

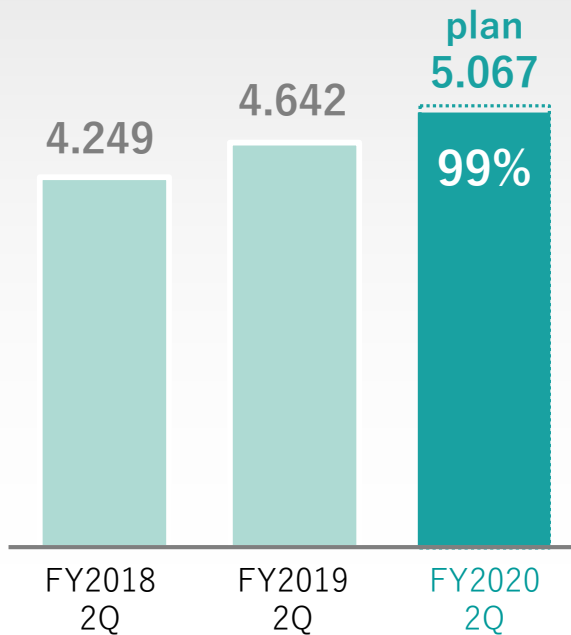
Casa Inc.

Financial Results Presentation for the 2nd Quarter 2021

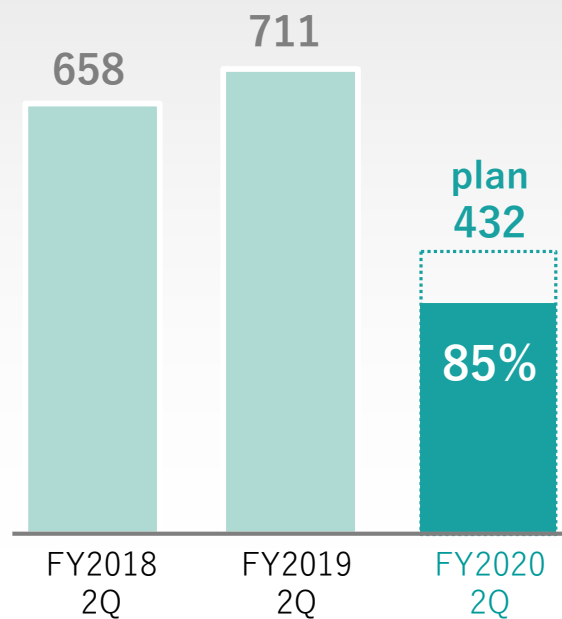
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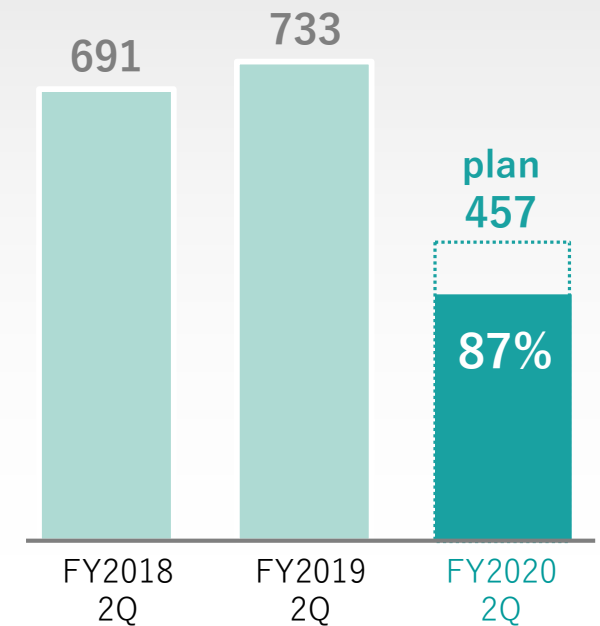
Net Sales

5,021 Million YenYoY
change **108%**

Operating Profit

368 Million YenYoY
change **52%**

Ordinary Profit

398 Million YenYoY
change **54%**

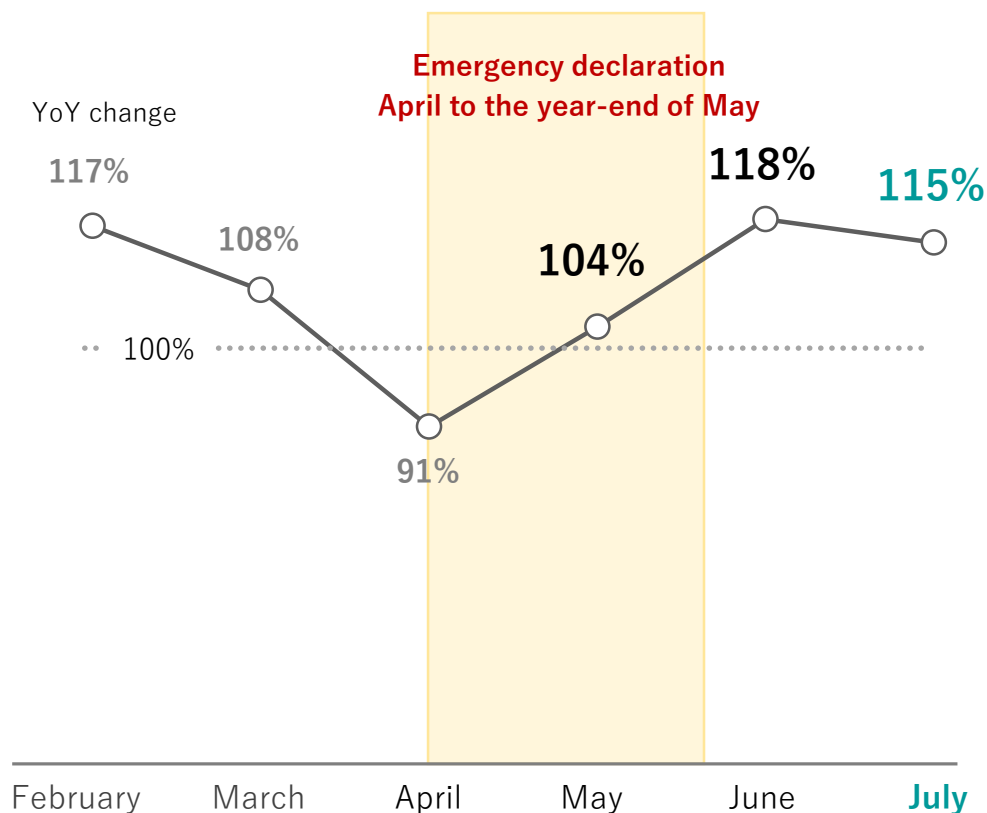
| | FY2020 | | |
|--|---------------------------|---------------------|----------|
| | 1Q (February to April) | 2Q (May to July) | 2Q total |
| Unit: One million yen | | | |
| Net Sales | 2,502 | 2,519 | 5,021 |
| Cost of sales | 1,322 | 808 | 2,130 |
| Provision for loan loss provision | 896 | 408 | 1,305 |
| Selling, general and administrative expenses | 1,256 | 1,266 | 2,522 |
| Operating profit | △76 | 445 | 368 |

The number of applications for 2Q (May to July) increased by 12% from the previous year

The reversal of the provision for the allowance for doubtful accounts recorded in 1Q progresses

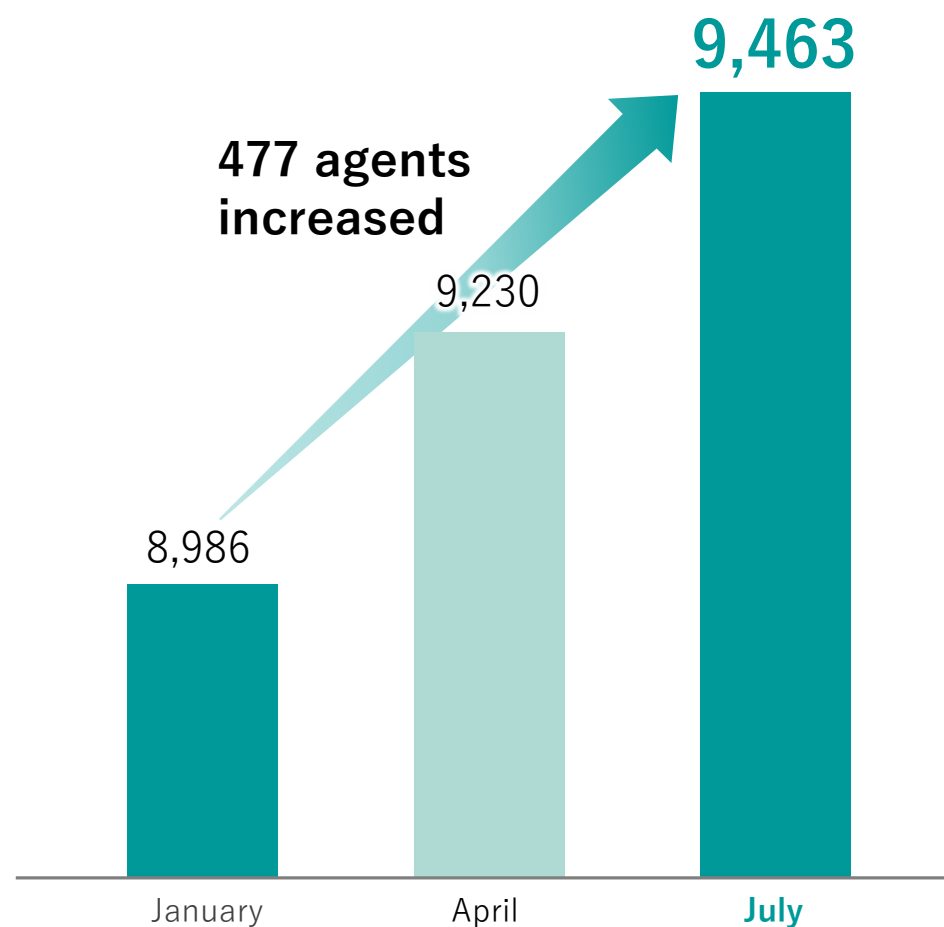
Application year-on-year change

Although it was temporarily dropped due to the emergency declaration
Results exceeding the previous year since the lift of the state of emergency



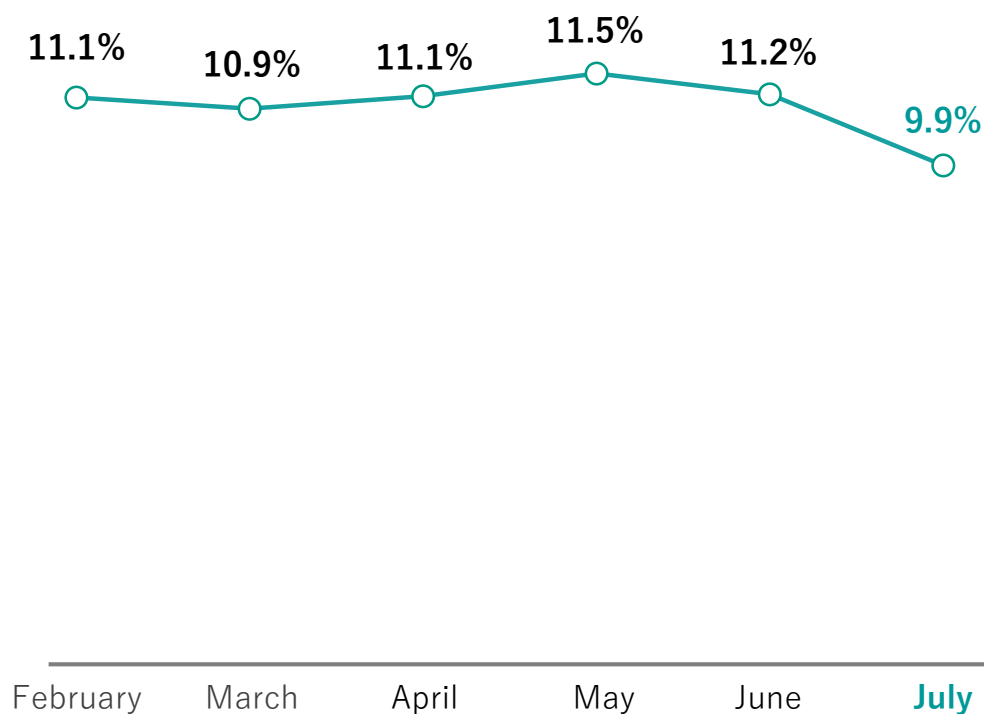
Number of agents

Increase in the number of agents



Delinquency rate

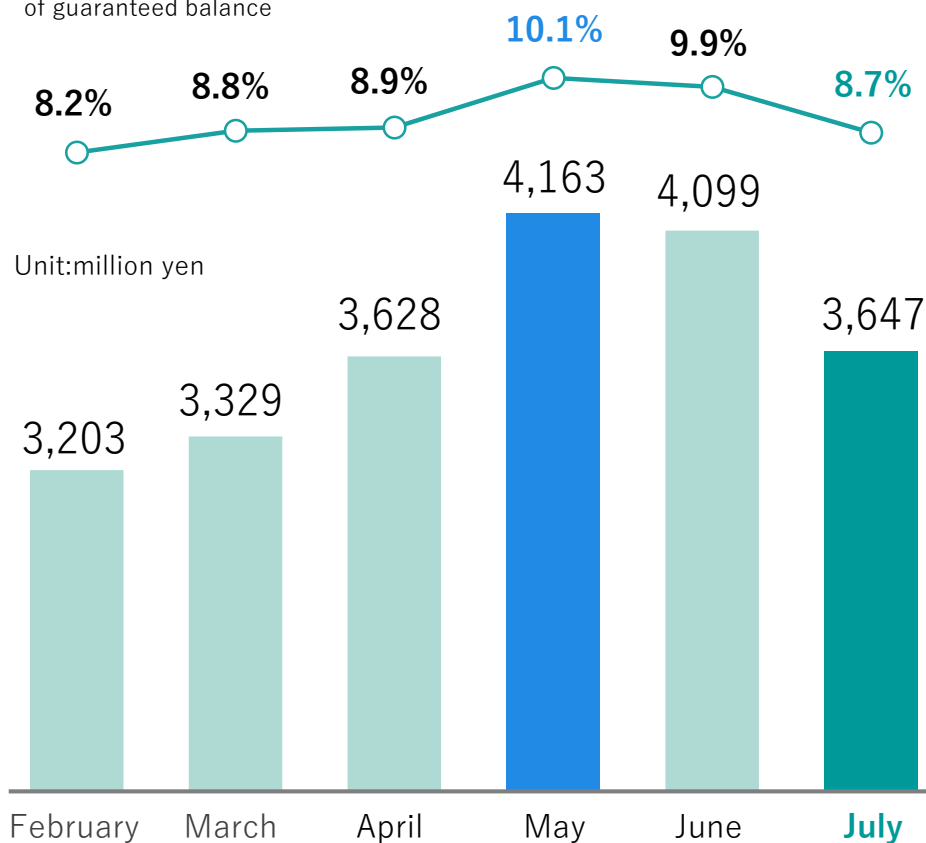
The amount of delinquency is reduced due to the public support system



Right to Reimbursement

Housing security benefits and cash handout, etc.
Normalization progresses due to

Right to Reimbursement a percentage of guaranteed balance



| Unit: One million yen | FY2019 / 2Q | FY2020/2Q | | |
|--|-----------------|-----------------|-------------------------|--------------------|
| | Amount of money | Amount of money | Last year Change amount | Last year YoY Rate |
| Net Sales | 4,642 | 5,021 | 379 | +8.2% |
| Initial guarantee fee | 2,499 | 2,696 | 196 | +7.9% |
| Annual guarantee fee | 2,067 | 2,251 | 184 | +8.9% |
| Cost of sales | 1,621 | 2,130 | 508 | +31.4% |
| Introduction referral fee | 411 | 505 | 93 | +22.8% |
| Lawsuit / Dispose expense | 277 | 312 | 35 | +12.9% |
| Provision of allowance for doubtful accounts | 931 | 1,305 | 373 | +40.0% |
| Gross profit | 3,020 | 2,891 | △128 | △4.3% |
| Selling and general administrative expenses | 2,309 | 2,522 | 213 | +9.3% |
| Operating profit | 711 | 368 | △342 | △48.1% |
| Profit attributable to owners of parent | 464 | 231 | △233 | △50.2% |

New contracts increased by **9.4%**

Impact of increased Right to Reimbursement

System investment for
 • Core system +50 Million Yen
 • App +20 Million Yen
 • Infrastructure for operating efficiency +2 Million Yen
 Marketing tool +9 Million Yen

| Unit: One million yen | FY2019 | FY2020/2Q | Increase/decrease |
|---------------------------------|--------|----------------|-------------------|
| Current Assets | 6,529 | 6,649 | 119 |
| Right to Reimbursement | 3,117 | 3,647 | 529 |
| Allowance for doubtful accounts | △1,826 | △ 2,250 | △424 |
| Non-current Assets | 6,141 | 6,462 | 320 |
| Goodwill | 3,579 | 3,448 | △130 |
| Total assets | 12,671 | 13,112 | 440 |

- Increase in guaranteed balance by 5%
- Temporarily increased by accepting payment grace. Peaking in May and decreasing

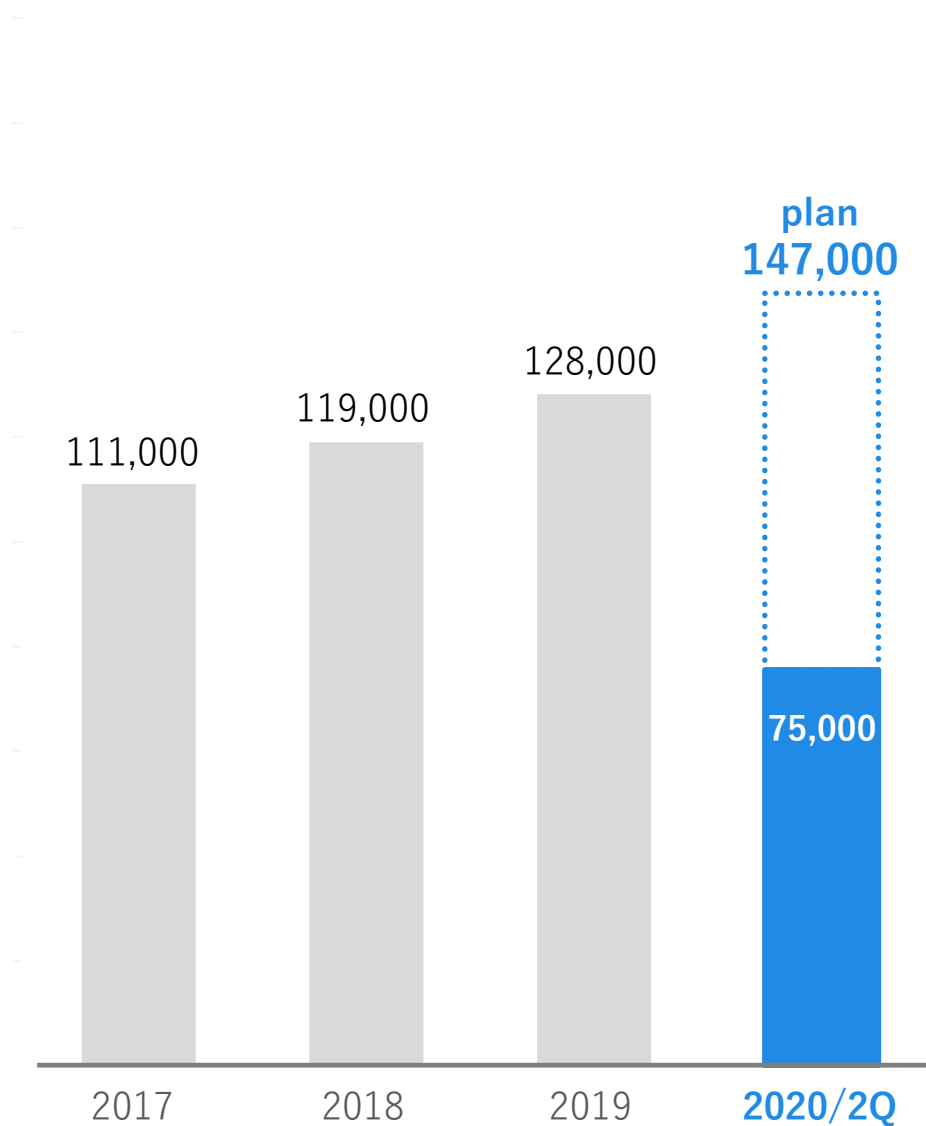
| | | | |
|----------------------|-------|--------------|------|
| Liabilities | 6,061 | 6,703 | 642 |
| Advance payment | 4,425 | 4,899 | 473 |
| Long/short term debt | - | - | - |
| Net Assets | 6,610 | 6,408 | △201 |

Initial guarantee fee
2,629 Million Yen
Annual guarantee fee
2,269 Million Yen

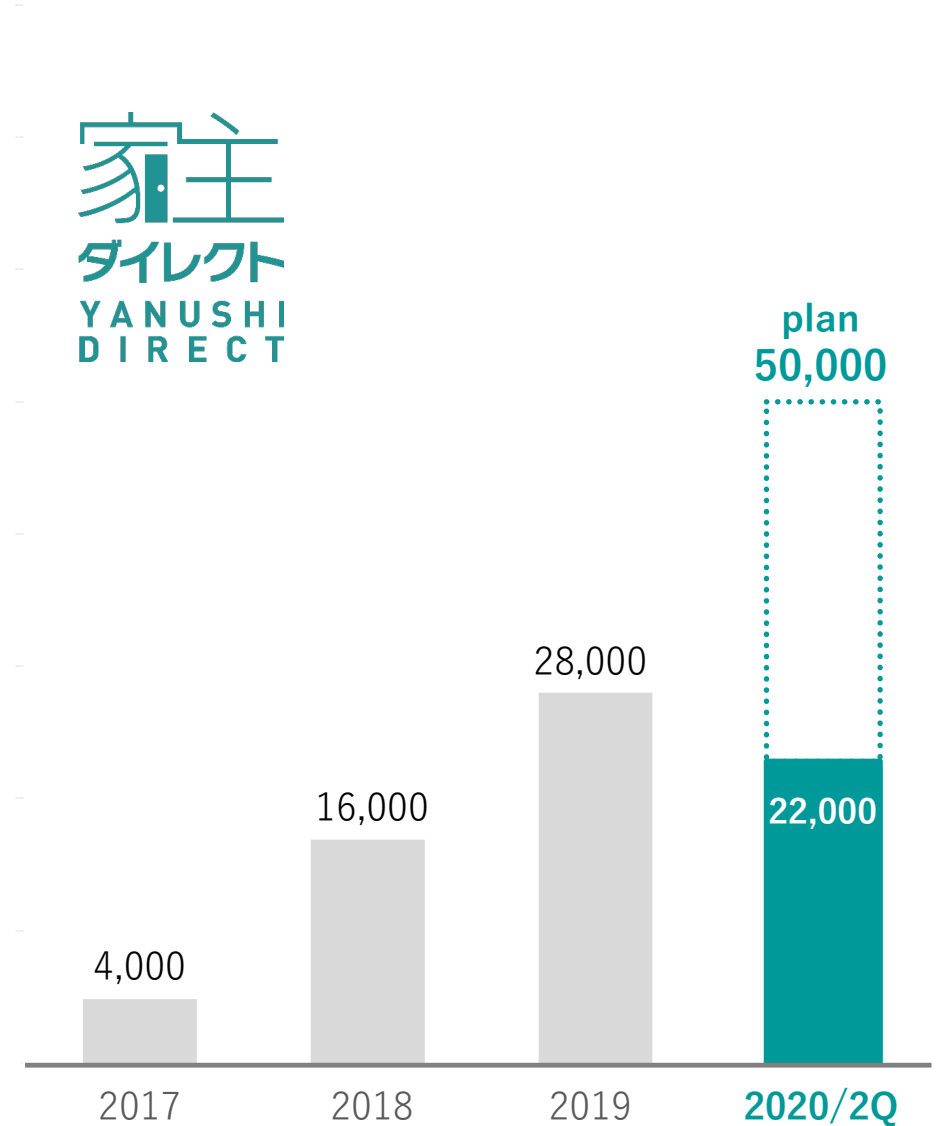
| | FY2019 / 2Q | | FY2020/2Q | | |
|-----------------------------------|-------------|---|-----------|----------|--------|
| Number of new contracts | 69,188 | ▶ | 75,659 | + 6,471 | + 9.4% |
| ↳ In) “Yanushi (Landlord) Direct” | 13,079 | ▶ | 22,827 | + 9,748 | +74.5% |
| Number of agents (cumulative) | 8,581 | ▶ | 9,463 | +882 | +10.3% |
| Contracts Held (cumulative) | 504,413 | ▶ | 547,383 | + 42,970 | + 8.5% |

Sales progress

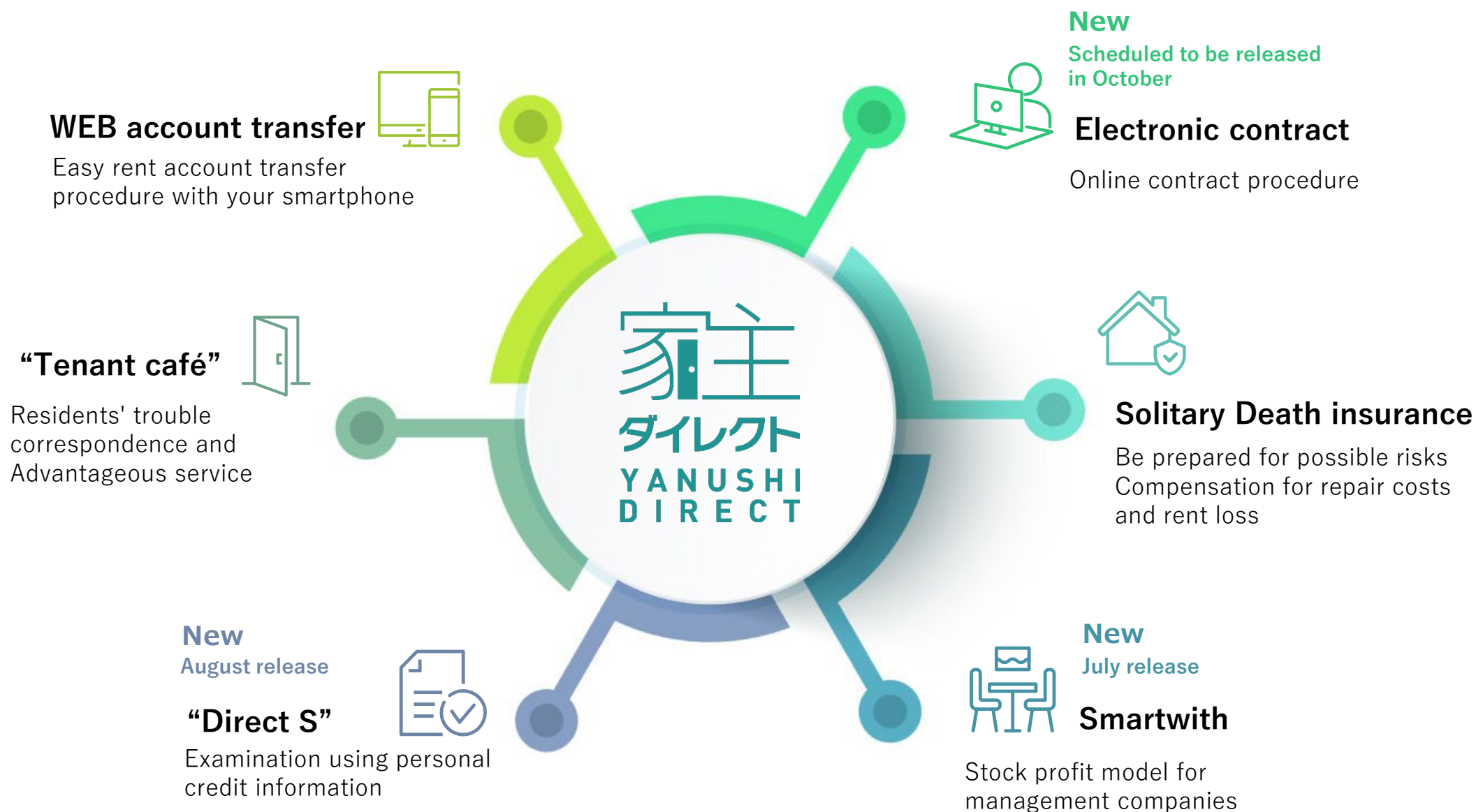
Number of new contracts



(In) Yanushi (Landlord) Direct

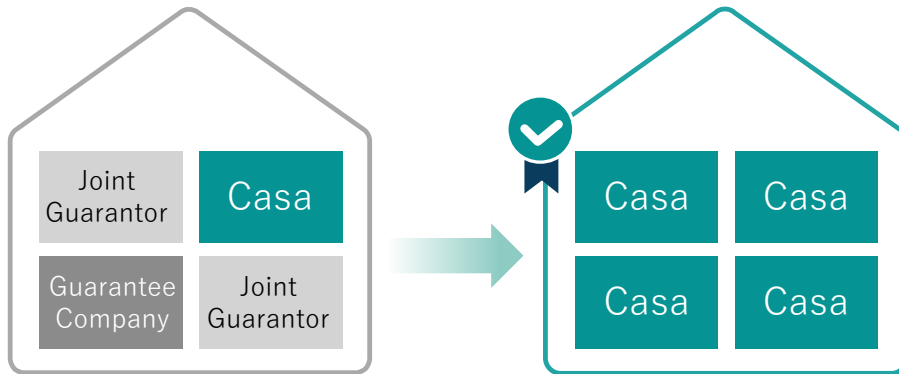


From price competition to value-added competition



Switching existing contracts

Underwriting the entire building



“Smartwith”

Providing a stock-type profit model to management companies

Current profit of management company



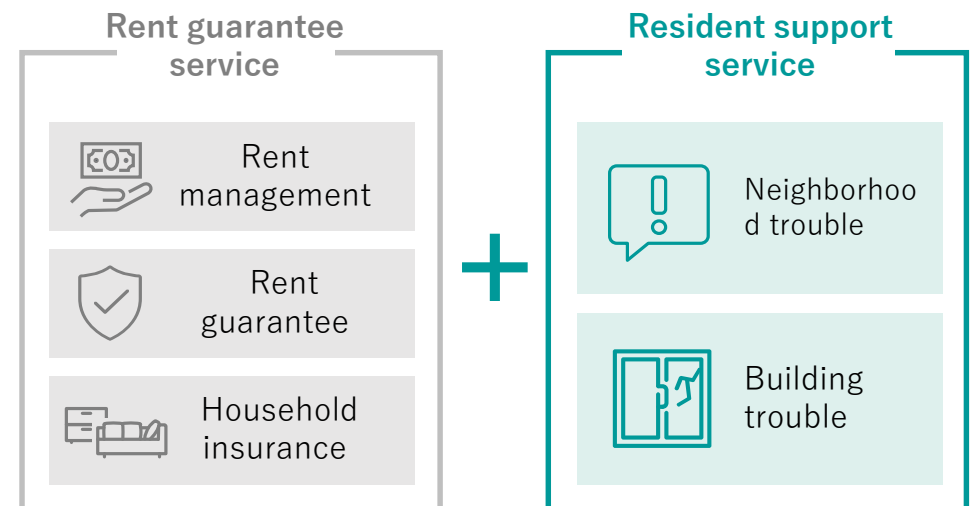
New

“Direct S”

OEM products that utilize credit information



Joint guarantor service



"Smartwith" A service that enriches lives

bitlock LITE

Increase the value of your property with smart lock



- ✓ Share the key with the app
- ✓ Safe with auto-lock
- ✓ Unlocked without physical keys

Your Life Support

Emergency call for 24hours 365days



Key trouble



Trouble around water



Glass trouble

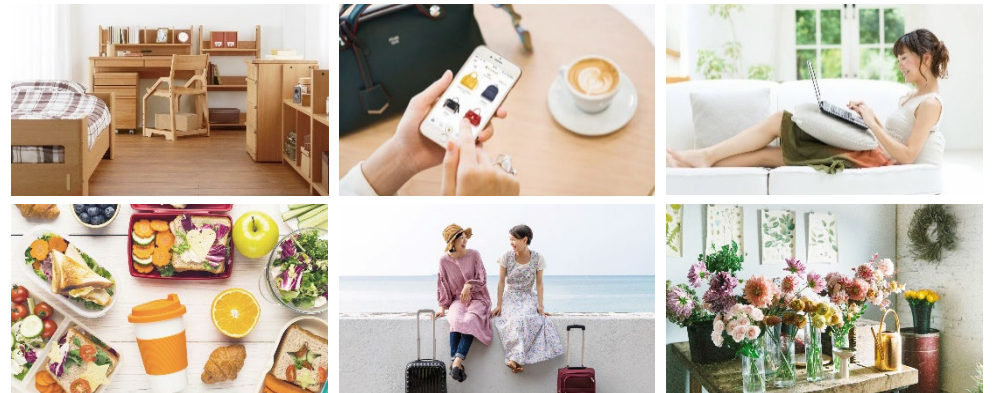
Casa Electricity

Save electricity with the same quality as conventional electric power companies.



Tenant Cafe

Exclusive benefit for Casa tenants



Tenant Cafe

Various services that make you happy.

More convenient
by app renewal

Renewal

- ✓ New chat function
- ✓ Enrichment of special services
- ✓ Relocation notification via app

A chatbot that responds to
the problems of tenants

Advantageous service
For tenants



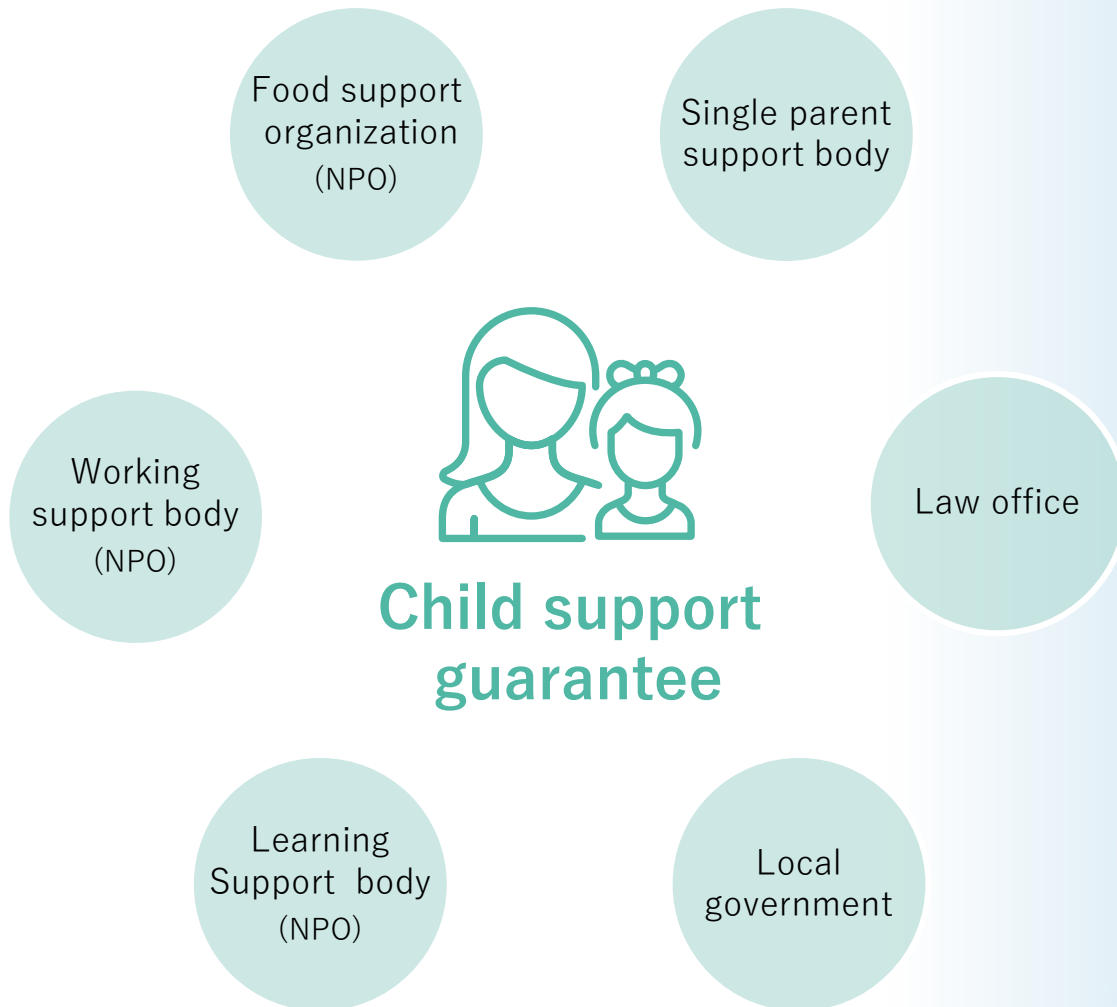
Preparing for infectious diseases for proprietors and owners



According to the emergency declaration

- Request for temporary closures from government
- Disinfection request from public health center

September release



**Child support guarantee to
protect the future of children**



Support independence



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- 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 document were made by the Company based on available information as of September 8, 2020, and reflect any future events or circumstances. The statement is not updated or changed.