

Systemsoft

**Medium-Term
Management Plan
2022-2024**

Systemsoft Corporation

TYO: 7527

November 12, 2021

Short-term

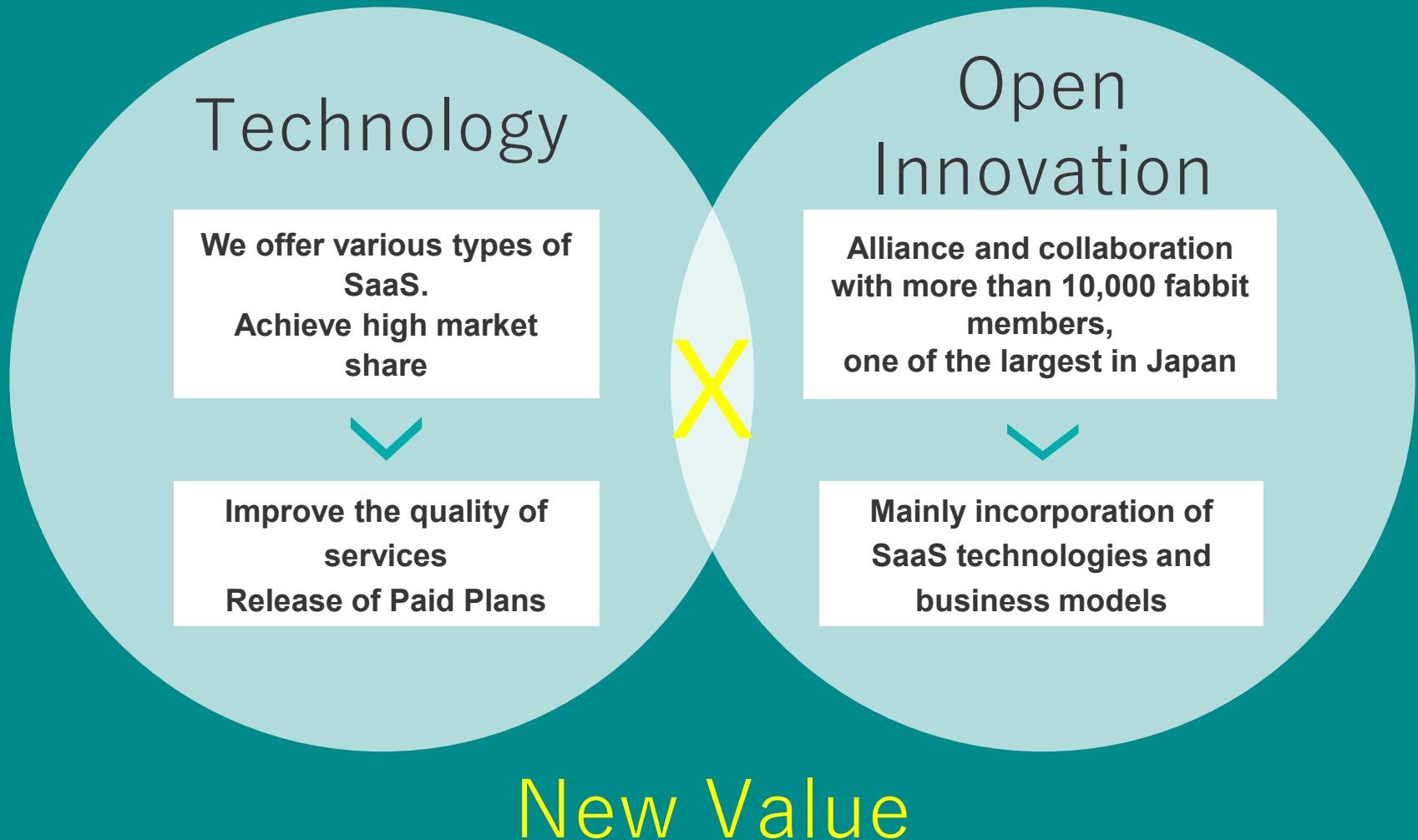
Leading runner in the DXification of the real estate industry



Mid-term

**Systemsoft IT technology and
Promoting DX in society through innovation**

STRATEGY



Upward revision of medium-term management plan figures

Upward revision of planned figures for the fiscal year ending September 30, 2023

System development business continues to perform well as a stable revenue base SaaS business, a growth driver, to start charging for services in September 2022

(Unit: million yen)	Fiscal year ending Sep. 30, 2022 Forecast	Fiscal year ending Sep. 30, 2023 Revised forecast	Fiscal year ending Sep. 30, 2024 Target
Sales	5,000	7,000	8,000
Operating income	400	700	1,000
Net income Attributable to shareholders of the parent company	220	500	700

Medium-term management plan figures 2022-2024

Targeting net sales of 8 billion yen and operating income of 1 billion yen in the fiscal year ending September 2024

Considering M&A to release new SaaS products and expand business

Medium-term Management Plan 2021-2023



Medium-term Management Plan 2022-2024

(Unit: million yen)	Medium-term Management Plan 2021-2023			Medium-term Management Plan 2022-2024		
	Fiscal year ending September 30, 2021 Actual	Fiscal year ending September 30, 2022 Forecast	Fiscal year ending September 30, 2023 Initial Forecast	2022 September Term Forecast	Fiscal year ending September 30, 2023 Revised Forecast	Fiscal year ending September 30, 2024 Target
Sales	4,920	5,000	6,500	5,000	7,000	8,000
Operating income	377	400	600	400	700	1,000
Net income Attributable to shareholders of the parent company	483*	220	300	220	500	700

Reasons for upward revision of sales

- Existing business, system development business, remains strong as a stable revenue base
- Targeting 50,000 locations using SaaS in the fiscal year ending September 30, 2022, sales are expected to increase due to the gradual introduction of paid services from September 2022.

Reason for upward revision of operating income

- With the start of SaaS pay-as-you-go in September 2022, stock-type profits will build up.

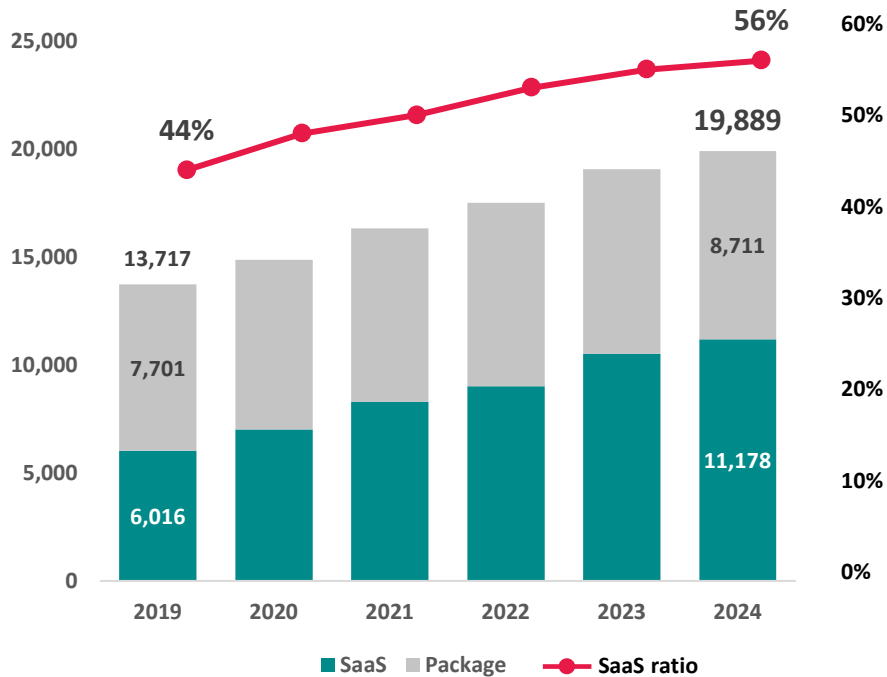
The merger between the Company and fabbit Co, Ltd., Inc. on January 1, 2021 will contribute to the revenue of fabbit's business (for three quarters: from January 1, 2021 to September 30, 2021). However, additional one-time costs are expected to be incurred, such as goodwill due to the merger and increased SG&A expenses due to system integration and maintenance.

Stable growth in the domestic SaaS market

Real estate tech market (B to B) is expected to double in 2025 (compared to 2020)

Domestic SaaS Market Scale

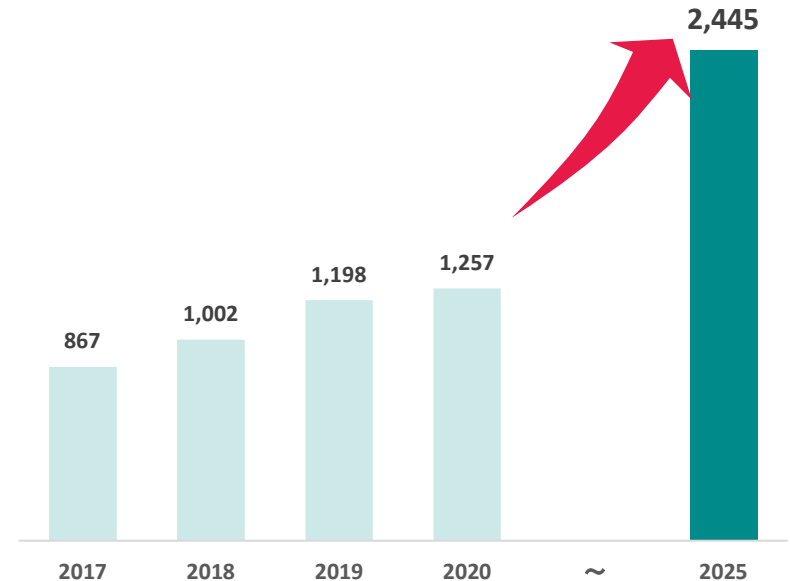
(Unit: 100mil. of yen)



Real Estate Tech Market Scale Trends and Forecasts

(Unit: 100mil. of yen)

B to B domain for business offices



Fuji Chimera Research Institute, "Software Business New Market 2020 Edition" (November 12, 2020, No. 20118)

Yano Research Institute, Inc. "Survey on Real Estate Tech Market Conducted (2021)"

Through government-led reforms aimed at realizing a digital society, the DX in the real estate industry is expected to spread more rapidly.

September 2021: "Six Digital Reform Related Laws" come into effect
By May 2022 Real estate transactions, including IT reviews, will be fully electronic.

The real estate industry is lagging far behind other industries in the use of DX.

There is a rapidly growing need for non-face-to-face and online services in terms of corona control.



Introduction of SS Cloud Series

Abolition of seal obligation, non-face-to-face, electronic delivery of documents, etc.

Real Estate Transactions to be All DX

Aiming for a cashless payment ratio of 40% by 2025 and 80% in the future

The cashless ratio in Japan is currently around 20%, which is lower than the 40-60% level of other major countries.

Avoidance of cash delivery by Corona, and the enclosure of users

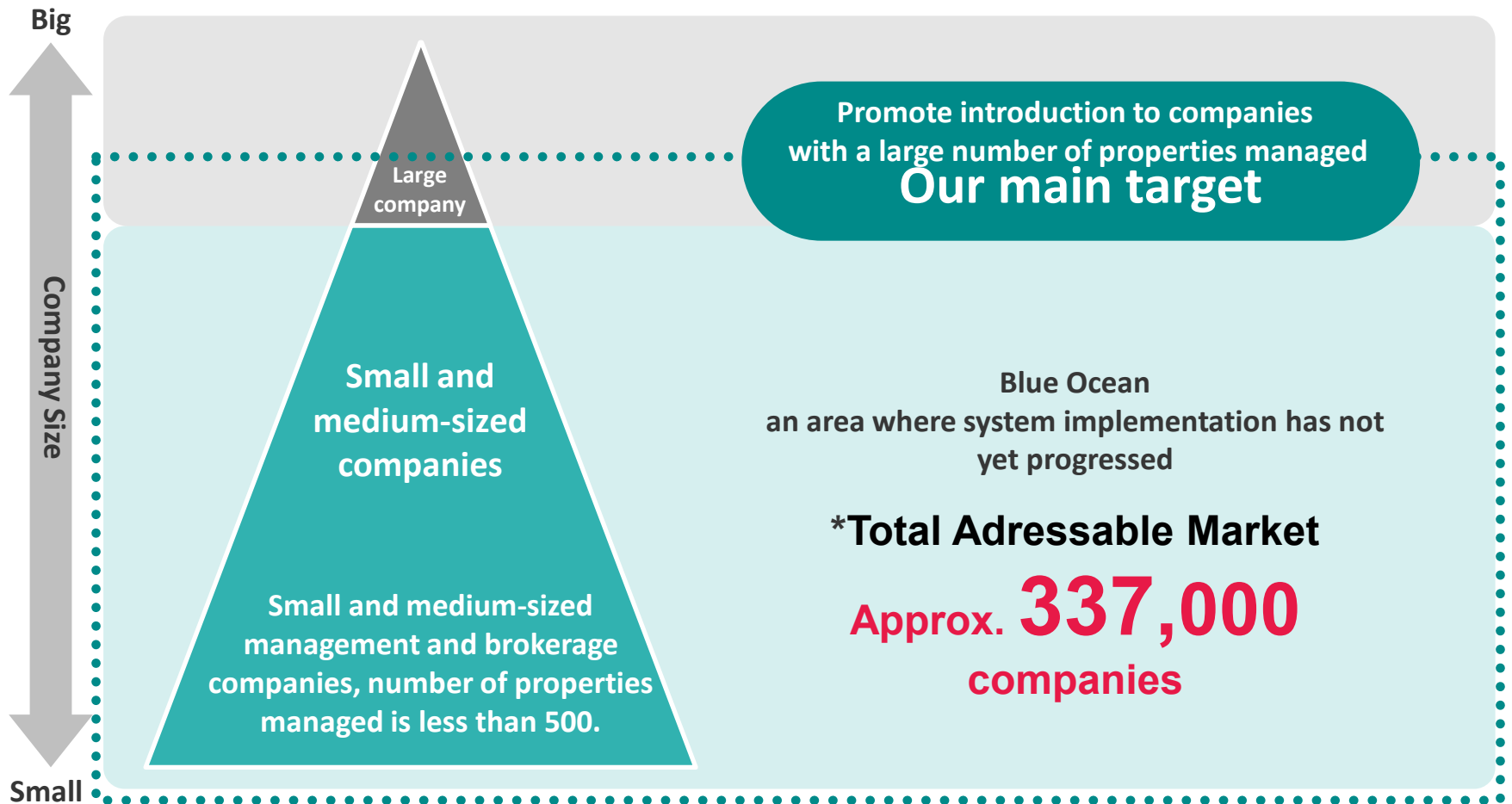
by various payment providers have led to a dramatic increase in cashless payments.



Introduction of the SS Payment Series

Enables support for expanding cashless payments

Small and medium-sized companies that have yet to adopt DX
Actively cultivate real estate companies as the main target.



*Calculated by our company based on the Real Estate Industry Statistics of 2020, Real Estate Information Center.

1

Achievements and know-how cultivated through system development

Using technology cultivated over 40 years of system development, the majority of products are developed in-house. We can quickly release products that meet the needs of the market and update them as needed.

2

Lineup of products and services specializing in real estate-related operations

We specialize in products in the real estate field. We offer a full range of services to meet your every need.

It also responds to the increasing need for non-face-to-face contact due to the recent spread of new coronary infections.

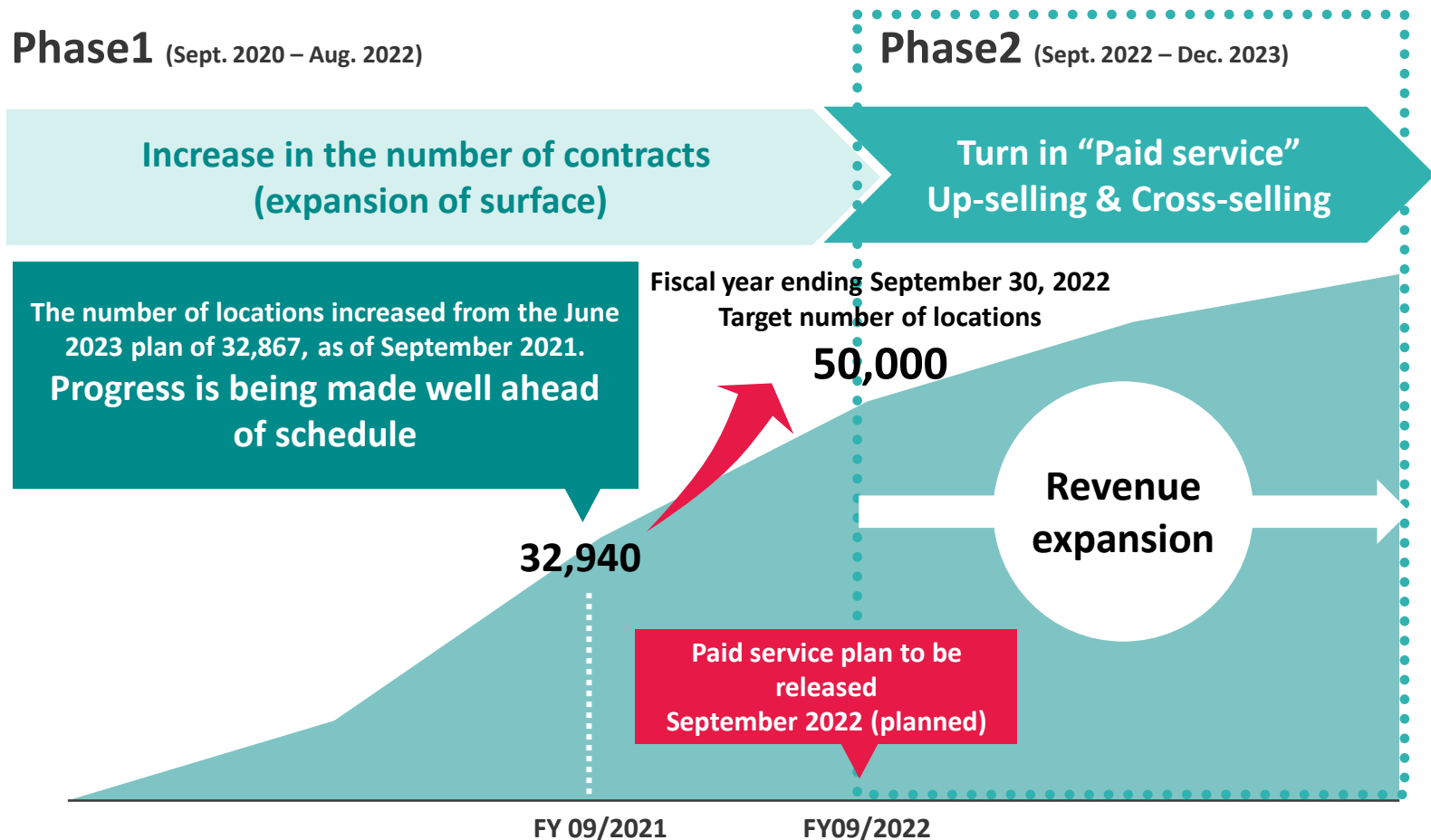
3

Price advantage and deployment capability

The price is set at a level that makes it easy for businesses that are hesitant to invest in an expensive system to adopt it.

A structure that allows our services to spread from the partners to whom we provide services.

The number of locations using the service increased much faster than originally planned.
Steady expansion of customer base in preparation for the launch of paid services
in September 2022

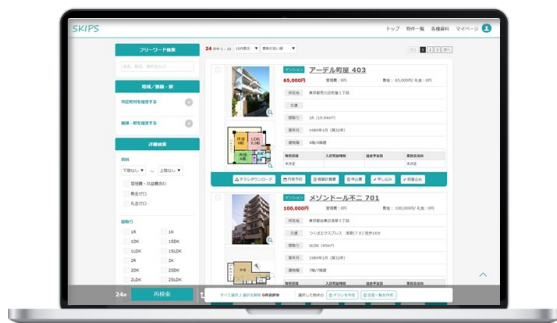


The "total number of locations used" is simply the sum of the number of locations used by the broker and the management company for each cloud.
(The management company counts the head office, branch offices, sales offices, and stores among those that have applied.)

Developed various types of SaaS and gained a high market share

Tenant Application Cloud

SKIPS



Smart lock for renters

Selkey



Smart room check
when moving in

Room Check Cloud



Plans to develop and offer new SaaS products in the future

Held various seminars to expand customer base

Actively participate in events

Real Estate DX Seminar

Held 10 real estate DX seminars to date.
Received positive feedback from our customers on the business and cost savings that can be realized by introducing our products.



Rental Housing & Apartments EXPO Booth Exhibit

Opportunity to try out our products at a real exhibition booth. A lecture by employees of our subsidiaries, "Automating Operations with Real Estate DX: A Productivity Seminar for Rental Management and Brokerage Companies," was also held.



Placement of advertisements in trade publications and other media to increase awareness

Aggressive advertising for SS Cloud series

Place advertisements in trade publications that serve as a source of information for real estate agents
The number of inquiries increased with seeing advertisements

8月オープン
SKIPS BB
日本最大級の業者間流通サイト

管理会社 月1,000円
幹事会社 0円
物件載せ放題 費用負担なし

先行申込受付中! お申込はこちら

賃貸管理・幹事会社の生産性向上
SSクラウドシリーズ
利用幹事会社へ13,600円超!
各種クラウド1,000円/月
6ヶ月無料キャンペーン中!

SKIPS
空室一覧クラウド
空室情報をWEB公開
物確クラウド
空室確認にAIが自動応答
内見クラウド
内見予約の自動受付
申込クラウド
スマホ・PCから入居申込
契約クラウド
重要・契約書類をクラウド上で提供

スマートロック Selkey
ワンタイムキー発行・開錠履歴などの一括管理
スマートロックを活用した生産性向上・収益管理
室内チェッククラウド
入居者がスマホで室内チェック・データ保管・報告書自動作成
修繕チェッククラウド
工事業者がスマホで状況報告・データ保管・報告書自動作成

掲載希望はこちら

専任一級上場企業グループ **SS Technologies**
導入のご相談・お問い合わせ TEL 03-3231-8109
SS Technologies株式会社
〒100-0001 東京都千代田区千代田1-1-1
TEL: contact@ss-technologies.co.jp

National Rental Housing Newspaper,
July 2, 2021

本日オープン
不動産 日本最大級の
業者間流通サイト
SKIPS BB

管理会社 月1,000円/社
物件載せ放題
幹事会社 0円/店舗
費用負担なし

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TEL: contact@ss-technologies.co.jp

National Rental Housing Newspaper,
July 20, 2021

約30万件掲載中
不動産賃貸の業者間流通サイト
SKIPS BB

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物件載せ放題
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費用負担なし

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こんな便利機能も

自動応答 WEB内見予約 WEB入居申込 保証会社・保険会社自動連携 契約書類電子送付

スマートロック **Selkey** クラウド
+ 高度セキュリティが安心
+ 開錠履歴もわかる一括管理
+ スマートロックを強制した空室確認上・収益管理

室内チェッククラウド
+ 入居者がスマホで室内チェック
+ AIが自動応答
+ 重要書類・報告書自動作成

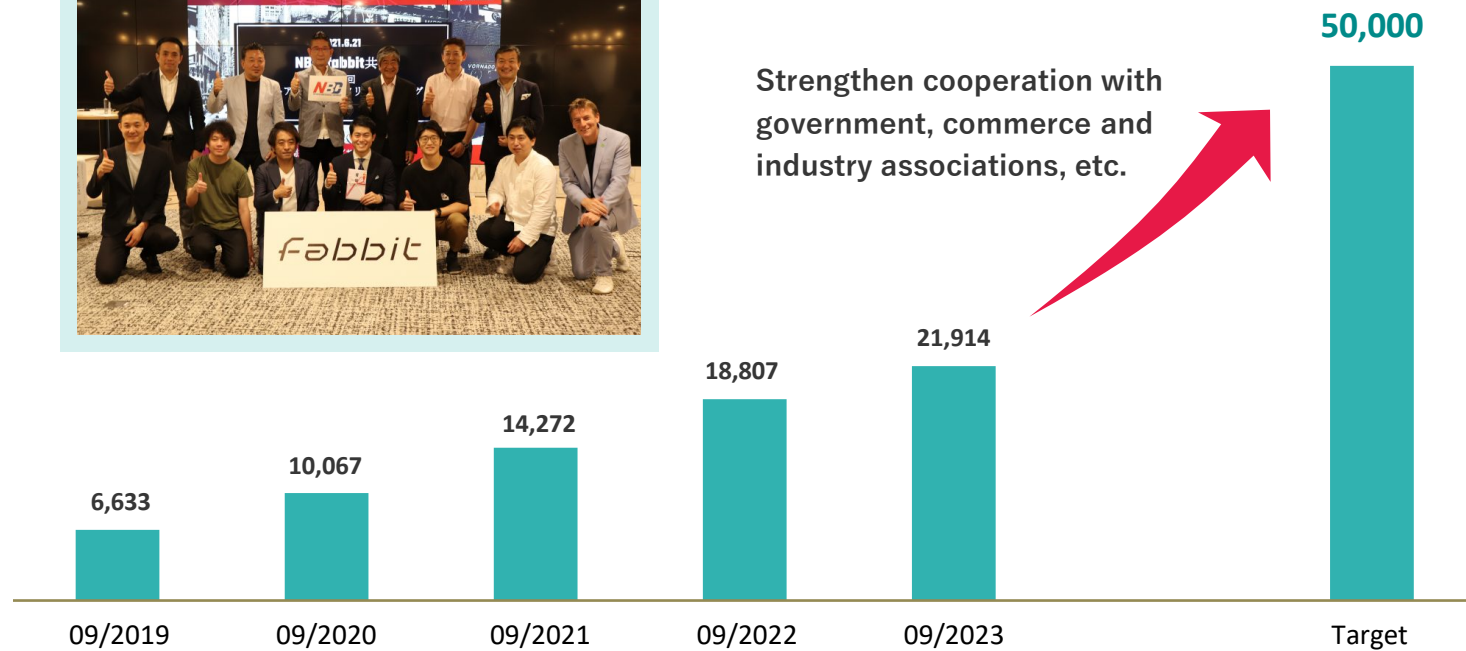
修繕チェッククラウド
+ 工事業者がスマホで状況報告
+ 重要書類・報告書自動作成

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TEL: contact@ss-technologies.co.jp

National Rental Housing Newspaper,
August 26, 2021

Providing new value to society through alliances and collaborations with fabbit members from other industries

Aiming for 50,000 fabbit members



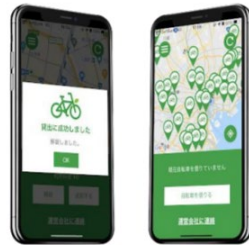
Providing a shared bicycle service for rental apartments

A shared bicycle service for tenants that solves the problem of getting from home to the convenience store.
A subscription service that allows you to use the app easily, whenever you want and for as long as you want.

SS Technologies



ecobike



Adding value to
managed properties

Cumulative usage
breakthrough

2.38

million times

- Improvement of asset value of properties
- Improve convenience for tenants
- Revitalization of the community
- Support for environmentally friendly living
- Shortening of vacancy period due to increasing popularity of properties

About ecobike

Established in January 2009 with the aim of solving social issues such as CO2 reduction through shared bicycles. The company provides an application developed by itself. The company has been **working with 21 local governments** to provide shared bicycle services with low environmental impact.

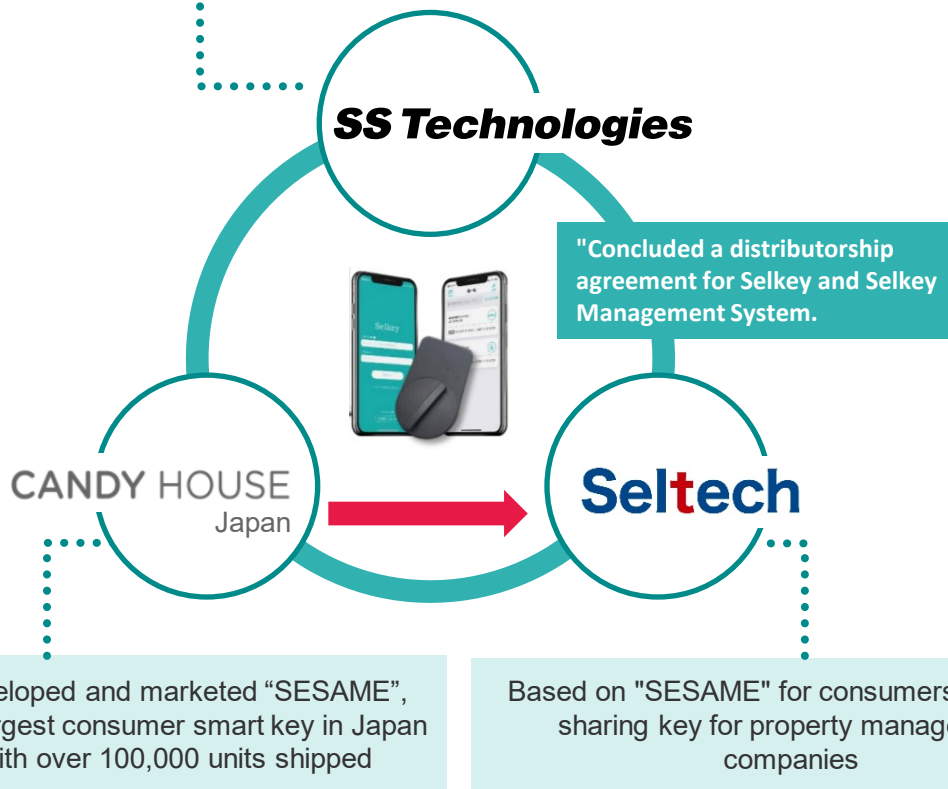
“Selkey”, a sharing key for property management companies

Three companies working together to realize “improvement the efficiency of rental brokerage and management operations with use of Smart Locks”

Support for the development of SaaS for the management of “Selkey”.
Linkage with “SKIPS” tenant application cloud service to automatically issue one-time passes for previews on “SKIPS”

To meet non-face-to-face needs
Improved business efficiency

- Non-face-to-face viewing
- Complete key lending in the cloud
- Collective management and operation of property keys
- Contributes to improved work efficiency and work styles of management companies and agents



Number of registered Selkey agents

More than **1,992***
companies

As of September 30, 2021

Opens new “fabbit Global Gateway Bangkok” in Bangkok, Thailand.

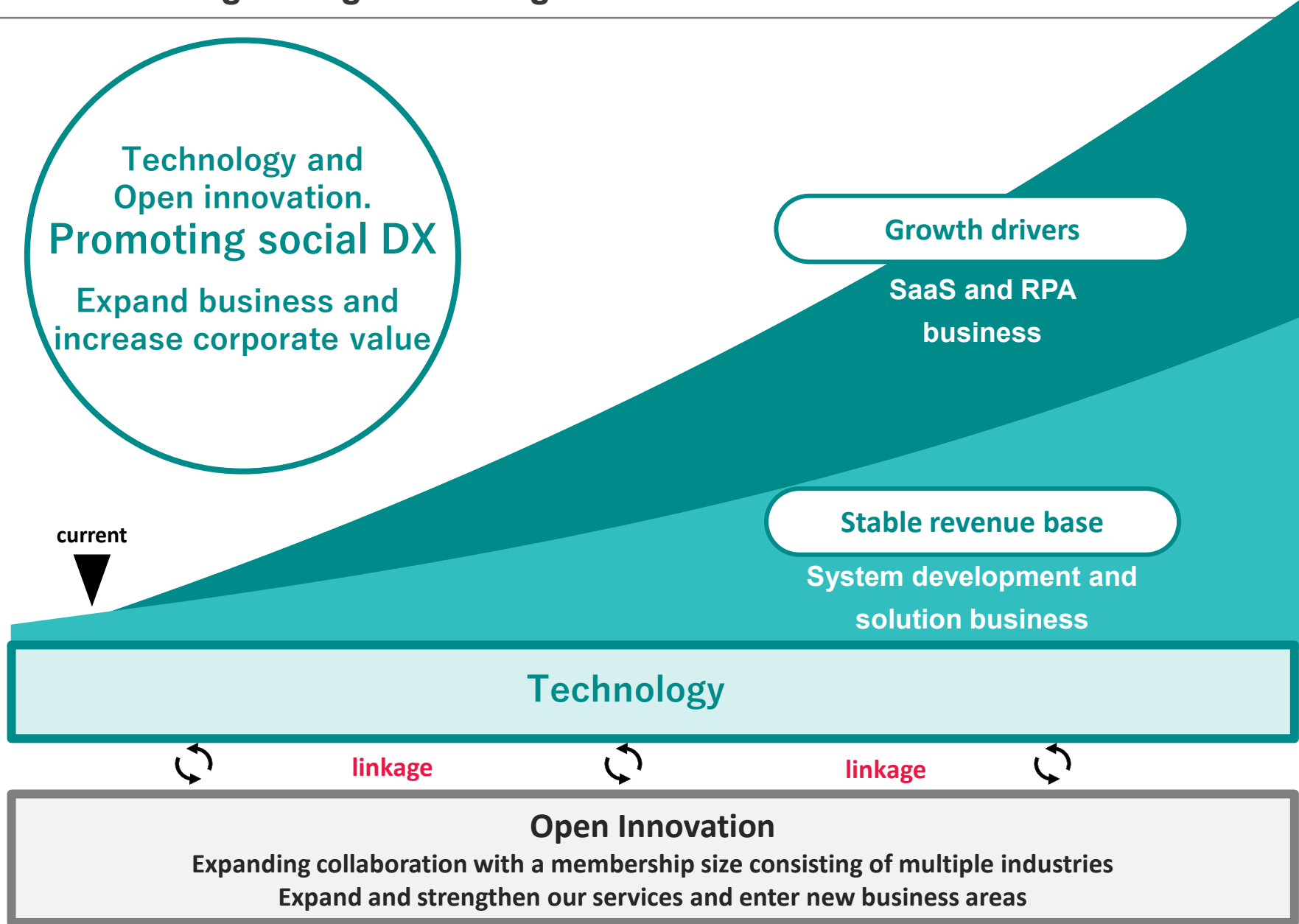
There are many Japanese companies operating in Thailand and Japanese community of about 80,000 people. fabbit's new base in Thailand will serve as a place for exchange between Japan and Thailand startups, and will support the promotion of innovation.

The "fabbit Global Gateway" is a brand for startups aiming to expand their business globally, and has so far been established in Tokyo, Osaka, Fukuoka Tenjin, Fukuoka Hakata Ekimae, and San Francisco in the United States. This time, Bangkok will be the sixth "fabbit Global Gateway" location.



Located along Ratchadarpisek Road in Klong Toei District in the center of Bangkok, where many Japanese and foreign companies have established their businesses.

Medium- to long-term growth image



ESG Initiatives

Improving business efficiency and promoting work style reforms in the real estate industry Promote environmentally friendly paperless systems

Improving business efficiency
Promotion of work style reforms



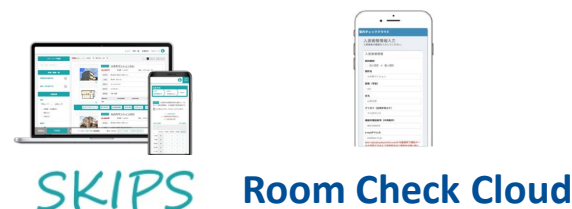
Our product services to promote
work style reform



Environmental considerations
Promotion of paperless system



Our products and services that contribute to
the paperless society



In the real estate industry, paper-based management, such as the use of documents and faxes, is still the norm. Especially for small and medium-sized real estate-related companies, which make up the majority of the industry, the majority of work is still done using old-fashioned analog methods, and work efficiency has yet to be improved. By providing our products and services, we can help them improve their work efficiency and promote a change in the way they work. We also support the realization of an environmentally friendly paperless society.

Promote activities that contribute to investment in the future, such as open innovation and human resources, which are the keys to realizing the Fourth Industrial Revolution.

**From domestic and international startups to large corporations
Provide a forum for open innovation**



In the fabbit business, we support start-up companies, venture companies, and corporations in establishing their second businesses. We provide a place for business matching. We provide one of the largest IT ecosystems in Japan to companies and support them to turn their technologies and ideas into businesses.

47 facilities in Japan and overseas

**Members of digital-related companies
More than 13,000 members**



Holding of various events and seminars



Business Matching



Open Innovation Services



**For professional athletes and all people involved in sports
Support for improving business skills, finding a job, changing careers,
and starting a business.**

Supporting athletes' second careers

Launched the SSAP business to support the career development of a wide range of athletes by utilizing our staffing know-how and the network of the fabbit business.



SSAP = Social Success Athlete Project

Regional revitalization and academic support through sports

Since 2016, we have been an official sponsor of Avispa Fukuoka in the J1 League, and we are working hard to revitalize the club and, by extension, the Fukuoka Prefecture and Kyushu region.



Avispa Fukuoka's players, coaches, trainers and other staff members will be able to receive support for their studies through a correspondence course offered by Seisa University, which has started comprehensive cooperation.

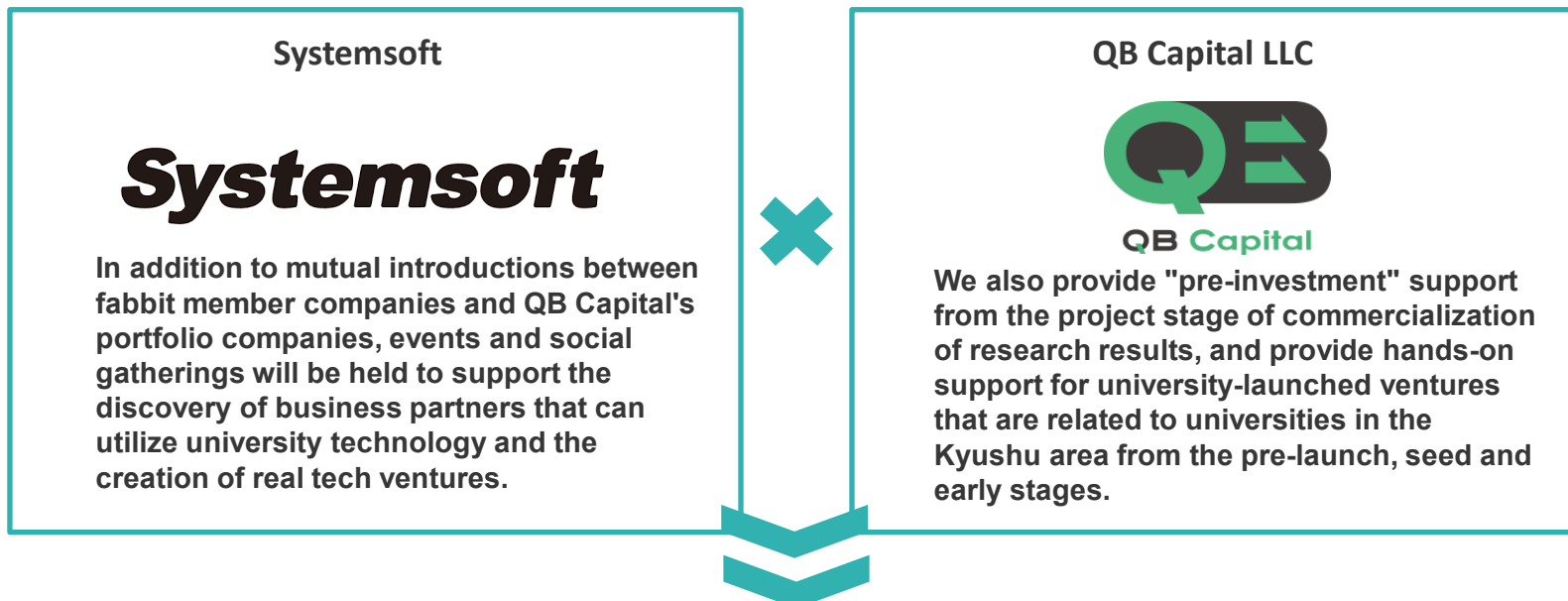


Support for the creation of regional innovation

Collaboration in the Creation of University-Based Real Tech Ventures and Startup Support

We have concluded an agreement with QB Capital LLC*1 to create university-originated real-tech*2 ventures and to support startups and create open innovation.

The purpose of the agreement is to create university-launched real-tech*2 ventures and to support startups and create open innovation.



Accelerating the creation of regional innovation through the use of university technology and knowledge

*1 QB Capital is a venture capital firm that invests mainly in university-launched ventures with ties to universities in the Kyushu area.

*2 Real Tech: R&D-based innovative technology that contributes to solving issues facing the Earth and humanity

Signed a sponsorship contract with female figure skater Rika Kihira

Our company empathize with Kihei's dedicated attitude to the challenge, and we will continue to support her.

We will also support Kihei's activities as part of our social contribution through sports.



Kihei is the youngest woman in the history of women's singles to succeed in the triple axel, the first man and woman in the history of singles to win the Four Continents Championships in succession and is constantly challenging herself to perform more difficult tricks in order to qualify for the 2022 Winter Olympics in Beijing.

Rika Kihei

Results

2020 All Japan Figure Skating Championships, Winner

2019 All Japan Figure Skating Championships Winner

2019 ISU World Figure Skating Championships, 4th place

Winner of the 2019 ISU Four Continents Figure Skating Championships

Winner of the 2018 ISU Grand Prix Final

Winner of the 2018 ISU Grand Prix NHK Cup, etc.

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.