

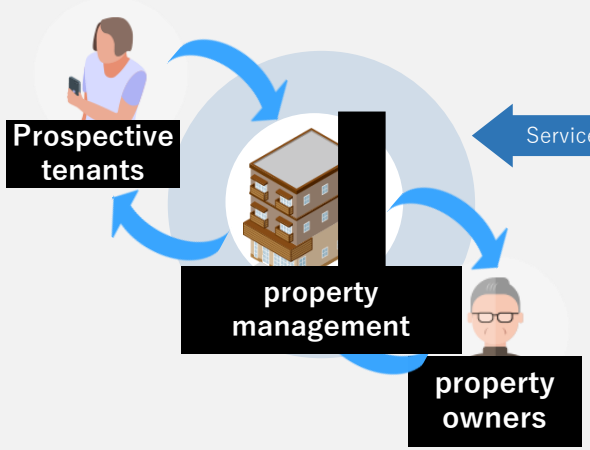
FY2026 Full-Year Financial Results Briefing Materials

Japan PropTech Co.,Ltd（Stock Code：4054）

Aug 13, 2026

Through our platform that supports real estate operations end to end, we are driving digital transformation across the industry and have built data assets and infrastructure well suited for AI utilization.

Property management solutions business



Contributing to cost reduction for property management companies and maximizing asset value for property owners.

Service Usage

Business analysis

Tenant/owner management

Aiming to become a leading platform driving digital Transformation in the real estate sector.

Property and rent management

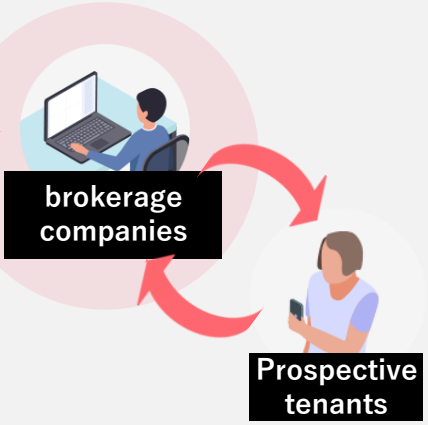
Contracts

Attracting customers

Property purchasing/ sharing

Service Usage

Brokerage solutions business



Contributing directly to the revenue and profits of real estate brokerage firms.

Our end-to-end real estate platform

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Product Lineup

Expanding an Integrated Product Lineup in the SaaS x real estate tech area

For real estate brokers — Brokerage solutions

For rental property managers — Property management solutions

All-inclusive workflow solutions for the real estate industry

Property purchasing/sharing	Attracting customers /follow-up	Contracts	Rental property management	Tenant/owner management	Business analysis

Data sharing for real estate companies

Digitalization of the sharing of property info among real estate companies and of real estate purchasing procedures

Fudosan BB

ReaPro BB



ReaPro



Sales/follow-up support

Support for using websites to attract customers and for placing listings on major portal sites

Website production tool



Real estate portal site registrations

Property Data Links



CRM| Customer management



Contract support services

Support for online real estate transactions, allowing use of smartphones for every step from applications to explanations and signing contracts

Online apartment application



IT explanations



System for online contracts

e-contract



Rental management support

IT system for efficient activities for new tenants, lease renewals, invoices, payments from tenants and to property owners, renovations and many other rental property tasks

Chintai Kakumei 11



Owner Proposal AI Robo II



Robot to automatically generate full occupancy strategy reports for owners

AI Kamigakari



AI-OCR × Storage × Chintai Kakumei Integration Significantly Streamlines Real Estate Document Workflows.

Support for communications

A dedicated smartphone app for sound and efficient communications between property owners and tenants; also helps prevent problems

Owner communication service

Kurasapo Connect App for owners



Communication service with tenants

Kurasapo Connect App for tenants



Support for business analysis

Data accumulated by Chintai Kakumei is automatically analyzed for the visualization of the current status of rental property operations. This service also improves the efficiency of analytic tasks.
Automatic Business Analysis Report Generation Tool

Chintai Kakumei Business Analysis Option



Create Rental Housing Index

Data provision service using an index for residential rental property rent and vacancies

CRIX create rental housing index

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

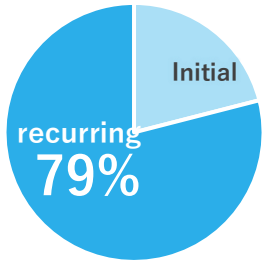
Our Strengths and Growth Potential

Accelerating growth in our real estate tech business by leveraging a stable revenue base, favorable market tailwinds, and data infrastructure useful for AI utilization.

Stable Revenue Base

FY6/26 Results

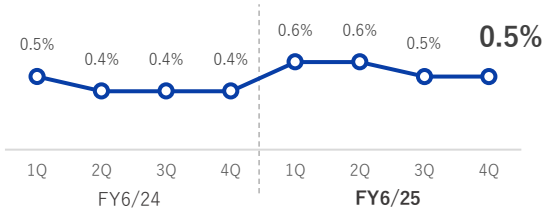
79% of revenue is recurring



FY6/26 Results

Low churn rate of 0.5%

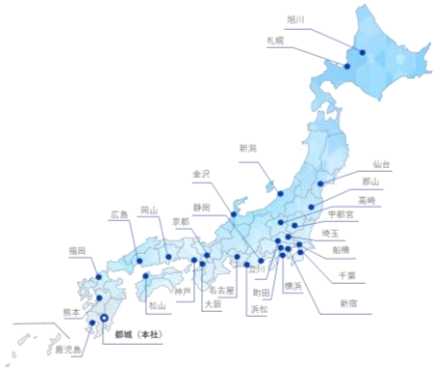
■ Average Monthly Churn Rate Trends



High Market Share

as of June 2026

28 locations nationwide



in rental property management system installations

No.1 ※1

as of the end of June 2026

5,746 cumulative installations

Growth Potential

Real estate tech market size

FY2030 forecast

¥2.378 trillion※2

IT investment demand from new entrants

6,000–7,000 new real estate firms established annually※3

AI Data Utilization

Developing “CRIX,” a rental market data platform that can also be used for AI utilization

Rental Housing Index “CRIX”

CRIX create rental housing index

*1: Based on a web survey conducted by the National Rental Property Management Business Association (January 17–31, 2020 and February 14–20, 2020).
*2: Yano Research Institute Ltd., “2024 Real Estate Tech Market: Current Status and Outlook” (April 2024)
*3: Real Estate Transaction Improvement Organization, “Statistics on Licensed Real Estate Brokers and Real Estate Transaction Specialists as of the End of FY2024,” “Trends in the Number of Licensed Real Estate Brokers”

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Executive Summary – FY2026

Revenue increased year over year, but the pace of business expansion lagged due to the delay in integrating “ReaPro BB” in the previous fiscal year, resulting in a shortfall versus the plan.

Note: Year-over-year figures in this presentation, as in materials through 3Q, compare FY2026 with FY2025 consolidated results. In the 4Q earnings report, YoY figures compare with FY2025 non-consolidated results, so the YoY figures differ.

（Unit: millions of yen）

Revenue

5,472

YoY+7.8%

excluding the impact of the corporate merger
YoY+11.9%
(Previous year: ¥4,892 million)

Progress rate 94.4%

Operating profit

867

YoY▲13.6%

excluding the impact of the corporate merger
YoY▲7.6%
（Previous year ： ¥938 million）

Progress rate 72.3%

Net Income

578

YoY▲7.8%

excluding the impact of the corporate merger
YoY-11.7%
(Previous year: ¥654 million)

Progress rate 79.2%

Recurring revenue remained stable

MRR remained steady in both brokerage and property management solutions, and recurring revenue increased steadily.

FY2026 recurring revenue **¥4,324 million**

(Previous year: ¥3,995 million)

Churn rate remained at a low and stable level

Nationwide customer support and customer success initiatives helped maintain a stable churn rate.

FY2026 churn rate **0.5%**

※ Churn rate refers to the average monthly churn rate.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Contents

FY2026 Financial Highlights	P.8
FY2027 Earnings Forecast	P.22
Shareholder Returns	P.30
Appendix	P.33

Contents

FY2026 Financial Highlights	**P.8**
FY2027 Earnings Forecast	P.22
Shareholder Returns	P.30
Appendix	P.33

FY2026 Financial Highlights | PL Summary

Revenue increased steadily by 7.8% year over year. Although operating profit decreased due to upfront investments for business expansion, including staff expansion and depreciation expenses for Chintai Kakumei 11, the operating profit margin remained above 15%.

Note: Year-over-year figures in this presentation, as in materials through 3Q, compare FY2026 with FY2025 consolidated results. In the 4Q earnings report, YoY figures compare with FY2025 non-consolidated results, so the YoY figures differ.

(Unit: million yen)	FY2025 Results	FY2026 Results	Year-over-year	Full-Year Forecast	Overview
Revenue	5,075	**5,472**	**+7.8%**	5,800	**In the previous 1Q, revenue of ¥182 million was added due to a company merger.**
Brokerage Solutions	1,987	1,999	+0.6%	-	Excluding the impact of the company merger in the previous 1Q, **revenue increased by 10.7%.**
Management Solutions	3,033	3,356	+10.6%	-	Upselling and cross-selling for Chintai Kakumei remained steady.
Gross Profit	3,527	**3,578**	**+1.5%**	-	
Gross Profit Margin	69.5%	65.4%	-4.1pt	-	
Operating profit	1,004	**867**	**-13.6%**	1,200	**In the previous 1Q, operating profit of ¥66 million was added due to a company merger.**
Operating profit margin	19.8%	15.8%	-4.0pt	20.6%	
EBITDA	1,361	**1,307**	**-4.0%**	-	
EBITDA Margin	26.8%	23.9%	-2.9pt	-	
Ordinary profit	1,003	**942**	**-6.1%**	1,210	
Net income	628	**578**	**-7.9%**	730	

Brokerage Solutions: Revenue from a suite of brokerage support services provided to real estate brokerage businesses
Management Solutions: Revenue from management support services provided to rental management businesses

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

FY2026 Financial Highlights | Quarterly Trends

In 4Q (three months), revenue increased 21.6% and operating profit rose 56.4% year over year, resulting in significant revenue and profit growth. The operating profit margin improved by 5.9pt.

(unit: million yen)	FY2024 Results				FY2025 Results				FY2026 Results			
	Q1	2Q	Q3	4Q	Q1	2Q	Q3	4Q	Q1	2Q	3Q	4Q
Revenue	968	1,061	1,040	**1,366**	1,410	1,238	1,066	**1,360**	1,219	1,315	1,284	**1,654**
Brokerage solutions	385	404	410	**450**	647	457	469	**413**	478	491	509	**521**
management solutions	572	646	619	**903**	749	768	583	**931**	727	796	743	**1,089**
Operating profit	74	186	133	**316**	319	270	137	**278**	92	190	149	**434**
Operating profit margin	7.7%	17.5%	12.9%	**23.1%**	22.6%	21.8%	12.9%	**20.4%**	7.6%	14.5%	11.7%	**26.3%**
Ordinary profit	73	189	133	**345**	306	279	142	**276**	108	214	181	**437**
Net income	42	123	77	**186**	173	201	94	**160**	75	148	126	**228**

Brokerage Solutions represents revenue from brokerage support services.
Property Management Solutions represents revenue from management support services.

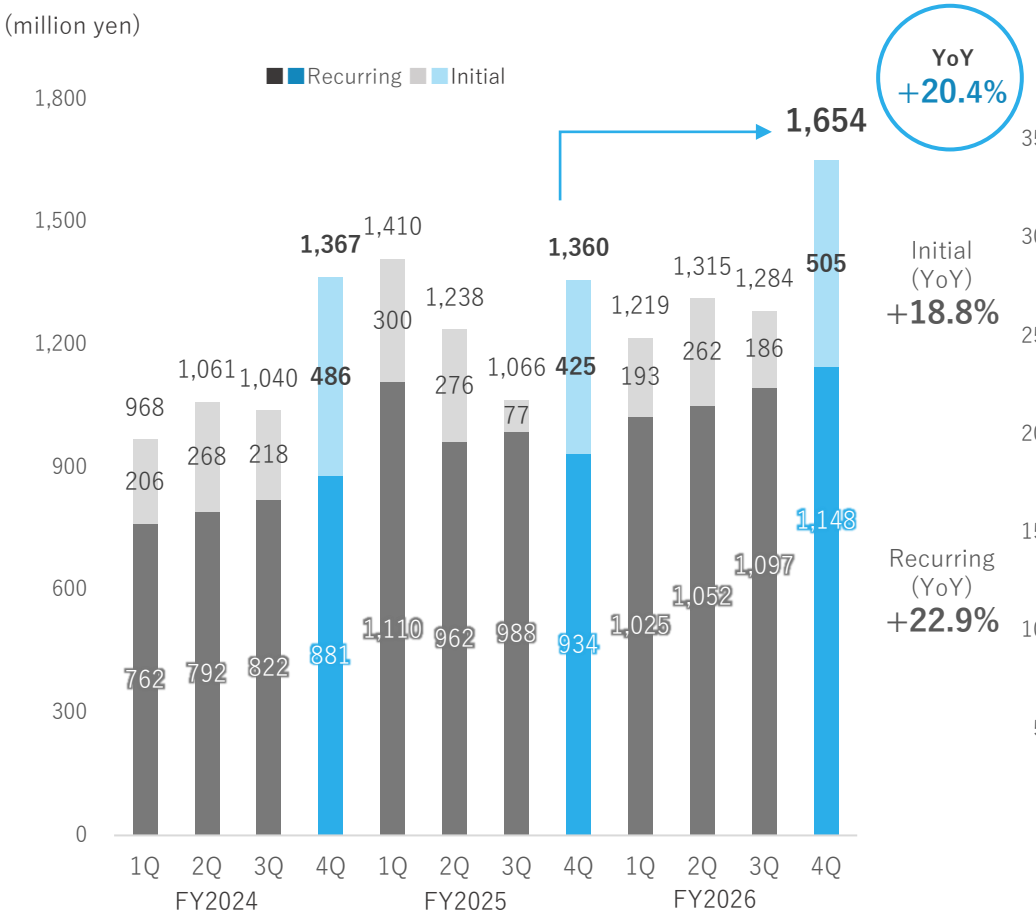
Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Recurring revenue and MRR both continued steady upward trends.

Steady growth driven by cross-selling and upselling.

Recurring and Initial Revenue Trends

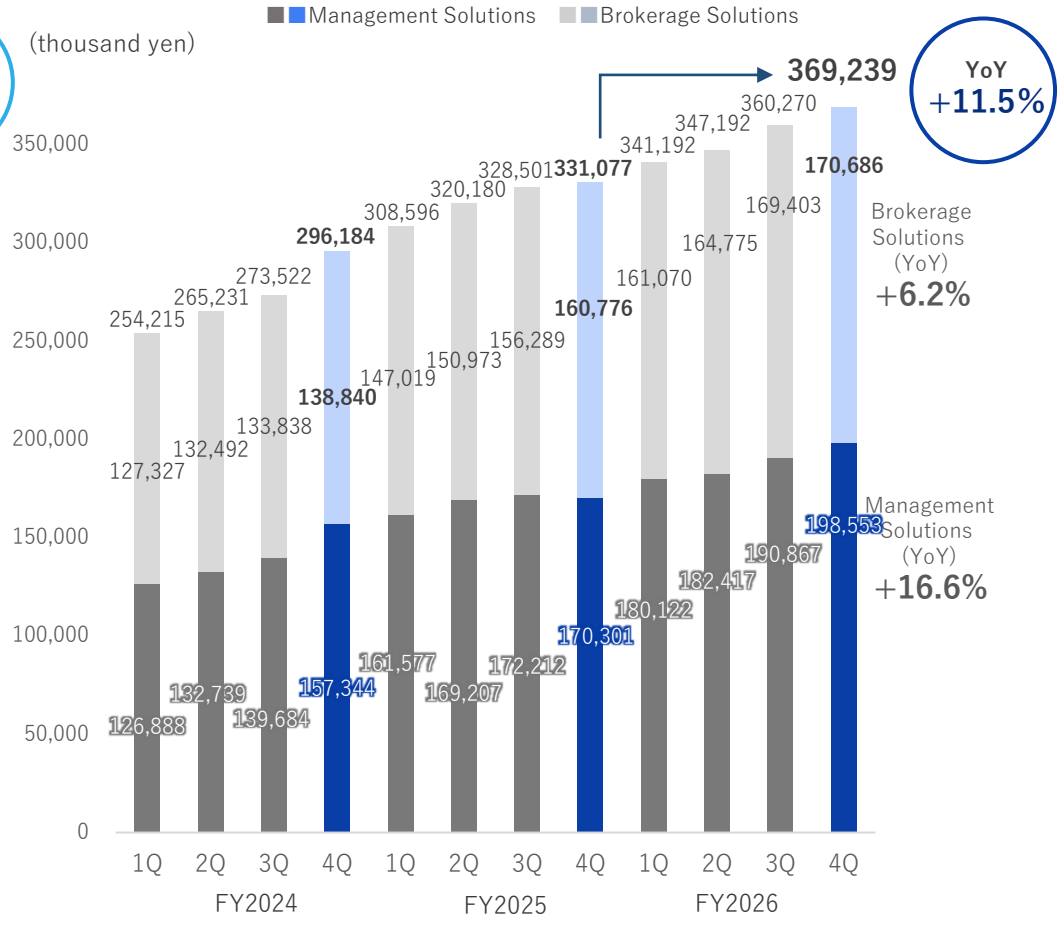
Both recurring and initial revenue increased significantly year over year.
Recurring revenue maintained a steady upward trend.



MRR Trends

※MRR: Abbreviation for Monthly Recurring Revenue, revenue generated on a recurring monthly basis (monthly recurring revenue).

We worked to expand sales of both brokerage and management solutions, resulting in steady growth.



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

FY2026 Financial Highlights| Changes in each KPI

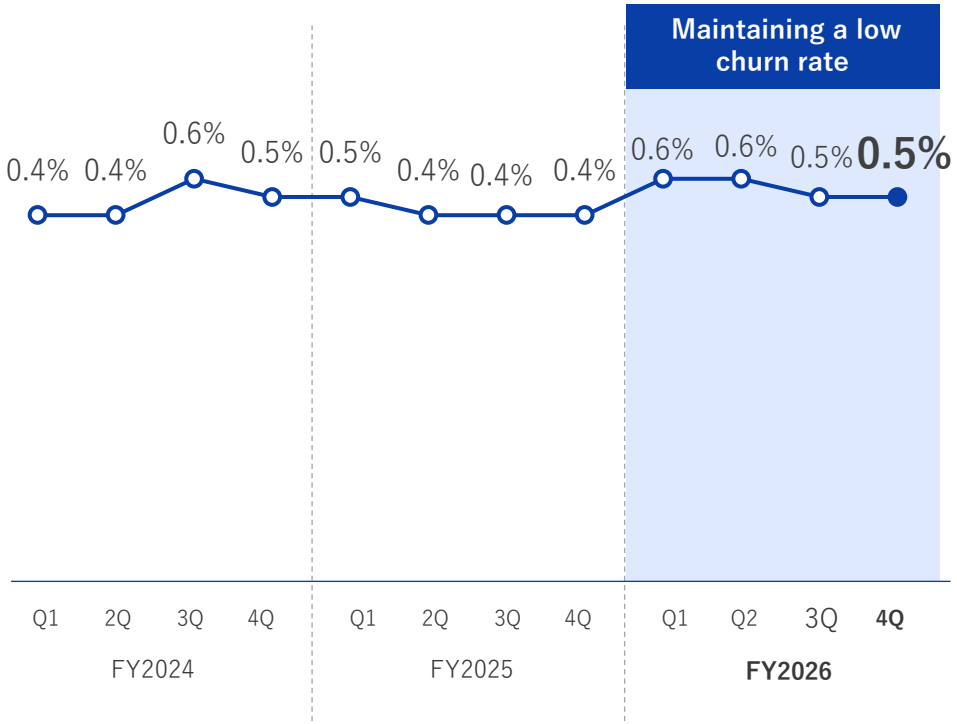
Churn remained low while revenue continued to grow. We proactively strengthened the organization required for business expansion while also looking ahead to productivity improvements through AI utilization.

Churn Rate Trends (Average Monthly Churn Rate)

*Monthly Churn Rate: The percentage of monthly revenue lost due to cancellations relative to total monthly revenue from existing contracts

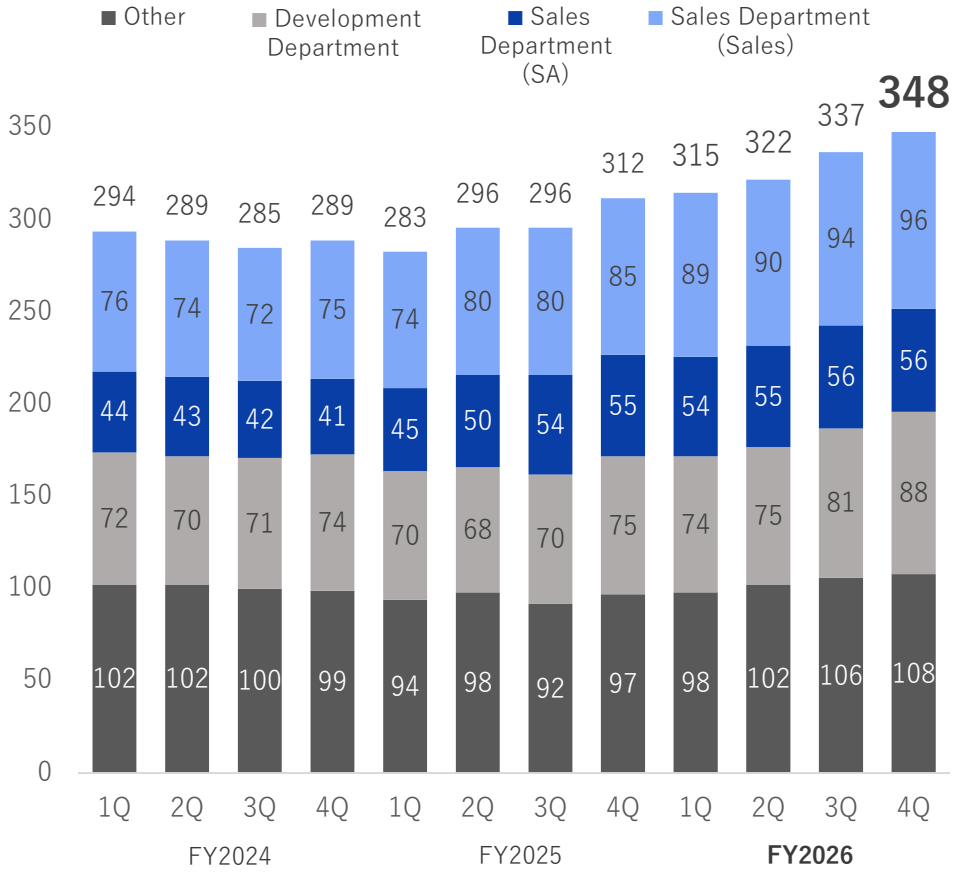
FY2026

4Q Churn Rate: 0.5% (Previous period average: 0.4%)



Trends in Number of Employees (Full-time Employees Only)

*Headcount refers to the number of full-time employees



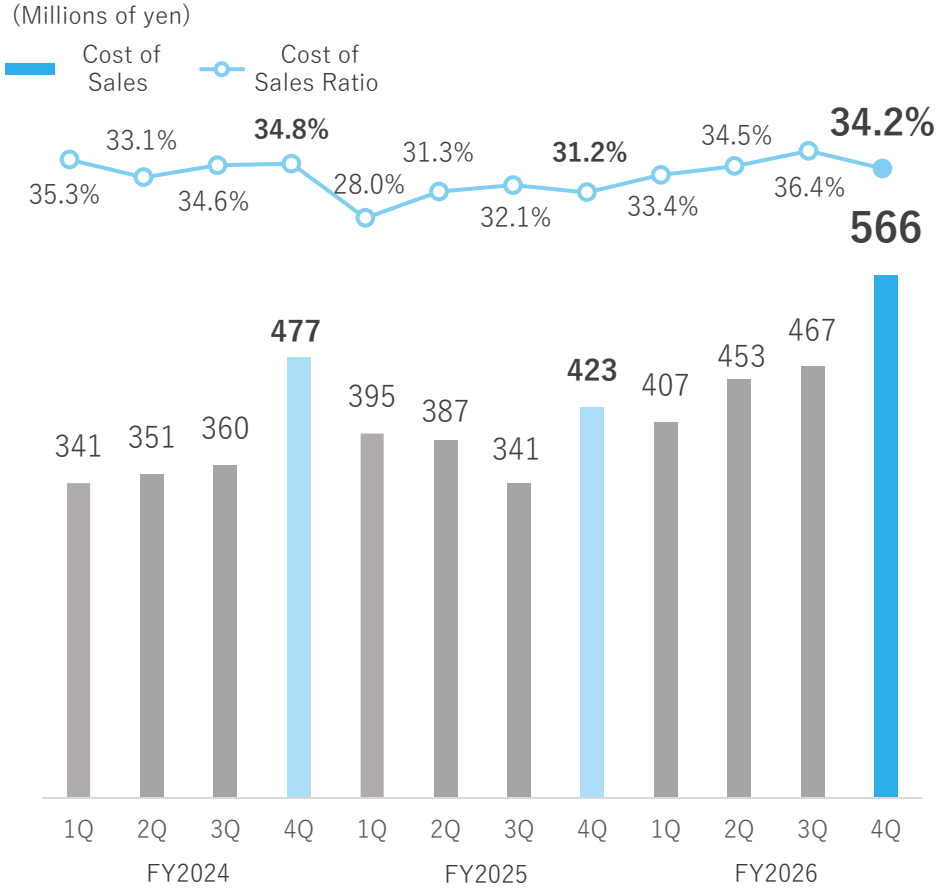
Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

FY2026 Performance Highlights | Cost of Sales and SG&A Expense Trends

Cost of sales increased due to software amortization expenses and the reclassification of certain SG&A expenses to cost of sales following a review of expense categories. SG&A expenses decreased.

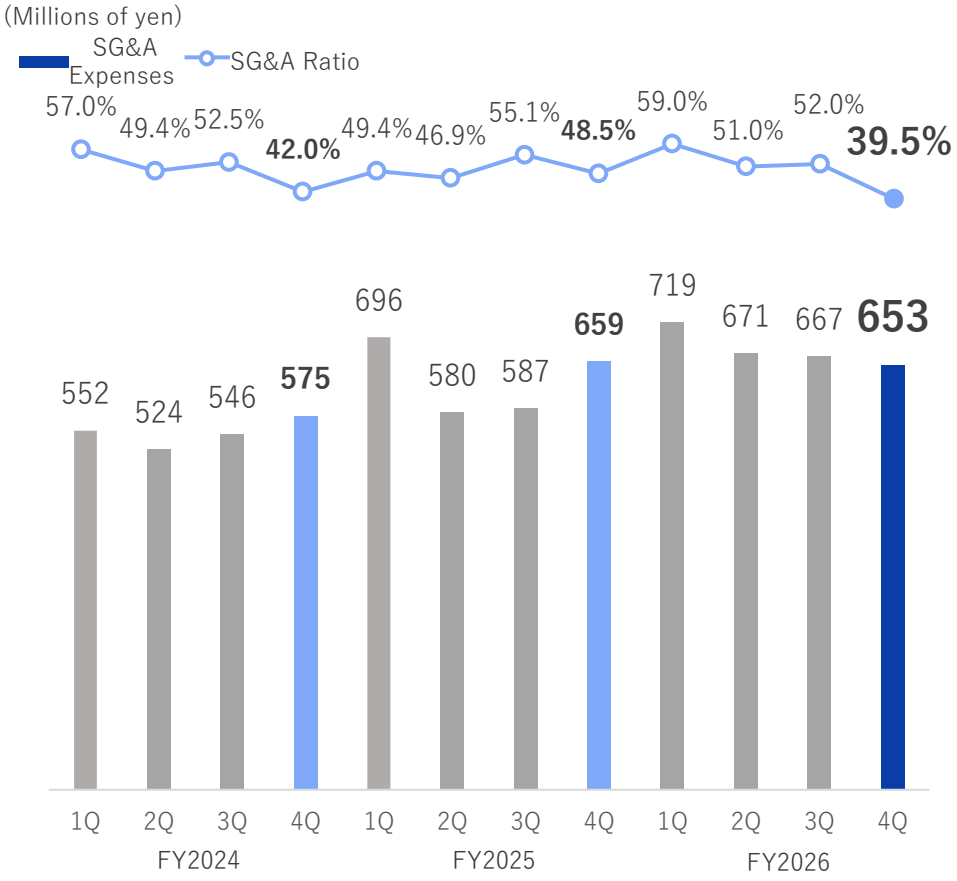
Cost of Sales

Cost of sales increased due to amortization expenses associated with the release of Chintai Kakumei 11 and the reclassification of certain SG&A expenses to cost of sales following the expense category review, but the cost of sales ratio remained in the 30% range.



SG&A Expenses

Cost control improved the SG&A ratio from the previous third quarter. In addition, SG&A expenses decreased in 4Q due to the reclassification of certain SG&A expenses to cost of sales.



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

FY2026 Financial Highlights | Trends in Number of Customer Businesses

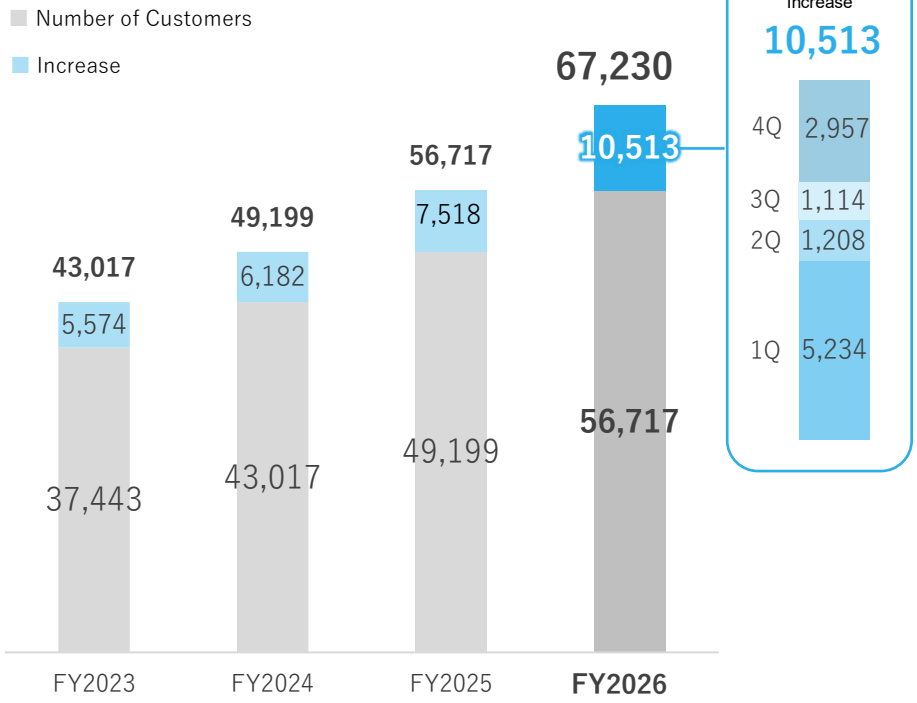
Driven by the expansion of our free customer base, the number of paid service customers (excluding increases from resales) increased. We also focused on cross-selling and upselling to existing customers.

Trends in the Number of Customers for the Inter-Broker Property Listing Service (Free)

Free Services



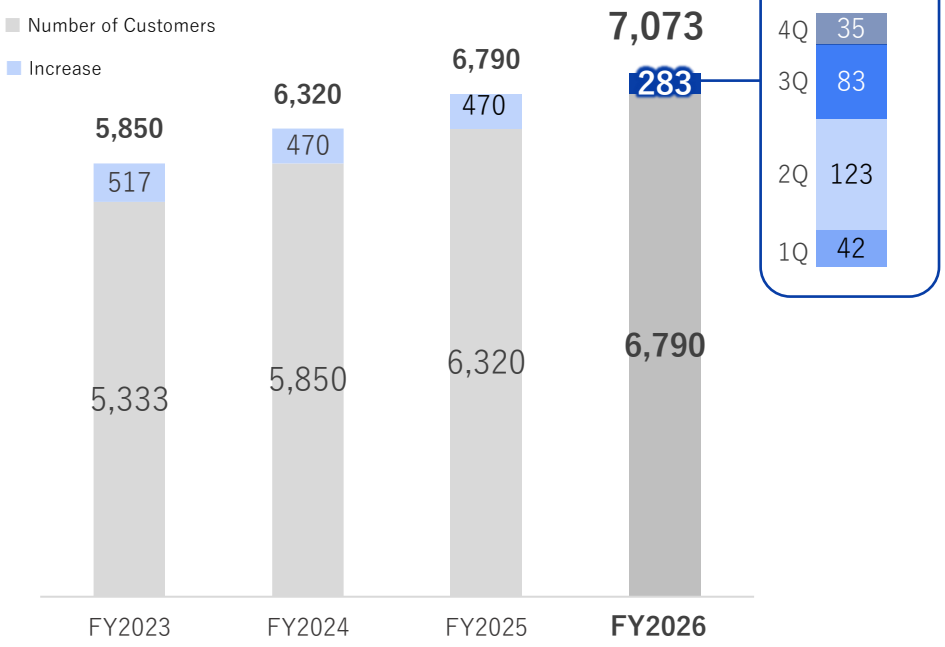
*ReaPro BB Brokerage and Reapro Brokerage are provided free of charge to brokerage firms;
and we aim to increase revenue through cross-selling of paid options and other paid services.



Number of Customers Using Monthly Paid Services (All Products)

Paid Service Portfolio (Excerpt)





Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

FY2026 Financial Highlights | Trends in Number of Customer Businesses

The number of customers using our electronic tenant application and electronic contract services also increased steadily.

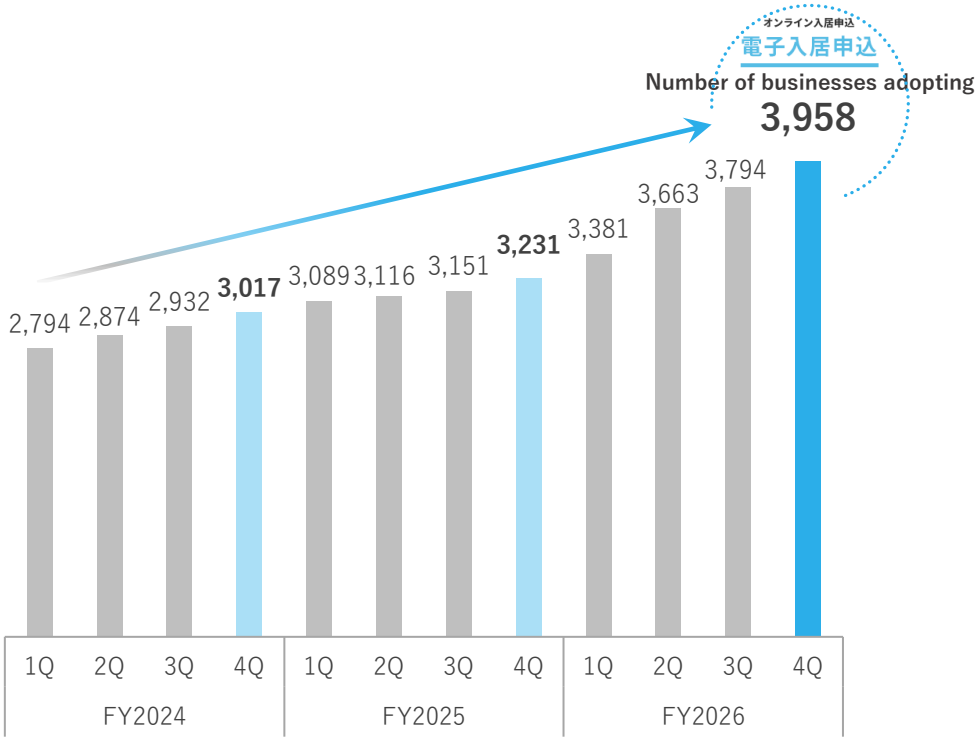
We aim to further expand our market share.

■ Trends in the Number of Businesses Adopting Electronic Tenant Application Services (Cumulative)

オンライン入居申込
電子入居申込



"Electronic Tenant Application" is a feature for property management companies that allows the entire tenant application process—a step prior **to signing a contract**—to be completed online. It eliminates the need for handwritten application forms, faxes, and phone calls, leading to improved operational efficiency.



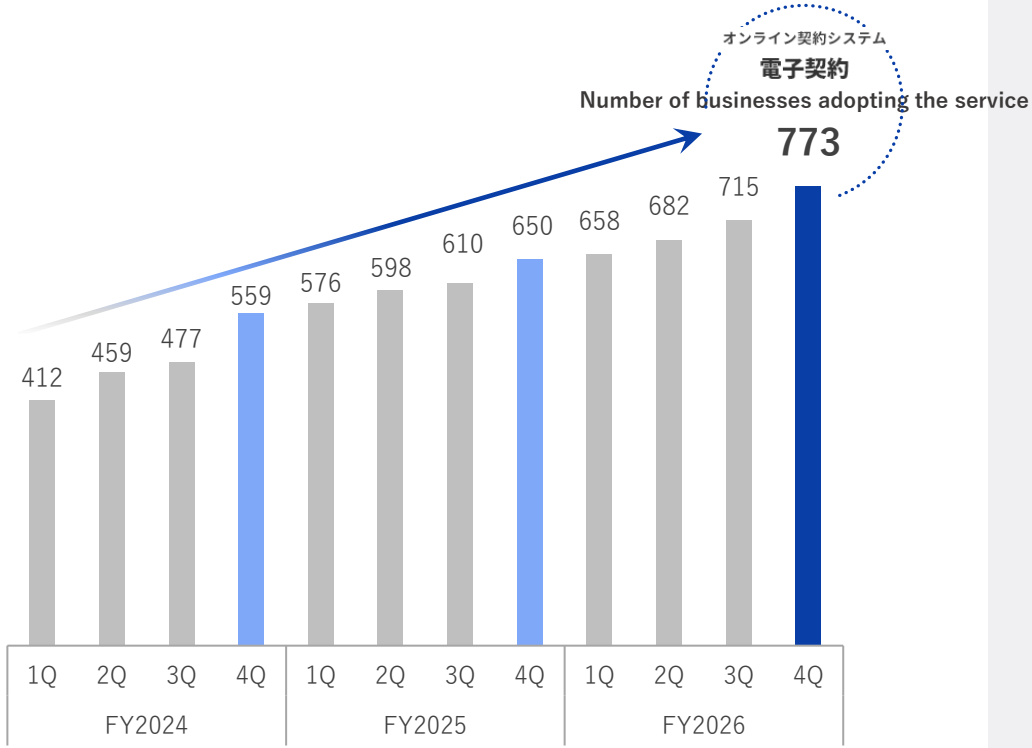
■ Trends in the Number of Businesses Adopting Electronic Contract Services (Cumulative)

オンライン契約システム
電子契約



May 2022: Legal Amendment

The May 2022 amendment to the Real Estate Brokerage Act made it possible to conduct contract operations entirely online. With the electronic contract service, lease agreements that were previously handled in person or by mail can now be processed easily and securely online.



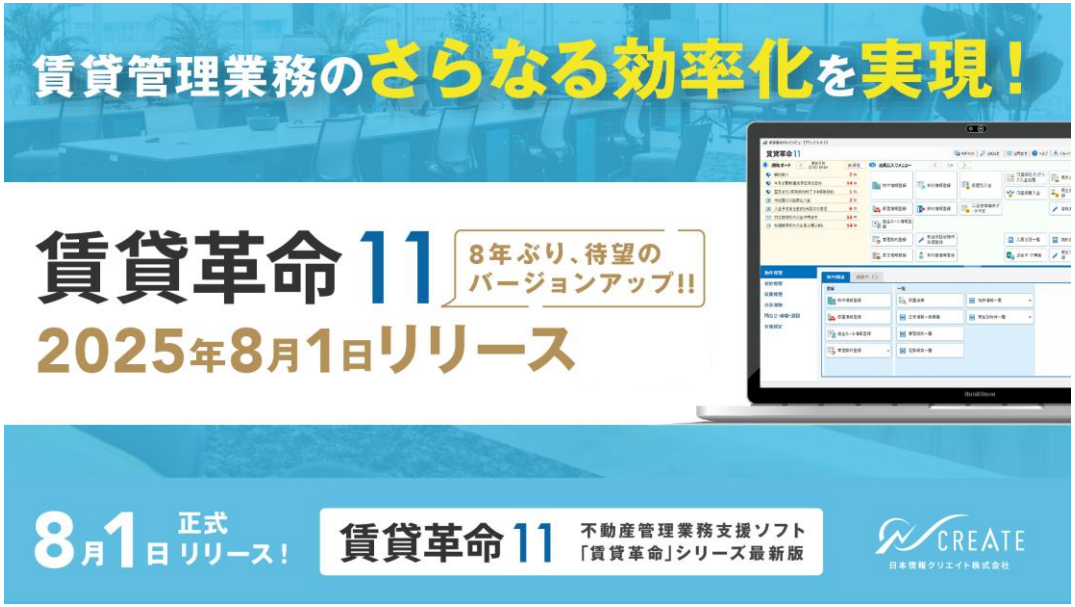
Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

“Chintai Kakumei 11” released on August 1, 2025. Equipped with workflow automation features and significantly improved usability.

Aim to acquire new customers and expand market share

Service Overview

The latest version of our Chintai Kakumei series of software for supporting real estate management operations. It includes workflow automation features that significantly reduce complex tasks in rental property management operations.



Representative New Features

- Features to prevent missed tasks and missed information sharing
- Automatic import of estimates using AI OCR
- Excel data import
- Reflects many customer requests, including saved list search conditions, pro-rata handling for owner remittances, simplified image registration, and improved CSV export functions

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

AI-powered business efficiency solution “AI Kamigakari” pre-released on August 1, 2026. This AI-OCR × storage × Chintai Kakumei integration service significantly streamlines real estate document workflows.



Service Overview

Simply upload PDFs, and AI-OCR automatically analyzes and classifies documents, then stores them in a format compliant with the Electronic Books Preservation Act. This substantially reduces the manual work of searching for documents and entering data while viewing them, enabling a shift to a new workflow designed for data utilization.

Before Implementation

- Documents are scattered, making it difficult to locate them
- Manual entry and transcription while checking documents are burdensome
- Simply searching for required documents takes time
- Transcription errors occur
- Concerns about compliance with the Electronic Books Preservation Act

After Implementation

- Automatically organize folders by property
- AI automatically analyzes and classifies documents
- Automatically generate summaries of contracts and important matter explanations
- Smooth import into Chintai Kakumei via CSV
- Store documents in a format that supports compliance with the Electronic Books Preservation Act

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

New service “ReaPro BB+” scheduled for release on September 1, 2026.



Service Overview

ReaPro BB+ is an enhanced service that further evolves ReaPro, which has supported the sharing of vacant property information among real estate companies. In addition to promoting the distribution of vacant property information, it supports the utilization of property information and improves brokerage efficiency through secondary advertising of third-party properties and integration with company websites and real estate portals.

Main Planned Feature Enhancements

・ReaPro BB+ Brokerage: supports secondary advertising of third-party properties and company websites (WMP integration)
・Supports integration with SUUMO, at home, and HOME’S

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Promoting higher added value through system integrations with partner companies.

Strengthening initiatives to enhance the value of existing services.

賃貸革命



×

WealthPark Business	Launched a dedicated data integration program with “WealthPark Business,” a business support service for real estate owners and property management companies provided by WealthPark.
SARUCREW	Decided to integrate systems with “Sarune Life,” a comprehensive support service in which specialist staff provide one-stop support for lifeline procedures required when moving.
PinT SUMASAPO	Launched a new “Vacancy Free Electricity Plan” in collaboration with PinT, Inc. of the TEPCO Group and Sumasapo Inc., automating electricity reconnection and discontinuation procedures for vacant properties and making electricity charges free during the vacancy period after tenants move out.
DUAL HOLDINGS	Began development of system integration with “Vacant Unit Electricity DX,” a service that handles electricity activation and suspension procedures during vacancy periods.
Moneytree LINK	Launched integration with the financial data platform “Moneytree LINK” to support more efficient payment reconciliation by automatically importing deposit data through bank account linkage.
ClassLab.	Began development of system integration with “Lifeline Support Center,” a service that handles lifeline contract procedures, and “Vacant Unit Electricity Service,” a service that handles electricity application and cancellation procedures during vacancy periods.

オンライン入居申込
電子入居申込



×

株式会社フェアー信用保証 fair.trust.guarantee.co.,ltd	Launched integration between the Electronic Tenant Application Service and Fair Credit Guarantee Co., Ltd., enabling a fully online process from tenant and guarantee applications to screening, reducing workloads through paperless procedures and enabling faster guarantee screening.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

The scope of CRIX data provision has expanded.

CRIX data is now used in the “Rental Management Map” feature of Rakumachi, a real estate investment platform.

CRIX
create rental housing index

Service Overview

A real estate market analysis service that visualizes the "current state" of the market by leveraging vast amounts of rental management big data.

楽待

Service Overview

Japan’s largest real estate investment platform, ranked No. 1 (*1) in terms of ease of use, number of users, and number of listed properties. Since its launch in 2006, it has provided highly specialized services connecting investors with real estate companies. It also offers the “Rental Management Map” service, which allows users to view all the information needed for property purchases and area analysis in a consolidated view on a map.

Utilizing CRIX in "Rakumachi's" "Rental Management Map"

Based on actual management data

"High-Precision Market Insight"

By utilizing "CRIX," you can grasp rent trends that are closer to reality rather than estimates, enabling more reliable analysis.

Using Maps and Graphs

"Visualization of Rent Market Trends"

Rental market rates by area can be intuitively checked on a map. Additionally, rental trends for each area are instantly displayed as time-series line graphs.

Through Detailed Filtering

"Efficient Detailed Area Analysis"

In addition to property type and floor plan, you can also view rent trends by year of construction. By setting detailed criteria tailored to your target, the accuracy and speed of area analysis are significantly improved.

*1 "No. 1 in Number of Listings": According to Japan Marketing Research Institute (August 2025) "No. 1 in Ease of Use": According to Gomez Consulting (August 2025) "No. 1 in Number of Users": According to internal research (August 2025)

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Trial provision of a local MCP server for Chintai Kakumei 11 has begun.

Overview of Trial Provision

Began trial provision of a local MCP server that connects with the Chintai Kakumei 11 application and enables AI tools such as Claude Desktop to reference information using natural language.

- **Feature Overview** AI tools (e.g., Claude Desktop) can reference information in Chintai Kakumei 11 using natural language.
- **Verification Policy** During the trial period, use is limited to data reference (read-only), with safety verified as the highest priority.
- **Convenience** Outputs use the same column format as existing lists, enabling use in the same way as familiar reports.
- **Target Environment** Limited to on-premises environments running Chintai Kakumei 11.



Future Development

During the trial period of approximately three months, we will collect feedback from partner companies and verify the service's operational effectiveness and practicality. Based on the verification results, we plan to decide whether to expand the scope of formal service provision or revise the offering.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Contents

FY2026 Financial Highlights P.8

FY2027 Earnings Forecast P.22

Shareholder Returns P.30

Appendix P.33

FY2027 Earnings Forecast

Revenue is expected to increase by approximately 10%. EBITDA is forecast at ¥1.23 billion. Operating profit is expected to decline due to amortization and higher costs related to the new ReaPro BB+ service.

(Unit: millions of yen)

	FY 2026 Results	FY2027 Forecast	YoY
Revenue	5,472	**6,000**	**+9.6%**
Operating profit	867	**600**	**-30.8%**
EBITDA	1,307	**1,230**	**-5.9%**
Ordinary profit	942	**600**	**-36.3%**
Net income	579	**360**	**-37.7%**
Profit per Share (Yen)	42.02	**26.12**	**-**

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Under the new management structure, we will strengthen initiatives for business expansion.

For rental property managers

- ✓ **Acquire new customers for Chintai Kakumei 11 and strengthen version upgrades and optional feature sales**
- ✓ **Expand customer value through AI Kamigakari, Owner Proposal AI Robo II, and other services**
- ✓ **Expand data provision partners for the rental housing index “CRIX”**

For real estate brokers

- ✓ **Expand the share of the inter-broker property listing service “ReaPro BB+”**
- ✓ **Expand the share of customer-attraction support services for brokerage firms**
- ✓ **Increase revenue per customer through upselling and cross-selling**

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Enhancing Development Capabilities and Product Value Through AI

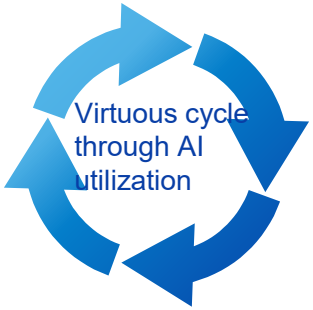
Create a virtuous cycle through AI-enabled product development and product enhancement, continuously improving the value we provide to customers.

Product Development



- ✓ **Improve efficiency in development processes such as requirements definition, design, implementation, and testing**
- ✓ Accelerate the development cycle
- ✓ Improve development quality by utilizing accumulated data through AI

Beyond productivity improvement through AI, toward the creation of new value



Feedback of data, results, and know-how

Product Enhancement



- ✓ Sequentially implement AI features in new and existing products
- ✓ Begin verification for secure integration between Chintai Kakumei and AI
- ✓ Enhance the functions and value of existing products by leveraging data assets

Continuous improvement in customer value

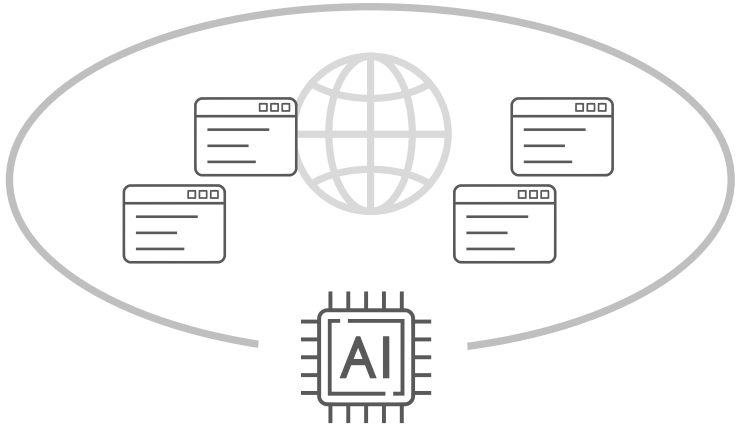
Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Our Competitive Advantage in the AI Era

High-Precision Proposal Capabilities Leveraging Proprietary Data

Information provision using AI

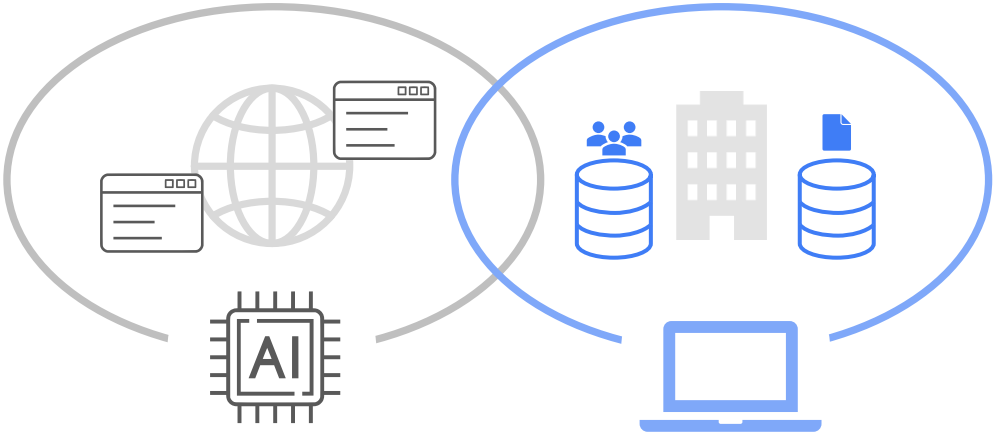
Provides information based on publicly available internet data



Proposal content is limited because it depends on public information

Information provision using our database

Utilizes not only public information but also our proprietary accumulated property, tenant, and transaction data



Utilizes a vast volume of proprietary data to deliver high-precision property proposals aligned with customer needs

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

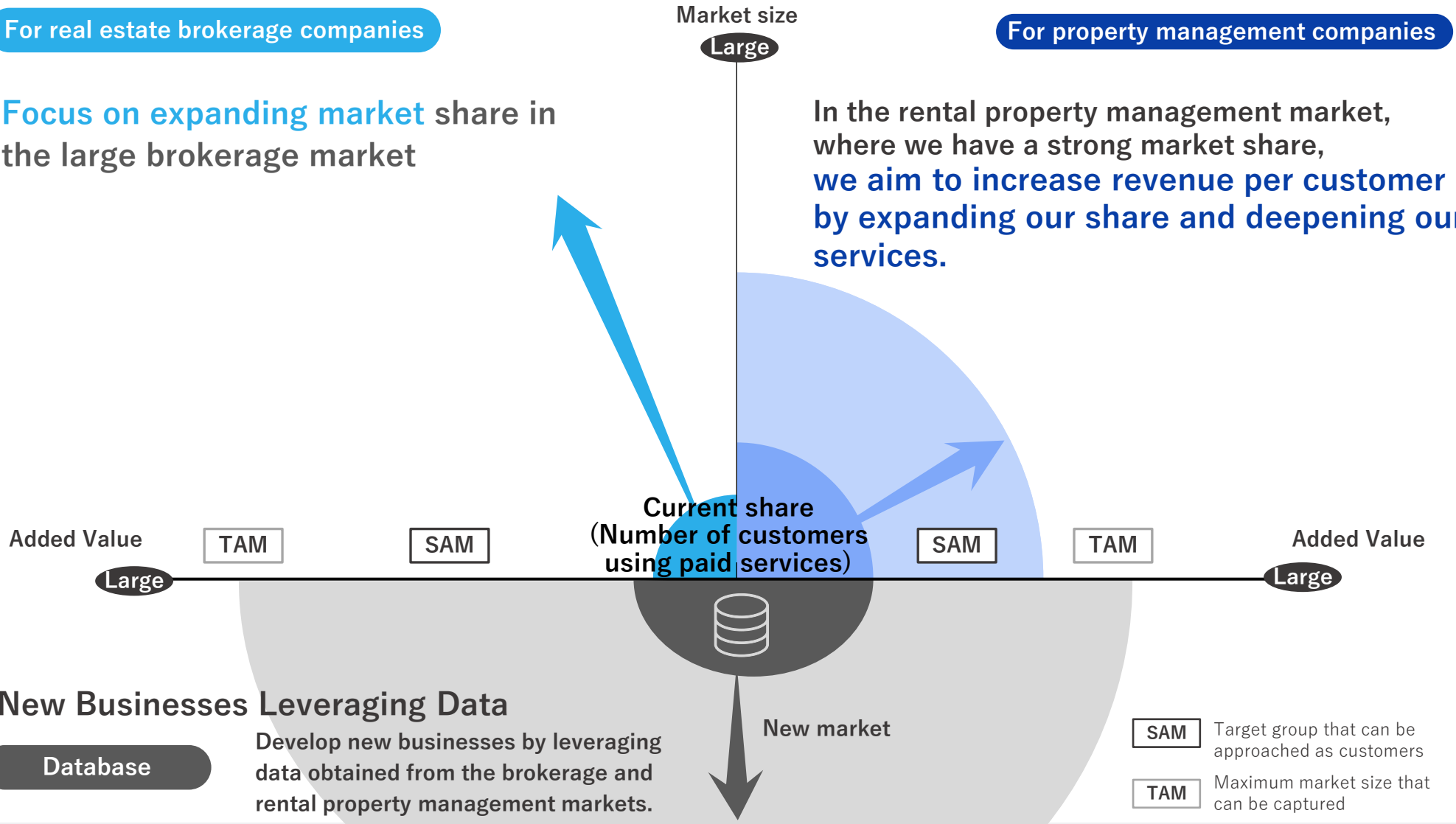
Growth Themes by Market

For real estate brokerage companies

Focus on expanding market share in the large brokerage market

For property management companies

In the rental property management market, where we have a strong market share, **we aim to increase revenue per customer by expanding our share and deepening our services.**



New Businesses Leveraging Data

Database

Develop new businesses by leveraging data obtained from the brokerage and rental property management markets.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Initiatives in the Brokerage Market

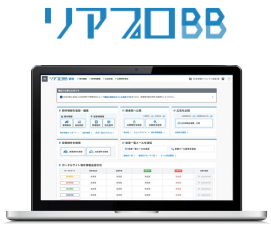
Enhancement and expansion of each service

ReaPro BB+ / ReaPro BB

Inter-broker property distribution service

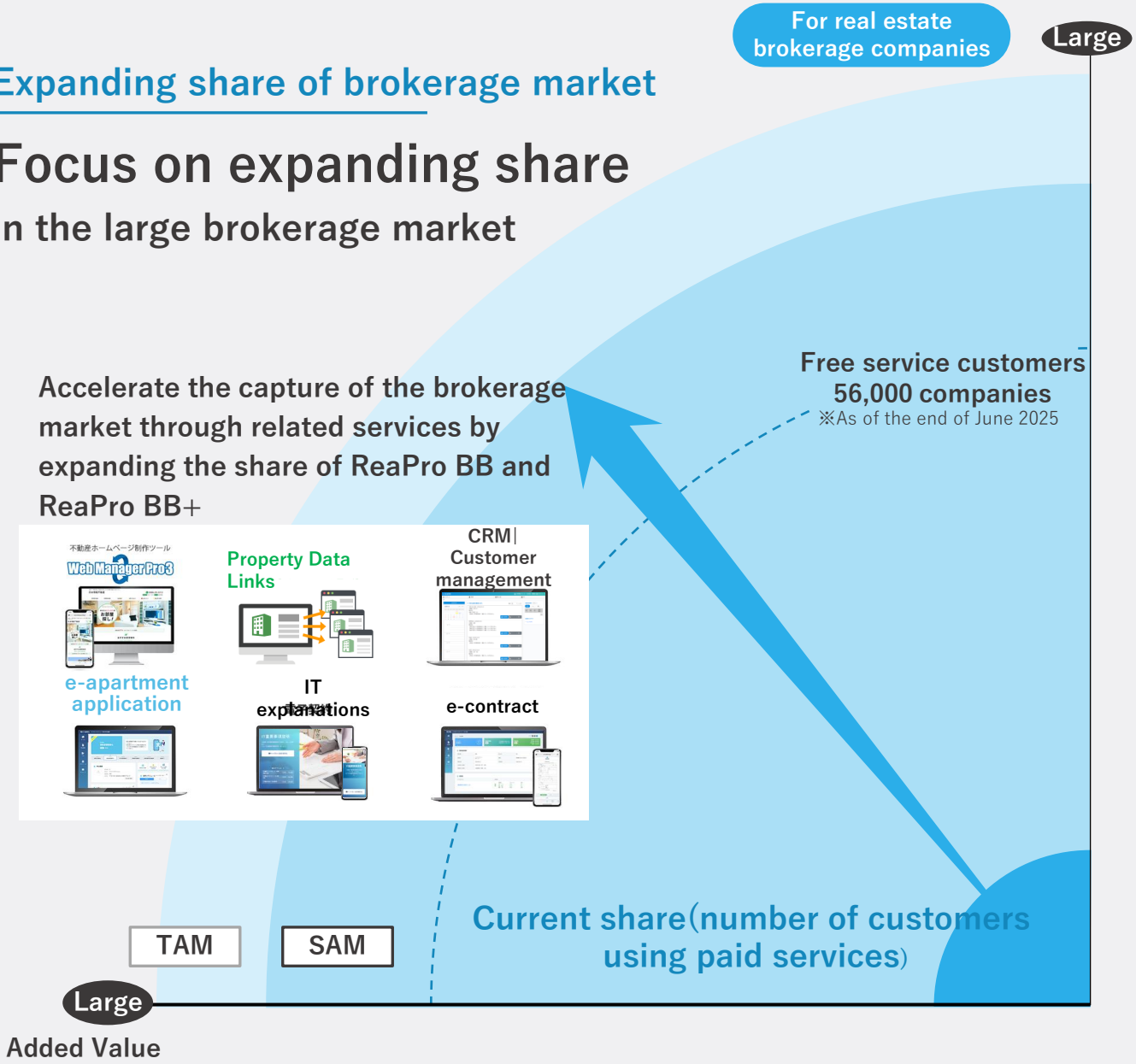
With ReaPro BB+ as the core, we will promote share expansion in the brokerage market and cross-selling of other services. We will gradually migrate ReaPro BB users to ReaPro BB+ and aim to grow it into one of Japan's largest inter-broker property listing platforms.





Brokerage solutions

Property purchasing/sharing | Attracting customers/follow-up | Contracts



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Initiatives in the Rental Property Management Market

Deepening existing businesses

In the rental property management market, where we have a strong advantage, we aim to increase revenue per customer by providing new value.

Advantage in the rental property management market

Since our founding, Chintai Kakumei, our core service, has maintained a high market share, with substantial resale revenue from version upgrades and option sales. We aim to increase revenue per customer through the core product and related services.

Owner Proposal AI Robo II for vacancy

countermeasures, equipped with AI appraisal AI appraisal using our proprietary accumulated data supports vacancy countermeasure proposals. By continuously improving accuracy, we will enhance proposal capabilities for owners.

Property management solutions

Rental property management | Tenant/owner management | Business Analysis

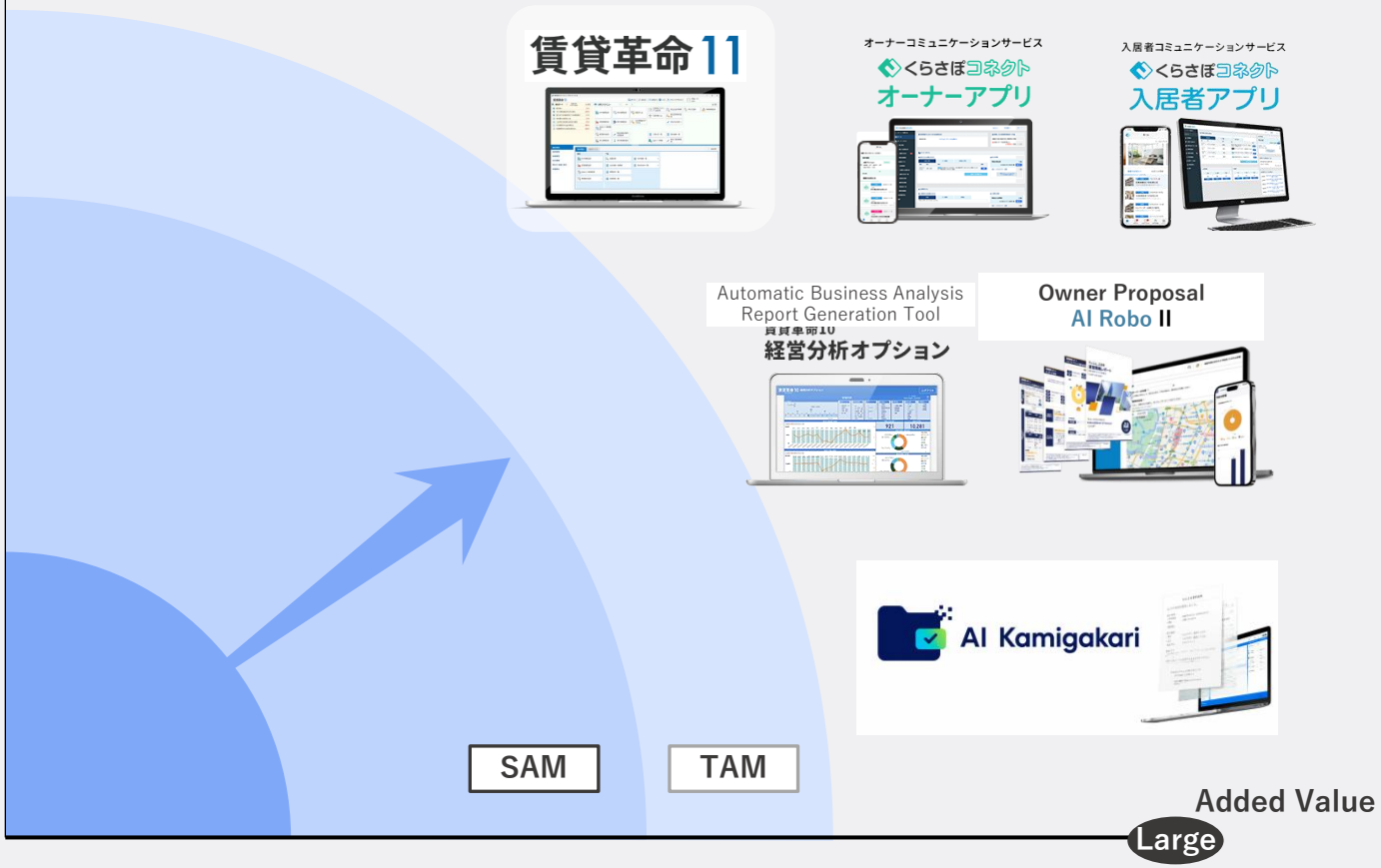
For property management

Market Size

Large

Service development that takes advantage of high market share

Aim to improve unit price per customer by upgrading versions and providing further added value.



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved. |

Contents

FY2026 Financial Highlights P.8

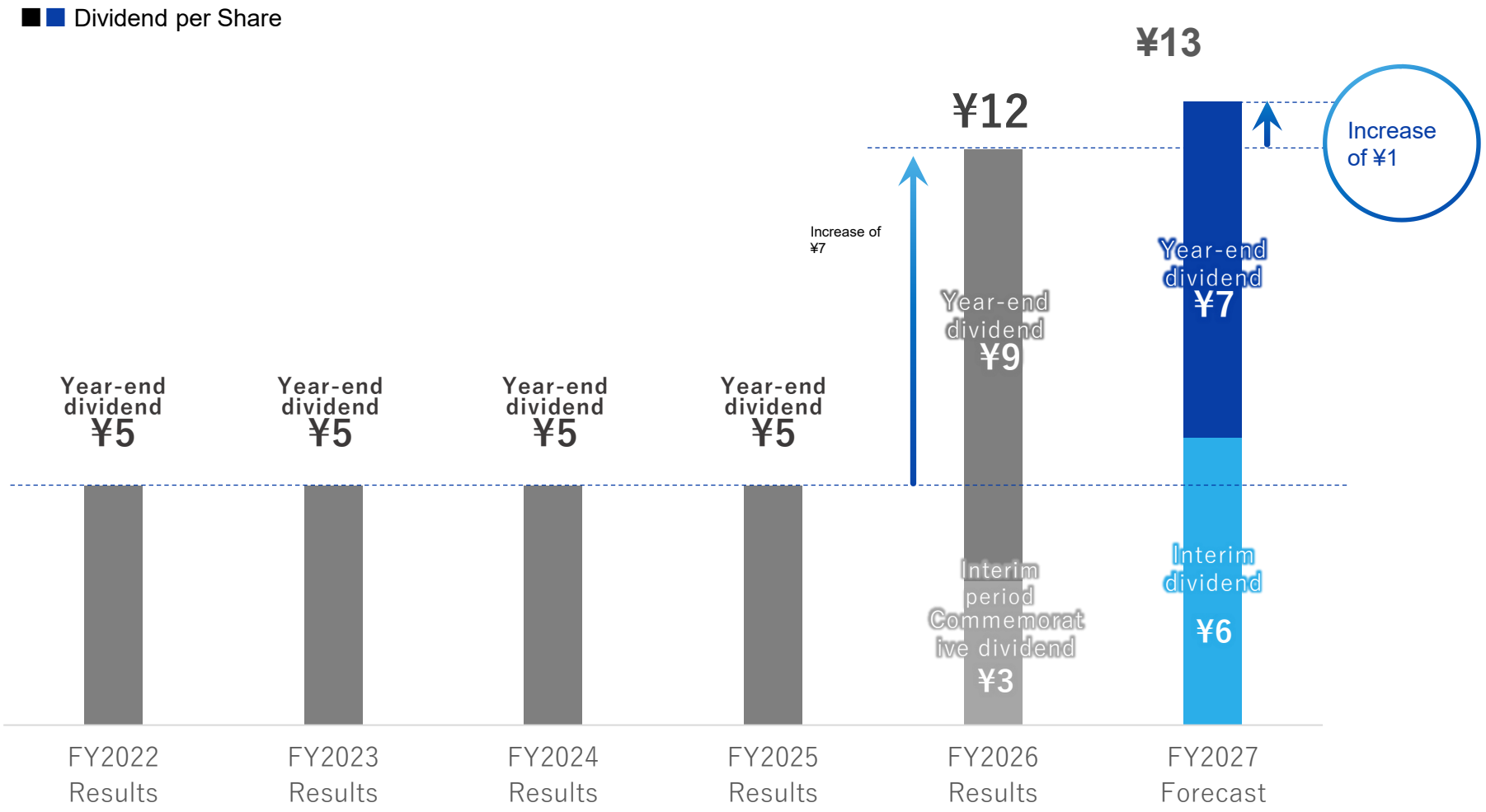
FY2027 Earnings Forecast P.22

Shareholder Returns P.30

Appendix P.33

Shareholder Returns

For FY2027, we plan to start paying an interim dividend, with ¥6 at the interim period and ¥7 at year-end, for an annual dividend of ¥13. We will continue to emphasize shareholder returns while prioritizing growth investments.



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Shareholder Returns

Expansion of the shareholder benefits program effective from the FY2026 interim period (record date: December 31).

Shareholder Benefits

Interim (Record date: end of December each year)

■Details

Before Change (FY2025)

Number of Shares Held	Gift
100 shares or more	QUO Card worth ¥500

Applies to shareholders who have held shares for one year or longer.

After Change (FY2026 onward)

Number of Shares Held	Gift
100 to 299 shares	Digital Gift worth ¥1,000
300 shares or more	Digital Gift worth ¥5,000

Applies to shareholders who have held shares continuously for one year or longer.

■Scheduled Delivery Period

Planned for shipment in early March each year.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Contents

FY2026 Financial Highlights P.8

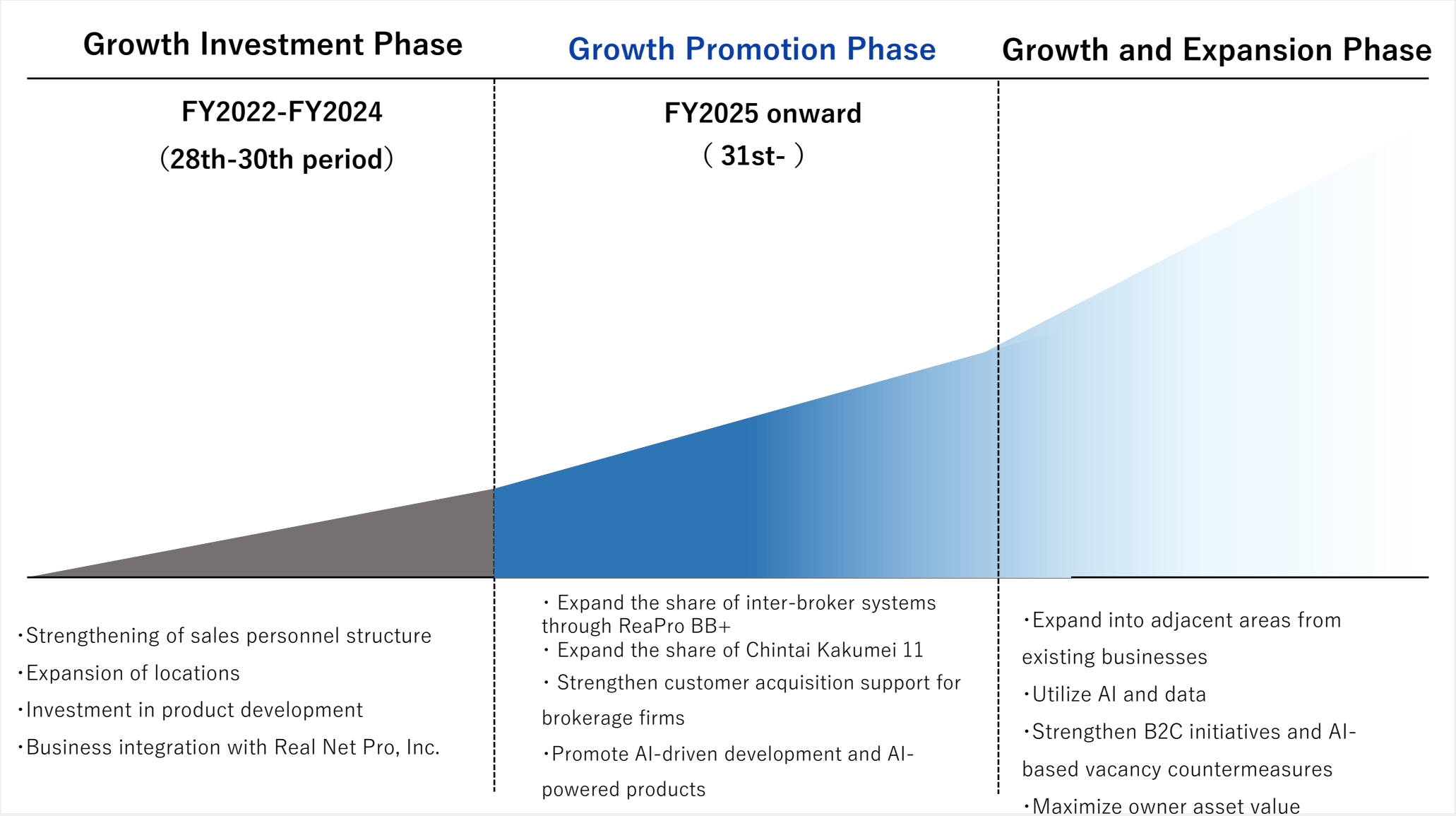
FY2027 Earnings Forecast P.22

Shareholder Returns P.30

Appendix P.33

Medium- to Long-Term Growth Image

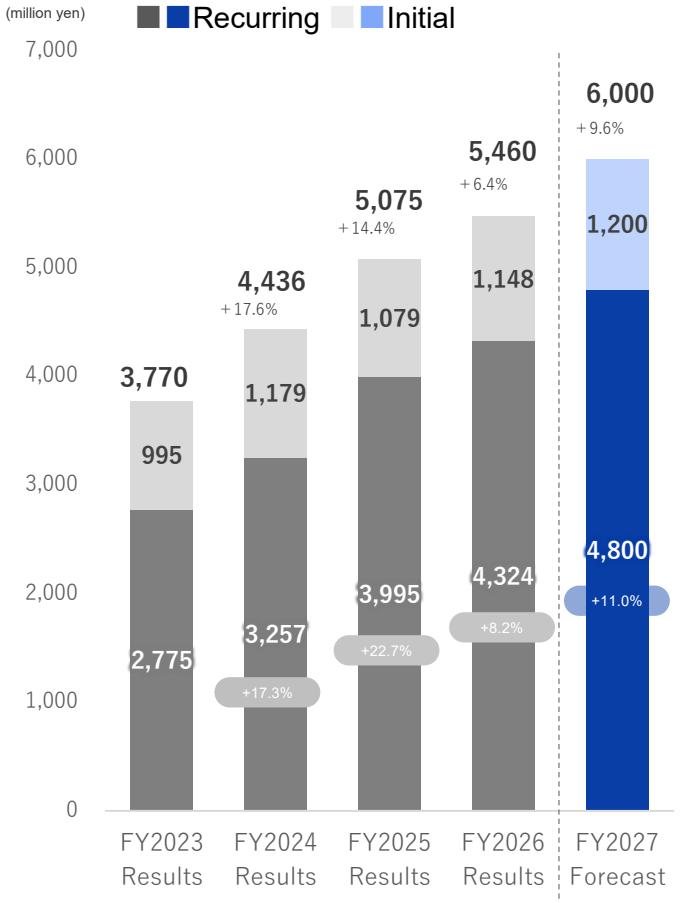
No change in the basic policy or direction for medium- to long-term growth



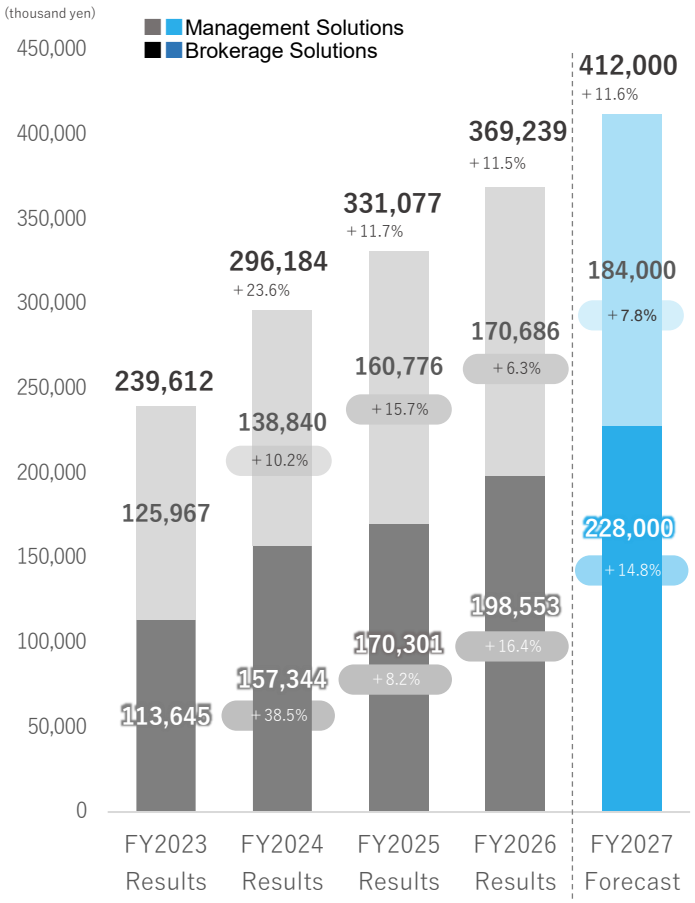
Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

By expanding recurring revenue, both Management Solutions and Brokerage Solutions MRR will achieve stable growth by increasing MRR and maintaining a low churn rate.

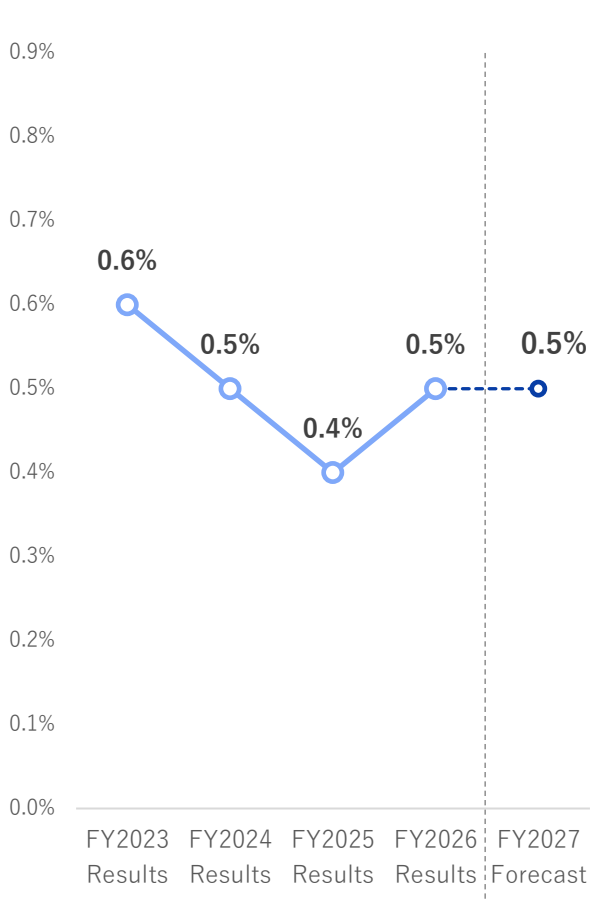
Initial and recurring revenue plan



Fiscal Year-End MRR Plan



Churn Rate



*MRR stands for Monthly Recurring Revenue, meaning revenue generated repeatedly each month.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Organizing the external and internal environment

External Environment

Real Estate Labor Environment	Ongoing aging of the workforce and chronic labor shortages.
Real Estate DX Market	Gradual adoption and broader use of AI technologies, including generative AI.
Number of Real Estate Businesses	Approximately 6,000 new businesses enter the market each year, driving increased demand for IT investment.

Internal Environment

Products and Services	・Share expansion through ReaPro BB+ and Chintai Kakumei 11. ・Promote AI implementation and AI-enabled service development.
Development Productivity	Improve development productivity through AI-driven development.
Low churn rate	Despite continuous revenue growth, the churn rate remains low at 0.5%

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

～ Aiming to create a society where real estate transactions bring smiles to many people～

Dedicated to the happiness of everyone we serve

Medium-Term Vision

Use technology to create innovative platforms for the real estate sector

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Become a platformer in the real estate domain

Our Belief

A platform that transforms dreams into reality and creates many smiles

We believe real estate transactions create smiles and gratitude by fulfilling customers' dreams through properties that meet their needs. We aim to realize real estate companies' sincere desire to shape customers' dreams and bring happiness through more convenient platforms enabled by the latest technology, creating a society filled with smiles.

Representative
Director, Chairman 半津健一



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Division of strategy and execution to promote growth

- Management Philosophy
- Management Policy
- Medium- to Long-Term Vision
- Capital Policy /M&A
- Management Strategy
- Execution Strategy
- Execution Actions

To achieve sustainable growth and enhance corporate value, we clarified the respective roles of strategy formulation and business execution. Under the new management structure, we will accelerate decision-making and execution to drive business growth.

Representative Director, Chairman and CEO

Kenichi Yonetsu



Career Summary

Apr. 1981 Joined Toyota Industries Corporation
Jan. 1983 Joined Holp Co., Ltd.
Jan. 1985 Joined PM (sole proprietorship)
(now Produce Media Co., Ltd.)
Aug. 1994 Established the Company and became Representative Director and President
Sep. 2023 Representative Director and Chairman, the Company (current position)

Representative Director, President and COO (Formerly Director)

Ryo Watanabe



Career Summary

Apr. 2001 Joined Sumitomo Corporation
Sep. 2007 Joined Recruit Co., Ltd.
Apr. 2018 Executive Officer, Media House Holdings Co., Ltd.
Sep. 2022 Outside Auditor, B.MARKETING Co., Ltd.
(currently Basketball Corporation Co., Ltd.)
Sep. 2023 Director and General Manager of Sales Division, the Company
Jul. 2024 Director, Business Management and Business Division Manager, the Company
Jul. 2026 Representative Director and President, the Company (current position)

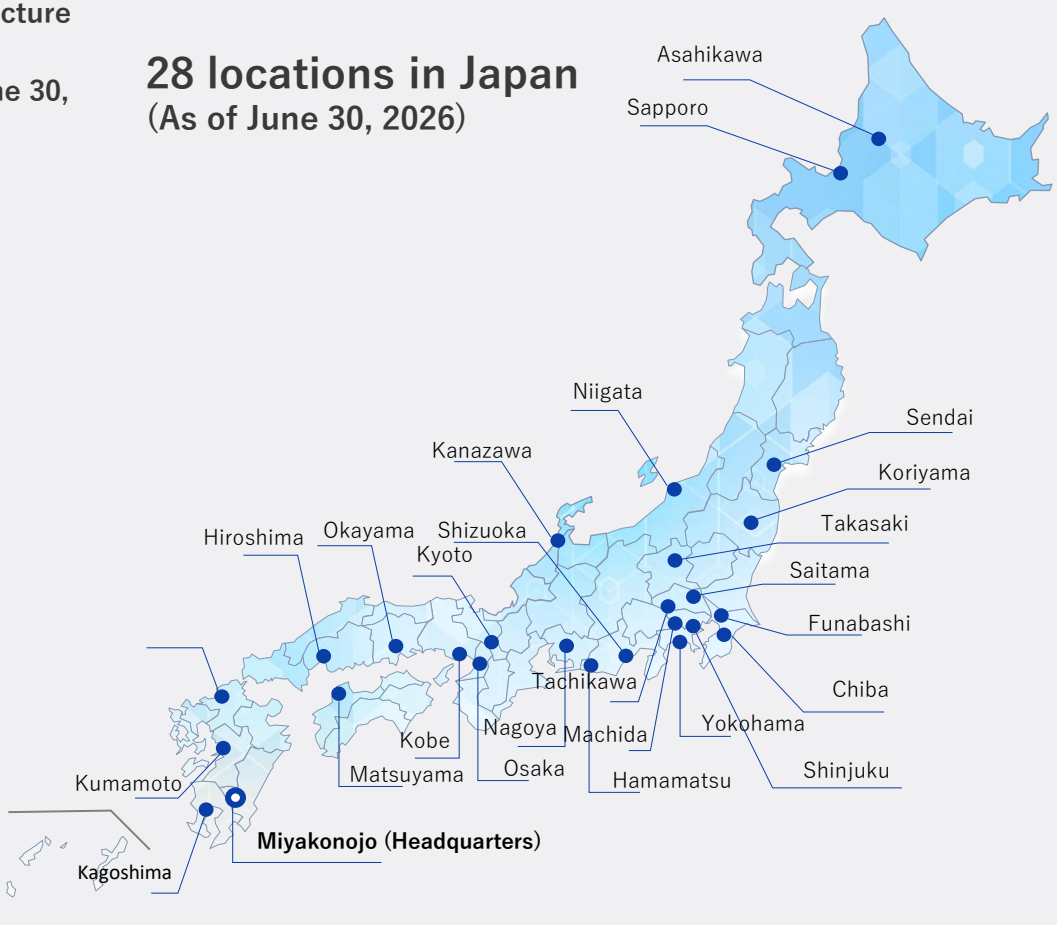
Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Company Profile

Company name	Japan PropTech Co., Ltd.
Establishment	August 1994
Location	13-18 Kanmachi, Miyakonojo-shi, Miyazaki Prefecture
Number of employees	359 including 348 full-time employees (As of June 30, 2026)
Business activities and	Development and sales of application systems services for the real estate industry
Management Team	Yonetsu Kenichi, Representative Director Chairman CEO Watanabe Ryo, Representative Director, President and COO Tsujimura Kunio, Director Maruta Hideaki, Director, Head of Development & Corporate Management Support **Senokuchi Naohiro, Director, Head of Development & Corporate Management Administration** Miyazaki Tomoaki, Director, Audit & Supervisory Committee member Miura Hiroshi, External Director, Audit & Supervisory Committee member Tomoko Furuse, External Director, Audit & Supervisory Committee member
Listed market	Tokyo Stock Exchange (Growth)　code: 4054

Offices Sapporo/Asahikawa/Sendai/Koriyama/Takasaki/Niigata
Shinjuku/Tachikawa/Saitama/Funabashi/Chiba/Utsunomiya/Yokohama/Machida
Osaka/Kyoto/Kobe/Kanazawa/Nagoya/Hamamatsu/Shizuoka
Hiroshima/Okayama/Matsuyama/
Fukuoka/Kumamoto/Kagoshima/Miyazaki (Head Office)

28 locations in Japan
(As of June 30, 2026)



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Our Characteristics | Real estate-specialized SaaS company aiming to become a platformer

Revenue Trend

32 consecutive periods of revenue growth

Business Overview

Driving Real Estate DX

Aiming to become a platformer

Using technology to provide solutions for real estate leasing and sales operations

Rental property management system Installation track record

No.1 *1

Cumulative installations: 5,746 businesses

*As of the end of June 2026

Number of domestic offices

28 locations

*As of the end of June 2026

Low churn rate

0.5%

Average monthly churn rate

*FY2026 Results

MRR

¥369million

79% of revenue is recurring

*As of the end of June 2026

*1: Web survey by the National Rental Property Management Business Association (Jan. 17–31, 2020 and Feb. 14–20, 2020)

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Expanding an Integrated Product Lineup in the SaaS x real estate tech area

For real estate brokers — Brokerage solutions

For rental property managers — Property management solutions

All-inclusive workflow solutions for the real estate industry

Property purchasing/sharing

Data sharing for real estate companies

Digitalization of the sharing of property info among real estate companies and of real estate purchasing procedures

Fudosan BB

ReaProBB



ReaPro



Attracting customers /follow-up

Sales/follow-up support

Support for using websites to attract customers and for placing listings on major portal sites

Website production tool



Real estate portal site registrations

Property Data Links



CRM| Customer management



Contracts

Contract support services

Support for online real estate transactions, allowing use of smartphones for every step from applications to explanations and signing contracts

Online apartment application



IT explanations



System for online contracts

e-contract



Rental property management / Tenant/owner management

Rental management support

IT system for efficient activities for new tenants, lease renewals, invoices, payments from tenants and to property owners, renovations and many other rental property tasks

Chintai Kakumei 11



Owner Proposal AI Robo II



Robot to automatically generate full occupancy strategy reports for owners

AI Kamigakari



AI-OCR × Storage × Chintai Kakumei Integration Significantly Streamlines Real Estate Document Workflows.

Business analysis

Support for communications

A dedicated smartphone app for sound and efficient communications between property owners and tenants; also helps prevent problems

Owner communication service

Kurasapo Connect App for owners



Communication service with tenants

Kurasapo Connect App for tenants



Support for business analysis

Data accumulated by Chintai Kakumei is automatically analyzed for the visualization of the current status of rental property operations. This service also improves the efficiency of analytic tasks.
Automatic production tool for Business analysis Report

Chintai Kakumei Business Analysis Option



CRIX Rental Housing Index

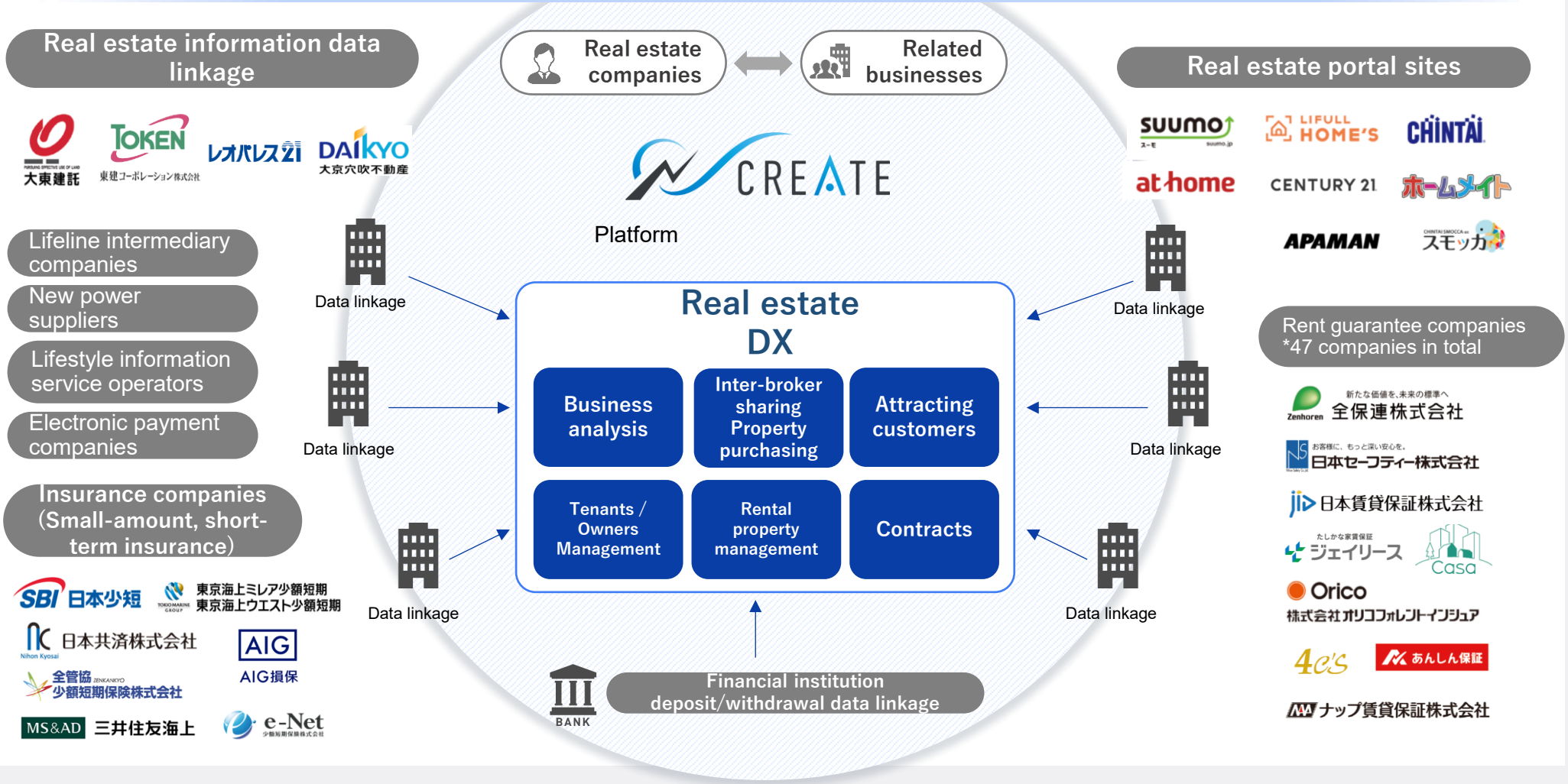
Data provision service using an index for residential rental property rent and vacancies

CRIX create rental housing index

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Through our platform, for real estate brokers and rental property managers providing diverse services

Procedures with related businesses connected to real estate companies are also streamlined through API-based data integration.



Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Appendix： Market Environment

Growing market environment

Japan’s Growing Real Estate Technology Industry

FY2030 forecast

Market size: **¥2,378 billion**

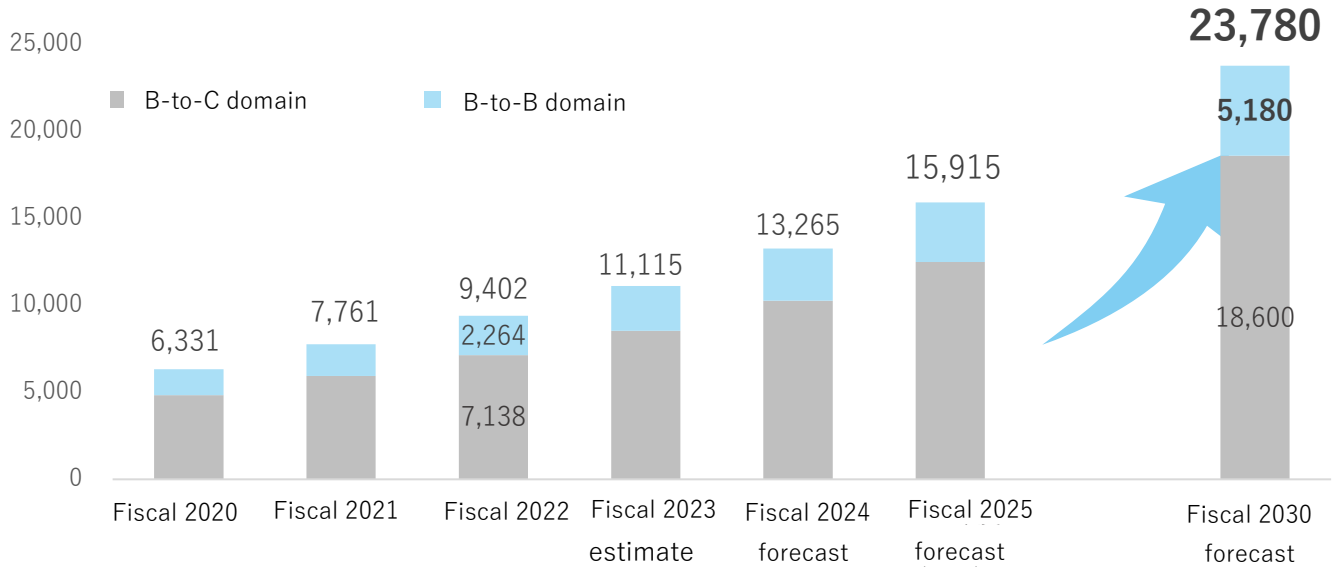
Rapid growth of Japan’s real estate technology industry is expected, which will increase the need for the products of Japan PropTech.

Licensed real estate brokers in Japan

The number of licensed real estate brokers has increased slightly, remaining generally **steady at about 130,000**

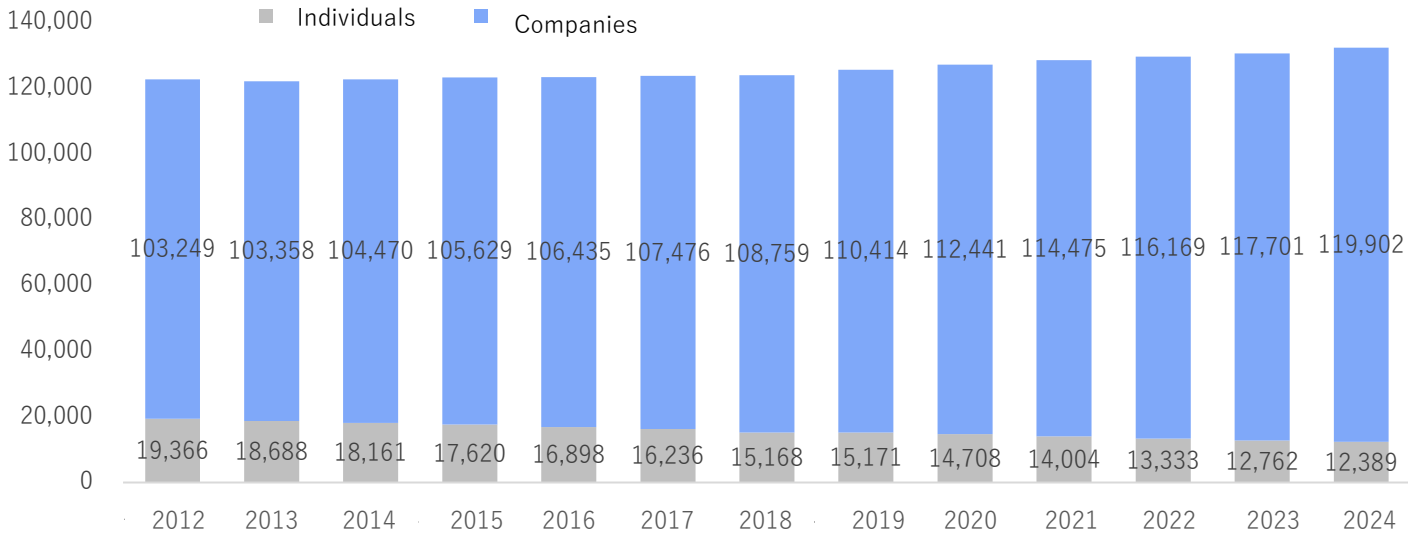
Corporate firms increased slightly, while individual firms decreased. Overall, the market environment remains stable, with turnover due to the opening and closing of real estate businesses, which has remained flat.

■2024 Real Estate Tech Market Facts and Outlook



Source: Yano Research Institute, “Real Estate Tech Market: Current Status and Outlook, 2024 Edition” (April 2024)

■ Trends in the Number of Licensed Real Estate Brokers (End of FY2024)



Source: Real Estate Transaction Improvement Organization, FY2024 year-end statistics on licensed real estate brokers and real estate transaction specialists, “Trends in the Number of Licensed Real Estate Brokers”

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Appendix： market environment

Growing market environment

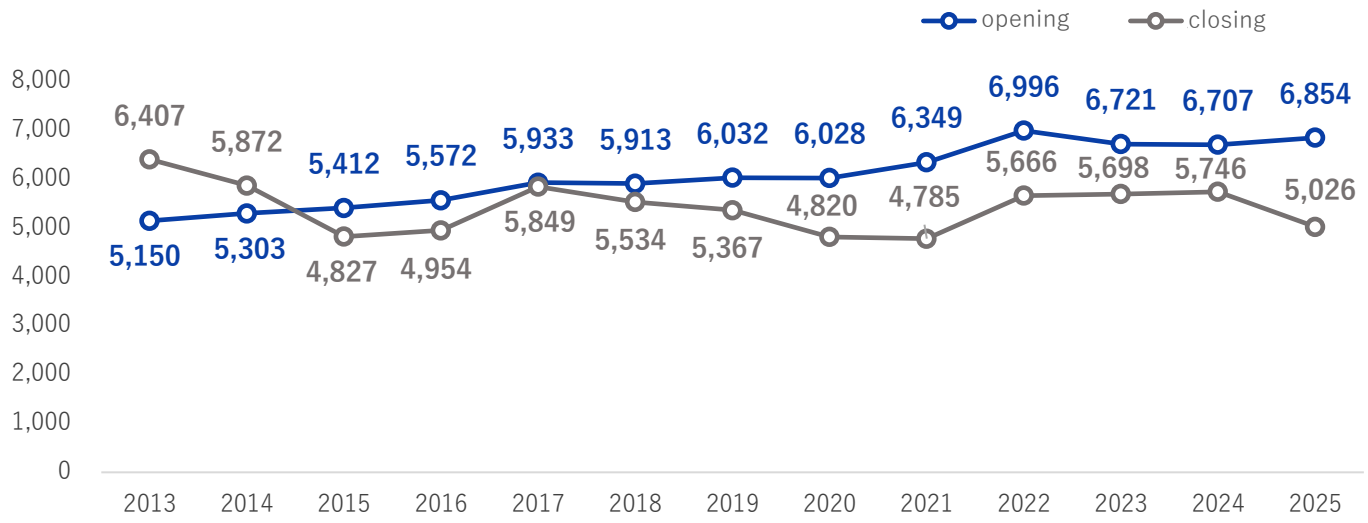
IT Investment Demand Driven by New Business Openings

More than 6,000–7,000 real estate businesses are newly licensed each year, and the entry of the digital native generation is a tailwind for DX improvement.

Real estate DX for the industry improving labor productivity

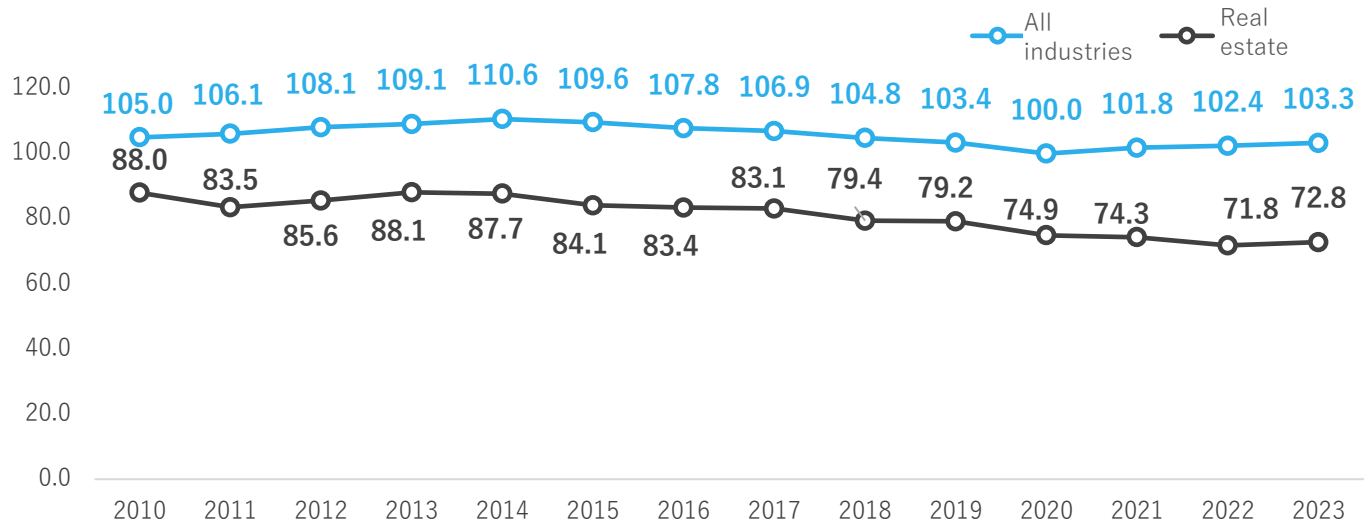
Labor productivity in the real estate industry is low and the demand for DX to improve it will continue to grow. We will support the improvement of labor productivity in the industry with our one-stop product lineup that covers a wide range of operations.

■ Changes in Number of Licensed Real Estate Brokers



Source: Real Estate Transaction Improvement Organization, FY2024 year-end statistics on licensed real estate brokers and real estate transaction specialists, “Trends in the Number of Licensed Real Estate Brokers”

■ Labor Productivity Index Trends



Source: Ministry of Internal Affairs and Communications, FY2024 Study on Economic Analysis of ICT.
*Real labor productivity (real GDP / number of employees), indexed to 2000 = 100.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes

buying

Vendor network

Real estate company

リアフロBB+

Attracting customers

Reaction and follow-up

Application and contract

Procedures with related businesses

Rent guarantee companies

Lifeline agents

Data Links

Website production tool



Real estate-specific website creation tool. Data integration with other services.

Posting on real estate portal site



Multiple properties are reflected on real estate portal sites at once to efficiently attract customers.

CRM

(Customer management)



Digitizes inquiry handling and follow-up activities, efficient pursuit of customers, and improvement of closing rate.

Online service system

Brokerage services with no face-to-face contact



Customer service system including online previews. Improved efficiency of customer service response.

e-apartment application



Tenant application online. Residents complete the process with their smartphone.

System for online **contracts**

e-contract



Real estate contracts online; the ban was lifted with the May 22 legal reform.

Digitalization enables the entire process, from property search to contract completion, to be completed via smartphone.

Prospective tenants

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Our real estate DX support

Seamless data linkage for efficiency of all real estate business processes

AI Kamigakari



AI-OCR × Storage × Chintai Kakumei Integration Significantly Streamlines Real Estate Document Workflows.

Vacancy Countermeasure Robot II



Kurasapo Connect App for owners



Tenant communication service

Kurasapo Connect App for tenants



Complete communication with tenants on your smartphone. Renewal information is also available on your smartphone.

Rental management

Move-in and move-out management

Application and contract

System for online contracts

e-contract



Contract management

Chintai Kakumei 11



Maintenance and repair

Rent management

For owners

For tenants

Business analysis tool



Check the profitability of managed properties. Digital support for business analysis.

Management support

Data linkage

Procedures with related businesses

Insurance companies



Financial institutions



Alternative data

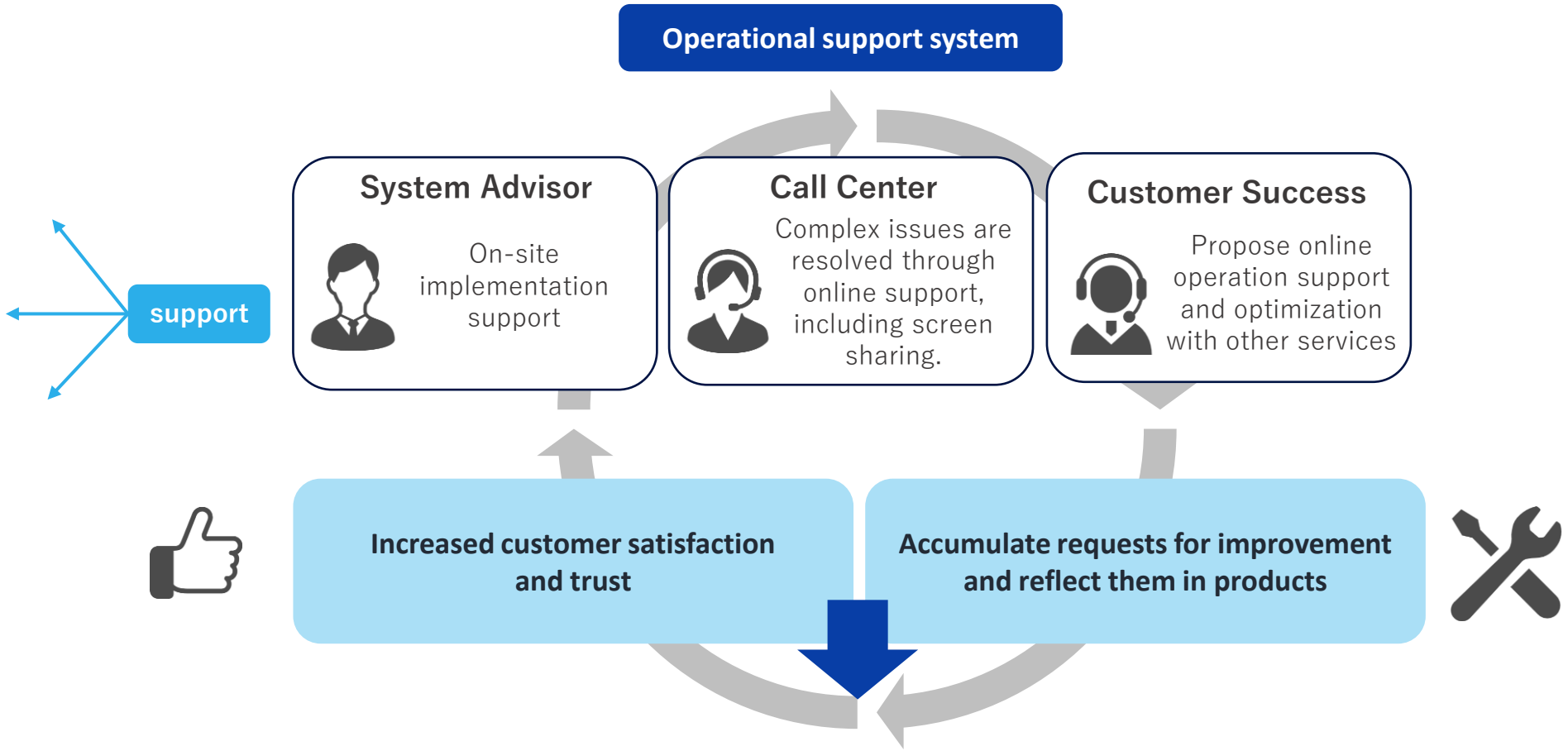
Rental housing index indexing rent trends and vacancy rates

CRIX create rental housing index

Calculated from our huge database of data held and managed by us. Trends in rents and vacancy rates for rental housing in each region of Japan can be grasped and compared in chronological order.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Long-term customer support through operational assistance support and product improvements to maintain low churn rate

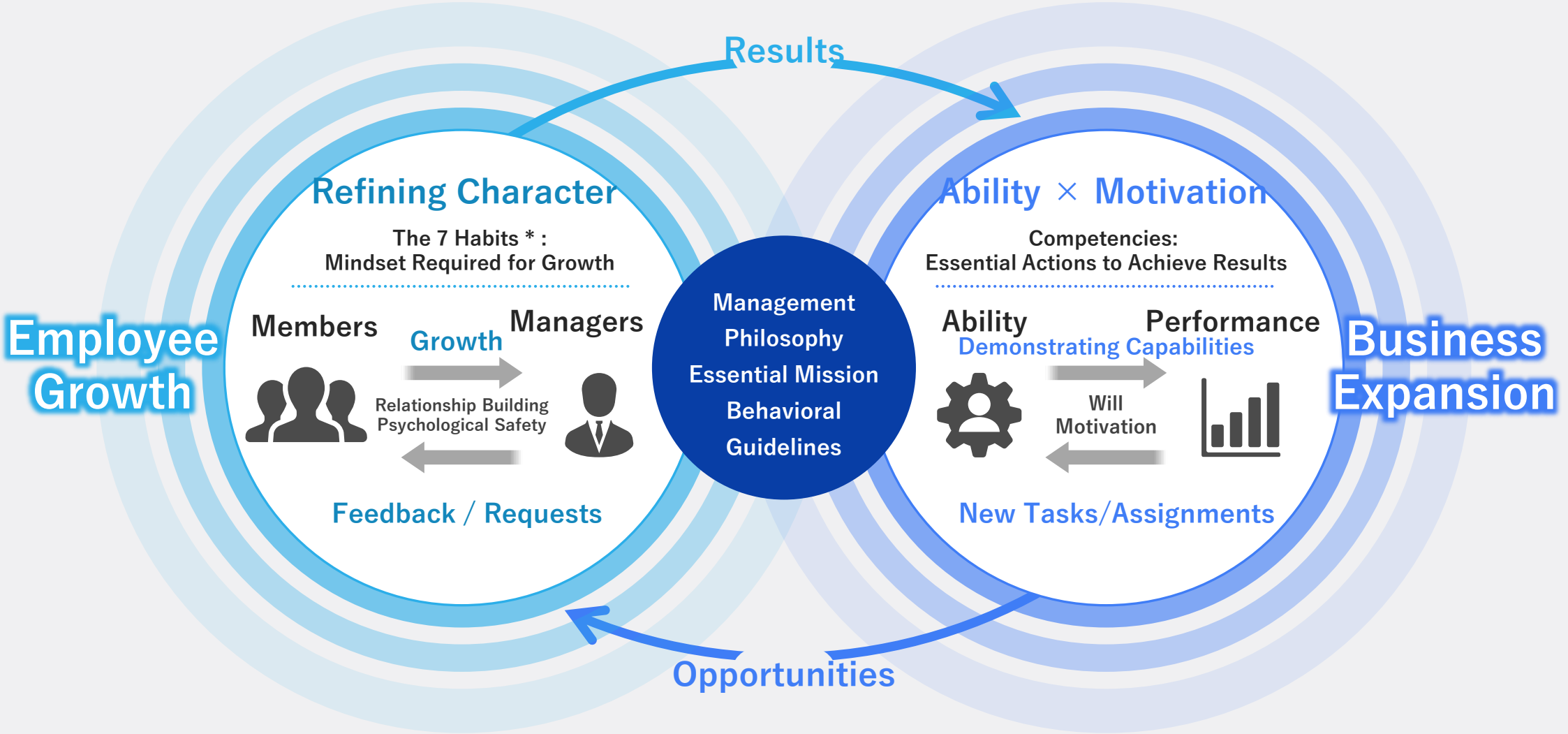


Maintain long-term customer support and low Churn rate

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Human Resource Strategy

Strengthening the Training System to Foster Employee Growth and Expand Business Performance



※ A set of systematic habits for continued success, written by the American business theorist Stephen R. Covey.

Copyright ©2026, Japan PropTech Co.,Ltd. All rights reserved.

Precautions Regarding This Presentation

Precautions Concerning Forward-looking Statements

- This presentation contains forecasts and other forward-looking statements based on information that is currently available. Japan PropTech Co., Ltd. (JPT) makes no guarantees of assurance for the outcome of these forecasts as they include inherent uncertainties and risks. Actual performance, therefore, may differ from these forecasts due to changes in the business environment and other factors.
- Factors that could have an impact on actual performance may include changes in the economies of Japan and other countries, industries associated with JPT's business operations or other items.
- Information in this presentation that is not related to JPT is based on information available to the public and other sources. JPT has not verified in any way the accuracy or suitability of this information and makes no guarantees about the accuracy or suitability of this information.
- Information in this presentation about companies other than JPT is based on sources available to the public.
- This presentation does not constitute a solicitation for the purchase or sale of securities of any type, even if there are statements to this effect. Furthermore, this presentation cannot be used as the basis for a contract or obligation of any type.

  Investors should rely on their judgment when making investment decisions.

Dedicated to the happiness of everyone we serve

CREATE

Japan PropTech Co.,Ltd