

Q1

2020

Securities  
Code

3300



A M B I T I O N

**Supplementary  
Financial Materials**  
Fiscal Year Ending June 2020 (Q1)

November 14, 2019

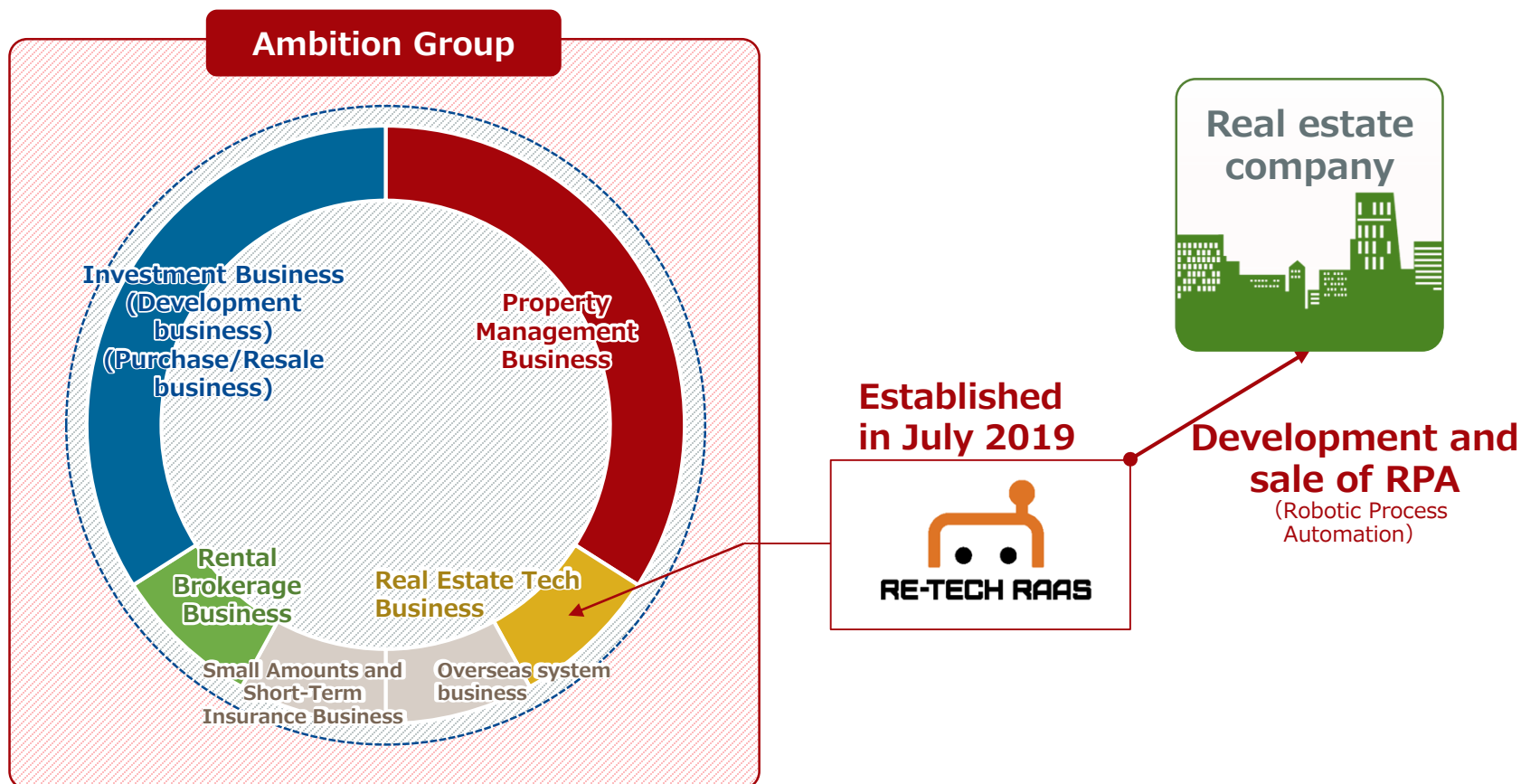
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01

# About Ambition Group

## What does Ambition Group do?

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



**“Main businesses”**

**Property management business**

Pillar of the Ambition Group!  
 Stable business largely unaffected by the economy among businesses in the real estate industry, which is often swayed by the economy.

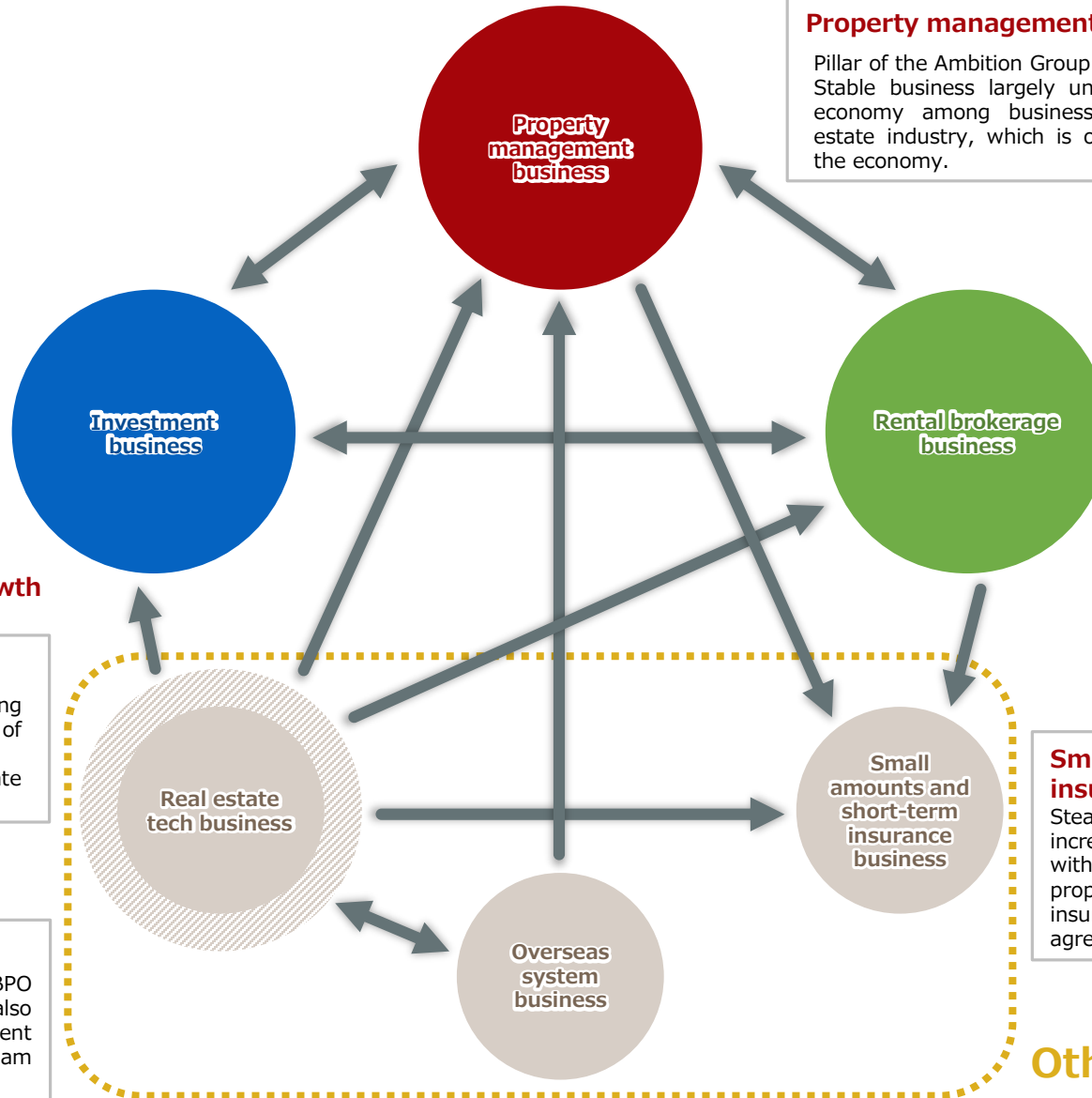
**Rental brokerage business**

Developing rental brokerage centering on around 20,000 units in quality properties managed by Ambition targeting singles in their late teens to 30s.

**Small amounts and short-term insurance business**

Steady business which can expect an increased number of handling cases along with the expansion of Ambition Group’s property management business such as insurance agreements upon concluding lease agreements.

**Other business**



**Investment business**

Great agility!  
 Star business in the real estate industry!  
 Developing and selling properties priced at several tens of millions of yen one after another!

**“New business with huge growth potential”**

**Real estate tech business**

Real estate tech business including RPA business to create the future of housing using technology  
 Create the future of the real estate industry!

**Overseas system business**

An affiliate in Vietnam. Undertakes BPO operation of Ambition Group. It also conducts web system development outsourced from companies in Vietnam and Japan.

## Policy for the Fiscal Year Ending June 2020

- ◇ Positioning the current fiscal year as **the first year of the project** under **AMBITION PROJECT 100**, a medium-term goal of achieving 10 billion yen in operating profit at an early stage, Ambition is scheduled to make **proactive upfront investment (present assumed amount: around 500 million yen) centering on the highly profitable RPA business.**
- ◇ Net sales are forecast to achieve **increase for the thirteenth consecutive fiscal year since the founding of Ambition.**  

(The sales ratio of the property management business is expected to return to the top as the number of new deals in the investment business will be limited while the property management business, the core business, will grow further.)
- ◇ Decrease in operating profit is planned for the first half of the fiscal year due to the impact of upfront investment, but it is **expected to increase for the full year and achieve record-high profit.**

## [The First Quarter of Fiscal Year Ending June 2020]

- |                      |   |      |
|----------------------|---|------|
| ■ July 19, 2019      | Announced <b>establishment of Re-Tech RaaS Inc., a joint company</b><br>(Establishment date: July 29)   | P.44 |
| ■ August 1, 2019     | Announced launch of An-Toku Relocation Service, a service offering deals for moving + purchase of disused articles (Service launch; August 1) | P.32 |
| ■ August 8, 2019     | Announced agreement on conclusion of sublease agreement for IOT smart hostel &AND HOSTEL HOMMACHI EAST  | P.41 |
| ■ August 13, 2019    | Announced agreement on forming a business partnership with “Uhomes,” a major leasing operator for students from China                         | P.37 |
| ■ August 19, 2019    | Re-Tech RaaS Inc., a joint company, announced agreement on forming a business partnership with Dangonet                                       | P.47 |
| ■ September 30, 2019 | RPA Retech Lab announced launch of RPA operation entrusted from NTT DOCOMO  | P.49 |

## (Reference) [The Second Quarter of Fiscal Year Ending June 2020 Onward]

- |                    |  |      |
|--------------------|--|------|
| ■ November 7, 2019 | Announced launch of sales of two new designer condominiums for investment developed by Veritas | P.40 |
|--------------------|--|------|

02

## Financial Summary



## Consolidated P/L (Comparison with Previous Q1)

- Continued growth of the property management business led sales, and **net sales increased by 9.3% year on year**.
- Operating profit **decreased by 40.9% year on year** due to decrease in gross margin ratio as property sales in the investment business centered on used properties rather than those developed by the Group as well as **upfront investment in the RPA business** (approx. 100 million yen), etc.
- Profit **decreased by 70.8% year on year** due in part to a reversal of 43 million yen of deferred tax assets and posting as **income taxes-deferred in the first quarter** as a result of reviewing future taxable income more conservatively than initial assumed and carefully considering the possibility of collecting deferred tax assets.

### Consolidated P/L Summary

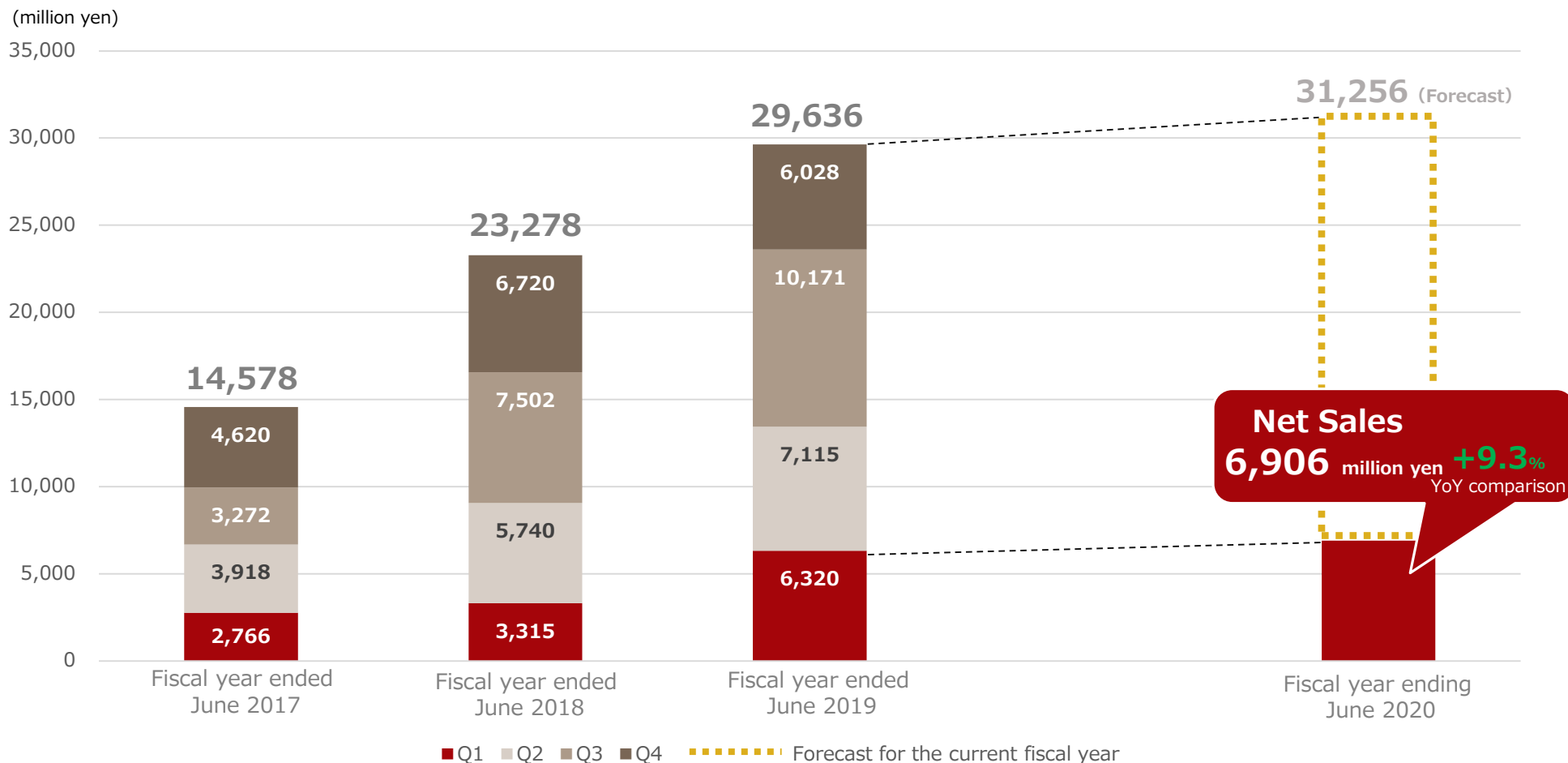
(million yen)

	Fiscal year ended June 2019 Q1	Fiscal year ending June 2020 Q2	YoY comparison
	Amount	Amount	
Net sales	6,320	<b>6,906</b>	<b>+9.3%</b>
Gross profit from sales	1,303	<b>1,257</b>	<b>-3.5%</b>
Selling, general and administrative expenses	1,030	<b>1,095</b>	<b>+6.4%</b>
Operating profit	272	<b>161</b>	<b>-40.9%</b>
Ordinary profit	228	<b>123</b>	<b>-45.8%</b>
Profit attributable to owners of parent	128	<b>37</b>	<b>-70.8%</b>

## Change in Net Sales (over 4 years)

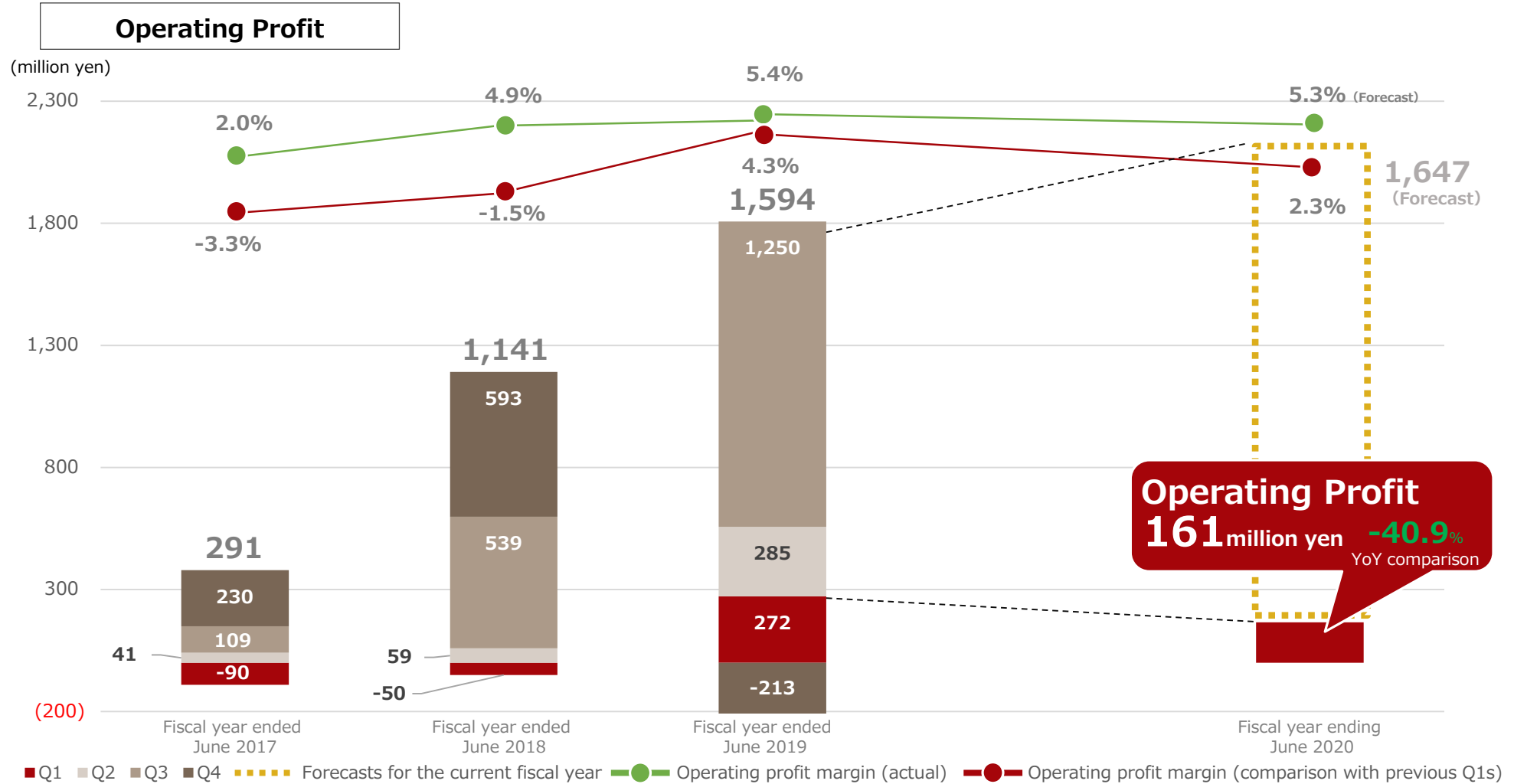
- Revenue has been increasing every year on a continuous basis since the founding of Ambition, and the current fiscal year is expected to mark **thirteenth consecutive fiscal year with an increase in revenue.**
- As sales occur disproportionately in the second half of the fiscal year, it is a common trend for net sales to progress quietly in the first quarter against the full-year plan.

### Consolidated Net Sales



# Change in Operating Profit and Operating Profit Margin (over 4 years)

- **First quarter** is usually a period **when it is most difficult to post profit, leading to quiet progress.**
- Due to the impact of upfront investment in the RPA business, etc., operating profit margin for the first quarter decreased to 2.3% from 4.3% in the same quarter of the previous fiscal year.
- **Profit is expected to increase on a full-year basis**, and **operating profit margin** is forecasted to secure **a level that is about the same as the previous fiscal year.**

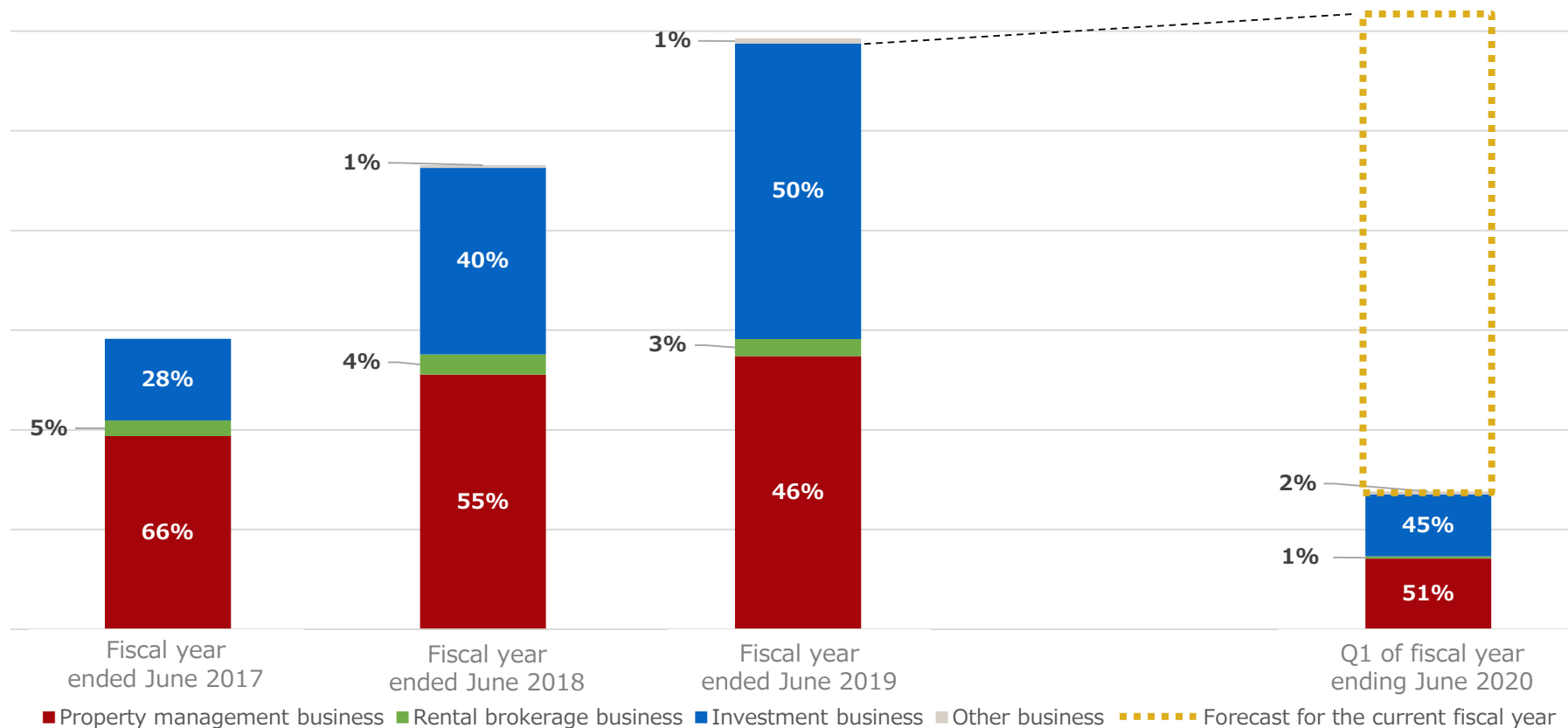


# Change in Net Sales by Segment (over 4 years)

- In the previous fiscal year, the investment business saw strong sales for properties developed by Veritas and the sales ratio reached 50%, surpassing that of the property management business. However, **the sales ratio of the property management business** is expected to **return to the top** in the current fiscal year as the number of new deals in the investment business is limited.
- The sales ratio in the first quarter was 51% for the mainstay property management business, 1% for the rental brokerage business, 45% for the investment business and 2% for other business.

## Net Sales by Segment

% = ratio by segment

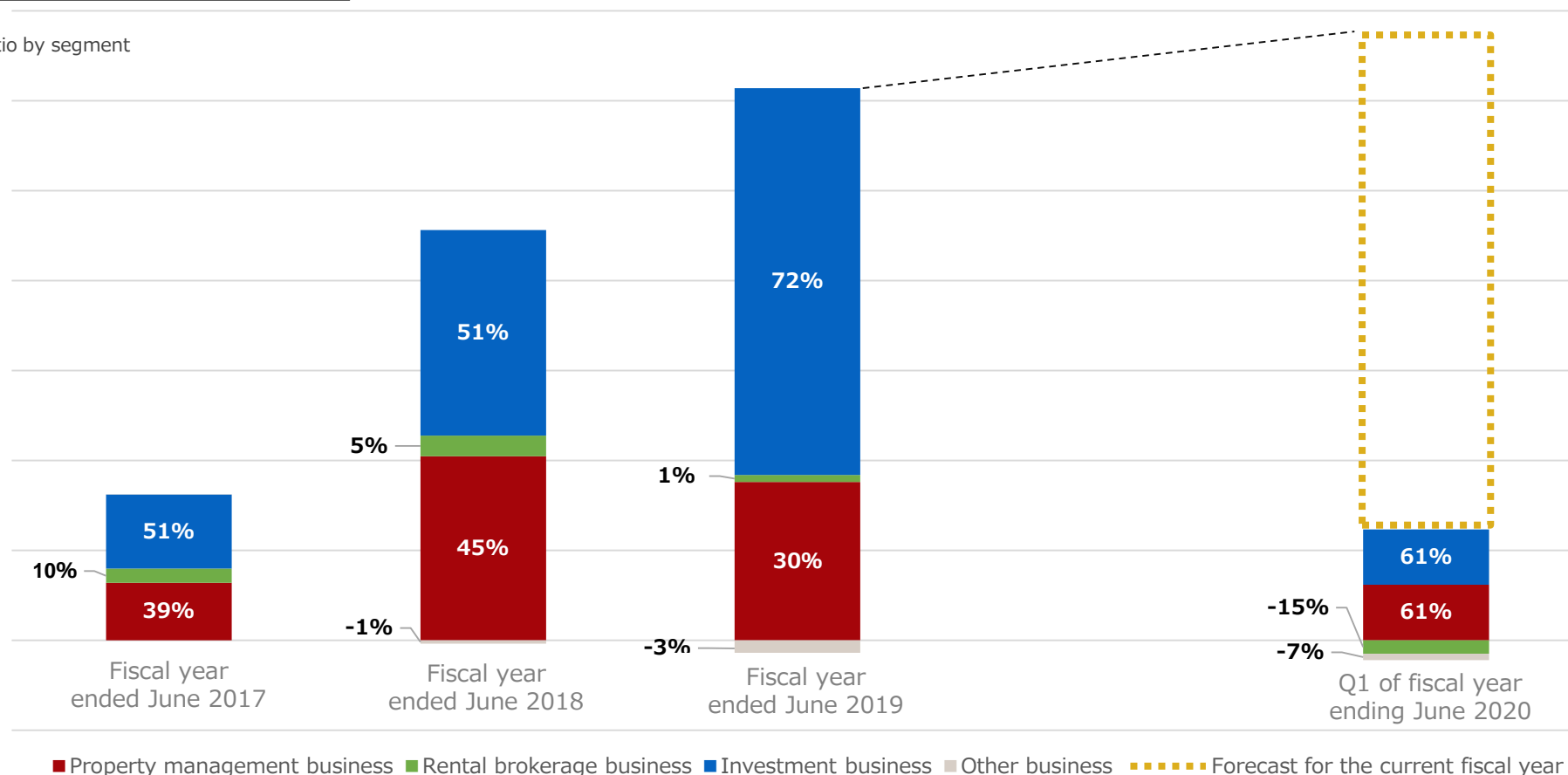


# Change in Operating Profit by Segment (over 4 years)

- As for full-year operating profit through the previous fiscal year, the investment business, which includes sales of highly profitable properties developed by the Group, tended to account for the largest share.
- However, in the first quarter of fiscal 2020, the property management business and the investment business were even in terms of share of operating profit, showing a slight change in the trend.

## Operating profit by segment

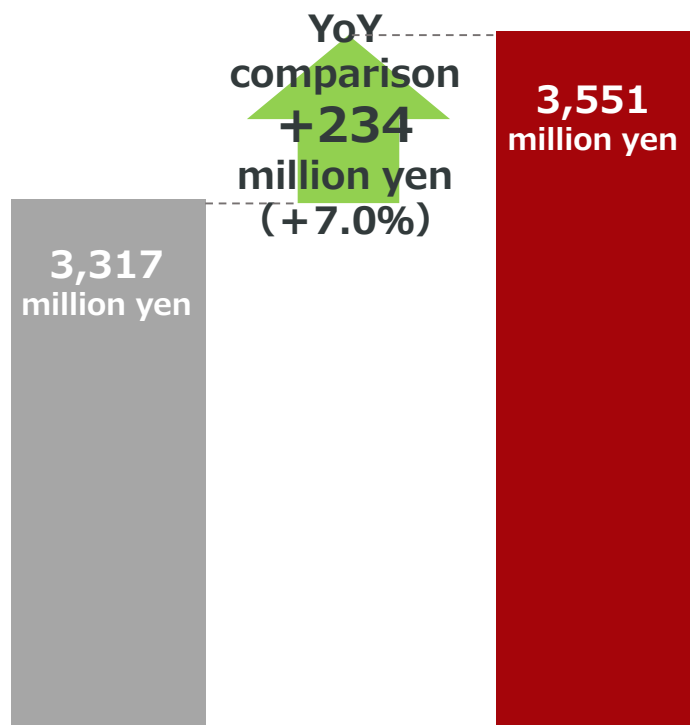
% = ratio by segment



# Net Sales and Operating Profit by Segment (Property Management Business)

- Net sales of the property management business **increased by 7.0% year on year** due to increase in the number of managed units and the maintaining of a high move-in ratio.
- Operating profit of the property management business **increased by 47.9% year on year** due to improved productivity and progress in debt collection.

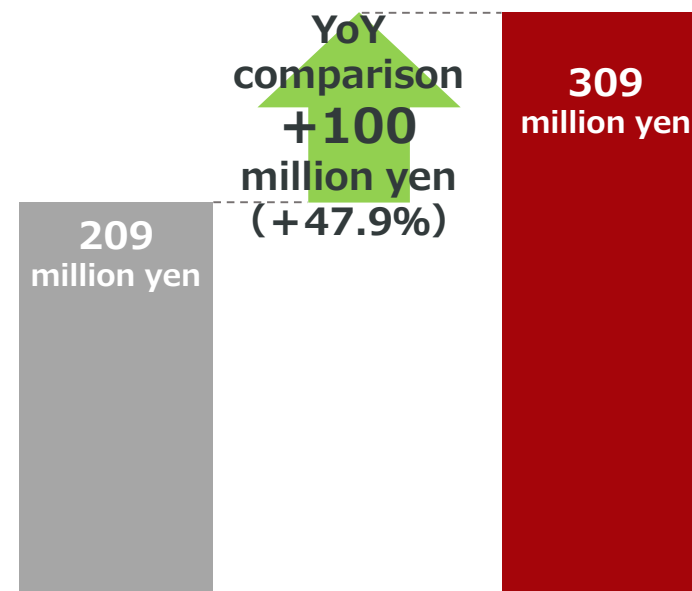
## Net Sales



Q1 of fiscal year  
ended June 2019

Q1 of fiscal year  
ending June 2020

## Operating Profit



Q1 of fiscal year  
ended June 2019

Q1 of fiscal year  
ending June 2020

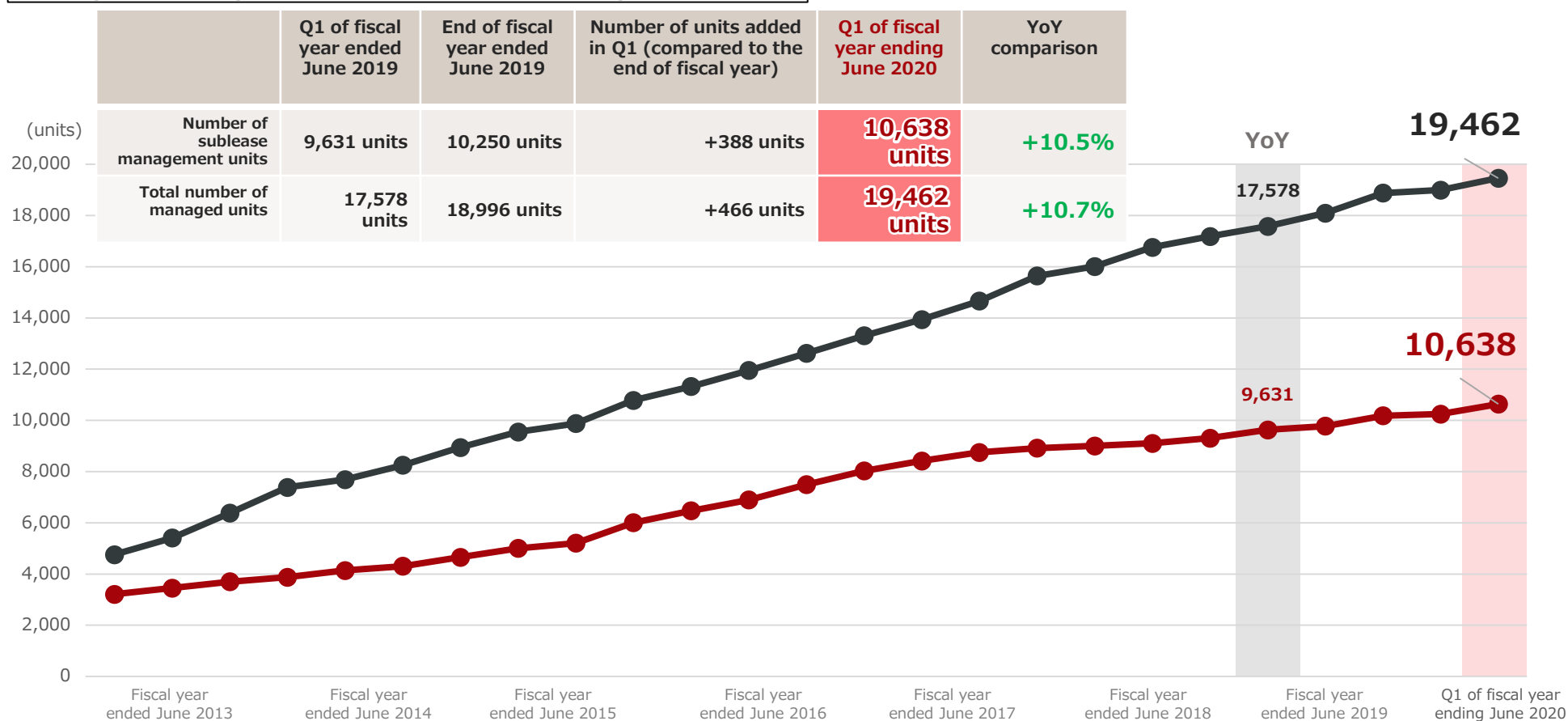
# Strength of Property Management Business: Steady Increase in the Number of Managed Units

Ambition has developed **the property management business as its core business** since **its foundation in September 2007**.

While real estate sales transactions have been affected by the macro economy, Ambition's property management business has grown steadily.

Since **property management is a stock business**, it can expect **stable revenue** based on **the increase in the number of managed units, regardless of economic situation**. Ambition will proactively expand the business while assessing property value appropriately going forward.

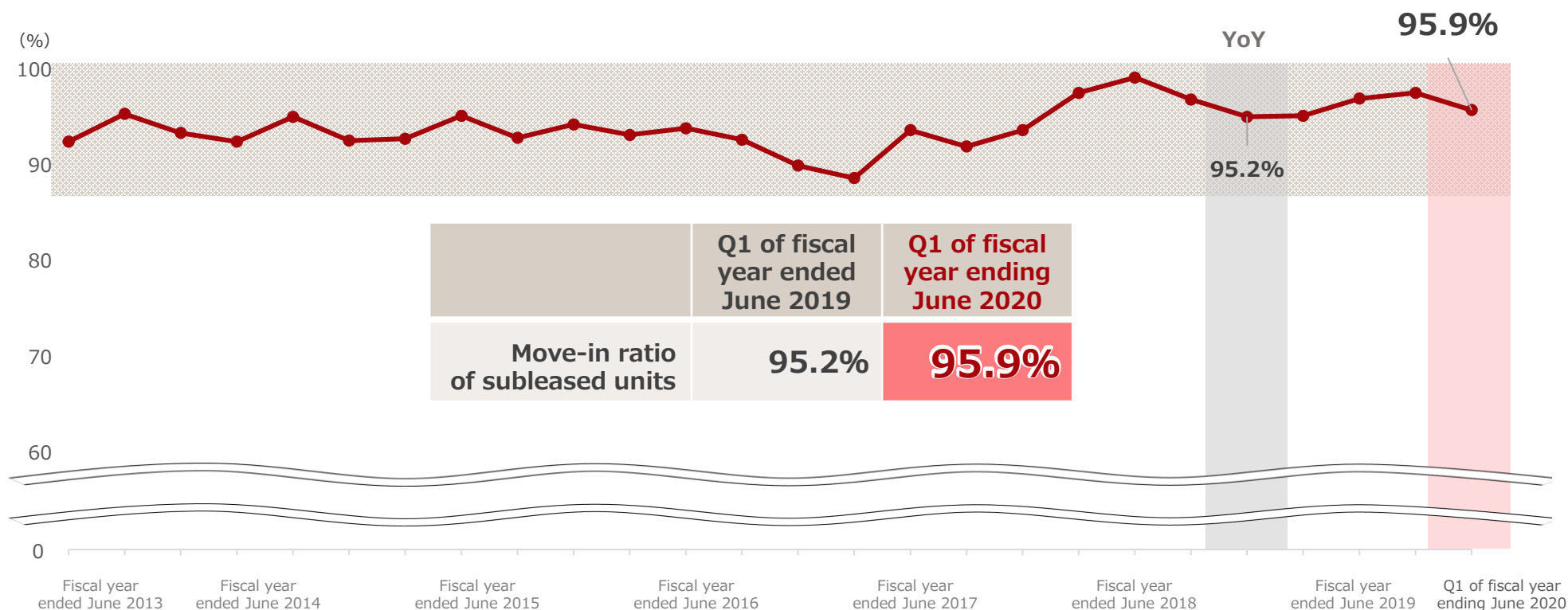
## Change in Managed Units and Sublease Management Units



# Strength of Property Management Business: Maintaining a High Move-in Ratio

Ambition maintains a **high move-in ratio for the industry** by owning several quality properties such as designer condominiums mainly in the 23 wards of Tokyo, which sees high demand, as well as by operating a rental brokerage business within the Group.

## Change in Move-in Ratio

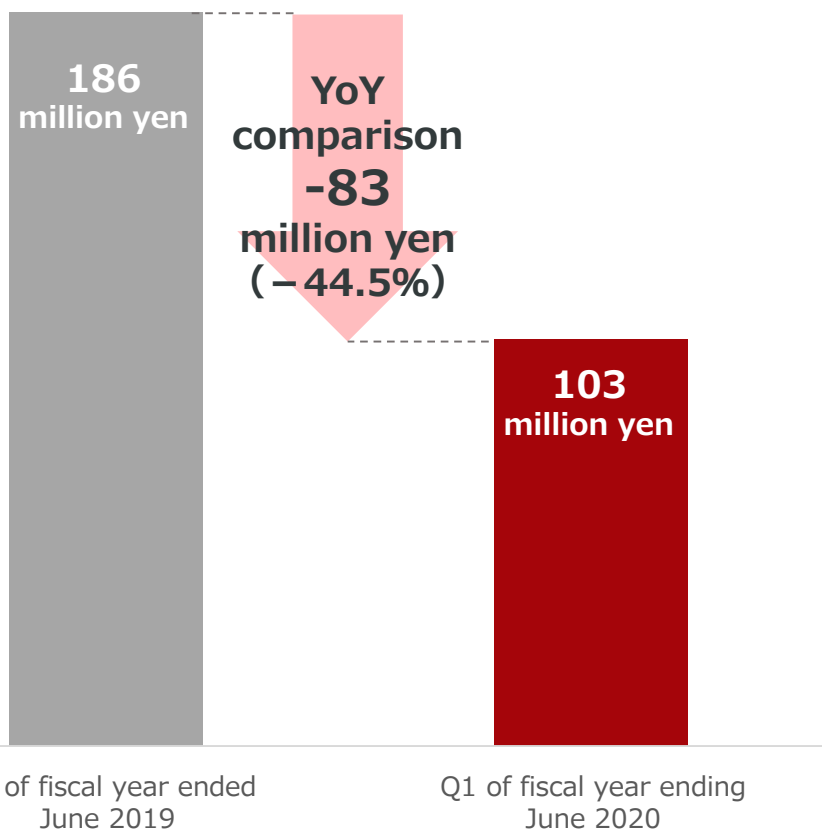




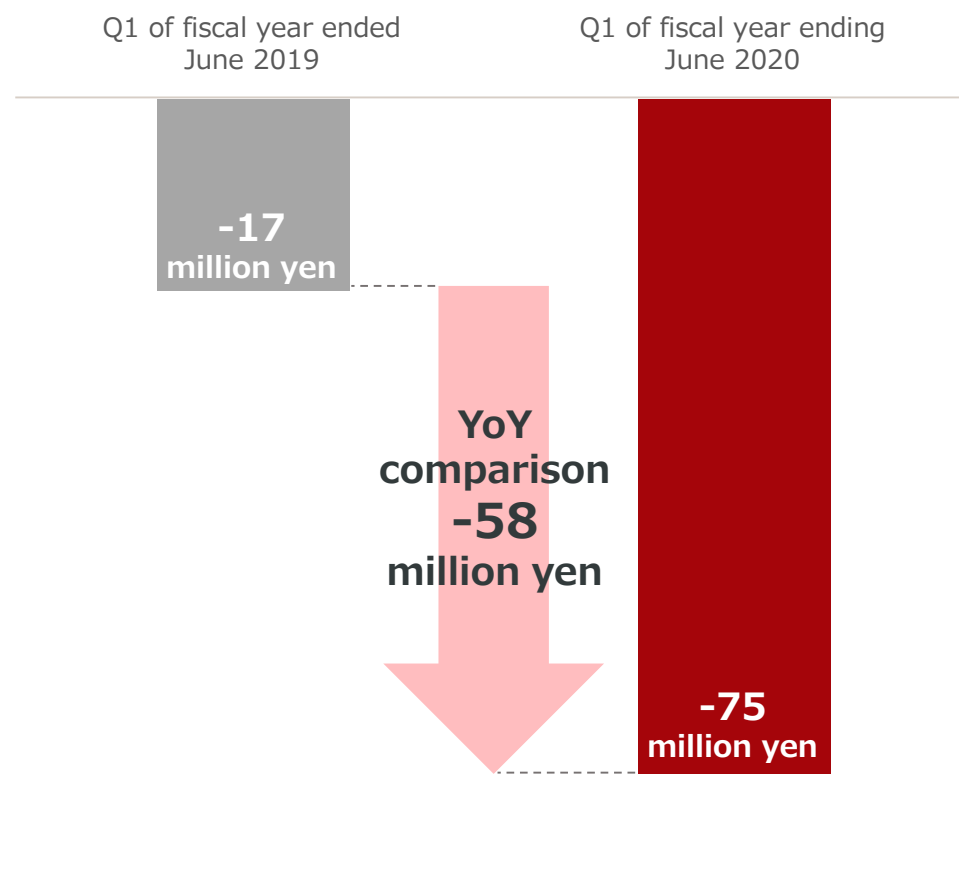
# Net Sales and Operating Profit by Segment (Rental Brokerage Business)

- Net sales of the rental brokerage business **decreased by 44.5% year on year** alongside strategic shop closures.
- Operating loss of the rental brokerage business **increased but within the scope planned**.

## Net Sales



## Operating Profit

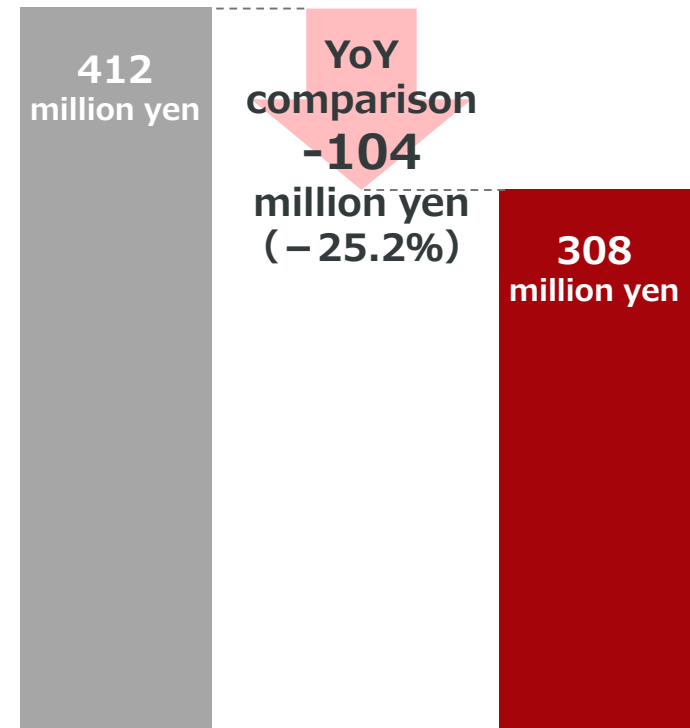
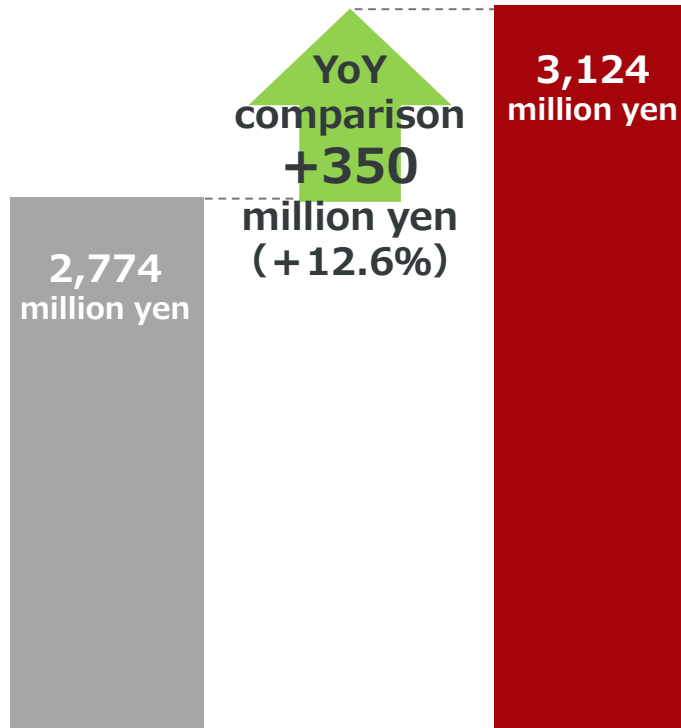


# Net Sales and Operating Profit by Segment (Investment Business)

- Net sales of the investment business **increased by 12.6% year on year** due to increase in number of sales.
- Operating profit of the investment business **decreased by 25.2% year on year** due to decrease in gross margin ratio as there was increase in sales of used properties rather than sales of properties developed by the Group.

## Net Sales

## Operating Profit



Q1 of fiscal year ended  
June 2019

Q1 of fiscal year ending  
June 2020

Q1 of fiscal year ended  
June 2019

Q1 of fiscal year ending  
June 2020

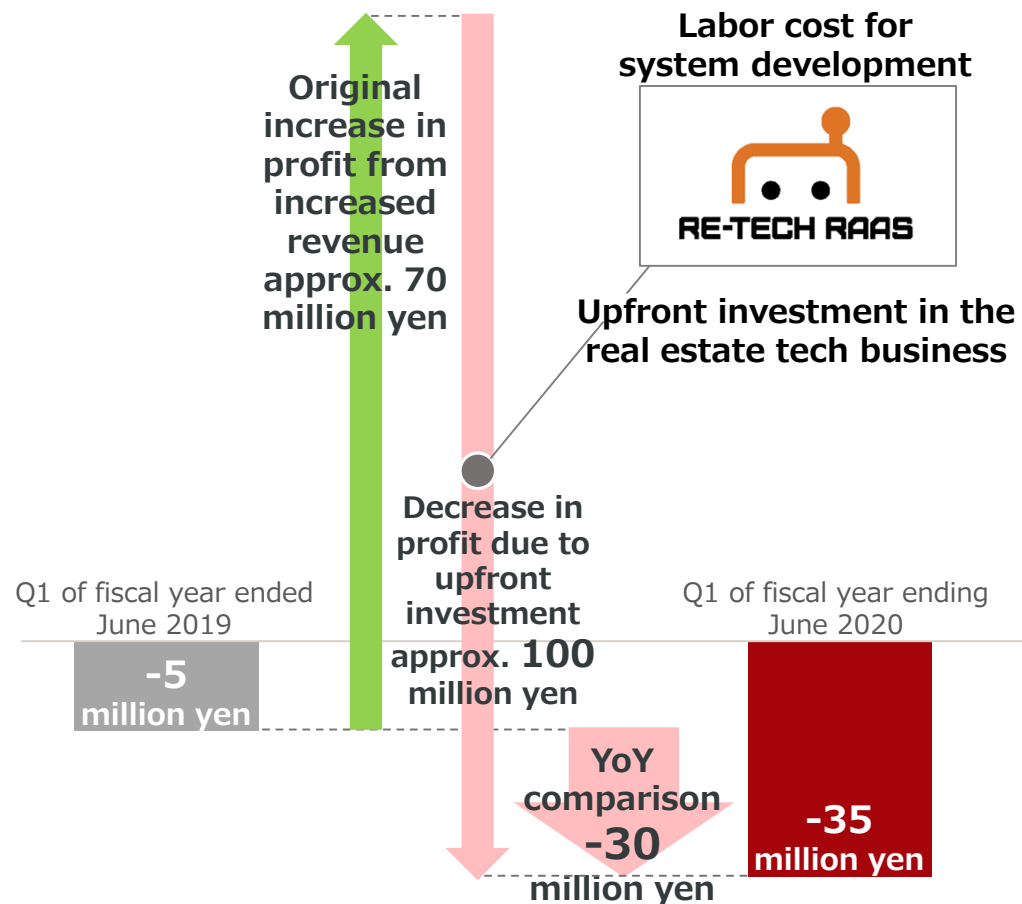
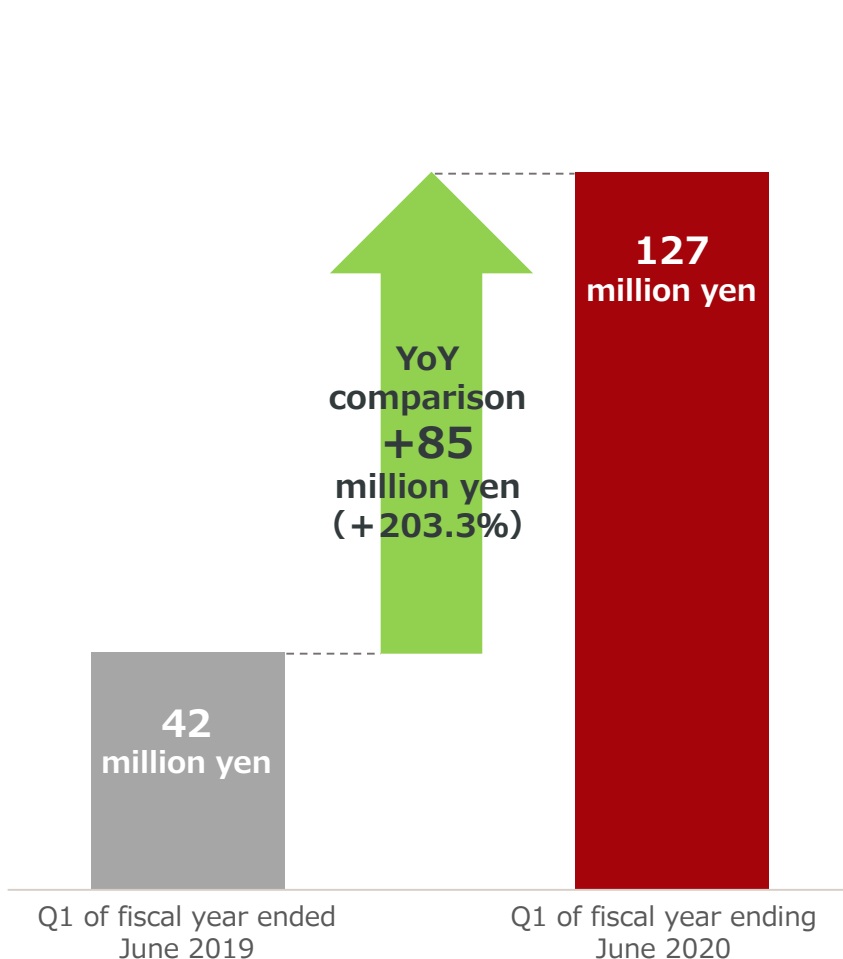
# Net Sales and Operating Profit by Segment

(Other Business: Real Estate Tech, Small Amounts and Short-Term Insurance Business and Overseas System Business)

- Net sales of the other business **increased significantly to threefold of that in the same period of the previous fiscal year** with new contracts for small amounts and short-term insurance.
- Operating loss of the other business **is increasing** due to the impact of **upfront investment in the RPA business (approximately 100 million yen)**.

## Net Sales

## Operating Profit



## Consolidated B/S Summary

(million yen)

	End of fiscal year ended June 2019	Q1 of fiscal year ending June 2020	YoY change
Current assets	9,807	<b>9,850</b>	<b>+43</b>
Non-current assets	3,840	<b>4,421</b>	<b>+581</b>
Deferred assets	10	<b>5</b>	<b>-5</b>
<b>Total assets</b>	<b>13,659</b>	<b>14,278</b>	<b>+618</b>
Current liabilities	4,222	<b>6,138</b>	<b>+1,915</b>
Non-current liabilities	6,834	<b>5,668</b>	<b>-1,166</b>
Net assets	2,602	<b>2,471</b>	<b>-130</b>
<b>Total of liabilities and net assets</b>	<b>13,659</b>	<b>14,278</b>	<b>+618</b>

03

Forecast for the Current Fiscal Year

# Consolidated Forecasts for Fiscal Year Ending June 2020 (First Half)

In the first half of the fiscal year ending June 2020, **proactive upfront investment centering on the RPA business** is being made following the fourth quarter of the previous fiscal year.

- Net sales for the first half are forecast to show an **increase of 7.1% year on year** due to steady growth of the **property management business**.
- Operating profit for the first half is forecast to **decrease 41.3% year on year** due to proactive upfront investment in the **RPA business, etc.**
- Profit is making quiet progress against the plan for the first half due to a reversal of 43 million yen of deferred tax assets and posting it as income taxes-deferred in the first quarter.

## Consolidated P/L Summary

(million yen)

	First half of fiscal year ended June 2019 (actual)	First half of fiscal year ending June 2020 (forecast) (Note)	YoY comparison	Rate of progress in Q1
Net sales	13,436	<b>14,389</b>	+7.1%	48.0%
Operating profit	557	<b>327</b>	-41.3%	49.2%
Ordinary profit	483	<b>248</b>	-48.7%	49.6%
Profit attributable to owners of parent	262	<b>143</b>	-45.4%	25.9%

(Note) Business forecasts and other forward-looking statements in this document are based on information currently available to Ambition as well as certain assumptions deemed to be rational, thus actual results may differ significantly due to various factors.

# Consolidated Forecasts for Fiscal Year Ending June 2020 (Full-Year)

In the current fiscal year ending June 2020, we will work on various new businesses important to the future growth of the Ambition Group.

To that end, we plan to conduct **proactive upfront investment of around 500 million yen (presently assumed amount) centering on the RPA business.**

- Net sales for the full year are forecast to show **a steady year-on-year increase of 5.5%** with a limited number of **new projects in the investment business.**
- Operating profit for the full year is forecast to achieve the **highest profit ever with a year-on-year increase of 3.3%, absorbing the cost of upfront investment.**

## Consolidated P/L Summary

(million yen)

	Fiscal year ended June 2019	Forecast for fiscal year ending June 2020 (Note)	YoY comparison
Net sales	29,636	<b>31,256</b>	+5.5%
Operating profit	1,594	<b>1,647</b>	+3.3%
Ordinary profit	1,433	<b>1,470</b>	+2.6%
Profit attributable to owners of parent	736	<b>929</b>	+26.1%

(Note) Business forecasts and other forward-looking statements in this document are based on information currently available to Ambition as well as certain assumptions deemed to be rational, thus actual results may differ significantly due to various factors.

We plan to continue with stable shareholder return going forward while conducting proactive upfront investment in growth areas.

## Consolidated payout ratio

Payout ratio: Targeting **20%** or more

Fiscal year ended  
June 2019

**25.0** yen per share

Payout ratio: **23.1%**



**Distribution amount to remain unchanged**

Fiscal year ending  
June 2020

**25.0** yen per share

Payout ratio: **18.3%**



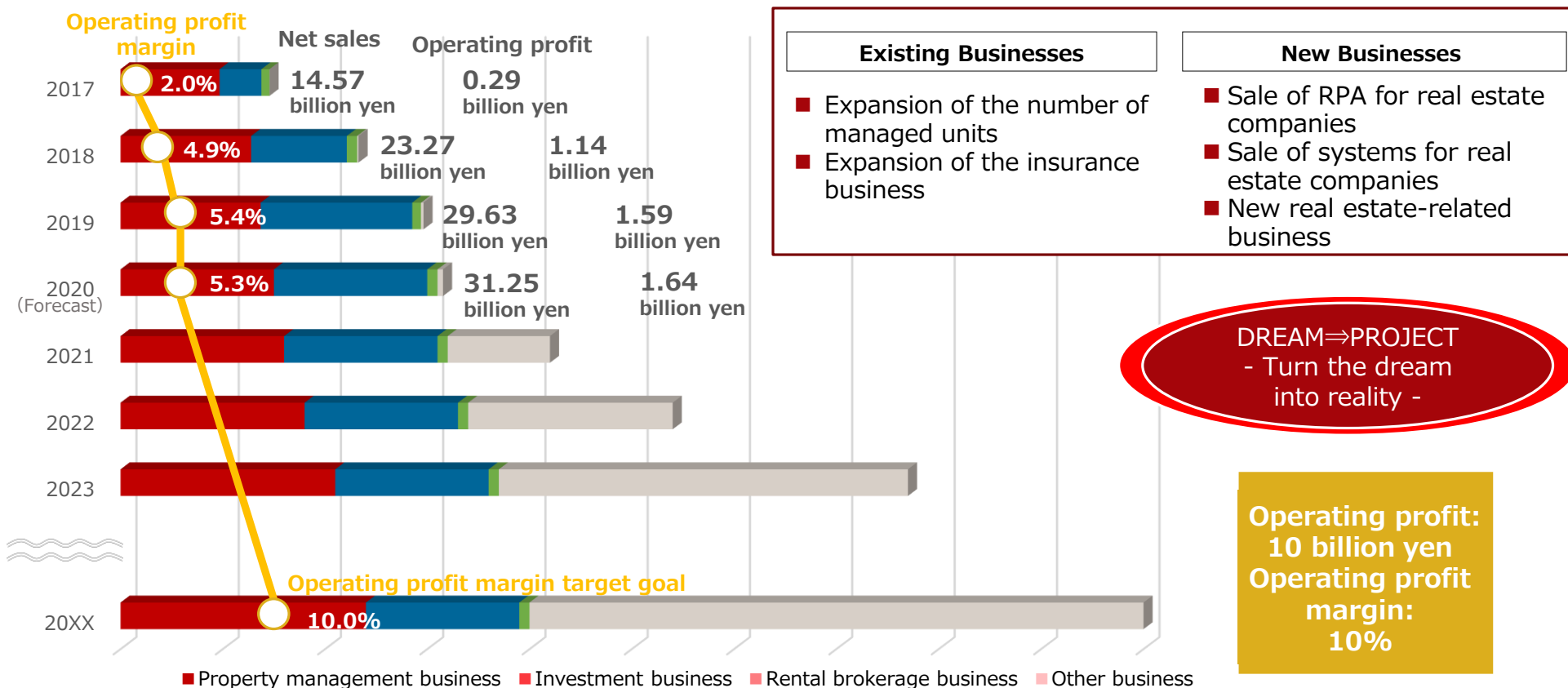
04

Mid-Term Goal "AMBITION PROJECT 100"

(Former) "AMBITION DREAM 100" with a medium- to long-term goal of achieving 100 billion yen in net sales

(New) Revised to: "AMBITION PROJECT 100" with a medium-term goal of achieving 10 billion yen in operating profit at an early stage

- Positioning the fiscal year ending June 2020 as the first year of the project, we seek dramatic growth in the next fiscal year onward through **proactive upfront investment centering on the highly profitable RPA business.**
- Over the medium term, we aim for **an early achievement of 10 billion yen in operating profit and an operating profit margin of 10%** through: Stable growth of the property management business, which is a stock business, as the main focus in our existing businesses + Rapid growth centering on the highly profitable RPA business among new businesses



05

## Property Management Business

## Stable increase in the number of managed units contributing to sales

The move-in ratio remained at the highest level in the industry with managed properties in the 23 wards of Tokyo seeing high demand.

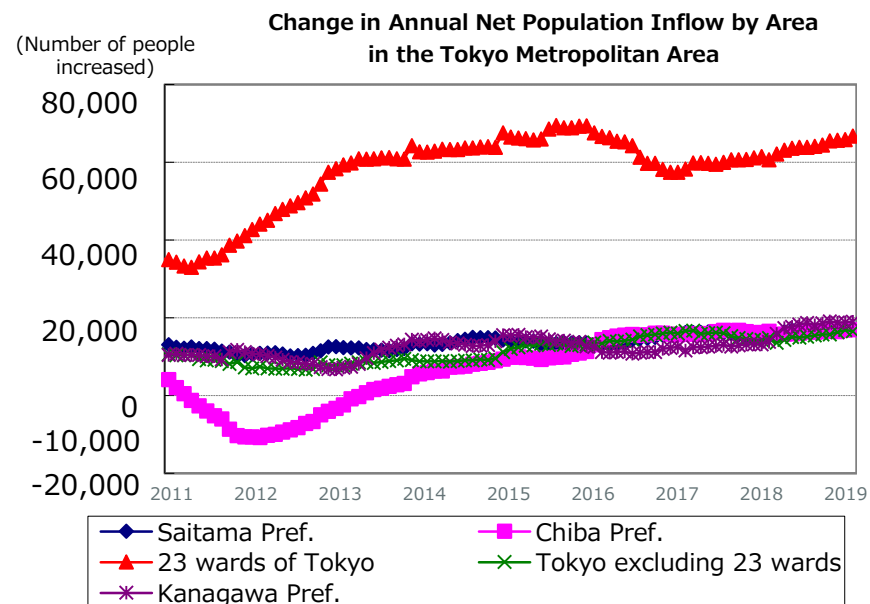
- Managed properties: Mainly quality condominiums such as designer condominiums
- Area: Concentrated in Tokyo (mainly in the 23 wards) + Kanagawa, Chiba and Saitama prefectures
- Target group: Mainly young demographic

	Q1 of fiscal year ended June 2019	End of fiscal year ended June 2019	Number of units added in Q1 (compared to the end of fiscal year)	Q1 of fiscal year ending June 2020	YoY comparison
Number of sublease management units	9,631 units	10,250 units	+388 units	10,638 units	+10.5%
Total number of managed units	17,578 units	18,996 units	+466 units	19,462 units	+10.7%

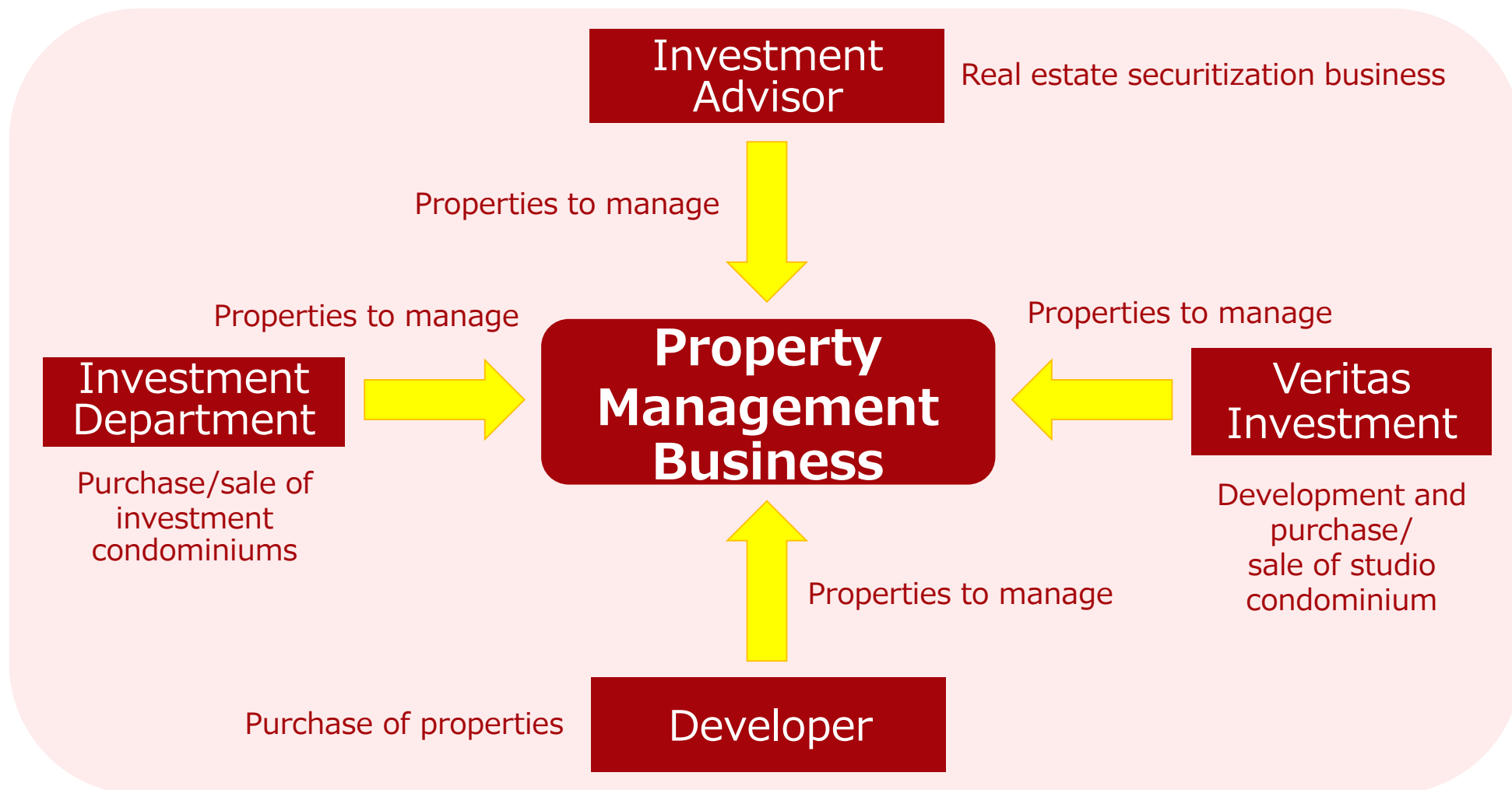
	Q1 of fiscal year ended June 2019	Q1 of fiscal year ending June 2020
Move-in ratio of subleased units	95.2%	95.9%

Backed by the upward trend of population inflow throughout the Tokyo metropolitan area, increase in the number of managed units and a higher move-in ratio can be expected going forward!

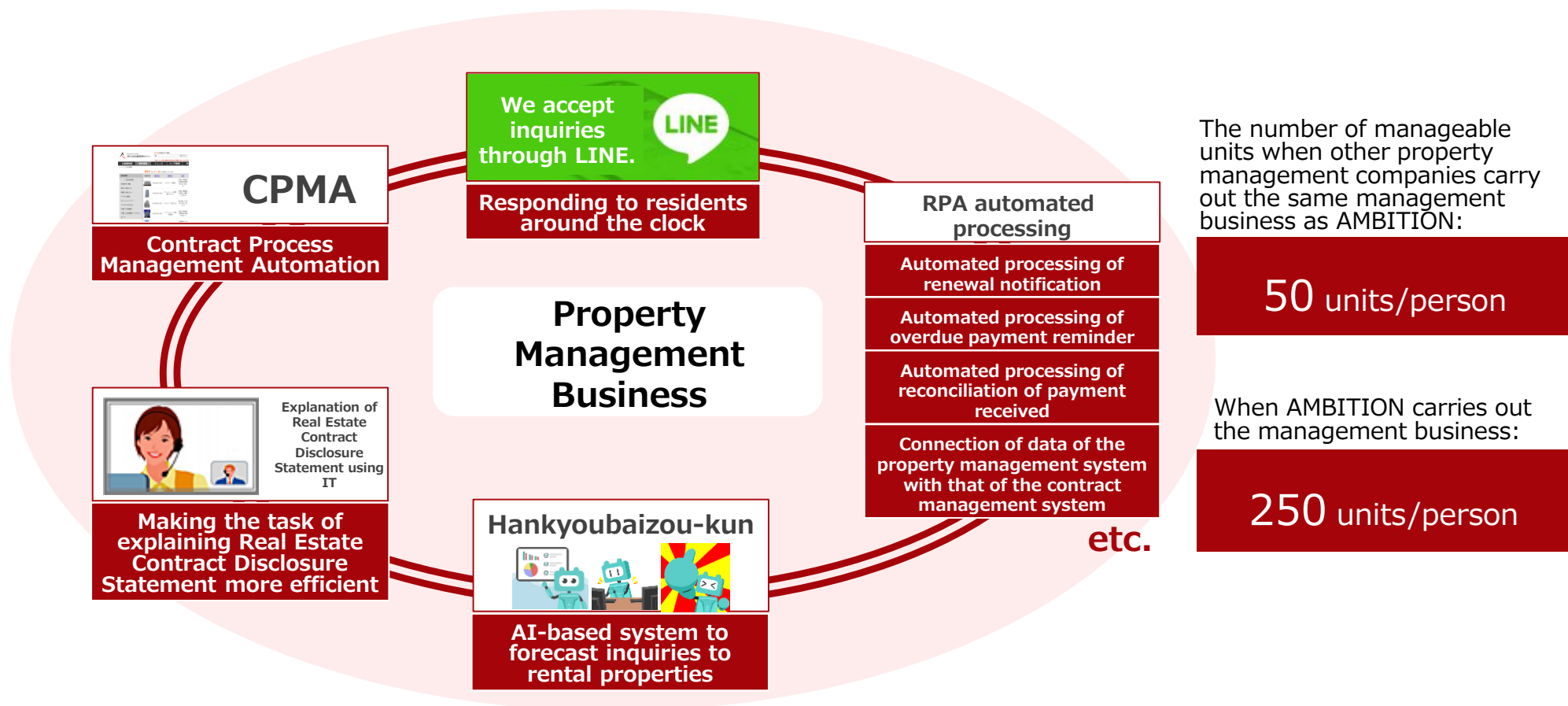
Significant net population inflow into central Tokyo from the peripheral areas continues. Frequent shortage of rental properties has contributed to the high occupancy rate. These trends are expected to continue going forward.



## Business scheme for stable acquisition of properties to self-manage



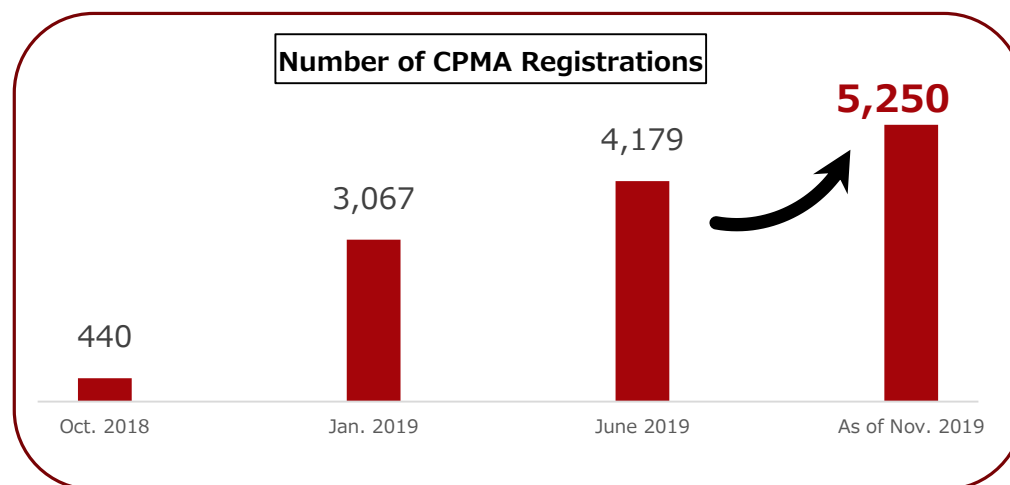
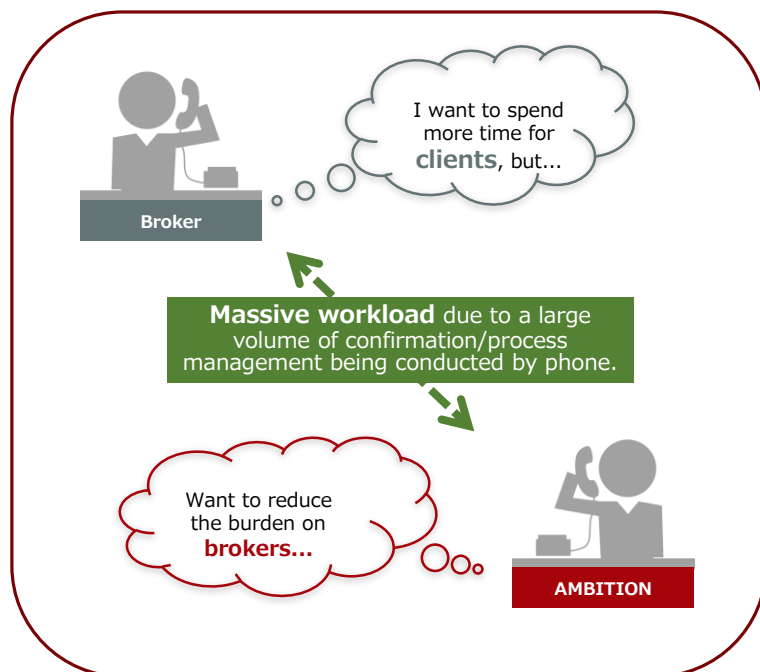
**Increasing efficiency** of the property management business to **500%** (compared to our conventional work efficiency) through introduction of technologies



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

In **October 2018**, Ambition 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 reform



The property management business strives to improve customer satisfaction by introducing a series of new services to **enhance customer convenience**.



Launch of smartphone payment  
(QR code payment)



In **June 2019**, we launched QR payment services for “PayPay” and “LINE Pay” to accommodate the needs for mobile payment which have been on the rise in recent years. With this, we intend to enhance the convenience of concluding lease agreements for customers.

*subslife*

Launch of Subslife service



In **June 2019**, we launched “subslife,” a furniture/home appliances subscription service for residents at rental properties handled by Ambition, renting out 38,000 pieces of furniture belonging to 41 brands.



An-Toku Relocation Service

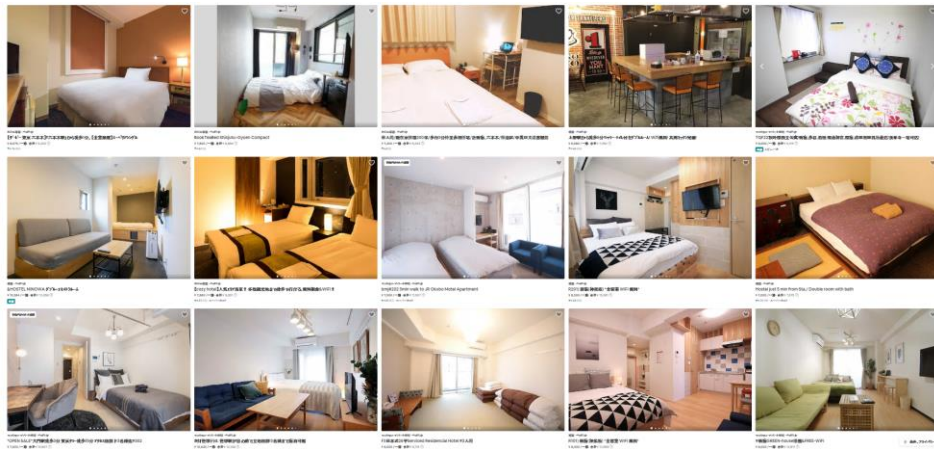


In **August 2019**, we launched a service which offers lower relocation charges by reducing items upon relocation through purchase of disused items that are found when packing.



## Focusing on the private lodging (*minpaku*) business with the increase in inbound tourists

Number of lodgers per night at **Airbnb** surpassed 4 million in Osaka and Tokyo, making the global top 10!



Guests can stay for 2 nights or longer in Ota Ward, which has been designated as a special *minpaku* ward.

- **C'est joli Ikegami**
- **HANEDA Bienvenue**

Two designer minpaku buildings are in operation and are well-received!

In addition, three **&AND HOSTEL** buildings are also in operation under the investment business!

### 『C'est joli IKEGAMI』

In **January 2019**, received “Guest Review Awards 2018” presented by “Booking.com TM,” the world’s largest online hotel reservation site.

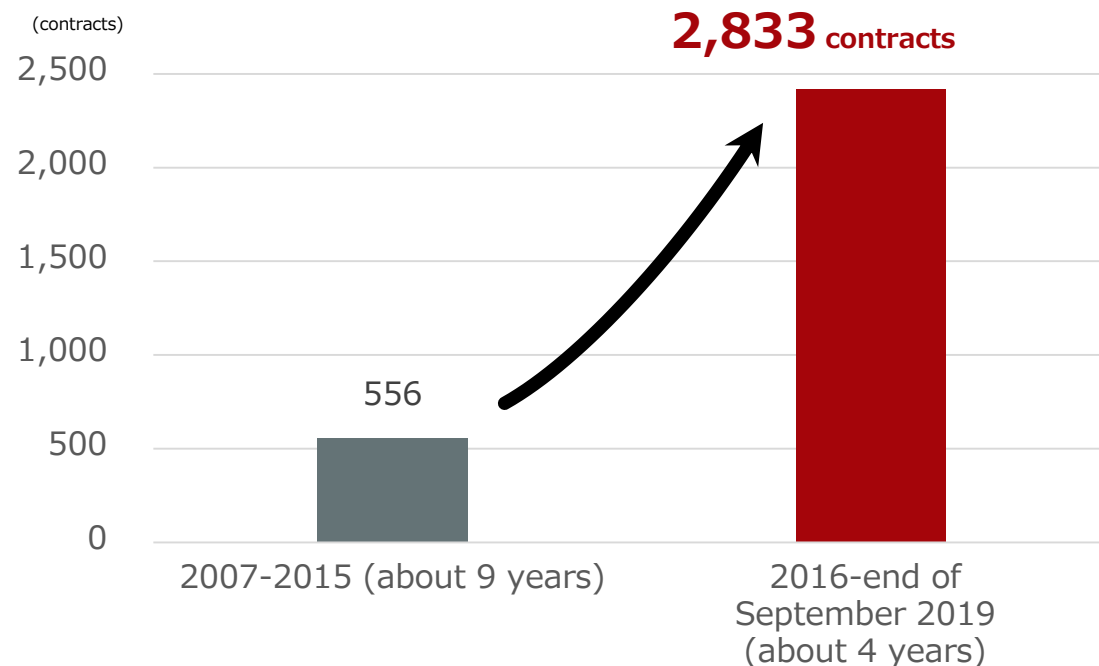
Received the award for the **second time** following the first in 2016



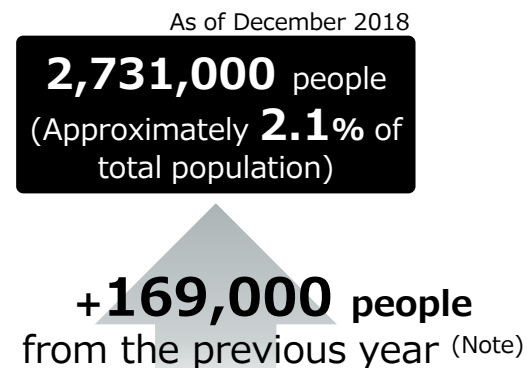
## Enhancing preparation of living environments for foreign workers eyeing the new visa system to come into effect in April 2019

- Foreign residents account for as much as 8.9% of residents in the 19,462 units managed by Ambition.
- The most recent cumulative number of contracts by foreign nationals totaled 2,833, a sharp increase of more than fivefold from 2015.

Number of Contracts by Foreign Nationals among Units Managed by AMBITION



Foreign Population in Japan



(Note) Survey by the Ministry of Justice

06

## Rental Brokerage Business

Ambition's Rental Brokerage Business finds rooms for customers.

We listen closely to the wants and concerns of customers when they visit our stores and introduce the ideal room. Some of our staff at VALOR will also approach property owners and acquire properties to be newly managed by us.



ROOMPIA Sagami Ono Branch



ROOMPIA Corporate Division

-Direct Brokering-  
The business is supported by eight ROOMPIA stores and six VALOR stores



VALOR Yokohama Okano Branch



VALOR Tsurumi Branch



VALOR Hiyoshi Branch



ROOMPIA Takadanobaba Branch



VALOR Kamiooka Store



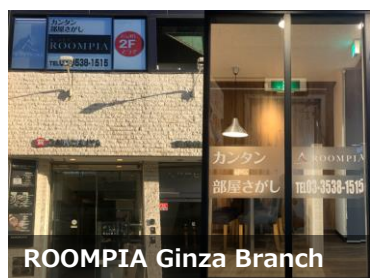
VALOR Futamatagawa Branch



ROOMPIA Nakameguro Branch



ROOMPIA Motoyawata Branch



ROOMPIA Ginza Branch



ROOMPIA Higashi-Omiya Branch



VALOR Yokohama Branch

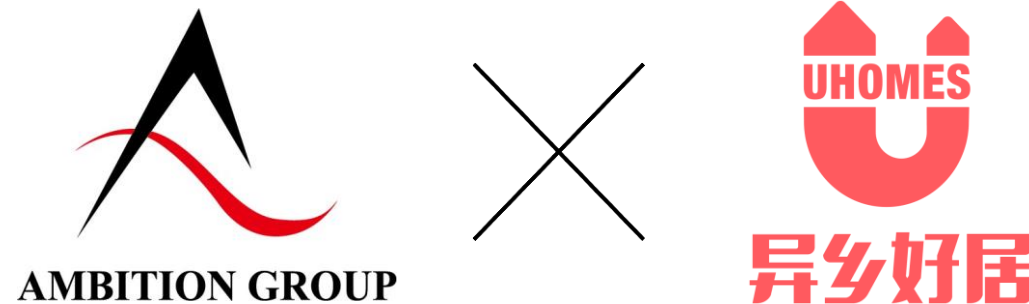


ROOMPIA Waseda Branch

(Note) Some of the store photos are extracts.



## Business partnership with “Uhomes,” a major leasing operator for students from China



In **August 2019**, Ambition Rent Co., Ltd., Ambition’s consolidated subsidiary, agreed with Uhouzz Network Technology Co., Ltd., a Chinese company involved in accommodation brokerage business for international students (brand name: Uhomes; hereinafter, referred to as “Uhomes”), to form a business partnership. (Note)

Uhomes is a leading Chinese company involved in accommodation brokerage business mainly for Chinese students studying abroad. It has provided safe and secure housing to a total of 80,000 Chinese students living abroad in the four years since its establishment.

Leveraging the opportunity provided through this partnership, Ambition Rent introduces properties to students studying in Japan based on Uhomes’ real estate information website for Chinese students studying abroad and concludes contracts.

(Note) Ambition Rent Co., Ltd. was established in July 2019 and is a spin-off company of the Student Division of Ambition ROOMPIA Co., Ltd.

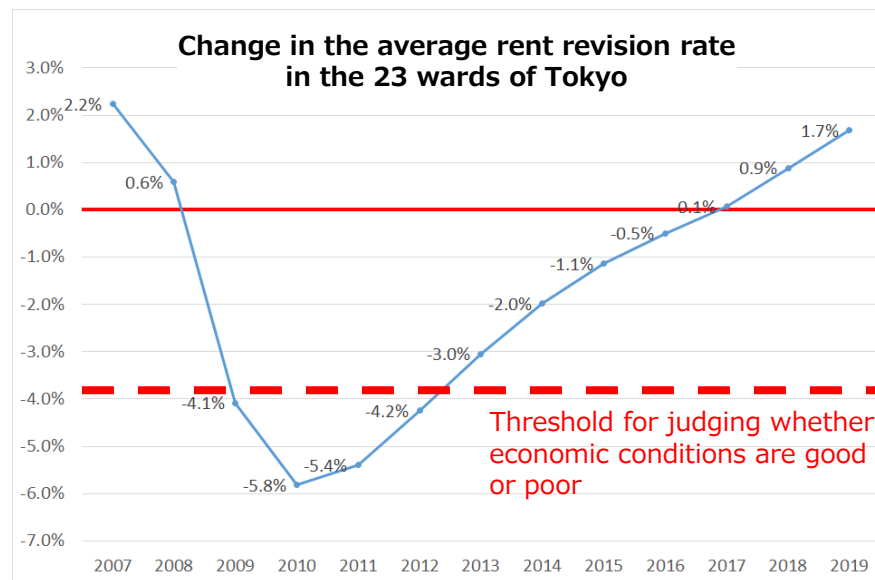
07

## Investment Business



## Favorable condominium sales by Veritas

**Supervision by a famous designer + Tokyo Premium Area =  
High occupancy rate x High rent = High return!**



The favorable sales of our subsidiary Veritas Investment's new designer condominiums for investment are contributing to progress in the investment business.

The most important thing in sales of studio condominiums for investment is to **minimize risk** for investors.

Veritas Investment has helped many investors avoid risks by realizing **"high rent x high occupancy rate = high return."**

## “NEWS” announced on November 7, 2019! “Launch of Sales for Two New Designer Condominiums for Investment”

Veritas Investment engaged in development of new designer condominiums for investment launched sales for “**PREMIUM CUBE Yoyogi-Uehara**” (Shibuya-ku, Tokyo; planned completion: late January; planned date of move-in: mid-February 2020) and “**PREMIUM CUBE Nishi-Ojima**” (Koto-ku, Tokyo; planned completion: mid-February 2020; planned date of move-in: late February 2020).

Among others, “PREMIUM CUBE Yoyogi-Uehara” will be applied with a well-established IoT system and is Veritas Investment’s **fourth** IoT property following “PREMIUM CUBE G Ichigaya Kouracho,” “PREMIUM CUBE Oimachi #mo” and “THE PREMIUM CUBE G Shiomi” for which sales have completed.

We plan to pursue synergy across the entire Ambition Group through continuous development of appealing properties in the **premium areas of the Tokyo metropolitan area.**

**VERITAS**  
INVESTMENT

Q1 of the fiscal year  
ending June 2020 (actual)

Net Sales

**3.17 billion yen**

Number of units  
where settlement  
completed

**93 units**



(Note) Images are renderings created based on engineering drawings and may differ from actual buildings.



## Promoting Business with &AND HOSTEL

In **August 2019**, we concluded a sublease agreement for &AND HOSTEL HOMMACHI EAST, a youth hostel that incorporates IoT.

We hope the hostel will become popular as a smart hotel connecting to the world along with &AND HOSTEL ASAKUSA and &AND HOSTEL KANDA, for which we have already concluded sublease agreements.



# & AND HOSTEL

**About the &AND HOSTEL Smart Hostel Brand**

&AND HOSTEL produced by the company 'and factory' is an experiential lodging facility which consolidates cutting-edge IoT devices in one place and provides an enjoyable near-future IoT space. It is a smart hostel to connect to the world, providing not only IoT experiences but also a place for encounters and gatherings of lodgers with vibrant communication only possible at hostels.

08

Other Business

# Creating the future of housing utilizing technology



Improving  
work  
efficiency

Effectively  
utilizing human  
resources

Enhancing  
customer  
convenience

Efficient work-  
style reform by  
utilizing RPA

## AI/RPA business

## Contracted RPA operation business



Establishment of a joint  
company,  
Re-Tech RaaS



Launch of  
"Hankyoubazou-kun"  
service



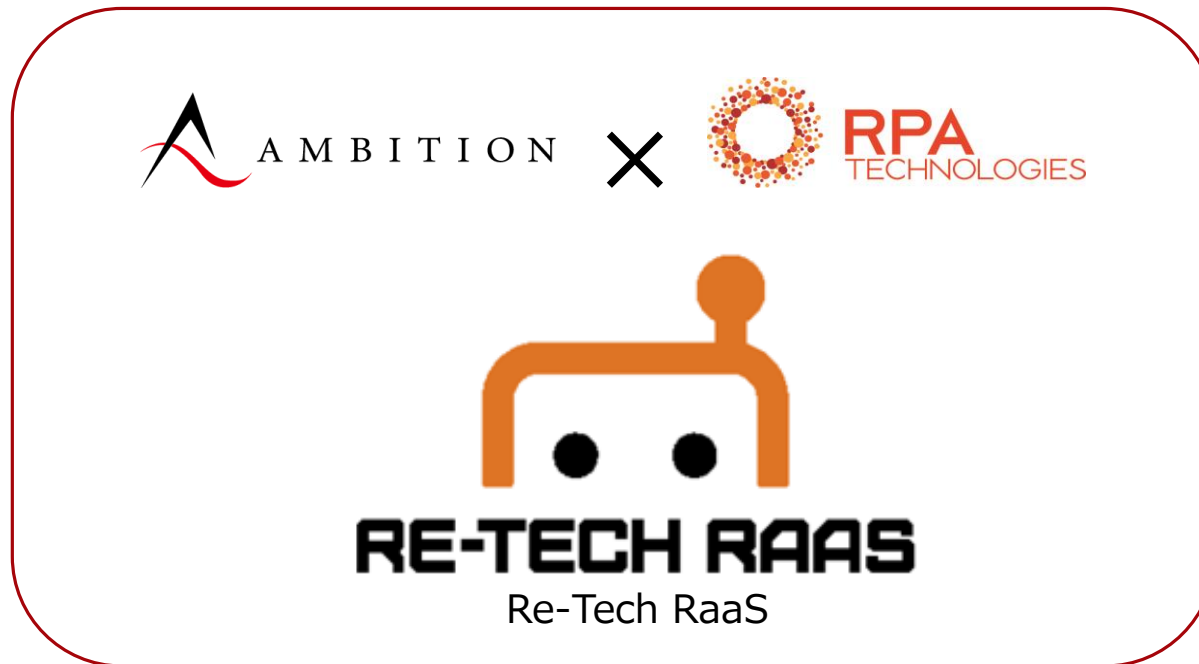
Explanation of Real Estate  
Contract Disclosure  
Statement using IT

RPA ReTech Lab



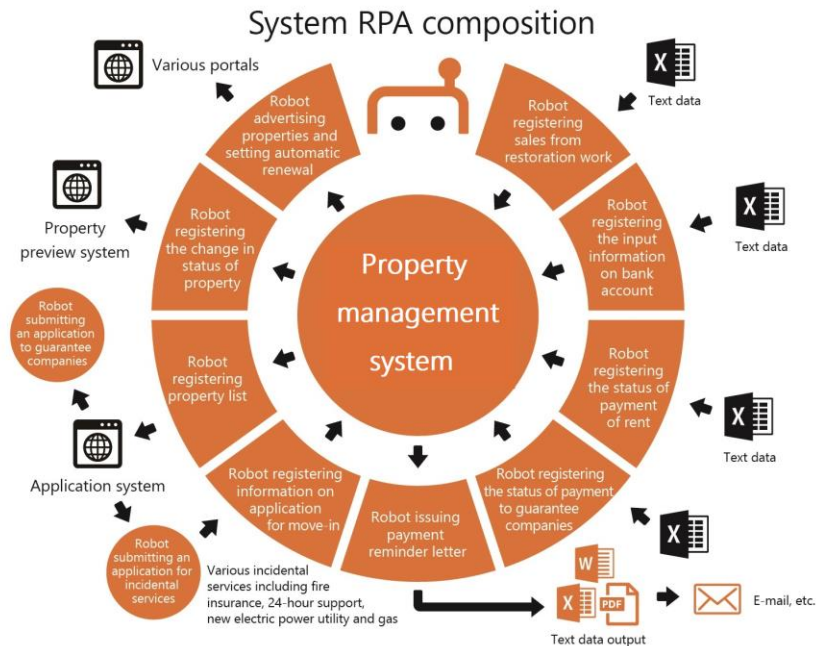
Launch of RPA  
operation entrusted  
from NTT DOCOMO

**Re-Tech RaaS Inc.**, a joint company of Ambition and RPA Technologies, was established in **July 2019** as a company to develop and sell RPA for real estate companies.





## Property Management System + RPA = Improved Work Efficiency!



The number of companies operating building lots and building transaction business in Japan is 124,430 (Note). About 95% of them have 10 or less employees.

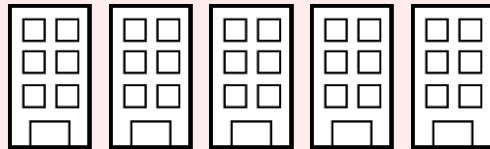
With shorter working hours required by the work-style reforms the Japanese government is promoting, the need for improving work efficiency is on the rise.

In order to accommodate such needs, we established Re-Tech RaaS together with RPA Technologies Inc., and will form a business partnership with a property management software company and sell RPA packages for improving work efficiency of real estate business operators.

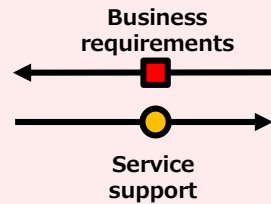
(Note) As of March 31, 2019; Announced by the Ministry of Land, Infrastructure, Transport and Tourism

## Re-Tech RaaS Business Model

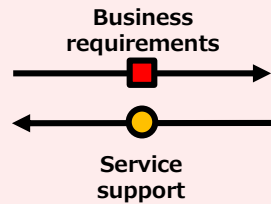
Business partnership with a property management system developer



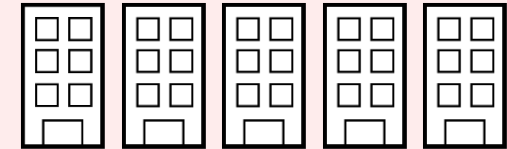
Expand sales channels by collaborating with various property management systems



User

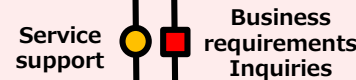


Sales agent

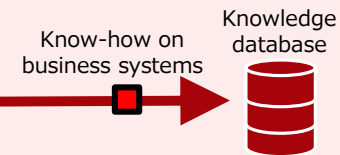


Expansion of sales channels by agents  
Expansion of areas subject to service provision

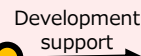
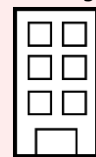
Accumulation of knowledge on RPA collaboration with various property management systems



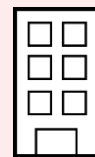
RE-TECH RAAS



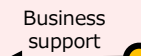
RPA Technologies



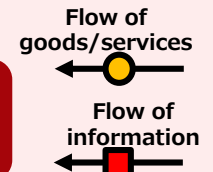
Support for RPA system development  
Provision of information on new RPA technologies



AMBITION

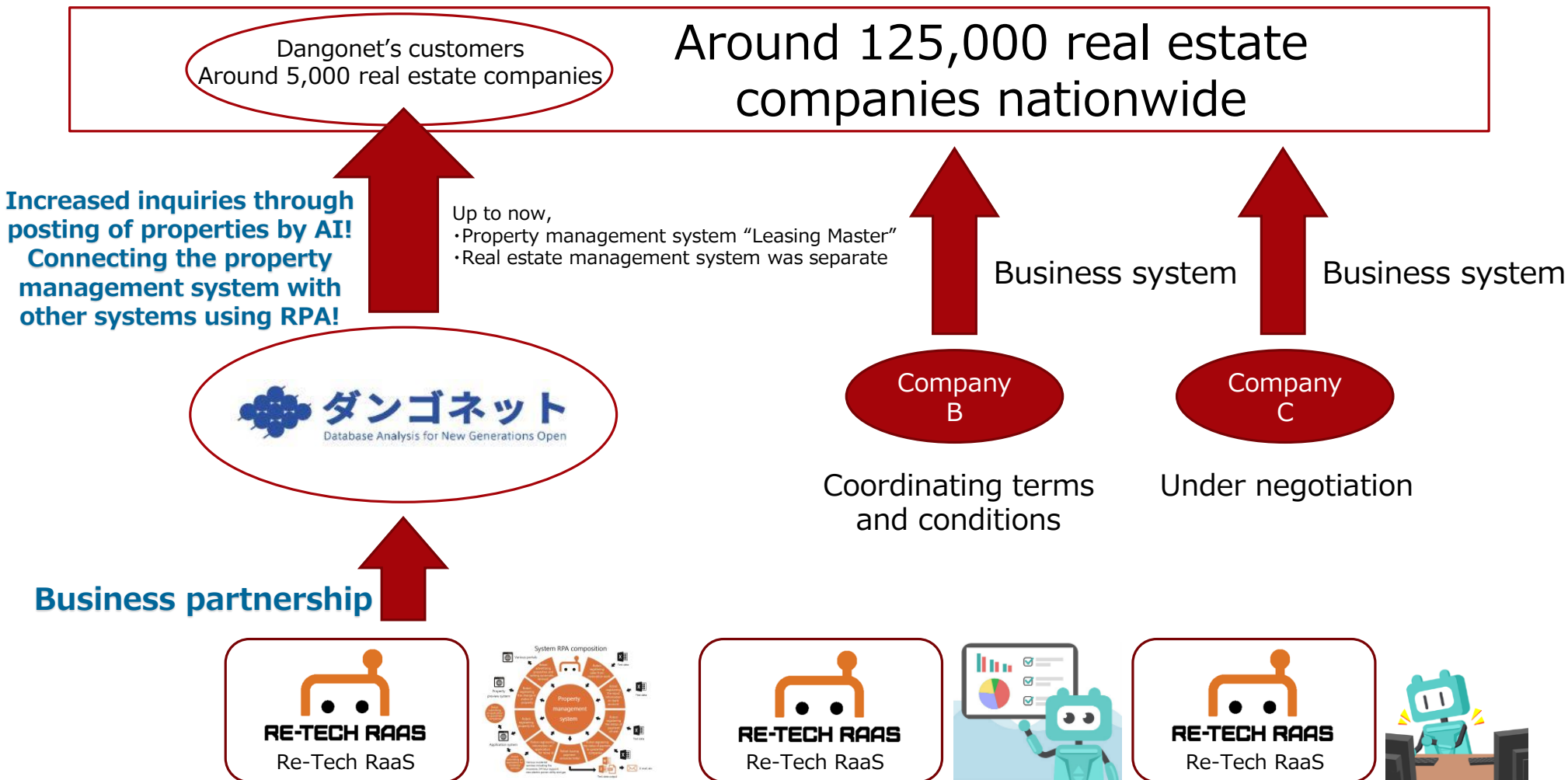


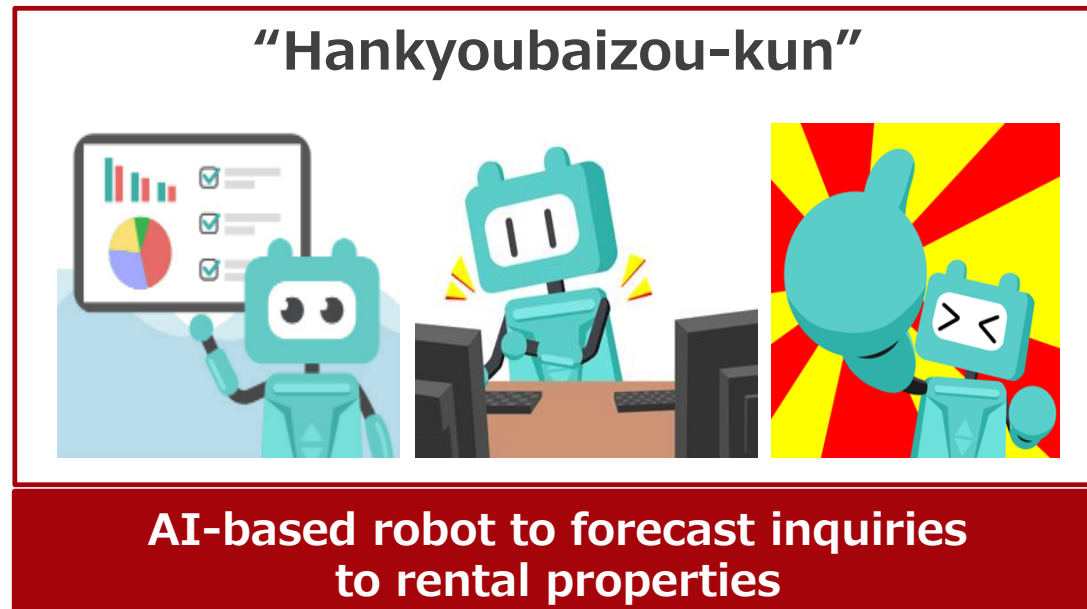
Business support by Ambition's SEs  
Support for customer support



## Announced on August 19, 2019! : Business Partnership with Dangonet Co., Ltd.

### We will be providing support to improve work efficiency in the real estate industry!





What is "Hankyoubaizou-kun"?

→ A robot that predicts "properties that customers want to rent," incorporating AI to analyze property information.

When "Hankyoubaizou-kun" is used...

Even if a part-time worker inputs property information instead of a shop manager, "more inquiries from customers" are received than when information is input by a manager.

"Hankyoubaizou-kun" is a robot that improves work efficiency and grasps customers' needs. Four companies are currently using "Hankyoubaizou-kun" on a trial basis.



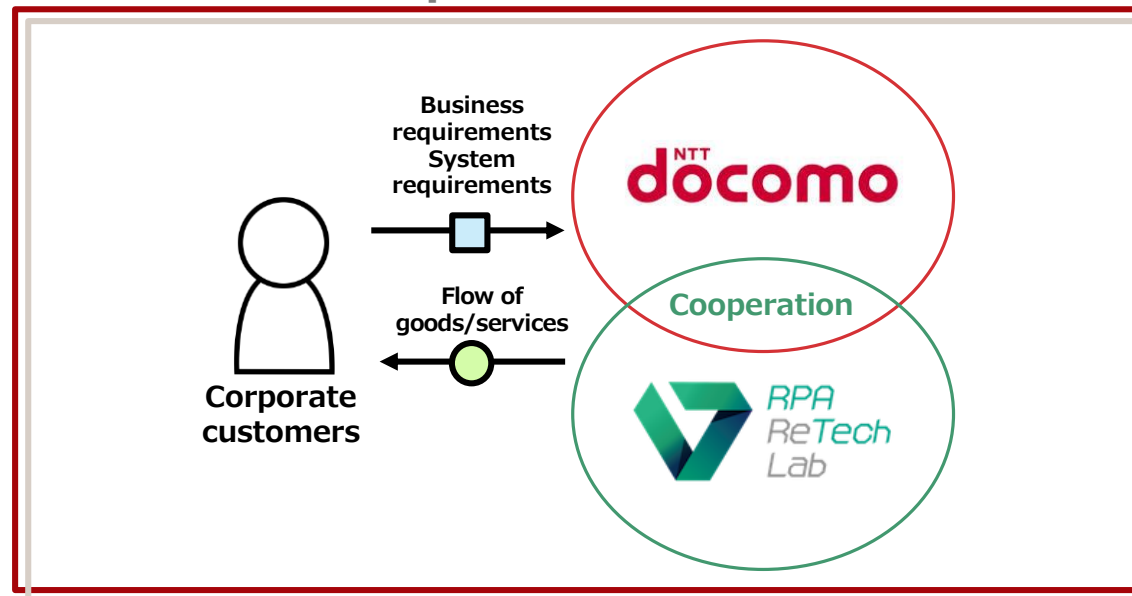
**“NEWS” announced on September 30, 2019!**

**“Launch of RPA Operation Entrusted from NTT DOCOMO”**

**Striving to improve corporate customers’ satisfaction through “Entrusted RPA Operation!”**

- RPA software “WinActor®” handled by **NTT DOCOMO** is a software-type robot that records PC operations, etc. on Windows devices as scenarios and automates PC operations. It is well received as a robot that enables even those without programming knowledge to automate and streamline operations. Recently, RPA Retech Lab concluded a business entrustment contract concerning scenario formation support for “WinActor®” with NTT DOCOMO Inc.
- **Going forward, we will support not only the real estate industry but each and every company through RPA by supporting their efforts to streamline and reduce workload from routine tasks.** We will support “work-style reform” enabling companies to allocate the time of their employees and staff to operations which humans are good at but RPA is not (instructing and managing RPA, enriching customer support operations, making plans toward new value creation, etc.)

**Entrusted with RPA operation business from NTT DOCOMO**

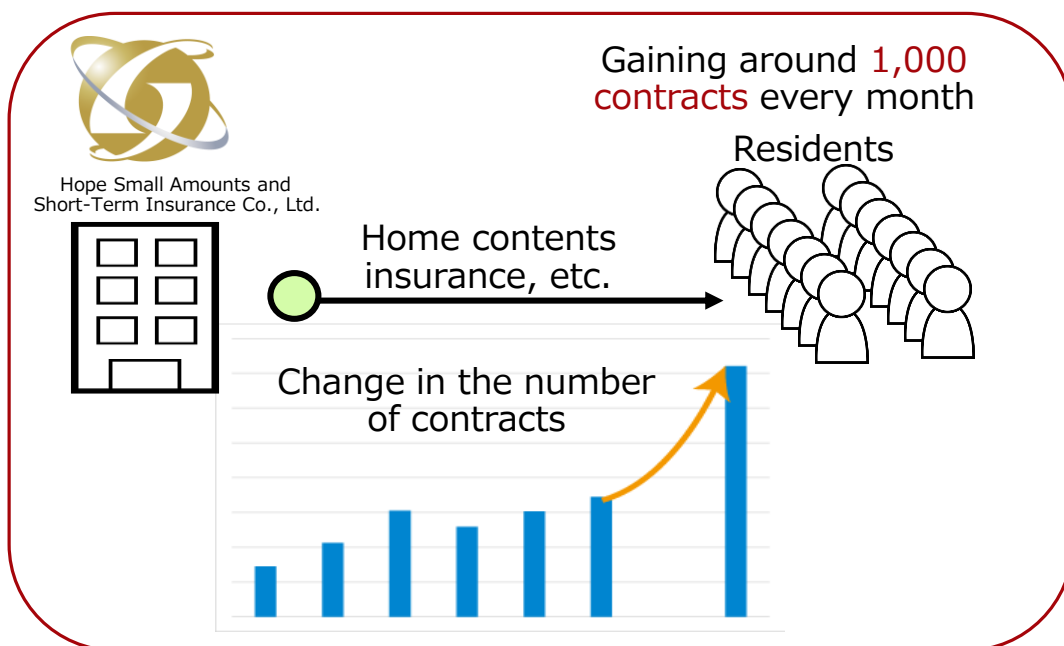


# Other: Small Amounts and Short-Term Insurance Business (Hope Small Amounts and Short-Term Insurance)



## [Key points]

- Around 1,000 new contracts every month
- The number of insurance contracts has risen in line with the increase in the number of units managed by Ambition
- **Plans to develop new products with better coverage to accommodate customer needs**



A small amounts and short-term insurance company is based on a new insurance style which started in April 2006. It is the third type of insurance company inaugurated following the life insurance company and non-life insurance company.

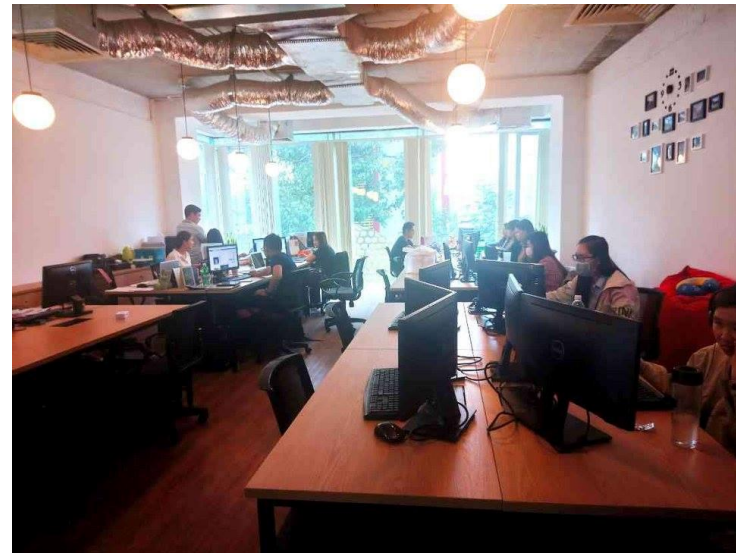
Since its establishment in **November 2016**, Hope Small Amounts and Short-Term Insurance Co., Ltd. has provided home contents insurance and liability insurance for residents of rental housing and other insurance to customers residing in properties managed/brokered by Ambition Group.

We have established **an affiliate in Vietnam** and rolled out **international businesses**.

<Major Businesses>

- BPO operation of Ambition Group (data entry service)
- Web system development outsourced from companies in Vietnam and Japanese venture firms
- Real estate purchase/sale and leasing brokerage services for foreigners in Vietnam

We engage in development and renovation not only for the real estate business but also for the creation of better life. With regard to the real estate business at Ambition Vietnam, we provide brokerage services centering on real estate leasing and purchase/sale by fusing internet technologies and Ambition's business.



09

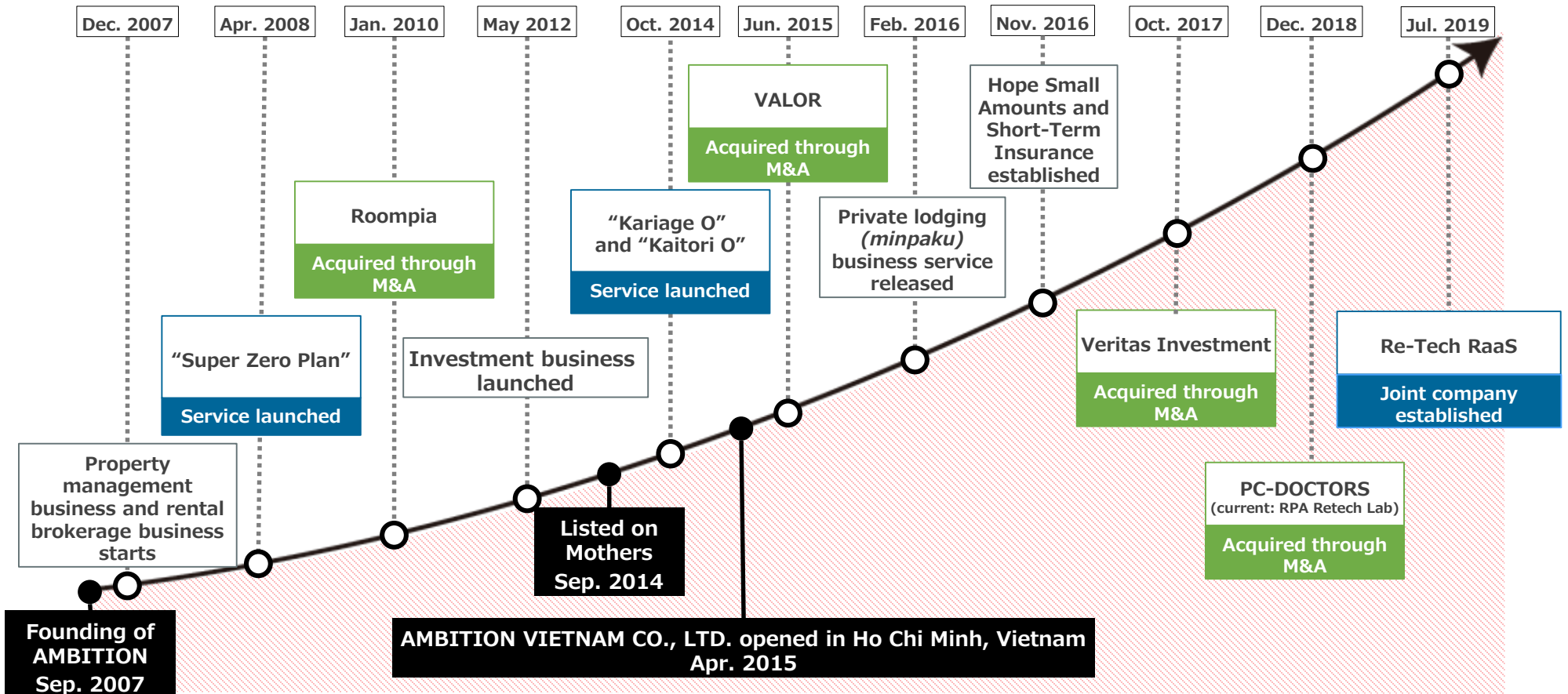
APPENDIX

# APPENDIX

<b>Company name</b>	<b>Ambition Corporation</b>
<b>Representative</b>	Takeshi Shimizu
<b>Established</b>	September 14, 2007
<b>Listed exchange</b>	Tokyo Stock Exchange (Mothers)
<b>Listing date</b>	September 19, 2014
<b>Capital</b>	379,780,200 yen
<b>Settlement period</b>	End of June each year
<b>Directors</b>	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.)
<b>License number</b>	Minister of Land, Infrastructure, Transport and Tourism (2) No. 8023
<b>Head office location</b>	Sumitomo Fudosan Harajuku Building 18F, 2-34-17, Jingumae, Shibuya-ku, Tokyo
<b>Department</b>	Property Management Department: Investment Department: Information Strategy Division / Leasing Brokerage Division Business Administration Department: Corporate Planning Office / Financial Affairs Division / Internal Audit Office
<b>Affiliated companies</b>	Ambition ROOMPIA Co., Ltd. Ambition Partner Co., Ltd. Ambition Rent Co., Ltd. VALOR Co., Ltd. Veritas Investment Co., Ltd. Hope Small Amounts and Short-Term Insurance Co., Ltd. VISION Co., Ltd. AMBITION VIETNAM CO., LTD. RPA Retech Lab Inc. Re-Tech RaaS Inc.
<b>Partner banks</b>	MUFG Bank, Resona Bank, Mizuho Bank, Sumitomo Mitsui Banking Corporation, ORIX Bank Corporation, Chiba Bank, etc.

<b>Company name</b>	<b>Ambition ROOMPIA Co., Ltd.</b>
<b>Representative</b>	Toru Oishi
<b>Directors</b>	Takumi Suzuki, Director; Masaaki Yamaguchi, Director; Fumiyoshi Ozeki, Auditor
<b>License number</b>	Minister of Land, Infrastructure, Transport and Tourism (3) No. 7560
<b>Head office location</b>	Sumitomo Fudosan Harajuku Building 18F, 2-34-17, Jingumae, Shibuya-ku, Tokyo
<b>Branches</b>	Corporate Division, Ginza Branch, Sagami-Ono Branch, Takadanobaba Branch, Naka-Meguro Branch, Higashi-Omiya Branch, Motoyawata Branch, Waseda Branch
<b>Company name</b>	<b>VALOR Co., Ltd.</b>
<b>Representative</b>	Naoto Tamura
<b>Directors</b>	Takumi Suzuki, Director; Kazuto Sato, Director; Fumiyoshi Ozeki, Auditor
<b>License number</b>	Kanagawa Prefectural Governor (4) No. 24651
<b>Head office location</b>	Nagaoka Building 3F, 2-1-22 Kitasaiwai, Nishi-ku, Yokohama, Kanagawa
<b>Branches</b>	Yokohama Branch, Hiyoshi Branch, Kamiooka Branch, Futamatagawa Branch, Tsurumi Branch, Yokohama Okano Branch
<b>Company name</b>	<b>VERITAS Investment Co., Ltd.</b>
<b>Representative</b>	Hideki Kawada
<b>Directors</b>	Tomohiko Maeda, Director; Yoshio Maruyama, Director; Takeshi Shimizu, Director; Takumi Suzuki, Director; Masaaki Yamaguchi, Director; Fumiyoshi Ozeki, Auditor
<b>License number</b>	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
<b>Head office location</b>	Shibuya Mark City West 19F, 1-12-1 Dogenzaka, Shibuya-ku, Tokyo
<b>Company name</b>	<b>Hope Small Amounts and Short-Term Insurance Co., Ltd.</b>
<b>Representative</b>	Ryohei Fukumoto
<b>Directors</b>	Takeshi Shimizu, Director; Takumi Suzuki, Director; Fumiyoshi Ozeki, Auditor
<b>Registered number</b>	Director-General of the Kanto Finance Bureau (small amounts and short-term insurance) No. 80
<b>Head office location</b>	Sumitomo Fudosan Harajuku Building 18F, 2-34-17, Jingumae, Shibuya-ku, Tokyo

# Trajectory of Expansion of Business and Services



This document has been prepared by Ambition Corporation (“Ambition”) solely for the purpose of providing information on Ambition and Ambition’s group companies (the “Group”) and such, and does not constitute an offer to solicit investment in the stock or other securities issued by Ambition in Japan or abroad.

Outlook, forecasts, plans, targets and other performance forecast and future outlook concerning Ambition and the Group described in this document are Ambition’s judgements based on information available as of the date of this document.

Forecasts include various uncertain factors and actual performance may differ significantly from these future outlook.



An aerial view of the Tokyo Tower, a prominent red lattice tower, dominating the left side of the frame. The tower's structure is intricate, with multiple levels and a glass-enclosed observation deck near the top. The background is a vast, hazy cityscape of Tokyo, with numerous high-rise buildings and residential structures. The sky is a warm, golden-orange color, suggesting a sunset or sunrise. The overall atmosphere is serene and panoramic.

END