

August 13, 2021

***Systemsoft***

# Business model description

SystemSoft Corporation

# Technology



# Open Innovation

# = New Value

The emerald green color (French: Bleu Vert Dense) symbolizes our intention to build relationships with stakeholders, originating at the time of our founding with 'Avispa Fukuoka,' the J.League club we support.

This document provides an explanation of our business model.

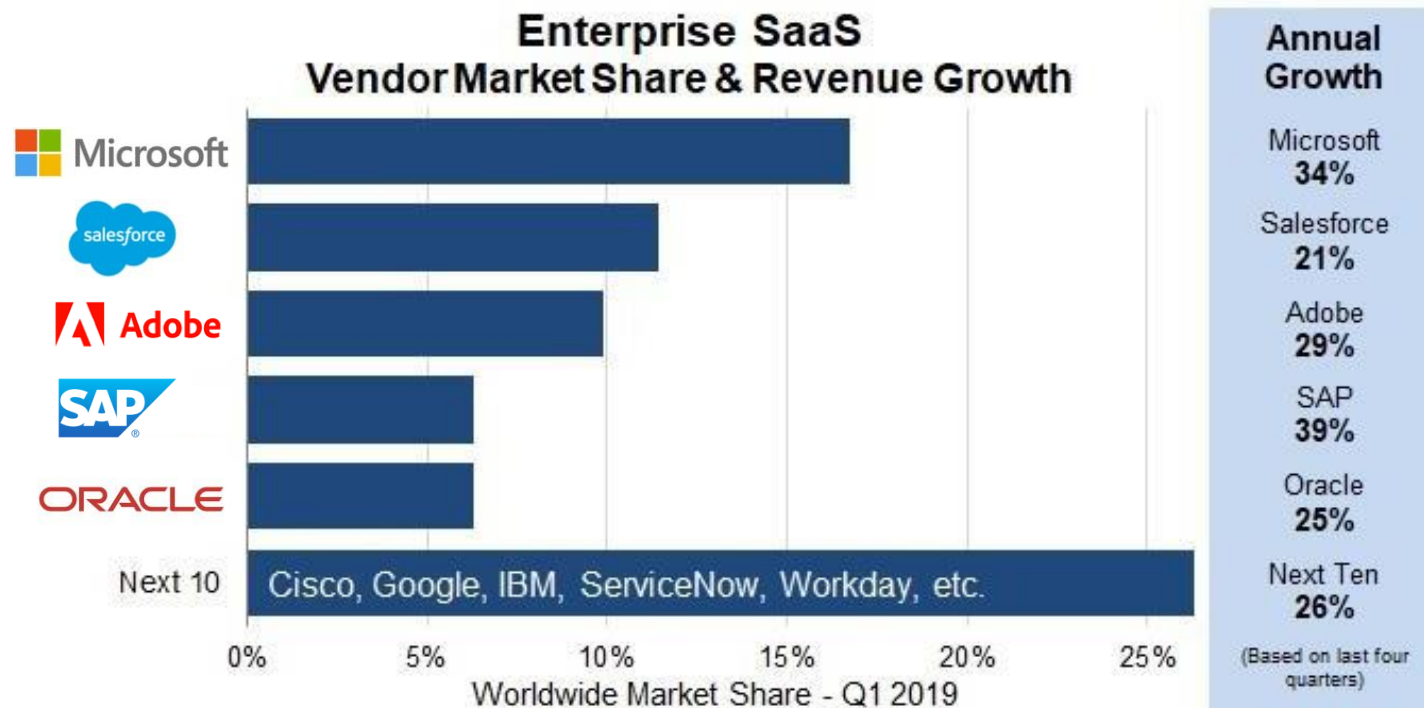
The Company provides SaaS and other products to the real estate industry under the slogan of "creating new value" through technology and open innovation. In addition to in-house development, the Company also develops products in collaboration with “fabbit” members.

The number of SaaS products offered and the cumulative number of locations used by companies have increased significantly.

First, we aim to gain significant market share.

## U.S. enterprise SaaS market continues to grow annually at nearly 30%

Digital transformation (DX) has triggered significant reexamination of major traditional business models. The SaaS market in particular has exhibited rapid growth.



Source: Synergy Research Group

\*Source: Synergy Research Group, Press Release dated June 27, 2019  
(<https://www.srgresearch.com/articles/saas-spending-hits-100-billion-annual-run-rate-microsoft-extends-its-leadership>)

As of end of July 2021

SaaS (Cloud Computing)

**Cumulative  
number of  
locations\***

**20,225**

SaaS (Cloud Computing)

**Cumulative number  
of products**

**12 Types**

**Until August 2022, the service will be offered at low or no cost,  
aiming to capture dominant market share.**

\*The number is a sum of the number of locations used by the brokerage and management companies for each cloud. (Management companies include the head office, branches, sales offices, and stores among those that have applied.)

## In-house development

1. Vacancy List Cloud
2. Confirmed Cloud
3. Internal view Cloud
4. Application Cloud
5. Contracts Cloud
6. SKIPS BB
7. Repair Check Cloud
8. Patrol Cloud

SKIPS



## Collaboration with “fabbit” members

9. Selkey Cloud
10. Automatic Customer Tracking Cloud
11. Room Check Cloud
12. Share Cycle Service

Selkey



## SKIPS

- Vacancy List Cloud
- Confirmed Cloud
- Internal view Cloud
- Application Cloud
- Contracts Cloud



## SKIPS BB



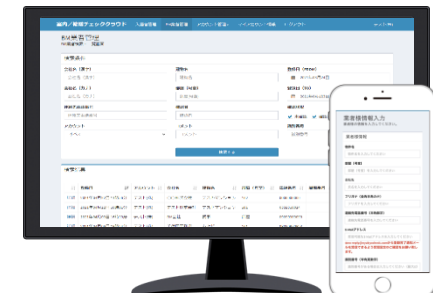
## Selkey Cloud



## Room Check Cloud



## Repair Check Cloud



With 24 locations in Japan and 23 locations overseas, we have one of the largest numbers of facilities in Japan and over 10,000 members. We hope to contribute to the growth of our member companies.

## Number of members

Over **10,000** People

## Number of locations

**47** Locations

## Matching and referral

Over **100,000** People

## Holding events

Over **3,000** Times

\*As of the end of March 2021 (only the number of offices is as of April 16, 2021)

Number of members: Includes *fabbit*, *Compass*, and group companies' investment partners.

Number of offices: Including those under design and construction, and includes *Workbar*, a Group company.

Matching and referrals: The total number of referrals between members. For various events and social gatherings, the number of referrals is calculated based on two referrals per attendee.

Events: Cumulative total of events held by *fabbit*, *Compass*, and group companies. This includes everything from large-scale to small-scale events.





## Michimasa Naka

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**President & CEO  
Boardwalk Capital**

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Keio University Graduate.  
Former Executive Vice President,  
Citigroup Securities.  
Former Chairman of the Board  
Storm Harbour Japan Ltd.  
Fostered many startups  
while serving as director of listed  
companies such as GLM Co., Ltd.,  
istyle, Geniee and Vision Inc.

## Daniel Kazunori Fujii

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**President and Representative  
Director,  
Trust Capital**

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Bachelor's and Master's degrees  
from Harvard University.  
Former Blackstone Japan  
representative.  
Serves on the Board of Directors of  
the Harvard Club of Japan and  
the Board of Directors of the U.S.-  
Japan Council. Executive Committee  
Member, Silicon Valley Japan  
Platform.

## Cornelius Boersch

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**Founder, Executive Chairman  
Mountain Partners AG**

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Graduated from European Business  
School (Oestrich-Winkel) . PhD ,  
University of Duisburg-Essen.  
Founded ACG AG (listed company)  
and worked as a serial  
entrepreneur and angel  
investor. In 2009, won European  
Business Angel of the Year award.

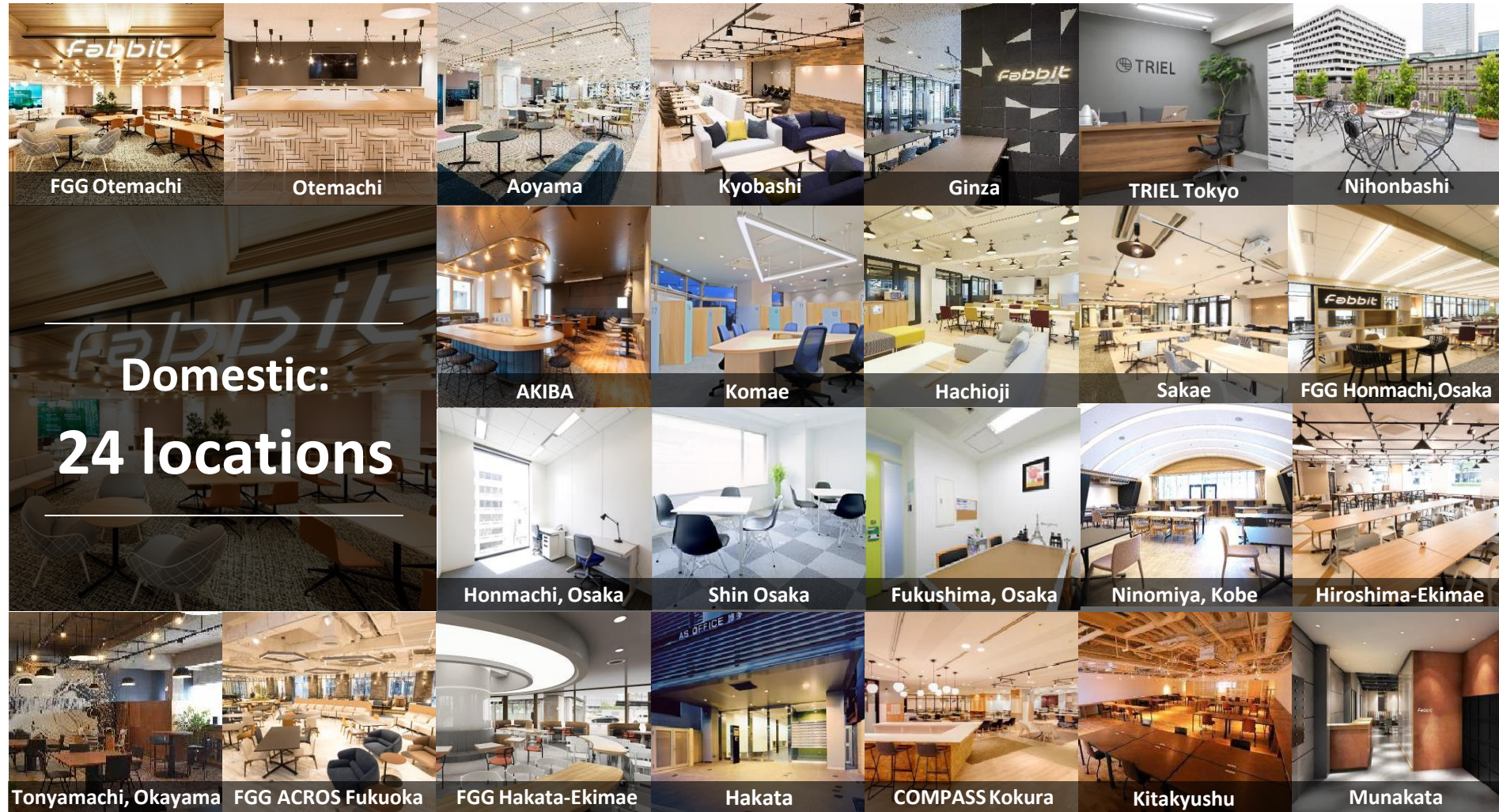
## Yoshiaki Sakito

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**Director of REALDEAR  
President and Representative**

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M.A., Keio University.  
After working for Sony, Bain &  
Company, Walt Disney, and AOL, he  
became Vice President of Apple Inc.  
After reviving Apple in the Japanese  
market, which was entrusted to him  
by Steve Jobs, he founded REALDEAR  
Inc., which is involved in the  
development and consulting of  
DEARWONDER, a program for  
improving creative intelligence.





Technology ✕ Open Innovation

***Systemsoft***

This document was created by the Company for the purpose of understanding the current state of SystemSoft Corporation (hereinafter referred to as the "Company"). In addition, the plans and forecasts described in this document are determined and predicted by the Company based on the information at the time of creation. Plans and prospects may change significantly due to changes in the business environment in the future. In that event, we are not obligated to update or amend the contents of this announcement. Based on the above, investors are requested to invest at their own risk.