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 $<sup>\</sup>ensuremath{^{*}}$  Figures are on a consolidated basis unless otherwise stated.



# I. Purpose & Vision



# Contributing to society through the global provision of real estate that can be owned with confidence as a valuable asset

This corporate philosophy defines the core objective of Good Com Asset's business activities.



The Good Com Asset Vision



## Market capitalization ranking of real estate companies in Japan

	Dec. 2001 (20 years ago)	Dec. 2011 (10 years ago)	Dec. 2021 (Current)	Dec. 2030 (9 years later)
1	Mitsubishi Estate Company, Limited	Mitsubishi Estate Company, Limited	Mitsui Fudosan Co., Ltd.	
2	Mitsui Fudosan Co., Ltd.	Mitsui Fudosan Co., Ltd.	Mitsubishi Estate Company, Limited	
3	Sumitomo Realty & Development Co., Ltd.	Sumitomo Realty & Development Co., Ltd.	Sumitomo Realty & Development Co., Ltd.	Good Com Asset Co.,Ltd.
4	GOLDCREST Co., Ltd.	Hulic Co., Ltd.	Open House Co., Ltd.	
5	DAIBIRU CORPORATION	AEON Mall Co., Ltd.	Hulic Co., Ltd.	
•			•	•
61			Good Com Asset Co.,Ltd.	•

Source: Researched by Good Com Asset

There have been only small changes in the market cap ranking of Japanese real estate companies during the past 20 years.

# Our goal is to become one of the highest ranking real estate companies based on market cap by the end of 2030.



Our goal is to become one of the highest ranking real estate companies based on market cap by the FY10/30 financial results announcement.

> Compound annual growth rate of more than 40%

**Net sales** ¥600 billion **Operating profit** ¥60 billion



FY10/19 FY10/20 FY10/21 FY10/22 FY10/23 FY10/24 FY10/25 FY10/26 FY10/27 FY10/28 FY10/29 FY10/30 FY10/18





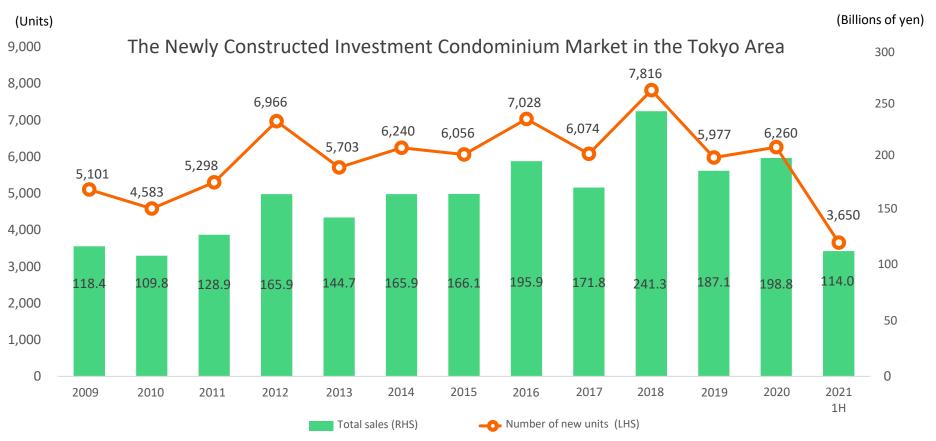








# 1,109 condominium units sold in FY10/21 and a 2020 market share of about 20% – Our goal is more growth in our market share



Source: Prepared by Good Com Asset based on data of Real Estate Economic Institute Co., Ltd., The trend of the Tokyo area investment condominium market



### Business portfolio: Transparency and distinctive well-balanced operations

#### Wholesale

Sell buildings to real estate management companies

Wholesale sales of properties to other real estate companies

\* Increase sales of buildings to real estate management companies
Start operations involving REITs

#### **Retail sales**

Sale of individual residences to individual investors in Japan and other countries

\* To increase efficiency of sales activities, establish branches for nationwide coverage in Japan

Enlarge sales channels to cover more customer segments

#### Real estate management

Rental property management (find tenants, etc.)

Building maintenance/management Guarantee for payment of rent

\* Increase activities to add new business partners in order to maintain 100% occupancy and raise the number of rent guarantee contracts

**Diverse sales channels** 

Recurring revenue businesses

New businesses

#### **Good Com Fund**

Uses real estate tech to sell real estate in small units

Contributes to the digital transformation of real estate

 Raise awareness of Good Com Fund and of this investment scheme

Increase sales of small units of funds and the use of e-transactions

#### IPO consulting, venture capital

IPO consulting for companies preparing for an exchange listing, investor relations and capital policy consulting for listed companies, and investments in companies with excellent prospects for an IPO

\* Strengthen internet activities and make venture capital investments to raise awareness of Good Com Asset



# II. FY10/21 Financial Summary

# FY10/21 Financial Summary



FY10/21 Results

Forecasts were increased and sales and earnings rose to all-time highs

Net sales: ¥34.2 billion Up 30.0% YoY

Operating profit: ¥3.4 billion Up 21.5% YoY

Wholesale

Significant increase in sales and earnings due to higher sales of buildings

Net sales: ¥26.1 billion Up 52.1% YoY

Operating profit: ¥3.1 billion Up 46.8% YoY

**Retail sales** 

Sales and earnings down as the pandemic delayed sales meetings

Net sales: ¥6.5 billion Down 17.3% YoY

Operating profit: Y(0.1) billion Down 166.7% YoY

Real estate management

Growth was due partly to the inclusion of a new subsidiary (Room Bank Insure)

Net sales: ¥1.5 billion Up 28.8% YoY

Operating profit: ¥0.5 billion Down 6.3% YoY

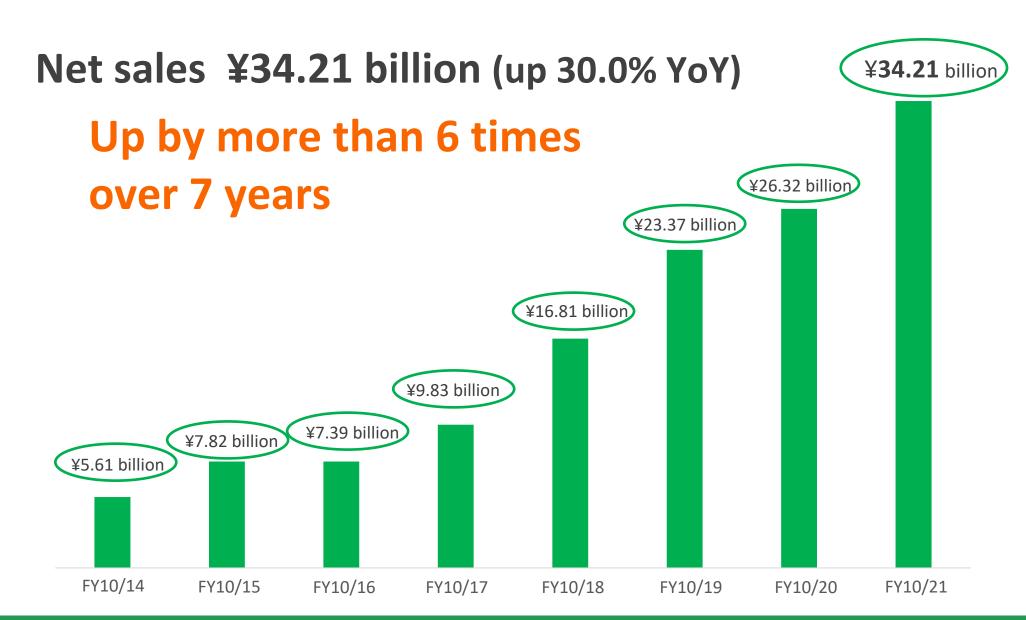
**Good Com Fund** 

No sales or earnings as activities for raising awareness of this business continued

Net sales: - - YoY

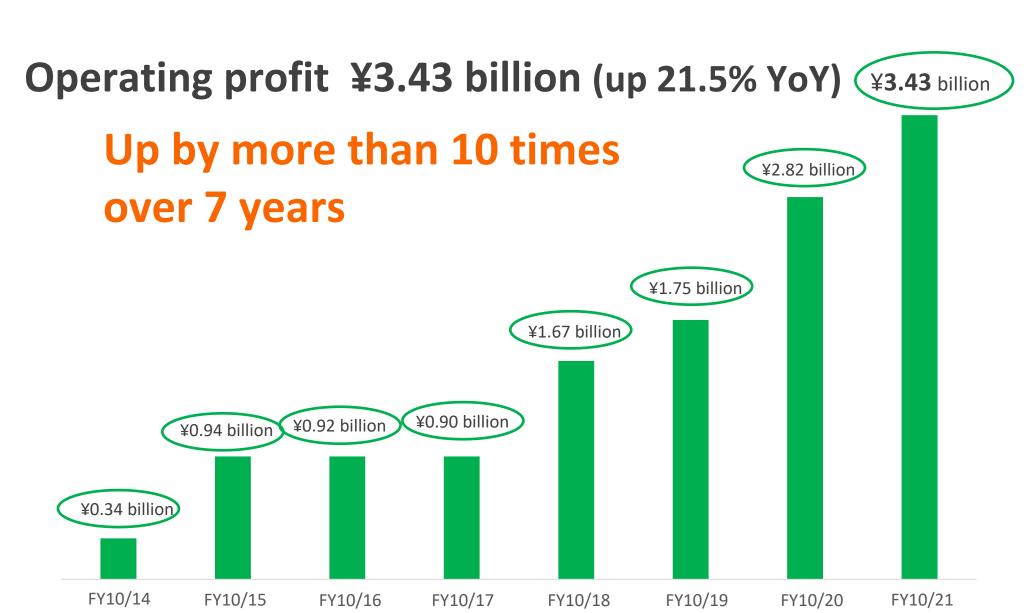
Operating profit: Y(0.0) billion - YoY





# **Record High Operating Profit**







# Sales and earnings increased to record highs

Millions of yen	FY10/20	FY10/21	YoY change	
Net sales	26,320	34,210	Up 30.0%	
SG&A expenses	1,960	2,670	Up 36.3%	
Operating profit	2,820	3,430	Up 21.5%	
Non-operating expenses	220	320	Up 47.8%	
Ordinary profit	2,640	3,160	Up 19.7%	
Extraordinary losses	-	180	-%	
Profit	1,820	1,960	Up 7.4%	



#### Reason for the increase in SG&A expenses

Increases in goodwill amortization, office leasing expenses, personnel expenses, and expenses for selling buildings



#### Reason for the increase in non-operating expenses

Increases in fees and interest due to loans to fund property acquisitions



#### **Reason for extraordinary losses**

Impairment losses on goodwill related to Room Bank Insure Co., Ltd.

# **Consolidated Balance Sheet**



# Higher condominium unit sales reduced debt and raised the equity ratio to more than 40%

Ia						
	Millions of yen	As of Oct. 31, 2020	As of Oct. 31, 2021	YoY change		
Current assets		24,930	19,650	(5,280)		
	Cash and deposits	6,590	7,970	(1,370)	R	eason for increase in advance payments to
	Advance payments to suppliers	800	1,070	270	SI	uppliers ocrease in deposit on purchases
	Inventories	17,290	10,360	(6,930)		leason for decrease in inventories Decrease in real estate for sale due to
Non-current assets		970	790	(180)	la	arger number of units sold
Total assets		25,910	20,440	(5,460)		
Liak	pilities	17,510	11,230	(6,280)		
	Interest-bearing debt	16,070	9,000	(7,070)	F	Reason for decrease in interest-bearing debt Repayment of loans because of the larger
Net	assets	8,390	9,200	810		number of units sold, while there was an ncrease in loans due to purchase of properties
Tota asse	I liabilities and net ets	25,910	20,440	(5,460)		
			i			
Equi	ity ratio	32.4%	45.0%	12.6pt		eason for changes in the equity ratio and debt ependence
-	endence on rest-bearing debt	62.0%	44.0%	(18.0)pt	D	ecrease in real estate for sale and loans because f an increase in the number of units sold

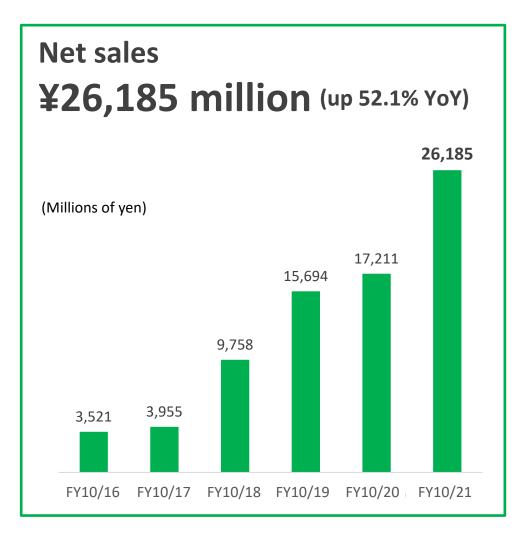
# Wholesale

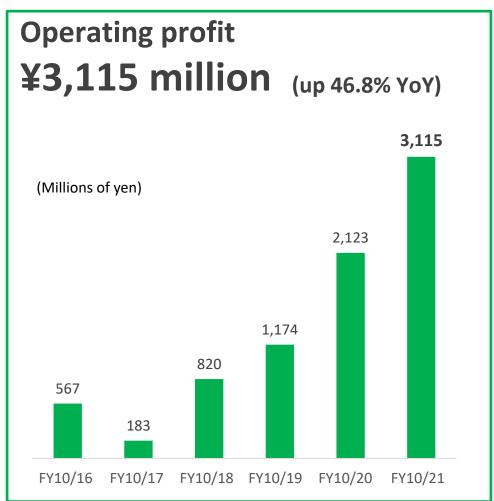


# Wholesale

### Wholesale







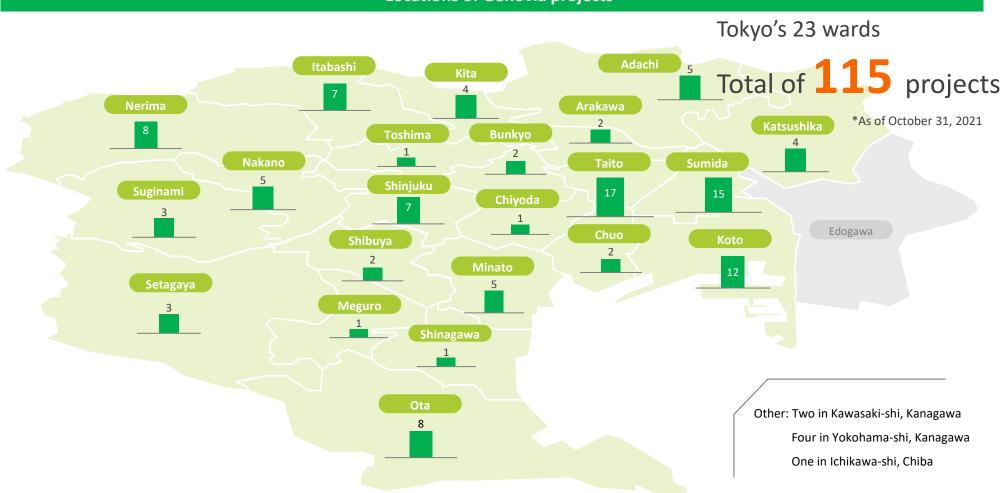
Significant increase in sales and earnings due to higher sales of buildings

# **Locations of Genovia Projects**



# Tokyo 23-ward property purchases and sales, mainly within a 10-minute walk of a train station

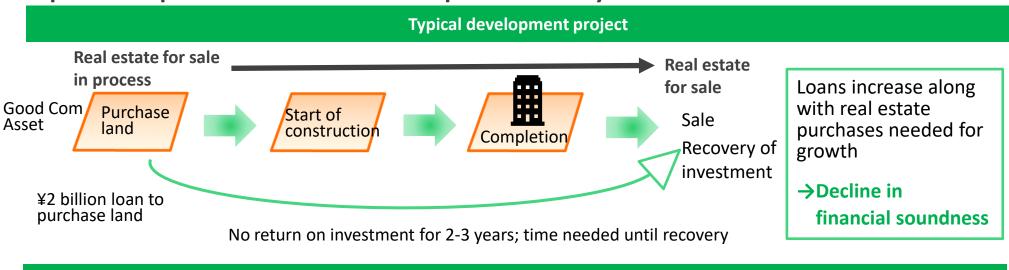
#### **Locations of Genovia projects**

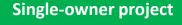


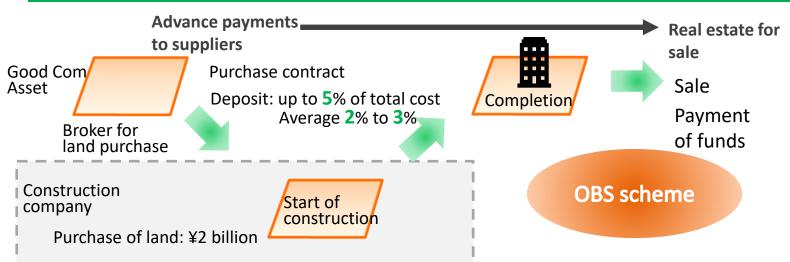
# **Purchases** Off-balance Sheet (OBS) Scheme for Purchases



Purchasing properties using our distinctive off-balance sheet scheme reduces up-front expenses and increases capital efficiency







Properties can be acquired with only a deposit; no loan is needed

- → Maintains financial soundness
- →Speeds up the procurement of property

### **Condominiums** The Good Com Genovia Series of Condominiums



#### Branding defined by area, consistency and greenery along with a large selection of properties

#### Areas with high occupancy rates

Most properties are in Tokyo's 23 wards in locations within a 10minute walk to a train station, which are areas where demand for rental housing is high.

(Good Com Asset does not purchase existing condominium buildings)

#### Consistent design themes for high asset value

GENOVIA Nerima Takanodai skyrun



GENOVIA Shinjuku Waseda green veil



GENOVIA Tabata III skygarden





#### **Environmentally responsible "green" designs**

GENOVIA Higashi-Nihombashi Ekimae green veil





- A wall of vegetation on the first floor ("green veil" brand)
- Rooftop greenery ("skygarden" brand)
- A dog run on the roof ("skyrun" brand)

- All properties have similar exteriors, entrances, entrance halls and other features
- The consistency of Genovia building designs makes it easier to attract repeat buyers and use the same construction companies
- 77.8% of projects used a construction company for at least the second time and 29.2% of buyers had purchased a Good Com condominium before
- \* Performance in FY10/21

#### A large selection of properties

- Buildings have 1K, 1LDK and 2LDK configurations
- Leased area is 20m<sup>2</sup> to 60m<sup>2</sup>
- Prices are between about ¥20 million and ¥50 million
- \* Good Com Asset can create proposals that match the characteristics of assets and other requirements

All Genovia series condominium units are sold as investments

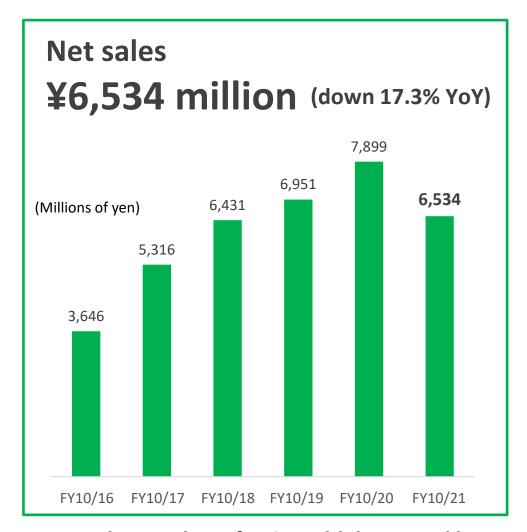
# **Retail Sales**

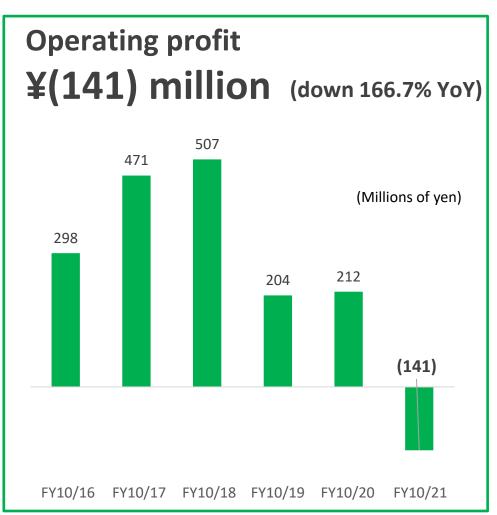


# **Retail Sales**

### **Retail Sales**





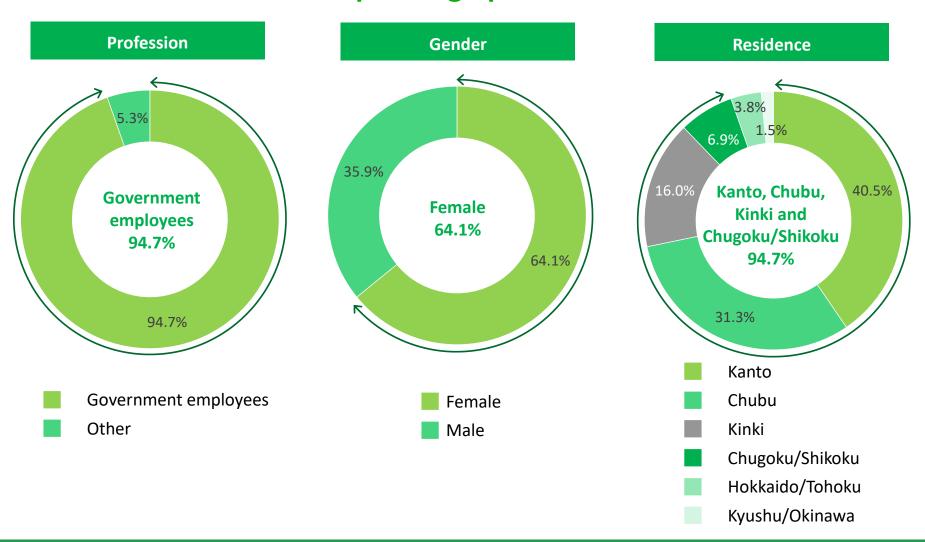


The number of units sold decreased because the state of emergency restricted sales activities. Sales activities then recovered due to the end of the state of emergency, the start of electronic investment loan contracts and other reasons.

# **Retail Sales** Customer Attributes (1)



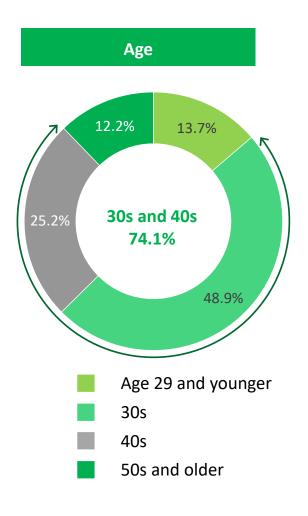
# Government employees are the main customer segment, male customers are increasing, expanding operations to all areas of Japan

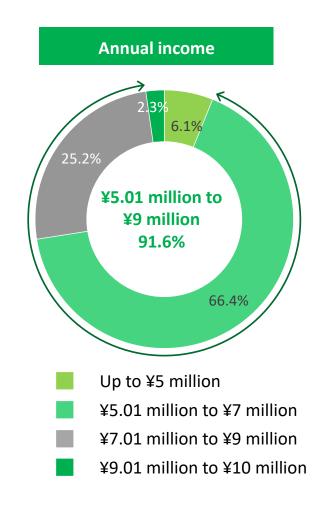


# **Retail Sales** Customer Attributes (2)



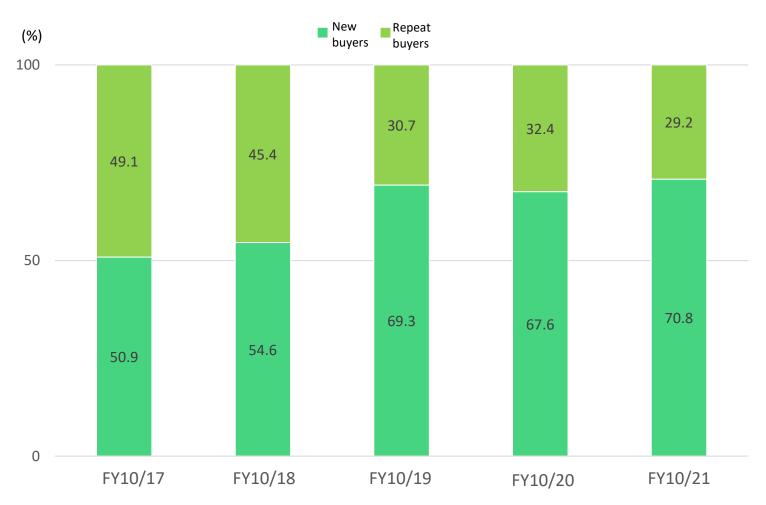
# Major customers are people of age 30-49 with a steady income







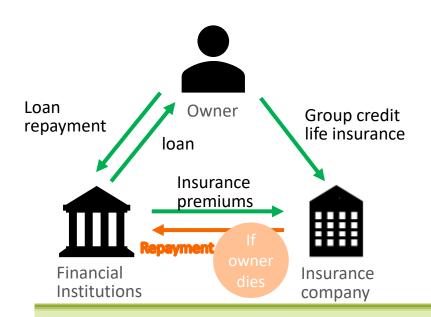
# Increase in new buyers resulting from sales channel expansion and the establishment of the Osaka office



# **Retail Sales** Reasons to Purchase Properties (1)



## Purchase scheme using a life insurance policy



- A buyer obtains a housing loan from a financial institution that includes group credit life insurance coverage.
- This life insurance policy pays the remainder of the loan if the borrower dies or is severely disabled.
- If the owner dies, the heirs continue to receive steady income from the property or can receive some of the proceeds from the sale of the property.

Events for the payment of group credit life insurance benefits by financial institutions

#### **Example 1**

Borrower is unable to work for at least one year due to cancer, stroke, acute myocardial infarction, hypertension, diabetes, chronic renal failure, hepatic cirrhosis or chronic pancreatitis (eight serious medical condition)

#### **Example 2**

Borrower is designated as requiring at least level 3 nursing care or the borrower requires the specified nursing care level for 180 consecutive days

#### **Example 3**

Borrower is given a definitive diagnosis of cancer (specified malignant neoplasm)

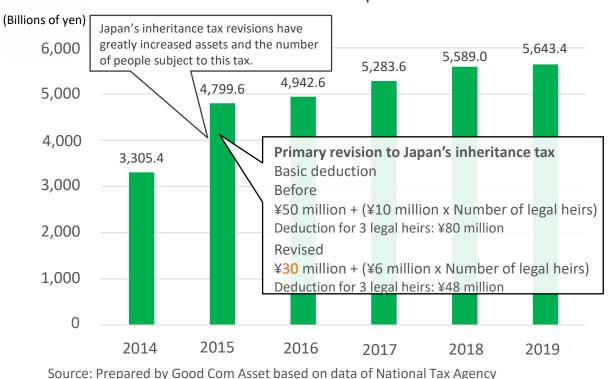
# **Retail Sales** Reasons to Purchase Properties (2)

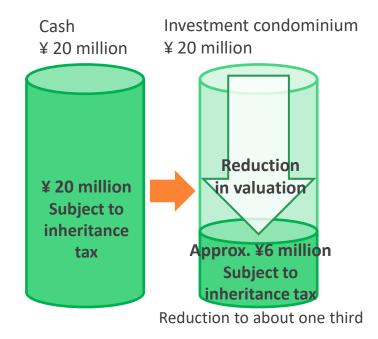


## Purchases to lower valuations for inheritance tax

Growth of cash, deposits, savings and other inheritances in Japan

Example of asset valuation for inheritance tax





<sup>\*</sup>The valuation reduction differs depending on the characteristics of individual properties.

Revision of the inheritance tax basic deduction resulted in a big increase in the value of assets passed on to heirs beginning in 2015. These assets surpassed ¥5 trillion in 2017. Shifting cash to investment condominiums can reduce by about 70% to 80% the valuation of assets subject to the inheritance tax. The shift of assets to investment condominiums to reduce inheritance taxes is expected to continue to increase.

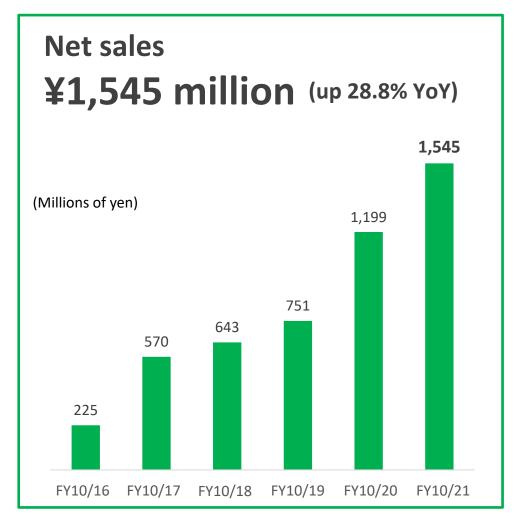
# **Real Estate Management**

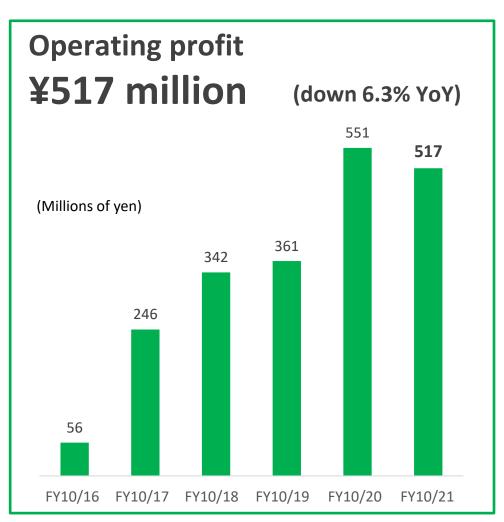


# Real Estate Management

# **Real Estate Management**





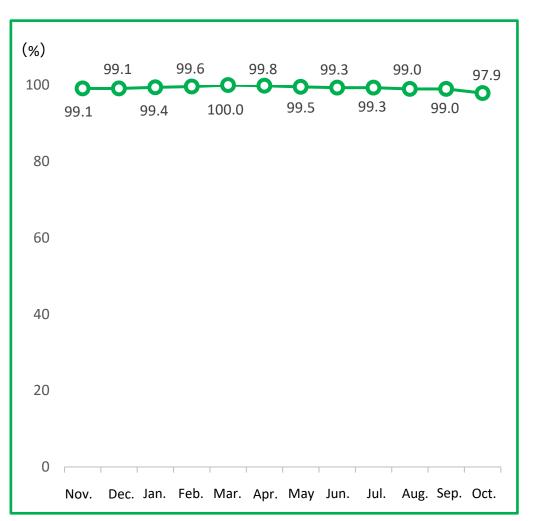


Increase in sales due to Room Bank Insure Co., Ltd. becoming a wholly owned subsidiary in September 2020

Earnings decreased due to amortization of goodwill



# Consistently high occupancy despite the COVID-19 crisis



**Growth of teleworking during the pandemic** 



Consistent demand for rental condominiums in Tokyo's 23 wards

The use of e-transactions for the apartment rent guarantees of subsidiary Room Bank Insure significantly reduces the time needed for the approval of guarantee applications



Growth in the number of applications and the pct. of applications approved

<sup>\*</sup> Occupancy rate at the end of each month

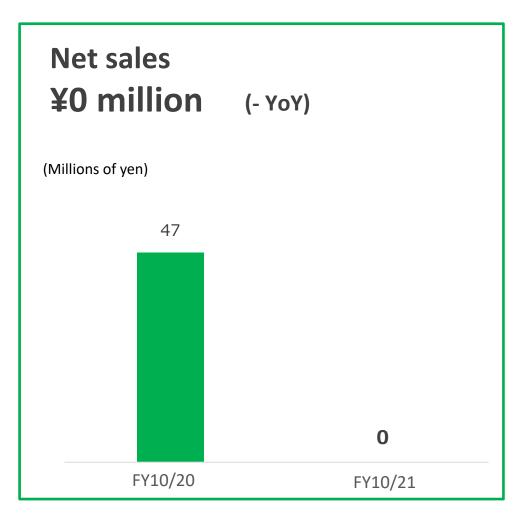
## **Good Com Fund**

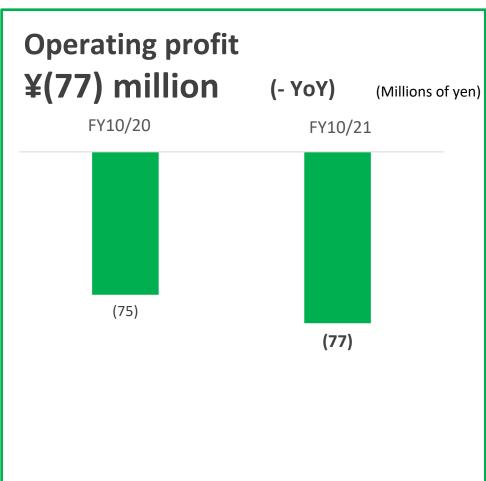


# **Good Com Fund**

## **Good Com Fund**







No sales because awareness of Good Com Fund is still low

## Crowdfunding



# Easy to buy properties using a smartphone or other method



#### A new way to invest in real estate

Almost all real estate crowdfunding does not allow the actual ownership of property but there is ownership in a Good Com Fund.



Income is from real estate, making this income eligible for special tax treatment concerning real estate.

Simple methods for making real estate investments will probably become common in Japan in the near future.

Our goal is to slowly make more people aware of this real estate investment scheme to create a business that can provide benefits for many people.



# IPO Consulting and Venture Capital

# **IPO Consulting and Venture Capital**



# Contributing to social and regional progress

**IPO** support for private companies:

Assistance for internal systems and other measures for growth of start-up companies and invigoration of the IPO market

IR/equity policy support for listed companies:

Assistance for the creation of the proper level

Investments in start-up companies

of corporate value

**Venture capital:** 

\*Results as of December 7, 2021 8.3% Composition of **Companies** 16.7% **Receiving Support** 36.3% 27.3% Region Industry 75.0% 27.3% Information and communication Service Hokkaido/Tohoku Kanto Real estate Other Chubu

<sup>\*</sup>Information about support for individual companies cannot be disclosed because of confidentiality agreements with client companies.

# **Subsidiary Capital Support Consulting Co., Ltd.**



# Expected to become a consolidated subsidiary in FY10/22

Company name	Capital Support Consulting Co., Ltd.
Establishment	February 2020
Board members	Yoshikazu Nagashima, President and CEO Keigo Kikuchi, Director
Head office	Sumitomo Fudosan Nishi-shinjuku Building 17F, 7-20-1, Nishi-shinjuku, Shinjuku-ku, Tokyo
Business	IPO consulting for companies preparing for an exchange listing, investor relations and capital policy consulting for listed companies

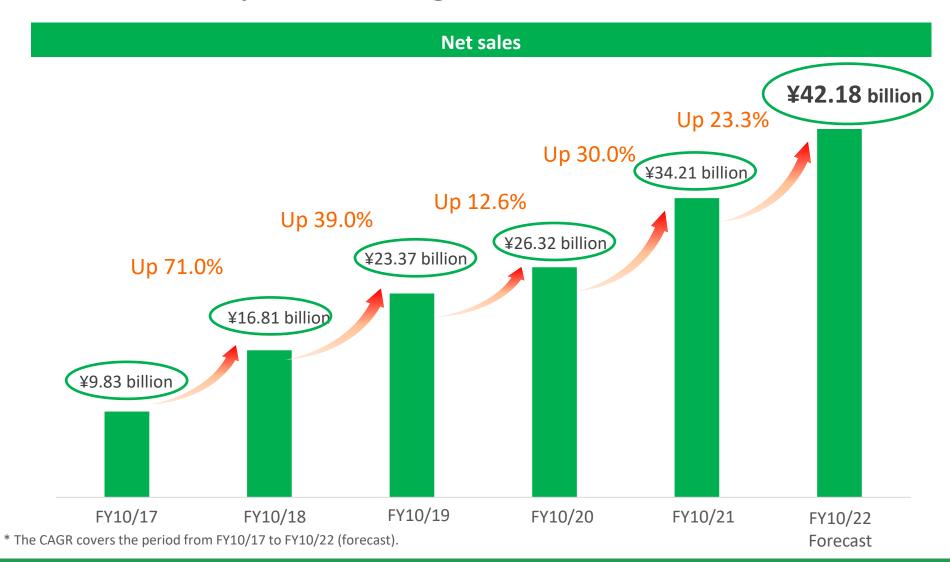
Plan to include this company in the Others segment just as for Good Com Fund.



III. FY10/22 Earnings Forecast (Based on Conservative Assumptions)

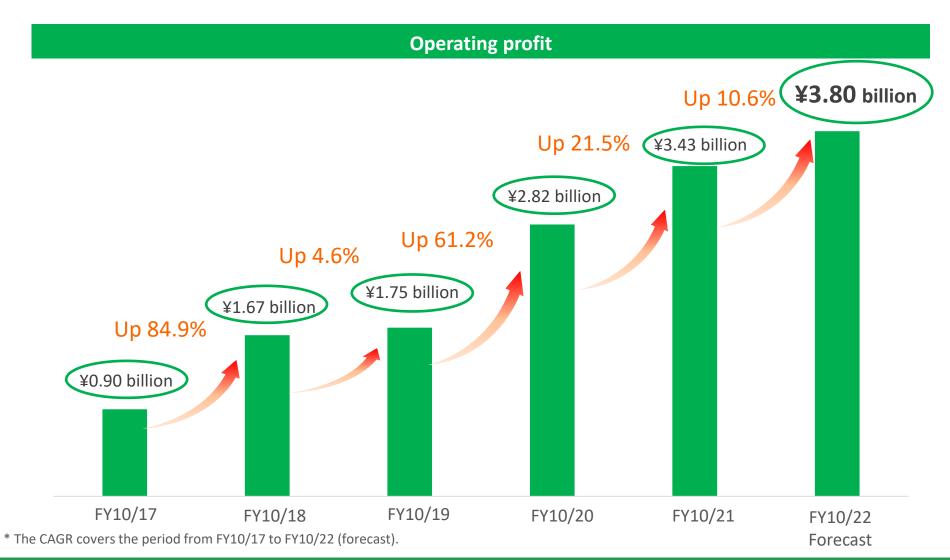


#### Compound annual growth rate of 33.8%





#### Compound annual growth rate of 33.2%



#### **Full-year Forecast (Quarterly)**



# 2Q is a high pct. of FY sales/earnings; conservative wholesale plan Performance may exceed the forecast depending on transaction terms

(Millions of yen)

	1Q FY10,	/22	1H FY10/22			
	Forecasts	YoY change	Forecasts	YoY change		
Net sales	3,966	7.3%	28,624	45.5%		
Operating profit	148	(40.6)%	3,196	47.5%		
Ordinary profit	50	(72.7)%	2,923	44.1%		
Profit	28	(75.4)%	2,009	45.5%		
	1Q-3Q FY1	.0/22	FY10/2	2		
	1Q-3Q FY1 Forecasts	.0/22 YoY change	Forecasts	2 YoY change		
Net sales						
Net sales Operating profit	Forecasts	YoY change	Forecasts	YoY change		
	Forecasts 32,622	YoY change 20.5%	Forecasts 42,186	YoY change 23.3%		



## **IV.** Property Acquisitions

## **Properties for Sale and Properties Acquired**



#### A consistently large volume of property acquisitions (Repeat rate 77.8%)

Property name	Location	Number of units	Completion (plan)	Property name	Location	Number of units	Completion (plan)	Property name	Location	Number of units	Completion (plan)
Higashi-Nihombashi Ekimae	Chuo-ku	80	-	Saginomiya	Nakano-ku	57	-	Honjoazumabashi	Sumida-ku	71	-
Koenji	Nakano-ku	20	-	Sumidagawa east	Adachi-ku	59	-	Asakusa V	Taito-ku	49	Dec. 2021
Asakusa II	Taito-ku	63	-	Okachimachi	Taito-ku	27	-	Keisei Tateishi III	Katsushika-ku	59	Jan. 2022
Todaimae	Bunkyo-ku	39	-	Tabata III	Kita-ku	38	-	Minami-Senju III	Taito-ku	42	Jan. 2022
Megurominami	Meguro-ku	39	-	Kinshicho	Sumida-ku	27	-	Honjoazumabashi II	Sumida-ku	56	Jan. 2022
Kameidosuijin	Sumida-ku	57	-	Ueno III	Taito-ku	36	-	Shin-Takashimadaira	Itabashi-ku	42	Feb. 2022
Kameidosuijin II	Sumida-ku	42	-	Asakusa IV	Taito-ku	49	-	(Tentative name) Keisei Tateishi IV	Katsushika-ku	53	May 2022
Sangenjaya	Setagaya-ku	50	-	Sakurajosui	Suginami-ku	40		(Tentative name) Minami-Senju IV	Taito-ku	45	May 2022
Komagome Eki	Kita-ku	48	-	Shin-Yokohama	Yokohama-shi	65	<del>-</del>	(Tentative name) Aoto	Katsushika-ku	198	Aug. 2022
Komagome Eki II	Bunkyo-ku	39	-	Itabashi Higashiyamacho	Itabashi-ku	47	-	(Tentative name) Bandobashi	Yokohama-shi	120	Aug. 2022
Shinjuku Waseda	Shinjuku-ku	65	-	Nishi-Takashimadaira	Itabashi-ku	57	-	(Tentative name) Morishita	Sumida-ku	21	Aug. 2022
Asakusa Kuramae	Taito-ku	44	-	Higashi-Nakano	Nakano-ku	48	-	(Tentative name) Ryogoku VI	Sumida-ku	99	Oct. 2022
Higashi-Mukojima	Sumida-ku	90	-	Keisei Tateishi II	Katsuchika-ku	55	-	(Tentative name) Honjoazumabashi III	Sumida-ku	25	Nov. 2022
Akihabara	Taito-ku	29	-	Osaki	Shinagawa-ku	47	-	(Tentative name) Kawasaki III	Kawasaki-shi	48	Feb. 2023
Shin-Okachimachi	Taito-ku	24	-	Ohanajaya	Katsushika-ku	107	-	(Tentative name) Ohanajaya II	Katsushika-ku	236	Mar. 2023
Ueno	Taito-ku	24	-	Minami-Gyotoku	Ichikawa-shi	88	-				
Shinjuku Nakaochiai	Shinjuku-ku	34	-	Itabashihoncho III	Itabashi-ku	56	-				
Ojikamiya	Adachi-ku	81	-	Kawasaki II	Kawasaki-shi	54	-				
Ueno II	Taito-ku	29	-	Gotanno	Adachi-ku	45	-		* As of D	ecember 7, 2	2021



## V. FY10/21 Topics



#### The first Good Com Asset TV commercials



Good Com Asset's first TV commercials feature actress **Nanao**.

In addition to TV, the commercials are shown on giant video displays in the Shinjuku, Shibuya, Ikebukuro, Roppongi and Shimbashi districts of Tokyo.

The commercials can be viewed on Good Com Asset's official YouTube channel.

Just the name

https://youtu.be/M8yVCMgq\_So

A good pose

https://youtu.be/PbyW9BM0XzQ

Wall greenery

https://youtu.be/kjVxkHaBRwo

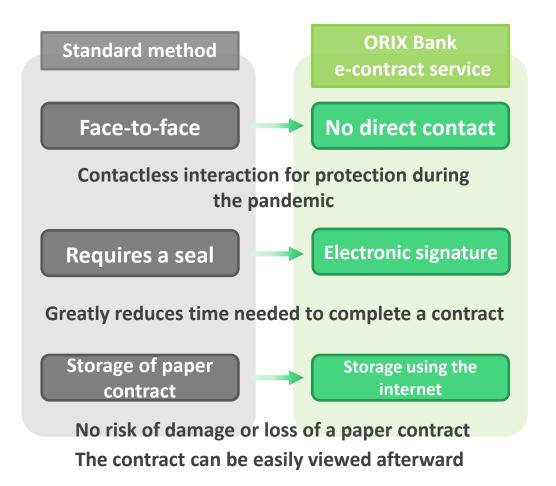
**Eco-friendly activities** 

https://youtu.be/FOlJ1u1QqF4

#### The Digital Transformation (1)



# The start of e-contracts to obtain loans for investment real estate



Started using the e-contract service of ORIX Bank

No need for signatures and seals on numerous places of a paper contract and no need to buy revenue stamps

The online format has the advantages of an environmentally friendly paperless format and the elimination of face-to-face contact for safety during the pandemic

<sup>\*</sup>The e-contract service can be used for investment real estate loans from ORIX Bank.

<sup>\*</sup>An internet conferencing system is used for contactless meetings.

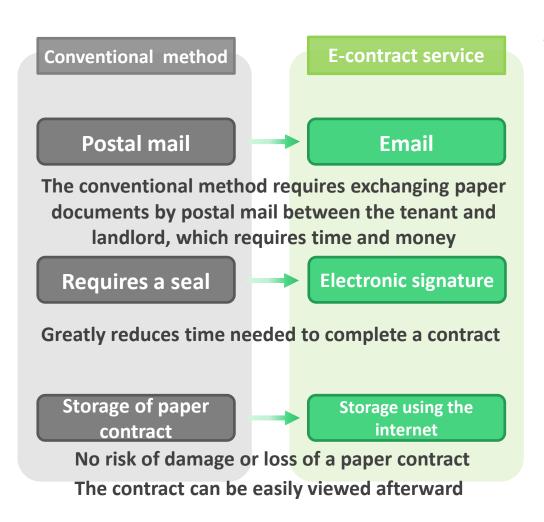
<sup>\*</sup>Some contracts (mortgage contracts and some others) require signatures and seals on a paper document.

The use of this service may not be possible in some cases.

#### The Digital Transformation (2)



### The start of e-contracts for rent guarantees



Subsidiary Room Bank Insure has started an **e-contract** service.



The service greatly reduces the time needed for contracts and eliminates expenses for revenue stamps and postal mail



Contracts are stored using the internet; **no** paper documents are needed



Using a paperless process reduces work performed by agents and contributes to increasing the number of applications and the pct. of rent guarantee applications approved

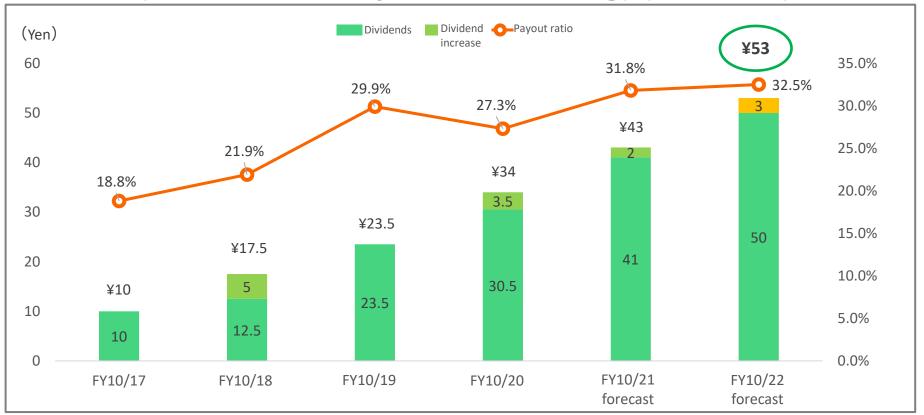


## **VI.** Distributions to Shareholders





# ¥50 ordinary dividend + ¥3 commemorative dividend (5th anniversary of stock listing) (FY10/22)



<sup>\*</sup> Good Com Asset conducted a 2-for-1 common stock split on November 1, 2020. Dividends in prior years have been adjusted to reflect this stock split.

<sup>\*</sup> The FY10/21 dividend requires approval at the shareholders meeting that will be held in January 2022.

<sup>\*</sup> The FY10/22 dividend requires approval at the shareholders meeting that will be held in January 2023.



## VII. ESG and SDG Initiatives

## **Environment**



Activities	SDGs
Wall vegetation and rooftop greenery	
Genovia brand condominiums have wall vegetation and rooftop greenery. By lowering the surface temperature of buildings, this vegetation helps reduce the urban heat island effect caused by the large amount of asphalt and concrete surfaces in urban areas. Furthermore, greenery reduces energy consumption as well as CO2 emissions, thereby playing a role in fighting global warming.	13 CLIMATE ACTION  15 ON LAND  11 SISTAMABLE CITIES AND COMMUNITIES
LED lights	3 GOOD HEALTH TI SUSTAINABLE CITIES AND WELL-BEING AND COMMUNITIES
Genovia brand condominiums have LED lights, which require less electricity than other types of lights and have a longer life. These advantages reduce the volume of waste materials and CO2 emissions.	AND WELL-BEING AND COMMUNITIES
Simple designs	3 GOOD HEALTH 11 SUSTAINABLE CITIES AND WELL-BEING 12 AND COMMUNITIES
Genovia brand condominiums have simple yet sophisticated designs that have no excessive decorations. This simplicity helps lower the electricity used by Genovia buildings.	-W-
Contributions to an environmental organization	13 CLIMATE 14 LIFE BELOW WATER 15 ON LAND
Good Com Asset makes donations to the Keidanren Nature Conservation Fund to support projects that protect the environment.	

## Society



Activities	SDGs
Properties designed for good health  Some Genovia brand condominiums have photocatalytic disinfection and odor removal units. Photocatalysts have been shown to reduce the risk of COVID-19 infections too.	3 GOOD HEALTH AND WELL-BEING  11 SUSTAINABLE CITIES AND COMMUNITIES
Work-life balance  To enable employees to maintain the proper balance between jobs and their private lives, Good Com Asset has three job formats with different numbers of working days and times. Employees can select the format that best matches their life styles and preferences.	3 GOOD HEALTH AND WELL-BEING
Training programs and job creation  Good Com Asset provides a variety of educational programs, including seminars led by external instructors, support for earning professional qualifications and other activities. In addition, our goal of significant growth in our business performance is expected to create many jobs and contribute to the growth of Japan's economy.	4 QUALITY EDUCATION  8 DECENT WORK AND ECONOMIC GROWTH
Diversity  Everyone at Good Com Asset, regardless of nationality, gender, age and other characteristics, is evaluated and compensated based solely on capabilities and performance.  We are committed to recruiting women and provide time off for pregnancies and child care so that women can continue their careers at Good Com Asset while raising a family. Overall, we have many programs and benefits that allow employees to advance their careers at Good Com Asset in a manner that matches their life styles.	5 GENDER 8 DECENT WORK AND ECONOMIC GROWTH

## Governance



Activities	SDGs
Corporate governance	
Our basic policy for corporate governance is to maintain the strong framework for conducting business operations that is needed for sound growth while conducting operations efficiently and in compliance with laws and regulations. We are committed to the Good Com Asset Group's corporate philosophy of providing reliable and high-quality real estate to customers worldwide, ensuring that every customer is completely satisfied with our products and services, and bringing happiness to our customers. We also recognize the importance of managing operations while maintaining and reinforcing a fair and neutral stance concerning shareholders, customers and all other stakeholders.	16 PEACE JUSTICE AND STRONG INSTITUTIONS  THE PEACE PLANT OF THE PEACE
Compliance	16 PEACE, JUSTICE AND STRONG
Everyone at the Good Com Asset Group strictly complies with the Building Lots and Buildings Transaction Business Act and all other laws and regulations associated with the group's business operations.	AND STRONG INSTITUTIONS



## **Appendix**

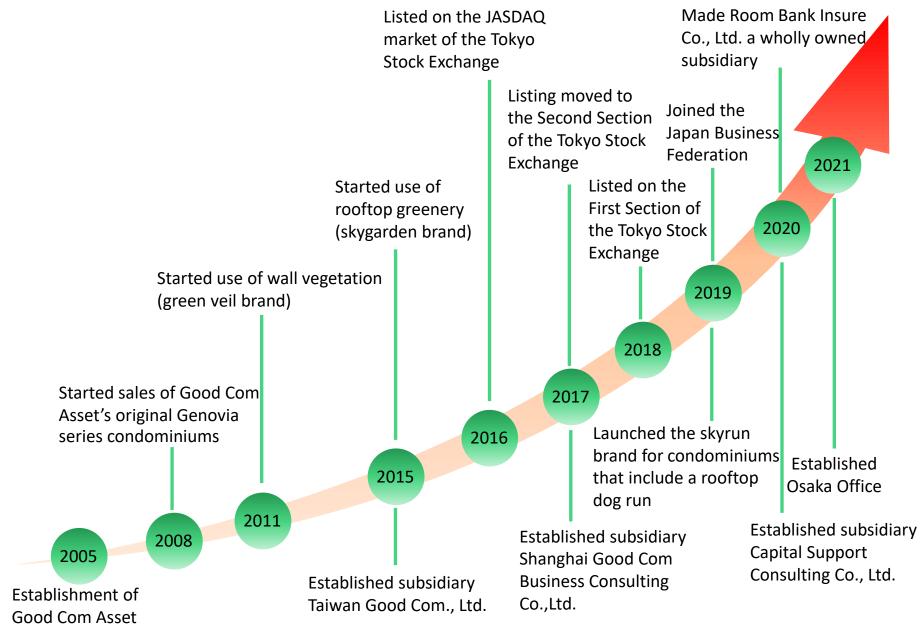
## **Corporate Profile**



Company name	Good Com Asset Co.,Ltd.
Founded	November 28, 2005
Capital	¥1,595 million (As of October 31, 2021)
Capital reserve	¥1,503 million (As of October 31, 2021)
Representative	Yoshikazu Nagashima, President and CEO
Head office	Sumitomo Fudosan Nishi-shinjuku Building, 7-20-1, Nishi-shinjuku, Shinjuku-ku, Tokyo
Business	Planning, development, sale and management of newly constructed condominiums using Good Com Asset's Genovia brand
Consolidated subsidiaries	Good Com Co., Ltd. (Property management business) Room Bank Insure Co., Ltd. (Apartment rent guarantees) Capital Support Consulting Co., Ltd. (IPO consulting, etc.) Taiwan Good Com., Ltd. (Taiwan subsidiary) Shanghai Good Com Business Consulting Co., Ltd. (China subsidiary)
Listed stock market	First Section of the Tokyo Stock Exchange (Stock code: 3475)
Shareholders	12,224 (As of October 31, 2021)
Fiscal year end	October

#### **History of the Good Com Asset Group**





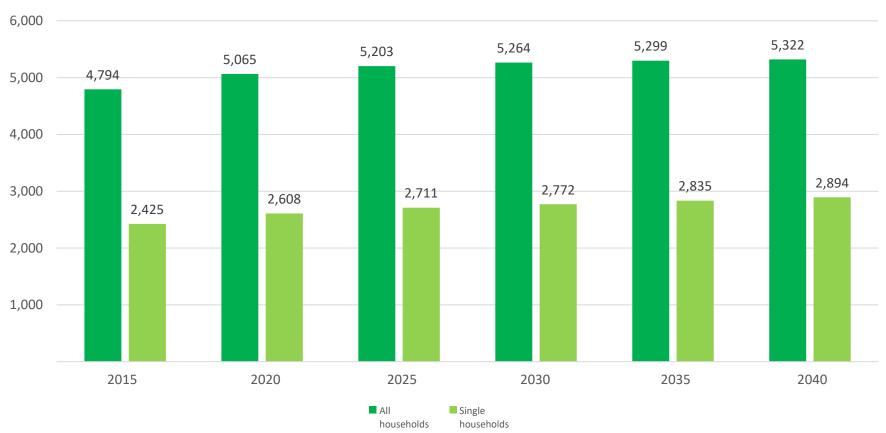
#### **External Environment**

#### - The Investment Condominium Market in the Tokyo Area



#### Number of households in Tokyo's 23 wards (Good Com Asset's primary market)

(Thousands of units)



Source: Prepared by Good Com Asset based on data of Statistics Division of the Tokyo Metropolitan Government Bureau of General Affairs

Although the total number of households in Japan will decrease, single households in Tokyo's 23 wards are forecast to increase from 2.34 million in 2015 to about 2.47 million in 2035, a difference of 130,000. This is expected to create more demand for one room condominiums.

## Features of Products Why We Specialize in Newly Constructed Buildings



## New buildings are safe assets investors can buy with confidence

New buildings are unlikely to incur unexpected expenses resulting from new and amended laws and regulations

#### **Defect liability insurance**

- Started on October 1, 2009
- Coverage for 10 years
- Pays up to ¥20 million for a building (or a unit)

#### Long-term maintenance plan

- Started on June 17, 2008
- A 30-year maintenance plan makes it possible to perform major maintenance and repair projects as needed

#### **Building Standards Law**

- The amended Building Standards Act was enacted on June 20, 2007
- Stricter rules for confirmations and inspections of newly constructed buildings
- Appropriate operations of designated confirmation inspection agencies and the disclosure of information
- Requirement to retain accurate construction blueprints of completed buildings

#### **Precautions**

This presentation includes forward-looking statements that are based on the judgments of Good Com Asset by using information that is currently available. The outlook may become different due to changes in the economy, industries associated with Good Com Asset's business operations, the performance of Good Com Asset or other items. As a result, there are risks and uncertainties concerning these forward-looking statements and actual results of operations may differ from these statements.

#### **IR Contact:**

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