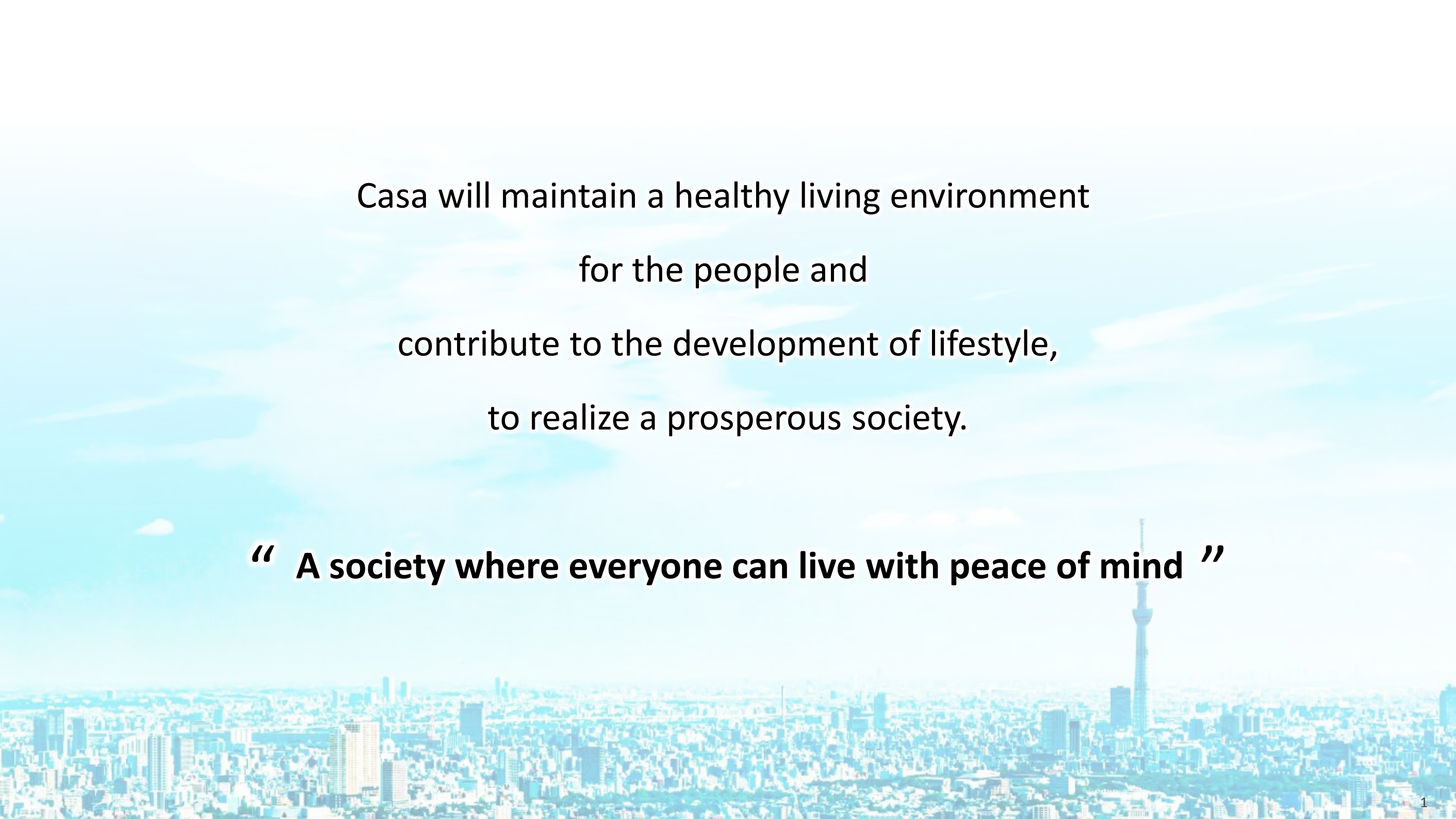


Casa Inc.

Financial Results Presentation for the second Quarter 2022

Listed Code : 7196



An aerial photograph of a city skyline, likely Tokyo, with a prominent tower (Tokyo Skytree) visible on the right side. The image is overlaid with a semi-transparent blue gradient and white text.

Casa will maintain a healthy living environment
for the people and
contribute to the development of lifestyle,
to realize a prosperous society.

“ A society where everyone can live with peace of mind ”

SUSTAINABLE DEVELOPMENT GOALS

11 SUSTAINABLE CITIES AND COMMUNITIES



Rent guarantee service



Resident support service



Child support guarantee service

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



Online real estate transactions



Business systematization

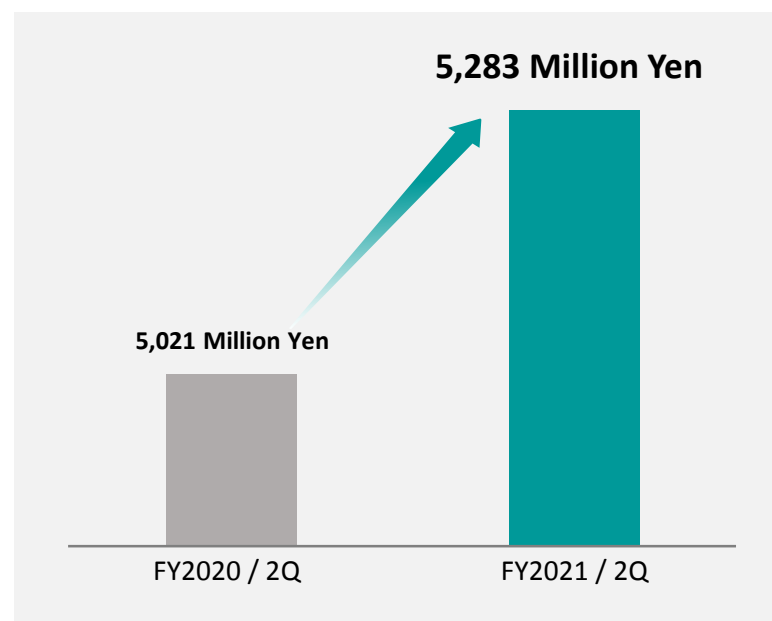


Promotion of real estate DX

FY2021 / 2Q performance

Net Sales

5, 283 Million Yen

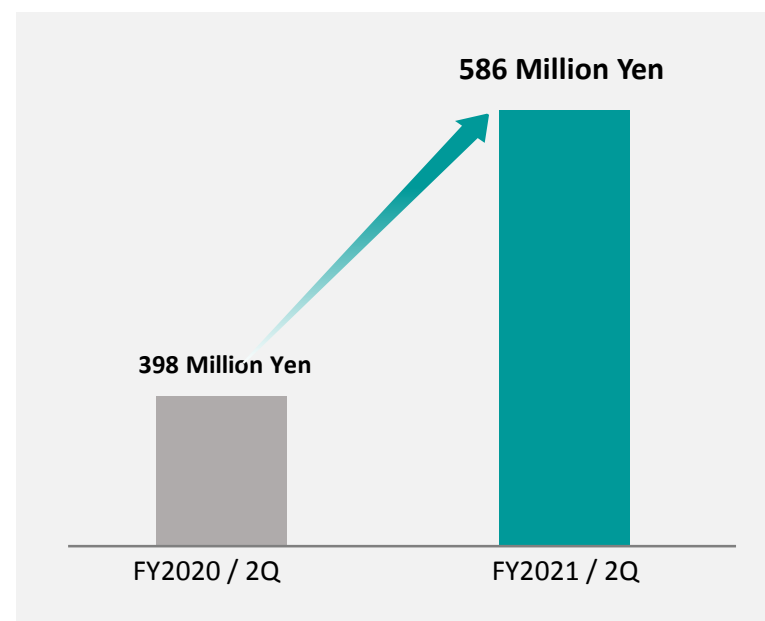


Year-over-year
basis

+261 Million Yen
105.2%

Ordinary Profit

586 Million Yen

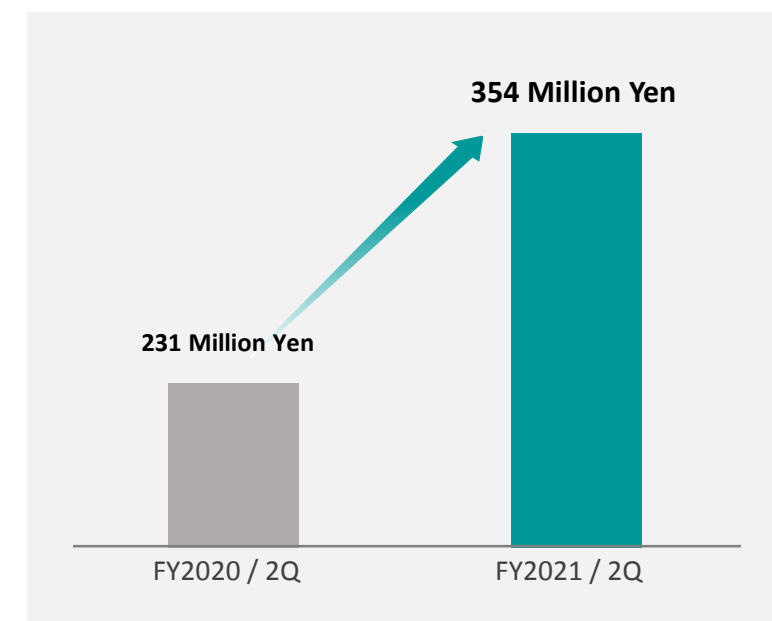


Year-over-year
basis

+188 Million Yen
147.3%

Profit attributable to owners of parent

354 Million Yen



Year-over-year
basis

+122 Million Yen
153.1%

2Q net income achieved 150% of plan

	FY2020 / 2Q	FY2021 / 2Q		2Q plan ratio
	Amount of money	Amount of money	Year-over-year basis	
Net Sales	5,021	5,283	105.2%	102.8%
Operating Profit	368	532	144.3%	133.3%
Ordinary Profit	398	586	147.3%	143.7%
Profit attributable to owners of parent	231	354	153.1%	150.3%

Unit: One million yen

Breakdown of sales

Unit: One million yen

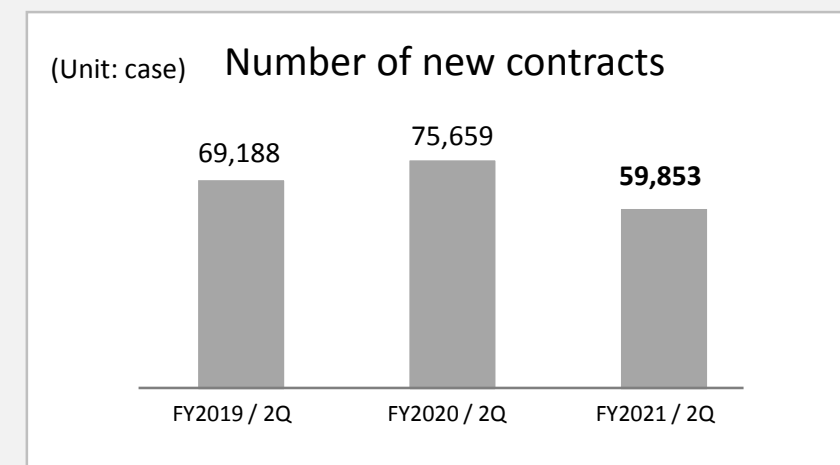
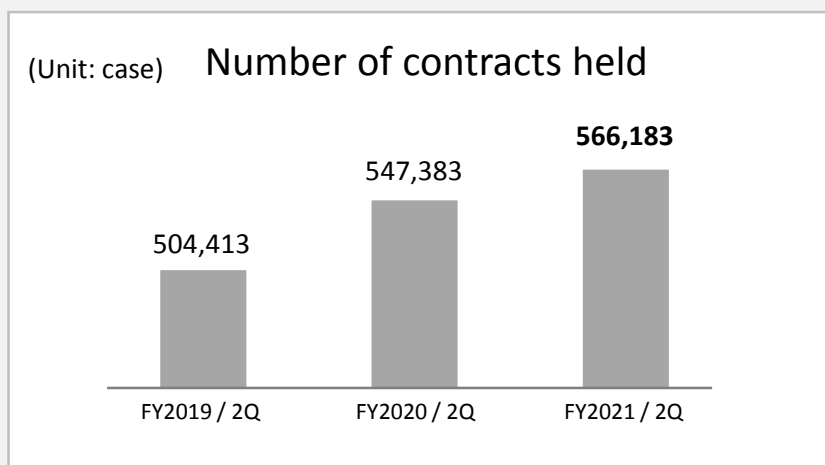
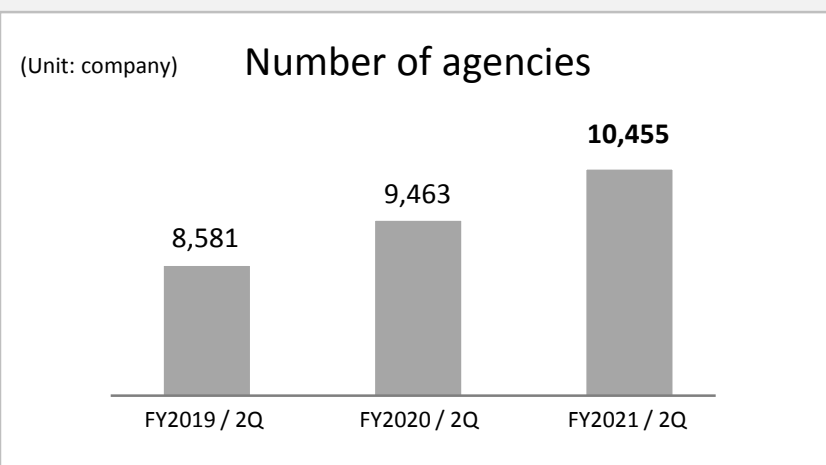
	FY2020 / 2Q	FY2021 / 2Q		
	Amount of money	Amount of money	Last year Increase amount	Year-over-year basis
Net Sales	5,021	5,283	261	105.2%
Initial guarantee fee	2,696	2,777	80	103.0%
Annual guarantee fee	2,251	2,421	170	107.6%

Initial Guarantee Fee

- Number of Dealers: Cumulative 10,445 Companies
- New Contracts: 59,853
- Review of Agents with Poor Profitability

Annual Guarantee Fee

- Contracts Held Number: 566,183



Breakdown of cost of sales / Selling, general and administrative expenses

Unit: One million yen

	FY2020 / 2Q	FY2021 / 2Q		
	Amount of money	Amount of money	Last year Change amount	Year-over-year basis
Cost of sales	2,130	2,244	114	105.4%
Provision of allowance for doubtful accounts	1,305	1,307	2	100.2%
Referral fee	505	463	△ 42	91.6%
Lawsuit / Dispose expense	312	470	157	150.4%
Selling, general and administrative expenses	2,522	2,506	△ 16	99.3%

Provision of allowance for doubtful accounts

Although the guaranteed balance increased, the allowance for doubtful accounts remained at the same level as the previous fiscal year due to the improvement in the recovery rate.

Referral fee

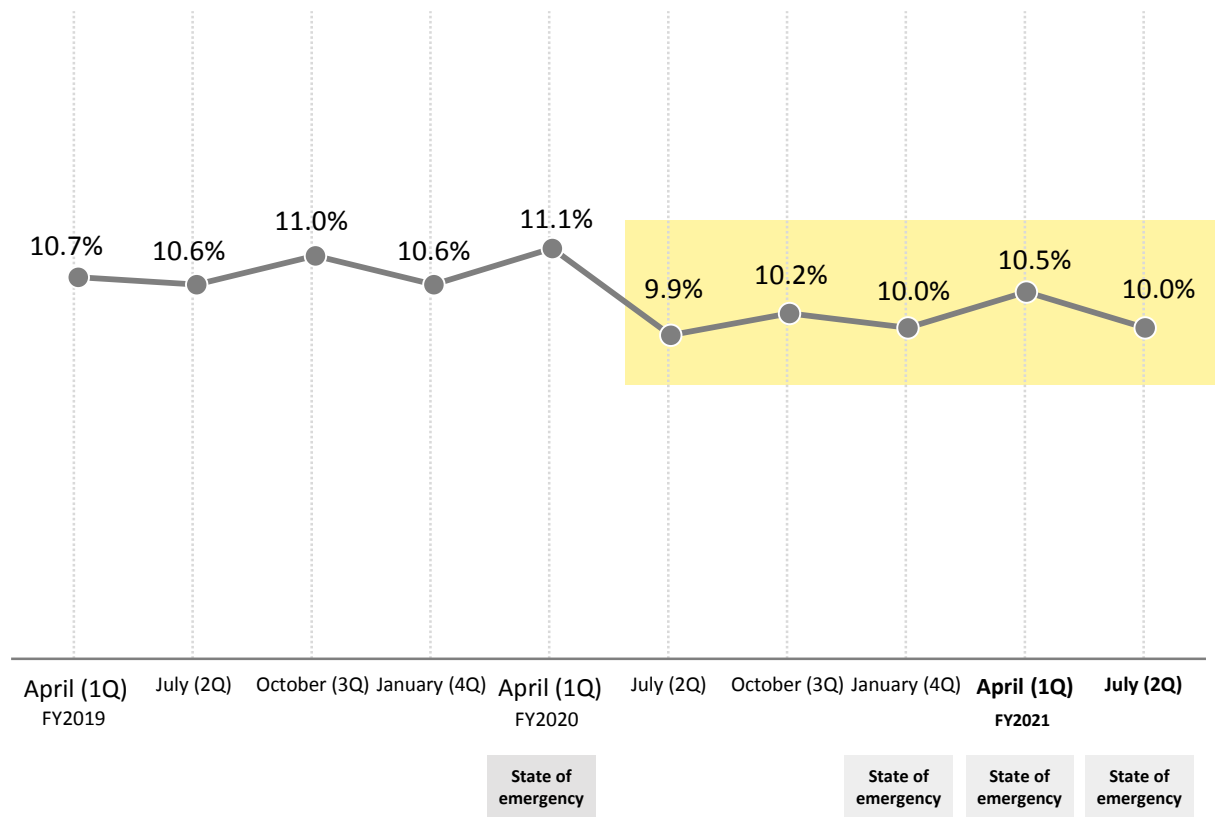
Compressed by reviewing unprofitable agencies

Lawsuit / Dispose expense

Extended proposal resolution due to the state of emergency in the previous term progresses

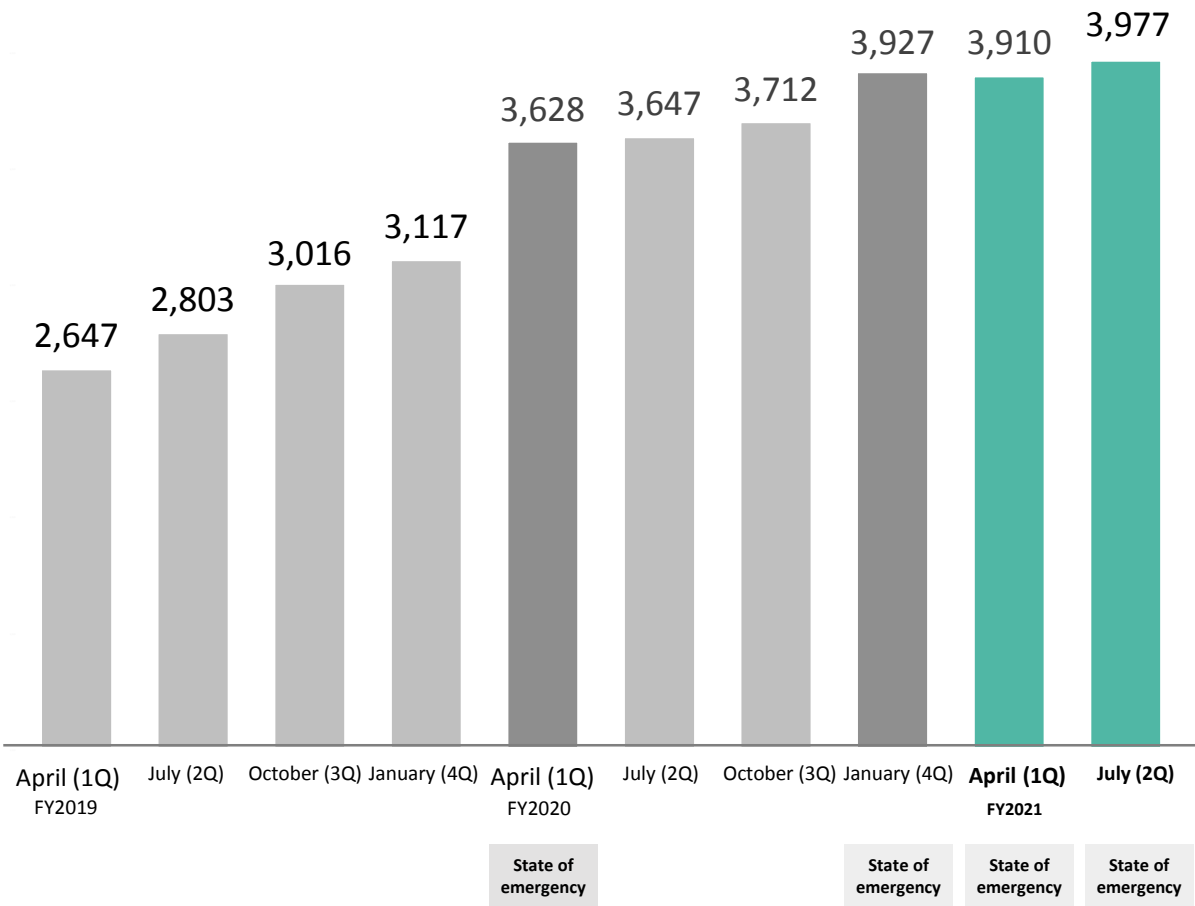
Delinquency rate

A gradual improvement trend
Due to the review of poor profitability
agency, screening rules



Right to Reimbursement

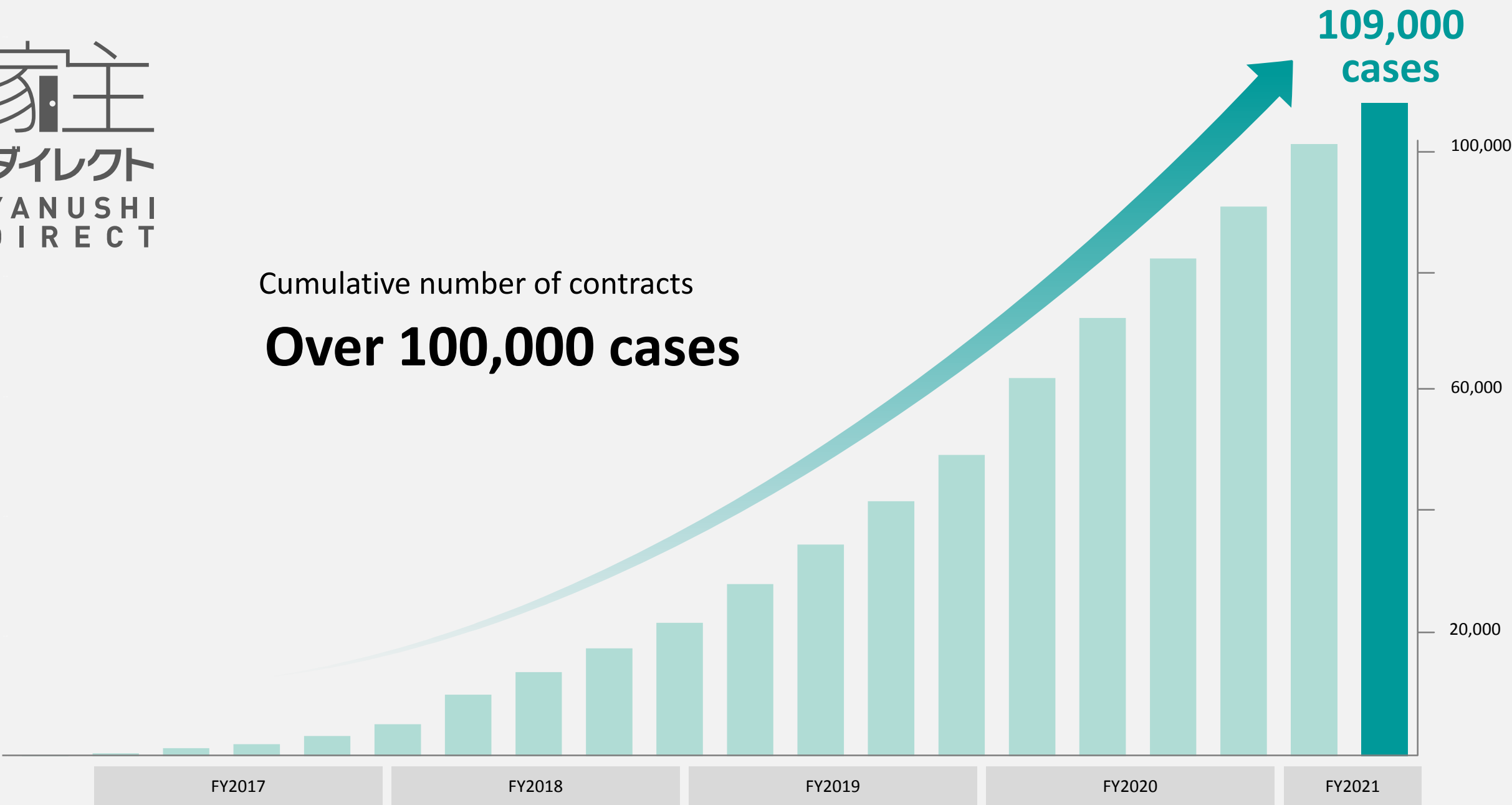
Controlled to an appropriate level by
improving recovery rate



Sales Strategy



Cumulative number of contracts
Over 100,000 cases



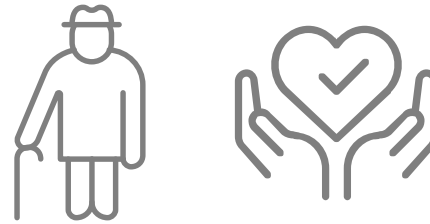
Why “Yanushi Direct” is chosen

Rent guarantee Rent Management



Peace of mind with a full range
of guarantees
No risk of non-receipt of rent by
collecting agency service

Solitary Death guarantee



Solitary Death guarantee
is automatically
accompanied just in case



Management company

System cooperation



Web
application



Electronic
contract



Delinquent batch
registration

Real estate owner

Recruitment

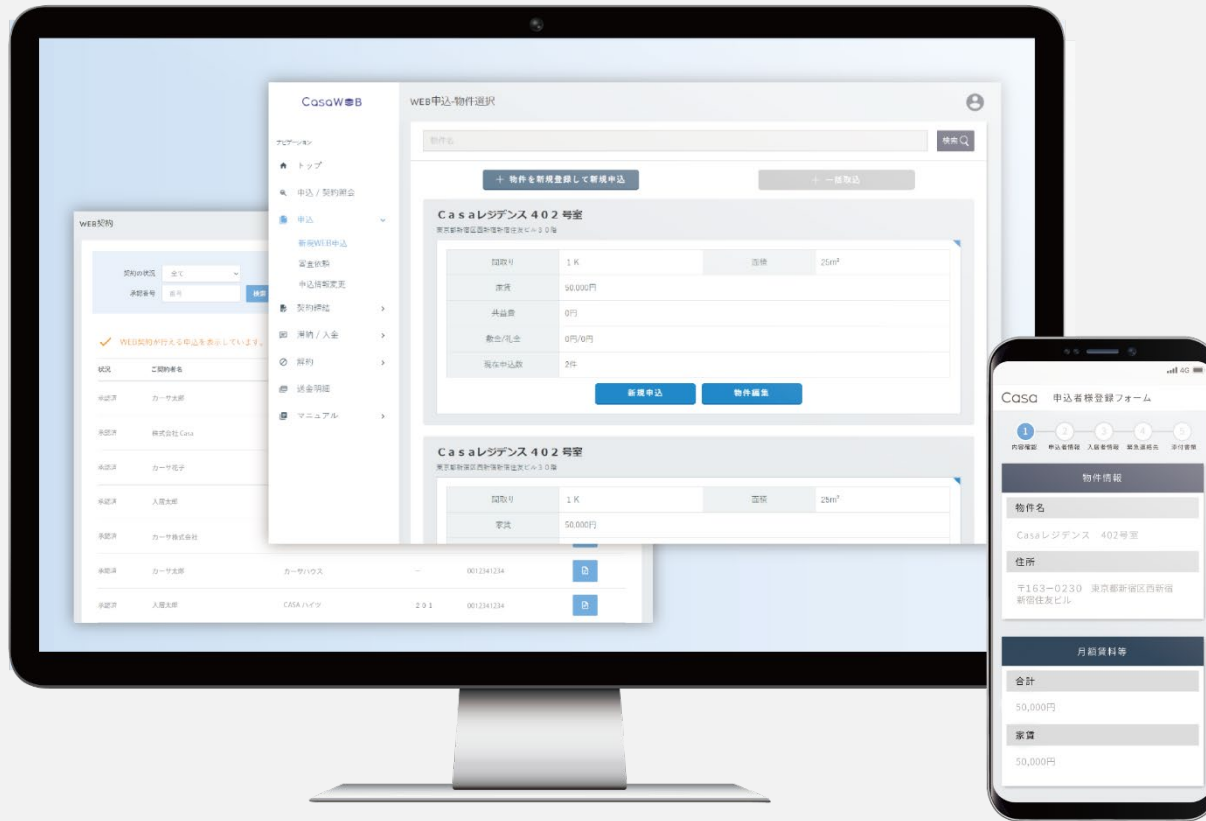
Sending customers to the
intermediary



Comprehensive support for real estate owners' rental management

Casa

More convenient online



Number of owners

About **400,000**
people

Number of agencies

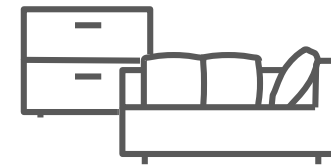
About **10,000**
companies

家主ダイレクト

September
release
schedule

Add more services

Reliable guarantee and support
are automatically accompanied



Household insurance



Rush support

Government Trends Regarding Online Real Estate Transactions

October 2019

Explanation of important matters

By electromagnetic method
During a social experiment
related to delivery

September 2020

Lease Agreement

By electromagnetic method
During a social experiment
related to delivery

May 2021

**Digital reform
Enactment of
related law**

Scheduled to come into
effect by May 2022

September 2021

Digital Agency established

No one left behind
Realization of digital
society

May 2022

**Home Building Business Law
Amendment
Abolition of stamping at the
time of signing the contract**

Disclosure Statement •
Electronic delivery of contracts
has been completely lifted



One stop from application to contract

Recruitment



WEB based tenant recruiting

Easy registration and management
of preview reservations on the WEB

Application



Web application

Shorten application time and
improve work efficiency

Agreement



WEB account transfer

Rent fund transfer procedure is
easy with your smartphone



Electronic contract

Online contract procedure

Investment for business expansion

- Hiring IT engineers
- Recruitment of external engineers
- Change of office environment



Make online brokerage business a subsidiary

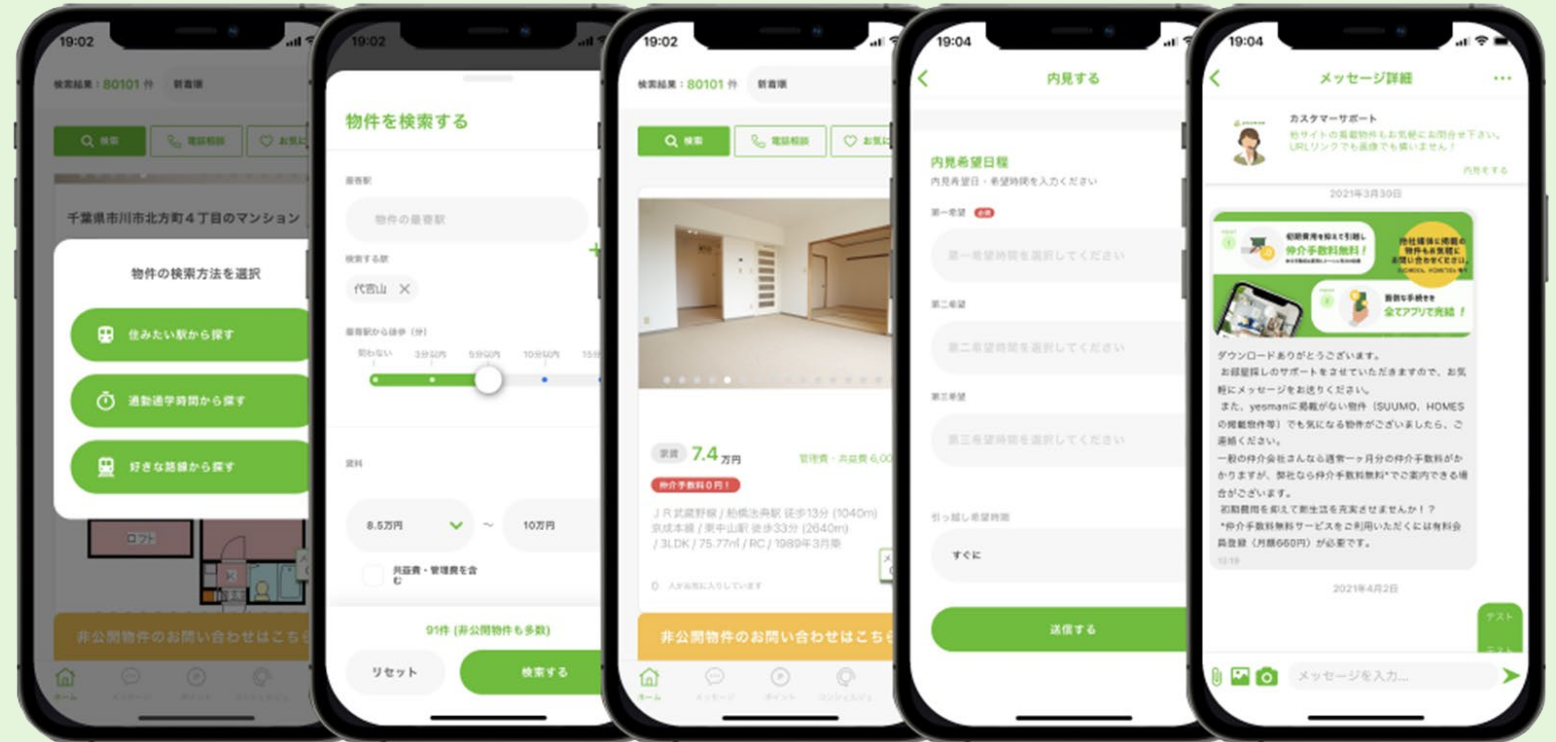
Casa

Room search app

yesman

Development and operation

Along with Inc.



yesman's strengths



Brokerage referral
fee free



All procedures
Complete with app

Tenant

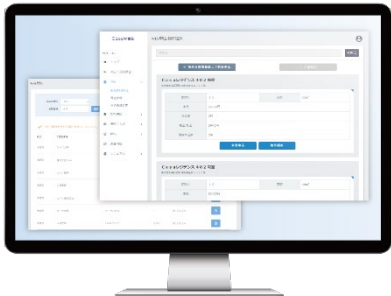


yesman



Online mediation

Casa



Real estate company



Real estate landlord



Benefits of each

Tenant

Brokerage referral fee free

yesman

Increased revenue

Agency / landlord

Improvement of recruitment opportunities

Casa

Expansion of guaranteed use

Children's smiles are
mom's smiles

Protect the future of children

養育費保証  PLUS

Movement toward the realization of “Kodomo Mannaka (Children-centered)” reform

Liberal Democratic Party’s initiative “Kodomo Mannaka” Basic Law (tentative name)”

To establish "Children's Office"

Based on the idea of "children-centered", not from the standpoint of the government or business operators Discussions to recreate children's policies from a child's perspective.

"Honebuto no Hoshin 2021"
Cabinet decision



Respect children's rights

Protecting children's lives and safety
Strengthening policy

Environment surrounding children

Improvement of working
environment of the caregiver and
Elimination of gender gap

National responsibility

Budget and investment of
human resources

養育費保証 PLUS

Information provision

Media (Mamasuma) and Information provided at the seminar



養育費未払いの罰則とは？ 民事執行法改正のポイントを紹介

© 2021/08/13



養育費の時効は原則5年。さかのぼった請求や中断はできる？

© 2021/08/12



元気が出る！ 江成道子のシングルマザー相談室09：子どもの進学のために養育費を増額したい。話...

© 2021/07/30



【連載#5】 働けば働くほど、「自分らしく」生きられる

© 2021/07/28



【連載#4】 「やればできる」のではなく「やらなければできない」と考える

© 2021/07/26



【連載#3】 「今、何をやるべきか」は目標から逆算する

© 2021/07/23



養育費は支払い義務がある！ 未払い防止のためにできること

© 2021/07/22



離婚後に受け取れる養育費相場 | 年収や子どもの人数別に計算

© 2021/07/21



【連載#2】 問題が起こったら「そもそも論」で切り分けて考えよう

© 2021/07/21



【連載#1】 ポイントは「考え方」と「やり方」の両輪を身に着けること

© 2021/07/21



【連載#5】 叱らないですむ生活環境づくり／ちょっと離れるだけでも声がけしよう

© 2021/07/21



【連載#4】 前もって、予定や目安を伝えようノイライラしやすいときを知って、対処しよう

© 2021/07/21

Parenting

Guarantee child support when there is a delayed payment of child support

養育費保証



Looking for room

No guarantor required for guaranteed use Supporting room search



Kari flower



Looking for A job

Support job search collaborate with the Single Mother Association

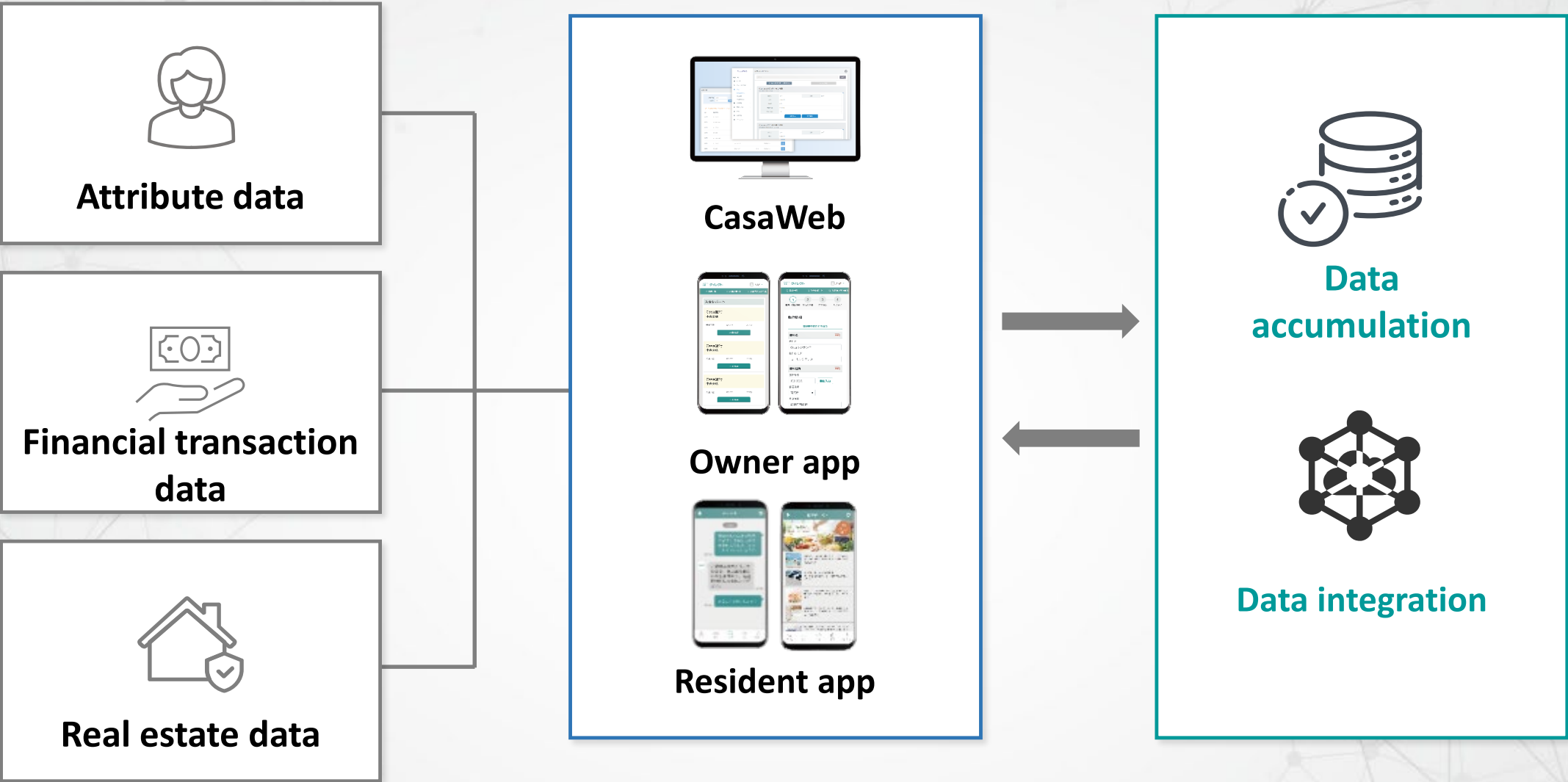


一般社団法人
日本シングルマザー支援協会®



Growth scenario

Build convenience and value-added services by utilizing data



Open A new door to finance

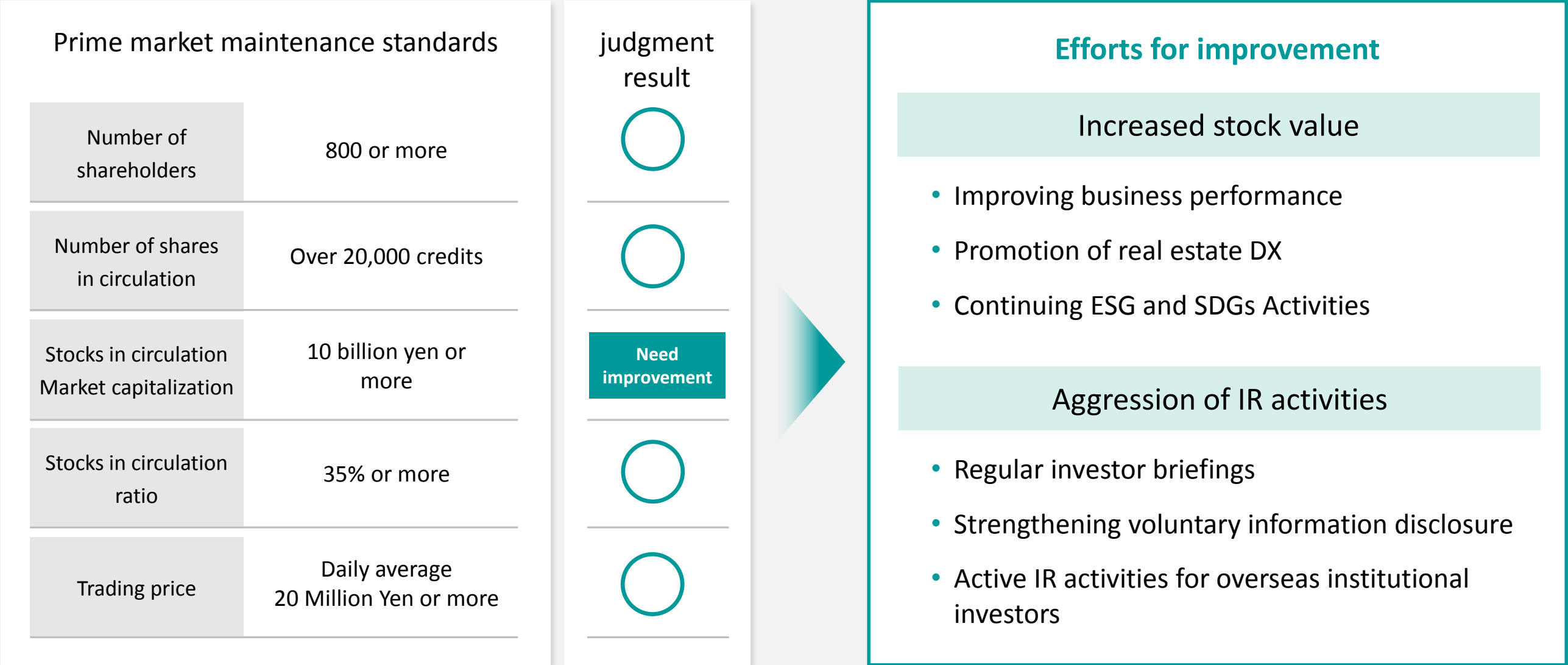
Fintech

×

Real estate tech



Policy to choose listing on the prime market



- In addition to our business and industry trends, this document also refers to our future prospects based on our current plans, estimates, forecasts or forecasts.
- These forward-looking statements carry various risks and uncertainties.
- Already known or unknown risks, uncertainties and other factors may or may not lead to different consequences than those contained in the statement of future prospects.
- We can not promise that our forward-looking statements are correct, and our results may differ materially from our forward-looking statements.
- The forward-looking statements in this material are made by us based on the information available as of September 7, 2021, and reflect any future events or circumstances, and any forward-looking statements. We have not updated or changed the Content of the statement.