

Casa Inc.

Financial Results Presentation
for the Fiscal Year Ending January 2020

Listed Code : 7196



FY2019

Performance highlights

Amount of sales

+9.6%

FY2019

9,436 Million Yen

FY2018

8,609 Million Yen

Gross profit

+8.7%

FY2019

6,165 Million Yen

FY2018

5,673 Million Yen

Operating income

+14.9%

FY2019

1,522 Million Yen

FY2018

1,325 Million Yen

The Company has prepared consolidated financial statements from the current consolidated fiscal year.

Unit: One million yen	FY2018	FY2019	YoY change Increase	YoY change Increase Rate
Net Sales	8,609	9,436	826	9.6%
Gross profit	5,673	6,165	492	8.7%
Operating income	1,325	1,522	197	14.9%
Ordinary Profit	1,391	1,577	186	13.4%
Attributable to parent company shareholders Profit	840	927	86	10.3%

Initial guarantee fee
5,105 Million Yen 112% YoY

Annual guarantee fee
4,181 Million Yen 108% YoY

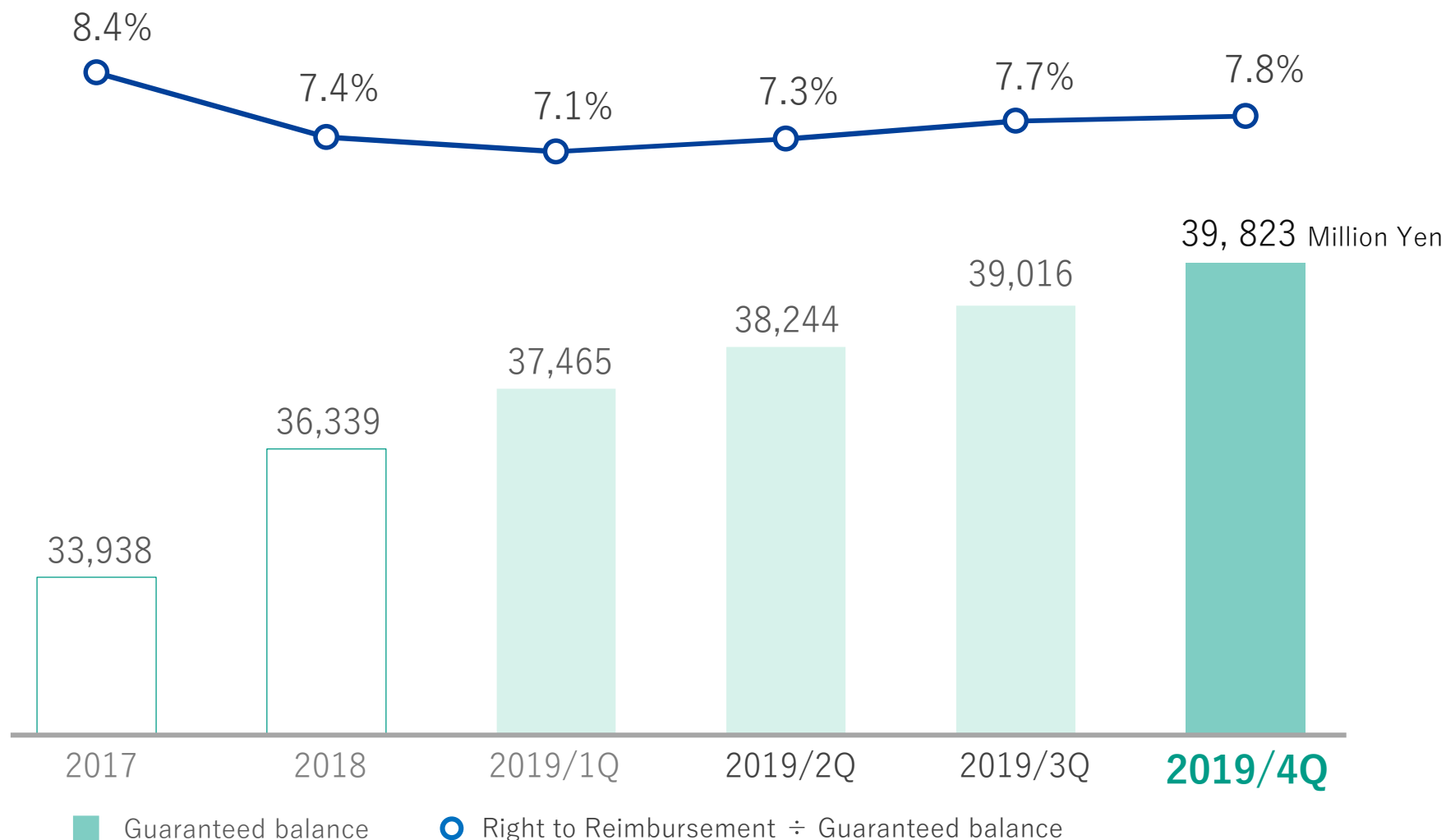
Allowance for doubtful accounts
1,754 Million Yen 101% YoY

Referral fee 802 Million Yen
128% YoY


Balance sheet summary

Unit: One million yen	FY2018	FY2019	Increase / decrease	
Current Assets	5,626	6,529	903	
Cash and deposits	2,705	2,824	119	Due to expansion of new contracts, increase in the number of holdings
Right to Reimbursement	2,676	3,117	441	
Allowance for doubtful accounts	△ 1,734	△ 1,826	△ 91	Reserve for Right to Reimbursement Ratio decreased by 6.2%
Non-current Assets	6,049	6,141	91	
Goodwill	3,841	3,579	△ 261	
Total assets	11,675	12,671	995	
Liabilities	5,397	6,061	663	Initial guarantee fee 2,303 Million Yen
Advance payment	4,089	4,425	336	Annual guarantee fee 2,122 Million Yen
Investment securities	25	145	120	Impairment loss due to valuation loss 62 Million Yen
Net Assets	6,278	6,610	331	

Stable ratio of Right to Reimbursement to guaranteed balance



2yen increase per share from initial plan

	FY2019 plan		FY2019 Performance
Regular dividend	26.00 yen		28.00 yen
Payout ratio	30.3%		30.9%

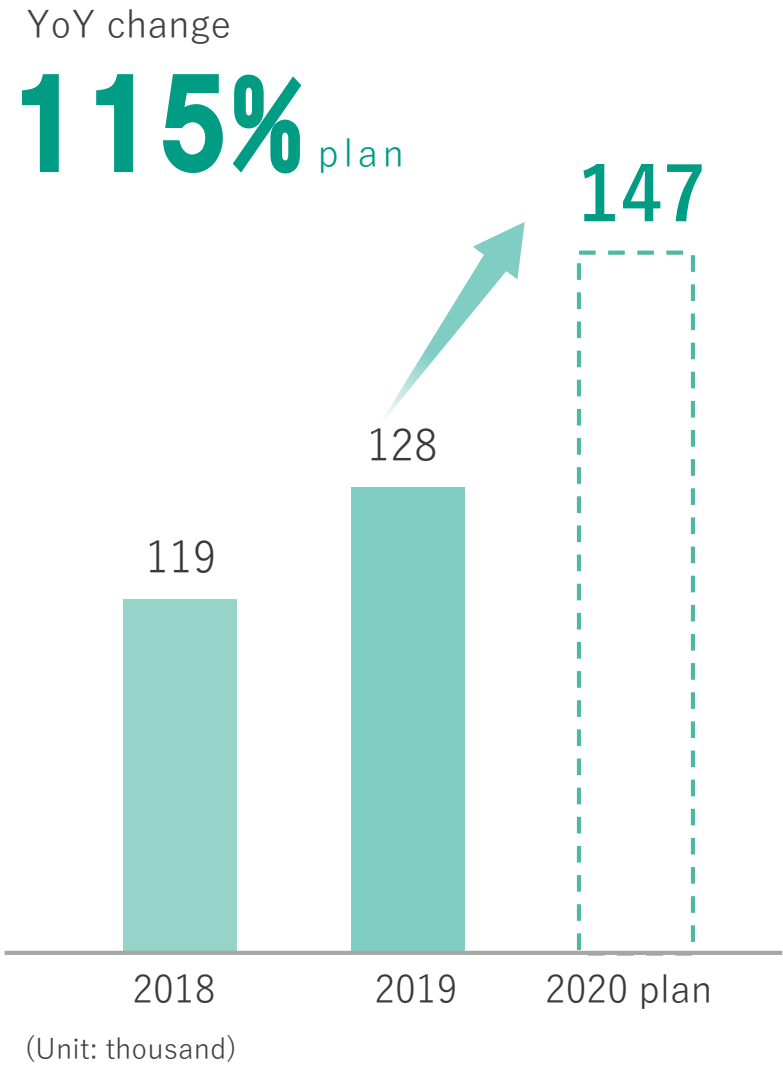
FY2020 Business Plan

Business Plan

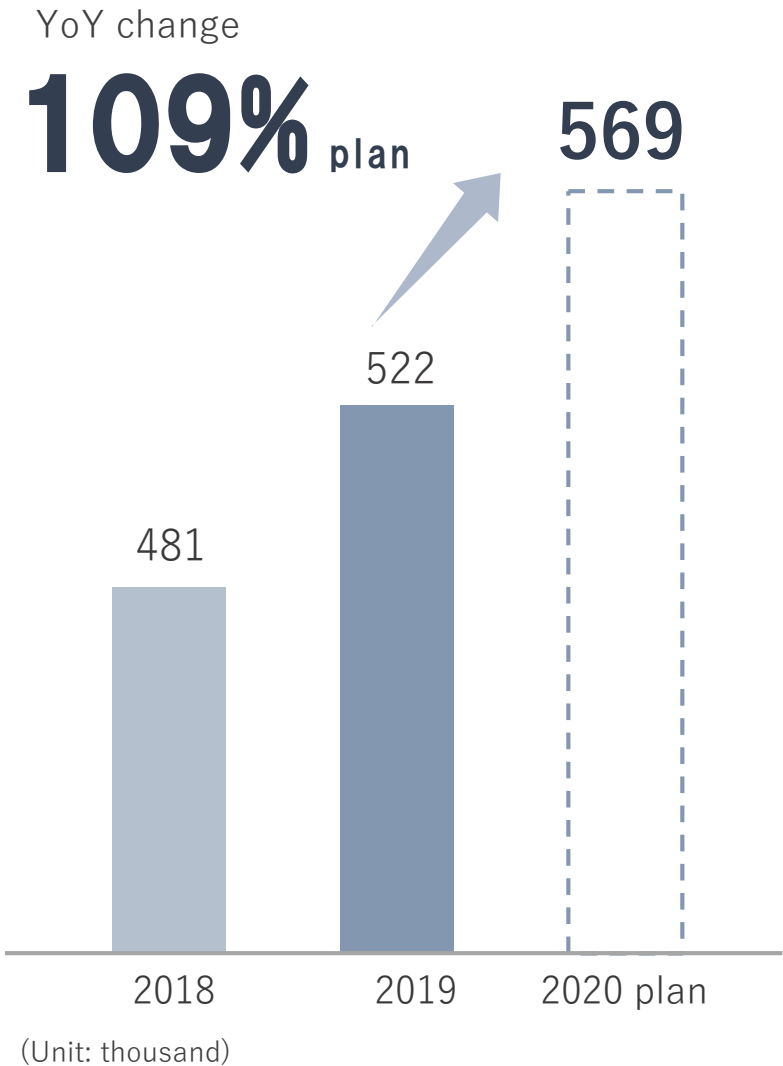
Expect further growth in sales and profits due to continued investment

Unit: One million yen	FY2019	FY2020	YoY change Increase	YoY change Increase Rate
Net Sales	9,436	10,446	1,010	10.7%
Gross Profit	6,165	6,758	592	9.6%
Operating Profit	1,522	1,634	111	7.3%
Ordinary Profit	1,577	1,679	102	6.5%
Attributable to parent company shareholders Profit	927	1,012	85	9.2%

Number of new contracts



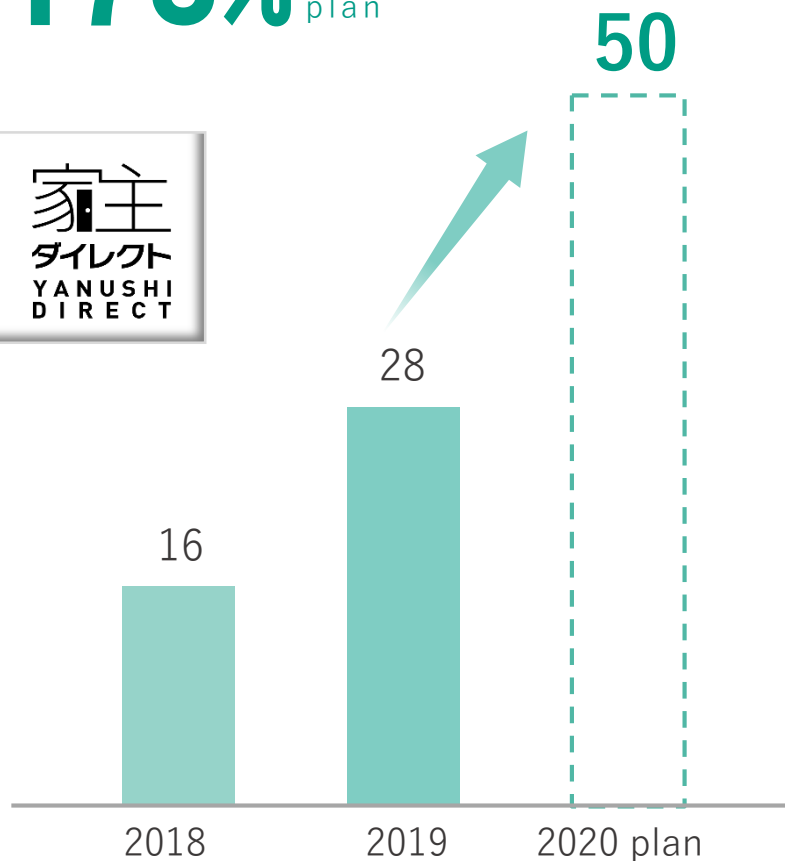
Number of contracts held



Number of new contracts

YoY change

178% plan

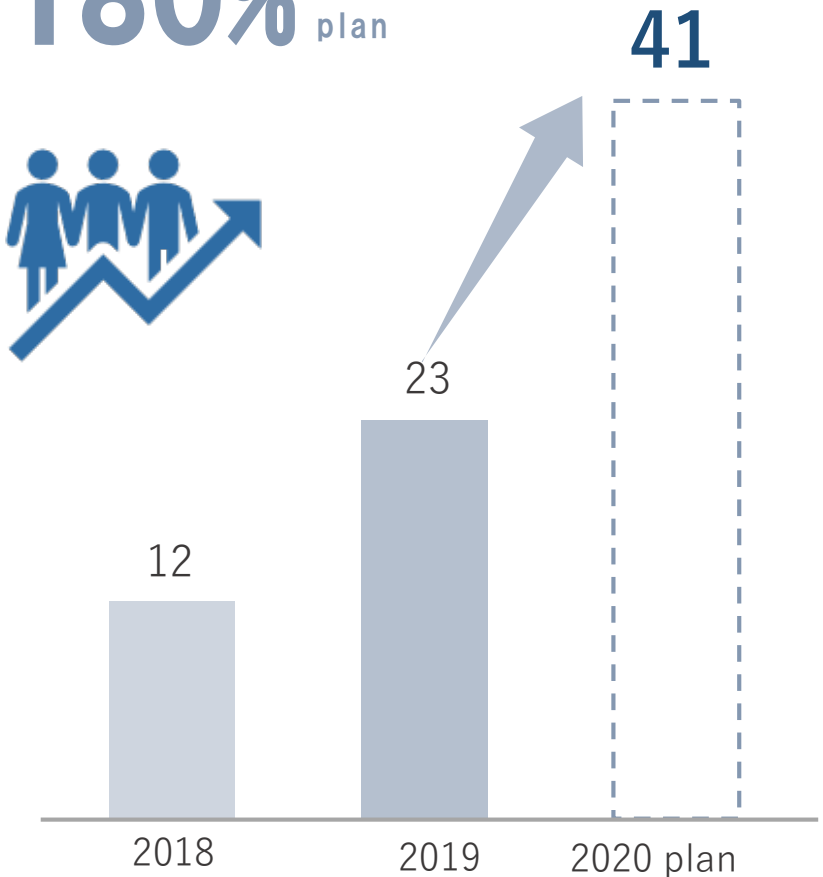


(Unit: thousand)

Number of owners

YoY change

180% plan



(Unit: thousand)

業務効率と収益力をUPさせる



賃貸経営の
新しい

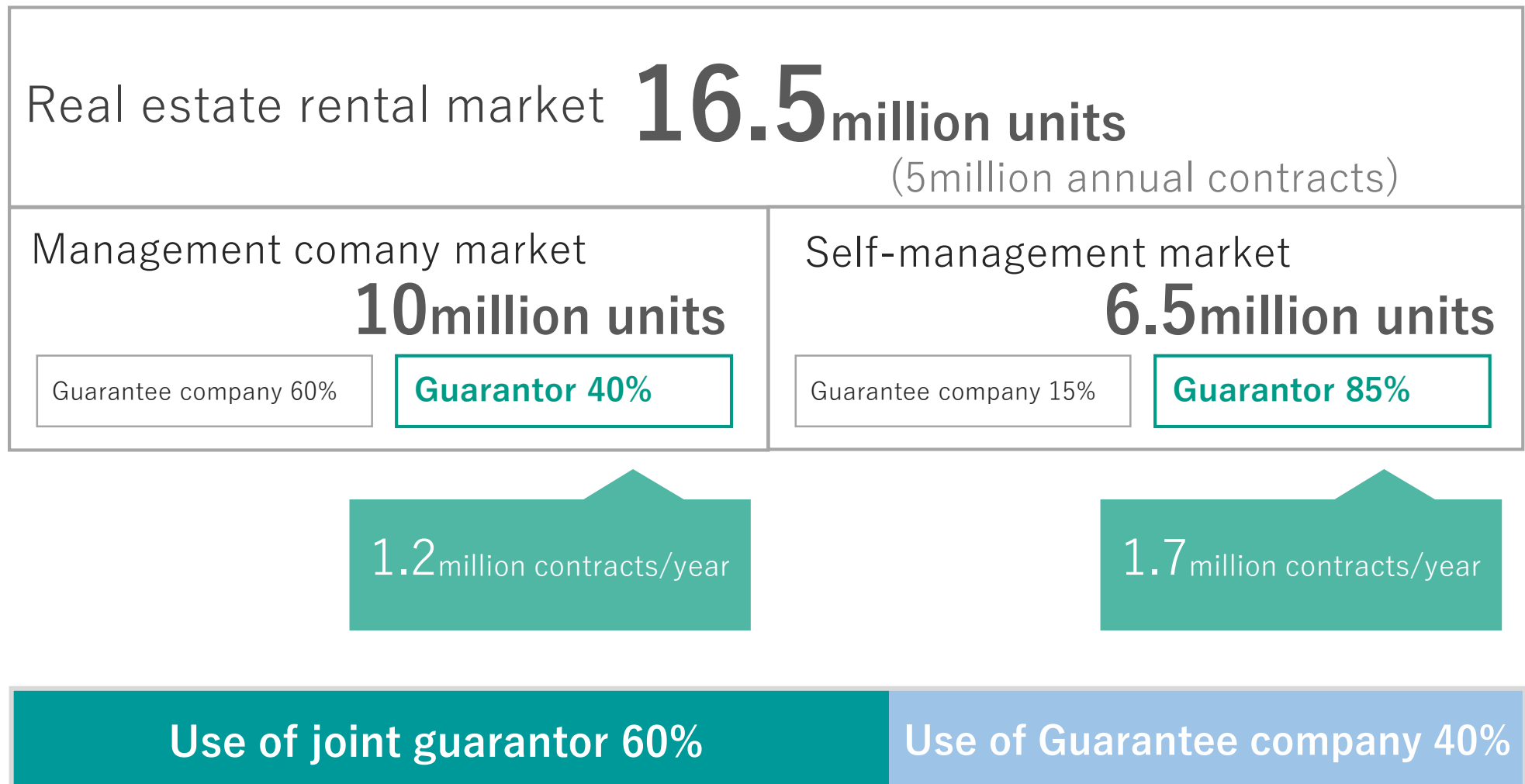
カ タ チ

家主ダイレクト
YANUSHIDIRECT



いますぐお問い合わせ！

60% use joint guarantor in the real estate rental market



* According to Casa



Civil Code Amendment

Effective April 1, 2020

Awareness-raising activities for landlords and agencies for civil code amendment

改正目前！知らなかったでは済まされない！

不動産業界向け民法改正セミナー

～改正による不動産賃貸業務の影響と対策を徹底解説！～

Organizer: Casa Inc.

先着優先
20名
無料招待



<Tokyo venue>



<Nagoya venue>

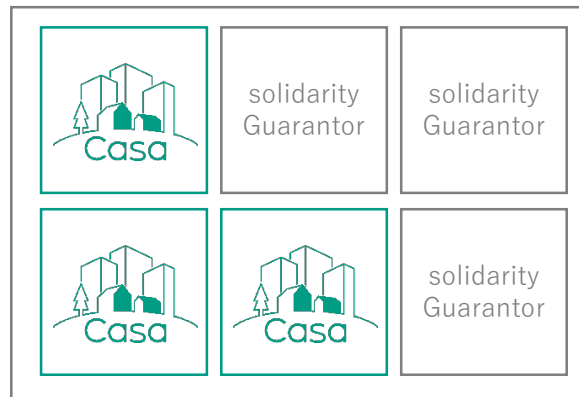


<Osaka venue>



Joint guarantor integrated into Casa

Mixed use of personal guarantee and institutional guarantee



Unified to Casa



[Trouble of real estate company and landlord]

- Rent in arrears
- Rent dunning
- Unpaid renewal fee
- Charging restoration fee
- Final inspection
- Renewal oversight of household goods insurance

Casa solves the troubles of real estate companies and landlords

Easy switching of complicated procedures through online

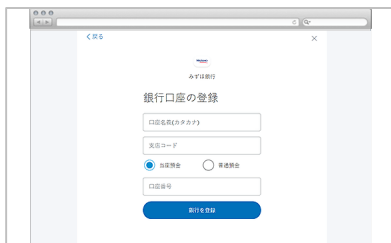
Web application



Electronic contract



Fund transfer on Web

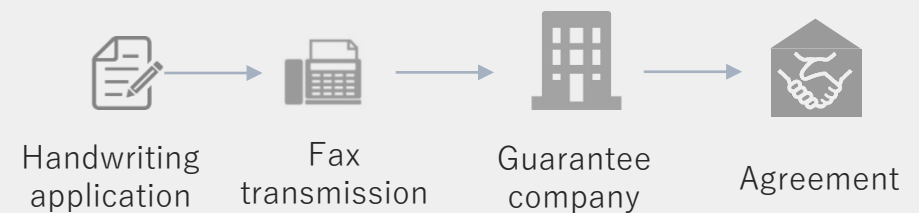


Various reports



<Before>

Contract by paper / fax



<After>



Providing new revenue sources to enhance property competitiveness

『Smartwith』

Security security

Smart lock



Advantageous
electricity rates

New electricity plan



24hours
Trouble shooting

Rush service



Special treatment
and discount service

**Tenant special
benefit service**



Improve convenience and smooth occupancy

Before

1

Burden in applying



Applicants



Move-in application, guarantee application, insurance application



Real-estate company

T

Contract work



Applicants



Lease agreement, Guarantee contract, Insurance contract



Real-estate company

After

1

Web application



Applicants

**T**

Electronic contract



Applicants



COMPÄSS

COMPASS

1. Point to the right path

Lead to the future for customers who are wandering around without knowing where to go.

2. Open the road “Michi” (homonymous word with “unknown”) with sharpness and strength

Combining the sharp sense of foresight and the power to accomplish anything, rebuilding the industry. Correct the road it should be.

3. Build a trusted and good relationship

Build a trusted relationship with customers as the compass points in the right direction.

4. Keep moving forward with a rising mind

Keep moving forward for a good future with a needle of the compass pointing up, the customer, company, and industry.

Solving real estate challenges with technology

Changes in the market environment

- Aging population and declining population
- Increase in vacant houses and aging of existing stock
- Utilization and penetration of new technologies such as IOT and AI

Public and private goals

- Realization of a stock-type society
- Realizing safe and secure real estate transactions
- Securing a home where you can live with peace of mind

* From the Ministry of Land, Infrastructure, Transport and Tourism “Real Estate Business Vision 2030-Toward“ Optimal Use of Real Estate ”in the Reiwa Era”

Landlord's worries



Late payment of rent



Vacancy increase



Aging property



Trouble between residents

Lack of expertise



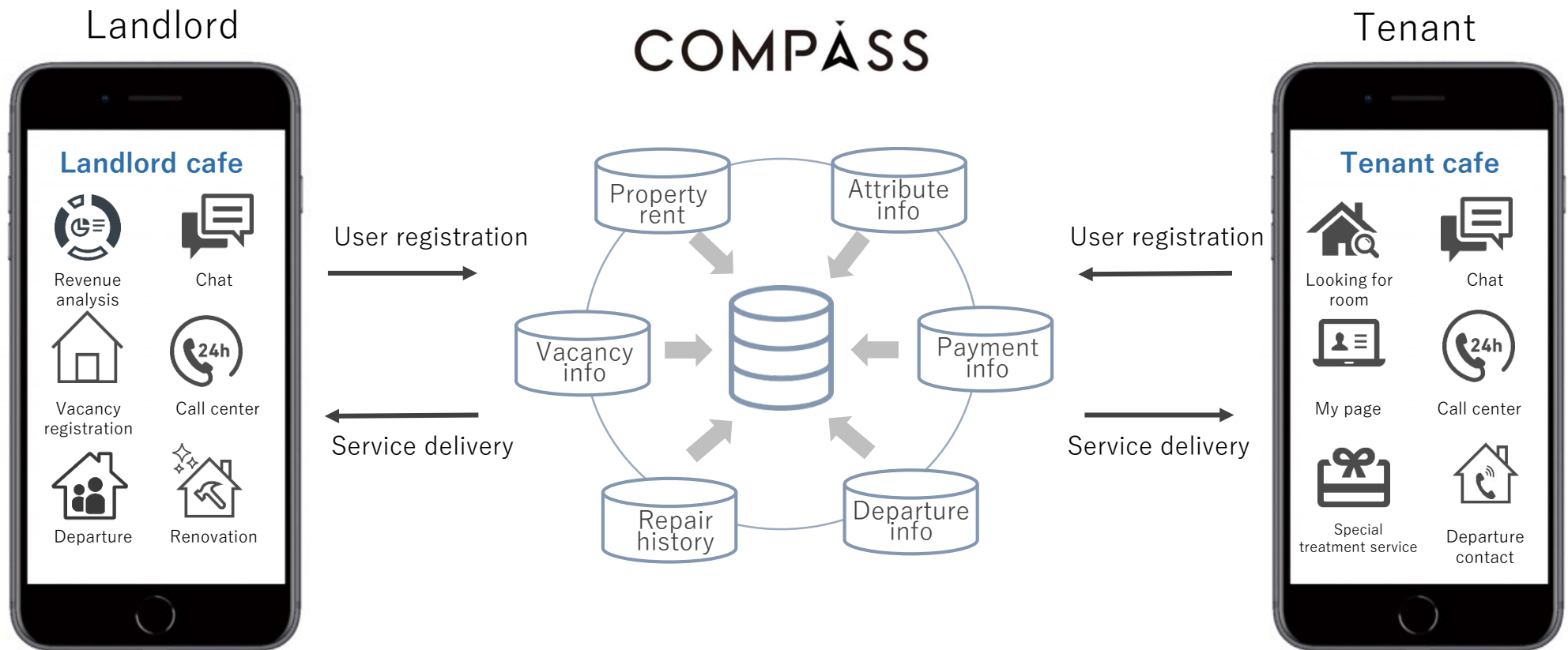
Payoff trouble
when leaving



Poor cash flow



Analyze, visualize and monetize data related to living life



Rent assessment

Recruitment

Management

Departure / Repair

Inability to make investment decisions without understanding the peripheral market



Do not understand the response to vacancy recruitment



Troublesome to respond to tenant troubles



Troublesome to move out and arrange the next recruitment



COMPASS

AI SCOPE

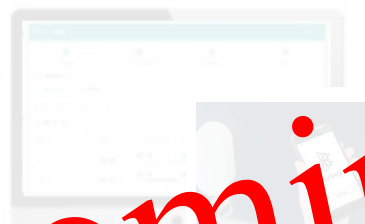
WEB customer management system

New resident cafe

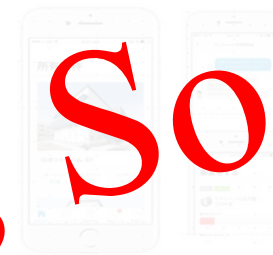
New Landlord Cafe



- Around rent market
- Profit analysis
- Renovation diagnosis



- Smart key
- Viewing WEB management
- Response report



- Entry / exit management
- Resident support
- Chat function



- Exit
- Restoration work
- renovation

Coming Soon

November 2019 release

住みたくなる部屋 + 住む人を見つける

「住みたくなる部屋」へデザインリフォームを行い、入居者募集とその家賃保証で安心と便利をご提供します。

「空室を埋めるリフォーム」3つのStep

step. 1 退去立会の代行

- ☑ ガイドラインの取得
- ☑ 室内設備の不具合確認
- ☑ たばこの臭い・黄ばみ
- ☑ 修復費用を査定
- ☑ 退去者へのご説明
- ☑ 敷金精算書へのサイン
- ☑ 退去者負担分の精算



step. 2 デザインリフォーム



before

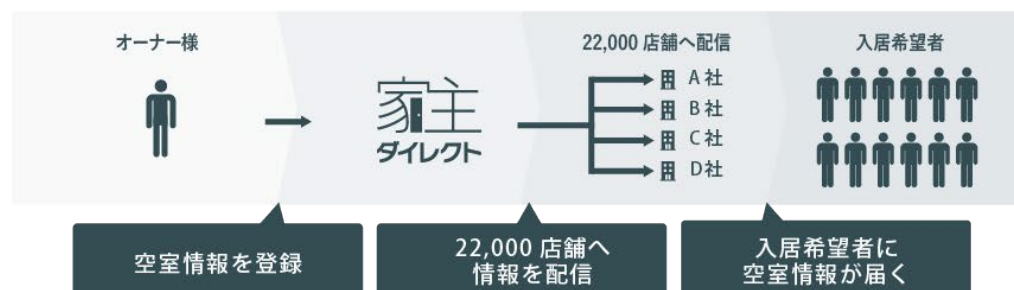


after

- ・デザインクロス張替
- ・ハウスクリーニング
- ・消耗品交換等雑工事

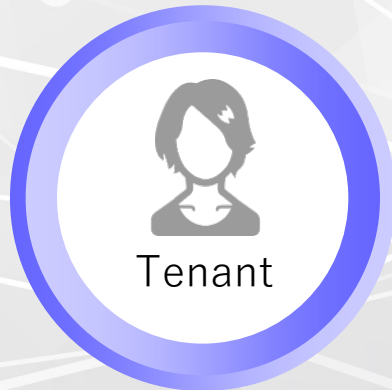
施工事例：
アクセントクロスで物件の差別化

step. 3 入居者募集



COMPASS

Realizes fair real estate transactions by IT



Eliminate information disparity and aim for soundness of real estate transactions, utilizing technology

三方良し

- 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 March 10, 2020, and reflect any future events or circumstances. The statement is not updated or changed.
- From the second quarter of the fiscal period ending January 2020, consolidated financial statements have begun. The year-on-year comparison is a comparison with non-consolidated results.