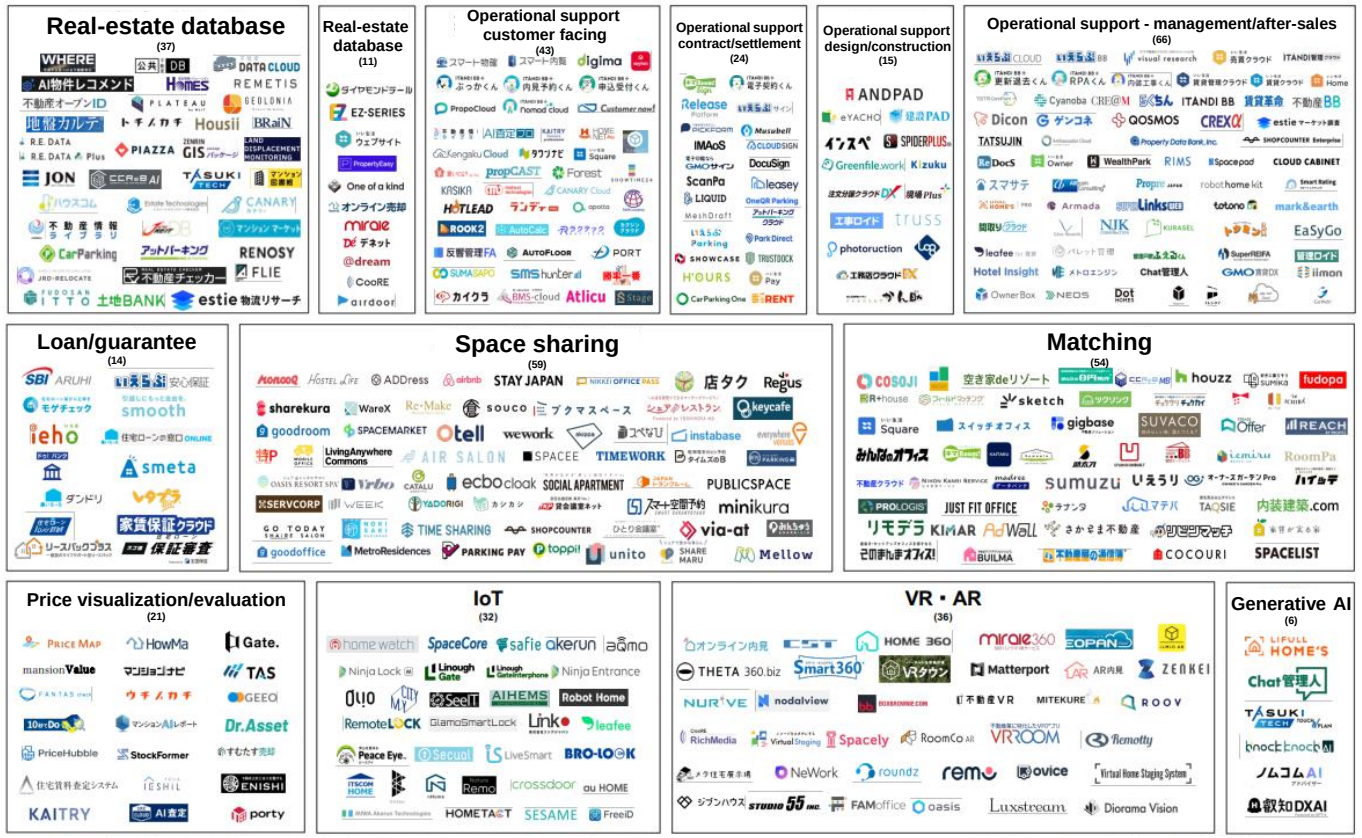
Segment	Category		AMBITION DX	Leasing management company	Real estate brokerage company	Real estate development (Developer)	Real estate sales company	Purchase/Resale company	Relevant areas
Leasing DX	Ownership business	Leasing management	◎	○					
	Brokerage business	Leasing brokerage	◎		○				
Sales/ Purchase DX	Development business	Land acquisition	◎			○			
		Construction	◎			○			
		Sales	◎			○	○		
	Purchase/Resale business	Purchase/Sales	◎					○	
Others	Insurance	Fire insurance	◎						○
	Infrastructure Services	Utilities	◎						○
	Interior work	Renovation Restoration	◎						○
	System development	IT	◎						○

What we cover (in the field of real estate technologies)

- **We cover all 15 fields of "real estate tech"* in this trade (including investees)**

* "Real estate tech" means real estate × technologies. This is an approach to utilizing technologies such as AI and IoT in order to solve various issues and to reform old-fashioned business practices in real estate industry.

Real estate chaos map*



10th Edition: Aug. 2024 (499), including real-estate crowd-funding　　Created by Real Estate Tech Association for Japan

Fields of real estate DX	Covered by AMBITION DX
Real-estate database	◎
Operational support (attracting guests)	◎
Operational support (customer facing)	◎
Operational support (contract/settlement)	◎
Operational support (design/construction)	◎
Operational support (management/after-sales)	◎
Loan/guarantee	◎
Space sharing	◎
Matching	◎
Price visualization/evaluation	◎
IoT	◎
VR/AR	◎
Generative AI	◎

* Real estate tech chaos map: A map that represents landscape of real estate tech industry showing players, categories and their relationship

Growth strategies

- **In addition to organic growth of existing businesses, we will accelerate M&A and investment in alliance and ventures, to realize non-continuous growth**

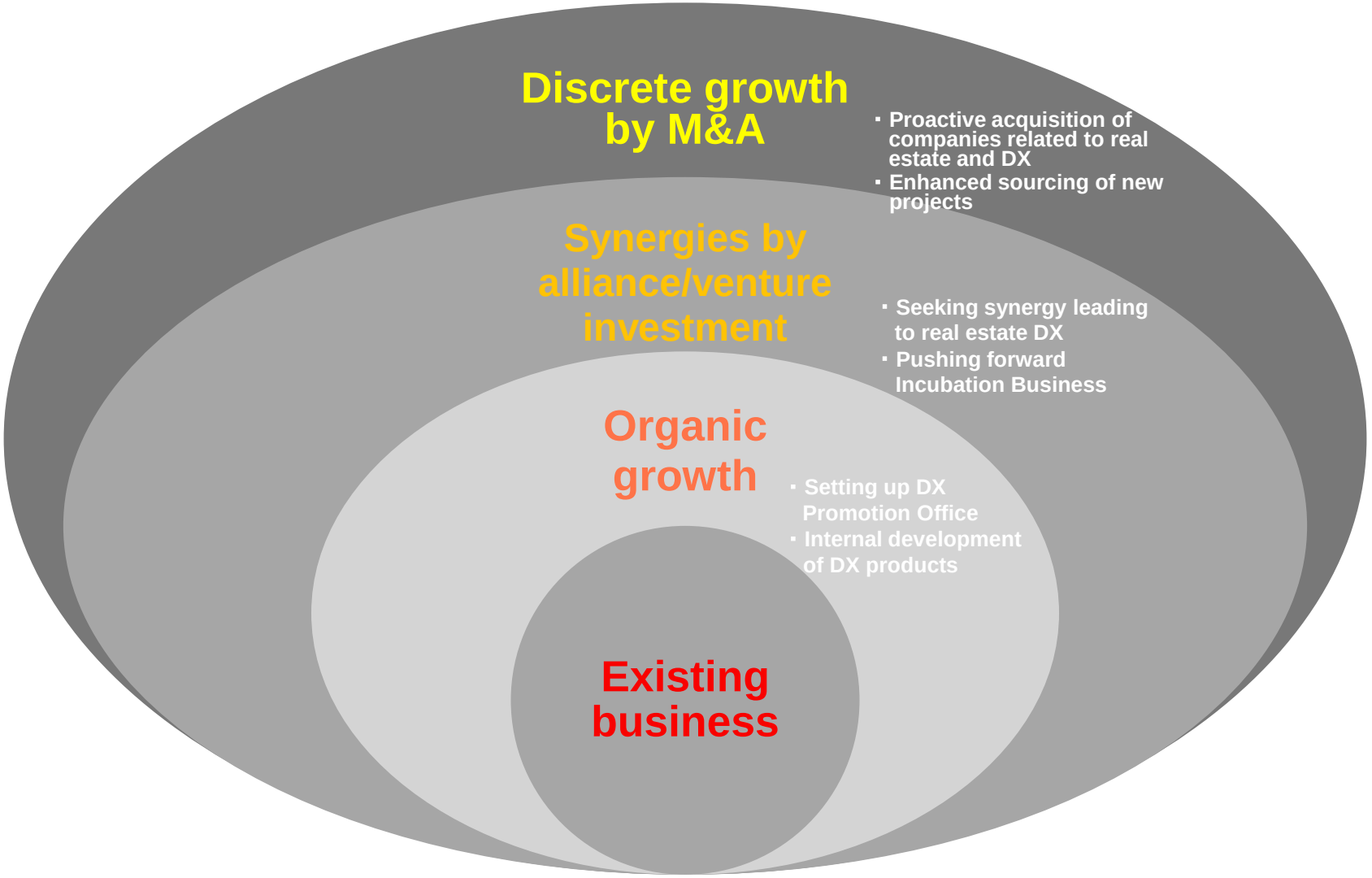
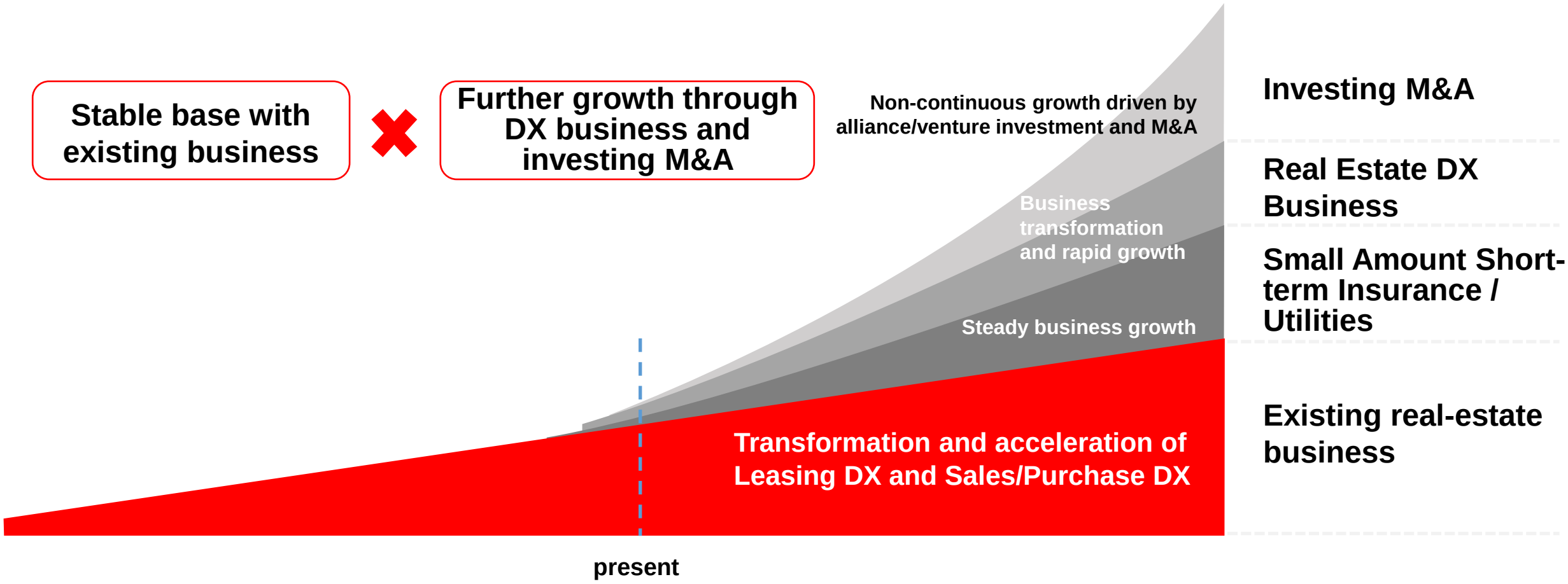


Image of business growth

- Further growth is pursued through existing businesses, DX business, and investing M&A

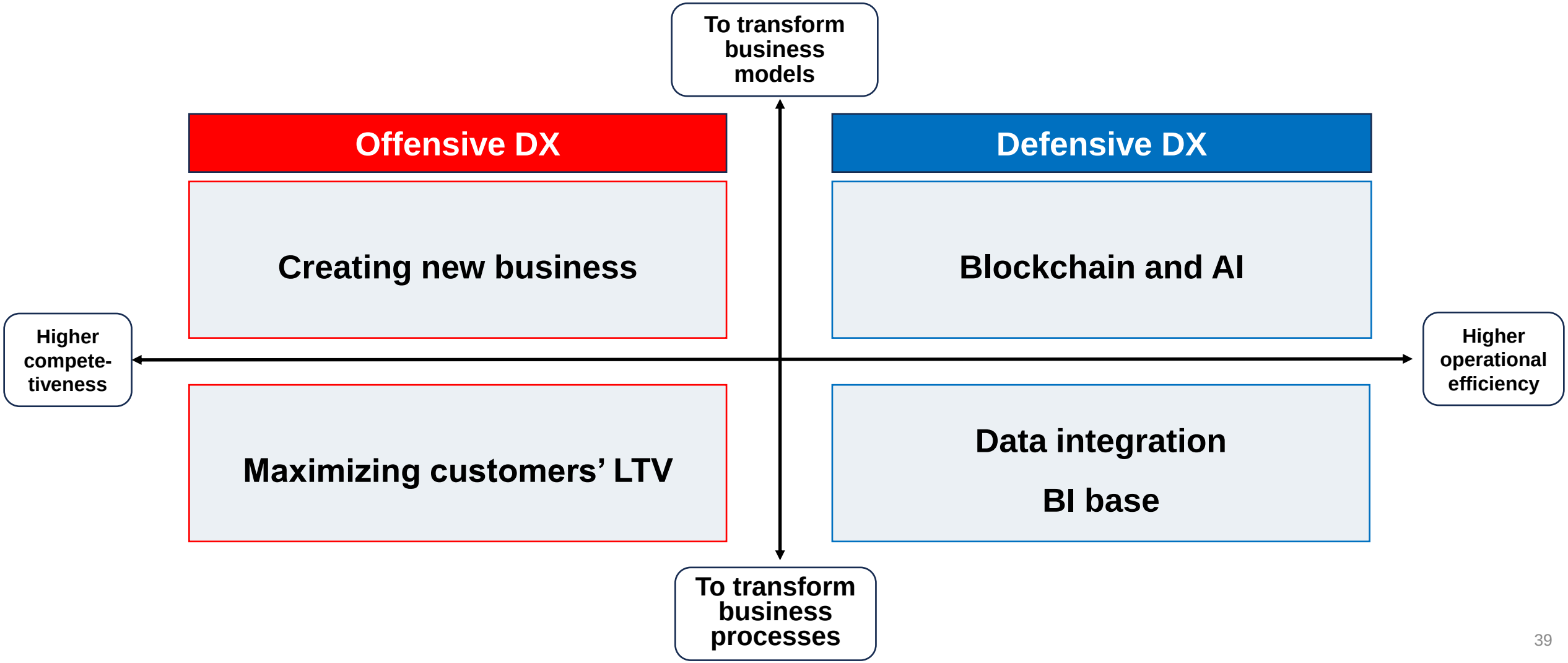
Stable base with existing business ✖ **Further growth through DX business and investing M&A**



DX strategies / approaches

DX strategies (offensive DX and defensive DX)

- **Offensive DX** and **defensive DX** realize DX of every operation of real-estate business



DX strategies (offensive DX)

- **Offensive DX is an innovative approach that realizes further growth by means of breakthrough with DX**

			(Strategy in detail)
Offensive DX	Creating new business	Fundamental reform of business models	• Systems which have been highly effective for internal use are upgraded to SaaS; And new business models are created, which not only change delayed digitalization in our industry as a whole but also realize market expansion
		More value to existing businesses	• Process from room-finding to contracting is concluded online • Real-estate platform that fuses real and digital worlds together is constructed by building up a consortium linked with existing ecosystems
	Maximizing customers' LTV	More values of data-driven services	• By utilizing data integration base CRM, services optimized for individual customers are offered • Through continuous digital communication with customers having any contact with us, they are reminded of us first concerning matters relating to real-estate
		Data integration foundation	• CRM internalization of customer information obtained through brokerage and management • Developing data integration base (Ambition Core Platform) to build up BI structure and to visualize company management

DX strategies (defensive DX)

- **Defensive DX is an approach that realizes higher operational efficiency by means of DX of conventional core businesses**

(Strategy in detail)

Defensive DX	Blockchain and AI	Building up systems for IT explanation of important matters and electronic contracting	• Realizing IT explanation of important matters and electronic contracting on our business system (AMBITION Cloud; and management of contract documents with blockchain
		Utilization of generative AI technologies	• Inquiries are handled by AI within our service for residents (AMBITION Me) • Higher operational efficiency by utilizing generative AI, such as producing creative things • Utilization for marketing of virtual human / virtual persona and for education
	Data integration BI base	Reforming/redesigning business processes	• Higher operational efficiency and automation by renovating business processes along with building up AMBITION Cloud
		Renovation of core system	• Higher efficiency in data consolidation by API integration of core system and AMBITION Cloud

DX effects

- **DX of real estate business operations reduces time to execute a contract by about 70%**

Reduced working time

Higher operational efficiency by utilizing DX tools substantially reduces working time for leasing brokerage and leasing management

Working time for brokerage of one leased property

reduced by 44%

Working time for managing one leased property

reduced by 7%

Improved productivity

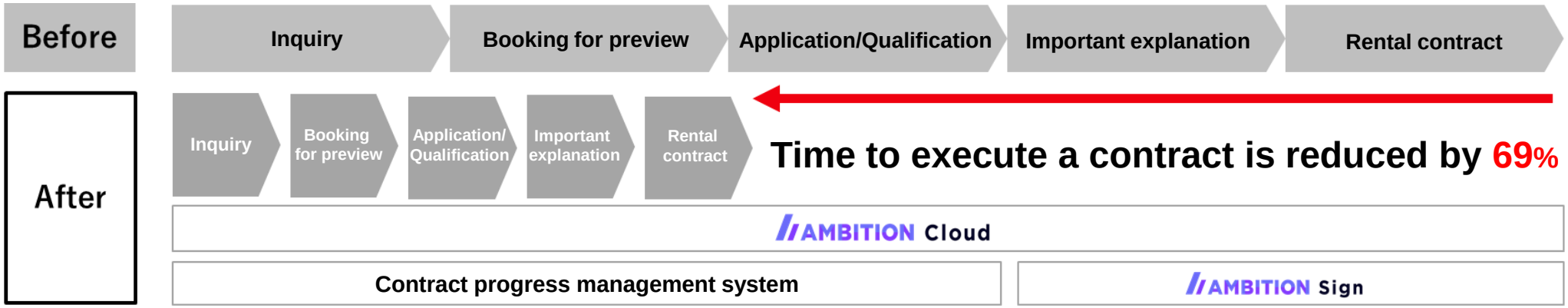
Reduced working time for handling each matter leads to improved productivity per employee

Occupancy rate surpasses industry average

98.2% (industry average) 89.4%

Overall sales by Leasing DX sector:
21,152 mil. yen (FY06/2024)

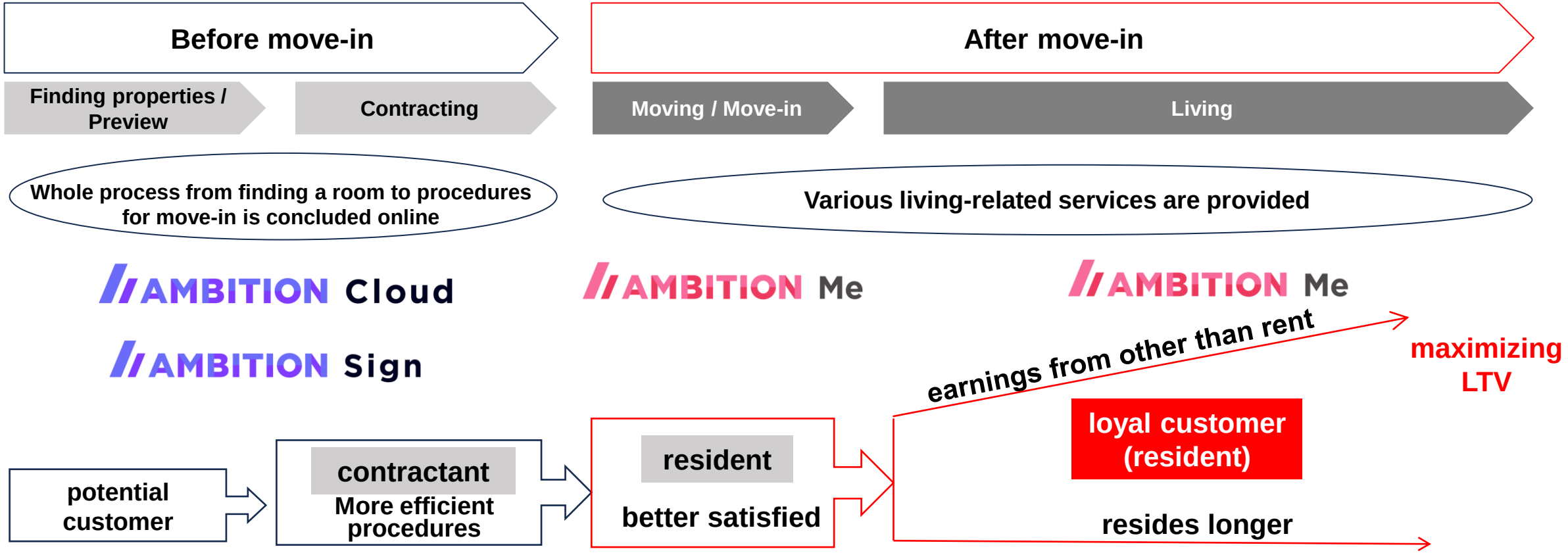
1,130 mil. yen YoY



DX for residents

Maximizing LTV (Lifetime Value) for customers

- Our DX products cover a series of services starting from establishing interfaces with potential customers before moving in, to living support after moving in
- Residents are highly satisfied → will reside there longer → provide more opportunities for us to make profit from other than rent → have their LTV (Lifetime Value) maximized



DX for operational reform

- **Whole process from inquiry through to move-in is digitalized (paperless)**
- **Significant improvement in operational efficiency**

past

Inquiry	Booking for preview	Application/ Qualification	Explanation of important matters	Guarantee company Rental contract	Procedures for moving in / living
telephone / FAX		face-to-face / in writing FAX / telephone	face-to-face / in writing / by mail		face-to-face / In writing

AMBITION DX HOLDINGS

our DX
↓
higher operational efficiency

chat	online booking	digital management	electronic contract	system integration electronic contract	LINE app

AMBITION Cloud

Contract progress management system

AMBITION Sign

AMBITION Me

DX for staff education

- **In various scenes of staff education, AI (ChatGPT) is utilized for higher efficiency**

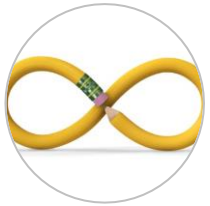
Utilization of AI in staff education (examples)

ChatGPT



Automated creation of manuals

Knowledge required for real estate business can be organized into manuals. It is useful not only for reducing steps of searching but also for solving problems with labor shortage and advancement of knowledge.



Continuous learning and skill improvement

It becomes possible to develop and automate learning plans required for upskilling. Self-updating information about the trade and products is also possible.



Training new employees

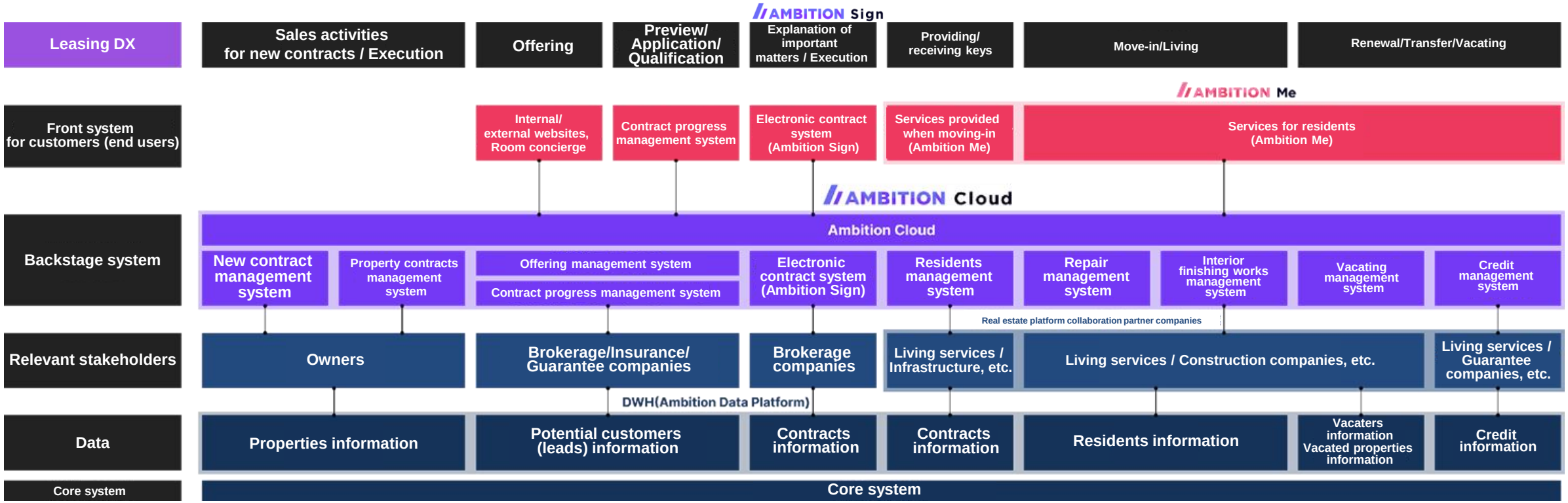
It is used for educating new employees about corporate basic principles and policies promptly.
It is also used for training in expertise of real estate.

AI is utilized in role-playing

【role-playing】A kind of training where various scenes which may be encountered in sales activities and customer services are simulated

Global image of DX system

- All operations of real estate business, ranging from B2B to B2C, and from properties management to brokerage, are systemized by DX
- DX also enables systemization of establishing long-lasting relationship with residents after move-in



DX products

- **We develop DX products on our own, as such we will reform real estate business**

AMBITION Cloud

- **Contract progress management system**
  Manages overall process from inquiry through to contract
- **Repair management system** Manages overall repair management such as estimation of repair work and recording actual progress
- **Offering management system** Manages registration/publishing properties information in tandem with New contract management / Vacating management systems
- **Credit management system** Manages overall debt such as management of debt/debtor information and payment history
- **Vacating management system** Manages various processes such as vacating procedure and restoration to original state
- **New contract management system** Manages process for commissioned operations such as acceptance/registration/progress management of commissioned matters

AMBITION Sign

- Online contracting system
  System which enables explanation of important matters and execution of contracts online

ラクテック RAC-TECH Auto-input

- **Collective proposal of properties** Auto-posting tool for properties information which utilizes response prediction by AI and leasing business data
- **Individual proposal of properties** A tool limited to highly-demanded functions (RPA: auto-post)

AMBITION Me

- **App for residents** Supports residents with various services ranging from key acceptance to daily life services

Room Concierge

- Matching app Connects users searching for new rooms with a concierge (salesperson for real estate brokerage)

DX product (AMBITION Cloud)

AMBITION Flagship DX Model

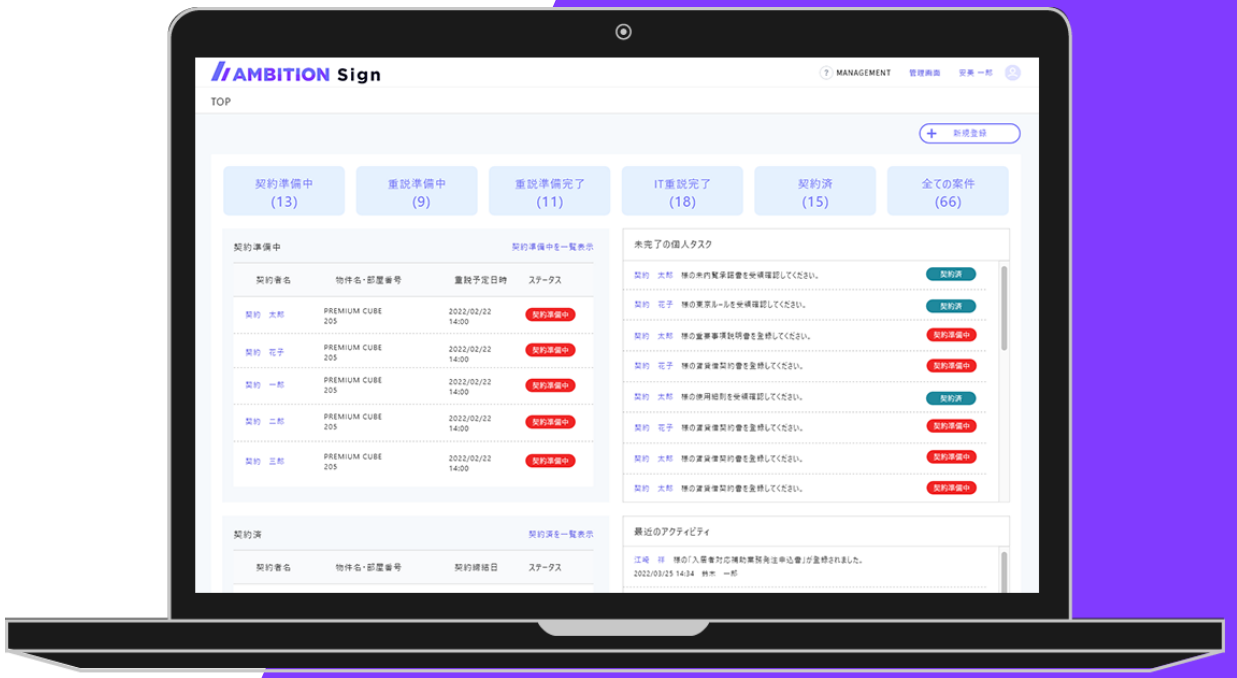
AMBITION Cloud

It carries out DX covering the entire leasing management operations, and realizes higher operational efficiency and productivity

AMBITION Cloud is a service which digitally transforms (DX) every operation related to real-estate leasing management

Developed fully from scratch by us, it handles API integration with various systems and in addition, also integrates with our core system by utilizing RPA.

With this unique system, the Company will evolve to a platform that collaborates also with brokerage companies, guarantee companies and real-estate owners.



A series of contracting processes including explanation of important matters and signing is completely digitalized.
Novel contracting experience is provided, even utilizing blockchain technologies.

Room searching	Application/ Qualification	Explanation of important matters	Rental contract
remote customer service remote preview	online explanation	online explanation of important matters	electronic signature

utilizing blockchain technologies

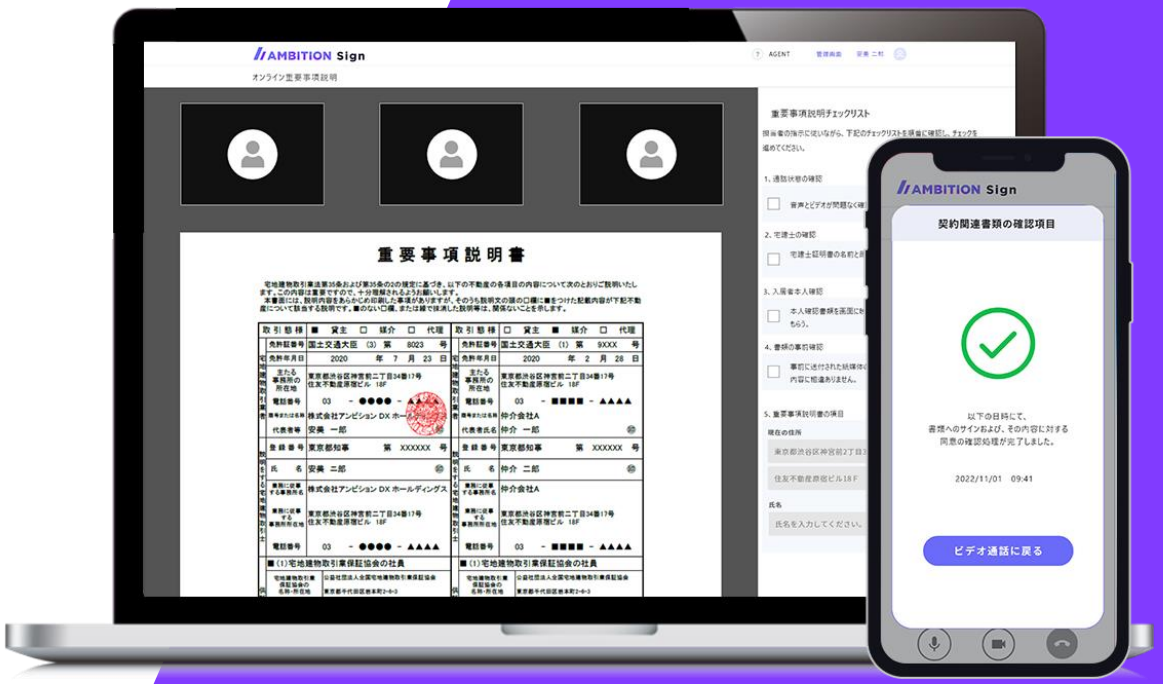
DX product (AMBITION Sign)

Electronic contracting system that utilizes blockchain technologies

AMBITION Sign

DX of contracting experience that realizes IT-enabled explanation of important matters and electronic signature through one-stop service

- AMBITION Sign is one of the services which play central roles for AMBITION Cloud, and is a system that realized explanation of important matters and signing contracts done online, which were not feasible before, along with the relevant law amendment in 2021.
- Highly usable functions were realized, as an online video conference system specialized on explanation of important matters.
- Utilizing even blockchain technologies and ensuring high-level of security, customers' seamless experiences will be realized in the future, such as services for residents.



DX product (AMBITION Me)

It supports permanent relationship with residents

AMBITION Me

LINE service that supports residents from key acceptance to daily life services



- Wide variety of services such as contract renewal, vacating, communication while living, utilities (electricity/gas/water), and insurance, are integrated into this all-in-one application. It is also a service that realizes improvement in residents' satisfaction and engagement, to lead to maximization of their LTV (Lifetime Value).
- For the future, we will collaborate with partner companies ranging from various life services, infrastructure through to finance, and deploy services which would upgrade engagement of residents having established their own economic circles.

Jul. 2023 Online healthcare services started

Reservation for medical examination can be made seamlessly via LINE app

Oct. 2023 Useful services for living

You can reexamine and take procedures for utilities at lower cost

Dec. 2023 FAQ service incorporating ChatGPT

Consultation with AI about living; answers can be given anytime

DX product (RAC･TECH)

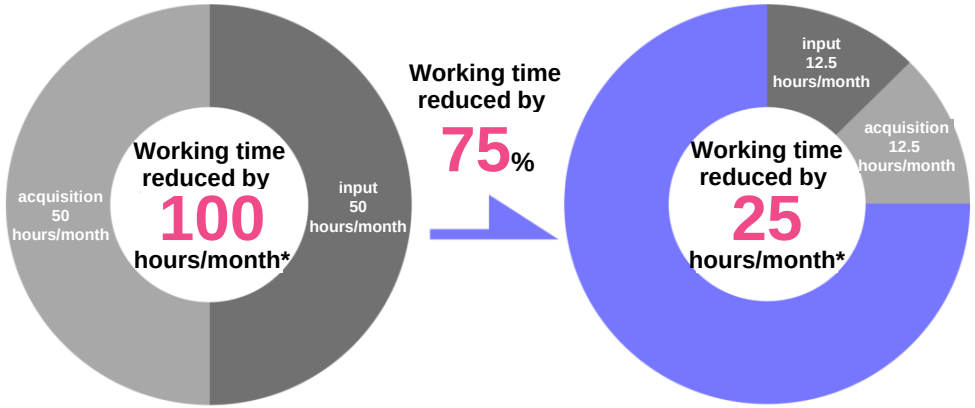
AIxRPA tool “RAC･TECH” for Leasing DX

Operational process through to posting properties information

past	viewing	manually selection	manually inputting	photo-taking	posting on ad media	vacancy check
AMBITION DX	auto-collection by **RPA**	selection by **AI**	auto-input by **RPA**	image-recognition by **AI**	posting on ad media by **AI**	vacancy check by **AI**

【RPA】Robotic Process Automation (software robot)

Substantial reduction in working hours



* Assuming 15 pieces of information in a day, and 20 days per month

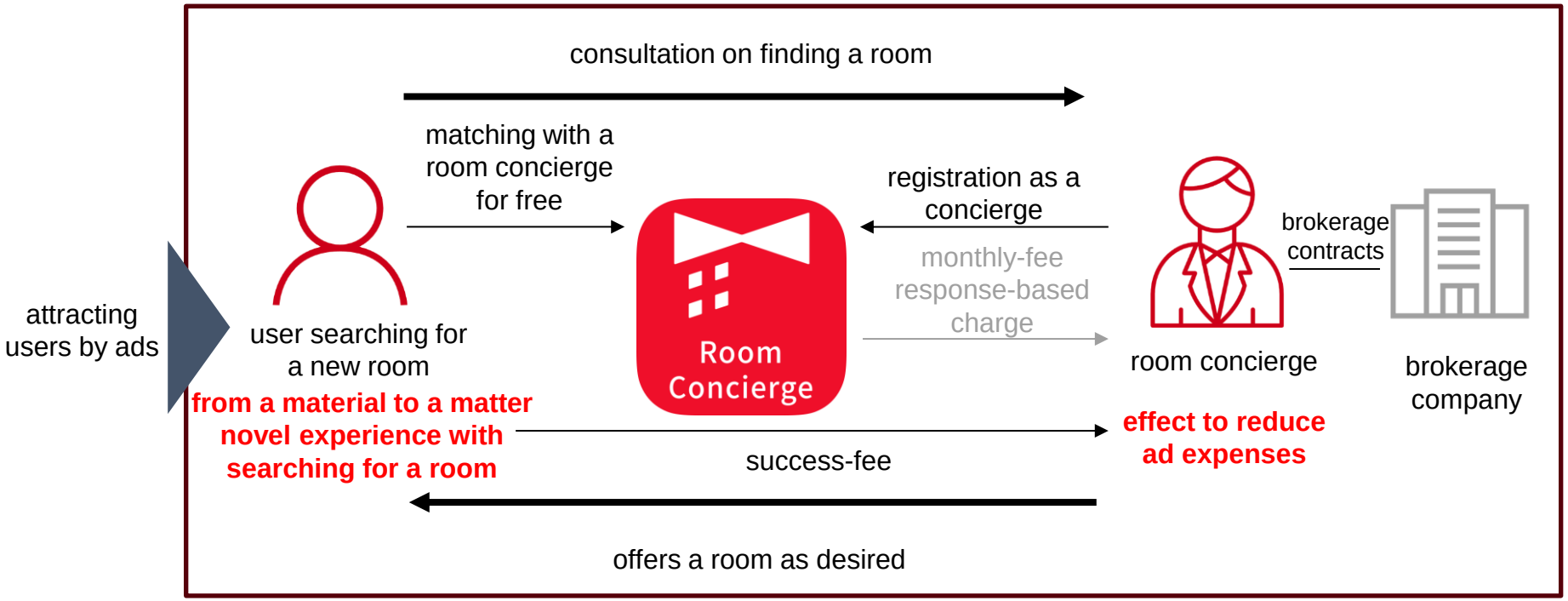
ラクテック RAC-TECH Auto-input

DX product (Room Concierge)

“Room Concierge” (a service for general consumers)

Matching application which connects users searching for new rooms with a room concierge (salesperson for real estate brokerage)
Users are increasing, and this will further be expanded to nationwide areas and to the leasing brokerage industry as a whole

Overview



improved UI/UX

Before



After



ESG efforts

ESG (goal)

- **Our goal is to promote business innovation through DX, thereby realizing higher efficiency and proactively contributing to realizing sustainable society.**

Governance

Environment

Contribution to paperless operations

This contributes to reducing wastes which is included in mitigation measures for reducing GHG emissions as part of responses to climate change. Business activities themselves are affected by sustainable environment.

Social

Innovation in the field of real-estate leasing management

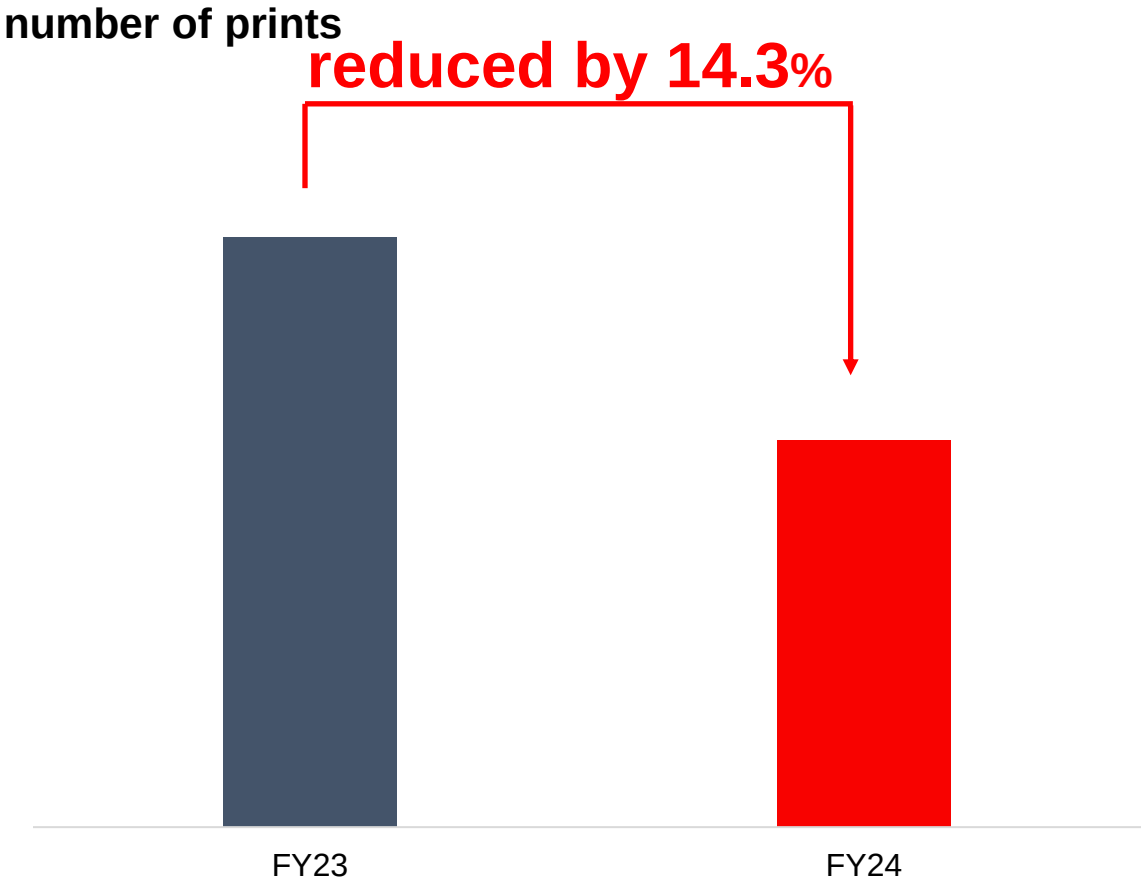
Innovation base in the field of real-estate leasing management is built up, leading to shorter timeline. Innovation contributes to building up sustainable industries.

Human capital

Employees' health and human growth promote corporate growth, thereby contributing to customers, and further contributing to society sustainably.

ESG (Environment)

・We have promoted paperless operations through DX, resulting in reducing paper prints by 14.3% YoY.



Virtually NO paper is required for contract

Customer side

0 paper with AMBITION Sign

- Important explanation
- Contract execution
- Document management

Manage-ment/ business side

0 paper with AMBITION Cloud

- Drawings
- Apply for preview
- Apply for occupation
- Qualification
- Contract execution
- Document management

ESG (Social)

- **Innovation base in the field of real-estate leasing management is built up.**
  Time required up to contract execution is remarkably shortened.

Before

Inquiry	Booking for preview	Application/Qualification	Important explanation	Rental contract
telephone / FAX	telephone / FAX	face-to-face / in writing / by mail	face-to-face / in writing / by mail	face-to-face / in writing

After

Inquiry → Booking for preview → Application/ Qualification → Important explanation → Rental contract

Timeline for a stakeholder of rental contract can be reduced by **69%**

AMBITION Cloud

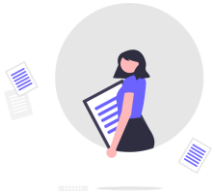
Contract progress management system

AMBITION Sign

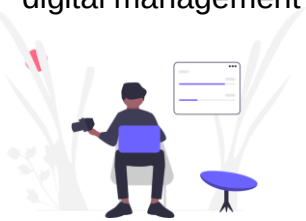
chat



online booking



digital management



electronic contract



system integration / electronic contract



ESG (Social)

- **Support for individual growth leads to fostering new corporate culture and strengthening efforts towards healthy and safe ways of working.**

Expertness

Employees qualified as real-estate transaction specialists: 54%

- Expenses for this qualification are subsidized
- Environment for successful qualification is arranged, such as prep tests and study during working hours
- Those who passed receive qualification allowance
- Percentage of those qualified is higher than industry average

Health

健康優良企業
Excellent Healthy Company

In 2024, same as 2023, the Company filed “Healthy Company Declaration” and worked on proactive and healthy management, and consequently acquired “Excellent Healthy Company (Silver accreditation)”.

Health

2024 健康経営優良法人
Health & Productivity Management Outstanding Organization

In 2024, the Company was evaluated and accredited as the one that considered its employees’ health management from managerial viewpoints and worked on it strategically. For the future as well, the Company will incorporate viewpoints of healthy management into its management strategies and pursue its employees’ health and organizational sustainability.

News

News

Multipurpose RAG solutions with next-generation AI model “Gemini 5” were developed and made available (2024/07/31)

Time to retrieve and collect necessary information from a large amount of documents and data is reduced, thereby making business operations more efficient

If an AI chatbot is asked some question about a company’s internal regulation or operation manual, it makes use of high-accuracy RAG technologies to automatically generate an appropriate answer from registered internal documents



RAG: Retrieval-Augmented Generation

■ What is multipurpose RAG solution?

It enables a company to access to a knowledge database via LLM (Large-scale Language Model) and make use of its own data “Gemini 1.5” has multimodal functions capable of processing not only texts but also different kinds of data such as picture, sound and video, and this model can respond to complex tasks and integrate data from various sources, thereby realizing provision of information in a more comprehensive fashion.

■Utilization of multipurpose RAG solution

In training new employees or daily operations, standardization of education and business process is facilitated. By inputting any information you want to know into AI chatbot and accessing to knowledge database, you can get up-to-date information instantly.

■What is knowledge database?

It is a database on which knowledge and know-how which have been accumulated within the company are organized systematically so that they can be easily retrieved and viewed.

News

Capital tie-up with ACCEL LAB Ltd. that is a real-estate DX company & IoT platformer (2024/09/18)

Strengths of both parties are fused together to create new values

AMBITION DX HOLDINGS × ACCEL LAB

■**ACCEL LAB Ltd.**
Provides various solutions for real-estate management using IoT technologies, and through providing tools for communication with residents as well as remote monitoring system, unmanned preview service and other services, realizes higher efficiency and cost reduction in real-estate management operations.

■**Realizing higher efficiency in real-estate management operations**
Property managers can ensure residents are conveyed information, remotely and without need to appear on-site, and in addition, by issuing one-time password when conducting preview, they do no need to pass physical key to previewer, and this lead to greater security and convenience. Also, at the times of move-in or vacating, it is possible to automatically switch users allowed to use IoT devices installed in the room, so prompt and efficient management is realized.

■**Improved services by utilizing real-estate data**
By combining real-estate data held by the Group with ACCEL LAB's IoT platform, demonstration experiments have been carried out in order to perform more accurate analysis of real-estate data and to provide optimal services for customers.

■**Acceleration of DX in real-estate industry**
Technological capabilities and know-hows of both parties are gathered, so that DX in the entire real-estate industry would be accelerated and more convenient/comfort real-estate services would be provided.

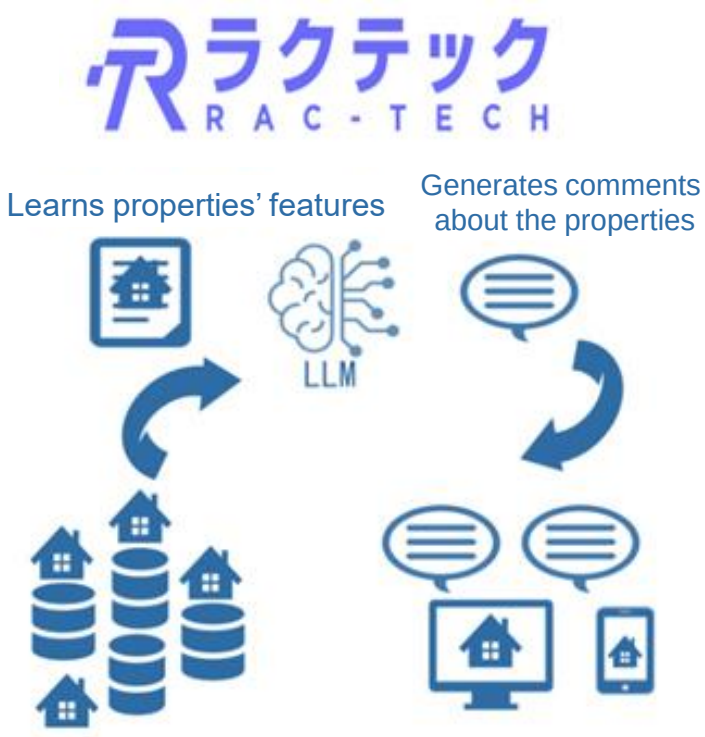
■**Realizing greater added values of properties**
Adopting IoT technologies of ACCEL LAB and thereby adding smart-home features to our properties and heightening added values of them would contribute to upgrading our profitability such as higher level of rent income and drawing residents to properties of long vacancy.

News

“RAC·TECH”, a tool that promotes DX in real-estate brokerage business New function utilizing LLM (Large-scale Language Model, part of AI) is released

(2024/09/26)

Burdens of inputting properties information are reduced and an environment for disseminating more information quickly and in high quality is provided



■New function: “Auto-input of proposal comments”

Past:

Sales staff confirmed properties information in detail, considered appealing points and inputted them. They had to spend much time for that and higher efficiency was a major issue.

New function:

When inputting properties information, AI analyzes features and surrounding environment of the properties to generate attractive appealing comments.

Burdens of inputting properties information are reduced and an environment for disseminating more information quickly and in high quality is provided.

■Key features

- Diverse expression: Properties' excellence are captured from various perspectives and expressed in attractive terms
- Time-saving: Time to write comments by human is much shortened
- Higher quality: Based on expertise, convincing comments are generated

Contact

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