

3Q

Q3
2019

Securities
Code

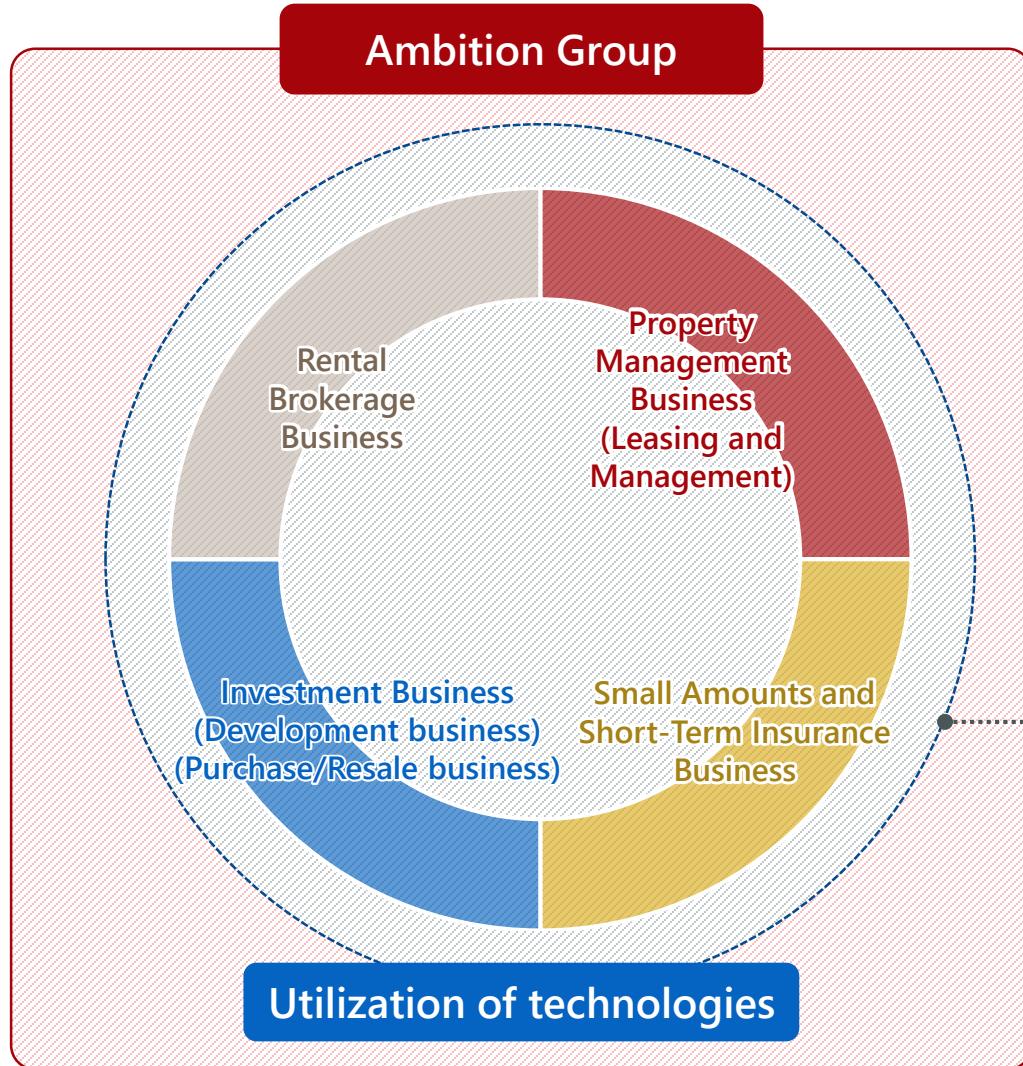
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A M B I T I O N

**Supplementary
Financial Materials**
3Q Fiscal Year Ending June 2019

May 15, 2019



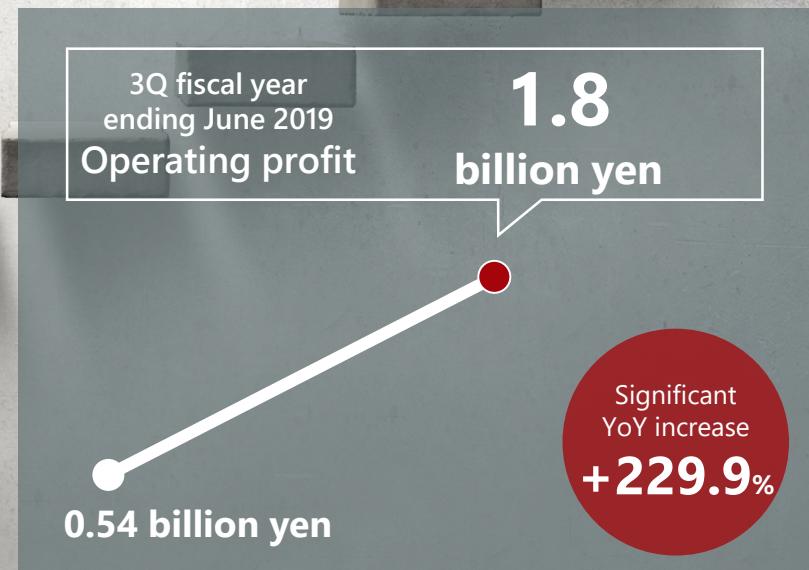
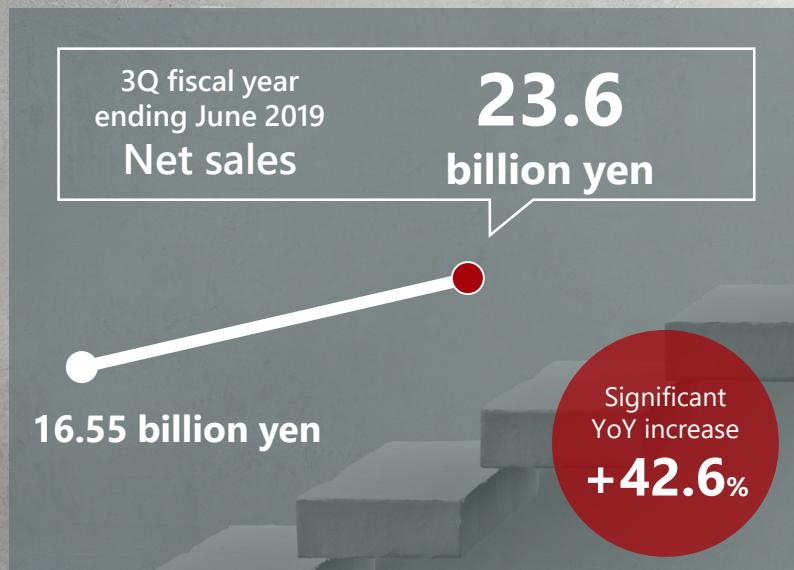
Development and sale of RPA
(Robotic Process Automation)



Introduction of IoT



Highest-ever increase in profit since its establishment of the company





Topics

Number of sublease management units increased by 11.8% year on year to 10,182 units

The number of managed units and the move-in ratio within Ambition's property management business at the company's core are considered to be important indices.

The number of managed units in sub-leased properties centering in Tokyo and its surrounding areas saw a year-on-year increase of 1,078 units.

3Q fiscal year
ending June 2019
**Number of sublease
management units**

**10,182
units**

**9,104
units**

Significant
year-on-year
increase
+11.8%

01 Financial Summary

P. 6

02 Growth Strategy

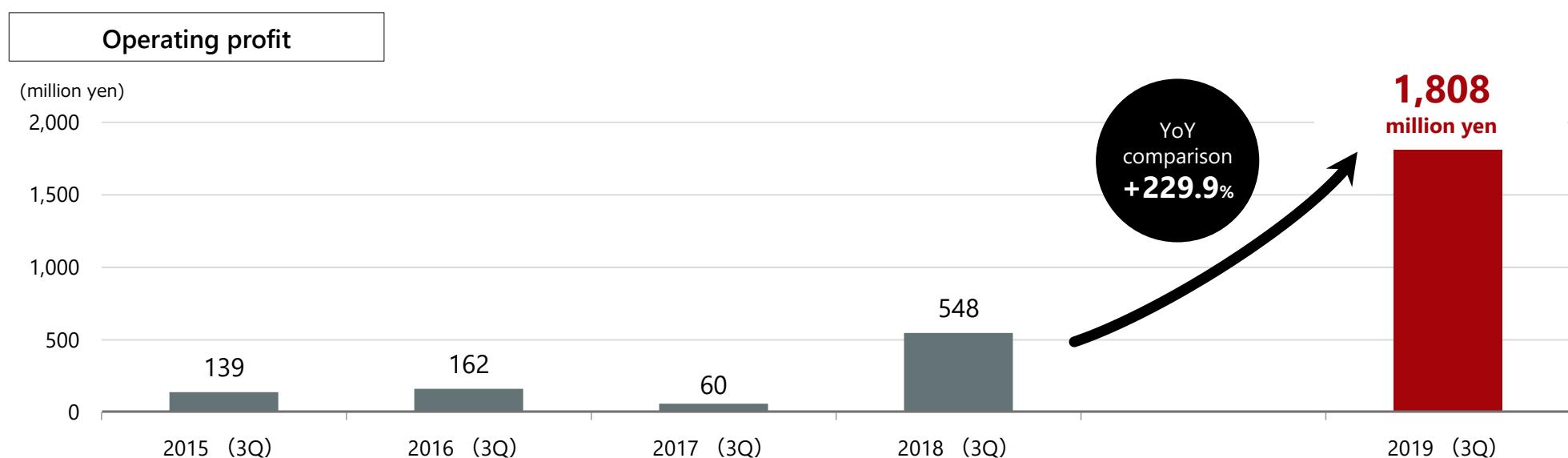
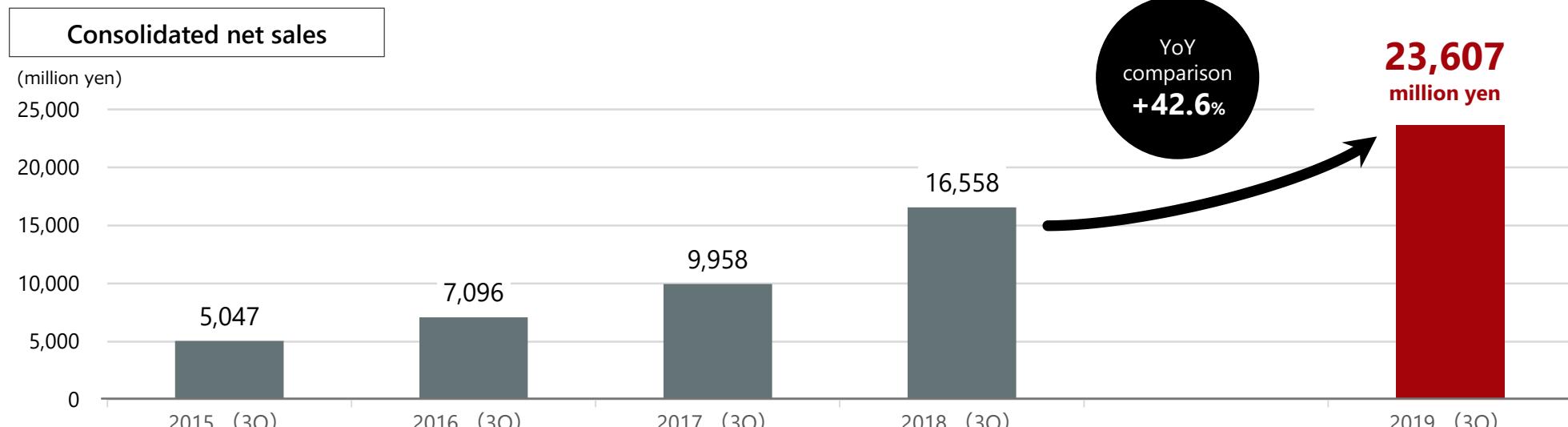
P. 14

03 Profile

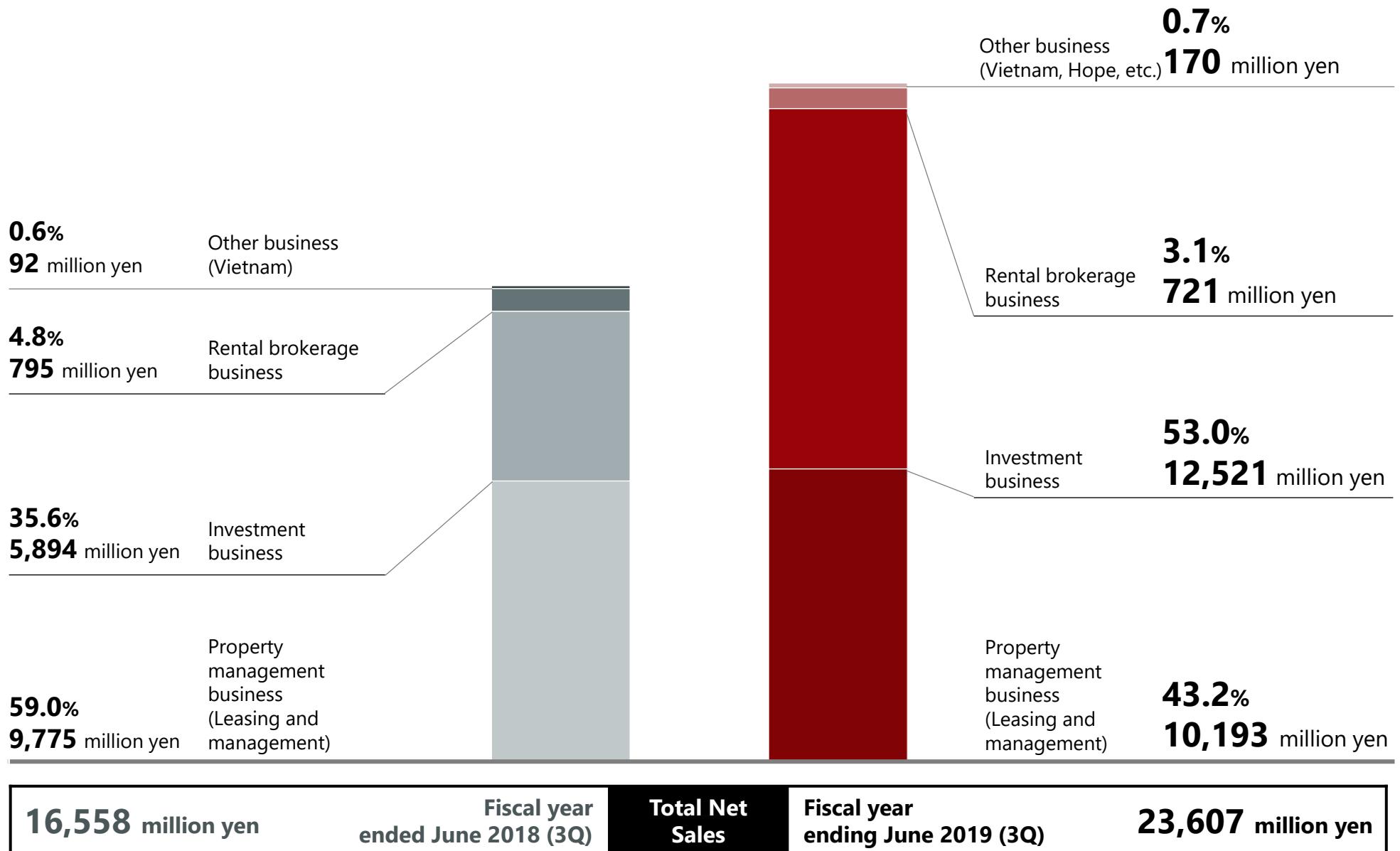
P. 18

01 Financial Summary

Sales Expansion and Operating Profit Increase over Past Five Years (Comparison with Previous 3Qs)



Ratio of Net Sales (Comparison with Previous 3Q)

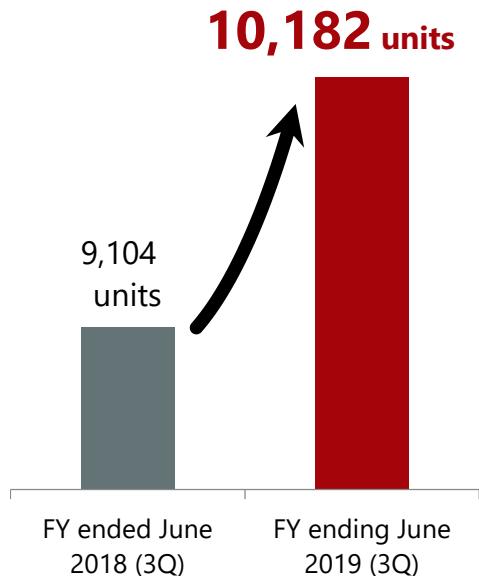


Growth of Property Management (Comparison with Previous 3Q)

Stable increase of managed units contributing to sales and profit

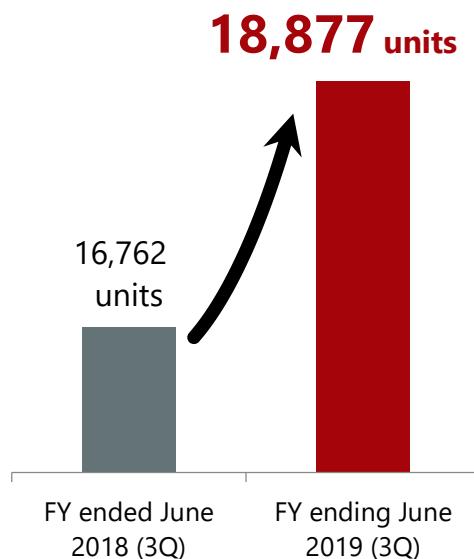
The number of sublease management units, which was 9,104 units as of the end of March 2019, grew to **10,182 units**, an increase by **11.8%** year on year, as of the end of March 2019. We will continue to grow actively in the future while assessing the proper value of properties.

Number of sublease management units



YoY increase **+11.8%**

Total number of managed units

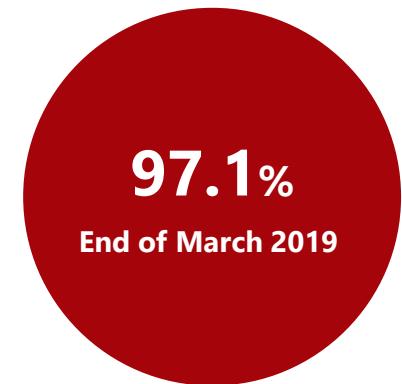


YoY increase **+12.6%**

Maintaining a high move-in ratio by enhancing the management structure

Move-in ratio of subleased units was **97.1%** as of March 2019 with the acquisition of large projects at the end of March 2019. We will continue to strive to maintain a high move-in ratio of more than 95%.

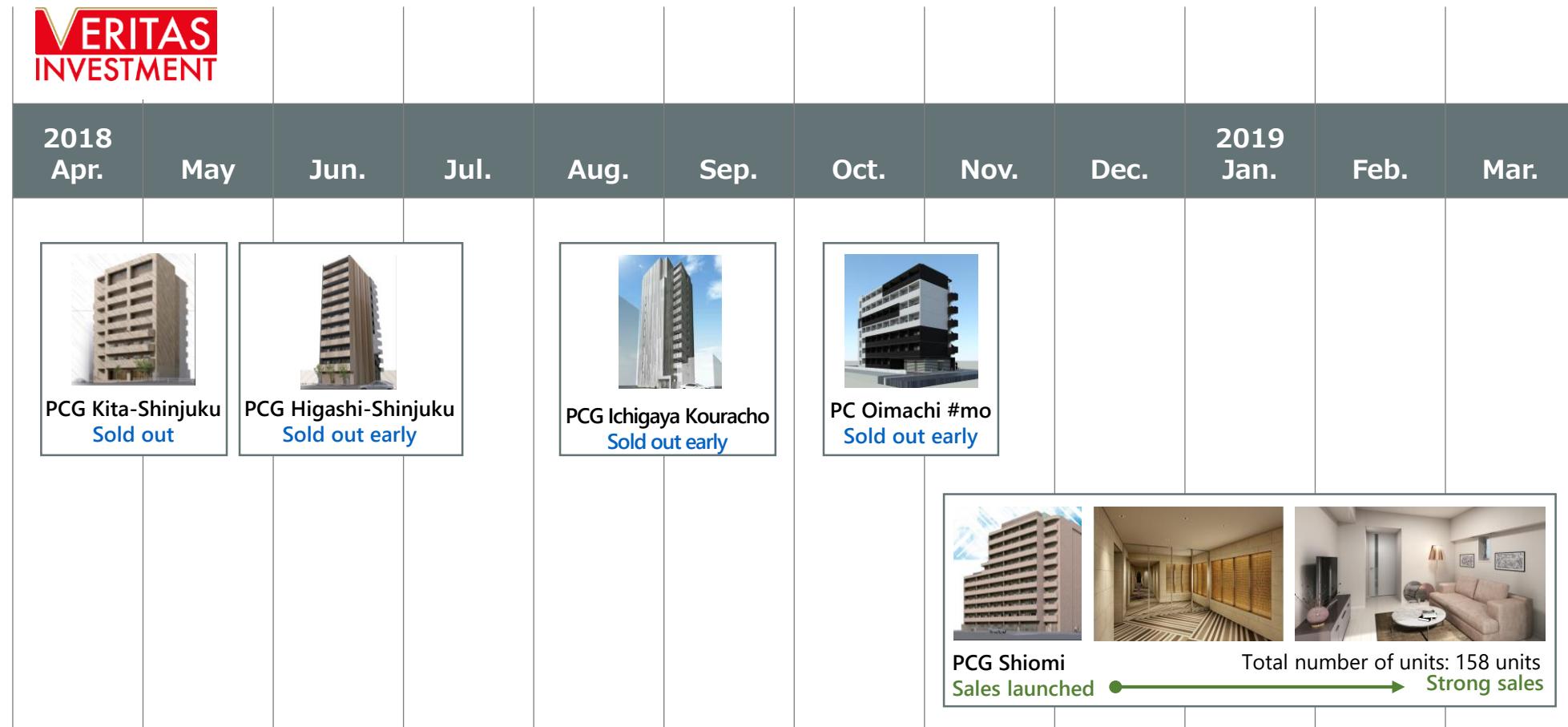
Move-in ratio of subleased units



Progress in the Investment Business

Favorable Condominium Sales by Veritas

The favorable sales of new designer condominiums for investment, situated mainly in the Tokyo Premium Area (Minato, Chuo, Shinjuku, Shibuya, Meguro and Shinagawa wards) and supervised by a famous designer, have contributed to progress in the investment business.



Consolidated P/L (Comparison with Previous 3Q)

- Sales continued to grow and increased by **42.6%** year on year
- Continued growth of property management business, and strong sales by Veritas had a major role in increasing profits

Consolidated P/L Summary

(million yen)

	3Q fiscal year ended June 2018	3Q fiscal year ending June 2019	YoY comparison	
	Amount	Amount	YoY change	YoY comparison
Net sales	16,558	23,607	7,049	+42.6%
Gross profit to sales	2,971	5,285	2,313	+77.9%
Selling, general and administrative expenses	2,423	3,477	1,053	+43.5%
Operating profit	548	1,808	1,260	+229.9%
Ordinary profit	465	1,683	1,217	+261.6%
Profit attributable to owners of parent	268	1,028	759	+282.7%

Consolidated B/S Summary

	End of fiscal year ended June 2018	3Q fiscal year ending June 2019	(million yen) YoY change
Current assets	11,132	10,843	-288
Non-current assets	3,446	3,916	470
Deferred assets	11	9	-2
Total assets	14,590	14,770	179
Current liabilities	5,348	4,945	-403
Non-current liabilities	7,340	7,008	-331
Net assets	1,902	2,816	914
Total of liabilities and net assets	14,590	14,770	179

Revision to Consolidated Forecasts (Full Year)

Expected full-year results remain favorable

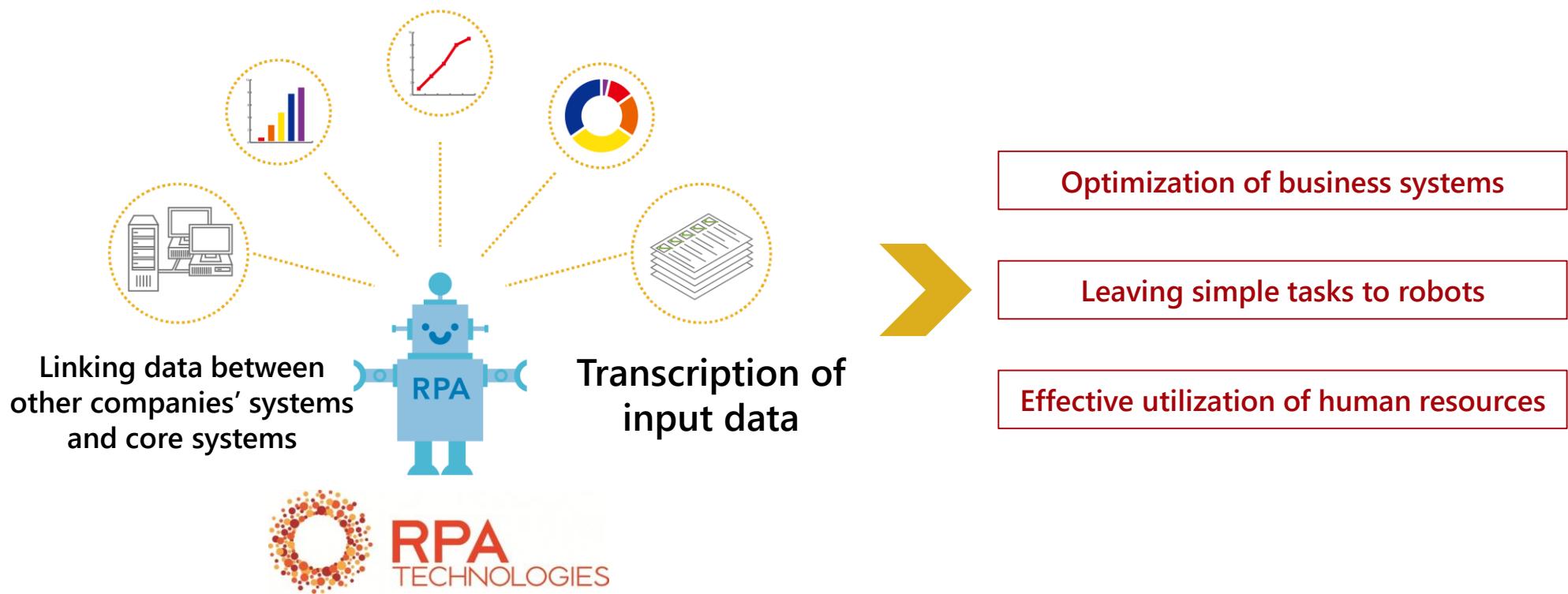
Consolidated forecasts for the fiscal year ending June 2019 (July 1, 2018 to June 30, 2019) revised on February 14, 2019 remain favorable as of the third quarter of 2019.

			(million yen)
	Fiscal year ending June 2019 (Full year) (forecast) (Note)	Fiscal year ending June 2019 (3Q) (actual)	Rate of progress
	Amount	Amount	
Net sales	29,268	23,607	80.7%
Operating profit	1,536	1,808	117.7%
Ordinary profit	1,346	1,683	125.0%
Profit attributable to owners of parent	846	1,028	121.5%

(Note) We focus on the performance in the full-year forecast for the fiscal year ending June 2019, and will promptly make an announcement when revisions become necessary.

02 Growth Strategy

Entry into the RPA Business



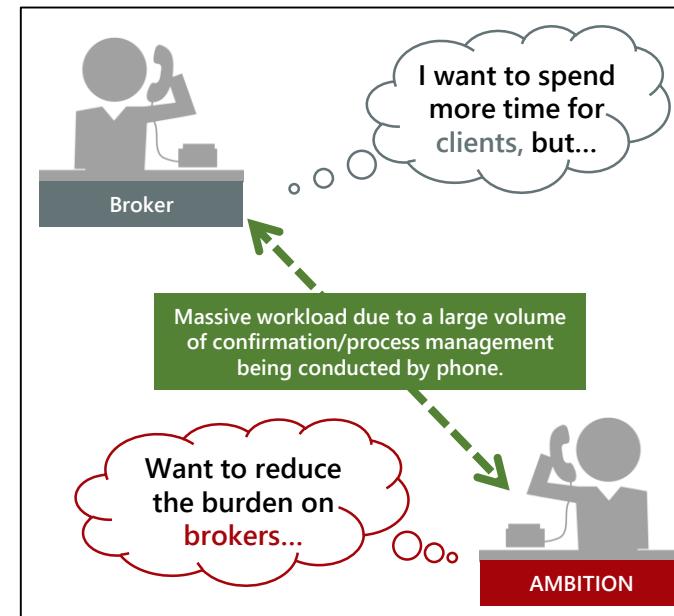
RPA is a system that automatically operates PCs for humans. For instance, it can be used to synchronize data of various business systems with that of core systems or reflect payment data from financial institutions in core systems.

An advantage of using RPA is that it can continue to perform the same tasks even if the core systems or reference data change due to version upgrade and such.

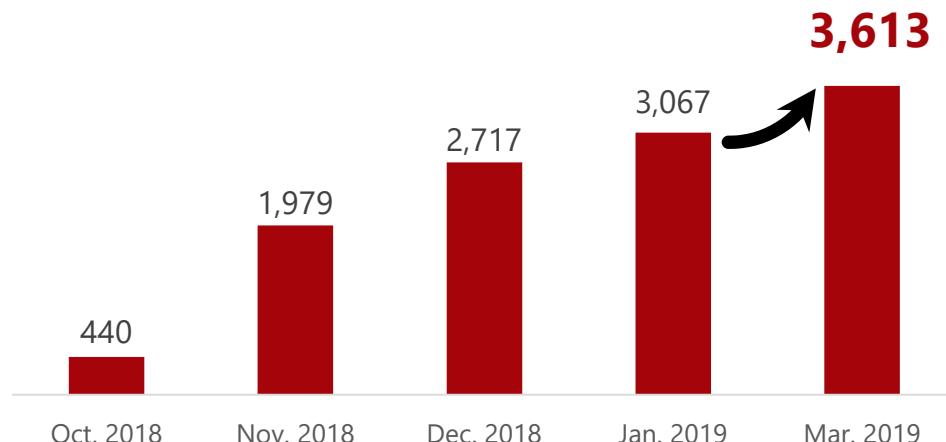
Efficiency of brokerage business and number of contracts concluded increased with “CPMA”

Ambition has launched Contract Process Management Automation (CPMA), a system on the exclusive website for brokers to automate contract process management, as a solution to streamline the massive brokerage-related workload arising daily between brokers and Ambition.

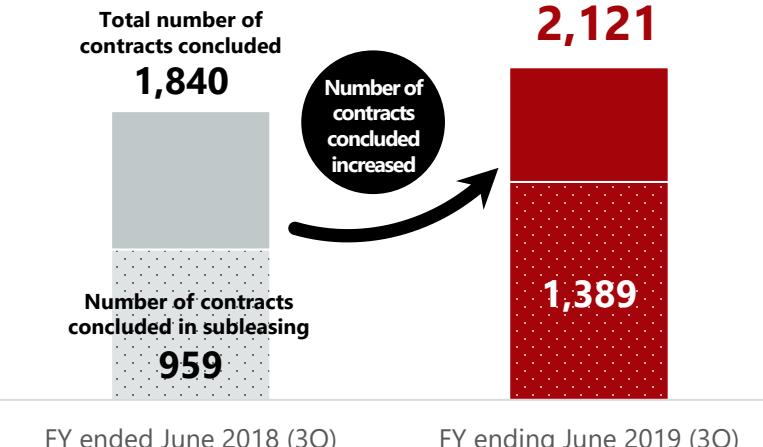
- Unified management of vacancy confirmation, previews and contract process management on the website
- “Enhancement of customer satisfaction” by spending more time for clients
- Realization of work-style reforms



Number of CPMA registrations



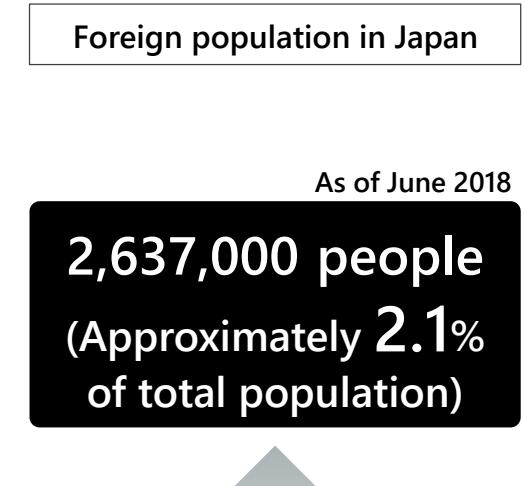
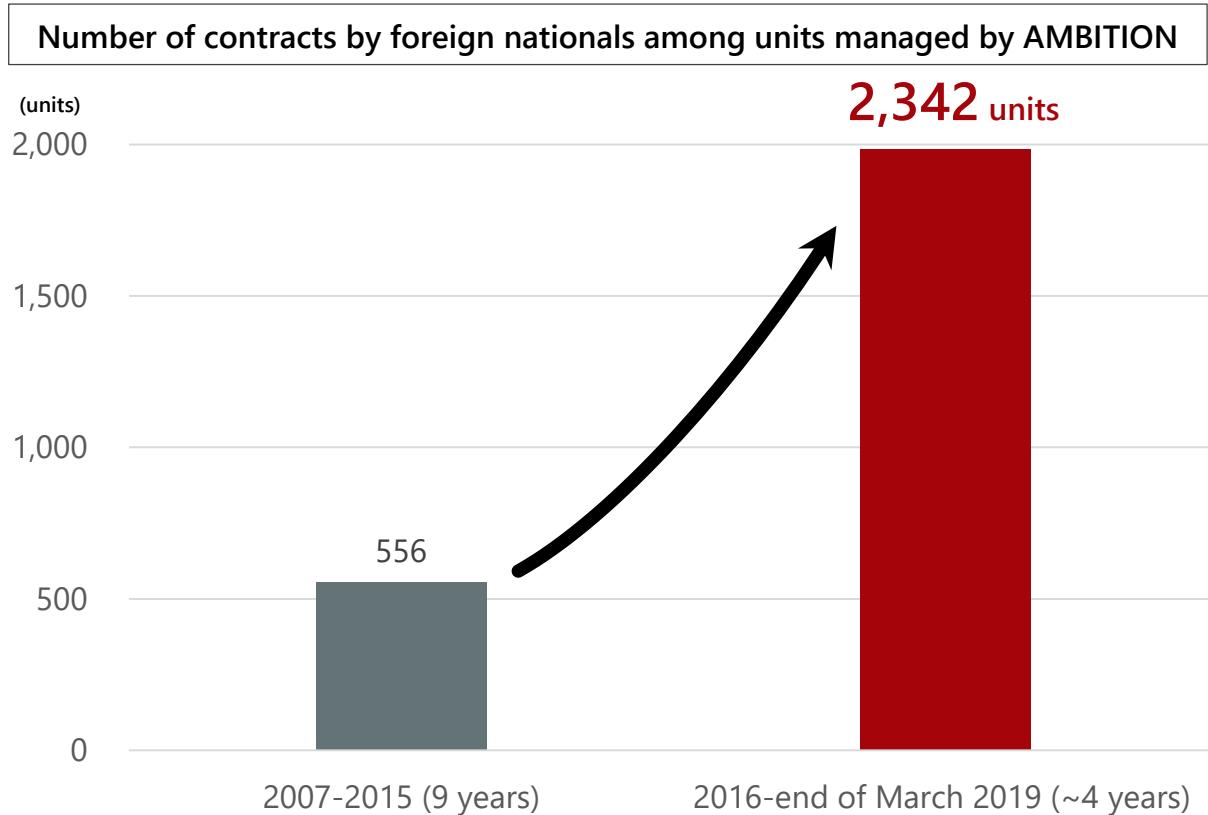
Change in number of contracts concluded



Rapid Increase in the Number of Contracts by Foreign Nationals

Speeding up preparation of living environments for foreign workers eyeing the new visa system to come into effect in April 2019

- Foreign residents account for as much as 8.3% of residents in the 18,877 units managed by Ambition.
- The most recent cumulative number of contracts by foreign nationals totaled 2,342, a sharp increase of more than fourfold from 2015.



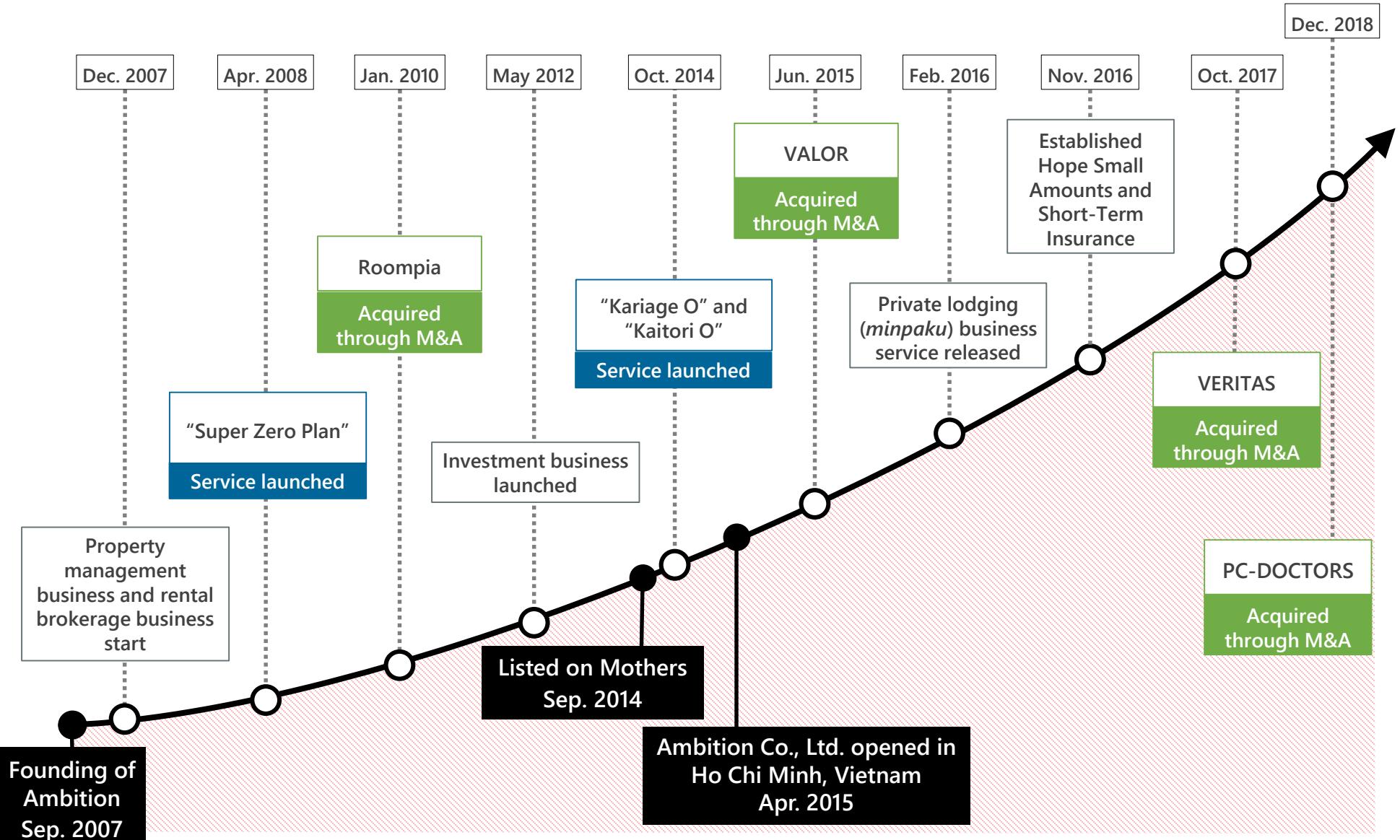
+166,000 people
 from the previous year (Note)

(Note) Survey by the Ministry of Justice

03 Profile

Company name	Ambition Corporation	Company name	Ambition ROOMPIA Co., Ltd.
Representative	Takeshi Shimizu	Representative	Takeshi Shimizu
Established	September 14, 2007	Directors	Toru Oishi, Director; Takumi Suzuki, Director; Fumiyoishi Ozeki, Auditor
Listed exchange	Tokyo Stock Exchange (Mothers)	License number	Minister of Land, Infrastructure, Transport and Tourism (3) No. 7560
Listing date	September 19, 2014	Head office location	Sumitomo Fudosan Harajuku Building 18F, 2-34-17, Jingumae, Shibuya-ku, Tokyo
Capital	379,780,200 yen	Branches	Ikebukuro Branch, Takananobaba Branch, Waseda Branch, Shinjuku Branch, Shibuya Branch, Naka-Meguro Branch, Ginza Branch, Akihabara Branch, Kinshicho Branch, Ueno Branch, Yokohama Branch, Sagami-Ono Branch, Higashi-Omiya Branch, Motoyawata Branch, WEB Division, Student Division, Corporate Division
Settlement period	End of June each year	Company name	VALOR Co., Ltd.
Directors	Takumi Suzuki, Executive Managing Director; Masaaki Yamaguchi, Director Fumio Nagase, Director (Supervisory Auditor, etc.); Miki Hayashi, Director (Supervisory Auditor, etc.); Hiroto Kawano, Director (Supervisory Auditor, etc.); Shuichi Takenaga, Director (Supervisory Auditor, etc.)	Representative	Naoto Tamura
License number	Minister of Land, Infrastructure, Transport and Tourism (2) No. 8023	Directors	Takumi Suzuki, Director; Kazuto Sato, Director; Fumiyoishi Ozeki, Auditor
Head office location	Sumitomo Fudosan Harajuku Building 18F, 2-34-17, Jingumae, Shibuya-ku, Tokyo	License number	Kanagawa Prefectural Governor (4) No. 24651
Department	Property Management Department: Office of operations / Lease System Management Division Business Administration Department: General Affairs Division / Accounting Division / Personnel Division / Information Strategy Division Investment Department: Investment Division / Transaction and Brokerage Division	Head office location	Nagaoka Building 3F, 2-1-22 Kitasaiwai, Nishi-ku, Yokohama, Kanagawa
Affiliated companies	Ambition ROOMPIA Co., Ltd. VALOR Co., Ltd. Veritas Investment Co., Ltd. Hope Small Amounts and Short-Term Insurance Co., Ltd. 5 other companies	Branches	Yokohama Branch, Hiyoshi Branch, Kamiooka Branch, Futamatagawa Branch, Tsurumi Branch
Partner banks	MUFG Bank, Resona Bank, Mizuho Bank, Sumitomo Mitsui Banking Corporation, ORIX Bank Corporation, Chiba Bank, etc.	Company name	VERITAS Investment Co., Ltd.
		Representative	Hideki Kawada
		Directors	Tomohiko Maeda, Director; Yoshio Maruyama, Director; Takeshi Shimizu, Director; Takumi Suzuki, Director; Masaaki Yamaguchi, Director; Fumiyoishi Ozeki, Auditor
		License number	Building Lots and Building Transaction Business, Governor of Tokyo (3) No. 89191 Condominium Management Business, Minister of Land, Infrastructure, Transport and Tourism (2) No. 033520 First-class architect office, registered with the Governor of Tokyo, No. 55840
		Head office location	Shibuya Mark City West 19F, 1-12-1 Dogenzaka, Shibuya-ku, Tokyo
		Company name	Hope Small Amounts and Short-Term Insurance Co., Ltd.
		Representative	Ryohei Fukumoto
		Directors	Takeshi Shimizu, Director; Takumi Suzuki, Director; Fumiyoishi Ozeki, Auditor
		Registered number	Director-General of the Kanto Finance Bureau (small amounts and short-term insurance) No. 80
		Head office location	Sumitomo Fudosan Harajuku Building 18F, 2-34-17, Jingumae, Shibuya-ku, Tokyo

Trajectory of Expansion of Business and Services



Realization of Real Estate SPA

Real Estate SPA of Ambition

Ambition's real estate SPA singlehandedly handles development, purchase, sales, brokerage of transactions and leasing, private lodging (*minpaku*) and insurance, centering on real estate leasing and management to address the diverse needs of customers.

	Target	Strengths
Property Management Business (Leasing and Management)		
 Private Lodging (Minpaku) <small>物件貸すなら かんぽけい</small>	Individual customers and corporate customers such as real estate companies who wish to lease owned real estate as well as customers who want to use private lodging (minpaku) facilities.	<ul style="list-style-type: none"> Guaranteed rents that make owners who manage their assets feel at ease can be posted since leasing with value-adding measures and firm leasing brokerage is possible. Vacant properties can be converted to private lodging (minpaku) facilities as leasing and management is conducted.
Development (Investment business)		
 VERITAS INVESTMENT	Real estate companies and other corporate customers and individual customers who wish to own, invest in or manage real estate.	<ul style="list-style-type: none"> Having strengths in development and sale of condominiums for investment centering on the region called the Premium Area of Tokyo's 23 wards. Veritas is one of the leading companies in this area.
Purchase/Resale business (Investment business)		
 <small>不動産売るなら かんぽじ</small>	Real estate companies and other corporate customers and individual customers who wish to sell or purchase real estate.	<ul style="list-style-type: none"> Transactions at a competitive prices is possible since leasing with value-adding measures and firm leasing brokerage is possible.
Small Amounts and Short-Term Insurance Business		
 <small>日本ホープ少額短期保険</small>	Occupants of properties for rent and rental office and restaurant occupants	<ul style="list-style-type: none"> Reasonably-priced simple insurance policy A wide range of product lineup Stable number of policy holders
Rental brokerage business		
 ROOMPIA  VALOR <small>HOME ADVISE</small>	Clients wishing to move into properties for rent, mainly university students, young workers and other people in their late 10s to 30s.	<ul style="list-style-type: none"> The shop is easily accessible being close to a metropolitan terminal station. High competitiveness with a variety of properties. Of managed properties, 40% or more are contracted at Roompia and VALOR shops.



END

Opinions, forecasts, etc. in this document are Ambition's judgements as of the point of preparation of this document, and the accuracy of such information is not guaranteed.

Please note that actual performance and results may differ significantly due to changes in various factors.