



TASUKI Holdings Inc. Financial Results Briefing Material for the First Quarter of the Fiscal Year Ending September 2025

February 12, 2025



Life Platformer

Tokyo Stock Exchange Growth Market
Securities Code: 166A

Overview of TASUKI Holdings Group



Life Platformer

Tokyo Stock Exchange Growth Market: 166A

100%

Business integration on April 1, 2024

100%



Development of IoT-enabled residences
for investment and SaaS products



Comprehensive real estate development



An aerial photograph of a city, likely Tokyo, with a dense grid of buildings. Overlaid on the image is a complex digital network of glowing blue lines and nodes, resembling a data or communication network. The text is centered in the upper half of the image.

**Learning from people,
digitizing real estate,
brightening the future.**

Corporate Profile

Company name	TASUKI Holdings Inc.	
Established	April 1, 2024	
Share capital	3,024.96 million yen	
Officers and employees	151 (including non-full-time employees) *As of December 31, 2024	
Address	Nissho Building 7F, 2-7-9 Kita-Aoyama, Minato-ku, Tokyo	
Listing exchange	Tokyo Stock Exchange Growth Market (Securities code: 166A)	
Officers	Representative Director and President Yu Kashiwamura Director Manabu Kondo Full-time Outside Auditor Kazumasa Koga Director Koji Murata Outside Auditor Ken Minami Outside Director Maiko Onoda Outside Auditor Humihiro Kumagai Outside Director Mutsuko Oba	
Group companies (Shareholding ratio)	TASUKI Corporation (100%)/ SHIN-NIHON TATEMONO Co., Ltd. (100%)/ AURA Co., Ltd. (71.1%)/ TASUKI Proce Co., Ltd. (100%)/ ZISEDAI Co., Ltd. (100%, non-consolidated))	

Enhancing Productivity through the Integration of Tech and Real

Real estate domain

Life Platform Business

Planning, developing, and selling IoT-enabled residences
Acquiring and selling pre-owned properties
Originating and managing real estate funds
Asset consulting

Finance Consulting Business

Providing secured loans for real estate ventures



Real estate tech and DX domain

SaaS Business (non-consolidated)

Providing SaaS products that utilize generative AI to promote DX in the real estate industry and contribute to operational efficiency, cost reduction, and business promotion



Developing SaaS products with high practical usefulness backed by hands-on experience in the real estate domain

1. Financial Results for Q1 FY2025 (Ending September 2025)

2. Medium- to Long-Term Vision and Outlook for Each Business

- SaaS Business
- Life Platform Business

3. Topics

4. Appendix

1. Financial Results for Q1 FY2025 (Ending September 2025)

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4. Appendix

Made a good start thanks to a favorable business environment and improved profit margins.

Net sales

16.95 billion yen
(+212.5% YoY)

EBITDA (※2)

2.19 billion yen
(+349.0% YoY)

Operating profit

2.13 billion yen
(+342.5% YoY)

Better
profitability

Demand for IoT-enabled residences and asset consulting services remains strong, driving high profit margins.

SaaS
Business

The number of TASUKI TECH LAND users tripled YoY to surpass 1,900.

Capital
policy

Raised funds for further growth after achieving the Medium-Term Management Plan.

Inorganic
strategy

Established TASUKI VENTURES, a corporate venture capital fund.

(※1) The YoY figures are a comparison with the year-earlier results of TASUKI (with TASUKI Proce consolidated).

(※2) EBITDA: Calculated as operating profit + depreciation + amortization of goodwill + share-based payment expenses + reversal of PPA (revaluation of inventories)

Summary of Statement of Income

- Net sales were in line with the plan, and profits made rapid progress, surpassing the plan.
- Both sales and all profits were on track to meet the full-year plan.

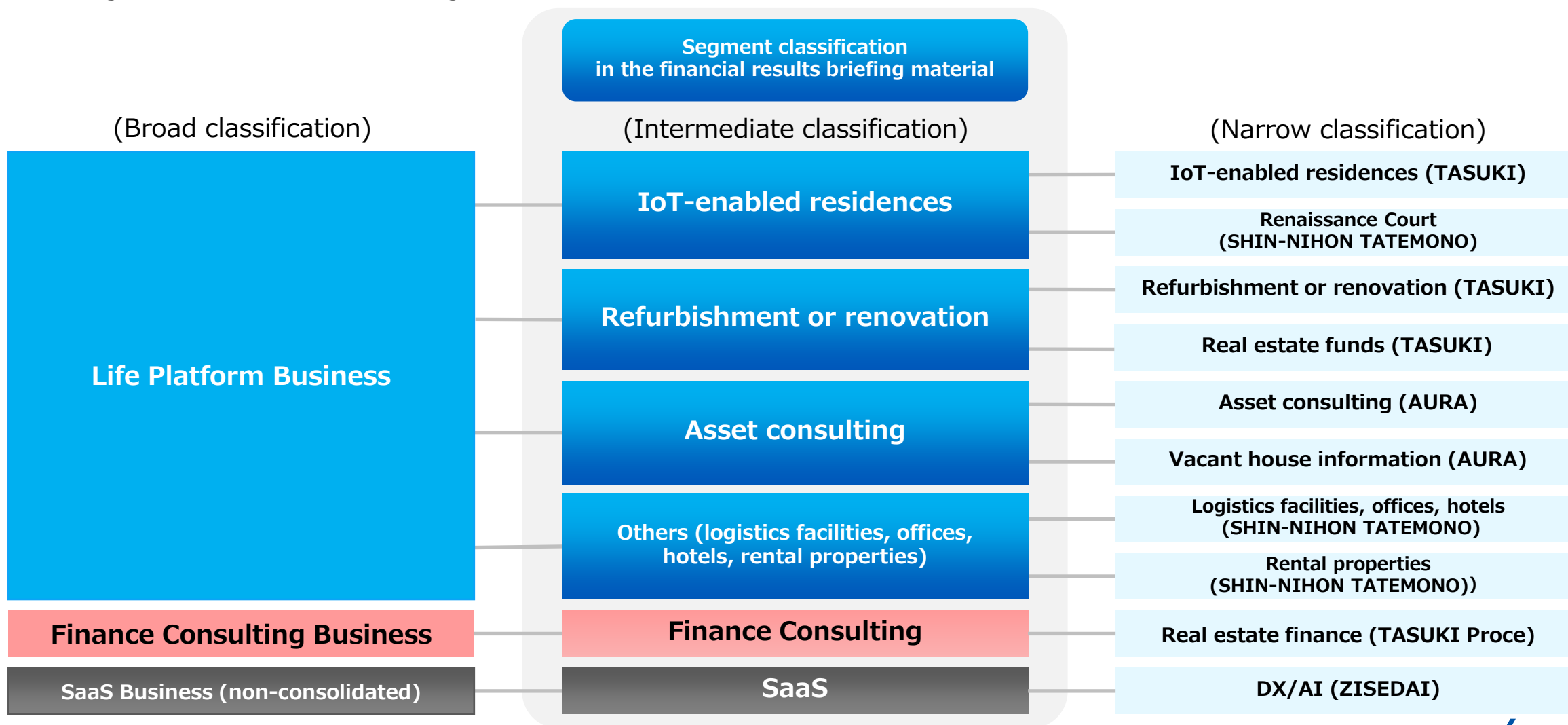
(Millions of yen)	Q1 FY2024 (※2)	Q1 FY2025	Rate of change	Plan for FY2025	Progress rate for Q1 FY2025
Net sales	5,426	16,959	+ 212.5%	76,000	22.3%
Gross profit	908	3,313	+ 264.8%	—	—
Gross profit margin	16.7%	19.5%	—	—	—
EBITDA (※1)	487	2,190	+ 349.0%	8,900	24.6%
Operating profit	482	2,136	+ 342.5%	8,650	24.7%
Operating profit margin	8.9%	12.6%	—	—	—
Ordinary profit	425	1,981	+ 365.8%	7,550	26.2%
Ordinary profit margin	7.8%	11.7%	—	—	—
Profit attributable to owners of the parent	291	1,197	+ 310.3%	4,750	25.2%
Net profit margin	5.4%	7.1%	—	—	—

(※1) EBITDA : Calculated as operating profit + depreciation + amortization of goodwill + share-based payment expenses + reversal of PPA (revaluation of inventories)

(※2) The Q1 FY2024 figures are consolidated values of TASUKI and TASUKI Proce for the period.

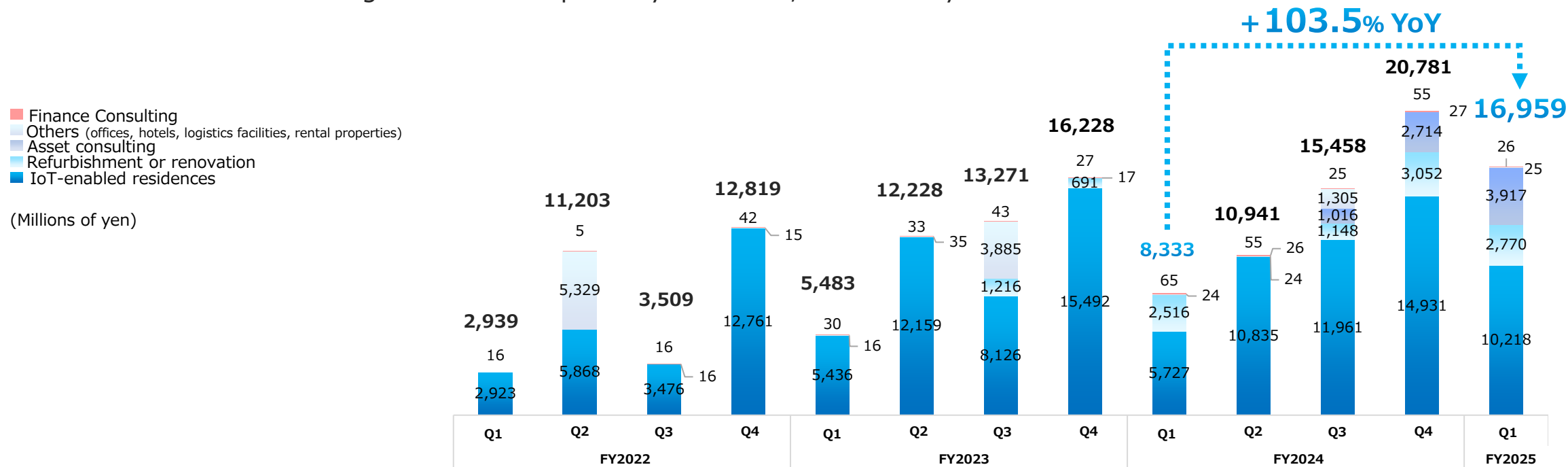
New Segments after Business Integration

- The business segments of the TASUKI Holdings Group have been classified as follows, and disclosure in the financial results briefing material is made according to the intermediate classification.



Quarterly Net Sales

- Net sales increased 103.5% YoY due to successful measures to reduce volatility in quarterly results (with the Q1 FY2024 figure as a simple aggregate of values of TASUKI (with TASUKI Proce consolidated) and SHIN-NIHON TATEMONO (non-consolidated)).
- Growth in asset consulting led to record quarterly sales of 3,917 million yen.

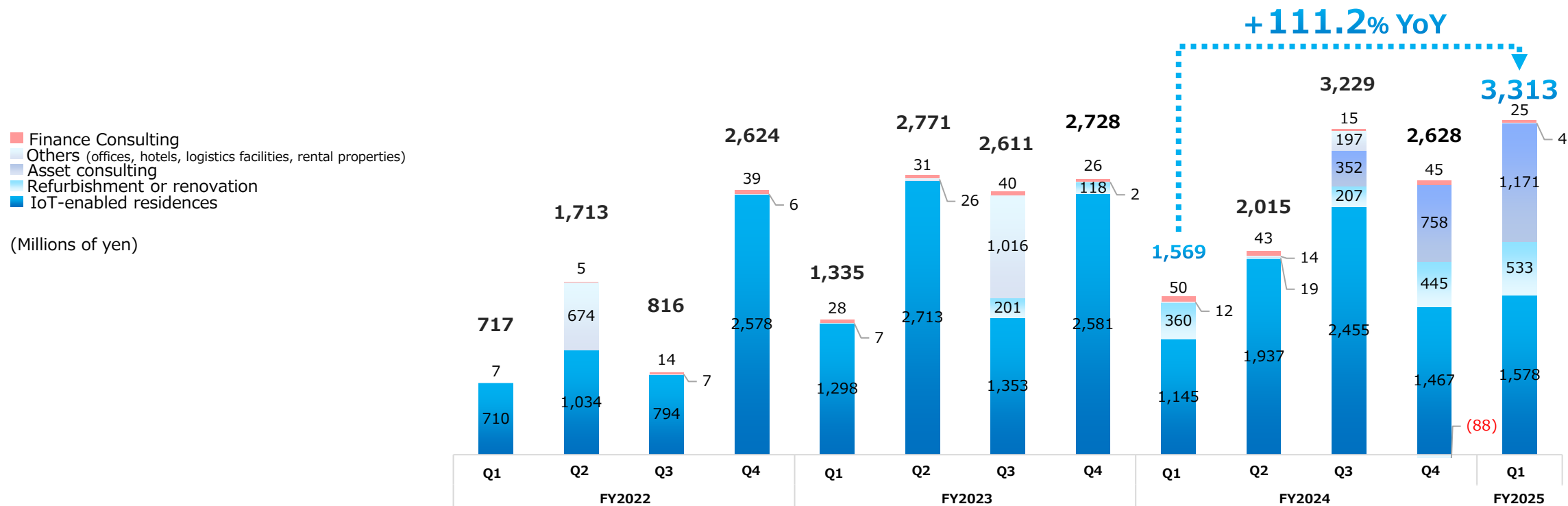


(Millions of yen)	FY2022 (Sep. 2022)				FY2023 (Sep. 2023)				FY2024 (Sep. 2024)				FY2025 (Sep. 2025)
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Finance Consulting	0	5	16	42	30	33	43	27	65	55	25	55	26
Others (offices, hotels, logistics facilities, rental properties)	16	5,329	16	15	16	35	3,885	17	24	26	1,305	27	25
Asset consulting	0	0	0	0	0	0	0	0	0	0	1,016	2,714	3,917
Refurbishment or renovation	0	0	0	0	0	0	1,216	691	2,516	24	1,148	3,052	2,770
IoT-enabled residences	2,923	5,868	3,476	12,761	5,436	12,159	8,126	15,492	5,727	10,835	11,961	14,931	10,218
Total	2,939	11,203	3,509	12,819	5,483	12,228	13,271	16,228	8,333	10,941	15,458	20,781	16,959

SHIN-NIHON TATEMONO (non-consolidated) had a fiscal year end in March, but since TASUKI Holdings has a fiscal year end in September, the past results are also shown in September terms. The figures for Q1 FY2022 through Q2 FY2024 are a simple aggregate of cumulative values of TASUKI (with TASUKI Proce consolidated) and SHIN-NIHON TATEMONO (non-consolidated).

Quarterly Gross Profit

- Refurbishment or renovation services achieved record-high gross profit, with the margin improving by 4.9 points YoY to 19.2%.
- Gross profit margin of asset consulting services rose to as high as 29.9% through the deepening of proprietary know-how.



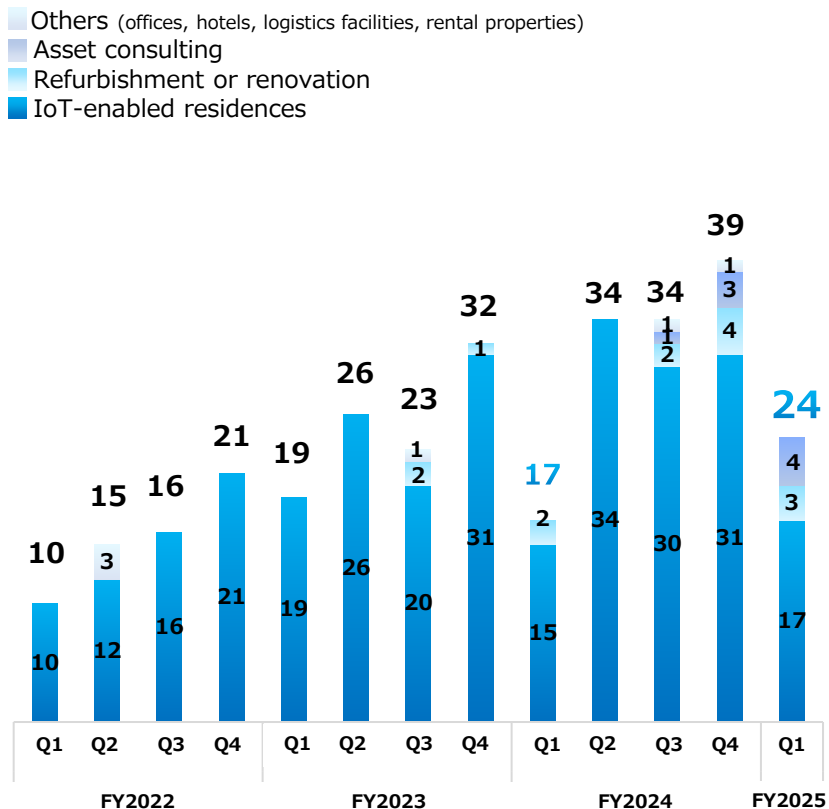
(Millions of yen)	FY2022 (Sep. 2022)				FY2023 (Sep. 2023)				FY2024 (Sep. 2024)				FY2025 (Sep. 2025)
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Finance Consulting	0	5	14	39	28	31	40	26	50	43	15	45	25
Others (offices, hotels, logistics facilities, rental properties)	7	674	7	6	7	26	1,016	2	12	14	197	△88	4
Asset consulting	0	0	0	0	0	0	0	0	0	0	352	758	1,171
Refurbishment or renovation	0	0	0	0	0	0	201	118	360	19	207	445	533
IoT-enabled residences	710	1,034	794	2,578	1,298	2,713	1,353	2,581	1,145	1,937	2,455	1,467	1,578
Total	717	1,713	816	2,624	1,335	2,771	2,611	2,728	1,569	2,015	3,229	2,628	3,313

SHIN-NIHON TATEMONO (non-consolidated) had a fiscal year end in March, but since TASUKI Holdings has a fiscal year end in September, the past results are also shown in September terms. The figures for Q1 FY2022 through Q2 FY2024 are a simple aggregate of cumulative values of TASUKI (with TASUKI Proce consolidated) and SHIN-NIHON TATEMONO (non-consolidated).

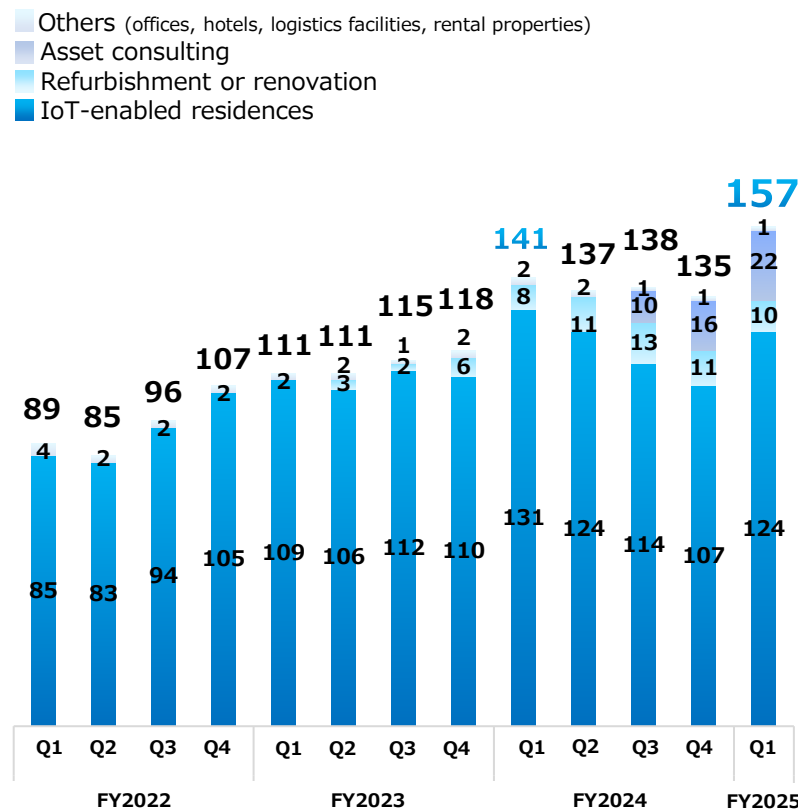
Number of Properties Sold and Inventory Balance

- The number of properties sold was 24, the largest for any Q1, due to the growth of IoT-enabled residences and outcomes from asset consulting services.
- The inventory balance, which represents our pipelines, grew steadily by 30.5% YoY.

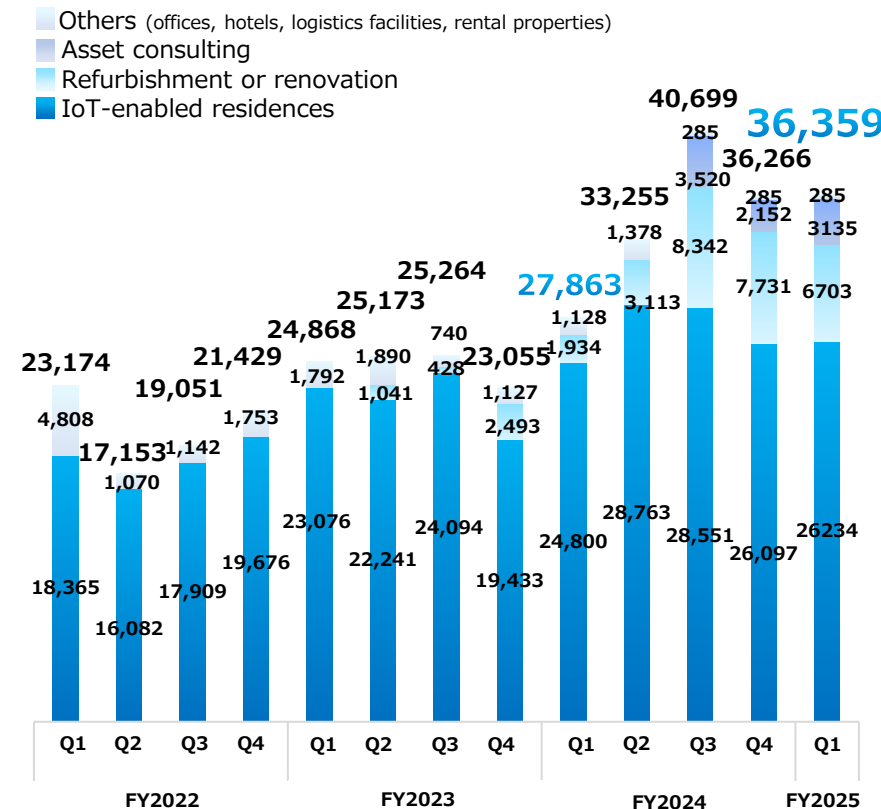
Number of properties sold



Number of properties held in inventory



Inventory balance (※)



(※) Including real estate for sale, real estate for sale in process and advance payments to suppliers.

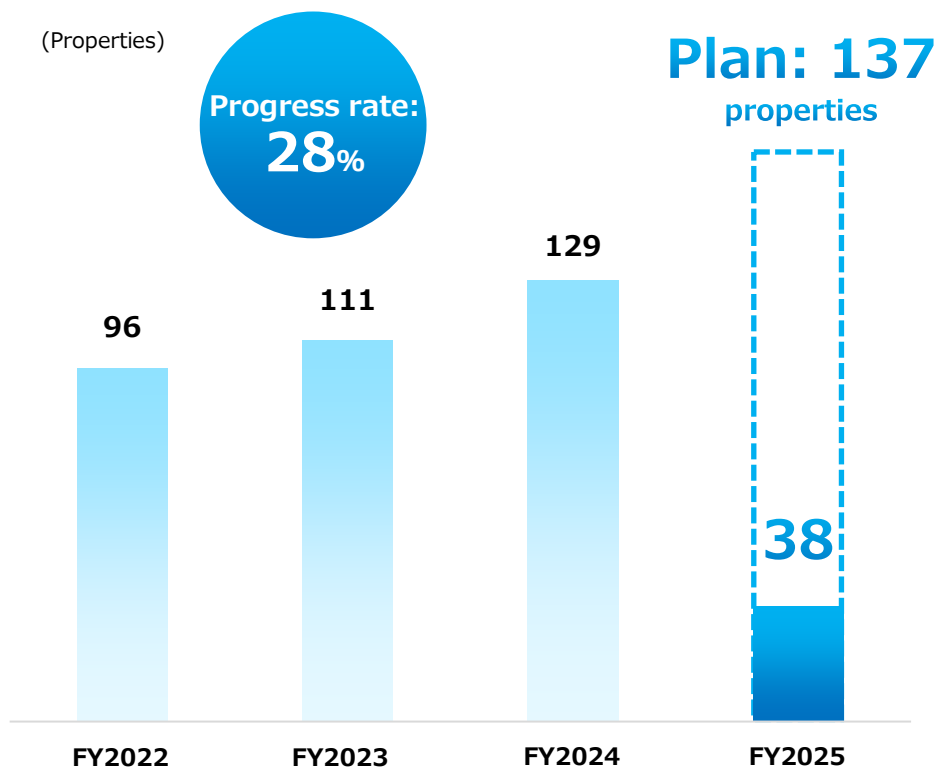
SHIN-NIHON TATEMONO (non-consolidated) had a fiscal year end in March and AURA had a fiscal year end in April, but since TASUKI Holdings has a fiscal year end in September, the past results are also shown in September terms.

The figures for Q1 FY2022 through Q2 FY2024 are a simple aggregate of cumulative values of TASUKI (with TASUKI Proce consolidated) and SHIN-NIHON TATEMONO (non-consolidated).

Acquisition of Project Pipelines

- Hiring of purchasing staff has made steady progress against the KPI.

Number of purchasers for IoT-enabled residences and refurbishment or renovation

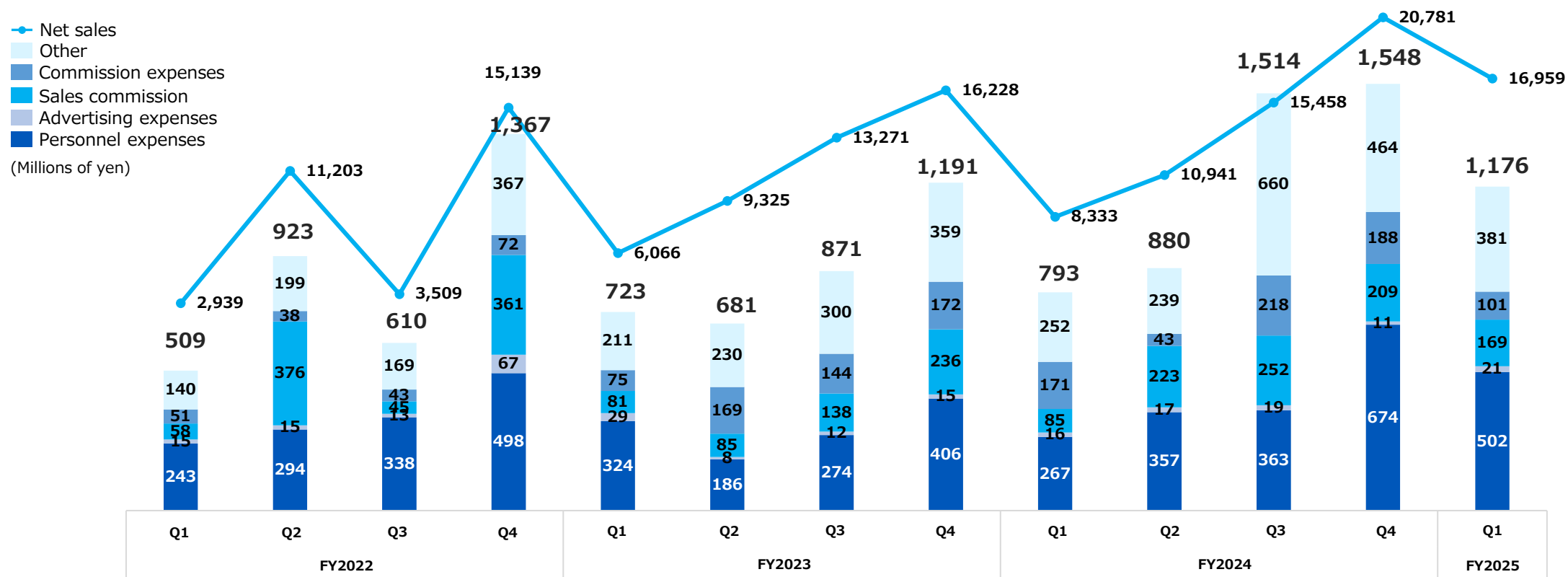


Pipelines from asset consulting services

Project name	Project area (m2)
Ikebukuro 2-chome, Toshima-ku	Over 1,000 m ²
Kamiogi 3-chome, Suginami-ku	
Higashicho, Koganei-shi	
Fuda 1-chome, Chofu-shi	751m ² - 1,000m ²
Shimotakaido 1-chome	
Kamijujo 1-chome	
Hachioji Teramachi	
Fuchu Miyamachi II	
Minami-Shinagawa 2-chome	501m ² - 750m ²
Higashi-Kamata, Ota-ku	
Higashi-Nippori 6-chome	
Nakano Yayoicho	251m ² - 500m ²
Kamiogi 2-chome, Suginami-ku	
Mukojima 1-chome, Sumida-ku	
Miyatacho, Hodogaya-ku, Yokohama-shi	
Midori, Sumida-ku	
Nihonbashi Kodenmacho	101m ² - 250m ²
Kotobashi	
Nakano Yayoicho III	Less than 100m ²
Nakano Yayoicho II	
Nish-Nippori 2-chome, Arakawa-ku	
Meguro Minami II	

SG&A Expenses

- Sales commission increased in line with net sales.
- Commission expenses decreased by 70 million yen YoY as expenses related to business integration had been recorded in Q1 FY2024.
- Personnel expenses increased by 235 million yen YoY due to the consolidation of AURA in Q3 FY2024, in addition to an increase in the number of officers and employees.
- For the Other category, amortization of goodwill of 87 million yen was recorded in Q1 FY2025.

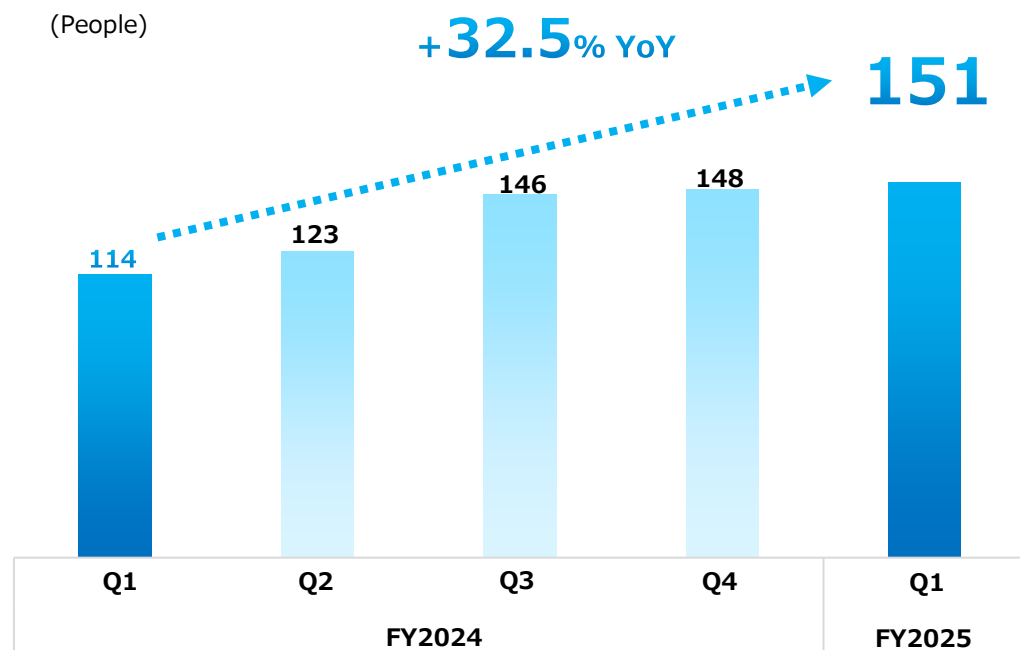


SHIN-NIHON TATEMONO (non-consolidated) had a fiscal year end in March, but since TASUKI Holdings has a fiscal year end in September, the past results are also shown in September terms. The figures for Q1 FY2022 through Q2 FY2024 are a simple aggregate of cumulative values of TASUKI (with TASUKI Proce consolidated) and SHIN-NIHON TATEMONO (non-consolidated).

Officers and Employees

- Increased by 37 YoY due to consolidation of AURA and hiring of additional employees at respective companies.
- Will continue hiring activities mainly through referrals, centered on acquisition staff.

Number of Group employees (※1)



Breakdown by functional area (※2)

	Q1 FY2024	Q1 FY2025	Change
Acquisition	33	46	+13
Middle office	31	45	+14
Corporate	26	33	+7
SaaS	19	23	+4
Finance Consulting	5	4	-1

(※1) Excluding temporary workers.

(※2) Including full-time directors of subsidiaries, contract employees, outsourced workers, and freelancers.

The YoY comparison is made against the simple combined number of TASUKI and SHIN-NIHON TATEMONO (non-consolidated).

SHIN-NIHON TATEMONO (non-consolidated) had a fiscal year end in March and AURA had a fiscal year end in April, but since TASUKI Holdings has a fiscal year end in September, the past results are also shown in September terms.

Summary of Balance Sheet

- Assets: Real estate for sale (in process) and advance payments increased slightly due to strong sales.
- Liabilities: Borrowed working capital in addition to project finance based on the strong relationships built with financial institutions.
- Net assets: Increased due to an increase in quarterly profit ⇒ Equity ratio: 35.7%

(Millions of yen)	FY2024	Q1 FY2025	Change	Rate of change
Total assets	59,415	60,633	1,217	+2.0%
Current assets	53,172	54,555	1,383	+2.6%
Cash and deposits	14,430	16,108	1,677	+11.6%
Real estate for sale (in process) and advance payments	36,266	36,459	192	+0.5%
Non-current assets	6,223	6,059	-164	-2.6%
Goodwill	3,331	3,244	-87	-2.6%
Investments and other assets	1,325	1,257	-67	-5.1%
Current liabilities	16,139	17,429	1,290	+8.0%
Bonds payable and borrowings	12,189	15,094	2,905	+23.8%
Non-current liabilities	21,346	20,723	-623	-2.9%
Bonds payable and borrowings	21,031	20,420	-610	-2.9%
Net assets	21,929	22,479	550	+2.5%
Total liabilities and net assets	59,415	60,633	1,217	+2.0%

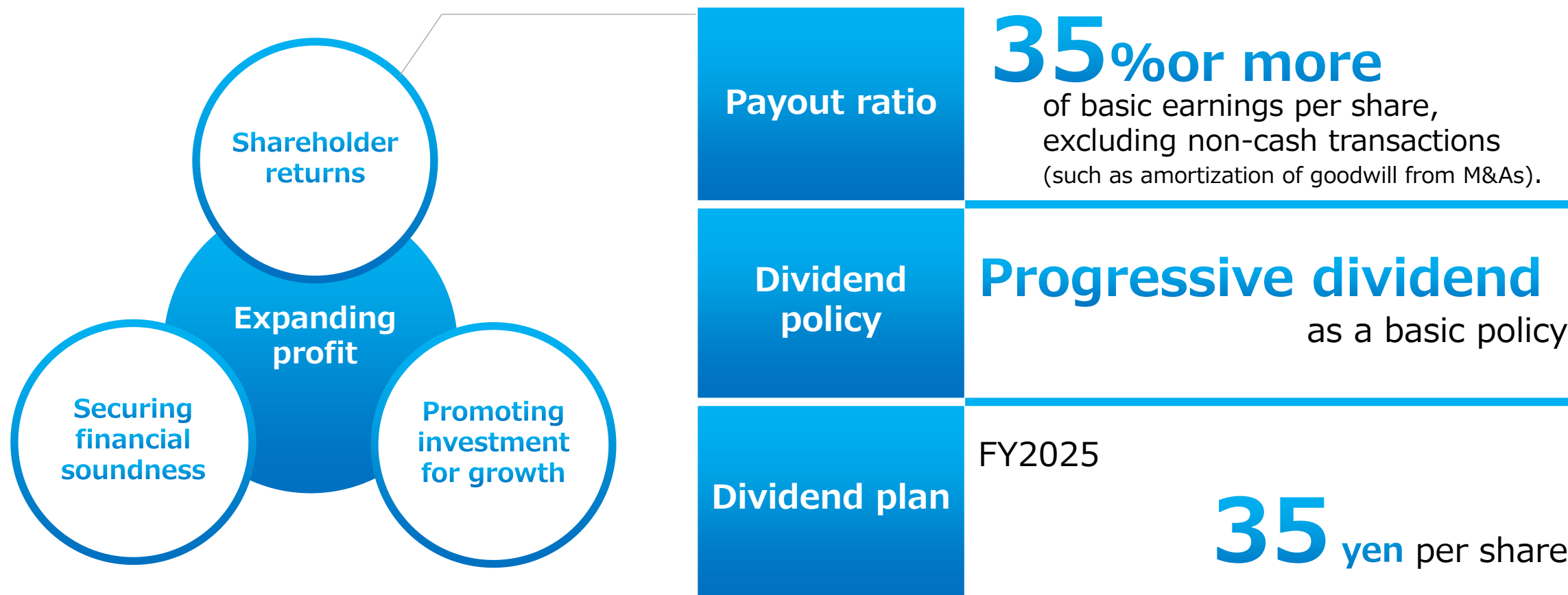
(Reference) Total shareholders' equity

21,301

21,668

Shareholder Returns

- We recognize that enhancing shareholder value is the most important issue and we work to secure shareholder returns, investment for growth, and financial soundness by increasing profits.



1. Financial Results for Q1 FY2025 (Ending September 2025)

2. Medium- to Long-Term Vision and Outlook for Each Business

- SaaS Business**
- Life Platform Business

3. Topics

4. Appendix

SaaS Business: Service Offerings

Provide TASUKI TECK, a vertical SaaS product.

As a SaaS for real estate purchase and development, it performs AI services to enhance operational efficiency.

Services offerings

Property information management service



AI service for automatic Architectural plan generation



Installation cost

300,000 yen

-

Monthly fee

50,000 yen/month/company (standard plan),
100,000 yen/month/company (enterprise plan)

100,000 yen/month/user

Option

Generation AI-OCR: 100,000 yen + @30 yen (pay-as-you-go)
Obtaining a certified copy of registration: 30,000 yen + actual expenses (pay-as-you-go)

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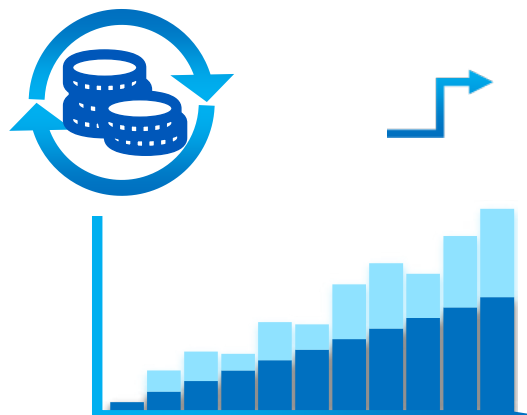
SaaS Business: TASUKI TECH Revenue Model

- Achieve stable revenue through subscription and recurring models based on continuous use, in addition to spot income at the time of service installation.

Spot income upon installation



Subscription & recurring models



TASUKI TECH revenue model



Spot income upon installation

- Income from users newly installing the service
- Income from users switching to paid plans

Subscription model

- Monthly income for standard functions (fixed amount)

Recurring model

- Income from optional functions (pay-as-you-go)

Achieve a stable revenue base

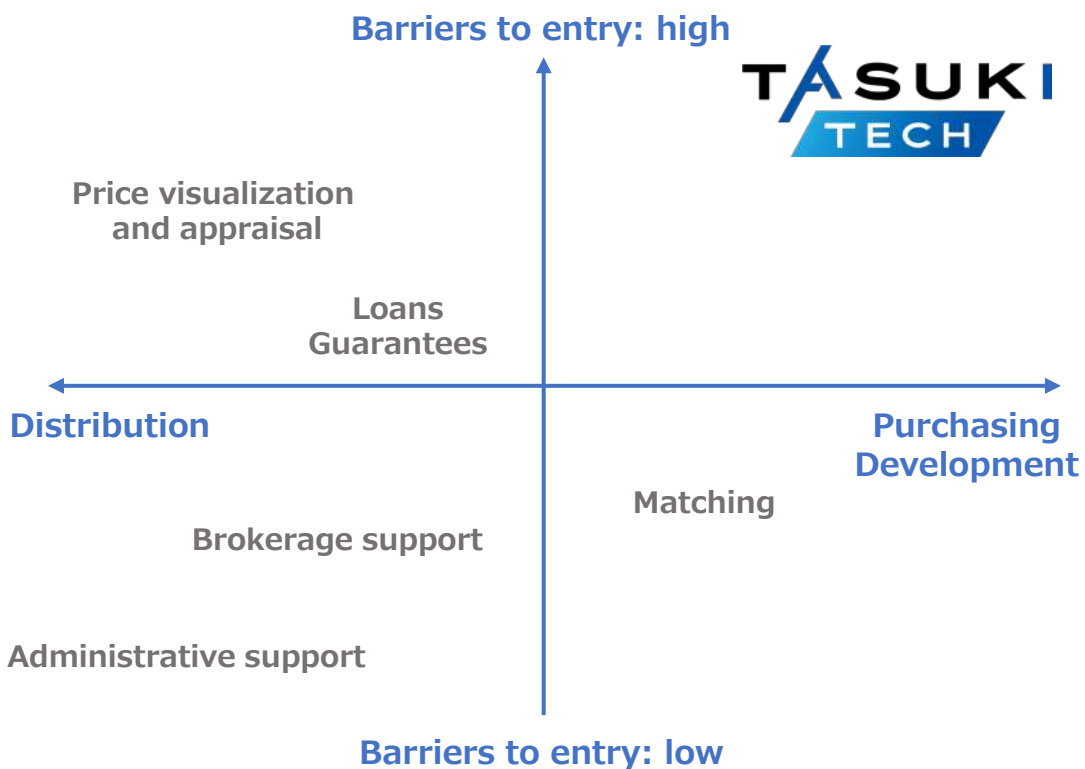
- Acquire spot income by increasing the number of new installations of paid plans, and aim to expand ARR (annual recurring revenue) through the subscription and recurring models.

SaaS Business: Positioning in Real Estate Tech

- As a SaaS company originating from a developer, promote the development of products specialized in the “real estate development domain.”

Positioning

Unique positioning in the purchasing and development domain that features substantial barriers to entry and high specialty



Comparison with our competitors

Differentiate ourselves among property information management services through price, practical usefulness, and development of patented options.

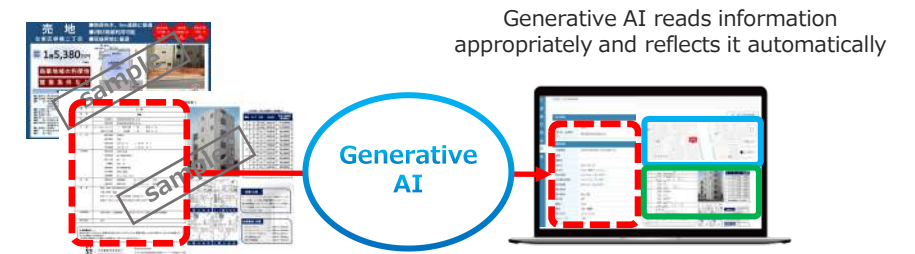
	TASUKI TECH LAND	Company A	Company B
Initial expenses	300,000 yen	0 yen	1.3 million yen and higher
Monthly fee (rough standard)	50,000 to 100,000 yen	Approx. 400,000 yen and higher	100,000 yen and higher
Lead time for installation	Same day at earliest	Negotiable	30-60 days later
Industries that have installed the service	Real estate agencies (SMEs)	Real estate agencies, real estate brokers, and financial institutions (large enterprises)	Real estate agencies, logistics, and general contractors (large enterprises)
Supplier	Real estate developer	Specialized in engineering	Specialized in mapping
Distinctive functions	Incorporating generative AI and reading maps with OCR TOUCH & PLAN	Automatic matching with demand	Data for area marketing can be imported (option)

SaaS Business: Utilizing AI

- Provide unique solutions that drastically enhance operational efficiency through the use of AI.

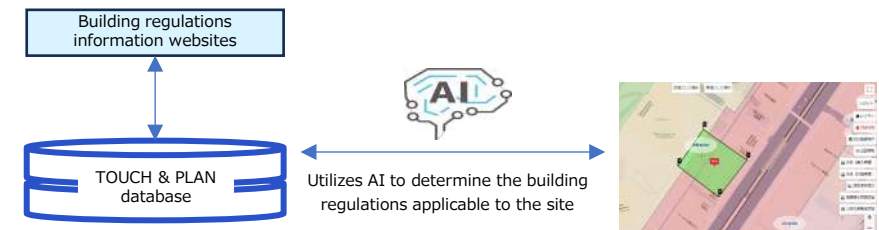
Generative AI-OCR technology that can automatically read the required information in any format (Patent No. 7430437)

- ▶ OCR reads text from PDF and image data, and the generative AI identifies the text information and automatically inputs it into the system.
- ▶ Enables automatic input even for formats that differ from business to business.



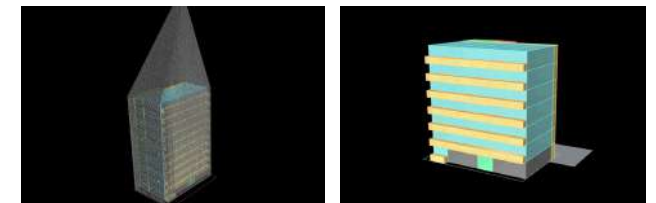
AI technology to acquire, manage and update information on multiple building regulations (Patent No. 7430437)

- ▶ Monitors changes of building regulation information from external sources, retrieves content when updated, and refreshes the database.
- ▶ Makes it possible to acquire, manage and update information on multiple building regulations, even when there are multiple regulations for the same site.



Dwelling unit assignment algorithm (Patent No. 7430437)

- ▶ Generates architectural plans by taking into account the building ordinances of each municipality in addition to the building coverage ratio and floor area ratio.
- ▶ Generates plans in a way that maximizes the total number of dwelling units to increase the profitability of the building, and assigns dwelling units.



SaaS Business: Plan to Release a Real Estate Matching Function as a New Feature

- A real estate matching platform connecting those who “want to sell” and those who “want to buy” a property
- The digital infrastructure for the distribution of real estate values enables the rapid exchange of property information in a secure environment.

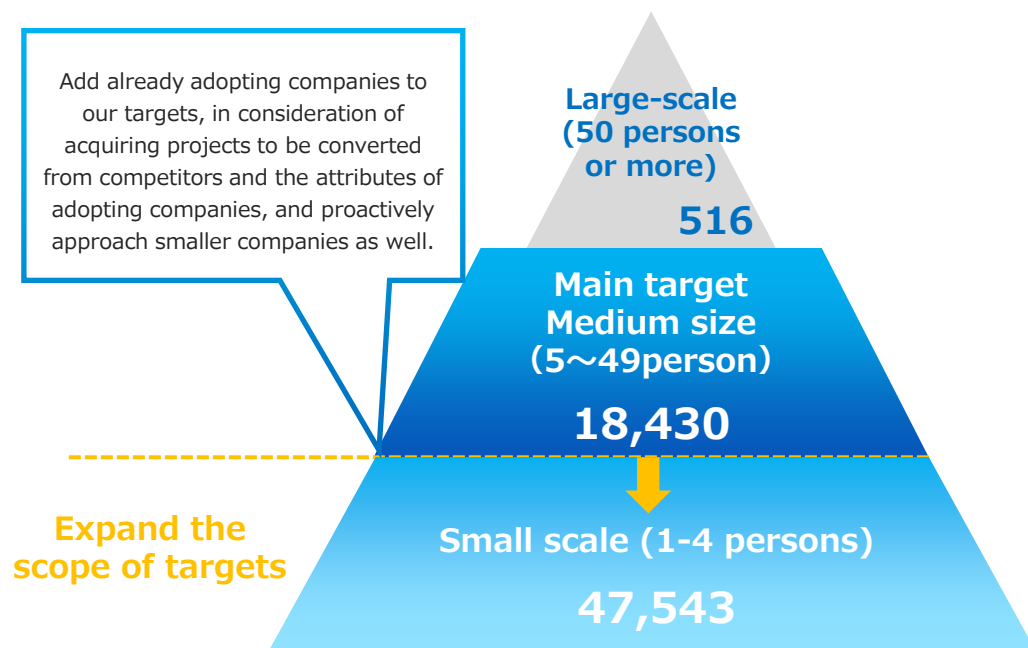


Evolve from a business efficiency tool to a sales promotion tool by incorporating a platform function that matches property sales and purchase needs on TASUKI TECH LAND.

SaaS Business: Market Size

- Accelerate sales to small and mid-sized businesses with 1-49 employees as main targets.
- Going forward, extend DX to a wide range of real estate-related companies, not limited to developers, through M&As and functional expansion.

Number of real estate companies



Prepared by the Company based on the findings of the "2021 Economic Census for Business Activity" by the Ministry of Economy, Trade and Industry and the Ministry of Internal Affairs and Communications.

Size of the market on our radar



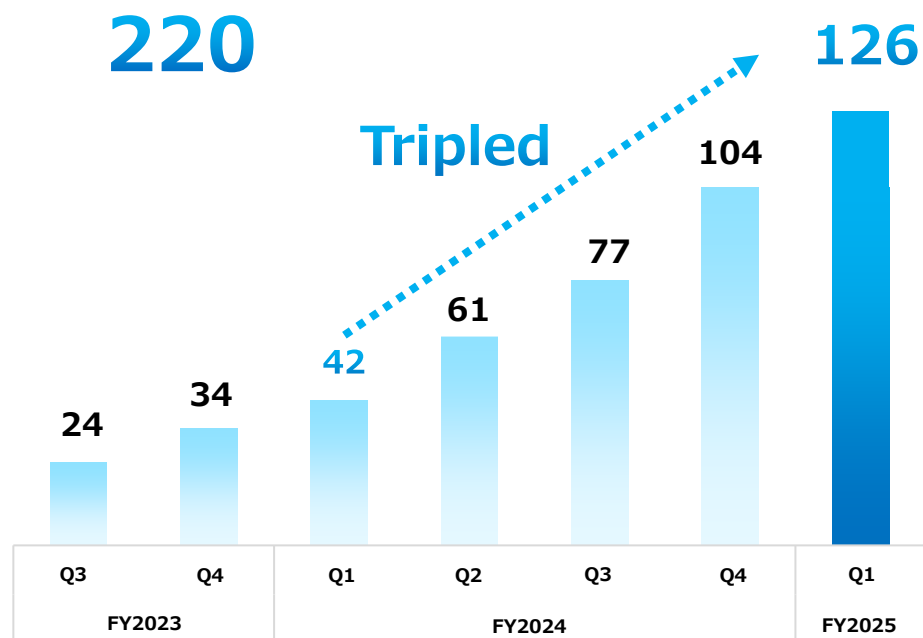
- (*1) Number of mid-sized real estate companies nationwide (based on the 2019 Economic Census Basic Survey) x ARR (annual recurring revenue) per company + number of employees in the mid-sized real estate companies nationwide x annual ARPU
(*2) Number of real estate companies nationwide (based on the 2019 Economic Census Basic Survey) x ARR per company + number of employees in the real estate companies nationwide x annual ARPU
(*3) Number of real estate businesses nationwide (based on the 2019 Economic Census Basic Survey) x ARR per company + number of employees in the real estate companies nationwide x annual ARPU

SaaS Business: Number of Clients for TASUKI TECH LAND

- Steadily acquiring new clients by leveraging the strengths of vertical SaaS
- Aggressively conducting an upselling approach to existing clients

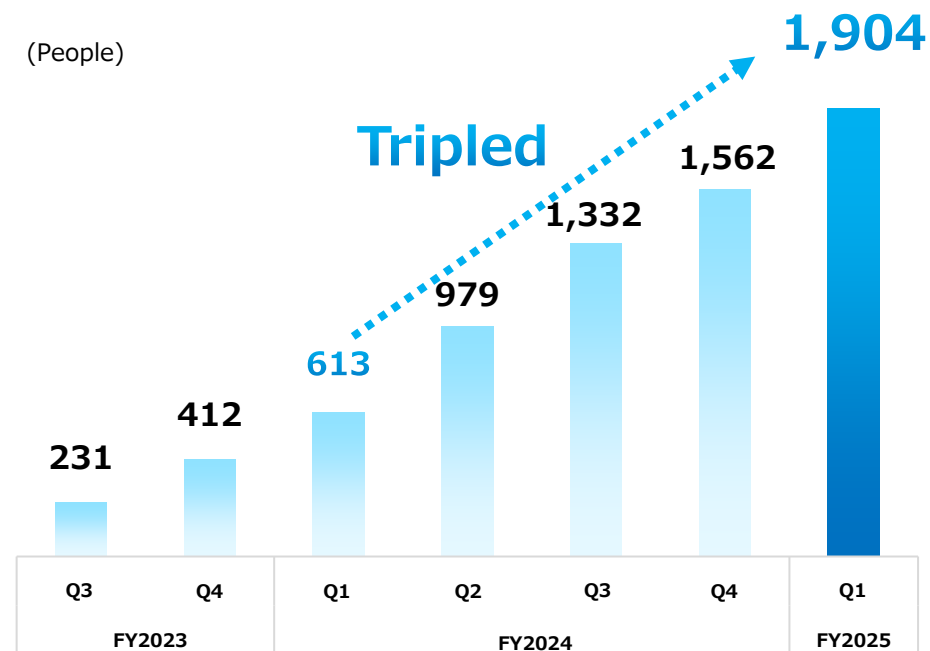
Number of clients that installed the service

FY2025 KPI for the number of clients that installed the service



Number of users

(People)



Become the top company in Japan in the SaaS market for real estate purchasing and development!

POINT① Maintain low churn rates

- Featuring low churn rates due to the characteristics of the products that accumulate data.

Total churn rate
at end of Sep 2024

0.96%

Target
churn rate

1% or less

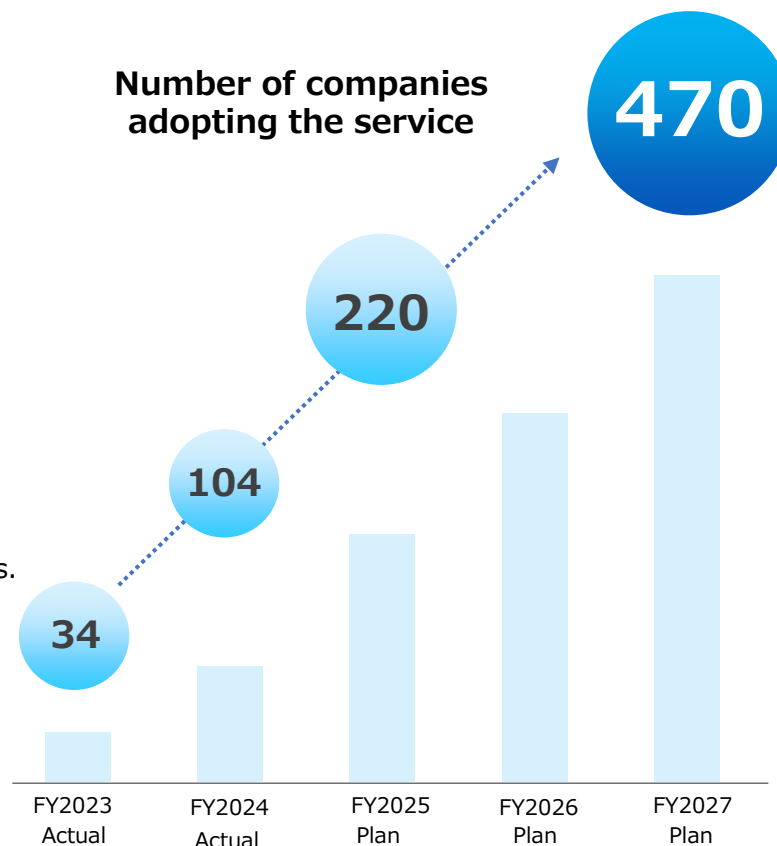
POINT② Increase monthly ARPU (average revenue per user)

- Currently prioritizing promotion of service adoption, resulting in a high percentage of companies using free plans.
- Increase monthly ARPU by enhancing optional functions and billing TOUCH & PLAN accounts.

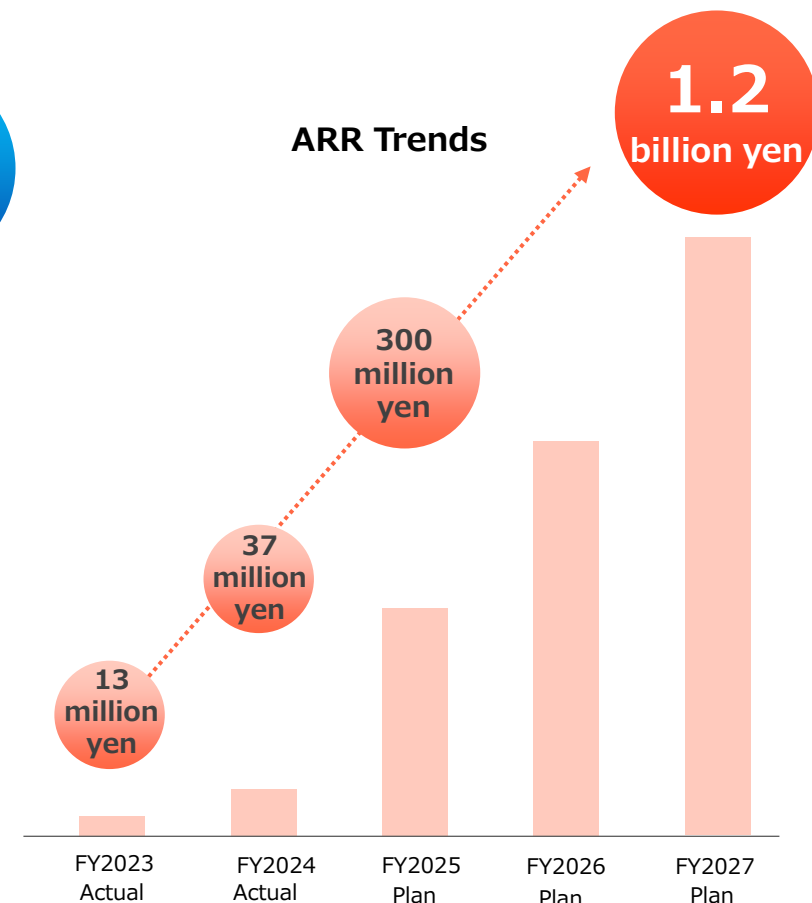
Monthly ARPU
at end of Sep 2024

Target monthly
ARPU at end of
Sep 2027
**210,000
yen**

Number of companies
adopting the service



ARR Trends



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2. Medium- to Long-Term Vision and Outlook for Each Business

- SaaS Business
- **Life Platform Business**

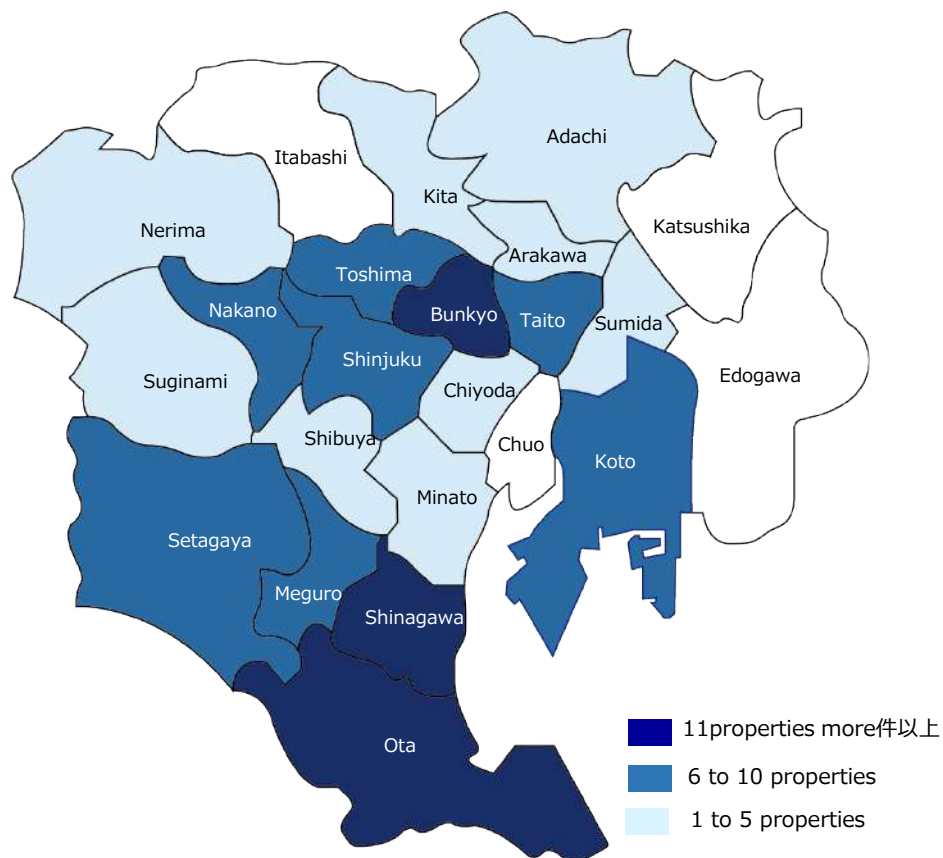
3. Topics

4. Appendix

Life Platform Business: Area- Focused Strategy

- Conduct business mainly in the 23 wards of Tokyo, which attracts strong interest from both domestic and foreign investors.
- Focus on IoT-enabled residences for investment as our asset offerings, and endeavor to increase recognition and recall by developing brand loyalty.

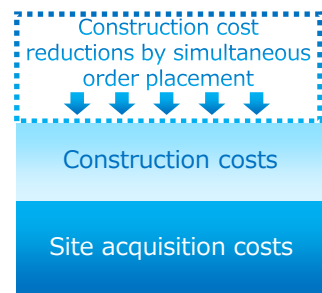
Project pipelines in the 23 wards of Tokyo as of Q1 FY2025



Area-focused strategy



Reduce costs by ordering multiple properties at the same time ⇒ Competitive advantage in site acquisition



VS



Can make a higher bid than other companies

TASUKI
HOLDINGS
Life Platformer

Competitors



Increase touch points to strengthen brand recognition and recall.



Conduct efficient purchasing and sales activities through area targeting.

Life Platform Business: Real Estate Funds

- 'TASUKI FUNDS,' a crowdfunding platform primarily for in-house developed properties, and private real estate funds tailored for professional investors, are under management.
- The fund origination amount grew 102.4% YoY, driven by growing market needs.



7th crowdfunding project #2

Management period: 11 months
Planned payout ratio: 4.0%
Total offering amount: 60 million yen

Amount raised
Achieved 135%
of the funding goal.



8th crowdfunding project #2

Management period: 4 months
Planned payout ratio: 4.5%
Total offering amount: 40 million yen

Amount raised
Achieved 196%
of the funding goal.



9th crowdfunding project

Management period: 12 months
Planned payout ratio: 4.5%
Total offering amount: 40 million yen

Amount raised
Achieved 103%
of the funding goal.

Q1 FY2024

Q1 FY2025

Number of
originated funds

1



3

Origination
amount

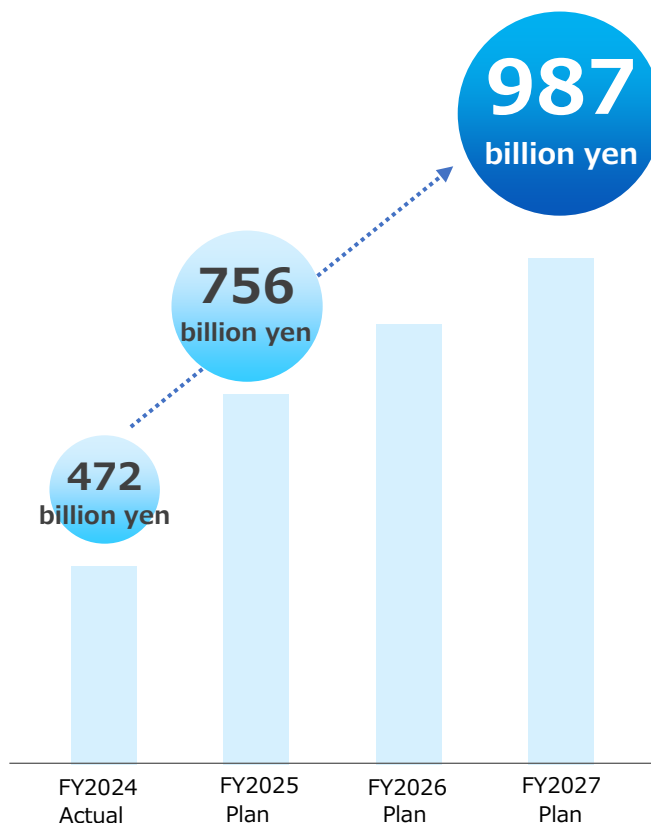
1.13
billion yen



2.29
billion yen

Establish a unique positioning in the real estate development and sales domain.

Net sales of Life Platform Business



Three Key Measures

Reinforce real estate DX



- Improve profit margin by enhancing productivity.
- Lower operating costs.

Expand the organization



- Increase staff to make the organization stronger in terms of purchasing.
- Proactively use external resources.

Promote diversification and multilayering



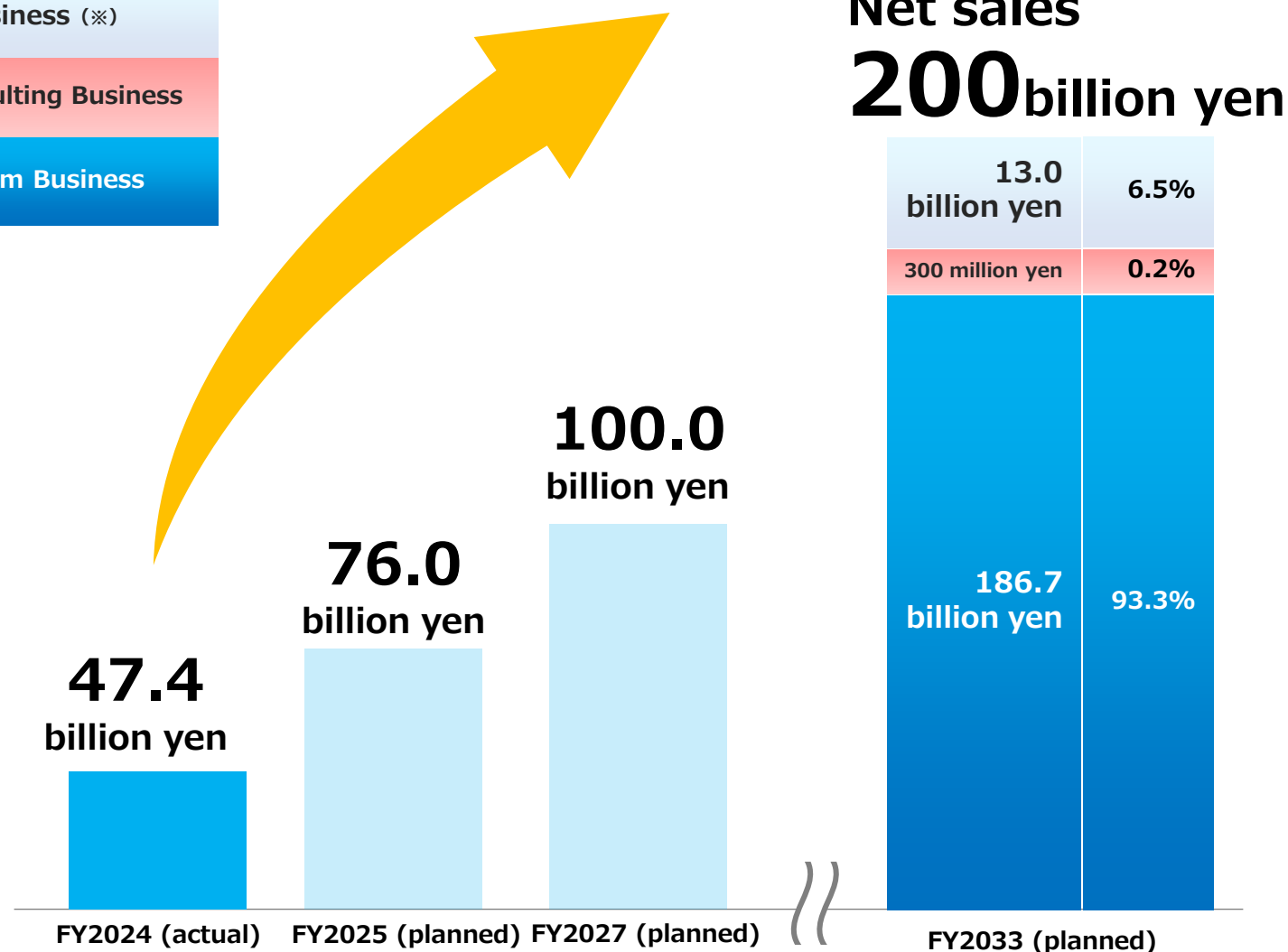
- Diversify our business portfolio in line with the market environment and aim to create a multilayered profit structure.

Medium- to Long-Term Vision

Long-term vision

BEYOND
2033
Net sales
200 billion yen

Aim to realize maximization of the effect of business integration and the sustainable improvement of corporate value of the Group!



(※) The SaaS Business is not consolidated for FY2024.

1. Financial Results for Q1 FY2025 (Ending September 2025)

2. Medium- to Long-Term Vision and Outlook for Each Business

- SaaS Business
- Life Platform Business

3. Topics

4. Appendix

▲ Issuance of Share Acquisition Rights

- Expand growth by building a strong financial base that allows us to convert changes in the environment into opportunities.
- Secure funds to achieve the growth plan to 200 billion yen in net sales set in the BEYOND 2033 long-term vision.

Specific use of funds	Amount (millions of yen)	Scheduled date of expenditure
Expenses related to M&As and capital and business alliances in the real estate DX domain (such as building an ecosystem(*) through product collaboration and partner acquisition in the SaaS Business) and the Life Platform Business	3,000	February 2025 - February 2028
Advertising expenses, etc.	200	
Development funds for the Life Platform Business	4,714	
Total	7,914	—

(※) Refers to a business ecosystem centering on the TASUKI Holdings Group

Establishment of TASUKI VENTURES, a Corporate Venture Capital Fund

- Build a real estate value distribution platform that leverages both Real and Tech
- Aggressively pursue capital and business alliances, especially with AI-related companies.



Real estate tech

AI, cybersecurity, robotics, BIM (building information modeling), IoT, blockchain, XR (cross reality), big data

▶ Penetrate and advance digital technology throughout the real estate industry.

Real estate

Real estate development, brokerage, management, operation, etc.

▶ Expand business domains and sales of the Life Platform Business.

Established a corporate venture capital fund to create new businesses through open innovation with venture companies and start-ups.

TASUKI Holdings Group

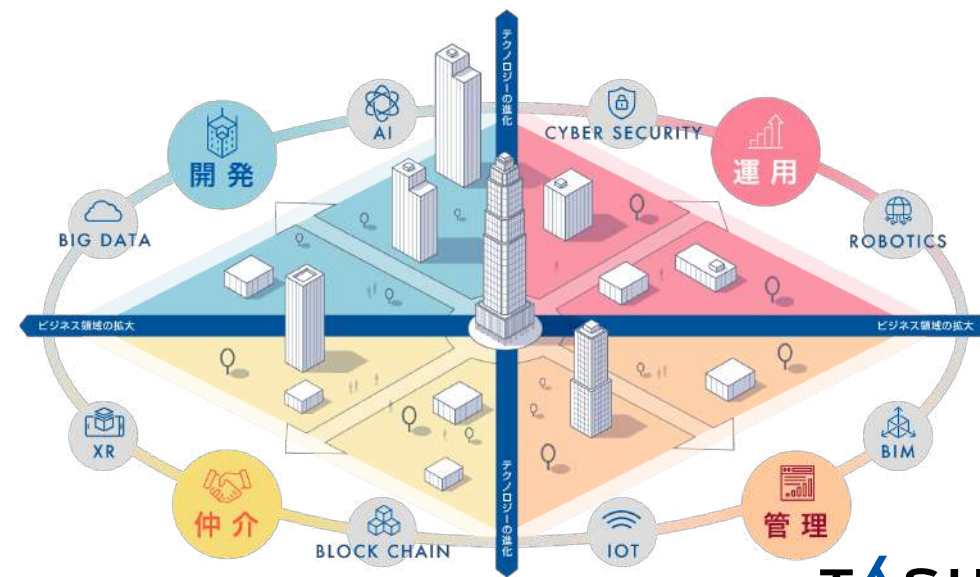


Funding and business support

Client base and business co-creation opportunities

Business ideas and new technologies

Venture/
start-up company

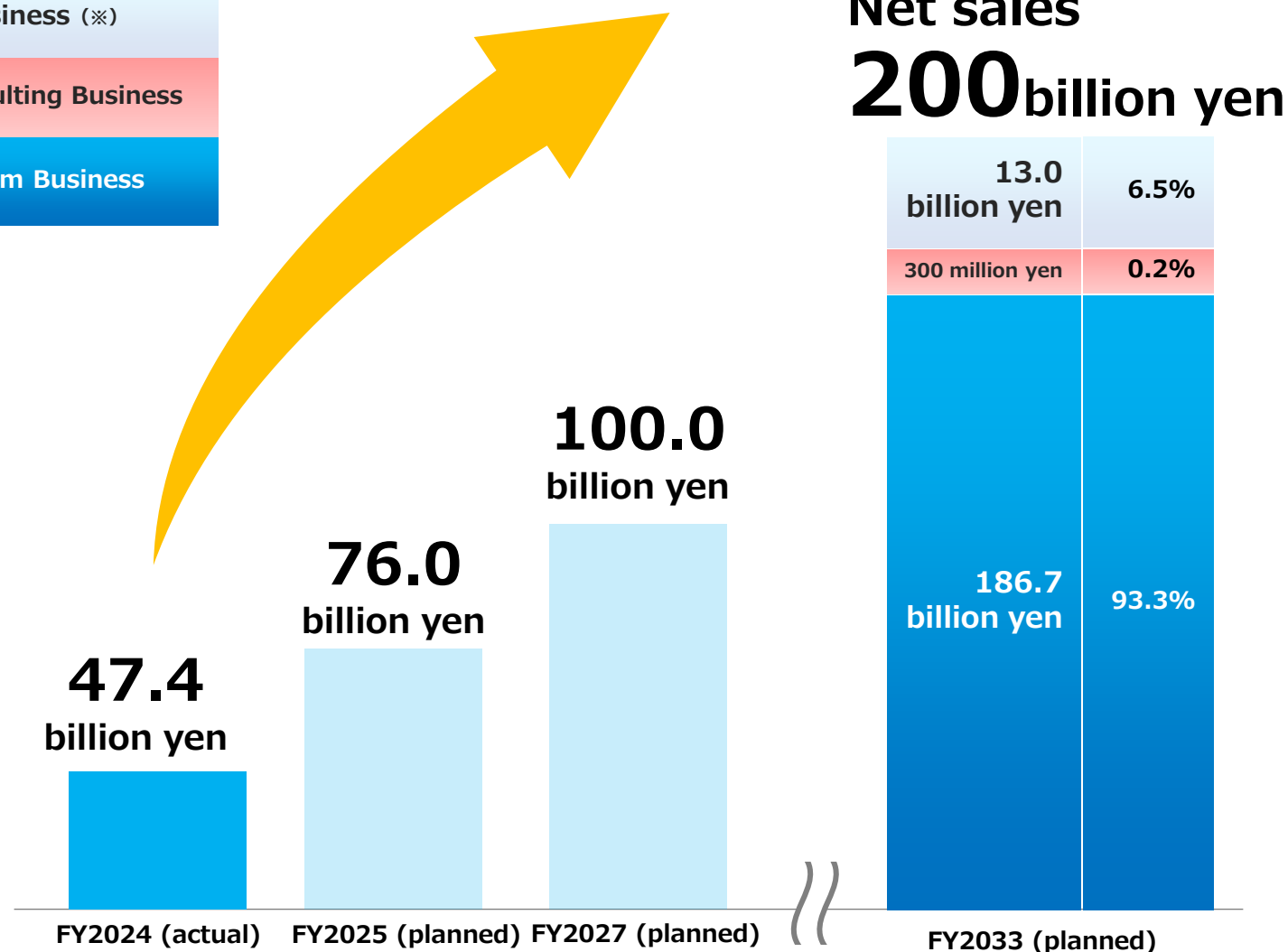
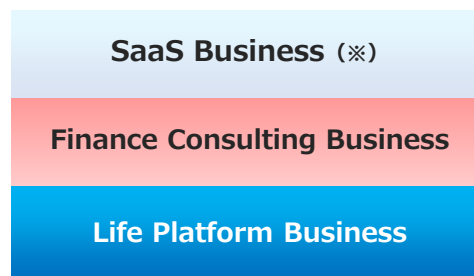


Medium- to Long-Term Vision

Long-term vision

BEYOND
2033
Net sales
200 billion yen

Aim to realize maximization of the effect of business integration and the sustainable improvement of corporate value of the Group!



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4. Appendix

SaaS Business: Values Provided by TASUKI TECH LAND I



Accessible property information from anywhere

Significantly improving operational efficiency by enabling enhanced visibility of purchase processes

Patented

Before installation

- Mark property locations on a paper map, then manually input them into Excel or other software after returning to the office.
- Need to go out and return to the office and check phone calls
- Risk of maps and files being damaged
- Internal sharing of information is complicated, such as handling duplications of the same project



After installation



- Accessible for registration and viewing via smartphones and tablets from anywhere
- Cloud storage reduces the risk of file damage or loss
- Improving the efficiency of internal information sharing
- Enables smooth project analysis and decision-making based on compiled information

Automatically acquirable for

- Zoning districts
- Building coverage ratio
- Floor area ratio
- Sunlight regulations
- High restricted area
- Fire prevention district

Functions provided

- Registration and viewing of property information
- Data storage per property
- Acquiring information on road rating and hazards
- Automatic creation of property summaries and sales documents
- Registration and display of cases in surrounding areas
- Sales analysis



100,000
yen per
month per
company

SaaS Business: Values Provided by TASUKI TECH LAND II



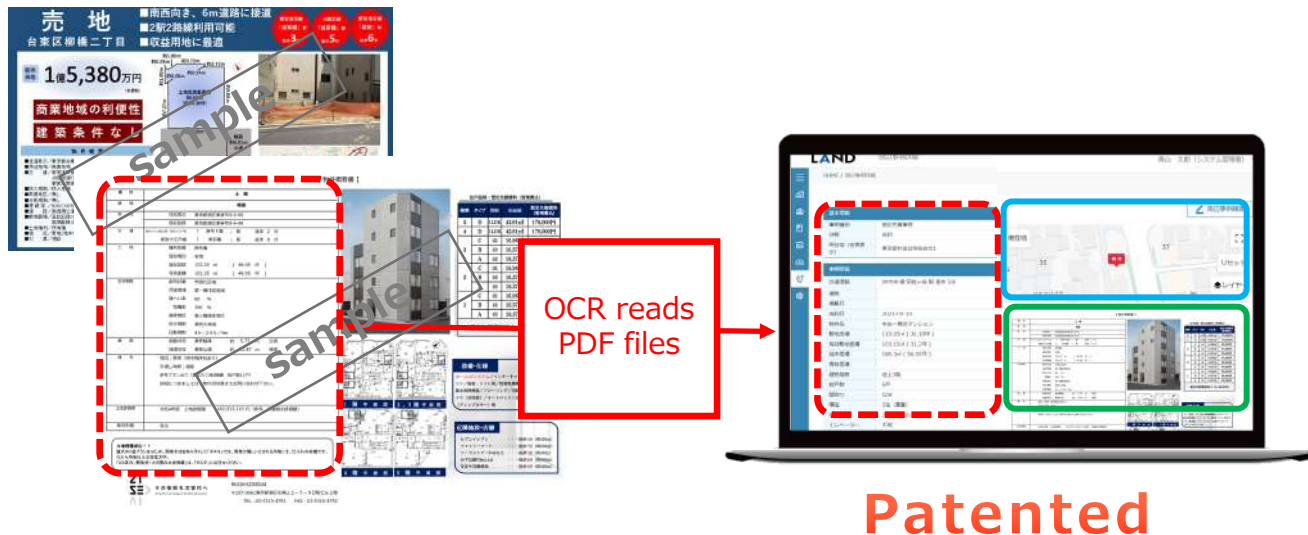
Enhanced convenience through the development of optional functions leveraging generative AI.

Optional function (1): Automatic Data Input via Generative AI and OCR

- Generative AI automatically inputs information read by OCR into designated fields
- Automatically displays on maps based on the information read
- Automatically save scanned PDF files to the storage system.

Optional function (2): Automatically obtain transcripts of registers

The function for automatically obtaining transcripts of real estate registers has been released



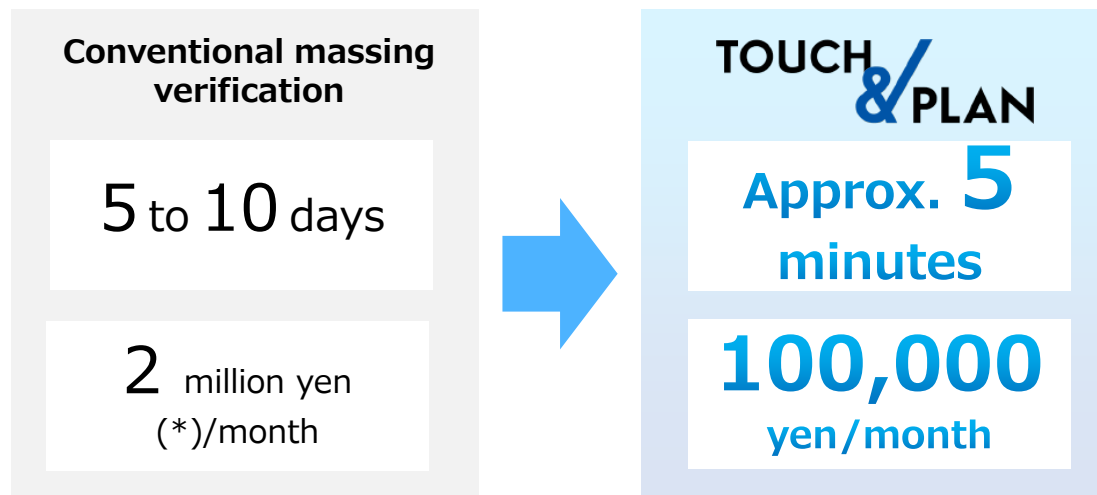


Unifies the skills of purchasing personnel, enable smooth project analysis, and reduces costs.

Patented

1 Significantly reduce cost and time

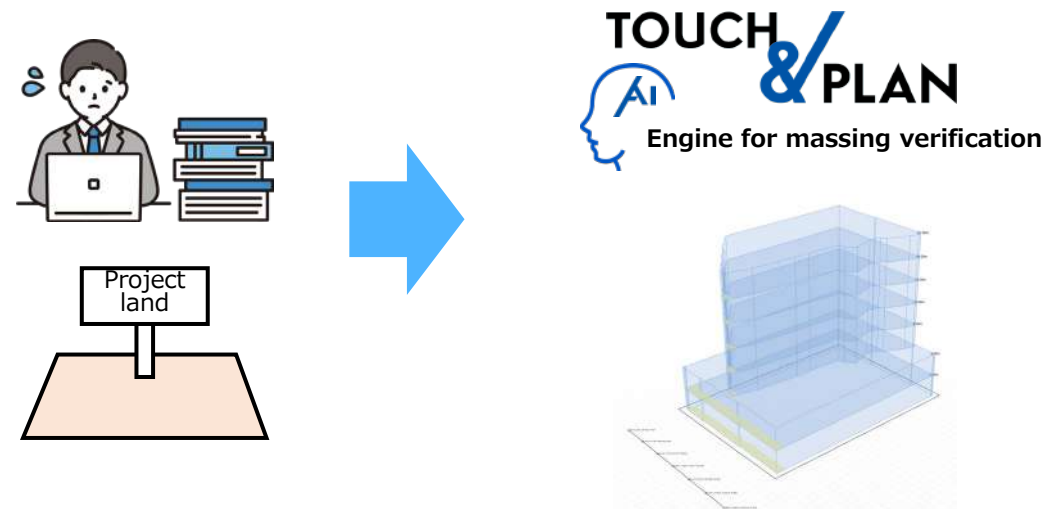
Massing verification work, which is essential for project analysis, typically takes 5 to 10 days and around 100,000 yen per case by a design firm.



(*) In the case of outsourcing 20 cases/ month (100,000 yen/ case)

2 Deterrence of human error and skill uniformity

Because of the need for expertise in building laws and regulations such as setback regulations, sky view factors, and sunlight regulations, the criteria for judgment can easily become ambiguous depending on the person in charge.



SaaS Business: Values Provided by TASUKI TECH TOUCH & PLAN II

- The development of proprietary algorithms that can respond to complex building regulations has advanced smoothly.
- Expanded site conditions that the service can handle have also led to an increase in the number of businesses for which the service is applicable.

Patented

Obtain, manage, and update information on multiple building regulations

Patent number: Japanese Patent No. 7580097 (P7580097)

Title of the invention: A method for providing information associated with a geographic region, program, and information processing system

Building regulations information websites

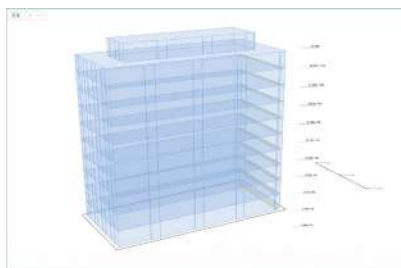
Monitor updates and retrieve content when updated



Utilizes AI to determine the building regulations applicable to the relevant site



Massing verification



Patented

Algorithm for creating dwelling unit allocations

Patent number: Japanese Patent No. 7599191 (P7599191)

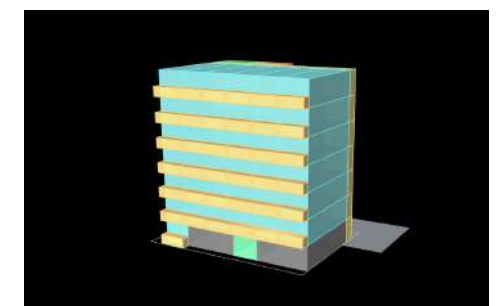
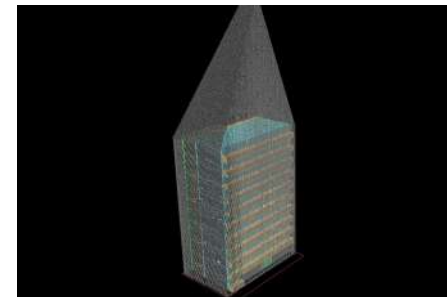
Title of the invention: A method for generating a plan of a building, program and information processing apparatus

Regulations that always apply regardless of plan details
(regulations on building coverage ratio and floor area ratio, etc.)



Regulations that may or may not apply depending on the building plan details
(regulations for studio condominiums, etc.)




Massing verification




*Illustrative drawings

Top Management: Skills Matrix

For the purpose of securing objective judgments on management issues from diverse and independent perspectives, directors/auditors are appointed with considerations given to diversity in terms of gender, skills, experience, etc., thereby ensuring a high level of management transparency.

Name / position / main career		Expertise and experience					
		Corporate management	Finance and Accounting	Legal and risk management	Sales and marketing	IT and technology	ESG and diversity
 Yu Kashiwamura, Representative Director and President As a co-founder of TASUKI Corporation, Kashiwamura has a wealth of experience in overseeing all aspects of administrative operations. He served as the Representative Director and President of TASUKI Corporation from 2021 to 2024, where he demonstrated strong leadership to improve the business efficiency through promoting DX and to develop the SaaS business.		✓	✓	✓	✓	✓	
 Manabu Kondo, Director Kondo concurrently serves as the Representative Director of SHIN-NIHON TATEMONO Co., Ltd. and has extensive experience in corporate management. Leveraging his strengths of professional knowledge and an extensive network of contacts in the real estate business, he contributes to expanding the business and enhancing corporate value.		✓			✓		✓
 Koji Murata, Director Murata concurrently serves as Representative Director and President of TASUKI Corporation. He is a co-founder of TASUKI Corporation, and since 2018, as its Representative Director and President, he has endeavored to launch the IoT-enabled residence business, contributing to expanding the business scale and business domains.		✓			✓		✓

Top Management: Skills Matrix

Name / position / main career				Expertise and experience					
				Corporate management	Finance and Accounting	Legal and risk management	Sales and marketing	IT and technology	ESG and diversity
	Maiko Onoda, Director	Outside	Independent	While engaged in the research of preventive medicine, artificial intelligence (AI), and robotics, Onoda has been active in a wide range of fields, as she has served as a fellow of AI companies and other organizations and developed robots.	✓			✓	✓
	Mutsuko Oba, Director	Outside	Independent	As a certified public accountant, Oba has specialized knowledge and broad experience in accounting and finance. She uses such knowledge to strengthen the governance system from a female perspective.	✓	✓	✓		
	Kazumasa Koga, Full-time Auditor	Outside	Independent	Koga has many years of experience in operations at financial institutions and as general manager of finance, accounting and general affairs departments of other companies. By utilizing his knowledge of finance and accounting, he conducts audits of business execution from a fair and objective standpoint.	✓	✓	✓		✓
	Ken Minami, Auditor	Outside	Independent	Minami has experience as a director in charge of administrative divisions in the financial industry. Leveraging his extensive experience and knowledge in fund procurement, capital policy, and management accounting, he ensures the soundness, transparency, and efficiency of corporate management.	✓	✓			
	Humihiro Kumagai, Auditor	Outside	Independent	Kumagai has broad insight as an attorney and experience as an outside director. He provides objective verification of the Company’s overall corporate management from a legal perspective to ensure sound and transparent management.	✓		✓		✓

Sustainability Initiatives

Establish the “Sustainability Committee” to endeavor on the materiality items listed below.

SUSTAINABLE DEVELOPMENT GOALS

E

Reduction of environmental impact

Efforts to develop energy-efficient properties by SHIN-NIHON TATEMONO for its offerings

Provision of properties with reduced CO₂ emissions, such as low-rise buildings without elevators and IoT-equipped buildings

Reduction of CO₂ emissions and wastes that may be generated when rehabilitating and demolishing pre-owned properties through refurbishment or renovation



S

Realization of sustainability through DX promotion

Visualization of real estate value and improvement of operational efficiency through the use of self-developed DX products and provision of services to clients



G

Establishment of a sound management base

Strengthening of corporate governance
Thorough compliance



S

Human capital-related –Support for active roles by diverse human capital

Promotion of health and productivity management
Respect for human rights, diversity and inclusion
Promotion of human capital development for the future



Sustainability Initiatives

Endeavors to develop environmentally friendly properties

Development of properties with high energy conservation performance

Certified as ZEH Developer

As a builder that promotes the development of properties with high energy conservation performance, SHIN-NIHON TATEMONO has been certified as a “ZEH Developer” under the registration system established by the Ministry of Economy, Trade and Industry.



Developed many BELS-certified properties

BELS (Building-Housing Energy-efficiency Labeling System) certification is a system, operated by The Association for Evaluating and Labeling Housing Performance, which assesses the energy conservation performance of buildings and indicates the assessment by the number of stars. The assessment is based on primary energy consumption and envelope performance (thermal insulation and thermal barrier). BELS certification proves that the property has high energy conservation performance, which contributes to reduced utility costs and CO2 emissions and makes it easier to receive a high appraisal when selling or renting the property.

▼List of developed properties certified by BELS

Property name	Address	BELS certification rank
Renaissance Court Higashi Shinjuku	Yochomachi, Shinjuku-ku, Tokyo	★★★★★
Renaissance Court Tabata	Tabata, Kita-ku, Tokyo	★★★★
Renaissance Court Bunkyo Hakusan	Hakusan, Bunkyo-ku, Tokyo	★★★★
Renaissance Court Higashi-Nakano	Higashi-nakano, Nakano-ku, Tokyo	★★★★★
Renaissance Court Omori-Honcho	Omori-Honcho, Ota-ku, Tokyo	★★★
Renaissance Nishi-Azabu Premium Court	Nishi-azabu, Minato-ku, Tokyo	★★
Renaissance Court Monzennakacho	Fuyuki, Koto-ku, Tokyo	★★★
Renaissance Sendagaya Premium Court (tentative name)	Sendagaya, Shibuya-ku, Tokyo	★★★
Renai Court Nishi-Oi	Futaba, Shinagawa-ku, Tokyo	★★★

Initiatives for human-capital management

1. Aim to be recognized as a Certified KENKO Investment for Health Outstanding Organization

- Endeavoring to create a sustainable and healthy work environment in order to be recognized as a Bright 500 enterprise under the Certified KENKO Investment for Health Outstanding Organizations recognition program.
- Conducted financing through sustainability loans with financial institutions, which grant preferential interest rates based on the achievement of SDG initiatives.

2. Promotion of health and productivity management

Group-wide targets have been set for paid annual leave and overtime work in order to provide a healthy work environment that emphasizes the physical and mental health of employees.

Take-up rate for paid annual leave

Target	Actual(*)
80% or more	81.2%

Overtime work

Target	Actual(*)
Less than 10 hours	13.9 hours

(※) Actual figures of TASUKI for October 2023 through September 2024

DISCLAIMER

Handling of this document

This material contains forward-looking statements. These statements are based only on the information available at the time such statements were made. Furthermore, these statements are not guarantees of future results and involve risks and uncertainties. Please note that actual results may differ materially from these forward-looking statements due to changes in the environment and other factors.

Factors that could influence the actual results described above include, but are not limited to, domestic and international economic conditions and trends in the industry to which the Company belongs.

The information contained in this material regarding other companies or matters other than the Company is quoted from publicly available information. The Company has not verified and does not guarantee the accuracy or appropriateness of these information.

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