



FY2023/3 2Q

Relo Group

Investor Presentation

November 11, 2022

Announcement

BGRS × SIRVA

**Completion of
Business Integration**

**Approximately 20 billion yen of the invested
funds has been collected**

Announcement

Profit and Loss Statement

Revenue

Operating Profit

Profit Before
Income Taxes

**Discontinued
operations**

Net Income

Discontinued operations

¥ 4.9B recorded

The company will be managed jointly with SIRVA

Consolidated Results

(Rounded down to the nearest million yen)

	Previously announced estimate	Actual results	Rate of change
Revenue	125,000	125,000	+0.0%
Operating Profit	22,400	22,400	+0.0%
Profit Before Income Taxes	23,500	23,500	+0.0%
Net Income	15,800	20,700	+31.0%

Net income forecast was upwardly revised for this fiscal year due to the impact of gain on sales of BGRS shares

Consolidated Results

(Rounded down to the nearest million yen)

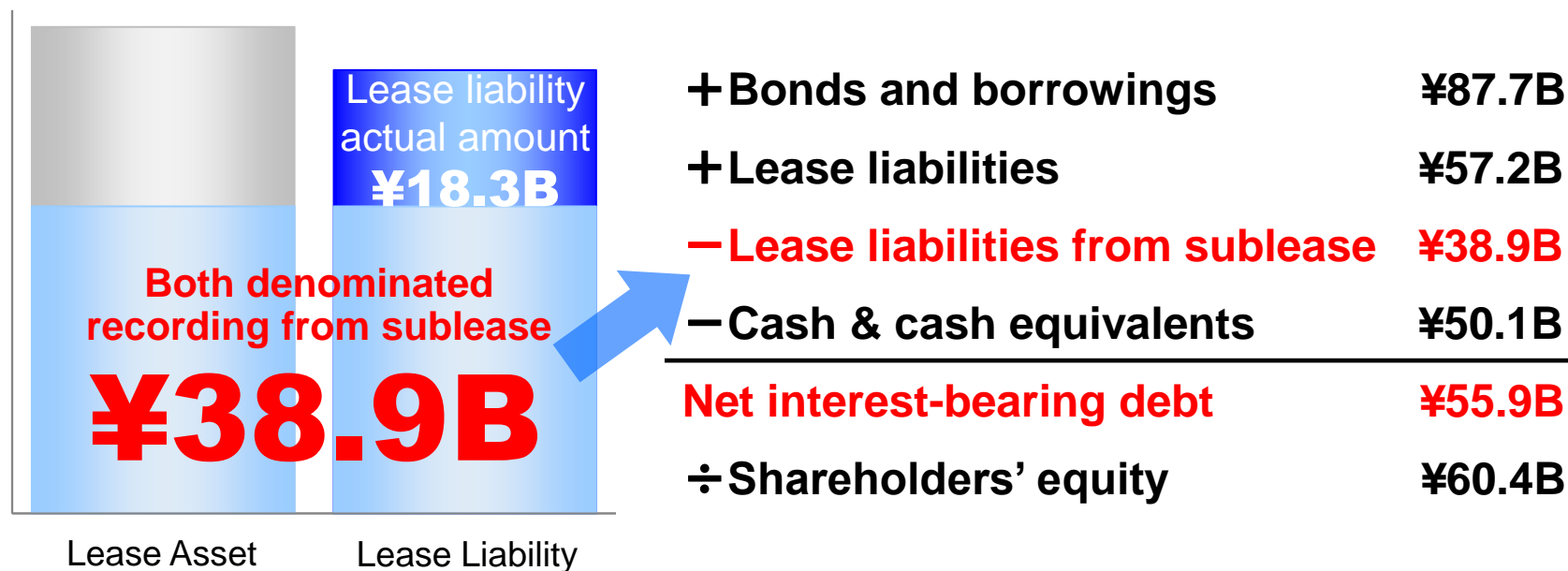
	Actual FY2022/9	Actual FY2021/9	YoY
Revenue	59,074	54,350	+8.7%
Operating Profit	12,408	9,240	+34.3%
Profit Before Income Taxes	12,910	9,751	+32.4%
Net Income	13,100	6,526	+100.7%

Steady growth in stock of core businesses

(Note) BGRS Group is classified as discontinued operations. Results in the first three months of the fiscal year ended March 31, 2021 have been restated.



Consolidated Statements of Financial Position

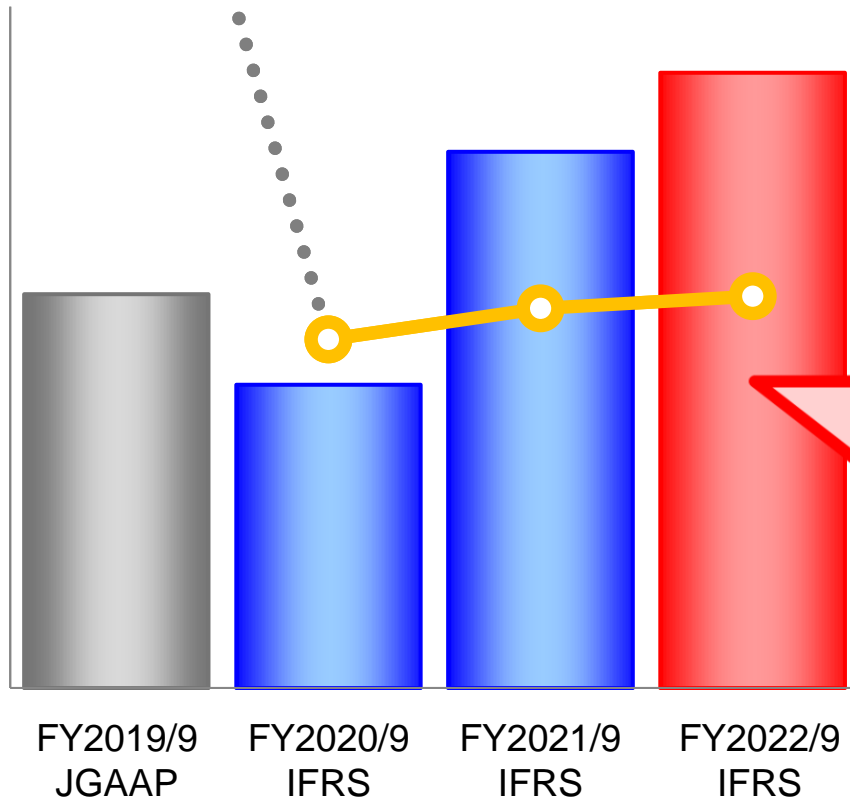
Lease Asset and Lease Liabilities both increased due to the start of voluntary application of IFRS



Adjusted Net Debt Equity Ratio is 0.9

Relocation Business

 Revenue
 Operating Profit



Revenue

¥41.9B



YoY **+6.6%**

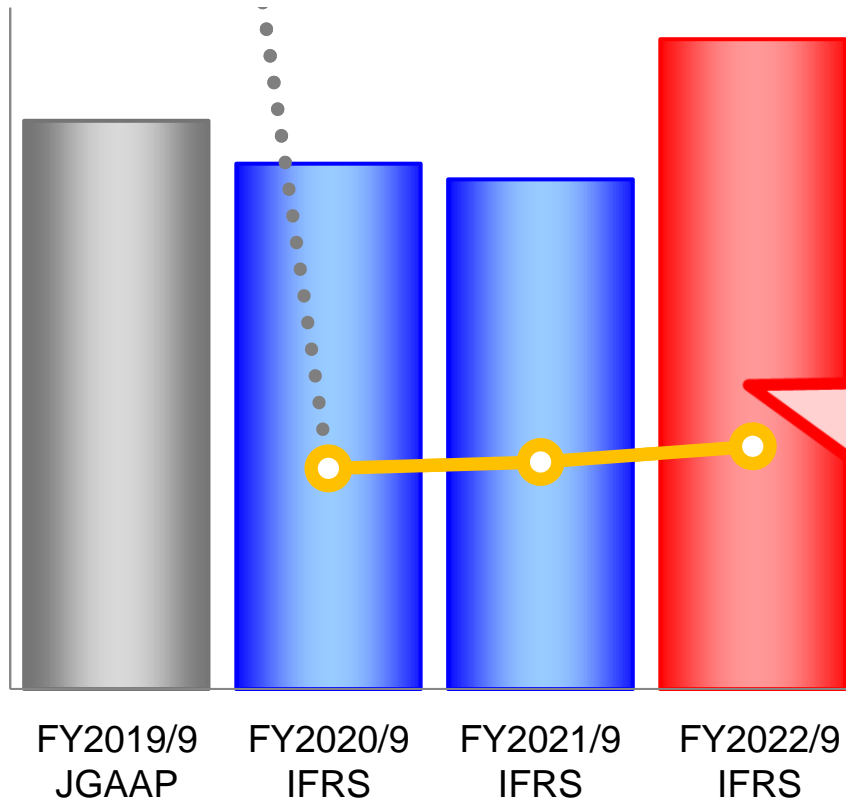
Operating Profit

¥7.8B

YoY **+25.7%**

Leased Corporate Housing Management Business

 Revenue
 Operating Profit



Revenue

¥12.4B

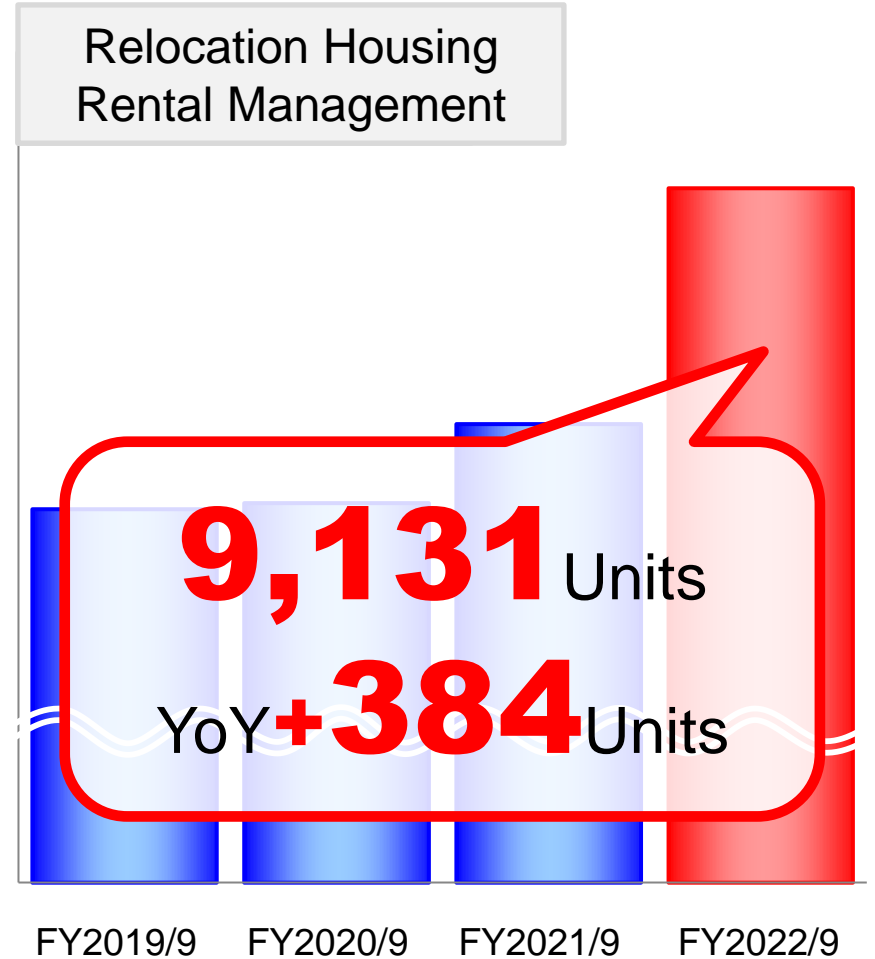
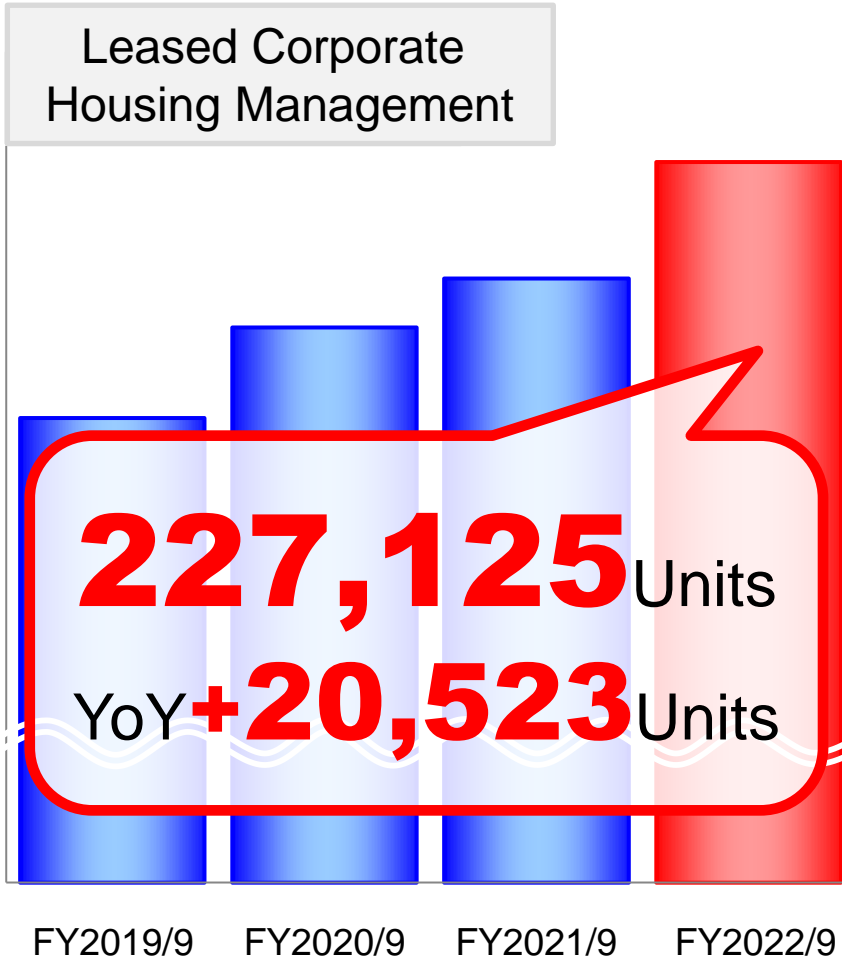
YoY **+6.0%**

Operating Profit

¥3.1B

YoY **+24.3%**

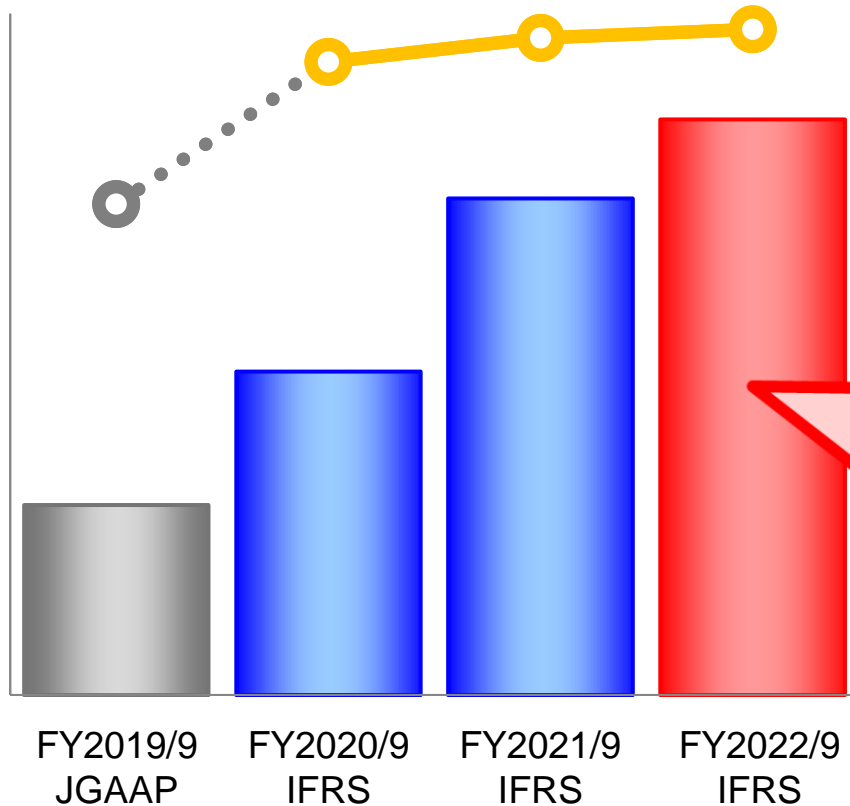
Leased Corporate Housing Management Business



Residential Property Management Business

 Revenue

 Operating Profit



Revenue

¥22.4B

YoY **+1.3%**

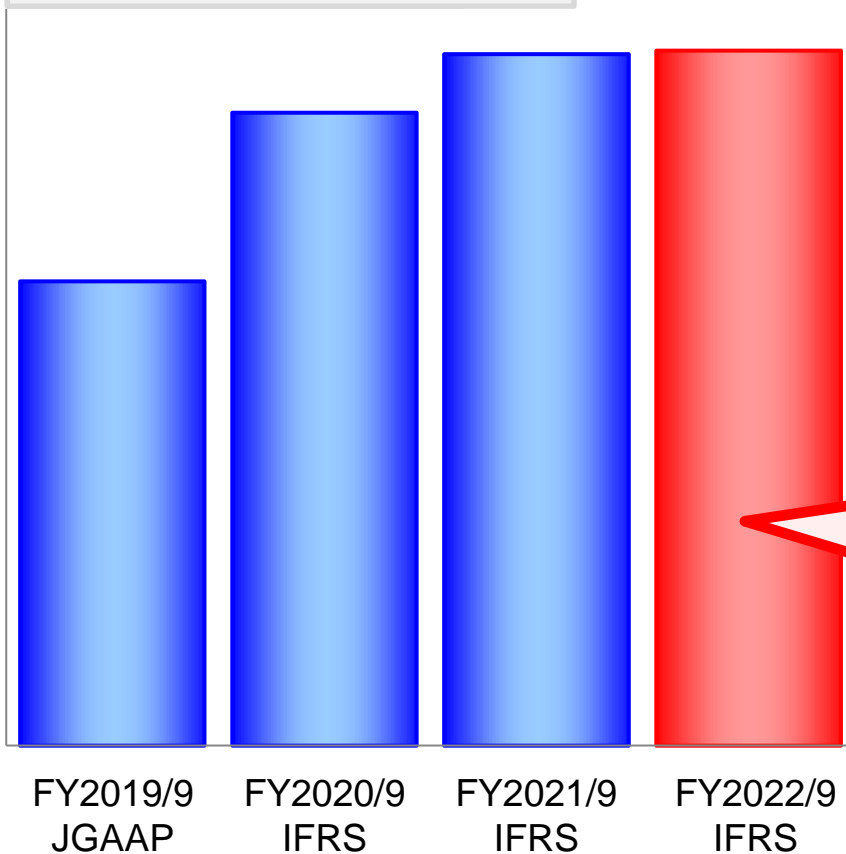
Operating Profit

¥3.3B

YoY **+15.9%**

Residential Property Management Business

Property Management

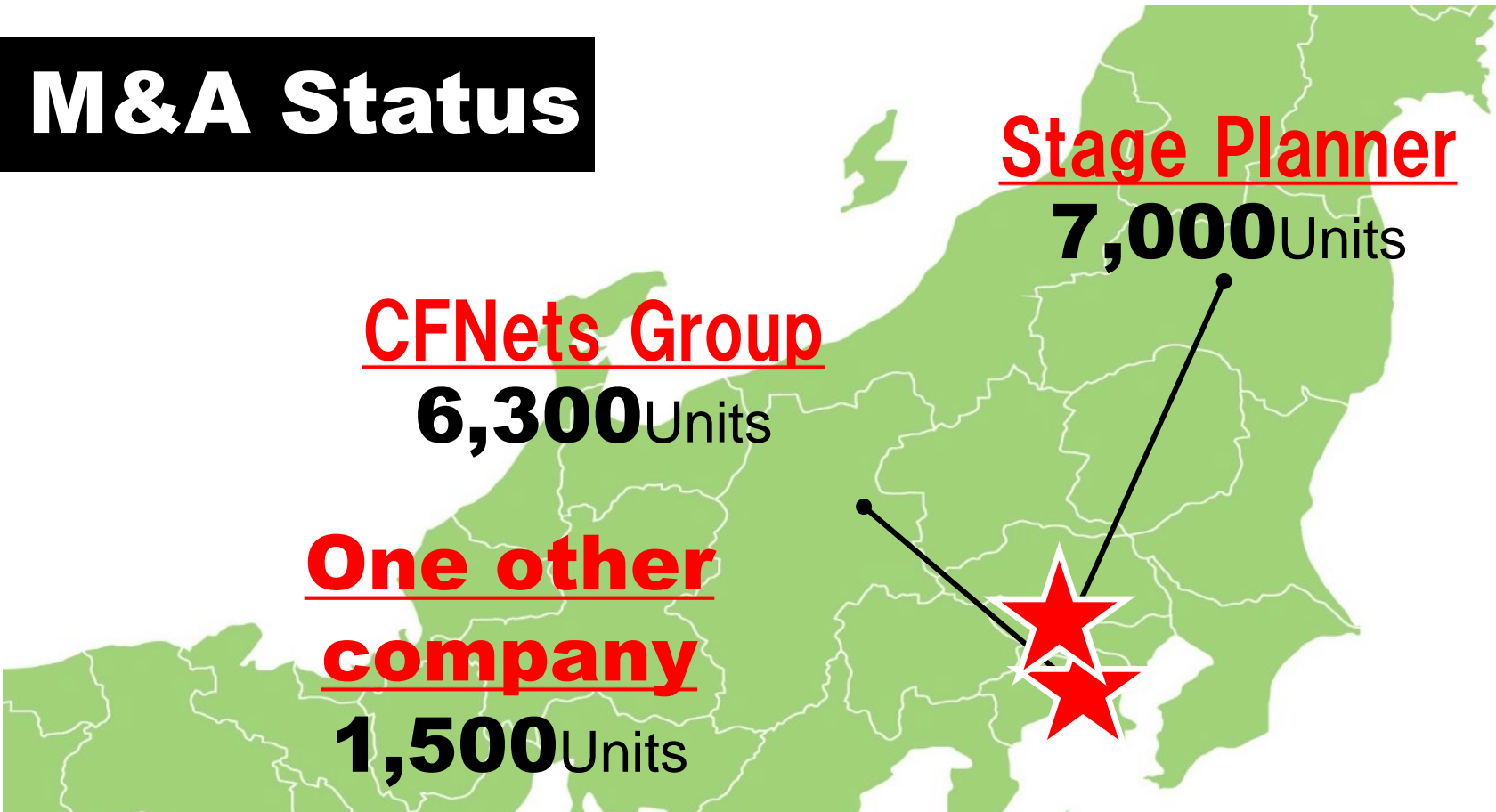


99,058 Units

YoY **+526** Units

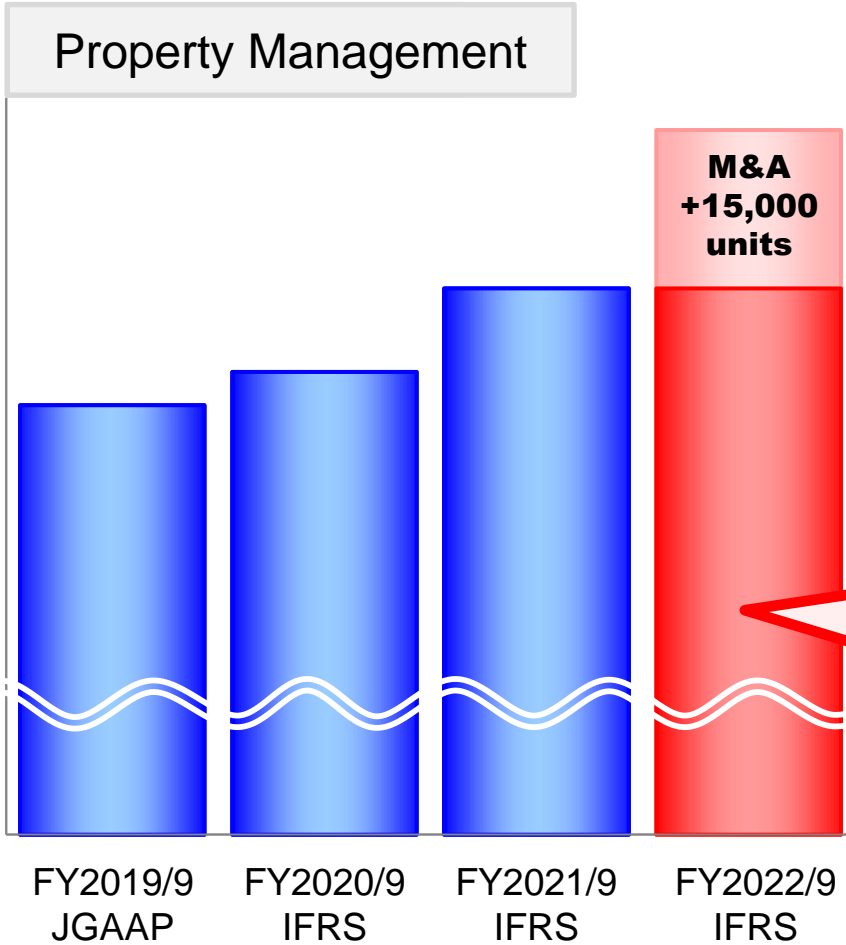
Residential Property Management Business

M&A Status



Reflected in consolidated financial results from 3Q

Residential Property Management Business

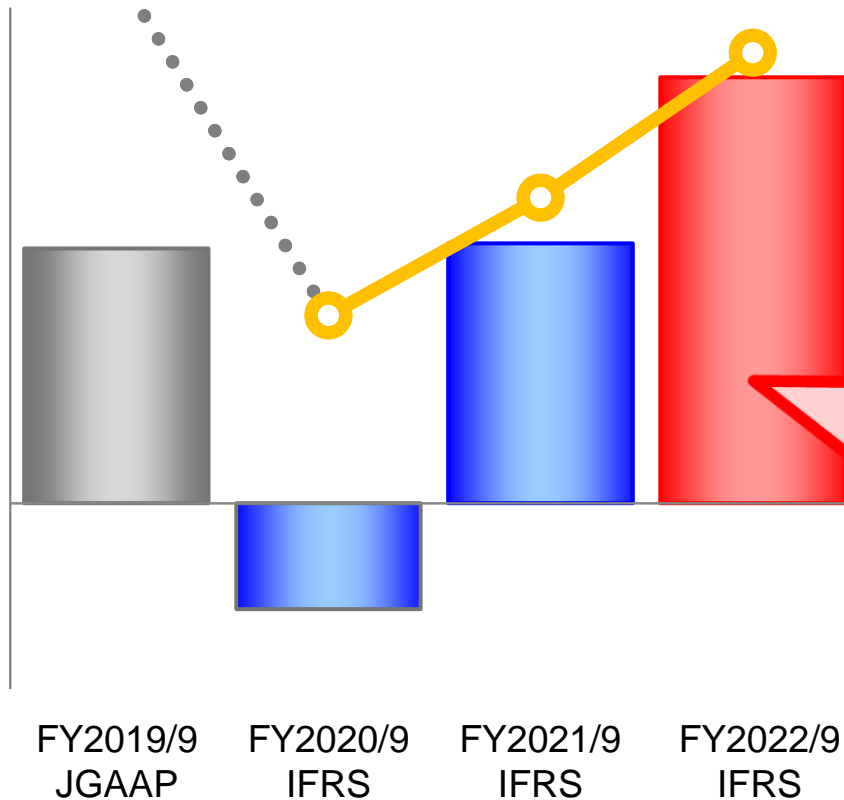


110,000 Units
 Estimated to
 Surpass

Relocation Support Business

 Revenue

 Operating Profit



Revenue

¥7.0B

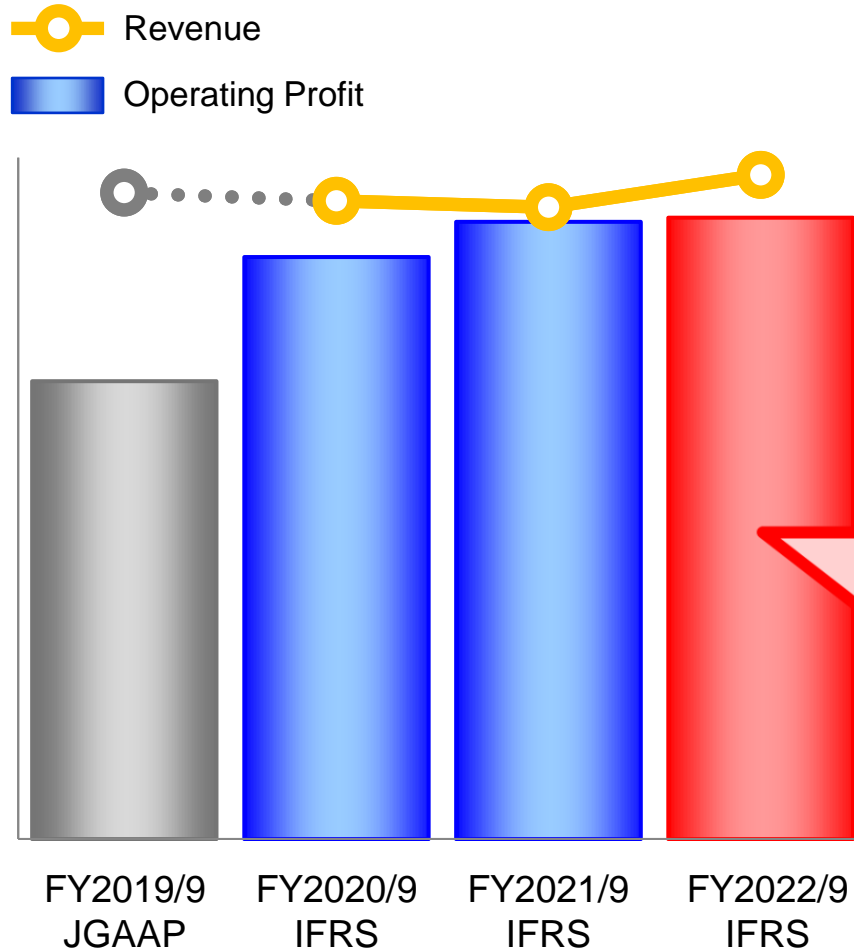
YoY **+29.6%**

Operating Profit

¥1.3B

YoY **+64.0%**

Fringe Benefits Business



Revenue

¥10.7B

YoY **+5.1%**

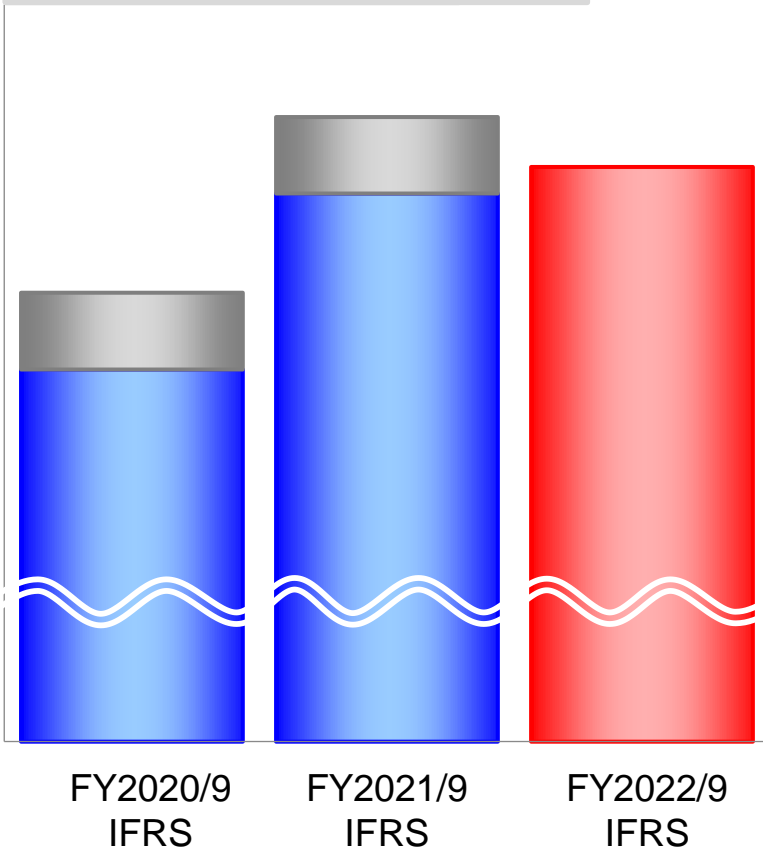
Operating Profit

¥4.7B

YoY **+0.6%**

Fringe Benefits Business



Fringe Benefit Members

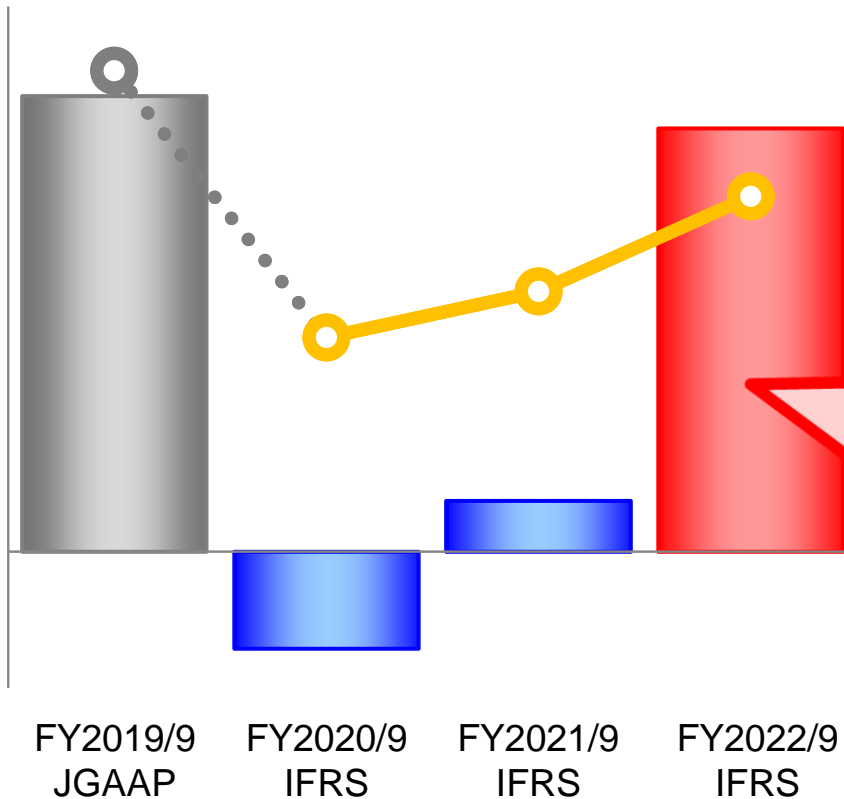


6.45M People
YoY **-0.16**M People

real YoY **+0.1**M People

Tourism Business

 Revenue
 Operating Profit



Revenue

¥5.9B

YoY **+34.8%**

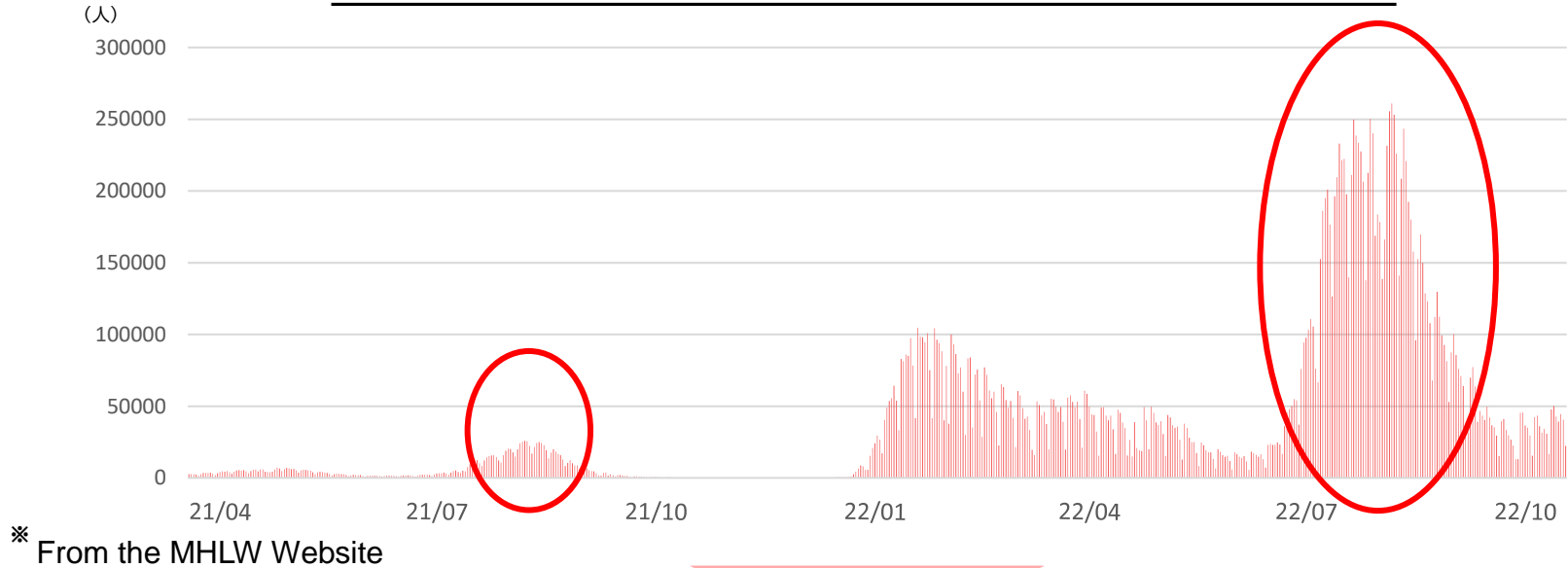
Operating Profit

¥1.5B

YoY **+1.4B**

Summary of 2Q FY2023/3

Number of Covid-19 Infections*

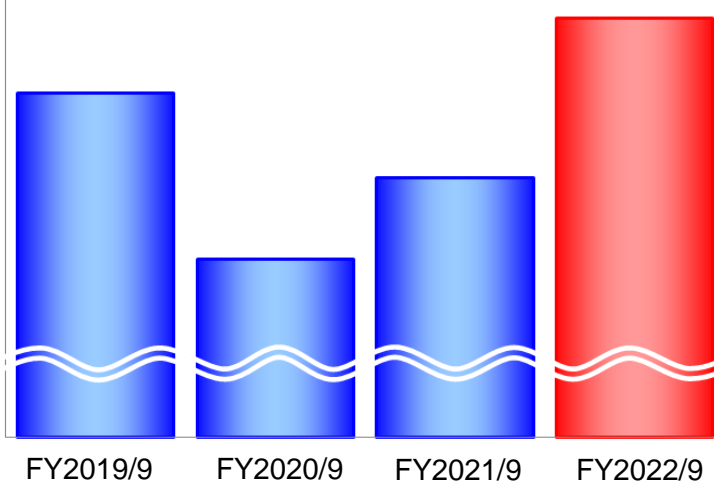


Although the number of people infected increased, the movement of people did not stop

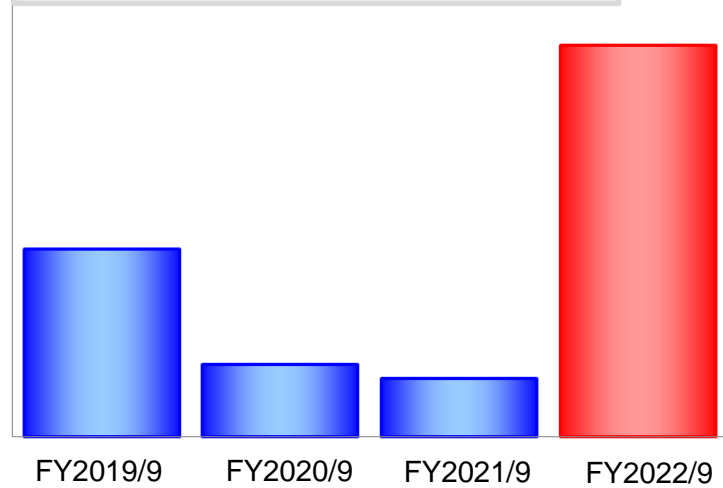
Mobility-related revenues increased over the previous year.

Summary of 2Q FY2023/3

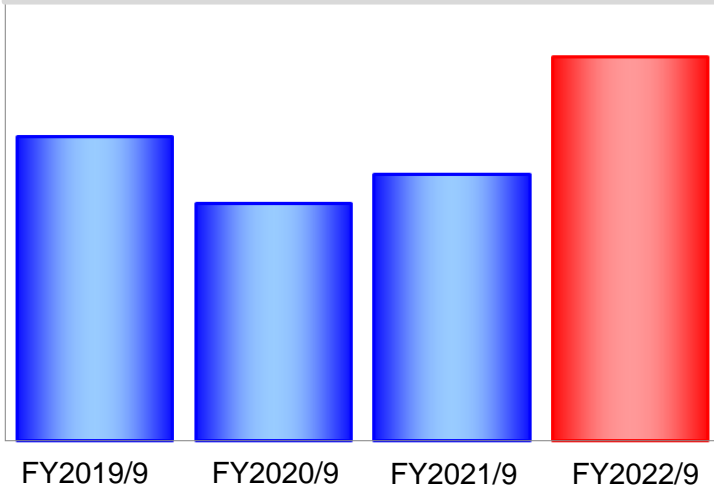
Leased Corporate housing contracts closed



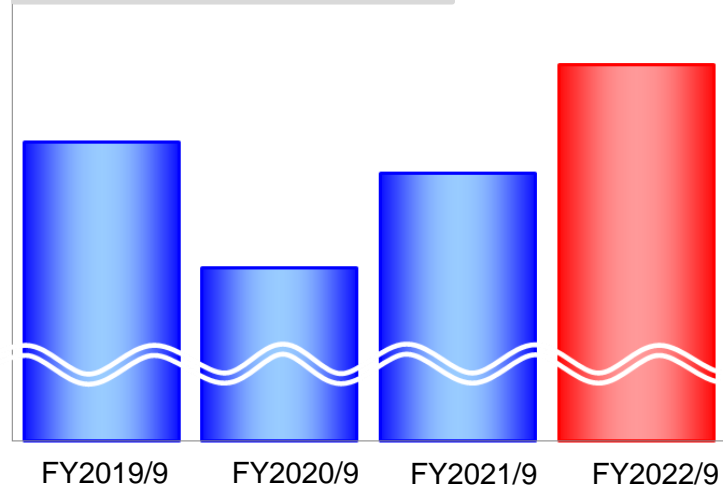
Number of Inbound support requests



Number of guests attracted for hotel business



Number of moving requests



Sustainability

CASE 09

Promoting SDGs in the Tourism Business

<Related SDGs>



Tourism Business segment initiatives to achieve a sustainable world

Relo Vacations (hereafter “RV”), a Relo Group company, operates the Tourism Business nationwide, including a membership resort business, and resort hotel and inn management revitalization business.

RV has been seeking to make efficient use of resources by renovating and rebranding disused lodging facilities and corporate recreation facilities. However, operating these facilities has brought with it issues such as waste products, food loss, and CO2 emissions.

To tackle these issues, an internal project team has been formed to strengthen SDG initiatives. [Click here](#) to learn more about RV’s initiatives to seriously implement SDGs

Initiatives to eliminate heavy fuel oil use

Our hotel operation business facilities will gradually transition away from heavy fuel oil boilers toward equipment that has a low environmental impact by 2026, cutting CO2 emissions.

The installation of this equipment at Yutorelo Nasushiobara and Beppu Fuga in November 2021 has already resulted in a significant



Contact

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