

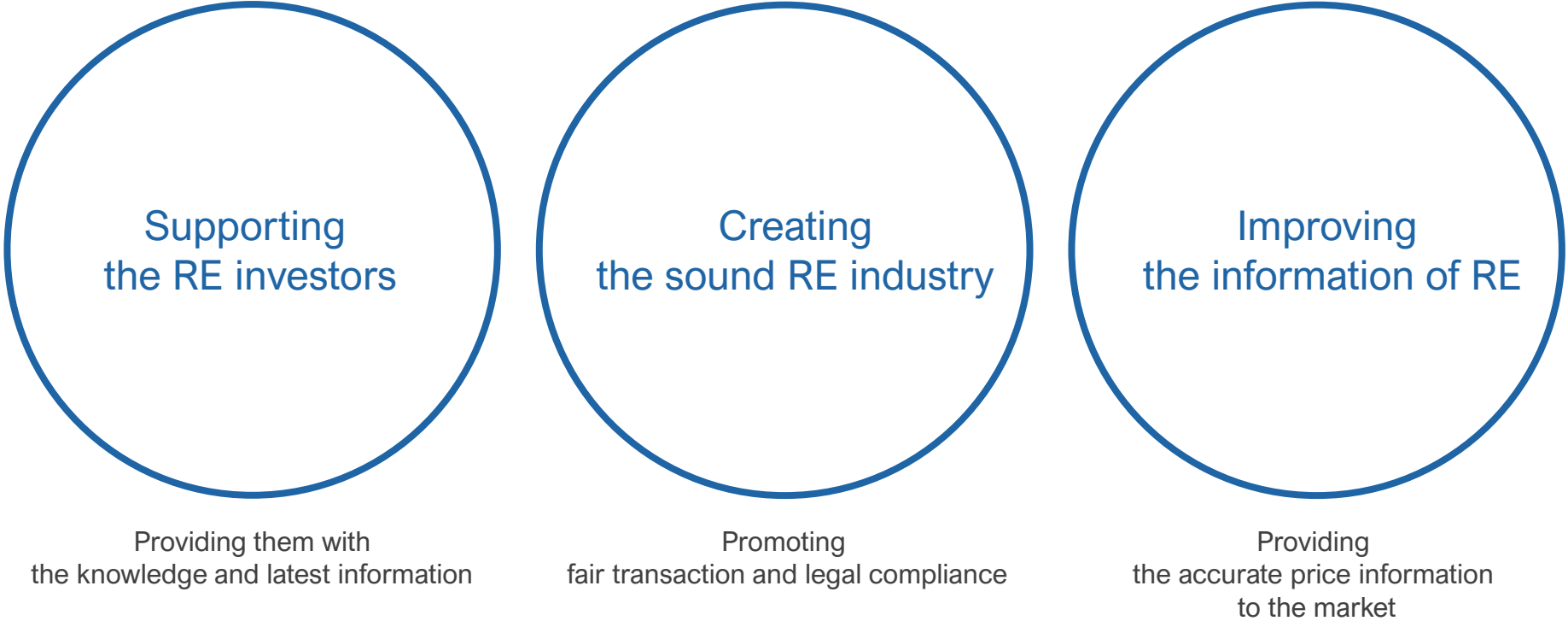
Financial Results

FY 3Q 7/2021

楽待 RAKUMACHI 国内最大の不動産投資サイト
利用者数・使いやすさ・物件数 **No.1**

Creating the fair RE investment market

RE : Real Estate



The diagram consists of three large blue-outlined circles arranged horizontally. Each circle contains a primary objective in blue text. Below each circle is a descriptive phrase in black text. The first circle on the left is for 'Supporting the RE investors', the middle circle is for 'Creating the sound RE industry', and the right circle is for 'Improving the information of RE'.

Supporting
the RE investors

Providing them with
the knowledge and latest information

Creating
the sound RE industry

Promoting
fair transaction and legal compliance

Improving
the information of RE

Providing
the accurate price information
to the market

Management Policy FY 7/2021

1. To promote Digital Transformation of RE investment market
2. Target : 5,000 RE agencies using Property Listing Service that is SaaS model (※ 1)
3. To improve a degree of recognition of Rakumachi using You Tube

※ 1) Software as a Service revenue model

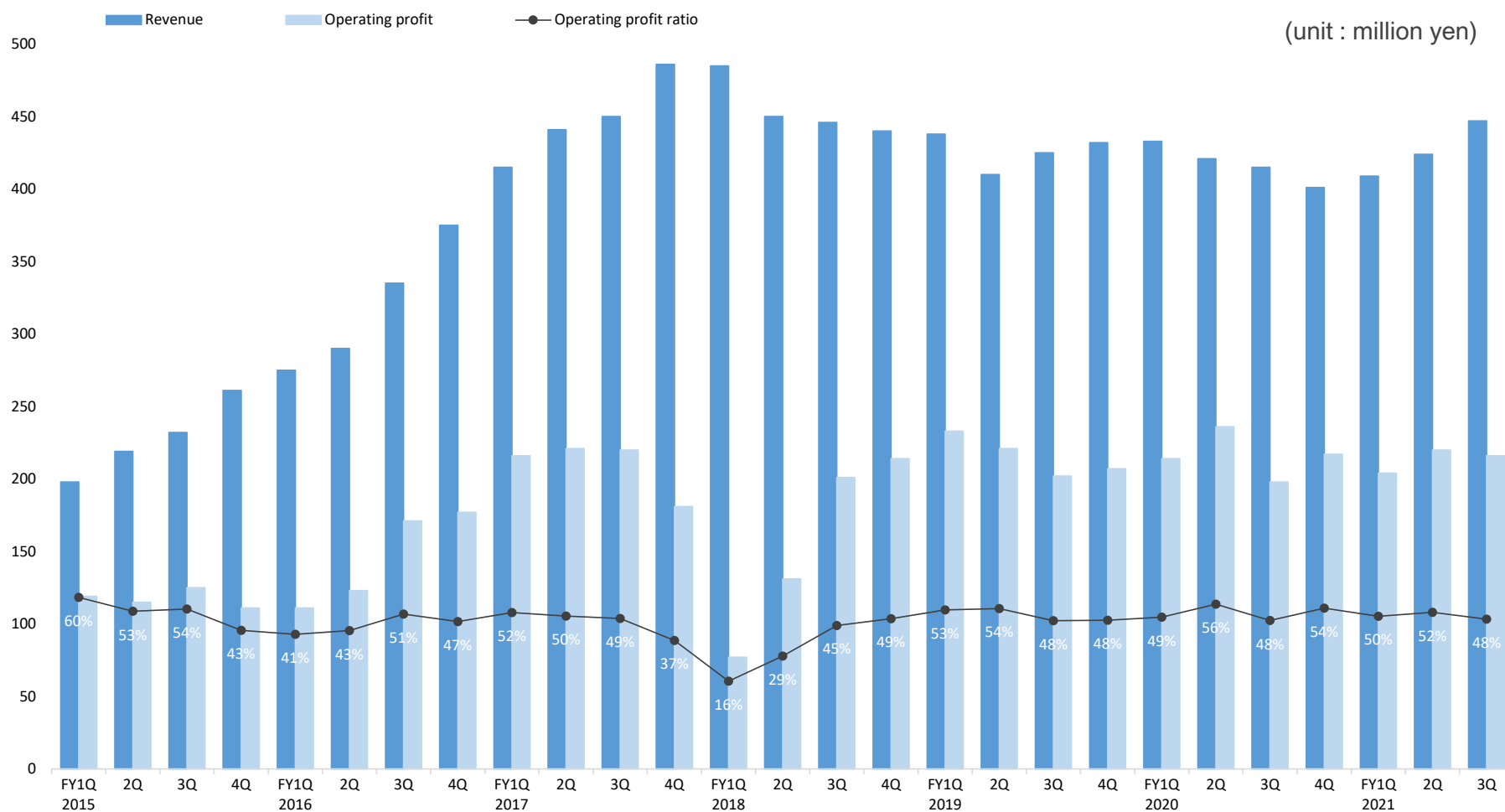
Overview

	FY3Q/2020	FY3Q/2021	YoY	
Revenue (unit : million yen)	1,270	1,281	+11	+0.9%
Operating profit (unit : million yen)	650	641	-9	-1.3%
Ordinary profit (unit : million yen)	649	641	-8	-1.3%
Net profit (unit : million yen)	425	398	-27	-6.2%
Revenue of Property Listing Service (unit : million yen) (※)	582	615	+33	+5.8%
Ratio of Property Listing Service (unit : %) (※)	44	49	+5	+4.9%
RE agencies using Property Listing Service (unit: number) (※)	4,445	4,278	-167	-3.8%
Number of property listings (unit: thousand)	55	50	-5	-9.1%
Number of users (unit: thousand)	199	251	+52	+26.0%
Page views (unit: million)	77	101	+24	+31.3%

※Property Listing Service is SaaS

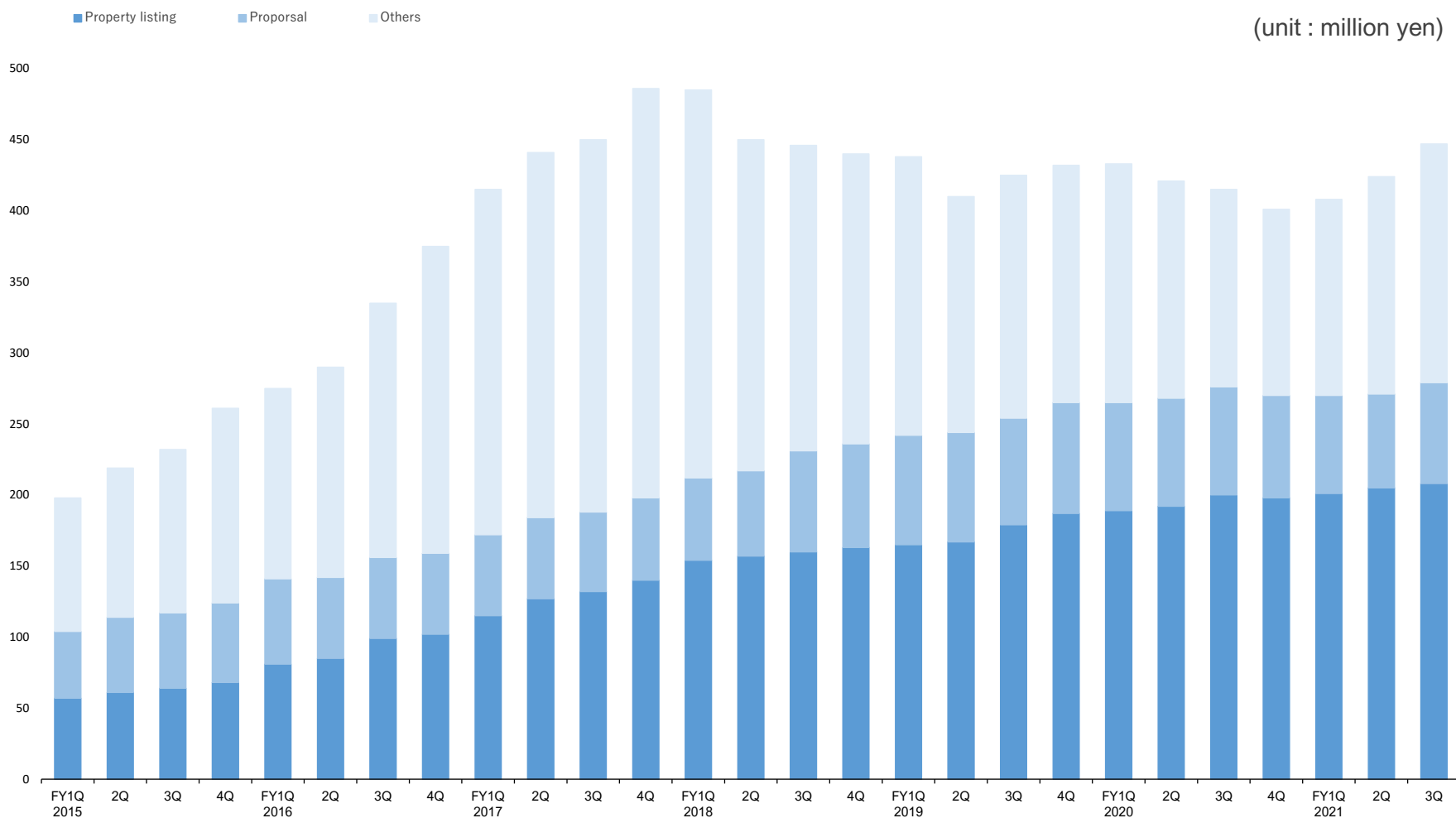
Quarterly Trend of Revenue and Operating profit

- Although there is impact of covid-19, the operating revenue exceeded levels before FY3Q/2020
- Revenue can cover relocation costs



Quarterly Trend of Revenue by Main Services

- Due to the influence of new Advertising Service, the revenue of others recovered from FY1/2021
- Property Listing Service increased

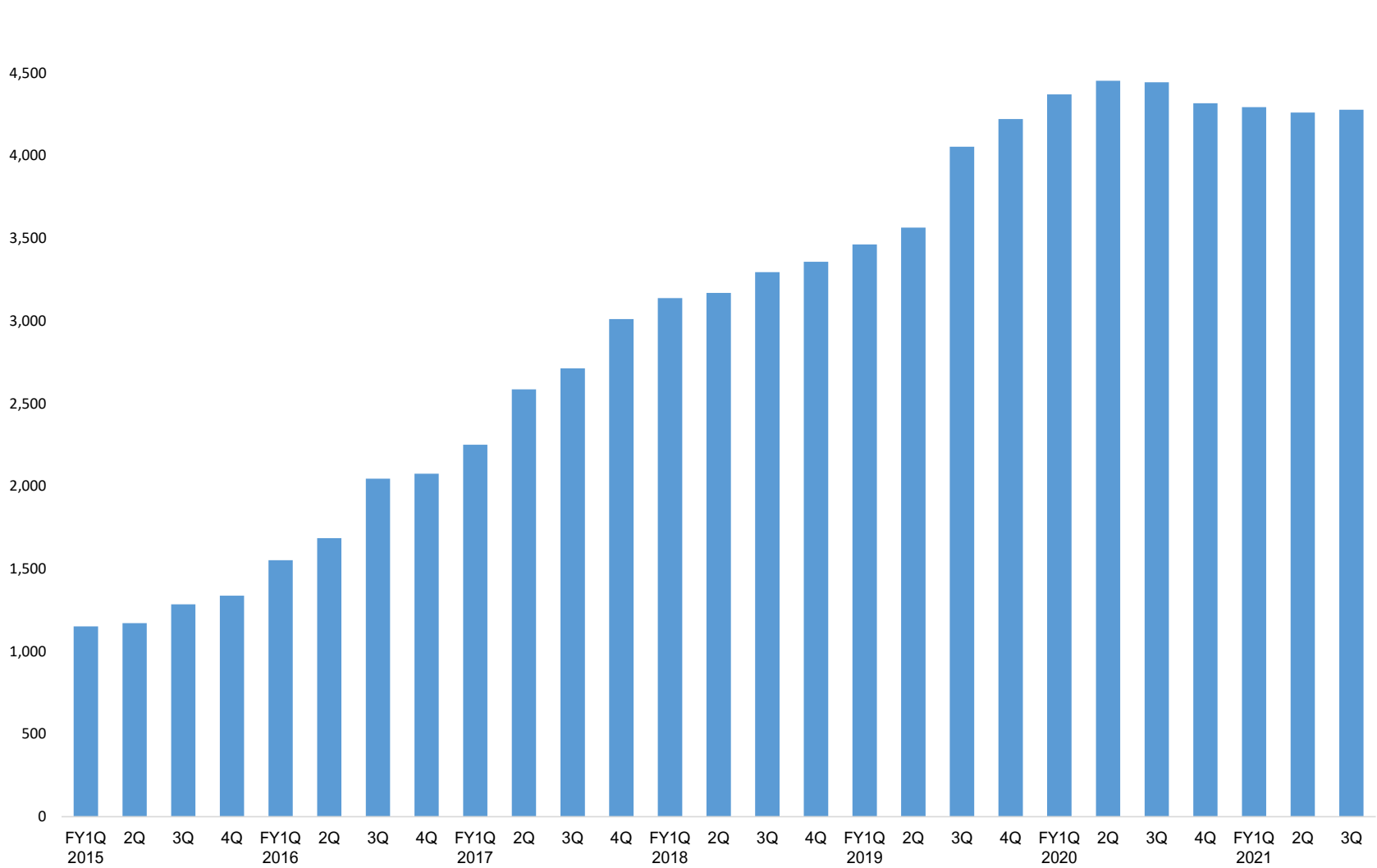


RE agencies using Property Listing Service

■ RE agencies using Property Listing Service slight increased since FY2Q/2021

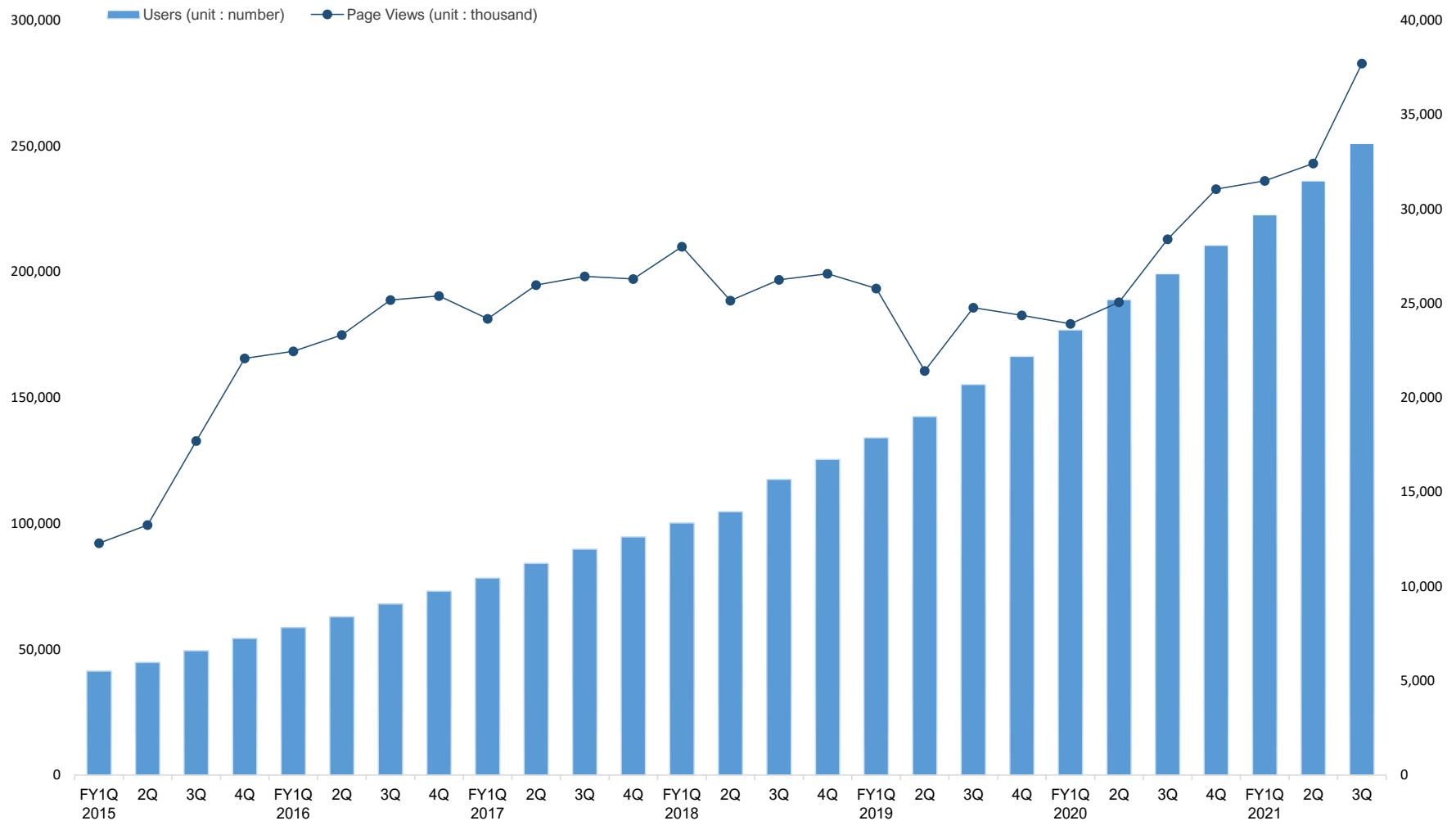
■ We aim to increase the number of them in 2021

(unit : number)



Quarterly Trend of Page views and The Number of Users

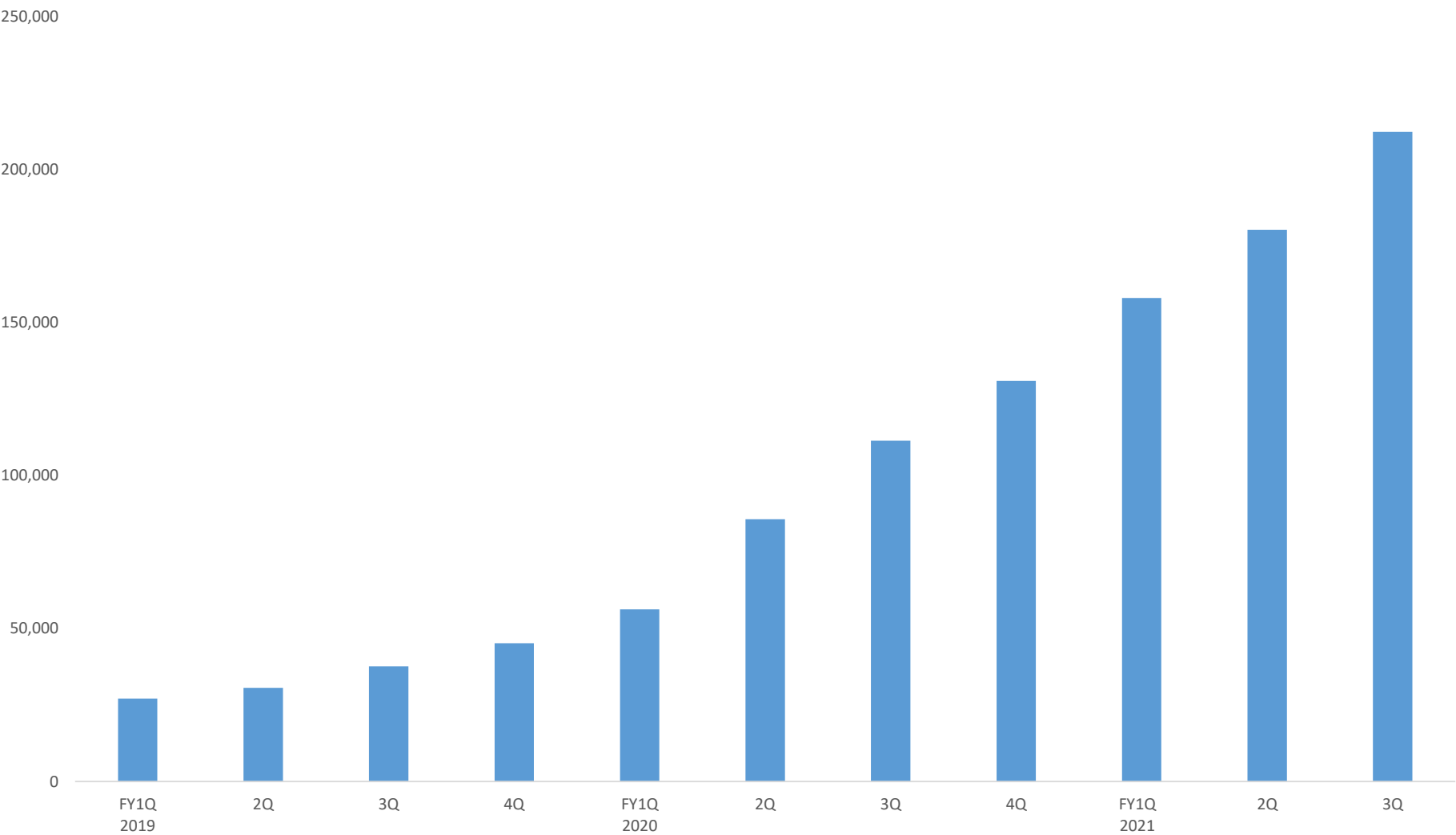
- Page views increased because of the improvement of the Rakumachi
- The number of users exceeded 250,000 people



The number of YouTube Rakumachi channel subscribers

■ The number of subscribers on YouTube Rakumachi channel increased

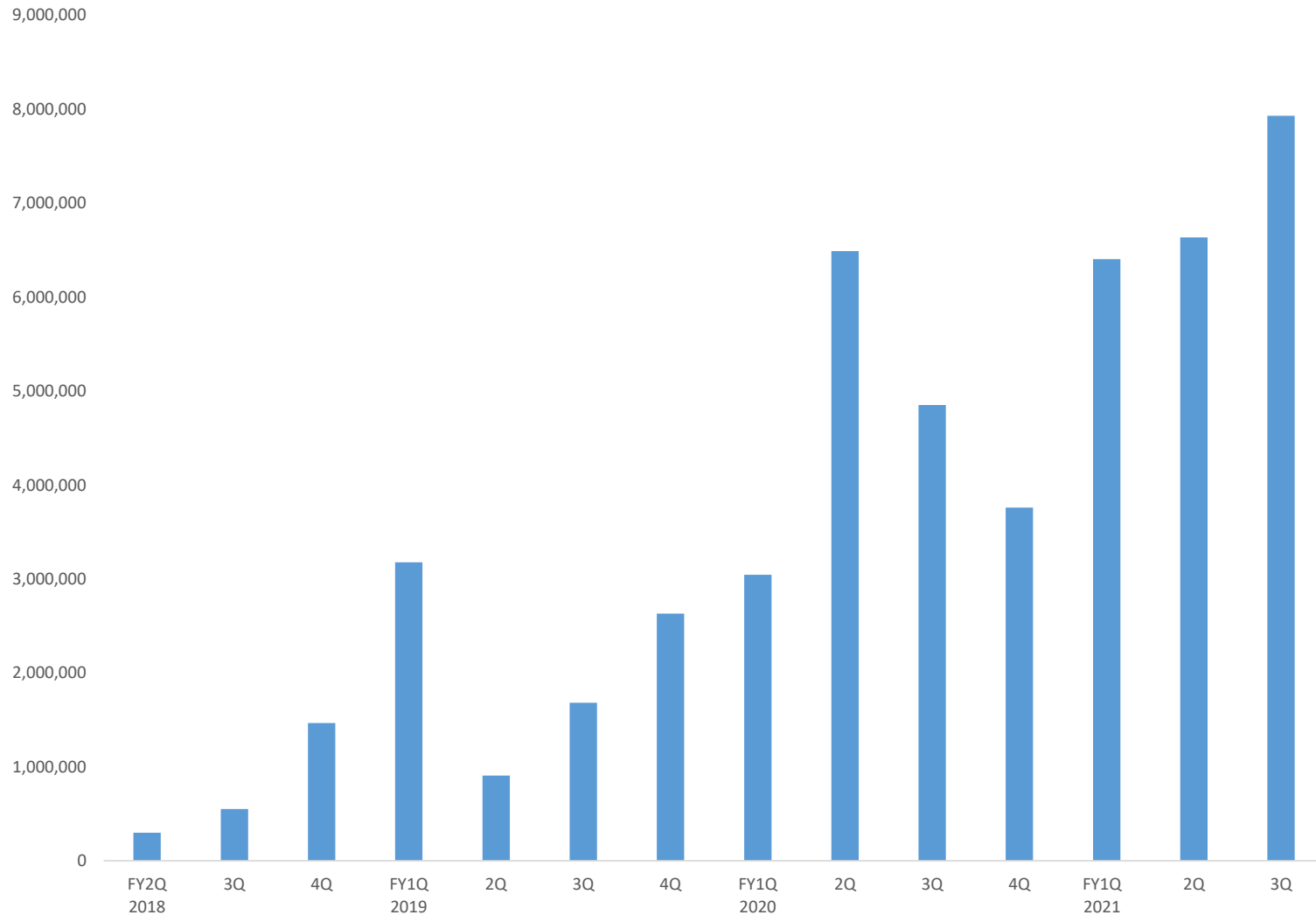
(unit : The number of subscribers)



The number of YouTube Rakumachi channel views

■ The number of views on YouTube Rakumachi channel increased since FY2Q/2021

(unit : The number of views)



Forecast for next term performance and dividend

- It is impossible to forecast next term performance, because of the covid-19

< The unpredictable contents >

Revenue of advertising service and seminar service

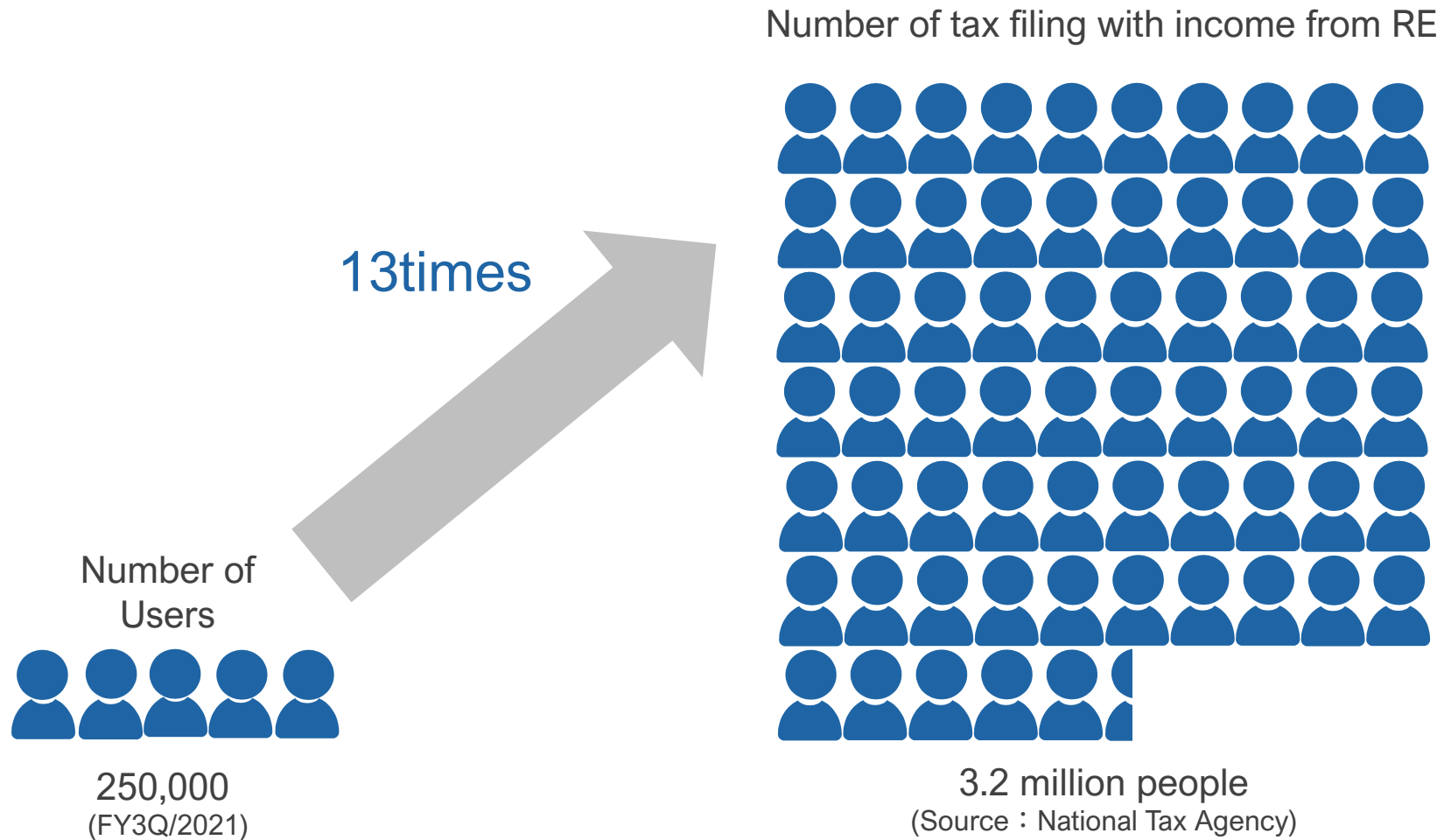
Expenses of advertising

- We will pay dividends for shareholder return from FY 7/2021

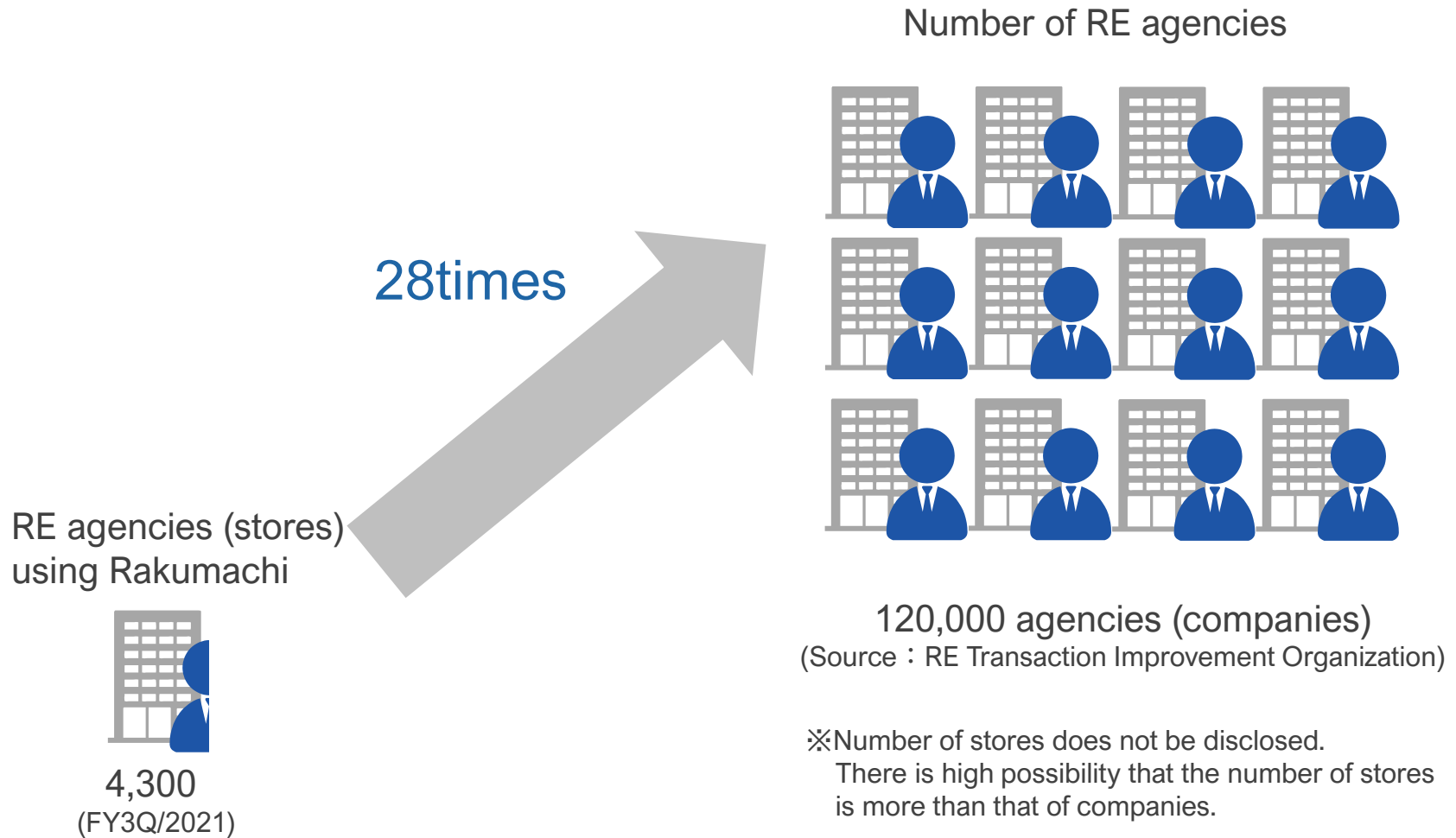
Dividend amount : 10yen per share

Dividend ratio : About 20 %

Market Potential (Users)



Market Potential (RE agencies)



Topics

■ About changes in dividend policy (Dividend increase)

< The contents of change >

Dividend ratio : About 10 % → About 20 %

< The reason for change >

We expect to improve financial position by headquarters relocation
therefore, we can increase dividend

< Dividend amount >

Dividend amount : 5 yen per share → 10yen per share

Topics

- The questions about real estate investment are posted more than 300 on” Rakumachi real estate investment counseling office”

**News Release**
FIRST LOGIC

株式会社ファーストロジック
東京都千代田区有楽町一丁目1番2号
東京ミッドタウン日比谷
日比谷三井タワー33階

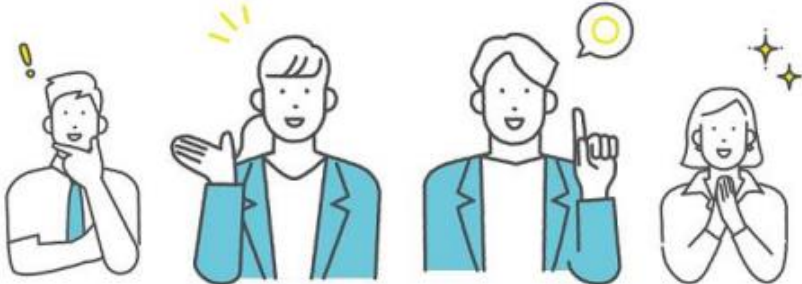
証券コード:6037

2021年3月16日

**「楽待相談室」リリースから1カ月で
質問数 300 件突破！**

回答数も 1000 件を突破、アップデートでアプリからも利用可能に

New 楽待相談室



Topics

- The number of subscribers on YouTube Rakumachi channel exceeded 200,000

**News Release**

FIRST LOGIC

株式会社ファーストロジック
東京都千代田区有楽町一丁目1番2号
東京ミッドタウン日比谷
日比谷三井タワー33階



証券コード:6037

2021年3月12日

**「不動産投資の楽待」YouTube チャンネル
登録者数が 20 万人を突破！**

総再生回数 4100 万回突破、企業 YouTube で国内 83 位^{※1}に



The banner features a central red play button icon. To its right, the text reads: **楽待YouTubeチャンネル
登録者数 20万人突破!** The background is a collage of various video thumbnails, including one with the text '防音マンション' (Soundproof Apartment) and another with '問題山積' (Accumulated problems).

Topics

■ Our online RE valuation tool for investment was used more than 2,000,000 times

**News Release**

株式会社ファーストロジック
東京都千代田区有楽町一丁目1番2号
東京ミッドタウン日比谷
日比谷三井タワー33階
証券コード:6037



2021年2月1日

国内初^{※1} オンライン投資判断ツール利用回数 200 万回突破
コロナ禍でも冷静に投資判断を
不動産の価値を瞬時に判断、割高な物件を見極め可能に

手軽にシミュレーション
ワンタップで
路線価・積算価格がわかる。



積算価格	13.5万円	10.5万円	18.4万円	13.5万円/㎡
積算価格 (概算)	5766万円	4900万円	2765.9万円	3000.1万円

Topics

- Our office will be relocated to Sumitomo RE Hatchobori Building in December 2021
The shooting studio for YouTube will be newly established
- The office rent will be significantly reduced

■移転先

新住所：東京都中央区八丁堀 3 丁目 3 番 5 号 住友不動産八丁堀ビル
移転時期：2021 年 12 月（予定）



室内写真

Appendix

Strength – Lower Marketing Cost

Portal site for RE investment

楽天
RAKUMACHI

browsing many
times after
purchasing

Getting property
for rent income!!



Users
(Individual)

Our marketing cost is lower than other RE portal site because the user voluntarily browses our site to search for another property for more return

Portal site for purchasing RE to live

SUUMO

HOME'S

at home

etc

not
browsing
after
purchasing

Getting property
to live !!



Users
(Individual)

Portal site for renting

SUUMO

HOME'S

at home

etc

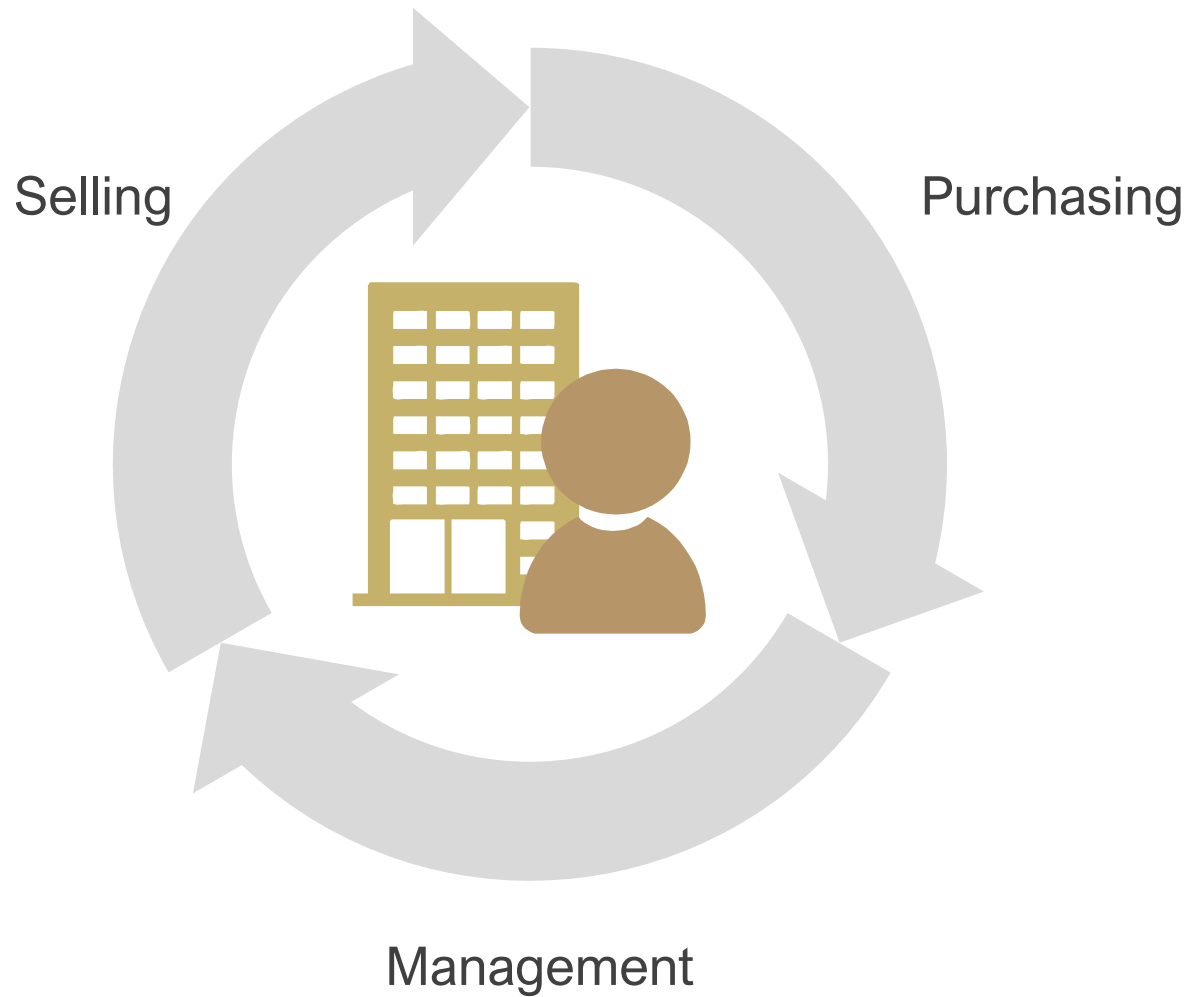
not browsing
after renting

Renting property
to live!!

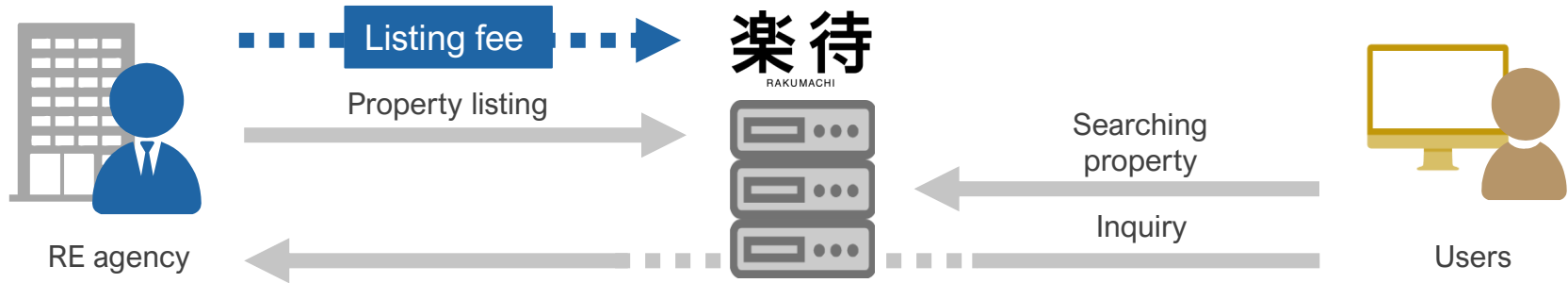


Users
(Individual)

Strength – All in One Service for RE investment



Service (1) Property Listing



The flow of Inquiry

The screenshot shows the search results page on the Rakumachi website. The search criteria are set to '1-story mansion' and 'Tokyo'. The results show a listing for a 1-story mansion in Tokyo, with a price of 8,000,000 yen and a yield of 8.25%.

Property Type	Price	Yield	Location	Area	Floor	Year Built	Rooms	Structure	Land Area
1-story mansion	8,000,000 yen	8.25%	Tokyo, Minami-Shinjuku	171.84 m ²	4 floors	1991	10 rooms	RC structure	110.06 m ²

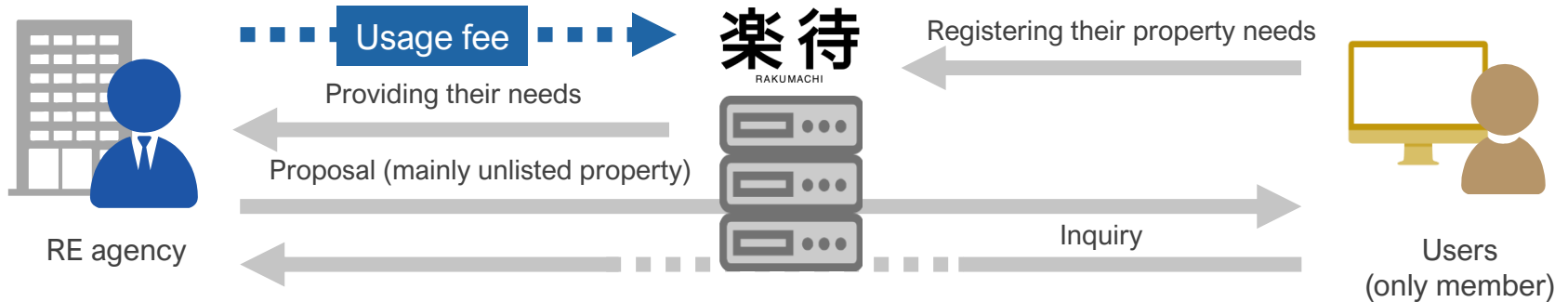
Searching with condition from location , property type and yield

The screenshot shows the details page for a 1-story mansion. The listing includes a photo, price, yield, location, area, floor, year built, rooms, structure, and land area. The price is 8,000,000 yen and the yield is 8.25%.

Property Type	Price	Yield	Location	Area	Floor	Year Built	Rooms	Structure	Land Area
1-story mansion	8,000,000 yen	8.25%	Tokyo, Minami-Shinjuku	171.84 m ²	4 floors	1991	10 rooms	RC structure	110.06 m ²

Inquiring RE agency after checking property condition

Service (2) Proposal



The flow of confirming their needs

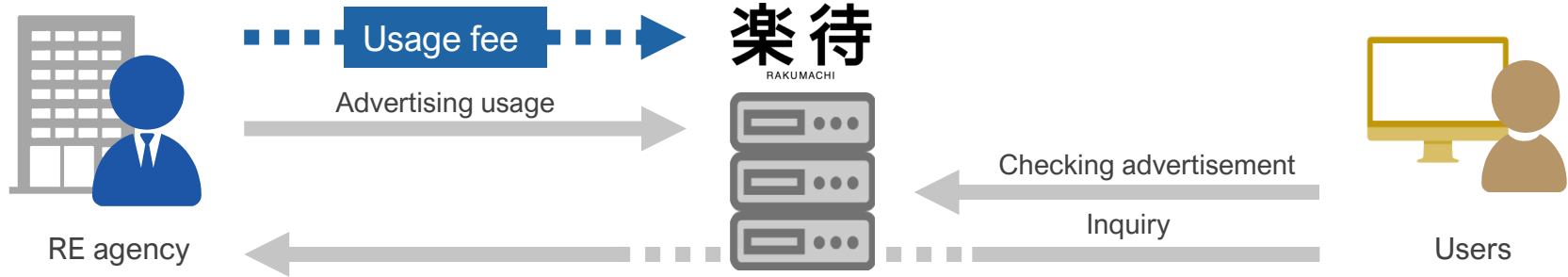
The screenshot shows the Rakumachi website interface. The top navigation bar includes links like トップページ, 物件管理, 提案, 投資管理, 統計情報, 集上げ, 設定, 顧客管理, セミナー, and 広告. The main content area displays a list of properties with columns for 回答ランク, ニーズ, 価格, 利回り, 築年数, 会員属性, 自己資金, 一言コメント, 最終アクセス, and 提案数. A sidebar on the left contains links for 提案, 提案, 自動提案設定, 検討中ボックス, ご利用状況, and テンプレート設定. A search bar at the top allows filtering by 提案先, ニーズ, 価格, 利回り, 築年数, 会員属性, 自己資金, 一言コメント, 最終アクセス, and 提案数.

Searching for users who have the same property needs

The screenshot shows a detailed view of a property listing on the Rakumachi website. The top section displays the property details, including the title, location, price, and other key information. Below this, there is a section for 物件情報 (Property Information) and a section for 一言コメント (One-sentence comment). The bottom section contains a table for 物件情報 (Property Information) and a section for 物件管理 (Property Management).

Checking their needs, status and inquiry history

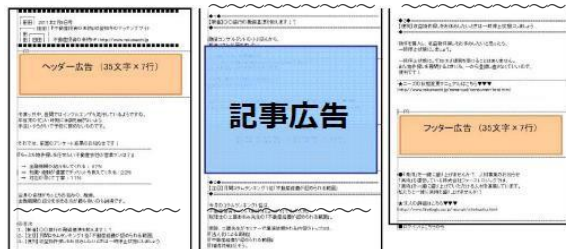
Service (3) Advertising



The top screen of PC



The advertisement of mail-magazine



The seminar advertisement

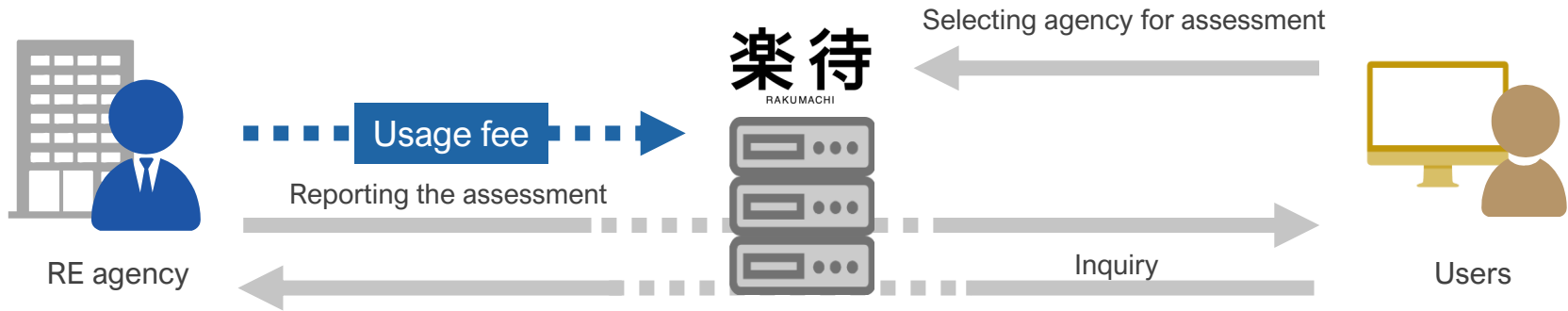


The top screen of smartphone



 : advertisement space

Service (4) Assessment for selling



The flow of requesting assessment for selling

The screenshot shows the Rakumachi website's 'Assessment for selling' page. The header includes the Rakumachi logo and navigation links. The main content area features a large heading '収益物件の一括無料査定' (Free mass appraisal of income properties) and a subheading '投資家自線で高値で売却可能な会社を100社以上から探せる!' (Find over 100 companies that can sell at high prices through investor self-line!). Below this, there are three 'No.1' awards for '楽待 利用者数' (Rakumachi user count), '参考にしたいサイト' (Site worth referring to), and '売却成功率' (Sale success rate). A contact number '0120-471-337' is displayed, along with a note '最大5社まで無料で一括査定ができます!' (Free mass appraisal for up to 5 companies!). At the bottom, there are input fields for '都道府県' (Prefecture), '市区部' (City/Town/Village), and '物件種別' (Property type), followed by a '一括査定スタート' (Start mass appraisal) button.

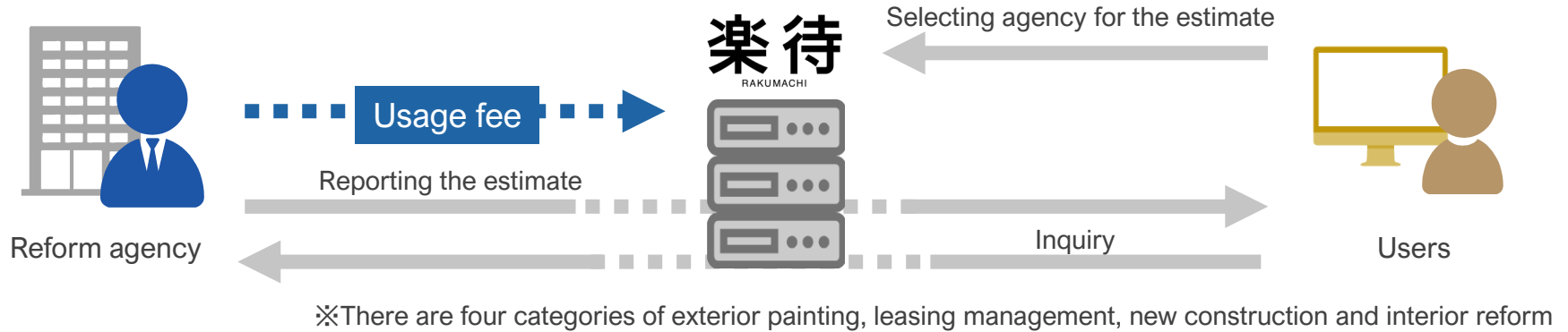
Entering location, property information and asking price of users

The screenshot shows the results of the assessment on the Rakumachi website. The header includes the text '査定会社を選択してください' (Please select an appraisal company). The main content area displays the results for '東京都千代田区 近辺にある' (Nearby in Chiyoda City, Tokyo). It states that there are 17 companies that can handle the user's 1 apartment. Below this, a table lists the top 5 companies, their services, and their appraisal fees.

会社名	サービス	査定料
楽待	収益物件売却なら収益物件専門会社の楽待アセスメントへ！売却に関するありとあらゆるご質問に対し素速に対応いたします。買い取り手も併せて対応いたします。	42 円
FIRST LOGIC	ファーストロジックアセスメント	160 円
RAKUMACHI	楽待アセスメント	912 円
FIRST LOGIC	ファーストロジックプロパティ	1046 円
株式会社ファーストロジック	収益物件売却なら収益物件専門会社の楽待アセスメントへ！売却に関するありとあらゆるご質問に対し素速に対応いたします。買い取り手も併せて対応いたします。	7 円

Able to select RE agencies with up to 5

Service (5) Estimate for Management



The flow of requesting estimate

楽待 RAKUMACHI 大家さんの味方 賃貸不動産サイトNo.1 「楽待」が運営する大家さん専用サービス 広告掲載について

内装の一括無料見積り
大家さん自線の内装業者を100社以上から探せる!

楽待 利用者数 No.1
登録内装業者数 100社
楽待 運営会社 東証1部 上場企業

最大5社まで無料で一括見積りできます!

都道府県 市区郡 リフォーム箇所を選択 無料見積りスタート

Entering location, category and contents of the reform

見積り依頼先を5社まで選択してください

楽待	楽待 RAKUMACHI	FIRST LOGIC
楽待リフォーム株式会社 創業年 2006年(平成18年) 所在地 東京都中央区銀座6-14-8 銀座楽待ビル4F 保有物件 あり 借入物件 あり	RAKUMACHI RAリフォーム株式会社 創業年 1992年(平成4年) 所在地 東京都中央区銀座6-14-8 銀座楽待ビル4F 保有物件 あり 借入物件 あり	FIRST LOGIC リフォーム株式会社 創業年 2008年(平成20年) 所在地 東京都中央区銀座2-13-10 銀座ビル5F 保有物件 あり 借入物件 あり

事例掲載数 38件 25件 15件 15件

Able to select Reform agencies with up to 5

ESG initiatives

- CSR : Supporting Earth-Life Science Institute(ELSI) and Japan Shogi Association(JSA)



Earth-Life Science Institute

We have been supporting ELSI since April 2019
We started the contribution program of Firstlogic Astrobiology



Japan Shogi Association

We have been supporting JSA because
we hope students realize the importance of
logical thinking

ESG initiatives

■ Rakumachi contributes to solving vacant house problem

Vacant house has become a social problem

- Vacant house cause many problems such as collapse for aging, arson and security deterioration
- 13.6% of nationwide houses are vacant houses. (by residential and land Statistical survey in 2018)



RE investors are interested in investing in that house

- Investing in that house is easy to entry because vacant house is low price
- Needs for investing in that house has increased at Rakumachi



Vacant house owners can sale properties

to RE investors in Rakumachi

- Using Property Listing Service
- Using Proposal Service



Vacant house will be revived for investment properties

- RE investors provide the rental properties for all people



Vacant houses which are published
in Rakumachi

DX initiatives

■ Digital transformation and 5G of RE investment market

<About 20 years ago>

- RE investment salesmen did business with paper, phone and fax

Sales were based on a personal network



<About 10 years ago>

- "Rakumachi" promoted digitalization of real estate transaction

RE investment salesmen could reach distant customers with PC



<Present and future>

- With the spread of covid-19

We can provide video calling on Rakumachi app
from June 2020 for telework



DX initiatives

From now on thanks to digital technology, RE transaction is getting smoother.
We will have enhanced the value of Rakumachi following services.

- Online message service
- Online application of our services
- Online movie contents release

2020年6月11日

業界初！^{*1}不動産会社・投資家向け 「ビデオ通話機能」を楽待がリリース

株式会社ファーストロジック(東京都千代田区、東証 1 部上場：証券コード 6037)が運営する No.1
(*2) 不動産投資サイト「楽待」の公式アプリに「ビデオ通話機能」がリリースされました。



楽待アプリ
ビデオ通話機能
不動産投資もテレワークで

緊急自体宣言解除後も政府はテレワークの継続を推奨しており、不要不急の外出自粛が呼びかけられています。こうした中、不動産業界でもデジタルトランスフォーメーションが徐々に進みつつあり、契約時の重要事項説明や内見などをオンラインで対応する企業も出てきています。

2020年10月19日

電子契約の締結件数 500 件突破 「脱ハンコ」に向け、自社の DX も推進

2020 年 1 月から紙・ハンコいらずで楽待の導入可能に

◀本リリースのポイント▶

- ・これまで書面で行っていた楽待サービスの申込を、今年から電子契約に切り替えた
- ・これにより、法人印やシャチハタがなくても申込が可能に
- ・2020 年 1 月の提供開始から約 9 カ月、電子契約の締結件数 500 件を突破



不動産投資サイト「楽待」(<https://www.rakumachi.jp>)を運営する株式会社ファーストロジック(本社：東京都千代田区、東証一部上場、証券コード：6037)では、楽待サービスの新規契約において、従来の「紙・ハンコ」から、Web 上で完結できるシステムを開発し、2020 年 1 月から提供を開始しました。その結果、2020 年 10 月に電子契約の件数が 500 件を突破したことを報告します。

■当社の電子契約システムとは

2020 年 10 月 20 日

人気 YouTuber 続々出演、 「不動産投資の楽待」動画コンテンツを強化

多彩なジャンルの YouTuber とコラボ、幅広い層へ正しい知識の普及ねらう



株式会社ファーストロジック(本社：東京都千代田区、東証一部上場、証券コード：6037)では、不動産投資に特化した YouTube チャンネル「不動産投資の楽待 [RAKUMACHI]」を運営しています。当社チャンネルにおいて、人気 YouTuber 「丸山ゴンザレス」「わたなべ夫婦」「Ryoji Takarabe 財部亮治」の出演を予定していることを報告します。さまざまなジャンルの YouTuber とのコラボを通じて、不動産投資を知らない層に対して、不動産投資に関する正しい知識を発信してまいります。

■YouTube「不動産投資の楽待[RAKUMACHI]」チャンネル

DX initiatives

All divisions can carry out the planning of the service, so we are going to work on promoting DX not only in specific department but throughout the company.

Ranking

■ Firstlogic and Rakumachi was in many rankings

< Firstlogic >

- **1st** The Nikkei 「NEXT1000 the ranking of growth rate of total asset in 5 years」 (5th February 2019)
- **29th** Great Place to Work Ranking 2019 Small Midsize Entity Segment
- **146th** TOYO KEIZAI INC. 「The ranking of Operating profit per person」
- **156th** TOYO KEIZAI INC. 「The New Corporate power ranking」 (24th January 2019)
- **Encouragement Award** 6th the White Company Way Award
- The nomination of 「Forbes Asia's 200 Best Under A Billion 2018」
- The nomination of 「Deloitte Touche Tohmatsu Ltd Japan Technology Fast 50」

< Rakumachi >

- **1st** Degree of Usability (Gomez consulting : June 2019)
- **1st** Number of Users (in-company investigation : April 2019)
- **1st** Number of Property Listing (Japan Marketing Research Organaization, Inc : June 2019)

Corporate Profile

Name	First logic,Inc. (Stock exchange listing : Tokyo first section, code 6037)
Date of establishment	23 rd Oct. 2005
Place	33F Hibiya Mitsui Tower,Tokyo Midtown,Yurakucho1-1-2 Chiyoda-ku Tokyo,100-0006
Business	The management of real estate investment portal site Rakumachi
Corporate identity	Making the contribution of development of the society
Vision	Creating fair RE investment market

This document includes descriptions which are based on information available as of today.

Actual situation mentioned in it would be different from what is was stated because of incidents in the future.