



# Azoom

# Medium-Term Management Plan 2030 (FY2026-FY2030)

AZoom Co., Ltd.

T S E P r i m e : 3 4 9 6

September, 2025

The opinions and forecasts contained in this document reflect judgments made by the Company at the time of preparing this document, with no guarantee made concerning the accuracy of the information. Actual performance may differ due to changes in various factors.

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# To our shareholders

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We are pleased to announce that AZoom has successfully concluded FY2025 and has started FY2026. We would like to express our heartfelt gratitude to our shareholders for their continued warm support.

FY2025 was a year in which we completed our transition to the Prime Market of the Tokyo Stock Exchange and further strengthened our foundation through the three pillars of business, finance, and governance. We continue to diligently refine our founding philosophy: aiming to create value for society by repurposing vacant parking lots and hidden real estate and idle assets scattered throughout cities.

Our efforts extend beyond simply revitalizing “space” like parking lots and real estate. We transform unused spaces lying dormant in cities into value with the spirit of “Mottainai,” creating a future where people’s lives and society as a whole circulate more abundantly. That is the very reason for AZoom’s existence.

Based on the trust and achievements we have built, we are advancing toward new goals for FY2030: the number of leased spaces of 120,000, sales of ¥50.0 billion, and operating profit of ¥12.5 billion. While maintaining an operating profit margin of 25% as our baseline, we aim to further enhance profitability through operational efficiency and knowledge consolidation enabled by our AI platform, “SYNAPSE.”

SYNAPSE is not merely a system, it is a “tool for co-creation” that extends the thinking and actions of each employee. We will cultivate it into an entity that complements human capabilities, elevates the collective intelligence of the entire organization, and supports better decision-making and value creation.

The next five years mark the beginning of new challenges to further accelerate our organizational growth.

By maximizing the potential of each individual and elevating ourselves together with our colleagues, AZoom will advance to the next stage.

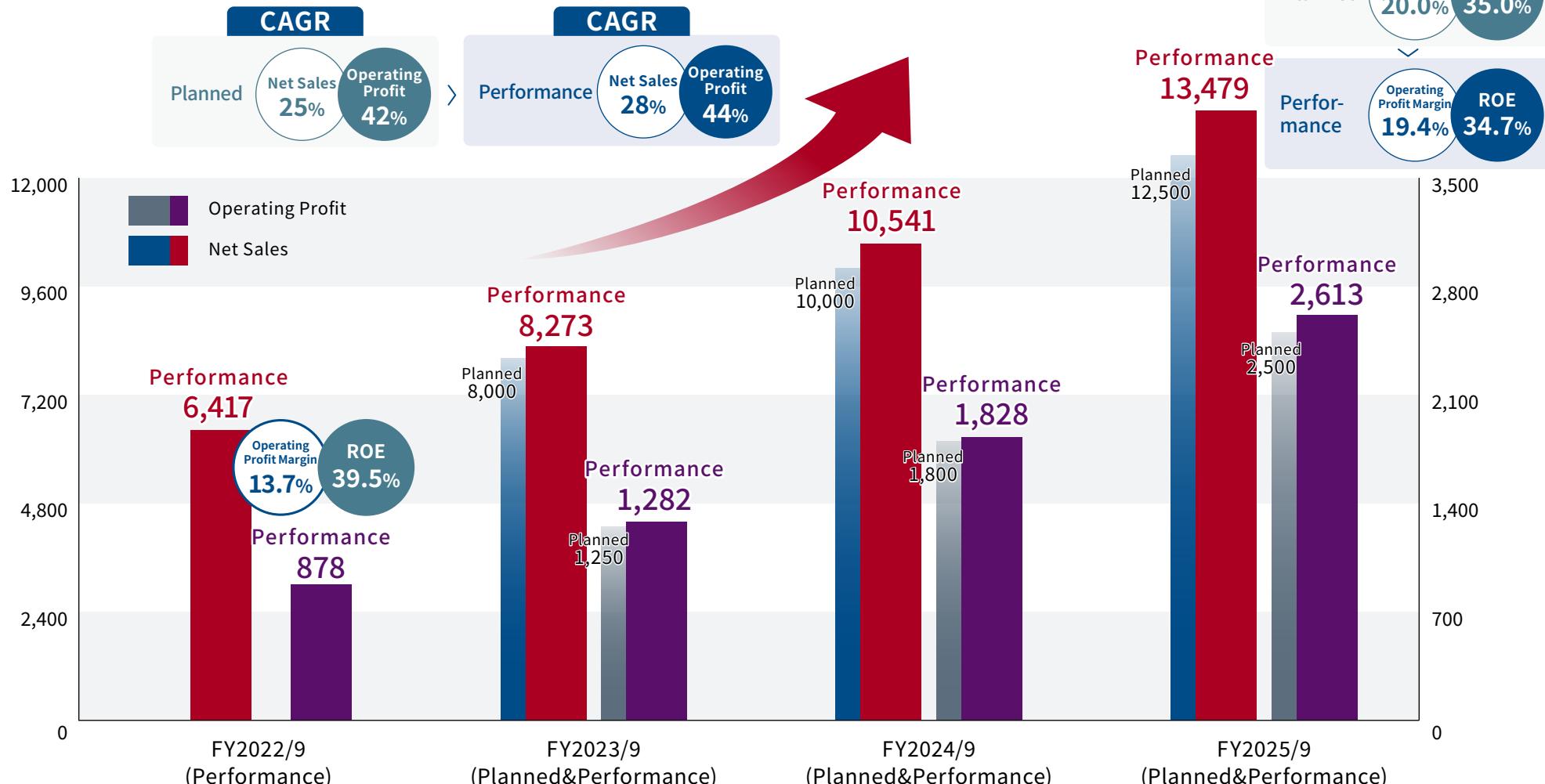
We sincerely hope our shareholders will warmly support these endeavors.

November 2025

Yoji Sugata, President and Representative Director

# Review of the Previous Medium-Term Management Plan (FY2023–FY2025)

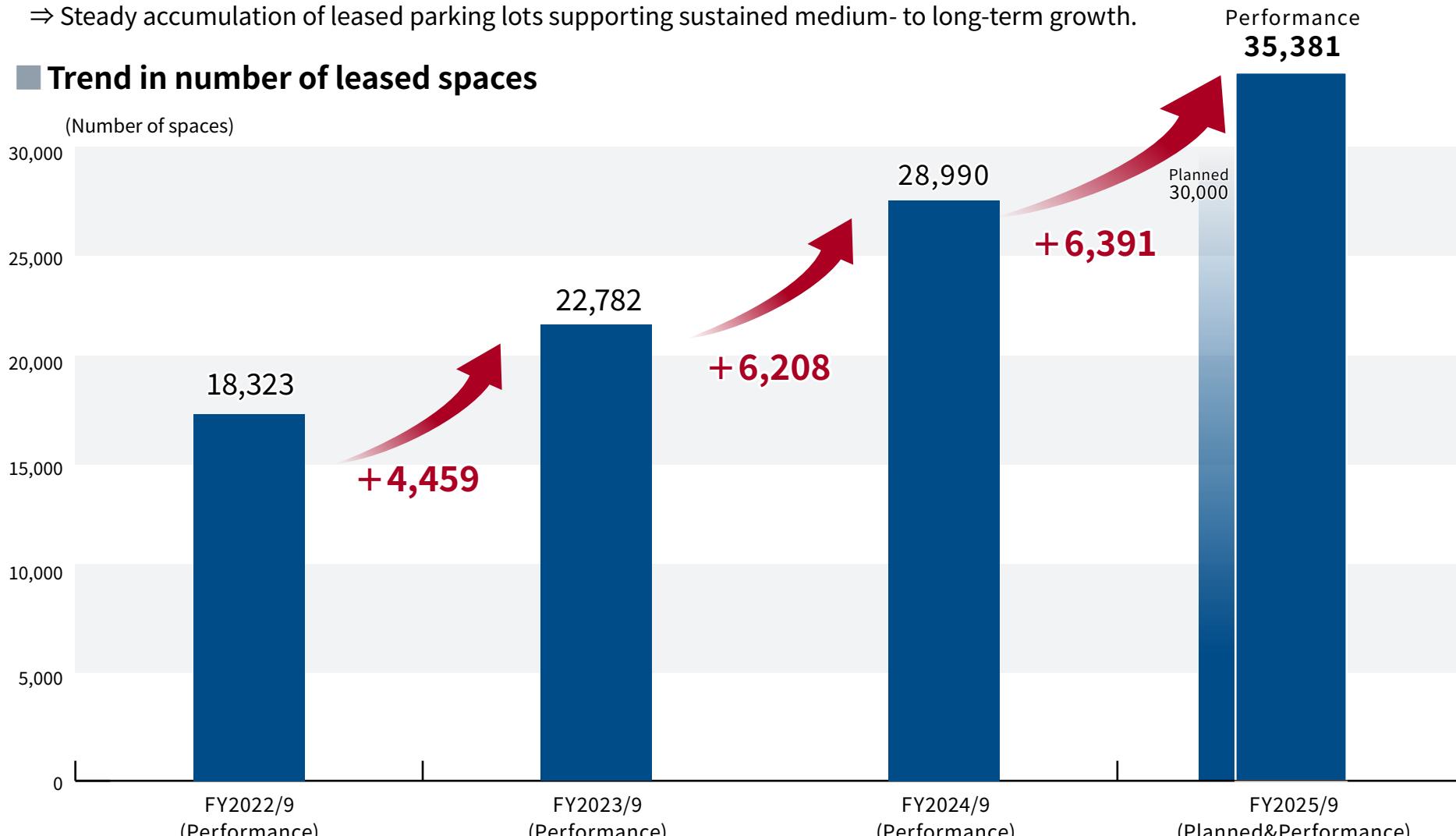
- Net Sales and Operating Profit exceeded the plan in all fiscal years (CAGR also above plan).
- Operating profit margin and ROE remained broadly in line with targets.



# Review of the Previous Medium-Term Management Plan (FY2023–FY2025)

- The Company achieved approximately 5,000 more leased parking lots than the initial target of 30,000 set in the medium-term management plan.  
⇒ Steady accumulation of leased parking lots supporting sustained medium- to long-term growth.

## ■ Trend in number of leased spaces



# Future directions (mission, vision, purpose)

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## MISSION

**Optimize everything  
in the world with  
the spirit of “Mottainai”**

※ “Mottainai” is a term of Japanese that conveys a sense of regret over waste and encourages people to “reduce, reuse and recycle.”

## VISION

**Putting idle assets to  
productive use**

## PURPOSE

**Enrich the lives of  
all stakeholders**

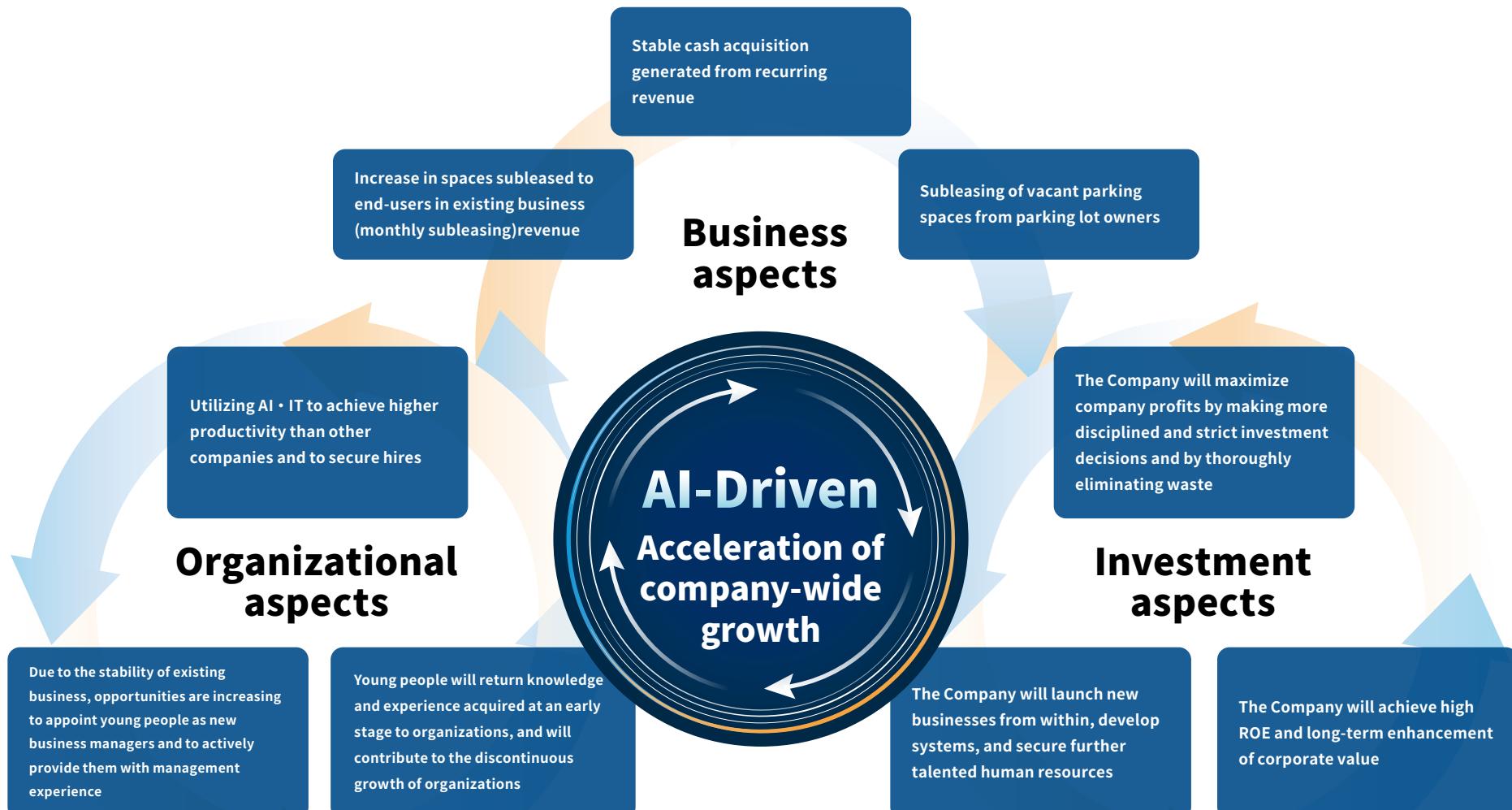
The Azoom Group has been committed to monetizing underutilized assets through the subleasing and referral of vacant monthly parking lots, as well as by promoting the use of vacant spaces such as offices, supporting talent matching through recruitment services, and creating virtual spaces using 3DCG and VR technologies.

Under the new medium-term management plan, we will advance beyond the previous focus on “expanding effective utilization” to a new stage of “enhancing speed and productivity” through the use of AI-driven technologies. By combining human capabilities with technology, we aim to accelerate our growth and take on the challenge of creating new value that goes beyond simply optimizing underutilized assets.

# Future directions [Review and Medium-Term Vision]

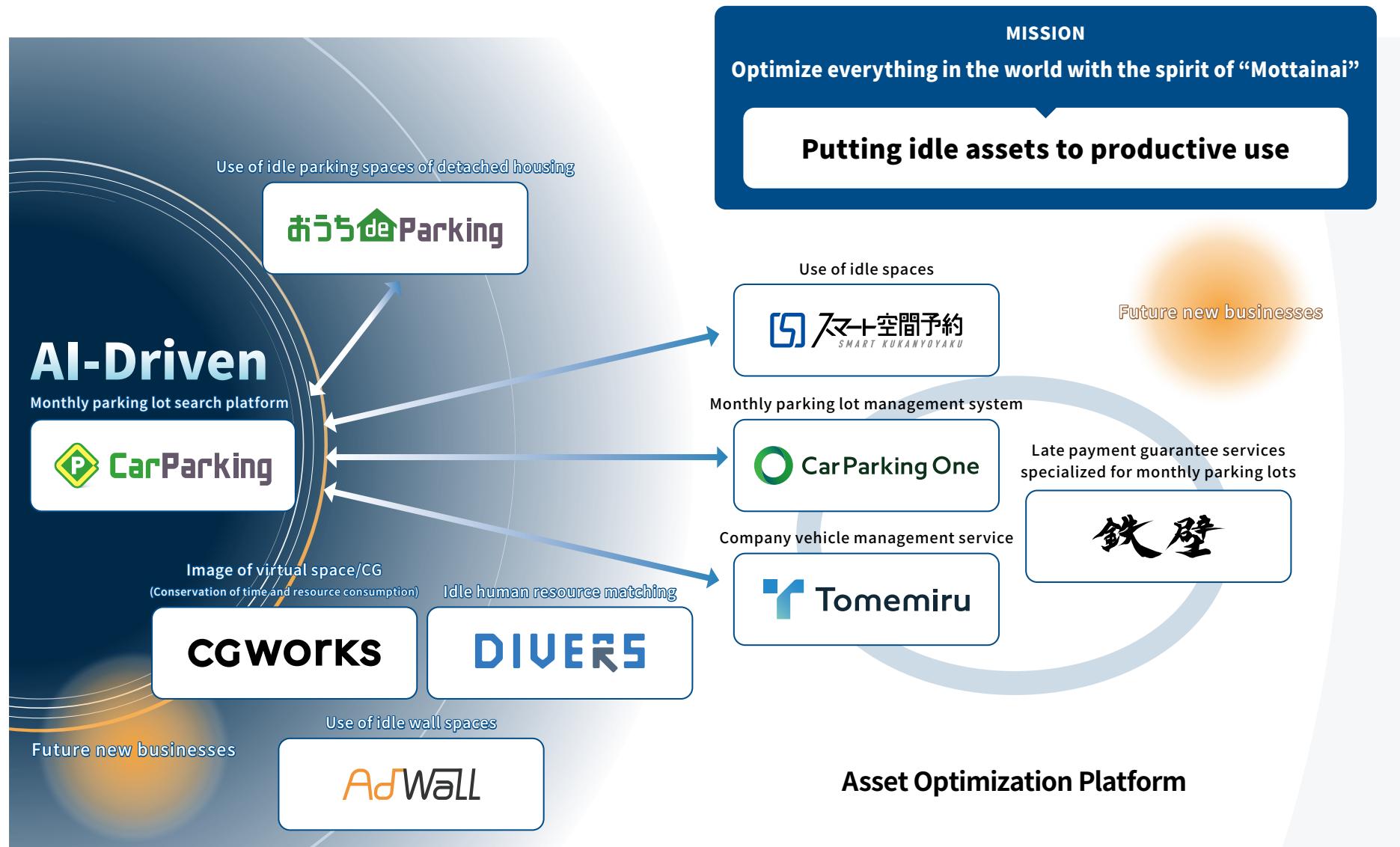
	Time of IPO	the present	Image of the medium-term
Corporate Philosophy	Putting idle real estate to productive use	Optimize everything in the world with the spirit of “Mottainai”	Optimize everything in the world with the spirit of “Mottainai”
Business model	Monthly parking lot platform operation and subleasing	Vertical SaaS for idle asset utilization	Asset Optimization Platform (Optimizing All Underutilized Assets)
Business domains (Group companies)			
Overview of provided services	Monthly parking lot introduction / Monthly parking lot subleasing 	 <p>Monthly parking lot subleasing/introduction Late payment guarantee services specialized for monthly parking lots Monthly parking lot management DX system Vacant space reservation management system Human resource introduction services and matching services 3DCG/Open office VR services etc.</p>	 <p>Monthly parking lot subleasing/introduction Late payment guarantee services specialized for monthly parking lots Monthly parking lot management DX system Vacant space reservation management system Human resource introduction services and matching services 3DCG/Open office VR services etc.</p>
Revenue structure	Recurring revenue 80% Flow-type 20%	Recurring revenue <b>90% or higher</b> Flow-type <b>10% or lower</b>	Recurring revenue <b>95%</b> Flow-type <b>5%</b>

# Future direction (achievement of stable, high growth potential)



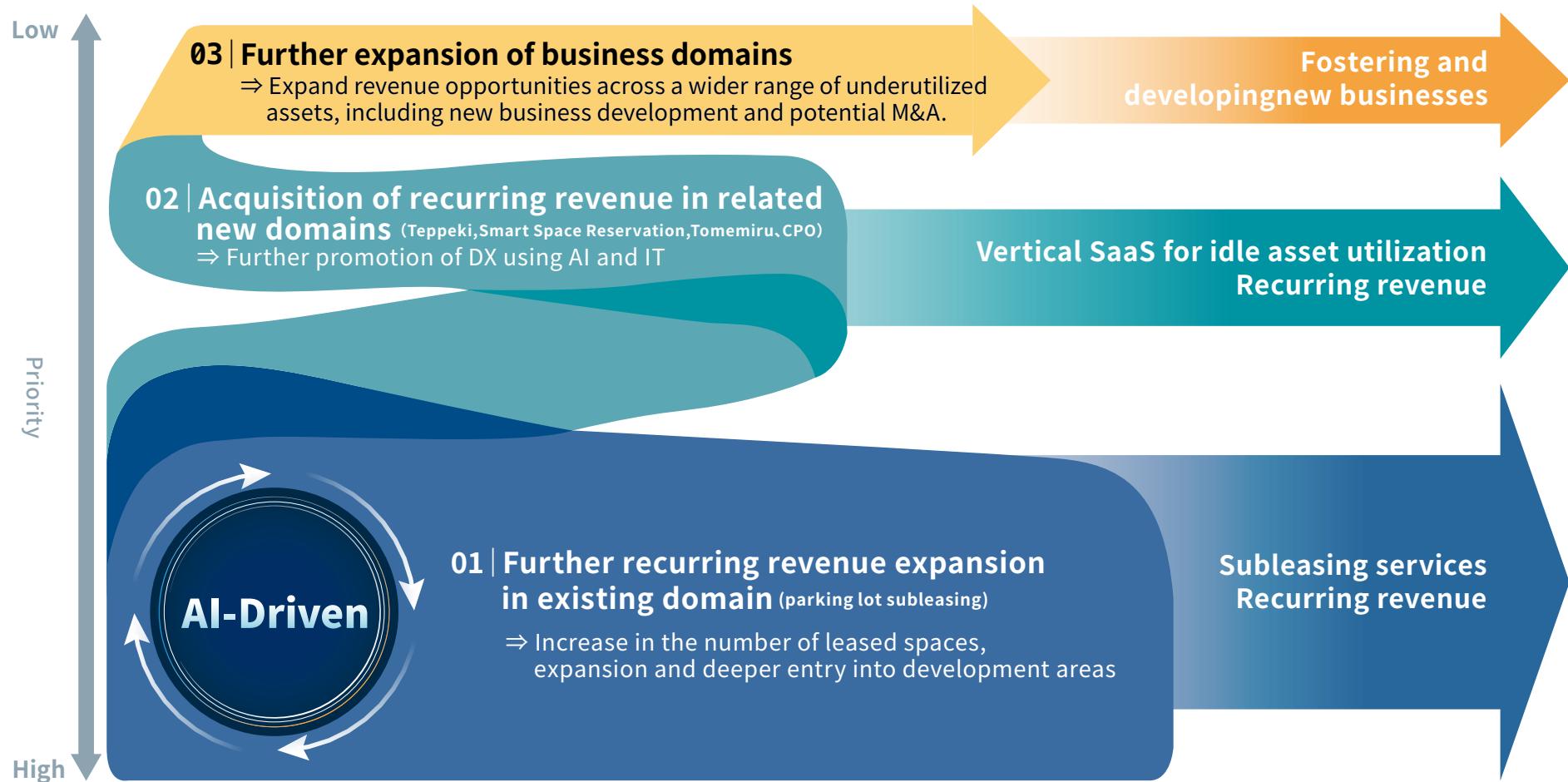
Centered on the AI project “SYNAPSE,” driving operational efficiency, smarter decision-making, and maximized workforce productivity to achieve stable and strong growth in the core monthly parking lot subleasing business.  
⇒ Leveraging the virtuous cycle of accumulated talent, know-how, financial strength, and AI expertise to reinvest in related and new business domains—accelerating overall growth and enhancing long-term corporate value.

# Future directions [Image of business development]



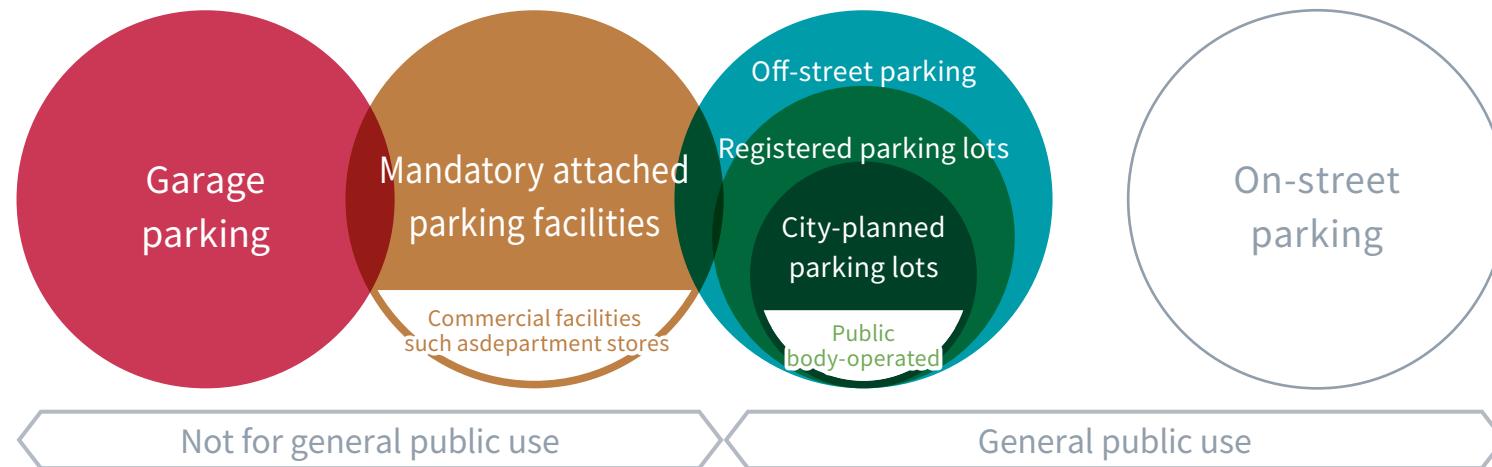
# Medium-term growth strategy (Image of business growth)

- Further deepen the parking lot subleasing business to maximize organic growth.
- Enhance profit margins through efficient business operations driven by AI and IT, aiming for sustainable improvement of corporate value over the medium to long term.



## Medium-term growth strategy

### 01 | Expansion of recurring revenue in existing domain (subleasing) (Business domains in the parking lot business)



● Garages and Exclusive parking (no statistics)	Automobile storage facilities [Garage Law]
● Parking facilities required to be attached (3.55 million spaces)	Parking facilities required to be attached to large buildings (including condominiums) [Parking Lot Act, Ordinance, and Large-Scale Retail Store Location Act]
● Notified parking facilities (1.95 million spaces)	Paid parking spaces of 500 m <sup>2</sup> or more in urban planning areas [Parking Lot Act] One of urban facilities under the City Planning Act
● City planning parking lot (100,000 spaces)	Off-street parking lot defined in urban planning [City Planning Act, Parking Lot Act]
● On-street parking lot (500 spaces)	Facilities with a limited number of parking spaces on the surface of the road [Parking Lot Act] Parking meters, parking tickets, etc. [Road Traffic Act]

**Parking facilities that the Company mainly handles**



\*Data for the number of vehicles is as of the end of 2024.

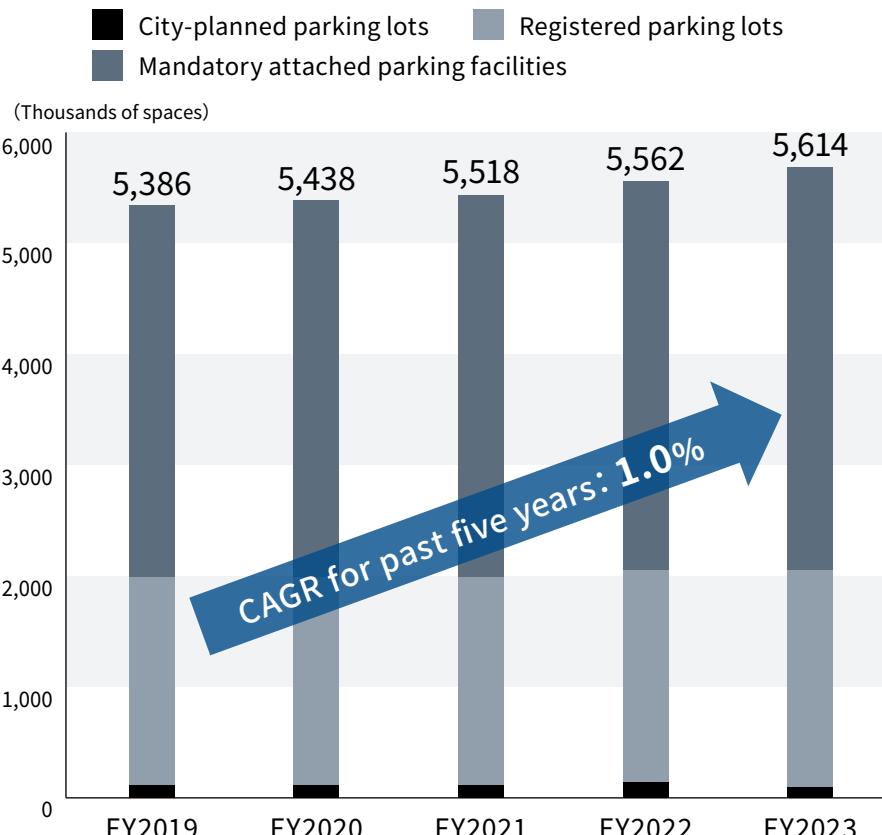
Source: Compiled by the Company based on the Parking System (City Bureau, Ministry of Land, Infrastructure, Transport and Tourism of Japan)

## Medium-term growth strategy

### 01 | Expansion of recurring revenue in existing domain (subleasing) (Trends in parking space / automobile ownership)

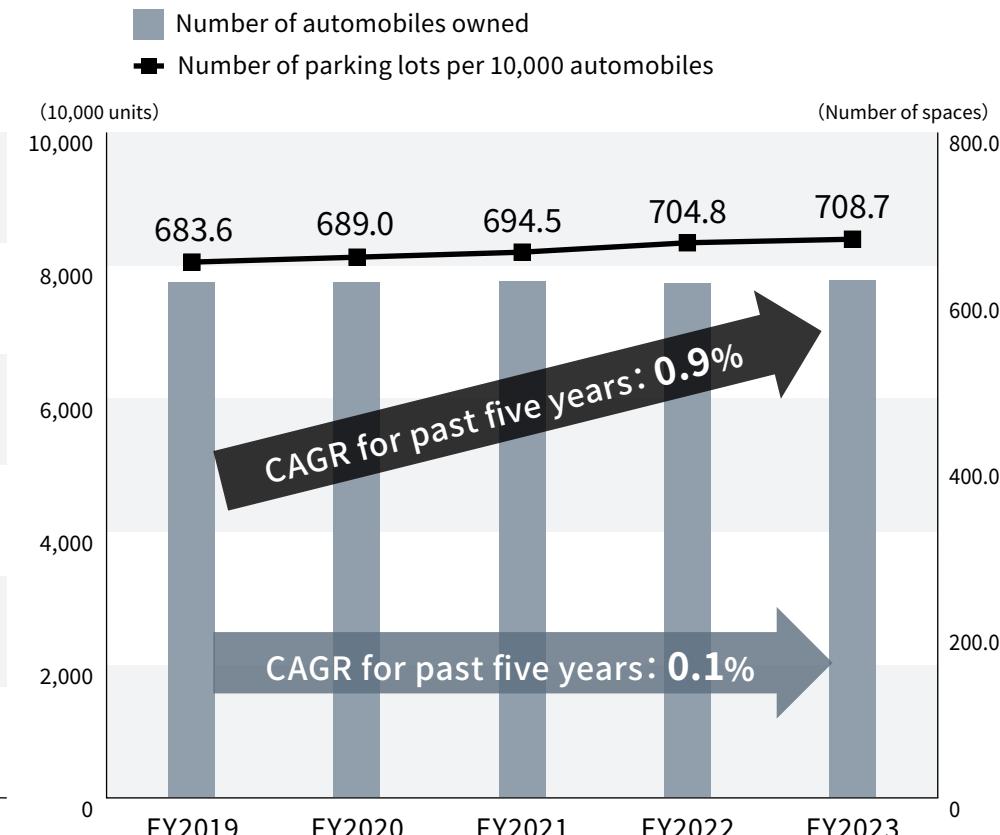
- The number of parking spaces in Japan is on the rise, but the number of automobiles owned in Japan remains at over 75 million.(By type, the increase in the number of commercial buildings and condominiums has led to a notable increase in the number of mandatory attached parking facilities) ⇒Demand is growing to make use of vacant parking spaces

#### Number of parking spaces in Japan



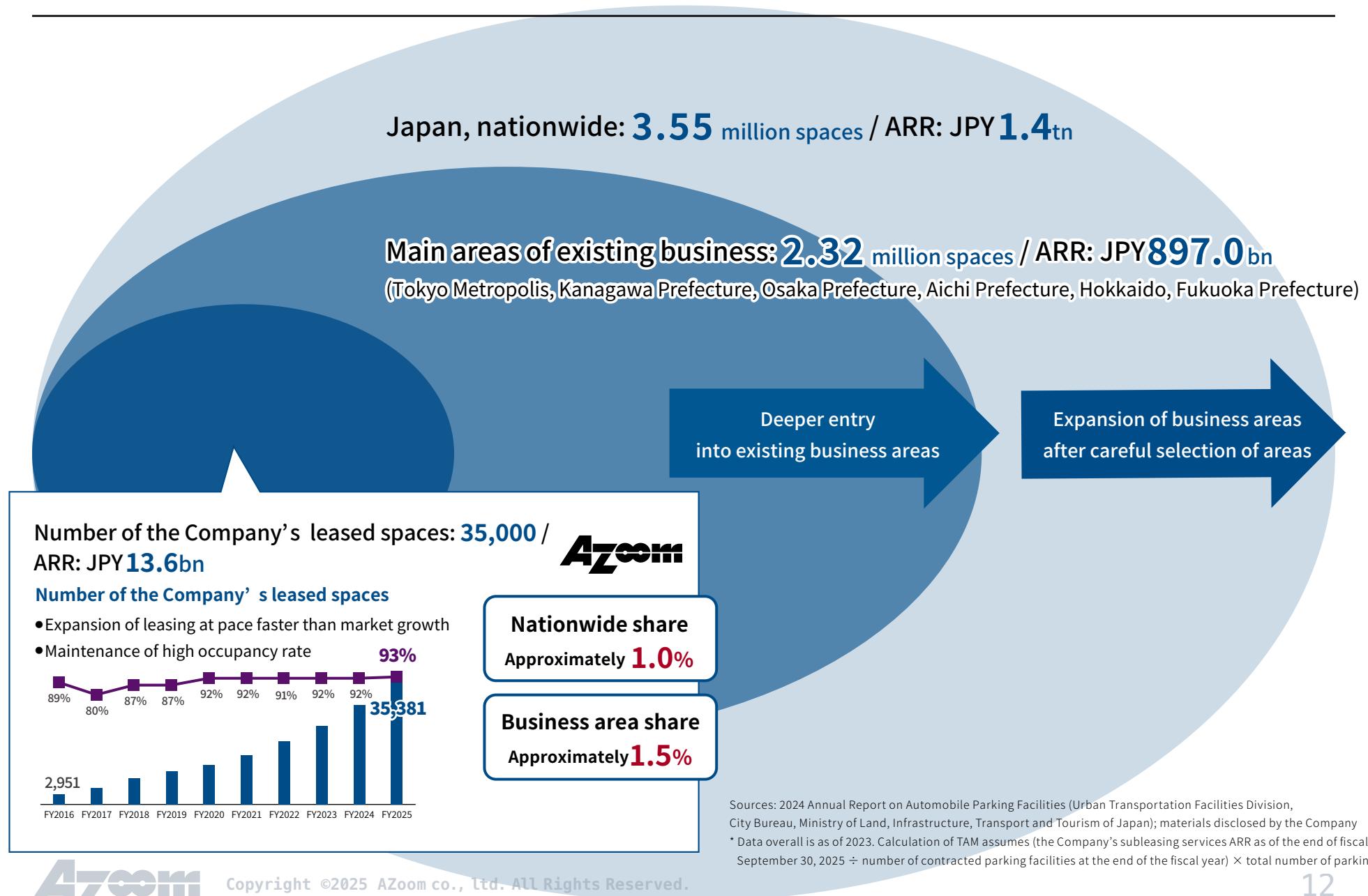
Source: Compiled by the Company based on the 2023 Annual Report on Automobile Parking Facilities  
(Urban Transportation Facilities Division, City Bureau, Ministry of Land, Infrastructure, Transport and Tourism of Japan).

#### Number of automobiles owned in Japan



Source: Prepared by the Company based on information from the Automobile Inspection & Registration Information Association

### 01 | Expansion of recurring revenue in existing domain (subleasing) (Growth potential (TAM))



# Riding the AI Tailwind

**Azoom, fully leveraging AI, enters a new phase of growth.**

## 01 | Expansion of recurring revenue in existing domain (subleasing) (Project “SYNAPSE” )

**SYNAPSE: Achieving improved service quality and operational efficiency through AI**



Sales activity support



Advanced demand analysis



Greater efficiency in acquiring property information

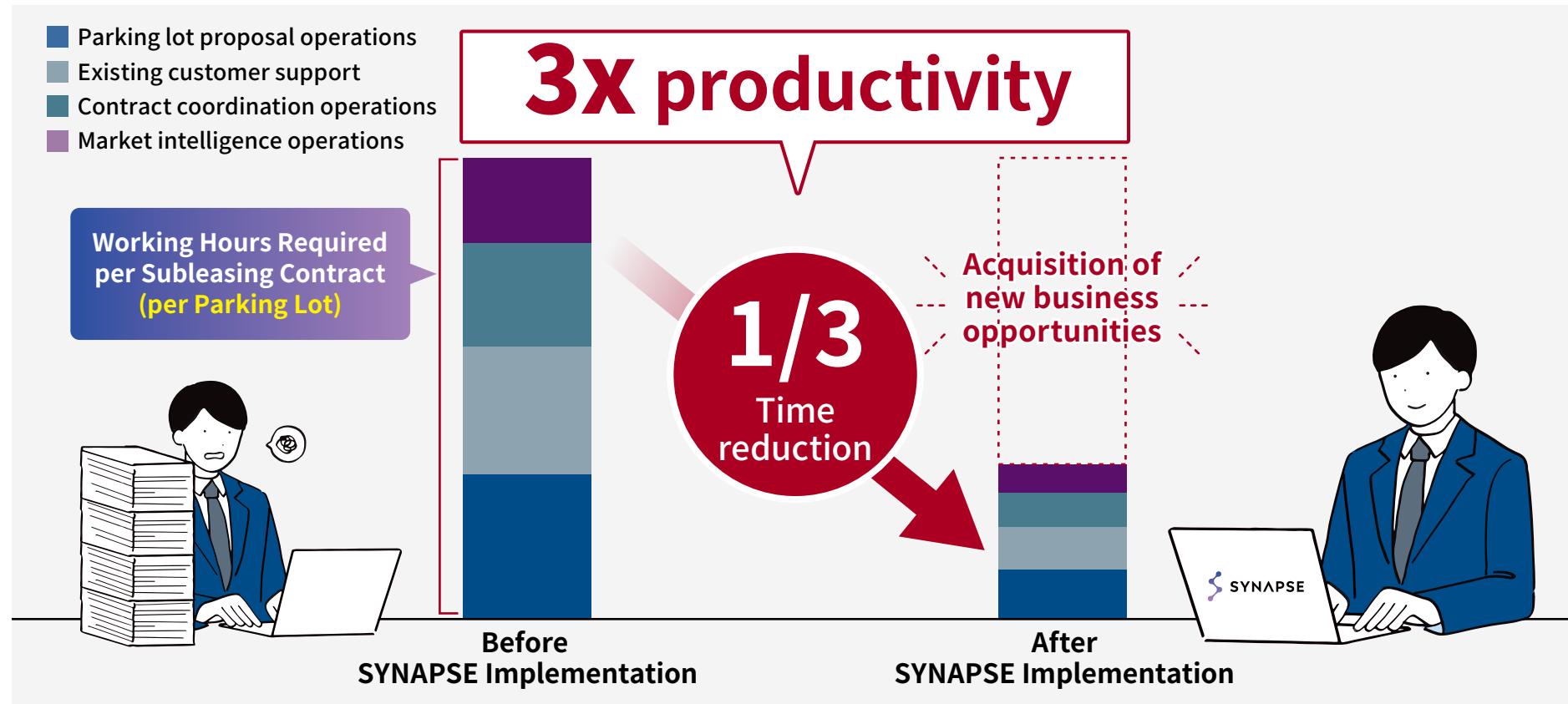


Automation of contract operations

## 01 | Expansion of recurring revenue in existing domain (subleasing) (Project “SYNAPSE” )

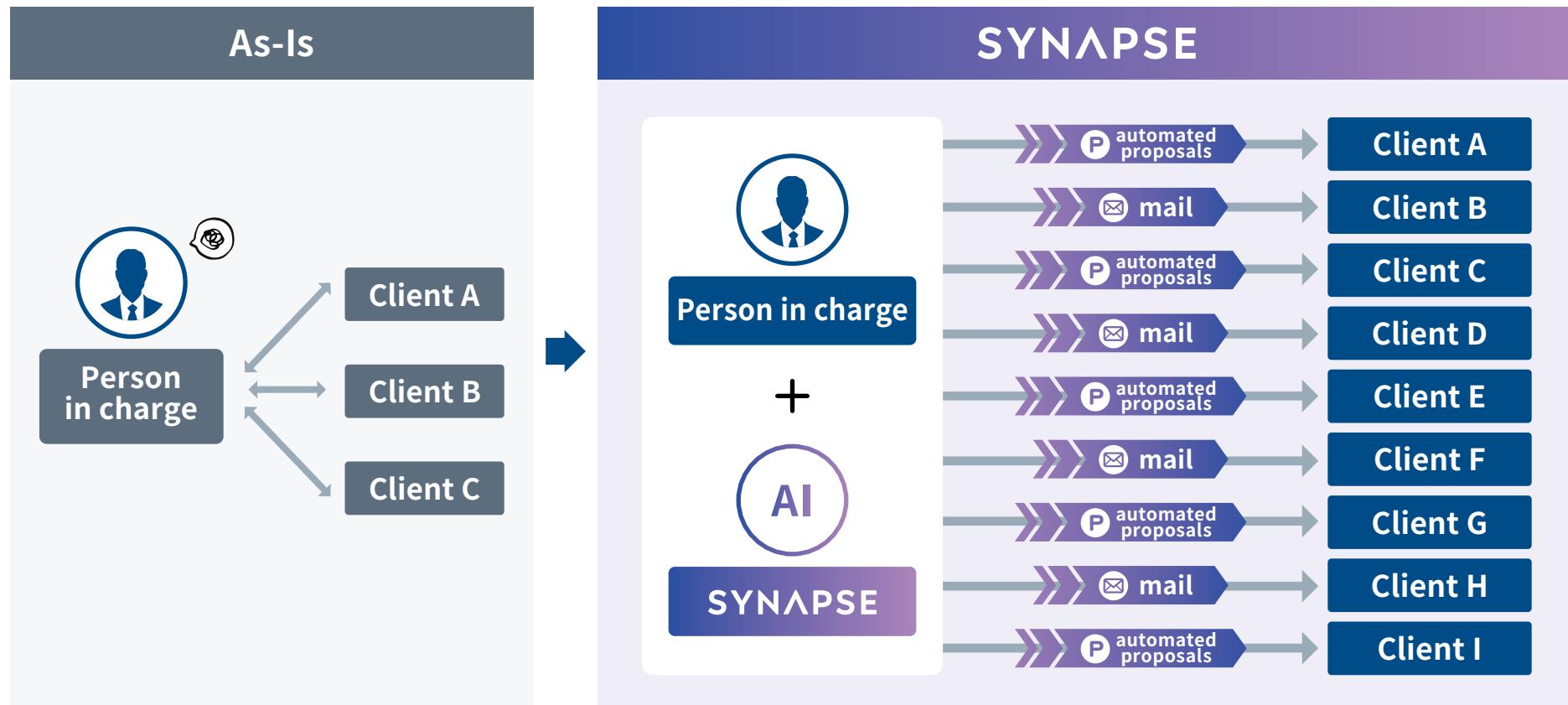
### ■ Enhancing Productivity in Parking Lot Proposal Operations (Subleasing Service)

- We will strengthen AI support in proposal operations to improve both the quality and speed of proposals.
- Through automating contract operations, we will reduce man-hours, allowing us to focus on core tasks and achieve optimal personnel allocation.



## 01 | Expansion of recurring revenue in existing domain (subleasing) (Project “SYNAPSE” )

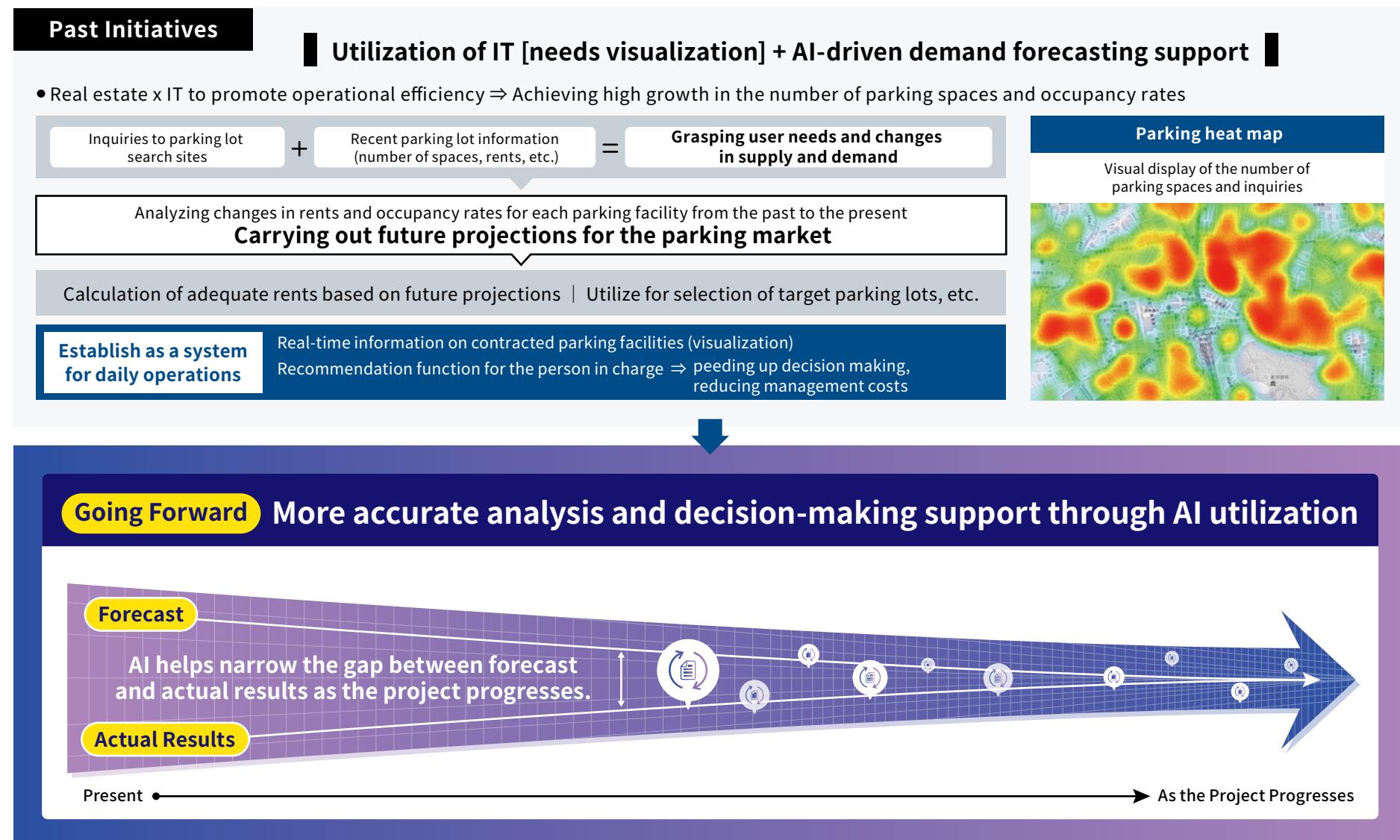
### ■ Proposal in the Parking Lot Subleasing Service - As-Is / To-Be



The ability to infer clients' potential desires and compromise points,  
a highly accurate matching algorithm, and speedy automated proposals

## Medium-term growth strategy

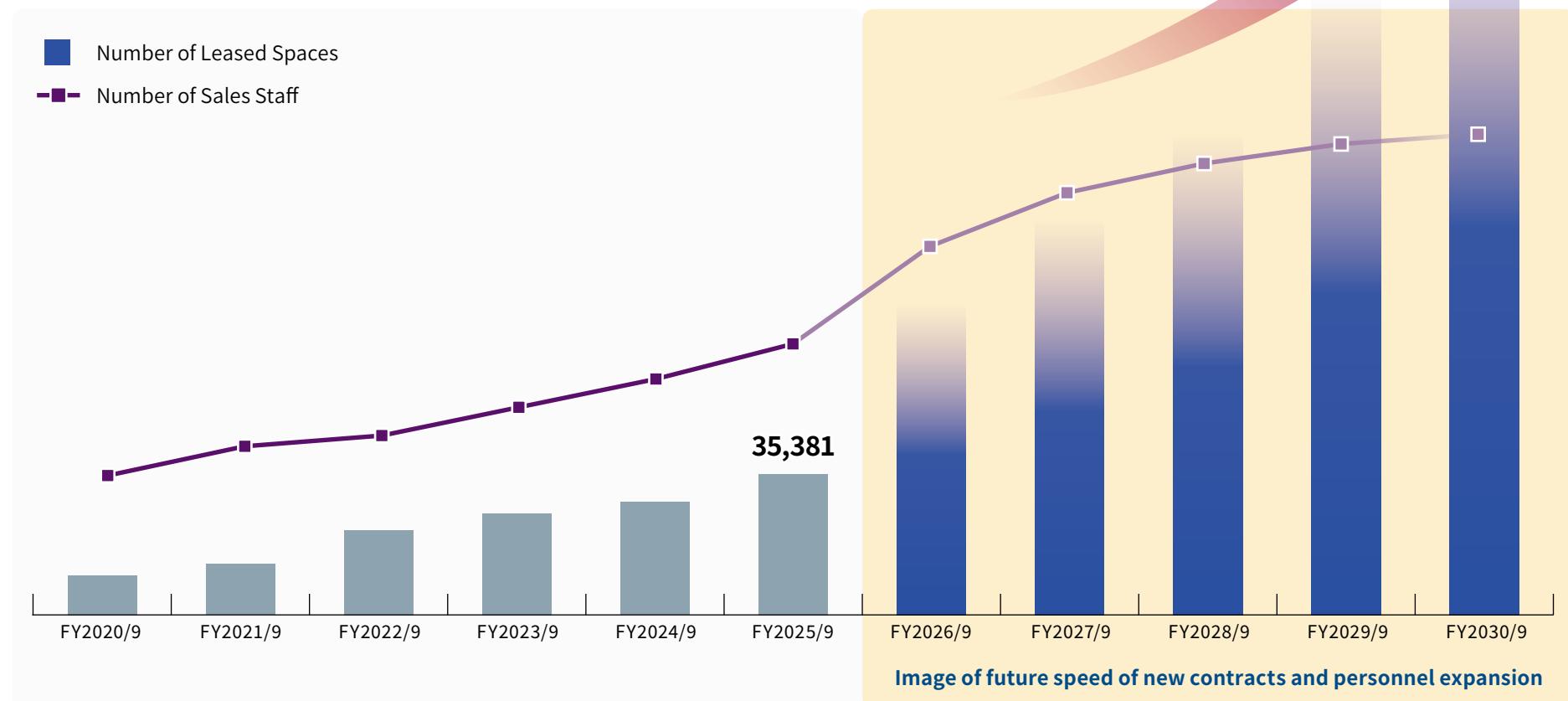
# 01 | Expansion of recurring revenue in existing domain (subleasing) (Project “SYNAPSE” )



### 01 | Expansion of recurring revenue in existing domain (subleasing) (Project “SYNAPSE” )

#### ■ Increased number of leased spaces from the utilization of AI and personnel enhancement

- By improving productivity in the parking lot leasing sales division, increase the ratio of personnel in the parking lot acquisition (subleasing) division through internal transfers — minimizing costs and maximizing effectiveness.
- As the project progresses, we will accelerate the increase in the number of sublease properties.



## 01 | Expansion of recurring revenue in existing domain (subleasing) (Japan's largest monthly parking lot search site)



Achieved **quadruple crown** related to monthly parking lots



Cumulative number  
of inquiries



Annual number  
of inquiries



Annual number  
of users



Monthly parking lot  
listings

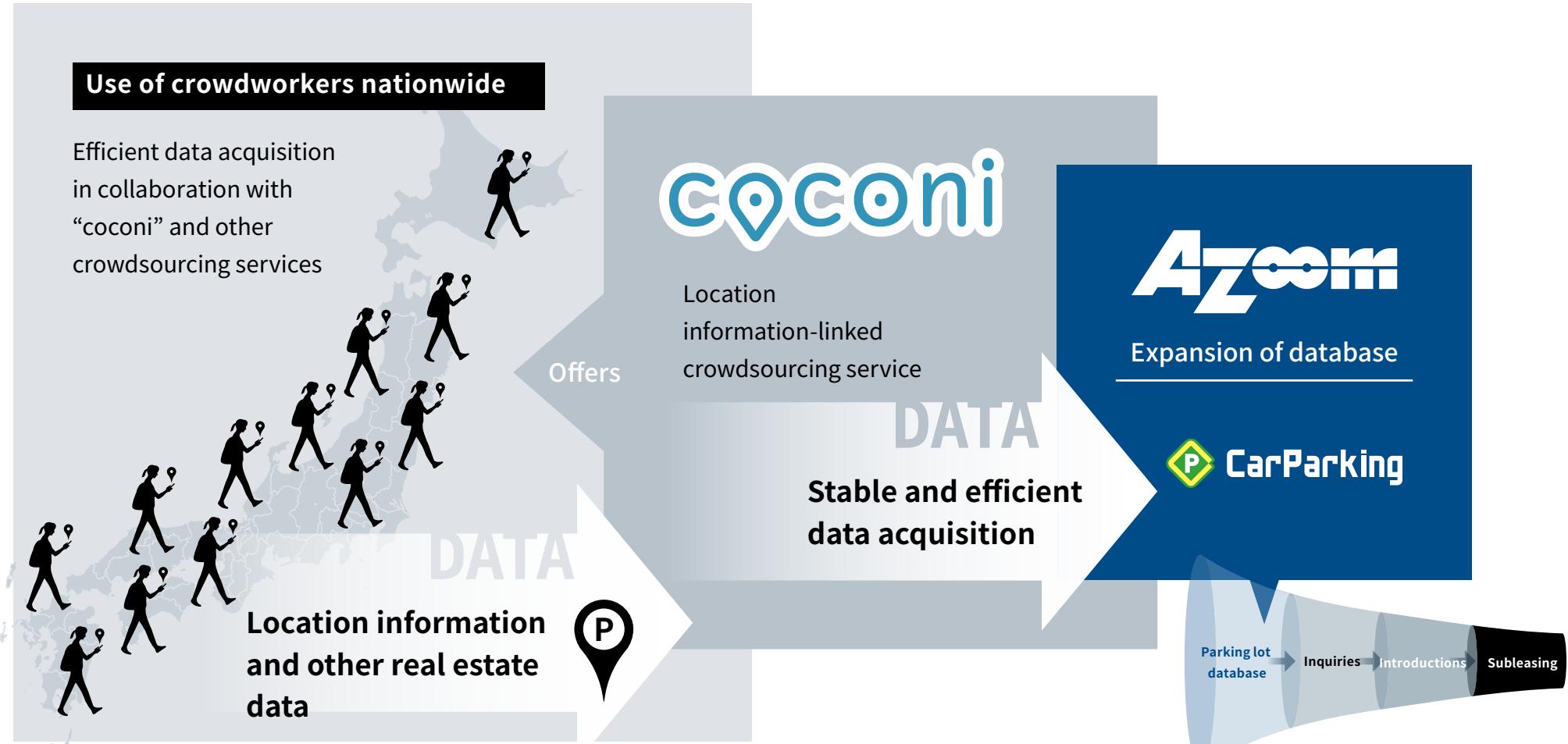
Survey by Japan Marketing Research Organization: Survey overview: Period ended October 2022: Market research on designated areas related to monthly parking lot search sites:  
Cumulative number of inquiries since start of service / Number of inquiries in the past year / Annual number of site visitors / Number of monthly parking lots



Number of listed properties is as of October 2022; annual number of contracts concluded is from July 2021 to June 2022; and number directly managed and occupancy rate are as of June 2022

### 01 | Expansion of recurring revenue in existing domain (subleasing) (Enhancement of parking lot database)

- Efficient acquisition of real estate data using crowdworkers nationwide
- Construction of a virtuous cycle of “Increase in inquiries” accompanying increase in real estate data  
⇒ “Increase in introductions” ⇒ “Increase in subleasing”

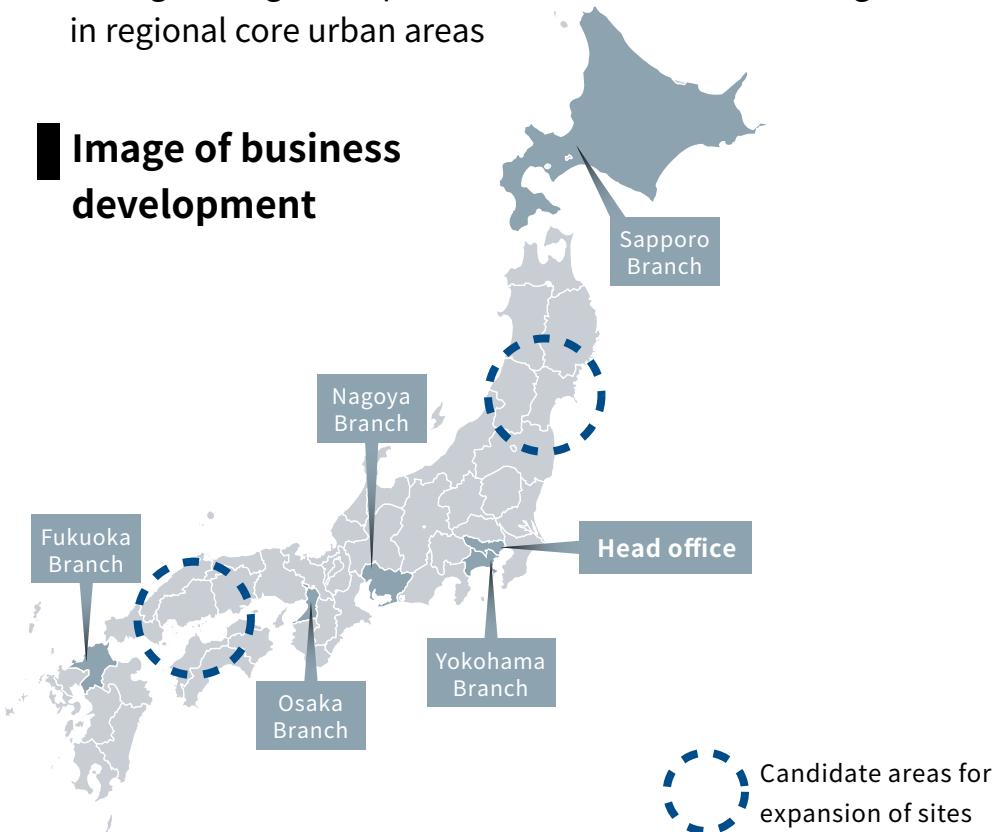


## 01 | Expansion of recurring revenue in existing domain (subleasing) (Expansion of and deeper entry into business development areas)

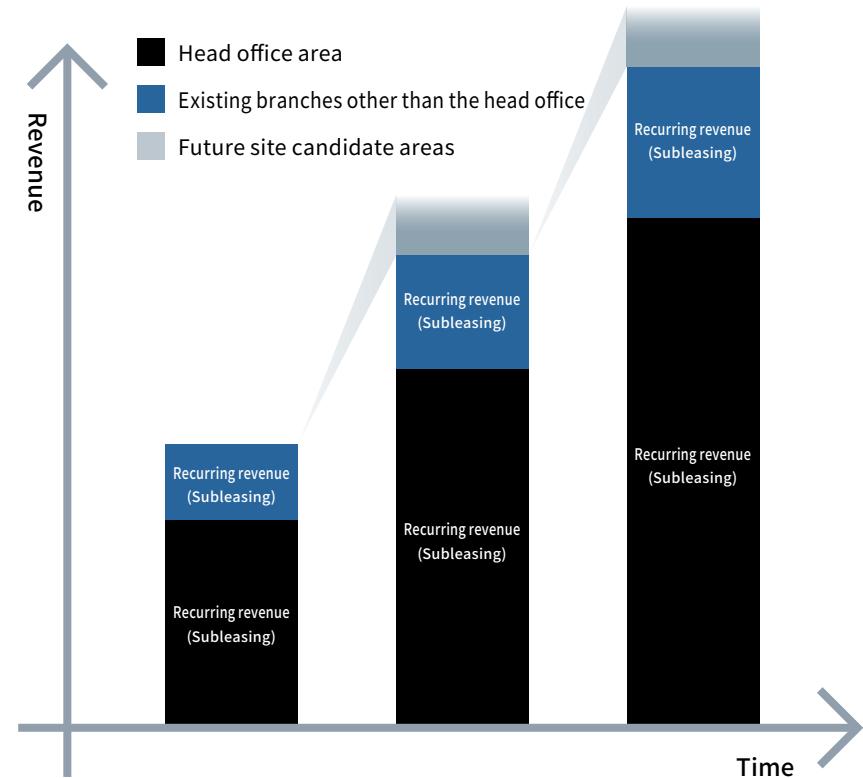
- Meeting of demand for use of parking lots nationwide
- Increase in number of parking spaces handled through attentive follow-through with owners

- ① Consideration of branch expansion to regional core urban areas
- ② Strengthening of cooperation with local real estate agents in regional core urban areas

### Image of business development

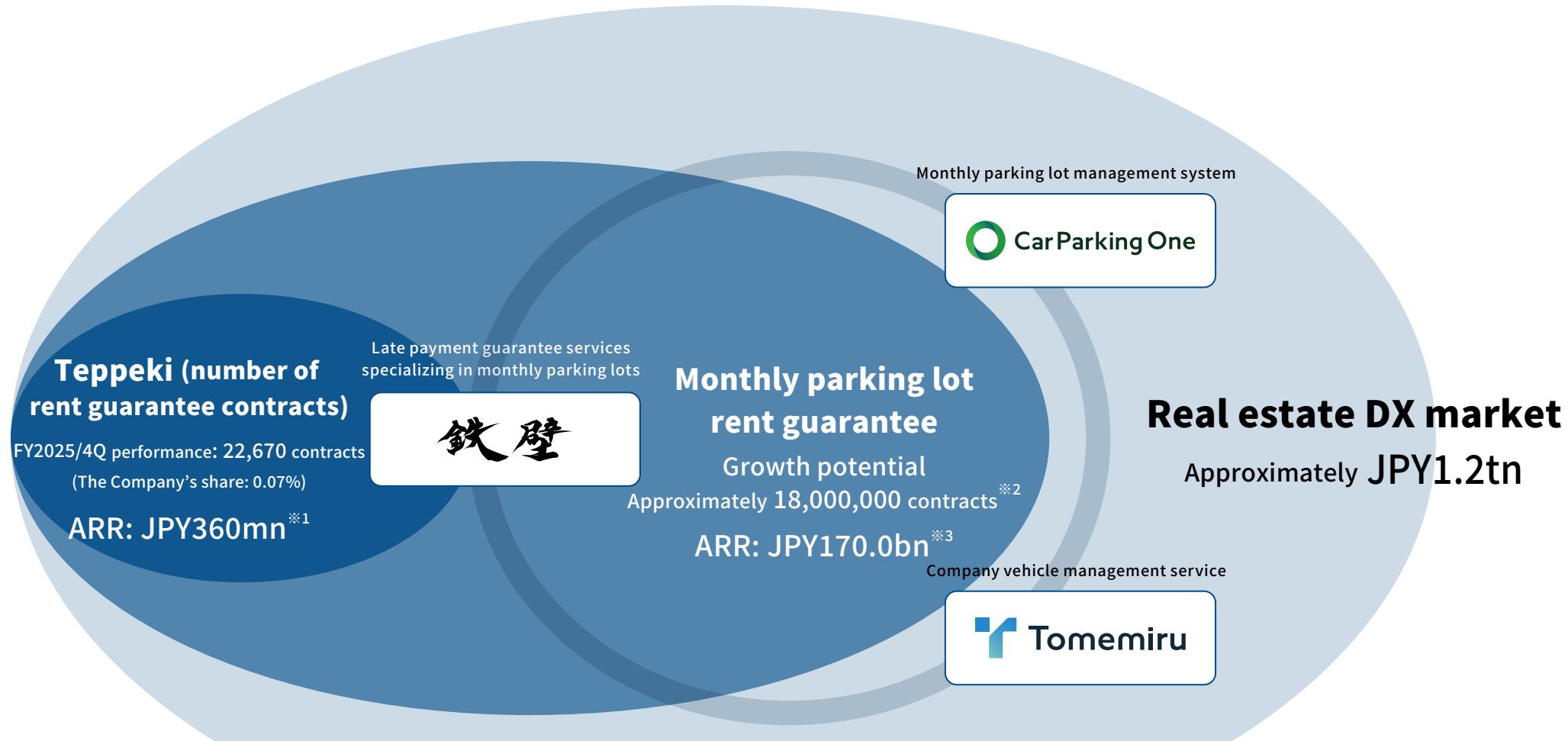


### Further accumulation of subleasing revenue (recurring revenue) through expansion of sites



## 02 | Acquisition of recurring revenue in related new domains

(Real estate DX market and Teppeki (parking lot rent guarantee) growth potential (TAM))



Sources: Prepared by the Company from Ministry of Internal Affairs and Communications, Statistics Bureau "2018 Housing and Land Survey"; Automobile Inspection & Registration Information Association "2022 List of Vehicles Owned by Prefecture and by Vehicle Type"; "Yano Research Institute 2021 Real Estate Tech Market Status and Outlook" (July 2021)

※1 ARR is calculated by conversion of end-of-month recurring revenue net sales performance of Teppeki, as of the end of September 2025, to an annual basis

※2 Provisional calculation by the Company of the number of contracts generating monthly fees in parking facilities, based on number of owned vehicles in each prefecture and taking into consideration the Company's parking lot introduction/subleasing areas, the percentage of condominiums in each prefecture, etc.

※3 Provisional calculation of estimated growth ARR through conversion of monthly recurring revenue net sales, calculated based on the Company's subleasing performance and guarantee commission rate, to an annual basis, on the total number of contracts in ※2

#### Late payment guarantee services specializing in monthly parking lots

- A key matter in the operation of monthly parking lots is measures against delinquent rent.

In the operation of monthly parking lots with over 30,000 spaces, the Company has undertaken DX (digital transformation) for delinquency reminder work.

Teppeki Co., Ltd. is a group company established to provide monthly parking lot owners nationwide with know-how and resources cultivated within that work, to support the operation of monthly parking lots.



● Company Name	Teppeki Co., Ltd.
● Date of establishment	October 2021
● Business description	Late payment guarantee services

● Representative	Yuji Takahashi
● Capital	¥ 50 million (wholly owned by AZoom Co., Ltd.)



Management system enabling assessment of payment status in real time



A sales support system enabling completion of all tasks online, from application to screening and contract conclusion

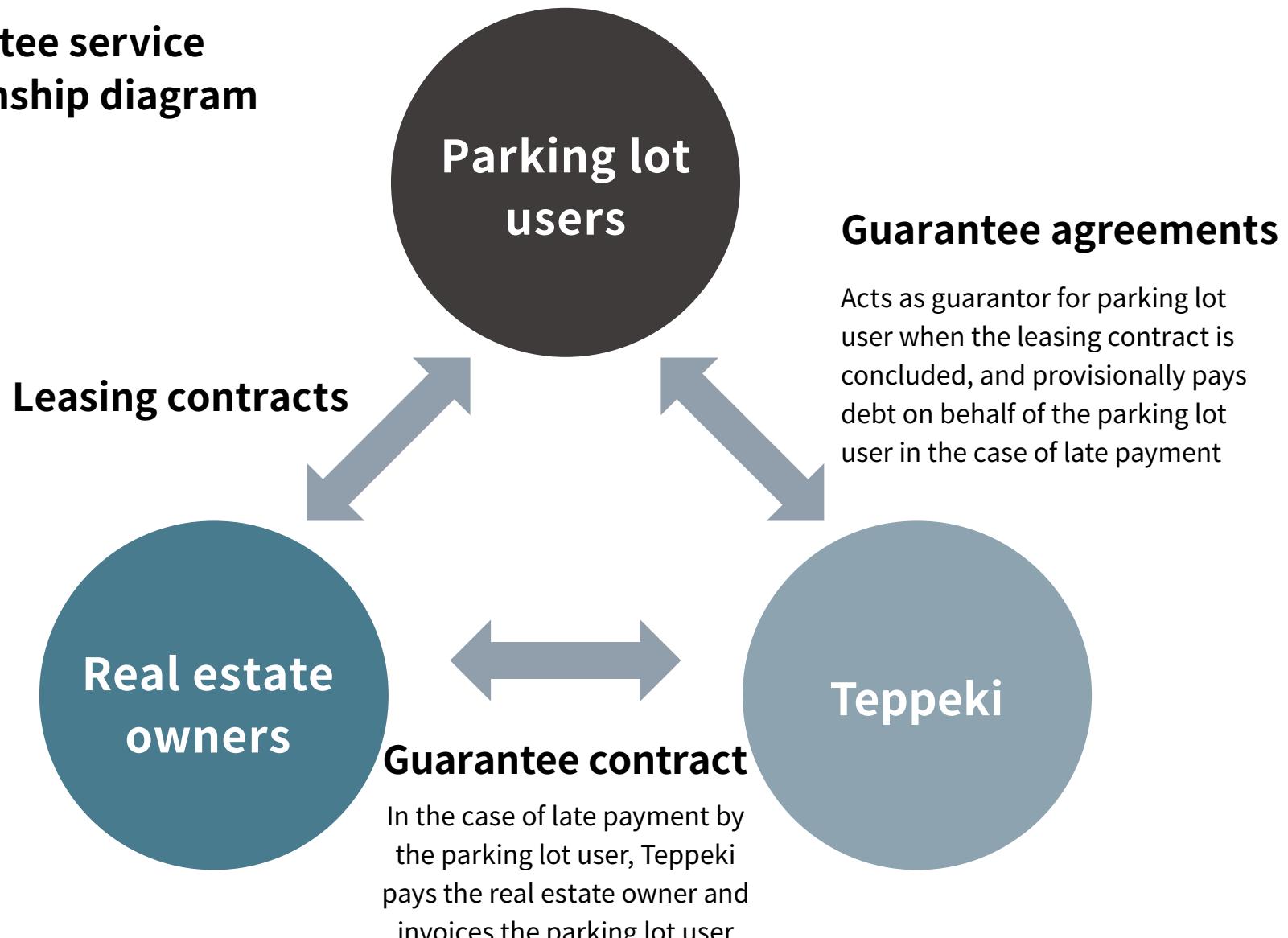


Support system that automatically provides a reminder in cases of non-payment



Workflow and operations developed through over a decade of actual payment reminder work

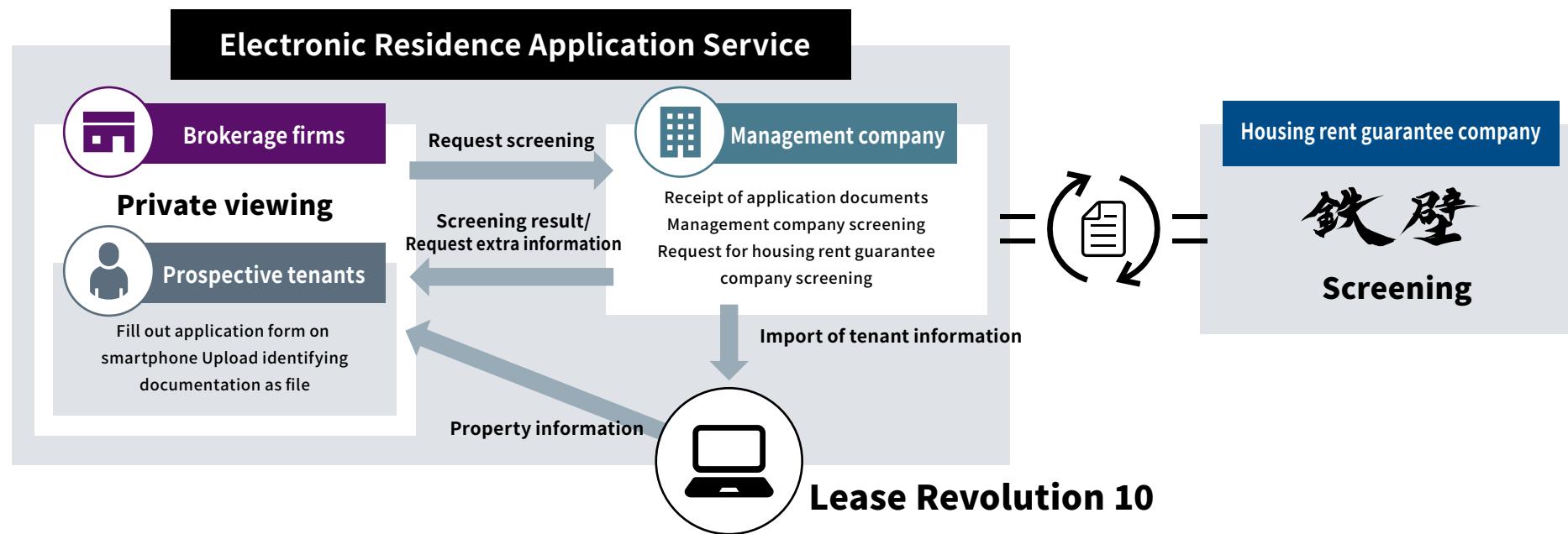
### ■ Guarantee service relationship diagram



### 02 | Acquisition of recurring revenue in related new domains (Teppeki Co., Ltd.)

#### ■ Start of partnership with real estate tech firm Nihon Jyoho Create Co., Ltd.

- Linking the “Rent Guarantee Specialized for Monthly Parking Lots” provided by Teppeki and the “Electronic Residence Application Service” provided by Nihon Jyoho Create shortens the screening time particular to rental properties when customers use housing rent guarantee services, by simplifying required documentation. Compared to the past, this enables smooth guarantee screening for brokerage firms and management companies, with low stress from creating guarantee application forms by hand and checking for missing information.



By linking the guarantee service and parking lot operation and management service provided by Teppeki and the “Lease Revolution 10” system provided by Nihon Jyoho Create, the Company aims to promote the parking lot guarantee service and improve operations through the guarantee service.

### 02 | Acquisition of recurring revenue in related new domains (CarParking One)

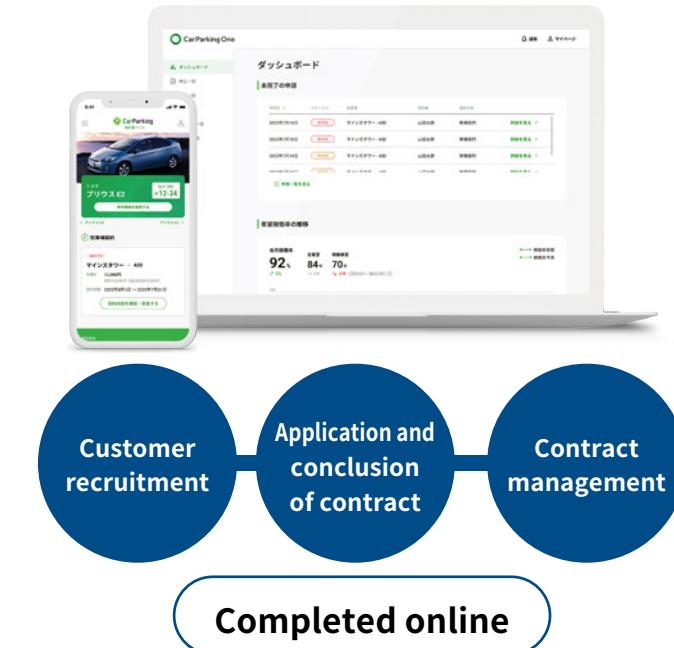
“CarParking One” is a cloud-based management system for monthly parking lot managers

## CarParking One

- Analog methods, such as paper contracts and signboards for customer recruitment, remain commonplace in the monthly parking lot industry.

Demands by parking lot owners and management companies for reductions in the cost of management work and complexity of paper contract management have been increasing year by year. At the same time, users of monthly parking lots are increasingly demanding that all aspects, from finding parking lots to signing contracts, be completed online. There is a need for DX for monthly parking lots, in metropolitan and regional areas alike.

- In response, the Company, which boasts the industry's greatest track record of management, has developed the “CarParking One” cloud-based management system for use by all monthly parking lot owners and management companies, based on our in-house contract management system that incorporates input from the field during actual management and operation.



## ■ Four key features that make CarParking One the preferred choice



### Attracting More Customers

Information registered on CarParking One will be posted on "CarParking" free of charge, appealing to people looking for a parking lot on the Internet, which enables efficient customer recruitment.

When a customer inquires about a fully occupied parking lot, he/she will be registered to a waiting list, so it is expected that the next customer will be notified of the availability of a parking space smoothly after the cancelation of an existing contract.



### Reduction of Contract and Management Work

Our automation system, which consolidates our parking management know-how, makes it possible for all procedures, from application to contract, renewal, and cancellation, to be completed online.

In addition, our experienced Customer Support Department staff, who specialize in monthly parking lot operations, will take phone calls from parking lot users on your behalf.



### Bill Collection / Late Payment Guarantee

We also handle bill collection by automatic transfer or wire transfer, so all you need to do is confirm the payment from us. We also handle bill collection for contractors who have been with us since before the introduction of CarParking One.

This includes a late payment guarantee of up to 12 months' rent or damages equivalent to rent, as well as a guarantee (up to ¥ 300,000 separately) of the cost of removal of personal property abandoned by a previous parking lot user and the cost in the event of a lawsuit.



### Superior Cost Performance

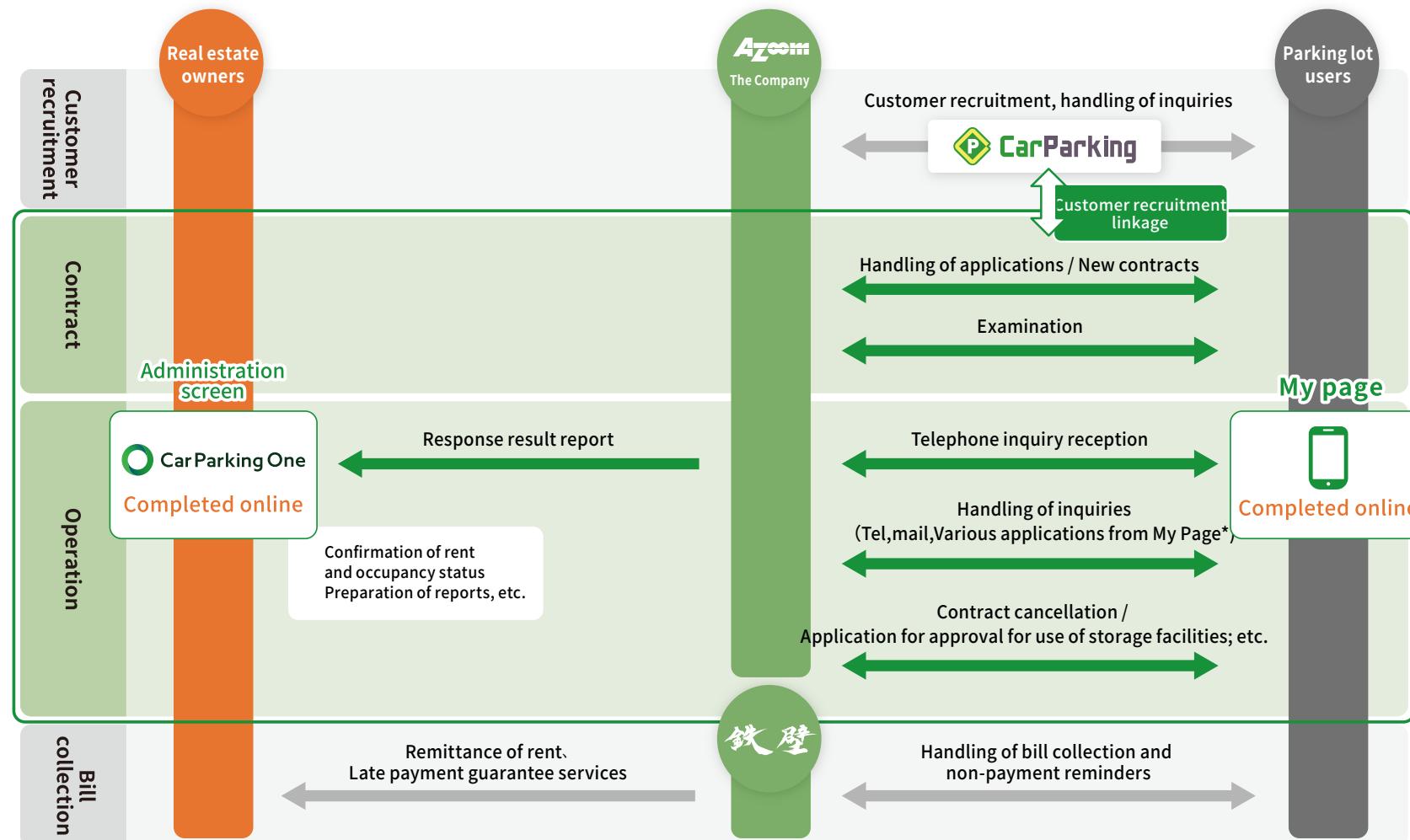
CarParking One has no monthly fees, making it easy to start without worrying about costs.

You can be reassured as there is no charge for electronic contract signing, and legal compliance is assured.

In addition, parking lot users' monthly guarantee fees are lower than those of other companies, which can be advantageous for leasing.

# 02 | Acquisition of recurring revenue in related new domains (CarParking One)

## ■ Steps from application to contracting, and post-contract late payment guarantee



\* Borrower's personal information change application, Application for changing registered vehicle, etc.

## 02 | Acquisition of recurring revenue in related new domains (Tomemiru)

“Tomemiru” is a service for corporations that own vehicles



- The troubles faced by corporations that use many company cars and corporations that contract for parking spaces are the hassle of signing a contract and the hassle of managing contract information. For a majority of real estate operators, administrative procedures from application for a property to the start of use are currently handled through contracting at agency sites and through postal mail. Accordingly, contract information has to be managed in writing, and even post-contract information management involves numerous analog procedures such as rereading contracts when procedures are required.
- The Company's Tomemiru service completes these procedures online and manages information via the cloud to significantly reduce administrative costs.



Long-term parking lot-related work optimization support by the Company

### ■ What is Tomemiru?

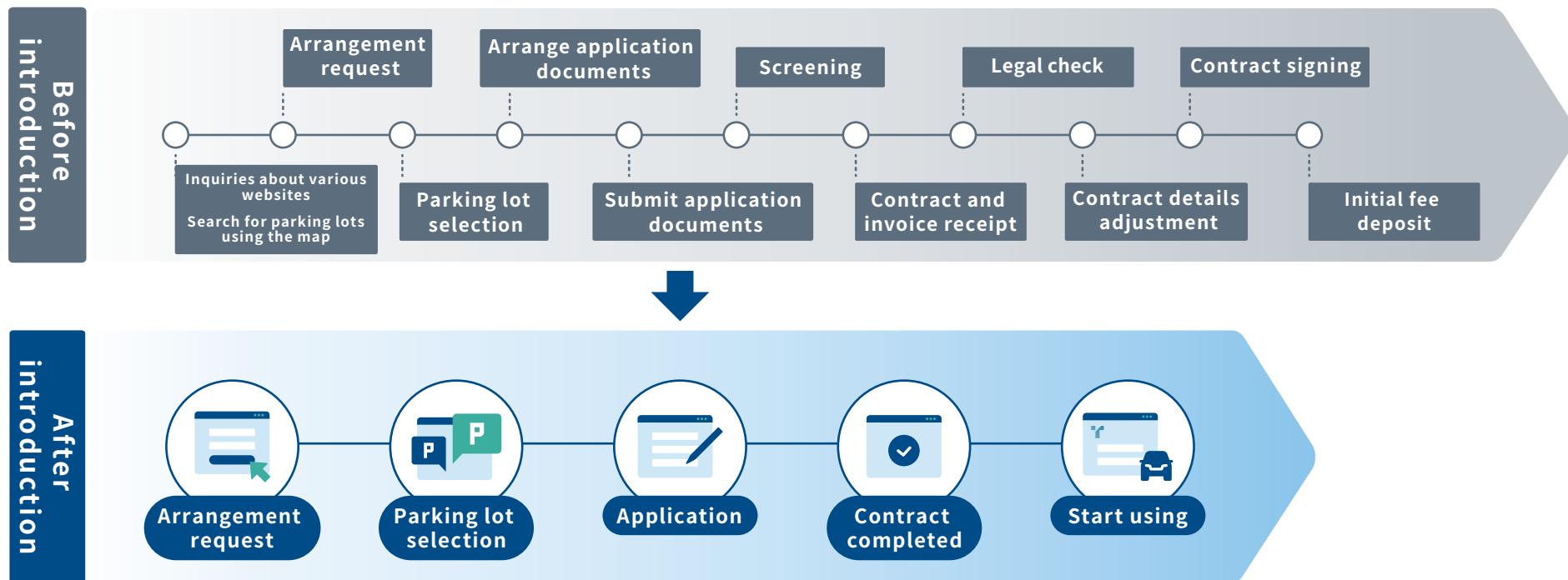


**This is the industry's first parking lot service specialized in parking of company vehicles, capable of centralizing work from parking lot arrangement to post-contract management operations**

### 02 | Acquisition of recurring revenue in related new domains (Tomemiru)

#### ■ Research × Contract proxy - Streamlining procedures up to the use of a parking lot

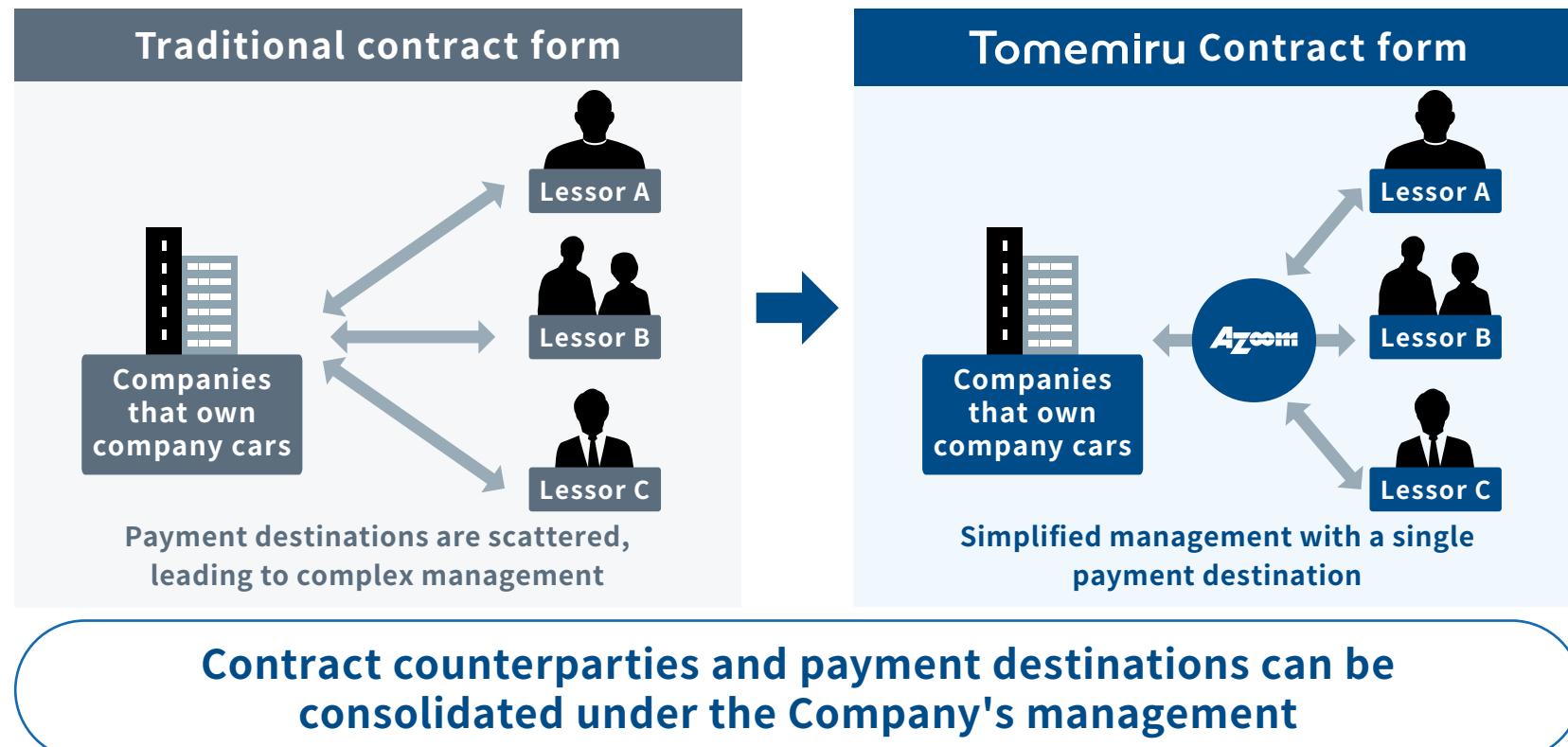
- A comprehensive contract eliminates the need for individual contracts for each property.
- All procedures can be completed online, and usage is available on an application basis.



The process from finding a parking lot to using it can be completed with minimal procedures

#### Contract proxy - contract system

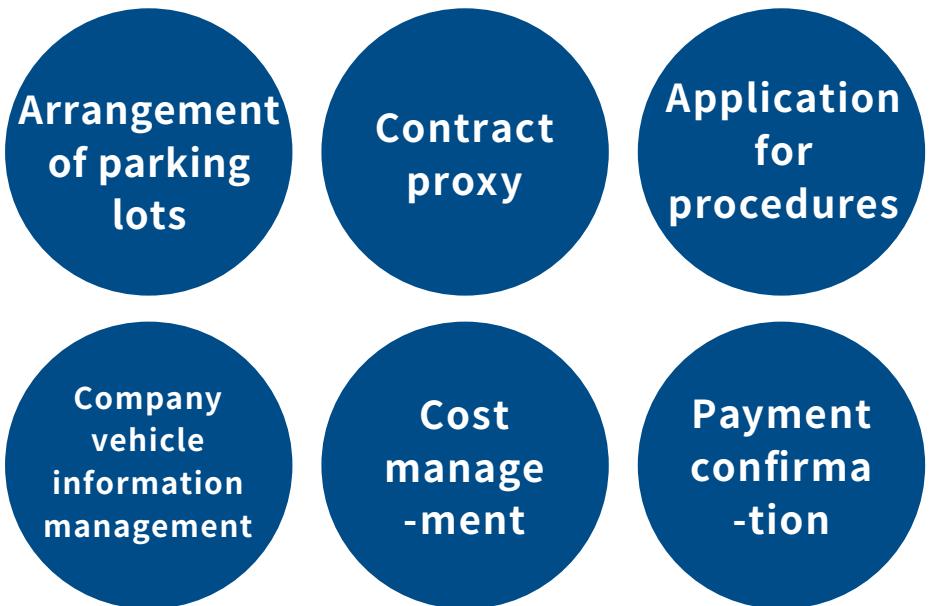
- By acting as an intermediary between lessors and corporate clients, the Company consolidates contract counterparties and payment destinations for the clients.
- In addition, comprehensive contracts reduce the workload associated with application and contracting procedures.
- Regardless of the property you are contracting with, by having us as the lender, you can take measures against the invoice system.



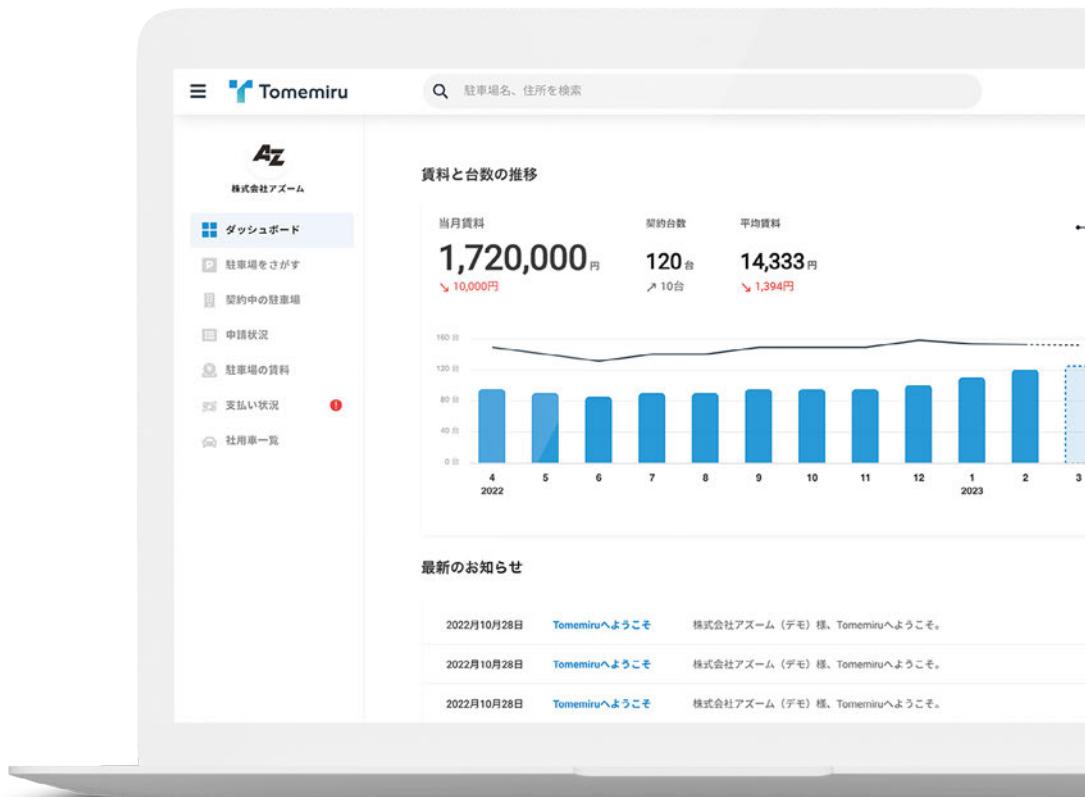
### 02 | Acquisition of recurring revenue in related new domains (Tomemiru)

#### ■ Parking lot management DX - features of the parking lot management system

- The management system dedicated to corporate clients allows them to centrally manage information related to contracts, payments, parking lots, and so on.
- Post-contract procedures can also be completed entirely online, eliminating the need for traditional correspondence methods such as fax, e-mail, or postal mail.



All contracted parking lot information is centrally managed through the management system



### 02 | Acquisition of recurring revenue in related new domains (Smart Space Reservation)

- A service that achieves “efficiency” and “unmanned operation” for spaces through management system + smart locks



We make effective use of unused space in office buildings, municipalities, and public facilities.

We digitalize all operations required for space utilization and provide solutions to the social issue of idle real estate.

#### Management system

- Search functions
- Reservation management functions
- Customer management functions
- Payment management functions



#### Smart lock

- No need for handover of physical key (elimination of risk of lost or duplicated keys)
- Automated creation of keys corresponding to reservation times
- Automated notification of key password when parking lot users make reservations
- Remote confirmation of lock status

▼

#### Achieves “efficiency” in spaces

- Achieves optimal use by consolidating low-occupancy spaces and introducing a management system
- Spaces created through consolidation are effectively used for other purposes

▼

#### Achieves “unmanned operation” of spaces

- A user’s smartphone serves as the key, eliminating the need for face-to-face reception and key handover and enabling no-contact customer service
- Enables reduction in physical contact with parts by anonymous people

#### • Customized Vertical SaaS

Service to realize optimal reservation functions through contracted development



Development of an original reservation system with the minimum features required for reservation-related operations and reduced development costs



#### Contracted development

- Full development from scratch is possible, starting with interviews and requirement definitions from the ground up
- Features can be selectively implemented on a functional unit basis, allowing for the inclusion of only the minimum necessary functions (e.g., reducing functions to fit budget)
- Advice can be provided on the optimal reservation-related features, based on the various operational know-how cultivated through Smart Space Reservation
- It is also possible to develop reservation systems for businesses other than meeting room rentals and space rentals (e.g., Smart Ferry Reservation)



#### Provide optimal system development

- A comprehensive service can be provided from consultation and requirements definition to maintenance support
- Lower development costs compared to other development companies due to offshore development at our subsidiary in Vietnam
- Enable unique reservation schemes and complex fee structures that are difficult to develop
- Additional customizations can be made on a per-feature basis even after the system has been delivered and is in operation

## Medium-term growth strategy

# 02 | Acquisition of recurring revenue in related new domains (Smart Space Reservation)

Track record of delivery

## TODA CORPORATION

### Adoption of “Smart Space Reservation” as a reservation management system for meeting rooms and lounges exclusively for office tenants

In conjunction with the rebuilding of its head office as part of its own business, TODA CORPORATION has introduced a new meeting room reservation system for its employees and office tenants to use meeting rooms, which are amenities in the building. This system is a dedicated reservation management system optimized for TODA CORPORATION's needs, leveraging AZoom's expertise in meeting room operations and development capabilities.

#### Background of the system development

TODA CORPORATION considered multiple reservation management systems but found that off-the-shelf packaged solutions with pre-installed functions did not fully meet their needs. Recognizing AZoom's strengths in contracted development and system customization, TODA CORPORATION decided to entrust us with the development of an optimal system through customization.

#### AZoom's strengths

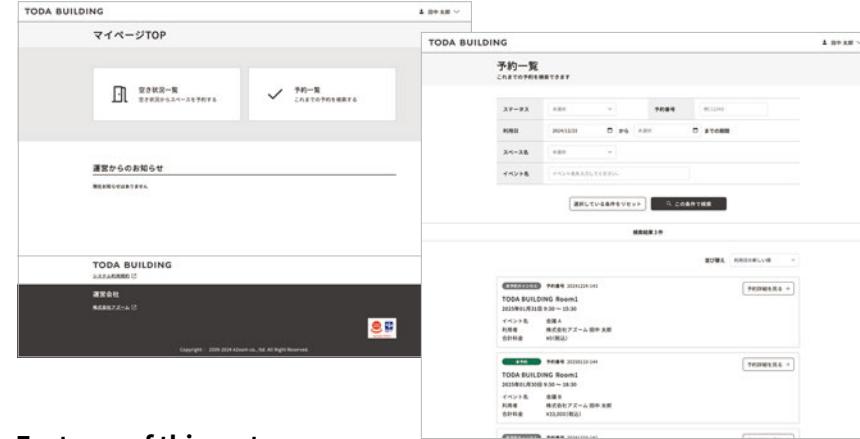
AZoom provides meeting room rental operators and real estate developers with reservation management systems that focus on flexible customization and operational efficiency, based on a deep understanding of the industry-specific needs and complex requirements.

For this system implementation, we carried out detailed customizations to meet TODA CORPORATION's advanced requirements, as mentioned above.

Through tailored customizations that address the client's specific challenges, we contributed to improving operational efficiency and enhancing service quality, earning high praise from the client.

#### Future outlook

AZoom will continue to develop and provide systems that enhance operational efficiency and client satisfaction, while actively incorporating client feedback to meet the diverse needs of meeting room operators. Moving forward, we will continue to support our clients' growth as a trusted partner through flexible customization and high-quality services.



#### Features of this system

##### Flexible customization

The system has been customized to meet TODA CORPORATION's specific needs. In particular, the ability to set exclusive reservation slots for employees and office tenants, as well as the automatic generation of billing data, were key aspects of this development.

##### Labor-saving and streamlining of reservation and user management

To streamline reservation and user management, we introduced a hierarchical structure for user accounts and simplified the billing process. This has led to improved operational efficiency and reduced personnel costs.

##### Enhancement of user tracking features

By linking with employee management data, the reservation system automatically reflects real-time updates on employee employment status and department transfers. As a result, the system can automatically identify the department to which the employee who made the reservation belongs, making it easier to allocate expenses to the appropriate department.

##### User-friendly UI

We have designed a comfortable and intuitive user interface, enhancing the user experience and contributing to higher client satisfaction.

## Medium-term growth strategy

# 02 | Acquisition of recurring revenue in related new domains (Smart Space Reservation)

### Track record of delivery

### Public Interest Incorporated Foundation Prefectural Governments Center

<https://www.smartkaigisitsu.net/properties/view/1461>

**“Smart Space Reservation” has been adopted for the room reservation system operated by the Public Interest Incorporated Foundation Prefectural Governments Center.**

Smart Space Reservation has been adopted for the reservation system of paid rooms operated by the Public Interest Incorporated Foundation Prefectural Governments Center (Headquarters: Hirakawa-cho, Chiyoda-ku, Tokyo; Chairman: Yoshihiro Murai). By introducing AZoom's “Smart Space Reservation”, customized to the Prefectural Governments Center specifications, the system now enables online management of all related operations, achieving improved operational efficiency and cost reduction. Additionally, in terms of service, the system now supports hourly reservations—a feature previously unavailable under the old system—and in terms of operations, it is contributing to workstyle reform initiatives such as promoting remote work for staff, receiving positive feedback from users.

### Background of introduction of the reservation system

At the Prefectural Governments Center, the traditional method of managing meeting rooms, which involved “taking reservations by phone or at the front desk” and “managing reservations on paper,” placed a heavy burden on staff and had long been an issue in terms of improving operational efficiency and convenience. Additionally, users had expressed concerns such as “the hassle of making reservations” and “difficulty in checking availability,” making the introduction of a user-friendly online reservation system an urgent priority. Against this backdrop, “Smart Space Reservation,” a system that simultaneously achieves convenience, automation and unmanned operations, was adopted.

### Customization tailored to customer operations

“Smart Space Reservation” has been flexibly customized to suit the workflow and operational rules of the Prefectural Governments Center. In addition to setting reservation restrictions and pricing plans based on user type, a dashboard has been introduced to provide an overview of facility availability at one glance, enabling management tailored to on-site operations. Furthermore, workflows have been designed to reduce the need for traditional phone and counter-based support, achieving a smooth transition to the new system while reducing the workload on staff and enhancing user convenience.

**101大会議室**

収容人数	最大168人
基本料金	41,250円 /1時間(税込)
最低利用時間	2時間
面積	252m <sup>2</sup> (76坪)
天井高	3.2m

**401会議室**

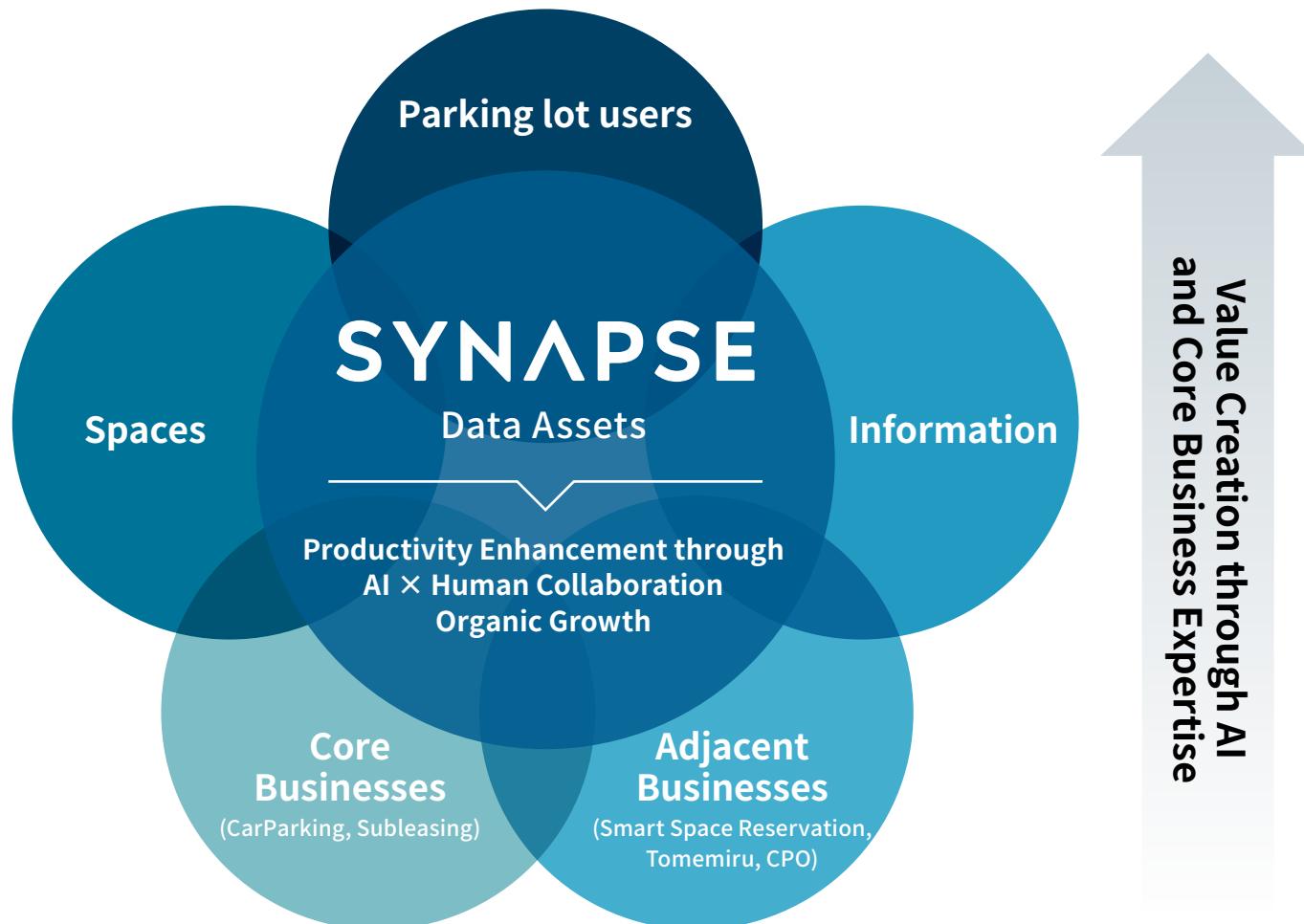
収容人数	最大60人
基本料金	18,150円 /1時間(税込)
最低利用時間	2時間
面積	146m <sup>2</sup> (44坪)
天井高	2.7m

**404会議室**

収容人数	最大16人
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### 03 | Expansion of business domain

- Centered on productivity enhancement through AI utilization and organic growth, the Company will leverage its parking operation expertise and data assets cultivated through the subleasing business to expand its business domain toward the optimization of all underutilized assets — including spaces, people, and information.



### 03 | Expansion of business domain (CGworks Inc. (Visualization business))

- A subsidiary for the purpose of showing means of utilizing spaces and depictions of completed spaces using 3DCG perspectives and VR created through specialized skills, to convey the potential of real estate more visually



## CGWORKS

● Company Name	CGworks Inc.
● Date of establishment	March 2019
● Office address	Shinjuku MAYNDS Tower 19F, 2-1-1 Yoyogi, Shibuya-ku, Tokyo
● Representative	Yuki Kanazawa
● Capital	¥20 million (80% stake)
● Business description	Production of visualizations using 3D computer graphics, virtual reality (VR), augmented reality (AR), mixed reality (MR) development, and related operations

## 03 | Expansion of business domain (CGworks Inc. (Visualization business))

### Offshore development

- Securing of 3DCG production staff offshore
- In Japan, the Company will engage in work focused on direction and quality control using technical terms by experienced designers; in Vietnam, the Company will work to maximize profits by performing the 3D modeling that is the basis of CG work at a personnel-related expense about 1/5 that of Japan.



Vietnam Office

# 03 | Expansion of business domain (CGworks Inc. (Visualization business))

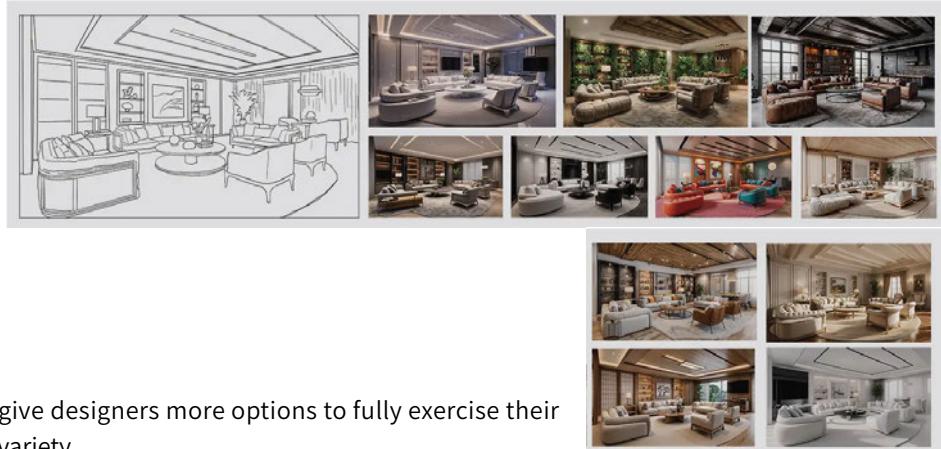
### Track record of delivery

<https://my-renderer.jp/>

### Official release of next-generation AI assistant “MyRenderer”

**MY RENDERER**

“MyRenderer,” a space generation AI service, renders images such as rough sketches, photos, CG perspectives as high-quality draft designs in just one minute. The service aims to promote efficiency in design work and bring out creative ideas to the maximum. Users can easily operate MyRenderer and generate high-quality designs without any special knowledge. The service offers a variety of design styles to inspire users. It supports designers in various situations, from initial draft designs to real-time design presentations during meetings.



### Addition of new design styles

We have introduced eight new design styles that reflect user feedback.

These styles address diverse needs, including residential and office spaces, and give designers more options to fully exercise their creativity. Existing styles have also evolved further with improved quality and more variety.

### Partial edit function

We have implemented the most requested feature from users, the partial edit function, as a demo. Considering copyright issues, the development team handles each case individually to ensure a safe and high-quality service. This feature streamlines the design process, creating an environment where users can focus on their creative work.



### Introduction of credit function

We have added a credit function to ease the stress of subscriptions and allow users to manage payments smoothly. This improves the user experience and streamlines business operations.

# 03 | Expansion of business domain (CGworks Inc. (Visualization business))

Track record of delivery

**FUJI MACHINERY CO.,LTD.**

**Responsible for producing VR content across three areas**

We were responsible for the VR production of “Fuji Communication Plaza on WEB 2025” (held from September 16 to 30, 2025).

This being the fifth time, the event was held over 15 days from September 16 to 30, 2025. We continued to manage the production of three areas: the Fuji Machinery Area, displaying 26 products; the International Area, featuring 8 exhibits from 5 companies; and the Forest Area, which includes a recreation of the showroom of “THE BASE MINO” completed in 2024, displaying 8 products.

### **The Forest Area featuring a recreation of the “THE BASE MINO” showroom**

In the International Area, which we have produced for three consecutive years, we introduced overseas manufacturers as well as the overseas locations of FUJI MACHINERY CO.,LTD.

### **Fuji Global Sales Network corner**

Until now, our CGworks has produced VR content for many companies' offices using 360° photographic images as “Open office VR,” and has created all the displayed packaging equipment in 3DCG, realistically reproducing the materials of the equipment.



### 03 | Expansion of business domain (AZOOM VIETNAM INC.)

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- Maintaining an offshore development base as a group company allows securing of engineers with greater speed while controlling costs, and improves the efficiency and quality of system development



● Company Name	AZOOM VIETNAM INC.
● Date of establishment	September 2019
● Office address	Hanoi, Vietnam
● Representative	TA THI THUY
● Capital	US278,000 (wholly owned by AZoom Co.,Ltd.)
● Business description	Computer and system management related consulting, software development, database businesses, data processing, and other computer-related businesses



## Medium-term growth strategy

### 03 | Expansion of business domain [Engineer Ratio and Sustainable Growth Image]

#### Provided services

Achieved rapid development of new services through the use of IT development capabilities



#### Trend in operating profit per capita

(Millions of yen)

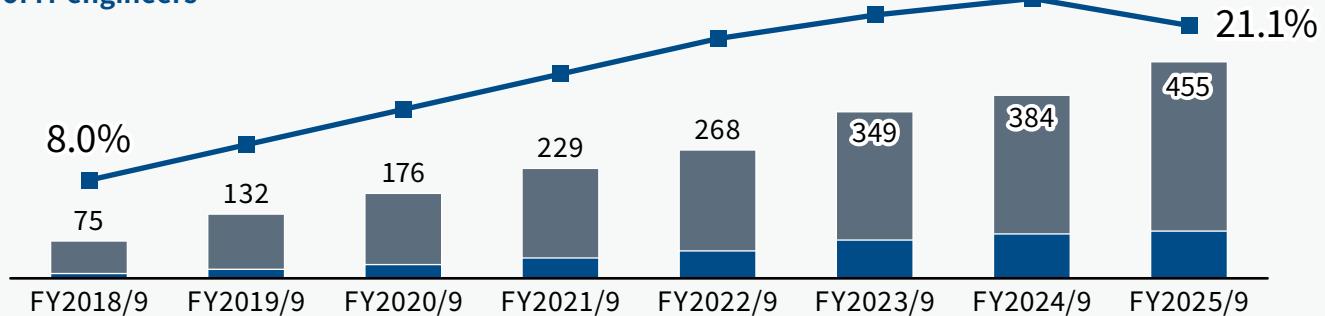
Achieved high productivity by increasing operational efficiency through Real estate × IT



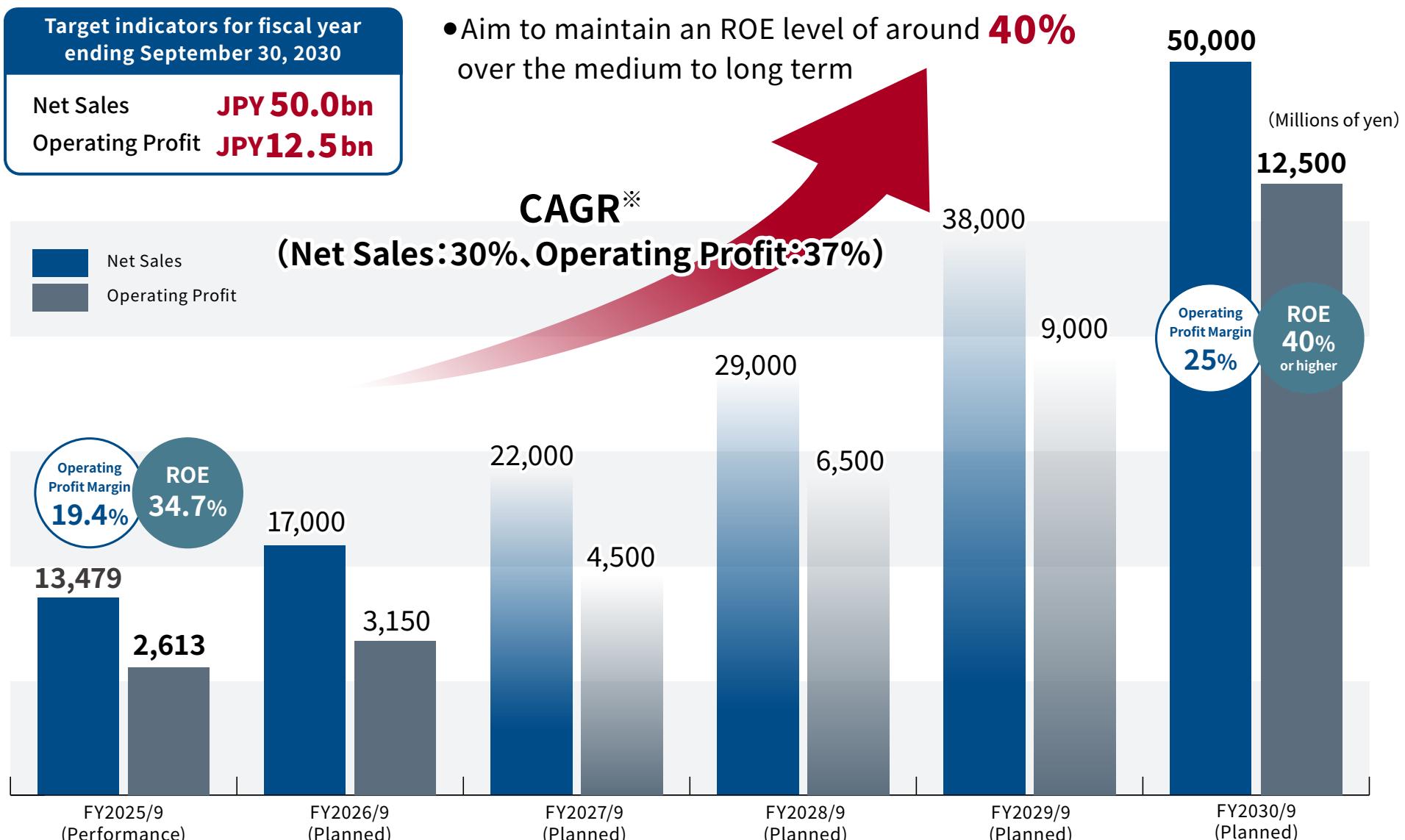
#### Trend in number of employees and ratio of IT engineers

Ratio of IT engineers

The number and ratio of IT engineers have increased significantly since IPO



# Medium-Term Management Targets (FY2026–FY2030)

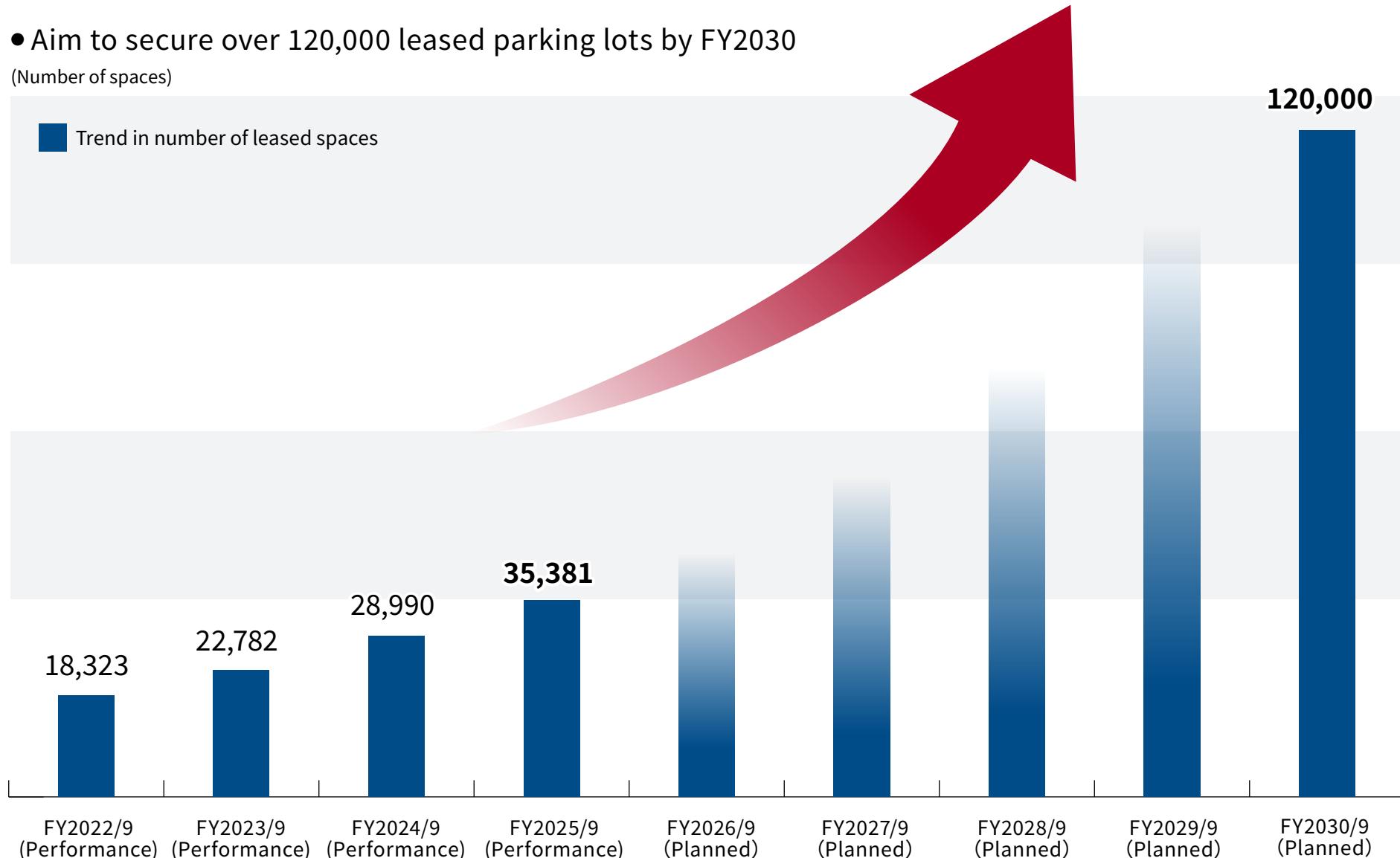


\* CAGR: Compound Annual Growth Rate. Calculated as the average annual growth rate from the fiscal year ended September 30, 2025 (actual) to the fiscal year ending September 30, 2030 (planned)

# Medium-Term Management Targets (FY2026–FY2030)

- Aim to secure over 120,000 leased parking lots by FY2030

(Number of spaces)



# Shareholder Return Policy

- Placing business growth at the core, the Company aims to enhance TSR (Total Shareholder Return) through long-term share price appreciation driven by EPS (Earnings per Share) growth. At the same time, the Company's basic shareholder return policy is to maintain a DOE (Dividend on Equity) level of 20% or higher and continue stable and sustainable dividend growth under a progressive dividend policy.

## Basic Policy on Shareholder Returns

- The Company's basic policy is to aim for the enhancement of TSR.
- While making necessary investments for growth to sustainably enhance corporate value, the Company aims for long-term share price appreciation driven by EPS growth.
- By securing internal reserves that enable prioritized execution of future growth investments, the Company will continue to provide stable and sustainable dividends.

## | TSR(Total Shareholder Return)

### Share Price Appreciation

Aim for medium- to long-term share price appreciation through continuous EPS (Earnings per Share) growth.

### Dividends

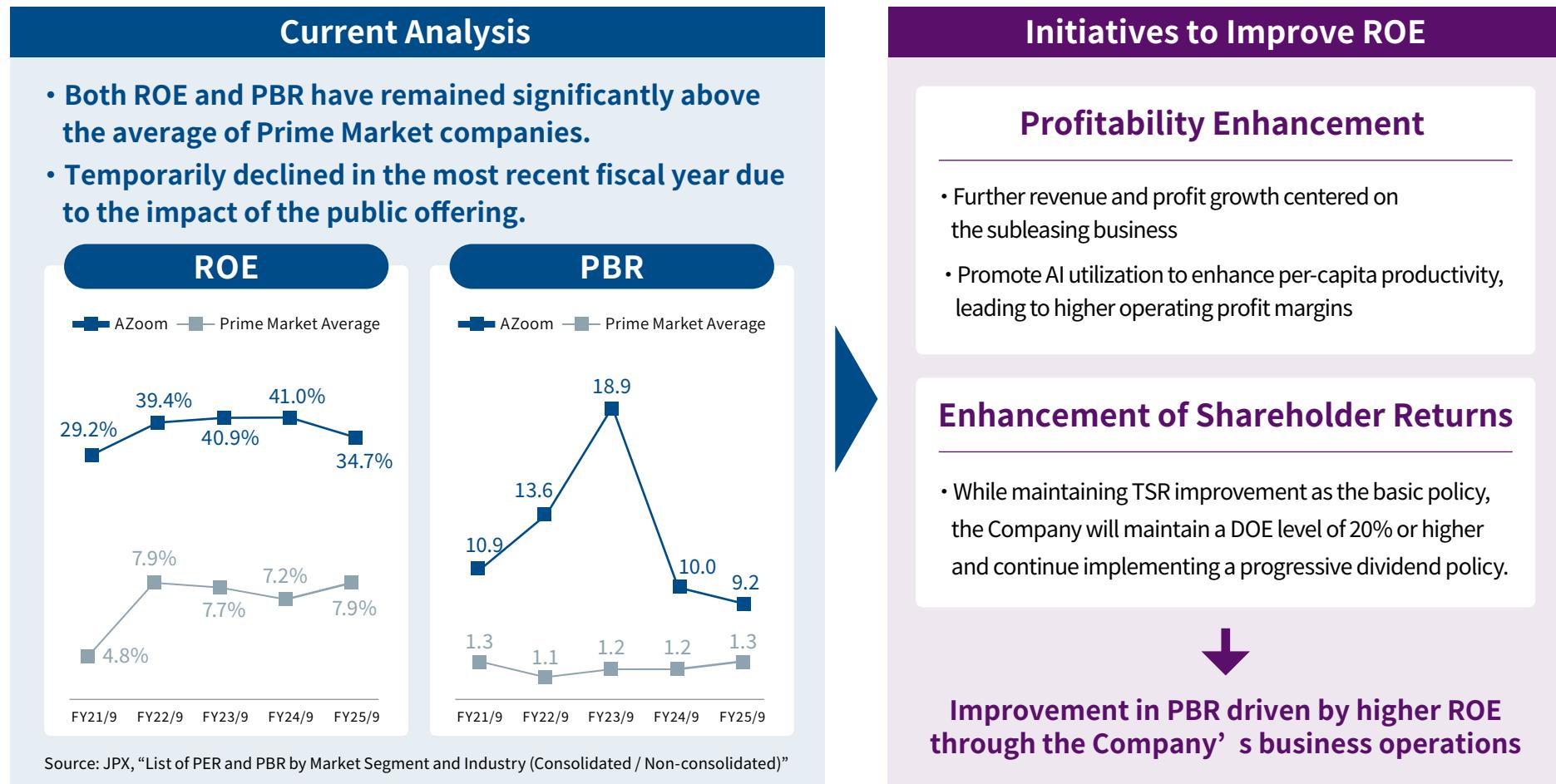
From the perspective of providing stable and sustainable dividends, the Company aims to maintain a DOE level of 20% or higher and continue implementing progressive dividends.

### Share Buybacks

Taking into account capital policy and market conditions, the Company will consider implementing share buybacks in an agile and timely manner.

# Initiatives to Enhance Management Awareness of Capital Cost and Share Price

- Although capital efficiency remains high, it temporarily declined in FY2025 due to the recent public offering. The Company aims to maintain consistently high capital efficiency through ongoing initiatives to improve ROE going forward.



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# Business overview

## M i s s i o n

● Corporate Philosophy

**Optimize everything in the world with the spirit of “Mottainai”**

● Company Name

AZoom Co., Ltd.

● Head office address

Shinjuku MAYNDS Tower 19F, 2-1-1 Yoyogi, Shibuya-ku, Tokyo

● Representative

Yoji Sugata, President and Representative Director

● Date of establishment

October 2009

● Capital

¥953 million (including ¥653 million in capital reserve)

● Number of shares issued and outstanding

6,136,200 shares

● Fiscal year end

End of September

● Business description

Idle Asset Utilization business (monthly parking lot introduction services, monthly parking lot subleasing services, other services)  
Visualization business

● Number of employees

342 (non-consolidated), 455 (consolidated)

● Branches

Yokohama Branch, Sapporo Branch, Nagoya Branch, Osaka Branch, Fukuoka Branch, Nakano Office (Engineer)

● Subsidiaries

CGworks Inc. (80% stake), AZOOM VIETNAM INC. (100% stake), Teppeki Co., Ltd. (100% stake), Divers Co., Ltd. (100% stake)

# Our Mission, Vision, and Purpose

## MISSION

Optimize everything in the world  
with the spirit of “Mottainai”

## VISION

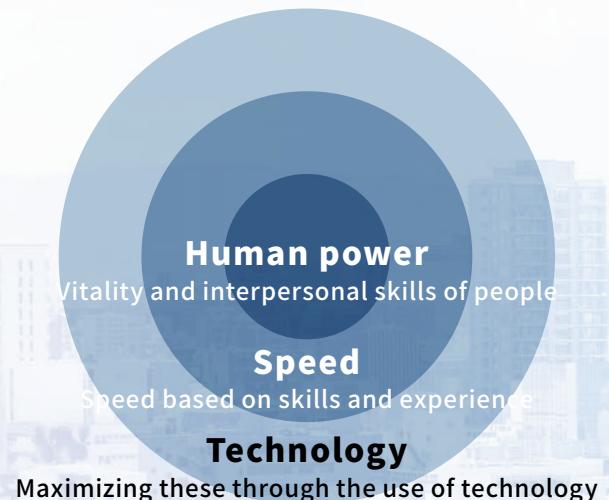
Putting idle assets to productive use



## PURPOSE

Enrich the lives of all stakeholders

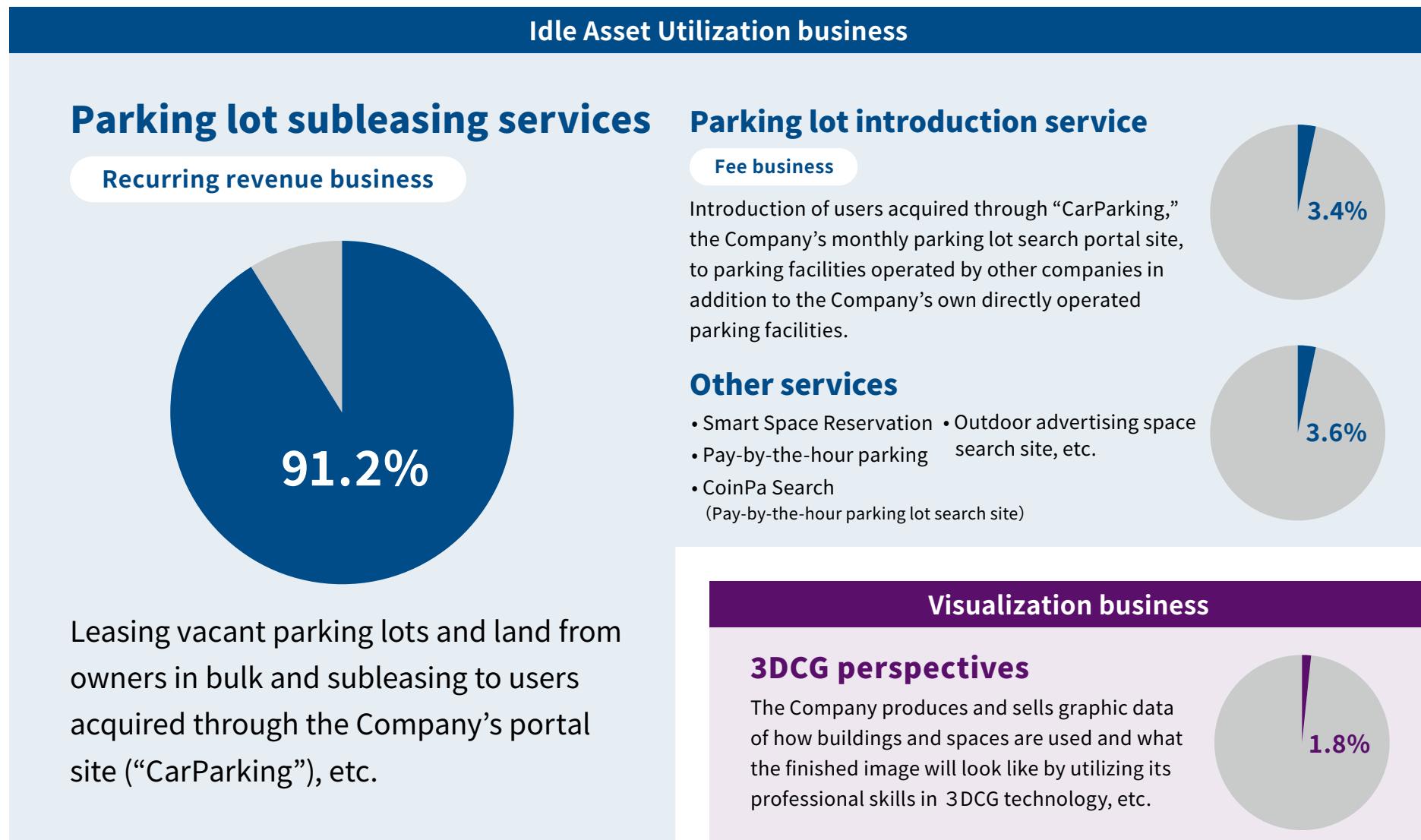
**ASSETS**  
×  
**TECHNOLOGY**



# List of management services

Segments	Management services	Concept and Business model	Topics
Idle Asset Utilization business	 <b>CarParking</b> Monthly parking lot search	<ul style="list-style-type: none"> <li>Japan's largest monthly parking lot search site</li> <li>The key to maintaining a high occupancy rate in the subleasing business Strength lies in having a portal-based, pull approach for customer access</li> </ul>	<ul style="list-style-type: none"> <li>Monthly parking site CarParking announces official character "PARCROW."</li> </ul> 
	 <b>CarParking One</b> Monthly parking lot management system	<ul style="list-style-type: none"> <li>While the subleasing business is centered on the Tokyo metropolitan area and other large cities, this service can be developed nationwide, including in rural areas</li> <li>New source of recurring revenue through the provision of a management system (SaaS model)</li> </ul>	<ul style="list-style-type: none"> <li>Alliance with major parking equipment and systems companies</li> </ul>
	 <b>Kukkaku</b> Late payment guarantee services specialized for monthly parking lots	<ul style="list-style-type: none"> <li>Late payment guarantee services specialized for monthly parking lots, leveraging know-how and resources cultivated through the subleasing business</li> <li>Currently, the Company has approximately 20,000 contracts, while the market (estimate) consists of around 18 million contracts</li> </ul>	<ul style="list-style-type: none"> <li>Alliance with real estate tech companies</li> </ul>
	 <b>おうちdeParking</b> Detached house Utilization of vacant parking lots	<ul style="list-style-type: none"> <li>A service that allows homeowners to rent out unused parking lots or spaces for monthly parking lots, generating additional income</li> <li>Synergies with the Company's other services, such as registering information on Car Parking</li> </ul>	
	 <b>Tomemiru</b> Company vehicle management service	<ul style="list-style-type: none"> <li>Providing more than 100,000 of the Company's parking lot data to corporate clients that own vehicles (SaaS model), reducing the hassles of contract procedures and of managing contract information</li> </ul>	<ul style="list-style-type: none"> <li>Adoption at major companies continues</li> </ul>
	 <b>スマート空間予約</b> SMART KUKAN YOYAKU Web reservation management system	<ul style="list-style-type: none"> <li>A service that achieves "efficiency" and "unmanned operation" for spaces through a management system + smart locks (SaaS model)</li> <li>Recently, the provision of customized Vertical SaaS tailored to the specific needs of each company is increasing</li> </ul>	<ul style="list-style-type: none"> <li>Adoption at Sumitomo Fudosan Bellesalle</li> <li>Adoption at Public Interest Incorporated Foundation Prefectural Governments Center</li> <li>Adopted for the room reservation system operated by NAGASAKI AIRPORT BUILDING CO., LTD.</li> </ul>
	 <b>AdWall</b> Outdoor advertisement information site	<ul style="list-style-type: none"> <li>A search site specializing in outdoor advertisement and billboard advertisement</li> </ul>	 <b>住友不動産ベルサール</b>  <b>都道府県センター</b> 
Visualization business	 <b>CGWORKS</b>  <b>My RENDERER</b> 3DCG・VR/AR/MR development	<ul style="list-style-type: none"> <li>Established an offshore development system capable of contracted development</li> <li>Released "MyRenderer," a space generation AI service, offering flat-rate services for freelance designers (SaaS model)</li> </ul>	<ul style="list-style-type: none"> <li>Implementation results</li> </ul>

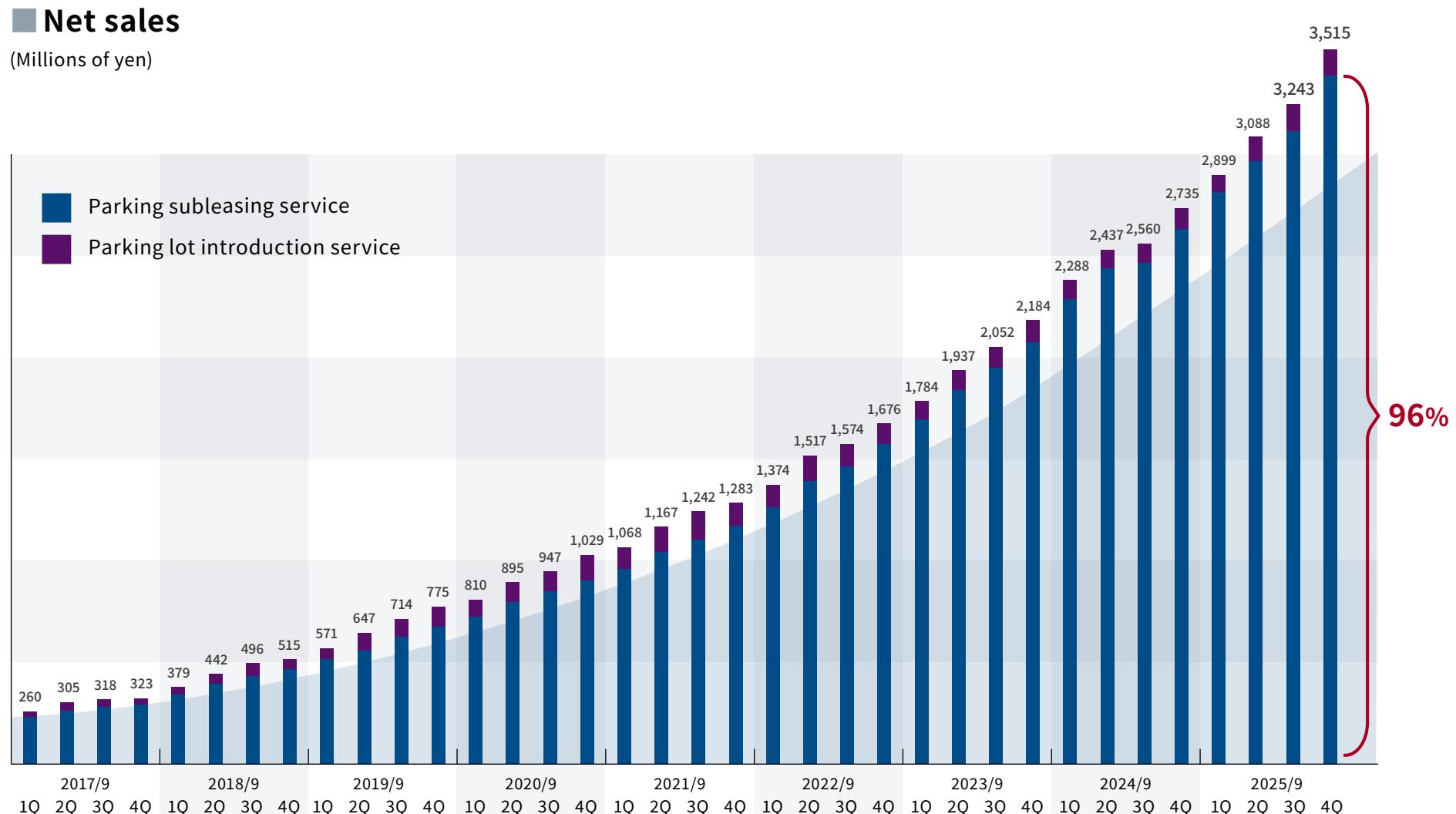
# Business description (Sales composition ratio)



\*Created based on results of the 4th quarter of the fiscal year ended September 30, 2025

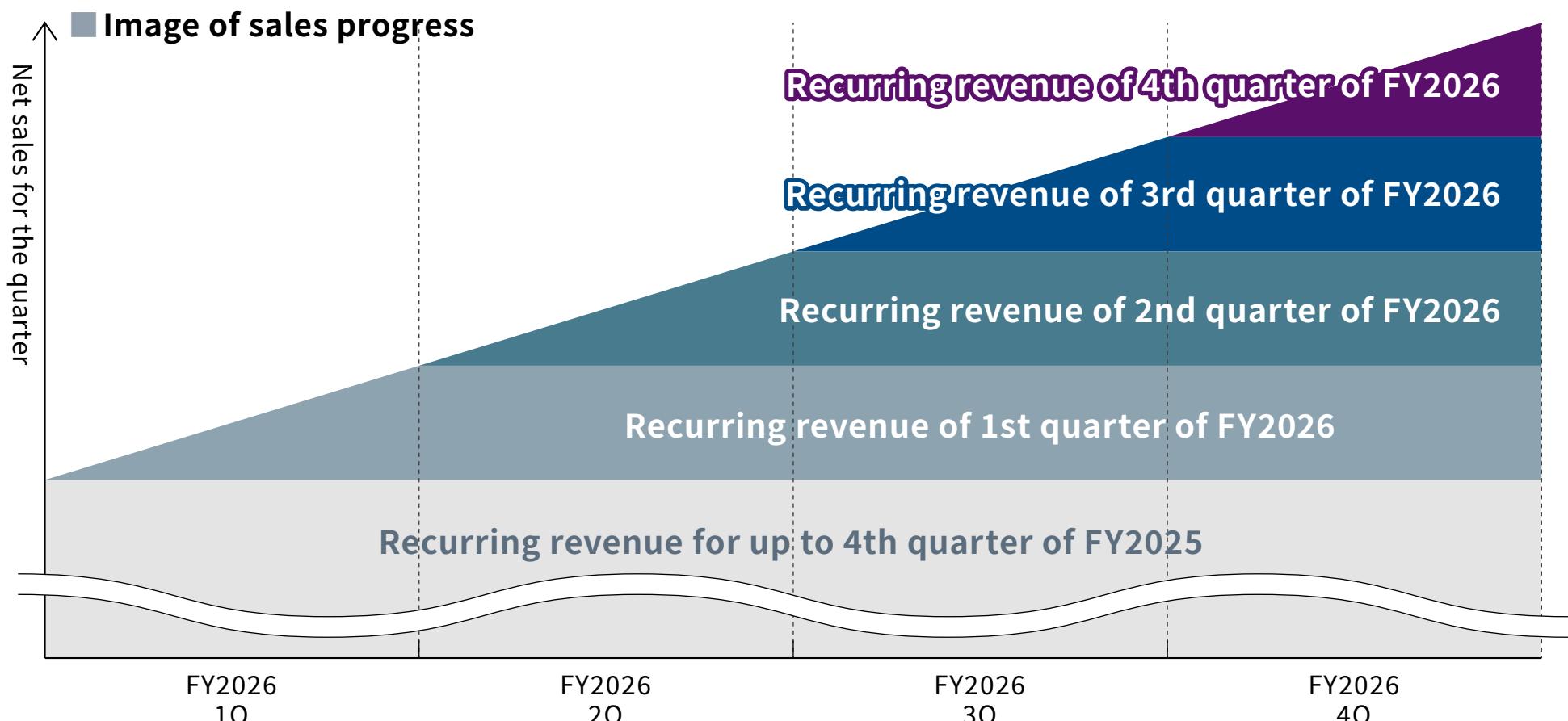
# Business model based on recurring revenue

- Monthly parking service accounts for more than 95% of recurring revenue from subleasing services



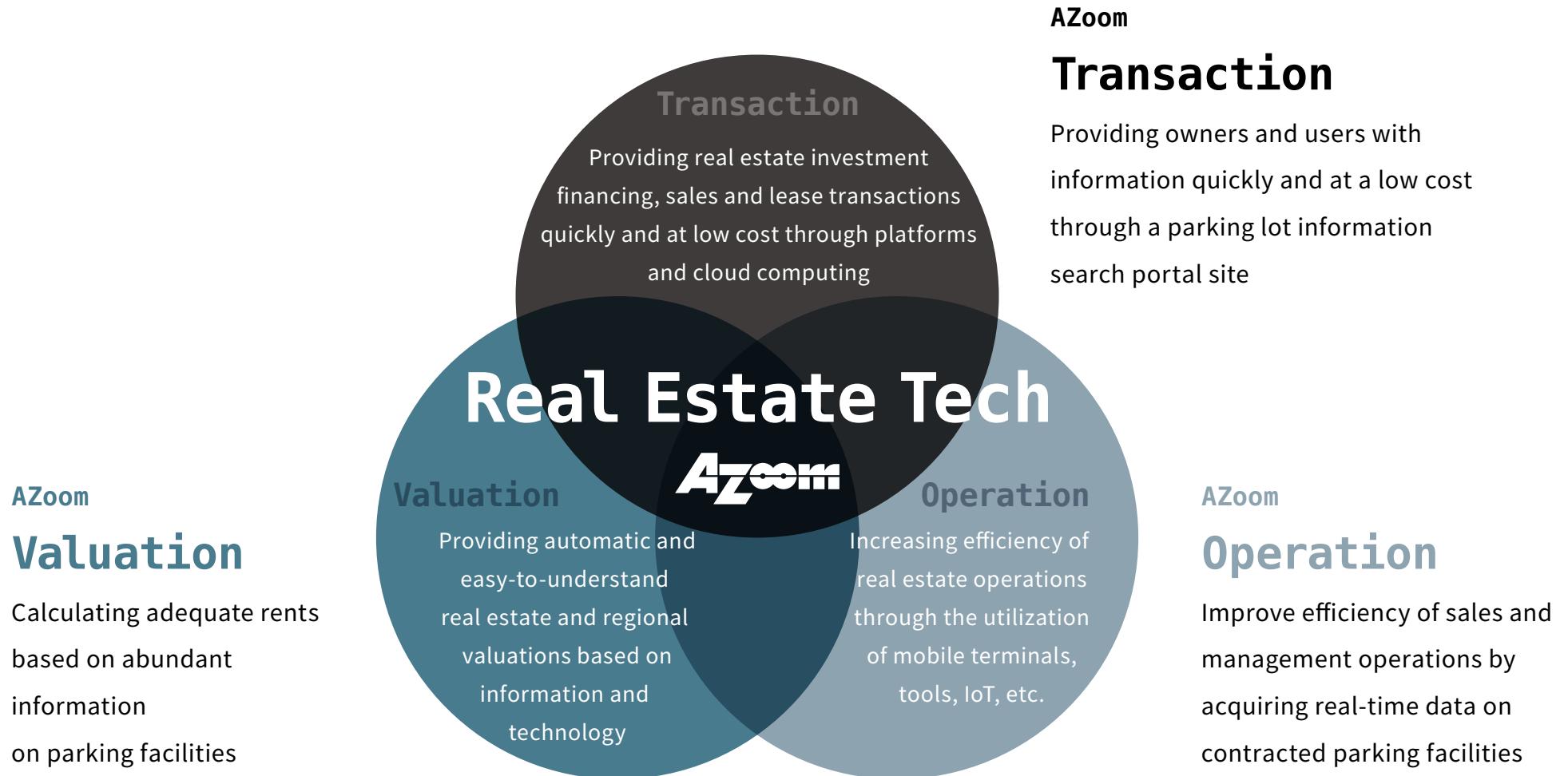
# Quarterly sales progress [ Idle Asset Utilization business segment]

- Rental income from parking lot subleasing services tends to increase in the second half of every fiscal year as the number of parking sublease contracts increases (recurring revenue model)
- Sales tend to increase significantly in the latter half of 2nd quarter due to the peak season for moving and other activities



# Real Estate Tech Initiatives

- Promotion of real estate tech to accelerate business expansion, evaluate appropriate rents, and improve operational efficiency



# Image of sustainable growth through recruitment of sales and engineering personnel

## Provided services

Achieved rapid development of new services through the use of IT development capabilities



## Trend in operating profit per capita

(Millions of yen)

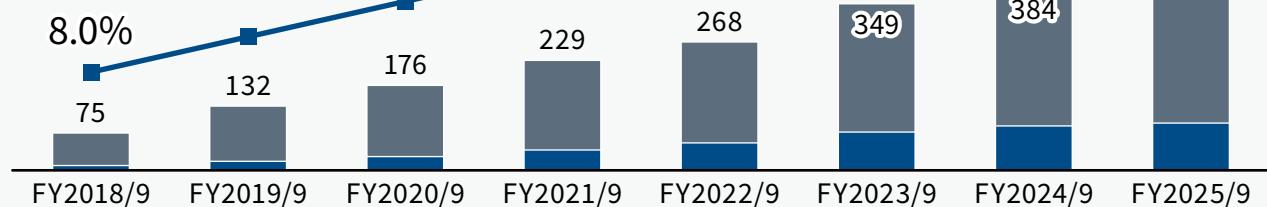
Achieved high productivity by increasing operational efficiency through Real estate × IT



## Trend in number of employees and ratio of IT engineers

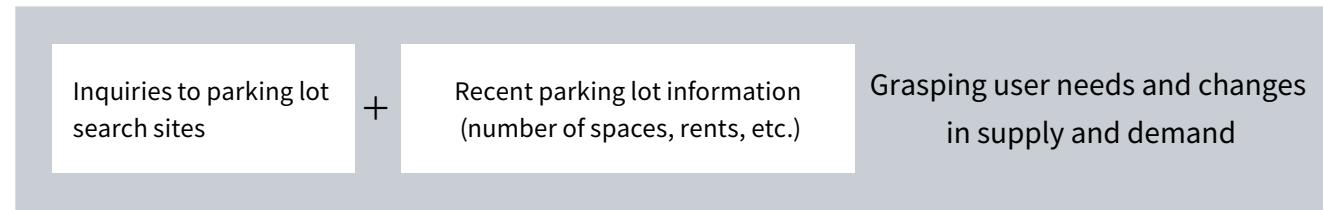
Ratio of IT engineers

The number and ratio of IT engineers have increased significantly since IPO



# IT Utilization [ Visualization of Needs ]

- Real estate x IT to promote operational efficiency ⇒ Achieving high growth in the number of parking spaces and occupancy rates



[ Parking heat map ]

Visual display of the number of parking spaces and inquiries



- ◆ Calculation of adequate rents based on future projections
- ◆ Utilize for selection of target parking lots, etc.

## Establish as a system for daily operations

Real-time information on contracted parking facilities (visualization)  
Recommendation function for the person in charge ⇒ speeding up decision making, reducing management costs

# Real Estate Tech Initiatives

**Streamlining  
internal operations  
through RPA**  
(Robotic Process Automation)

**Online flow  
from application to  
contract signing of  
parking facilities**

In-house development of  
electronic contract  
conclusion service.

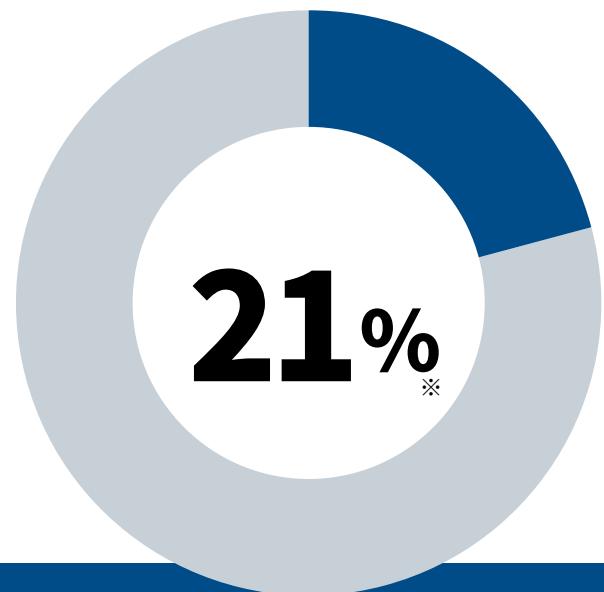
All contract conclusions  
can be handled  
by our own system



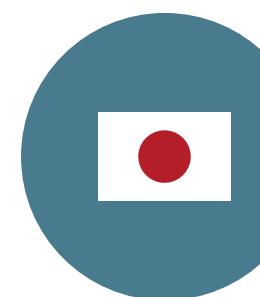
# IT Utilization [ Promotion of business efficiency ]

- In addition to the domestic development department, the Company has established a subsidiary in Vietnam focused on engineers to conduct offshore development
- The Company's strength is the development of problem-solving systems, built through consistently handling all aspects of service planning, development, operation and maintenance in-house since its founding

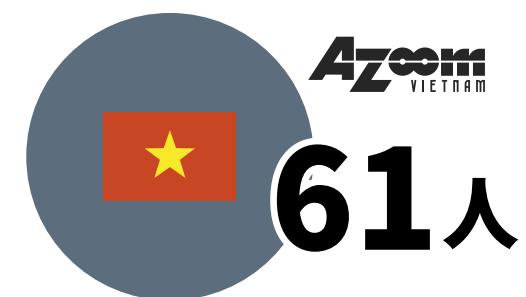
■ Percentage of IT engineers in the total consolidated group workforce



■ Breakdown of IT engineer headcount



Azoom  
35人



Azoom  
VIETNAM  
61人

Securing abundant development resources

※Percentage of IT engineers to the consolidated group workforce as of the end of September 2025

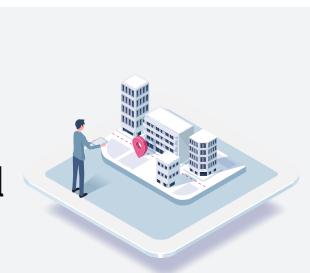
# ESG initiatives

**The Company recognizes that sustainable management with an emphasis on ESG will become increasingly indispensable**

**E**

## ENVIRONMENT

We hope to utilize idle real estate to reduce environmental impacts on the world.



**S**

## SOCIAL

We are also making efforts to improve working conditions and employee satisfaction.



**G**

## GOVERNANCE

We are further undertaking the enforcement of corporate ethics and legal compliance throughout the Company.



**E**

## ENVIRONMENT

## SUSTAINABILITY

**S**

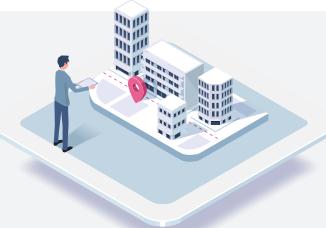
## SOCIAL

**G**

## GOVERNANCE

# ESG initiatives

E



## ENVIRONMENT

**We hope to utilize idle real estate to reduce environmental impacts on the world.**

- Make use of idle assets that are no longer used to bring new value
- Promoted the shift to DX since foundation, pushed forward "IT × real estate," and developed various systems in-house
- Promote transition to paperless customs through introduction of electronic contracts and electronification of FAX, implementation of teleworking, etc. based on unique systems

S



## SOCIAL

**We are also making efforts to improve working conditions and employee satisfaction.**

- Promotion of diversity, employment of employees from various countries such as Vietnam and China, and employment of disabled people
- Establish a subsidiary in Vietnam and create jobs in emerging countries
- Enhance support system for childcare and nursing care

G



## GOVERNANCE

**We are further undertaking the enforcement of corporate ethics and legal compliance throughout the Company.**

- Select outside directors and designate them as independent directors who have no conflicts of interest with general shareholders to maintain objectivity and neutrality of the function of supervision over management
- Establish the Risk and Compliance Committee in which President and Representative Director, director of each division and all division heads participate
- Build a structure in which a human error is unlikely to occur, utilizing RPA

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## **Cautions concerning this document**

- This document was created for the purpose of increasing understanding about the Company and is not for the purpose of soliciting investment in the Company. Please make decisions concerning investment at your own discretion.
- The performance forecasts and other information concerning forward-looking predictions and strategies contained in this document constitute predictions made by the Company based on information currently available and on certain assumptions deemed to be reasonable. Actual performance may differ substantially from these performance forecasts due to a wide range of risk factors and elements of uncertainty.
- The Company bears no liability for any impacts or damages resulting from information contained in this document.

世界から  
「もったいない」を  
なくそう

AZoom