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On November 10, 2020, HOUSEDO Co., Ltd. announced earnings results for Q1 FY06/21.

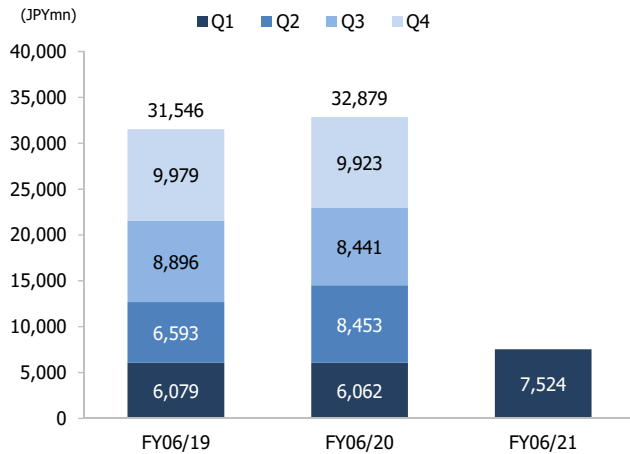
Cumulative (JPYmn)	FY06/19				FY06/20				FY06/21	% of Est.	FY Est.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4			
Revenue	6,079	12,671	21,567	31,546	6,062	14,514	22,955	32,879	7,524		33,976~37,532
YoY	30.4%	32.9%	44.6%	40.1%	-0.3%	14.5%	6.4%	4.2%	24.1%		
Gross profit	2,301	4,769	7,711	11,157	2,483	5,407	8,377	11,646	2,755		
YoY	21.7%	21.8%	26.9%	29.1%	7.9%	13.4%	8.6%	4.4%	11.0%		
GPM	37.9%	37.6%	35.8%	35.4%	41.0%	37.3%	36.5%	35.4%	36.6%		
SG&A expenses	1,830	3,680	5,795	8,001	2,446	4,880	7,235	9,753	2,440		
YoY	25.8%	21.6%	22.1%	22.6%	33.6%	32.6%	24.9%	21.9%	-0.2%		
SG&A ratio	30.1%	29.0%	26.9%	25.4%	40.3%	33.6%	31.5%	29.7%	32.4%		
Operating profit	471	1,089	1,916	3,157	38	527	1,142	1,893	316		2,713~3,512
YoY	8.0%	22.6%	44.1%	49.2%	-92.0%	-51.6%	-40.4%	-40.0%	741.0%		
OPM	7.7%	8.6%	8.9%	10.0%	0.6%	3.6%	5.0%	5.8%	4.2%		
Recurring profit	429	1,028	1,794	3,003	35	462	1,056	1,717	257		2,500~3,300
YoY	7.6%	32.0%	50.5%	57.3%	-91.8%	-55.1%	-41.2%	-42.8%	634.5%		
RPM	7.1%	8.1%	8.3%	9.5%	0.6%	3.2%	4.6%	5.2%	3.4%		
Net income attributable to owners of the parent	315	725	1,251	2,006	1	287	644	1,031	152		1,650~2,178
YoY	23.5%	44.6%	68.5%	56.8%	-99.8%	-60.4%	-48.6%	-48.6%	19427.7%		
Net margin	5.2%	5.7%	5.8%	6.4%	0.0%	2.0%	2.8%	3.1%	2.0%		

Quarterly (JPYmn)	FY06/19				FY06/20				FY06/21
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Revenue	6,079	6,593	8,896	9,979	6,062	8,453	8,441	9,923	7,524
YoY	30.4%	35.3%	65.4%	31.2%	-0.3%	28.2%	-5.1%	-0.6%	24.1%
Gross profit	2,301	2,468	2,942	3,447	2,483	2,924	2,970	3,269	2,755
YoY	21.7%	21.9%	36.2%	34.3%	7.9%	18.5%	1.0%	-5.2%	11.0%
GPM	37.9%	37.4%	33.1%	34.5%	41.0%	34.6%	35.2%	32.9%	36.6%
SG&A expenses	1,830	1,850	2,115	2,206	2,446	2,435	2,355	2,517	2,440
YoY	25.8%	17.7%	23.0%	23.9%	33.6%	31.6%	11.3%	14.1%	-0.2%
SG&A ratio	30.1%	28.1%	23.8%	22.1%	40.3%	28.8%	27.9%	25.4%	32.4%
Operating profit	471	618	826	1,241	38	490	615	751	316
YoY	8.0%	36.6%	87.4%	57.8%	-92.0%	-20.8%	-25.6%	-39.4%	741.0%
OPM	7.7%	9.4%	9.3%	12.4%	0.6%	5.8%	7.3%	7.6%	4.2%
Recurring profit	429	599	767	1,209	35	427	594	661	257
YoY	7.6%	57.6%	85.5%	68.7%	-91.8%	-28.7%	-22.6%	-45.3%	634.5%
RPM	7.1%	9.1%	8.6%	12.1%	0.6%	5.0%	7.0%	6.7%	3.4%
Net income attributable to owners of the parent	315	410	526	755	1	286	356	387	152
YoY	23.5%	66.4%	118.3%	40.5%	-99.8%	-30.2%	-32.3%	-48.7%	19427.7%
Net margin	5.2%	6.2%	5.9%	7.6%	0.0%	3.4%	4.2%	3.9%	2.0%

Source: Shared Research based on company data

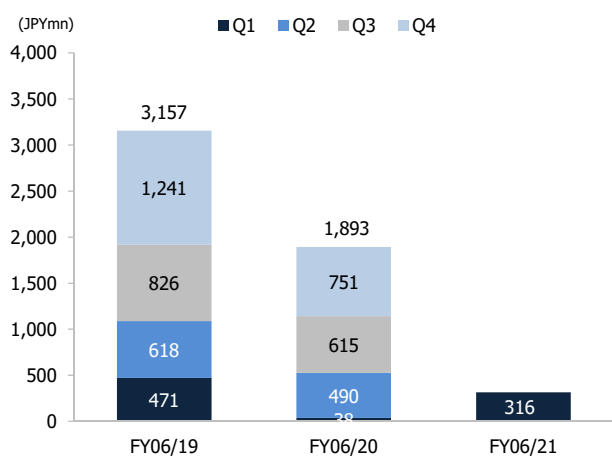
Note: Figures may differ from company materials due to differences in rounding methods.

Quarterly revenue



Source: Shared Research based on company data

Quarterly operating profit



Source: Shared Research based on company data

(cumulative; JPYmn)	FY06/19				FY06/20				FY06/21
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Total revenue	6,079	12,671	21,567	31,546	6,062	14,514	22,955	32,879	7,524
YoY	30.4%	32.9%	44.6%	40.1%	-0.3%	14.5%	6.4%	4.2%	24.1%
Recurring revenue businesses	2,865	5,819	11,066	17,646	2,768	7,875	12,993	19,257	2,205
YoY	141.5%	135.7%	116.2%	101.7%	-3.4%	35.3%	17.4%	9.1%	-20.3%
% of total revenue	46.5%	45.4%	50.8%	55.4%	45.0%	53.6%	55.9%	57.8%	28.9%
Franchisee	722	1,413	2,098	2,833	681	1,457	2,205	2,965	820
YoY	17.5%	14.1%	12.1%	13.5%	-5.8%	3.2%	5.1%	4.7%	20.5%
% of total revenue	11.7%	11.0%	9.6%	8.9%	11.1%	9.9%	9.5%	8.9%	10.7%
House-Leaseback	1,943	3,970	8,355	14,002	1,883	5,937	9,997	15,214	1,109
YoY	310.3%	286.9%	189.5%	144.7%	-3.1%	49.6%	19.7%	8.7%	-41.1%
% of total revenue	31.6%	31.0%	38.4%	43.9%	30.6%	40.4%	43.0%	45.6%	14.5%
Finance	199	437	613	811	204	480	791	1,078	276
YoY	103.4%	113.0%	70.5%	53.3%	2.9%	10.0%	29.1%	32.9%	35.1%
% of total revenue	3.2%	3.4%	2.8%	2.5%	3.3%	3.3%	3.4%	3.2%	3.6%
One-time revenue businesses	3,285	6,980	10,696	14,199	3,143	5,897	8,782	11,984	4,673
YoY	-7.3%	-3.3%	6.9%	0.9%	-4.3%	-15.5%	-17.9%	-15.6%	48.7%
% of total revenue	53.4%	54.5%	49.1%	44.5%	51.1%	40.1%	37.8%	36.0%	61.2%
Real Estate Buying and Selling	2,098	4,396	6,909	9,040	1,683	3,282	5,096	7,099	3,544
YoY	-12.0%	-4.2%	10.0%	1.5%	-19.8%	-25.3%	-26.2%	-21.5%	110.5%
% of total revenue	34.1%	34.3%	31.7%	28.4%	27.4%	22.3%	21.9%	21.3%	46.4%
Real Estate Brokerage	493	964	1,505	2,059	623	1,096	1,649	2,253	559
YoY	-6.3%	-6.1%	-0.1%	-0.8%	26.3%	13.7%	9.6%	9.4%	-10.2%
% of total revenue	8.0%	7.5%	6.9%	6.5%	10.1%	7.5%	7.1%	6.8%	7.3%
Renovation	694	1,620	2,283	3,100	837	1,519	2,038	2,632	571
YoY	9.1%	1.2%	2.7%	0.3%	20.6%	-6.2%	-10.7%	-15.1%	-31.8%
% of total revenue	11.3%	12.6%	10.5%	9.7%	13.6%	10.3%	8.8%	7.9%	7.5%
Koyama Corporation Group	-	-	-	-	232	924	1,469	2,073	757
YoY	-	-	-	-	-	-	-	-	225.7%
% of total revenue	-	-	-	-	3.8%	6.3%	6.3%	6.2%	9.9%
Other	4	18	23	31	4	8	11	14	0
YoY	-	-	-	-	-6.8%	-57.6%	-52.0%	-55.3%	-87.9%
% of total revenue	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%
Adjustments	-75	-146	-217	-330	-86	-190	-300	-449	-111
Operating profit	471	1,089	1,916	3,157	38	527	1,026	1,893	316
YoY	8.0%	22.6%	44.1%	49.2%	-92.0%	-51.6%	-46.5%	-40.0%	741.0%
Operating profit margin	7.7%	8.6%	8.9%	10.0%	0.6%	3.6%	4.5%	5.8%	4.2%
Recurring revenue businesses	711	1,388	2,373	3,770	492	1,458	2,533	3,799	568
YoY	58.8%	53.4%	41.1%	57.5%	-30.8%	5.0%	6.8%	0.8%	15.3%
Operating profit margin	24.8%	23.8%	21.4%	21.4%	17.8%	18.5%	19.5%	19.7%	25.7%
Franchisee	442	825	1,227	1,678	398	846	1,303	1,801	557
YoY	15.5%	12.1%	9.8%	13.3%	-9.9%	2.5%	6.1%	7.4%	39.7%
Operating profit margin	61.2%	58.4%	58.5%	59.2%	58.5%	58.1%	59.1%	60.7%	67.9%
House-Leaseback	251	481	1,055	2,075	162	671	1,231	1,968	-14
YoY	610.1%	308.1%	128.9%	169.5%	-35.3%	39.3%	16.6%	-5.2%	-
Operating profit margin	12.9%	12.1%	12.6%	14.8%	8.6%	11.3%	12.3%	12.9%	-
Finance	18	81	90	17	-68	-59	0	30	25
YoY	-38.4%	61.2%	-13.1%	-88.2%	-	-	-	75.9%	-
Operating profit margin	9.1%	18.6%	14.7%	2.1%	-	-	0.0%	2.8%	-
One-time revenue businesses	291	731	1,177	1,580	382	521	719	1,027	450
YoY	-31.6%	-16.5%	5.2%	-1.0%	31.1%	-28.8%	-38.9%	-35.0%	17.6%
Operating profit margin	8.9%	10.5%	11.0%	11.1%	12.2%	8.8%	8.2%	8.6%	9.6%
Real Estate Buying and Selling	149	362	582	779	94	161	228	337	279
YoY	-41.4%	-23.6%	-3.1%	-5.9%	-37.1%	-55.5%	-60.9%	-56.8%	197.4%
Operating profit margin	7.1%	8.2%	8.4%	8.6%	5.6%	4.9%	4.5%	4.7%	7.9%
Real Estate Brokerage	97	188	366	492	194	241	389	575	154
YoY	-30.5%	-16.4%	11.9%	2.8%	100.4%	28.1%	6.3%	16.9%	-20.7%
Operating profit margin	19.7%	19.5%	24.3%	23.9%	31.2%	22.0%	23.6%	25.5%	27.6%
Renovation	46	182	228	310	94	120	102	116	17
YoY	41.1%	2.4%	19.8%	6.9%	107.0%	-34.3%	-55.3%	-62.7%	-82.2%
Operating profit margin	6.6%	11.2%	10.0%	10.0%	11.3%	7.9%	5.0%	4.4%	2.9%
Koyama Corporation Group	-	-	-	-	-7	84	116	104	126
YoY	-	-	-	-	-	-	-	-	-
Operating profit margin	-	-	-	-	-	9.1%	7.9%	5.0%	-
Other	2	10	-15	-27	0	-7	-14	-11	-4
YoY	-	-	-	-	-	-	-	-	-
Operating profit margin	41.5%	52.3%	-	-	-	-	-	-	-
Adjustments	-533	-1,039	-1,619	-2,166	-830	-1,528	-2,213	-3,026	-823

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Note: Segment revenue includes internal sales and transfers.

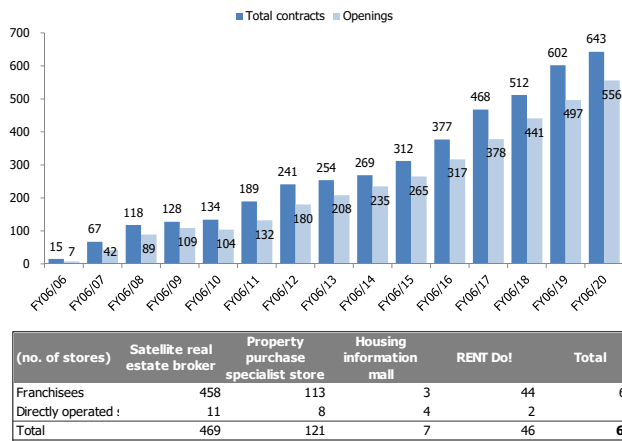
(quarterly; JPYmn)	FY06/19				FY06/20				FY06/21
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Total revenue	6,079	6,593	8,896	9,979	6,062	8,453	8,441	9,923	7,524
YoY	30.4%	35.3%	65.4%	31.2%	-0.3%	28.2%	-5.1%	-0.6%	24.1%
Recurring revenue businesses	2,865	2,955	5,247	6,580	2,768	5,107	5,118	6,264	2,205
YoY	141.5%	130.3%	98.1%	81.3%	-3.4%	72.8%	-2.4%	-4.8%	-20.3%
% of total revenue	46.5%	44.3%	58.5%	65.2%	45.0%	59.7%	59.8%	62.2%	28.9%
Franchisee	722	690	686	735	681	777	748	760	820
YoY	17.5%	10.8%	8.1%	17.8%	-5.8%	12.5%	9.1%	3.4%	20.5%
% of total revenue	11.7%	10.4%	7.6%	7.3%	11.1%	9.1%	8.7%	7.5%	10.7%
House-Leaseback	1,943	2,026	4,385	5,647	1,883	4,054	4,060	5,217	1,109
YoY	310.3%	266.8%	135.8%	99.1%	-3.1%	100.1%	-7.4%	-7.6%	-41.1%
% of total revenue	31.6%	30.4%	48.9%	56.0%	30.6%	47.4%	47.5%	51.8%	14.5%
Finance	199	238	176	198	204	276	310	287	276
YoY	103.4%	121.6%	14.0%	16.8%	2.9%	15.9%	76.6%	44.7%	35.1%
% of total revenue	3.2%	3.6%	2.0%	2.0%	3.3%	3.2%	3.6%	2.8%	3.6%
One-time revenue businesses	3,285	3,694	3,716	3,503	3,143	2,754	2,885	3,201	4,673
YoY	-7.3%	0.6%	33.1%	-13.8%	-4.3%	-25.5%	-22.4%	-8.6%	48.7%
% of total revenue	53.4%	55.4%	41.4%	34.7%	51.1%	32.2%	33.7%	31.8%	61.2%
Real Estate Buying and Selling	2,098	2,297	2,513	2,132	1,683	1,598	1,814	2,004	3,544
YoY	-12.0%	4.1%	48.6%	-18.9%	-19.8%	-30.4%	-27.8%	-6.0%	110.5%
% of total revenue	34.1%	34.5%	28.0%	21.1%	27.4%	18.7%	21.2%	19.9%	46.4%
Real Estate Brokerage	493	471	541	554	623	474	553	604	559
YoY	-6.3%	-5.9%	12.7%	-2.5%	26.3%	0.5%	2.2%	8.9%	-10.2%
% of total revenue	8.0%	7.1%	6.0%	5.5%	10.1%	5.5%	6.5%	6.0%	7.3%
Renovation	694	926	663	817	837	682	518	594	571
YoY	9.1%	-4.0%	6.7%	-5.9%	20.6%	-26.3%	-21.8%	-27.3%	-31.8%
% of total revenue	11.3%	13.9%	7.4%	8.1%	13.6%	8.0%	6.1%	5.9%	7.5%
Koyama Corporation Group	-	-	-	-	232	692	545	604	757
YoY	-	-	-	-	-	-	-	-	225.7%
% of total revenue	-	-	-	-	3.8%	8.1%	6.4%	6.0%	9.9%
Other	4	14	4	8	4	4	3	3	0
YoY	-	-	-	-	-6.8%	-72.8%	-29.3%	-64.4%	-87.9%
% of total revenue	0.1%	0.2%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%
Adjustments	-75	-70	-71	-113	-86	-104	-111	-149	-111
Operating profit	471	618	826	1,241	38	490	498	868	316
YoY	8.0%	36.6%	87.4%	57.8%	-92.0%	-20.8%	-39.7%	-30.1%	741.0%
Operating profit margin	7.7%	9.4%	9.3%	12.4%	0.6%	5.8%	5.9%	8.7%	4.2%
Recurring revenue businesses	711	677	985	1,397	492	965	1,076	1,266	568
YoY	58.8%	48.0%	26.7%	96.3%	-30.8%	42.7%	9.2%	-9.4%	15.3%
Operating profit margin	24.8%	22.9%	18.8%	21.2%	17.8%	18.9%	21.0%	20.2%	25.7%
Franchisee	442	383	402	450	398	448	456	499	557
YoY	15.5%	8.3%	5.6%	23.9%	-9.9%	16.9%	13.5%	10.7%	39.7%
Operating profit margin	61.2%	55.5%	58.6%	61.3%	58.5%	57.6%	61.0%	65.6%	67.9%
House-Leaseback	251	231	574	1,019	162	508	560	737	-14
YoY	610.1%	179.2%	67.3%	-	-35.3%	120.2%	-2.4%	-27.7%	-
Operating profit margin	12.9%	11.4%	13.1%	18.1%	8.6%	12.5%	13.8%	14.1%	-
Finance	18	63	9	-73	-68	9	59	30	25
YoY	-38.4%	202.6%	-83.3%	-	-	-	563.6%	-	-
Operating profit margin	9.1%	26.4%	5.1%	-	-	-	19.0%	10.3%	-
One-time revenue businesses	291	440	445	404	382	139	198	308	450
YoY	-31.6%	-2.2%	83.5%	-15.4%	31.1%	-68.4%	-55.5%	-23.7%	17.6%
Operating profit margin	8.9%	11.9%	12.0%	11.5%	12.2%	5.0%	6.9%	9.6%	9.6%
Real Estate Buying and Selling	149	213	220	197	94	67	67	109	279
YoY	-41.4%	-3.1%	73.5%	-13.4%	-37.1%	-68.4%	-69.7%	-44.7%	197.4%
Operating profit margin	7.1%	9.3%	8.8%	9.2%	5.6%	4.2%	3.7%	5.4%	7.9%
Real Estate Brokerage	97	91	178	125	194	46	149	186	154
YoY	-30.5%	6.7%	73.8%	-16.8%	100.4%	-49.0%	-16.7%	48.0%	-20.7%
Operating profit margin	19.7%	19.3%	33.0%	22.6%	31.2%	9.8%	26.9%	30.8%	27.6%
Renovation	46	136	47	81	94	25	-18	14	17
YoY	41.1%	-6.1%	256.8%	-17.9%	107.0%	-81.4%	-	-83.3%	-82.2%
Operating profit margin	6.6%	14.7%	7.0%	10.0%	11.3%	3.7%	-	2.3%	2.9%
Koyama Corporation Group	-	-	-	-	-7	91	33	-12	126
YoY	-	-	-	-	-	-	-	-	-
Operating profit margin	-	-	-	-	-	13.2%	6.0%	-	-
Other	2	8	-24	-13	0	-7	-7	4	-4
YoY	-	-	-	-	-	-	-	-	-
Operating profit margin	41.5%	55.5%	-	-	-	-	-	123.8%	-
Adjustments	-533	-506	-579	-547	-830	-698	-684	-814	-823

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

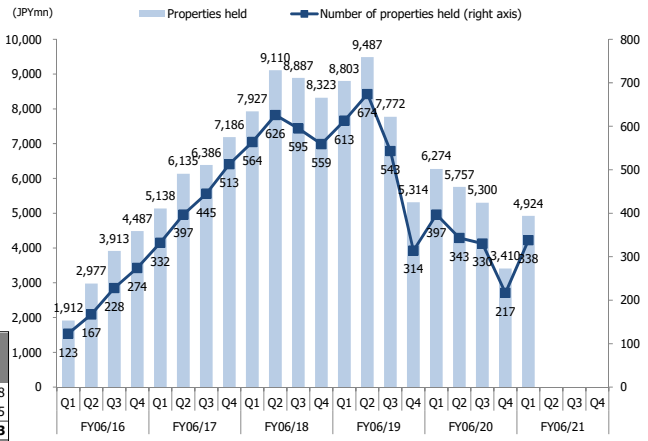
Note: Segment revenue includes internal sales and transfers.

Total franchisee contracts and franchised stores opened



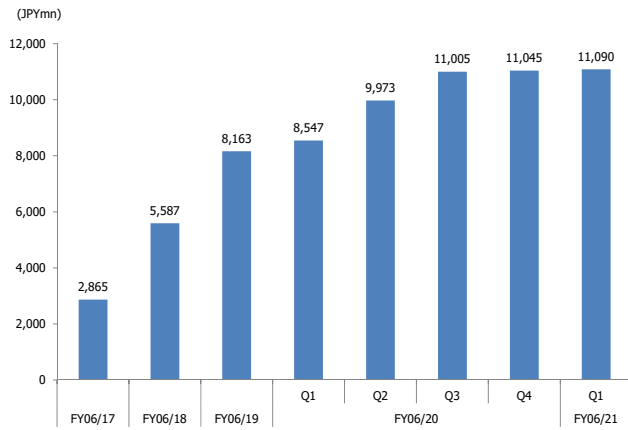
Source: Shared Research based on company data (as of June 30, 2020)

Total value and number of properties held in House-Leaseback business



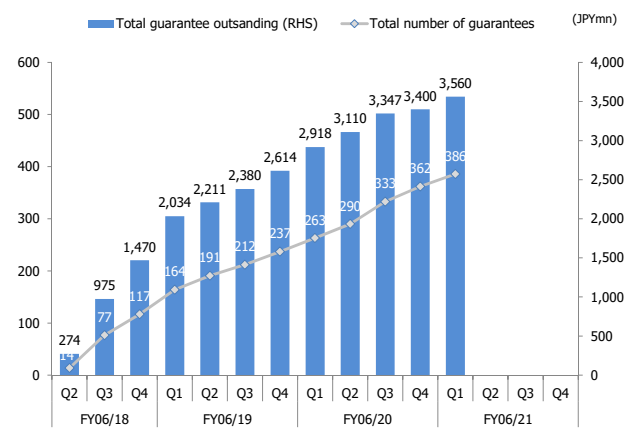
Source: Shared Research based on company data

Real estate secured loans outstanding



Source: Shared Research based on company data

Number and value of reverse mortgage guarantees and guarantees outstanding



Source: Shared Research based on company data

Q1 FY06/21 results (out November 10, 2020)

Summary

Q1 FY06/21 results (July 2020–September 2020)

- ▷ Revenue: JPY7.5bn (+24.1% YoY)
- ▷ Operating profit: JPY316mn (+741.0% YoY)
- ▷ Recurring profit: JPY257mn (+634.5% YoY)
- ▷ Net income attributable to owners of the parent: JPY152mn (+19427.7% YoY versus JPY1mn in Q1 FY06/20)

- ▷ Business environment: In the real estate industry, despite lingering uncertainty over the end of the COVID-19 outbreak and concerns on its impact on housing demand, real demand was steady due in part to the resumption of economic activity.
- ▷ Company strategy: HOUSEDO continued aggressive investment in the growth-driving businesses based on its medium-term management plan through FY06/22, with a view to transitioning to a sustainable growth business model leveraging the foundation it has accumulated. The company's focus on the three main businesses is as follows.
- ▷ Franchisee business: The company aims to increase the number of franchised stores and improve services.
- ▷ House-Leaseback business: The company aims to grow earnings through arrangements whereby it can book capital gains by selling properties to real estate funds in addition to securing stable earnings from the acquisition of rental properties.

- ▷ Finance business: The company stepped up its moves to offer packages of real estate and finance in collaboration with financial institutions in the reverse mortgage guarantee business, to supplement real estate backed finance.
- ▷ The company offered “one-stop housing services” leveraging synergies through its trinity scheme of brokerage, purchase, and renovation, based on the real estate sale and purchase brokerage business. The company also responded to customer demand by bolstering procurement of real estate for sale primarily in areas served by directly operated stores in its Real Estate Buying and Selling business, and through orders for pre-owned homes including renovation services.

Overview by segment

Following is a segment summary for Q1 FY06/21 (July–September 2020).

Franchisee business

- ▷ Segment revenue: JPY820mn (+20.5% YoY)
- ▷ Operating profit: JPY557mn (+39.7% YoY)
- ▷ Overview: HOUSEDO promoted membership of urban real estate agents and conducted proactive advertising activities via TV and radio commercials. In addition, it worked to increase the number of network stores and achieved store opening contracts in all 47 prefectures, with a view to boosting its brand recognition and value, and building its trustworthiness. The company received steady inquiries from potential franchisees.
- ▷ The company took various measures to attract franchisees. Amid the COVID-19 outbreak, the company improved work efficiency and productivity by focusing on attracting customers and carrying out sales activities online.
- ▷ Network: 39 new franchise contracts, for a cumulative total of 659 franchise outlets (618 at end-Q1 FY06/20)
- ▷ The company opened 36 franchise outlets for a cumulative total of 570 (522 at end-Q1 FY06/20).

House-Leaseback business

- ▷ Segment revenue: JPY1.1bn (-41.1 % YoY)
- ▷ Operating loss: JPY14mn (versus operating profit of JPY162mn in Q1 FY06/20)
- ▷ Overview: HOUSEDO conducted aggressive promotional activities (such as TV and radio commercials) and investment in human resources, achieving firm growth in inquiries. Further, in response to nationwide demand, the company worked to increase earnings and the number of purchase-leaseback contracts by expanding its areas of operation and responding to customers’ various needs such as funds to support living expenses of the elderly or operate businesses.
- ▷ Contracts: 158 purchase-leaseback contracts (144 in Q1 FY06/20)
- ▷ Property holdings: Cumulative total of 338 properties, operating as rental properties (company receives rental revenue)
- ▷ Capital gains: 40 properties sold, including resale, disposals, and sales to funds; revenue of JPY782mn

Finance business

- ▷ Segment revenue: JPY276mn (+35.1% YoY)
- ▷ Operating profit: JPY25mn (versus an operating loss of JPY68mn in Q1 FY06/20)
- ▷ Real estate and finance: To meet funding needs of customers using their properties, the company leveraged real estate appraisal capability of its nationwide network.

- ▷ Number of real estate secured loans in effect: 30 (43 in Q1 FY06/20)
- ▷ Real estate secured loans outstanding: JPY11.1bn (JPY8.5bn in Q1 FY06/20)
- ▷ Number of reverse mortgage guarantees: 27 (30 in Q1 FY06/20)
- ▷ Reverse mortgage guarantees outstanding: JPY3.6bn (JPY2.9bn in Q1 FY06/20)
- ▷ The company worked to expand demand through collaboration with financial institutions and develop relationships with new financial institutions. On the other hand, SG&A expenses grew as it invested in human resources and strengthened sales promotions aimed at increasing transactions.

One-time revenue businesses

- ▷ Real Estate Buying and Selling: Segment revenue was JPY3.5bn (+110.5% YoY) and operating profit was JPY279mn (+197.4% YoY).
- ▷ Real estate transactions: 175 transactions (+101.1% YoY). Leveraging group synergies, the company focused on procuring properties that match the needs of clients who wish to sell or buy properties in area of its directly operated stores. For HOUSEDO, the restart of economic activity was a prime business opportunity, as it had accumulated a well-stocked inventory through continued purchases.
- ▷ Real Estate Brokerage: Segment revenue was JPY559mn (-10.2% YoY) and operating profit was JPY154mn (-20.7% YoY).
- ▷ Brokerage: Comprises real estate sale and purchase brokerage, focusing on attracting customers through advertising strategies in various media and a community-based posting strategy. The number of properties brokered during Q1 FY06/21 was 800 (-2.3% YoY).
- ▷ Renovation: Segment revenue was JPY571mn (-31.8% YoY) and operating profit was JPY17mn (-82.2% YoY).
- ▷ Business collaborations: The Renovation business collaborated with the Real Estate Brokerage business for pre-owned homes including renovation services, and actively held renovation events in collaboration with home fixture manufacturers to attract new customers. The orders declined due to the impact of the COVID-19 outbreak in FY06/20, but demand is gradually recovering. The segment had 488 contracts in Q1 FY06/21 (-1.4% YoY) and 417 delivered (completed) renovations (-27.6% YoY).
- ▷ Koyama Corporation group: Segment revenue was JPY757mn (+225.7% YoY) and operating profit was JPY126mn (no YoY comparison is available).
- ▷ The Koyama Corporation group operates mainly in Soka, Saitama Prefecture, by leveraging information capabilities and community-based networks based on the stores it operates near stations. It focused on acquiring rental management fees and rent income as stable revenue, as well as real estate brokerage and purchase/sale. The number of properties under management totaled 5,992 (5,733 at end-Q1 FY06/20).
- ▷ Other: Segment revenue was JPY0mn (-87.9% YoY) and operating loss was JPY4mn (versus operating profit of JPY0mn in Q1 FY06/20).

This note is the most recent addition to the [full report](#).

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