



FY2023/3 3Q

Relo Group

Investor Presentation

February 9, 2023

Consolidated Results

(Rounded down to the nearest million yen)

	Actual FY2022/12	Actual FY2021/12	YoY
Revenue	89,082	82,845	+7.5%
Operating Profit	17,386	13,395	+29.8%
Profit Before Income Taxes	19,756	14,305	+38.1%
Net Income	17,586	9,103	+93.2%

(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 Results

<Special factor^①>

End of July 2022

BGRS × SIRVA

Completed

Business Integration

**4.9 billion yen gain in discontinued operations
from sale of BGRS shares**

Consolidated Results

<Special factor②>

December 15, 2022

Venteny Fortuna International,
which Relo Club Inc. invests in, was
newly listed on the Indonesia Stock
Exchange

1.5 billion yen gain from revaluation of securities was recorded in financial income

Consolidated Results (Excluding special factors)

(Rounded down to the nearest million yen)

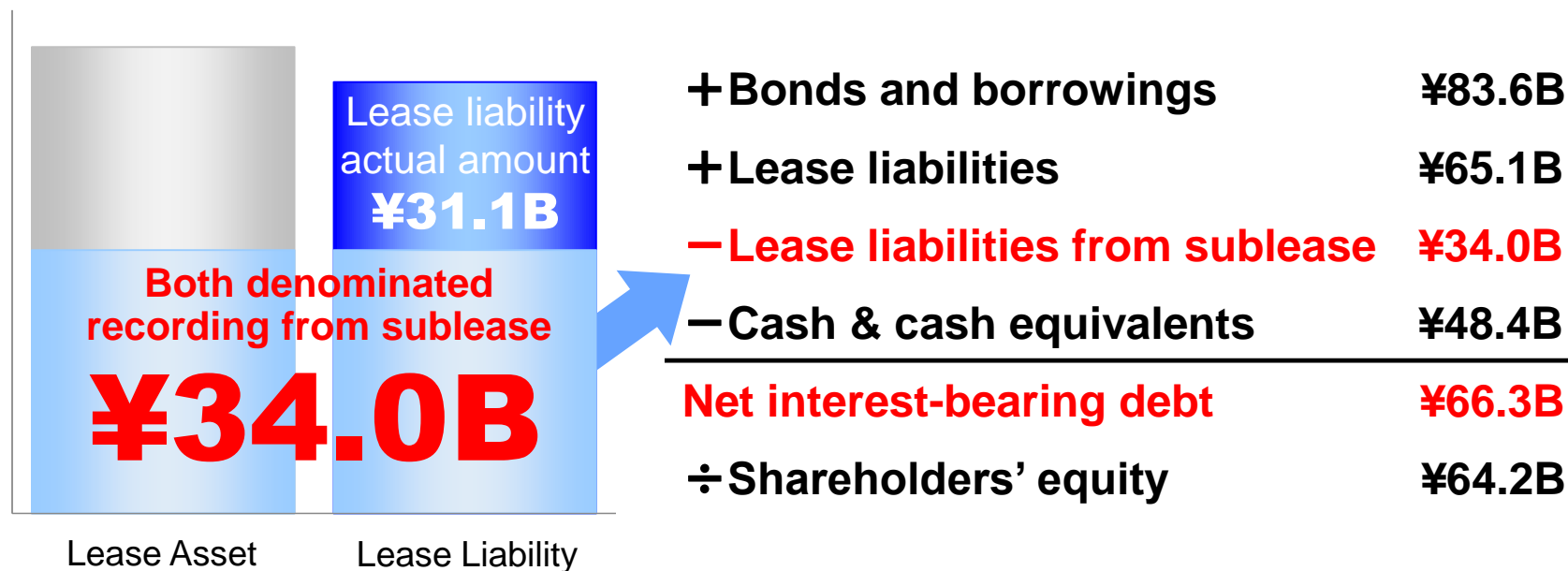
	Actual FY2022/12	Actual FY2021/12	YoY
Revenue	89,082	82,845	+7.5%
Operating Profit	17,386	13,395	+29.8%
Profit Before Income Taxes	18,266	14,305	+27.6%
Net Income	11,241	9,103	+32.5%

Over 20% growth, excluding special factors

(Note) The BGRS Group is classified as discontinued operations, and results of FY2021/12 has 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 1.0

Relocation Business

 Revenue
 Operating Profit

Revenue

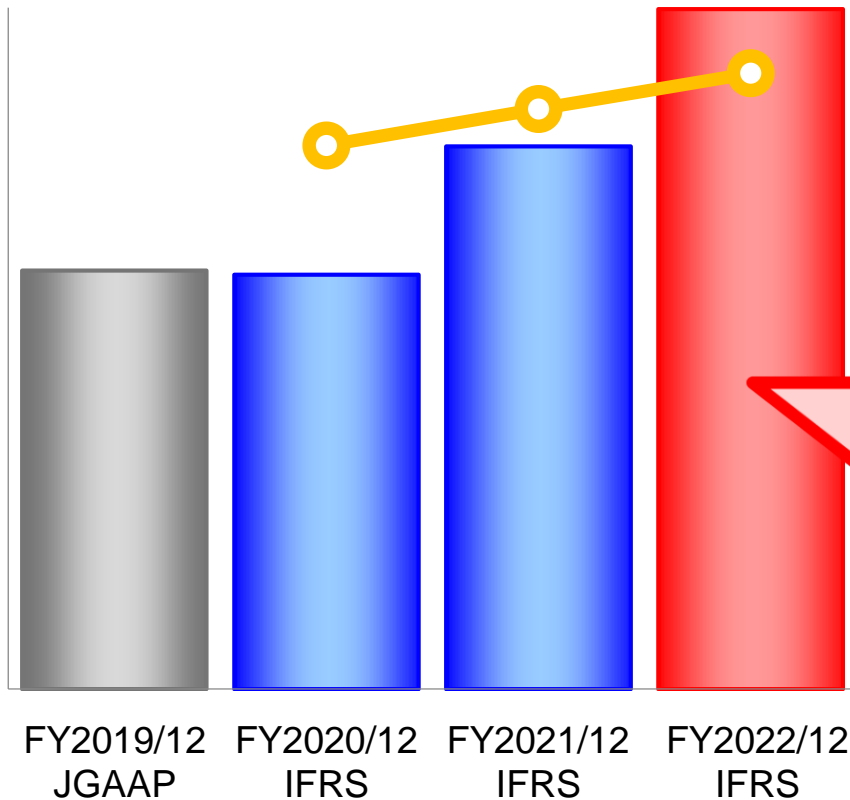
¥63.2B

YoY **+6.1%**



Operating Profit

¥10.9B

YoY **+25.3%**



Leased Corporate Housing Management Business

 Revenue
 Operating Profit

Revenue

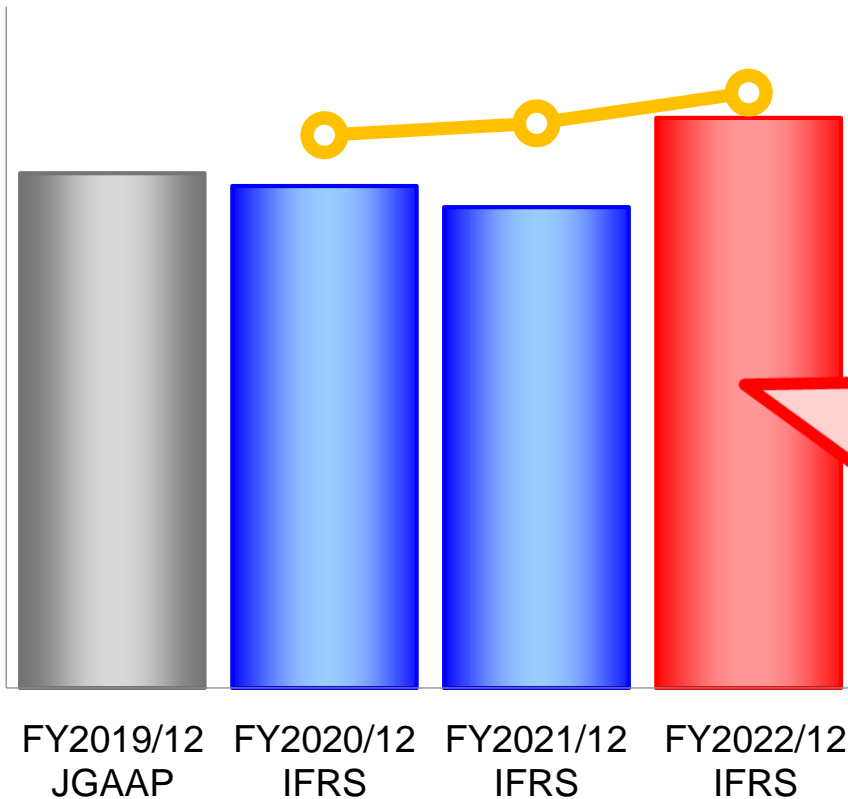
¥18.3B

YoY **+5.4%**

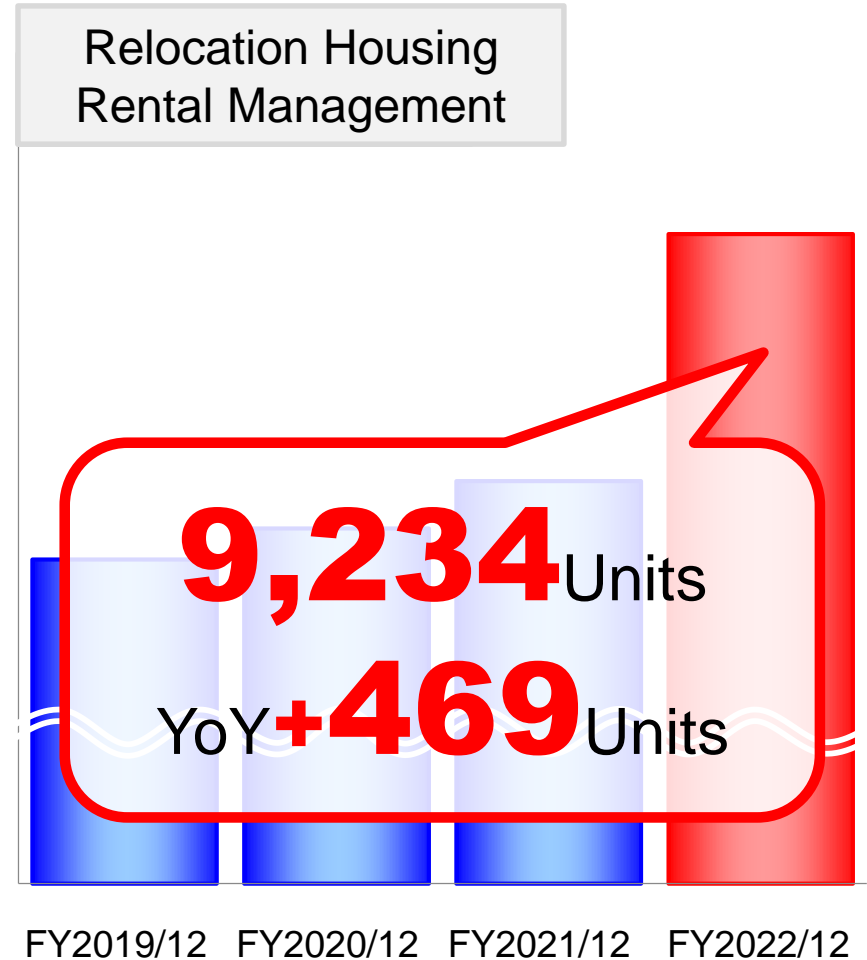
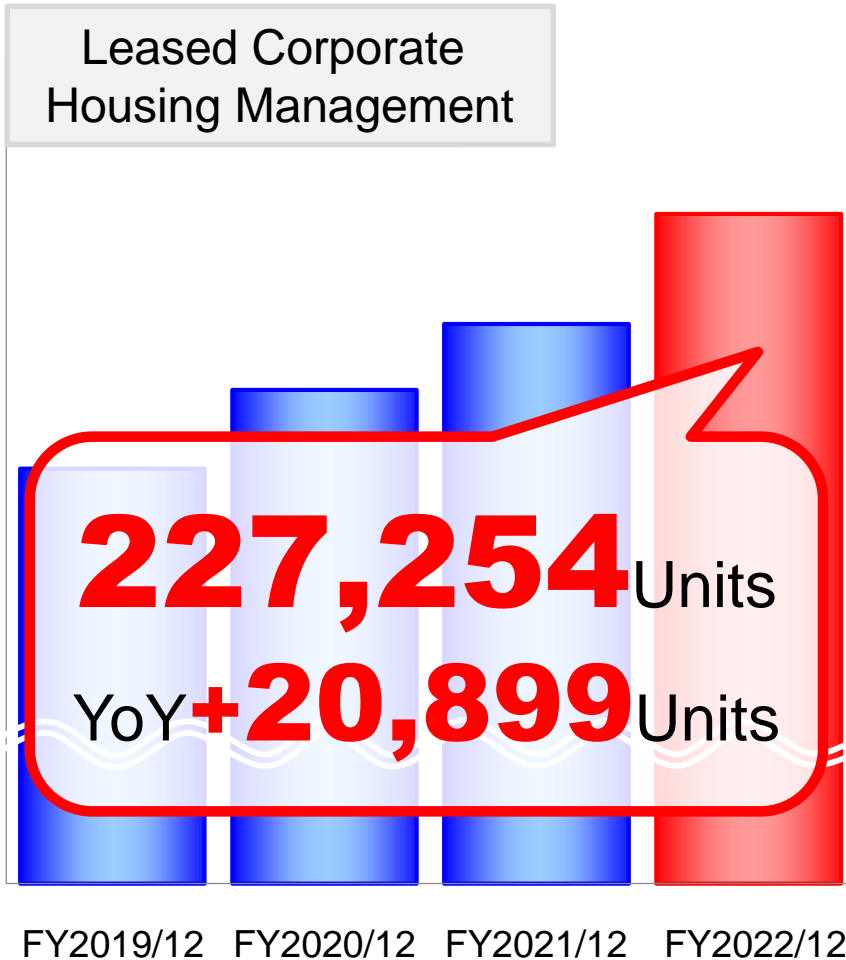
Operating Profit

¥4.1B



YoY **+18.6%**



Leased Corporate Housing Management Business



Residential Property Management Business

 Revenue
 Operating Profit

Revenue

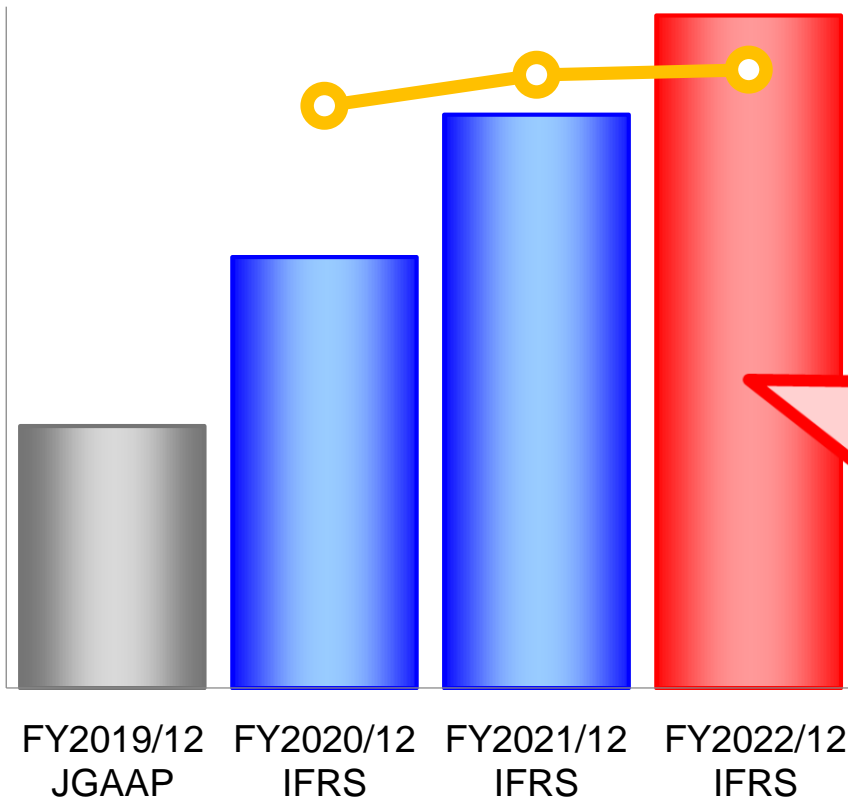
¥34.4B

YoY **+0.8%**

Operating Profit

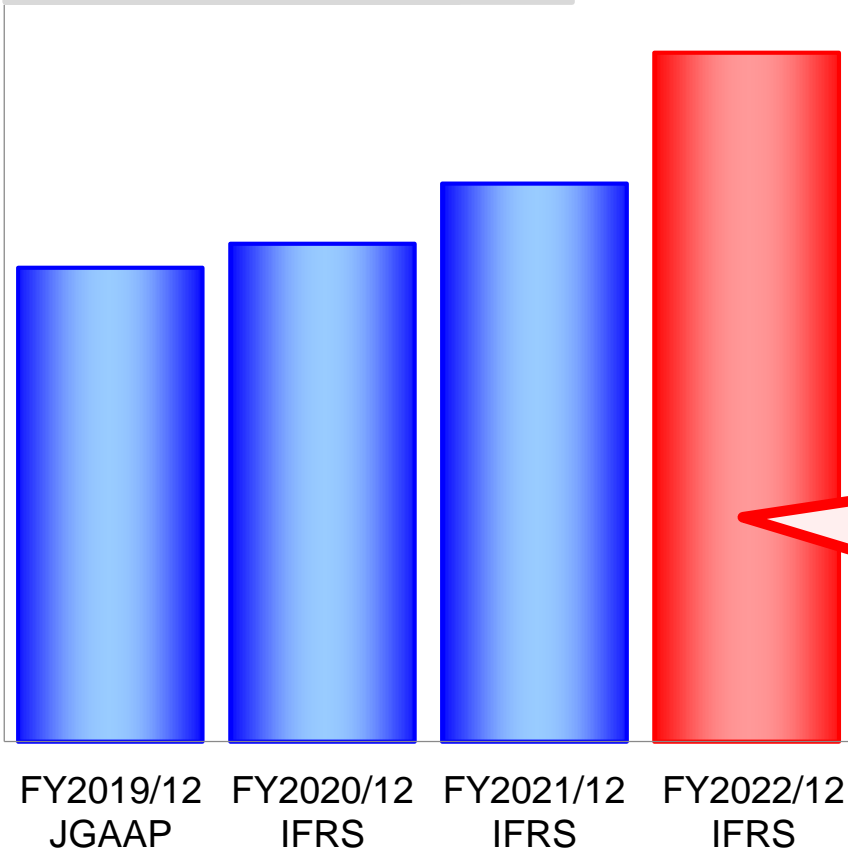
¥4.9B

YoY **+17.3%**



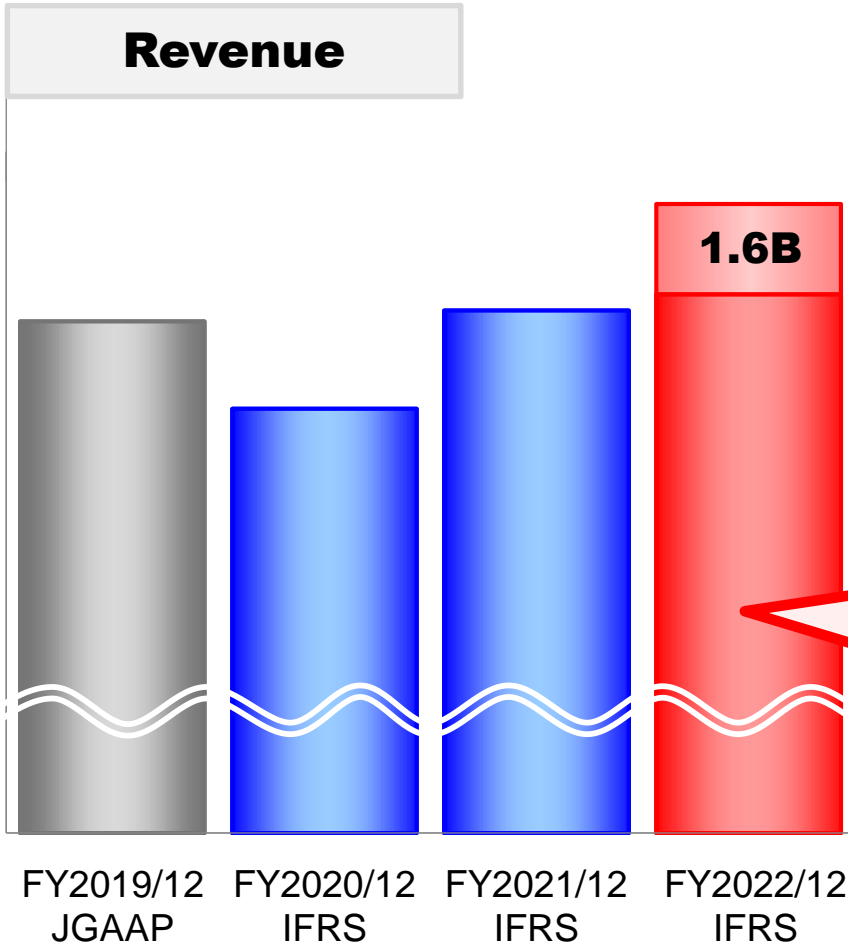
Residential Property Management Business

Property Management



114,142 Units
 YoY+**15,970** Units

Residential Property Management Business



<Impact of partial change in contract>

Revenue

(▲ Rent income **1.6B**)

Cost



(▲ Rent paid **1.6B**)

Gross profit is not affected

If impact is not considered

YoY **+5.5%**

Relocation Support Business

 Revenue
 Operating Profit

Revenue

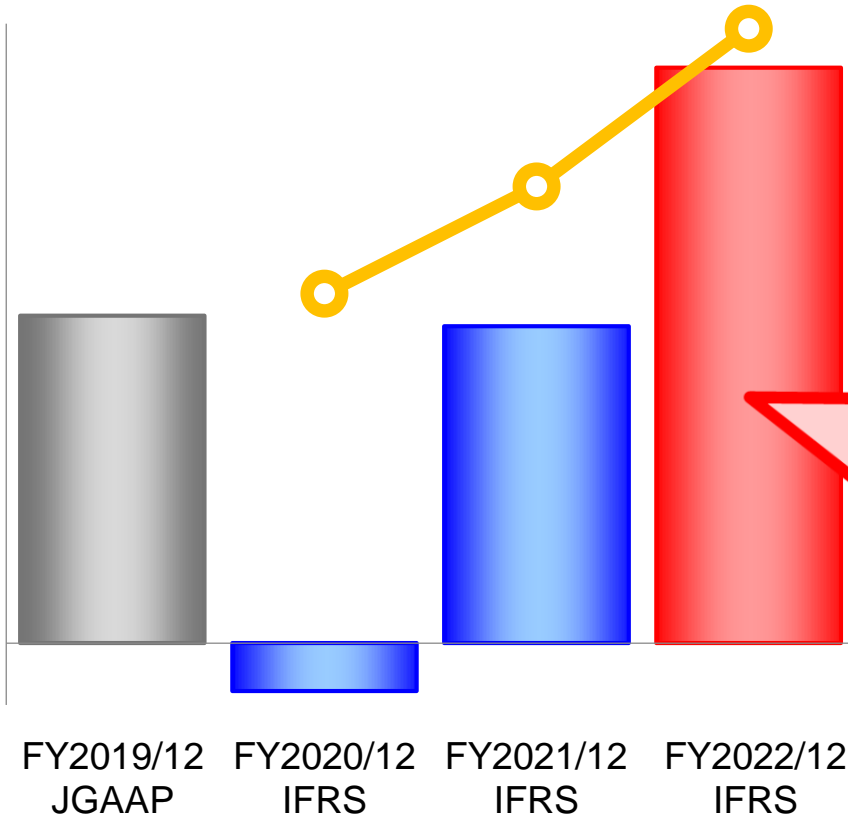
¥10.4B

YoY **+30.4%**

Operating Profit

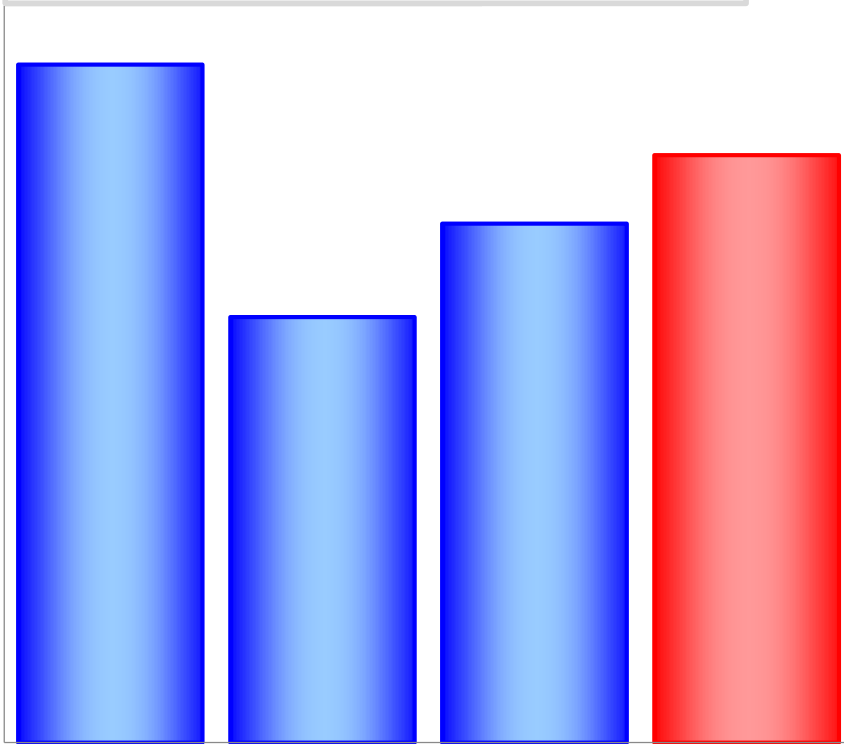
¥1.8B

YoY **+81.6%**



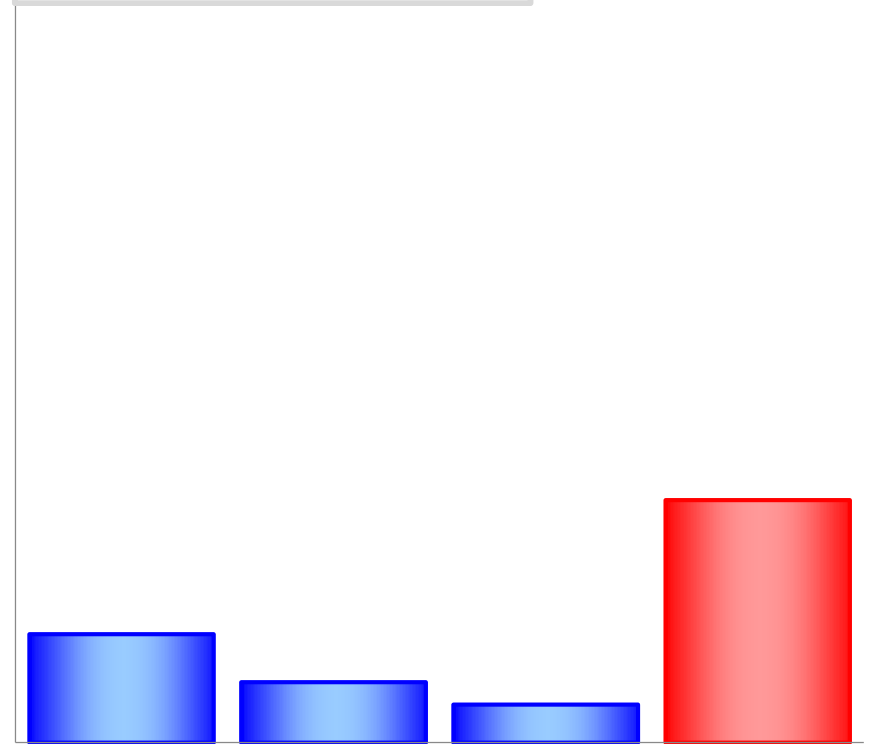
Relocation Support Business

Number of Global Relocation Support





FY2019/12 FY2020/12 FY2021/12 FY2022/12

Number of inbound



FY2019/12 FY2020/12 FY2021/12 FY2022/12

Fringe Benefits Business

 Revenue
 Operating Profit

Revenue

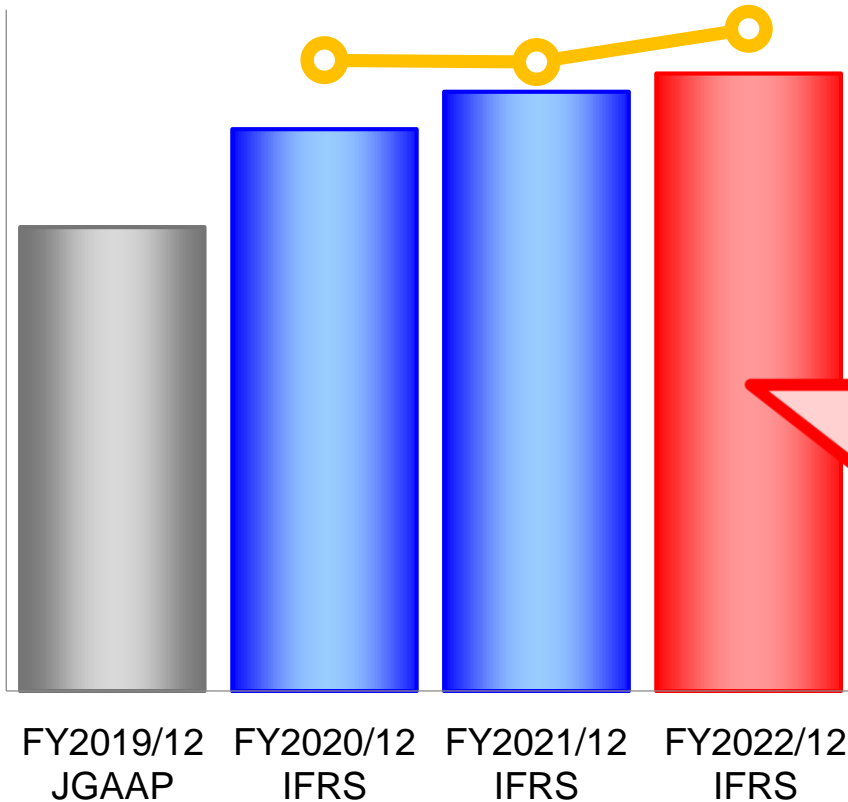
¥16.0B

YoY **+5.3%**

Operating Profit

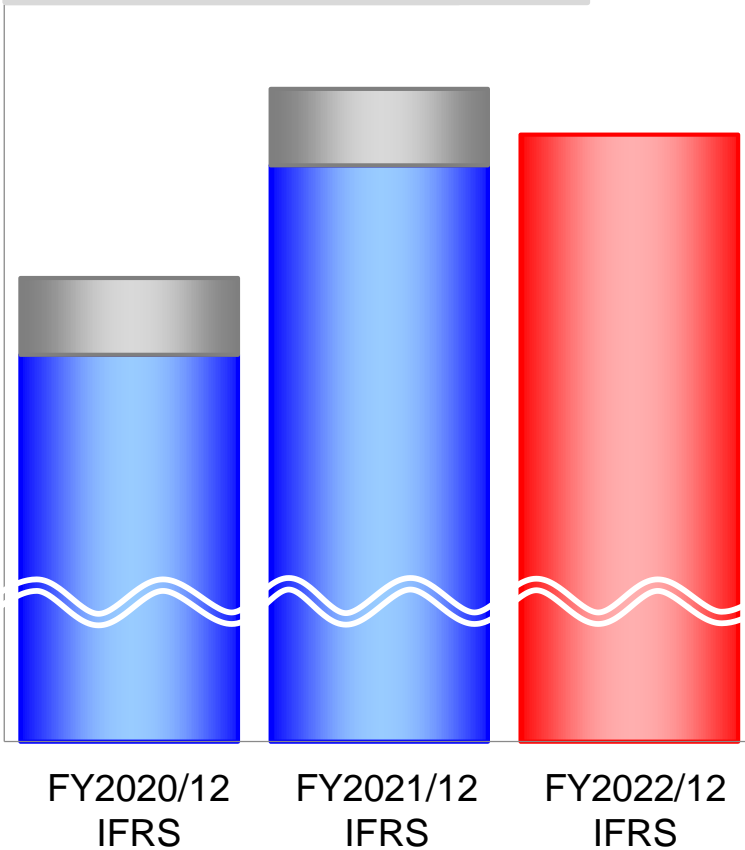
¥7.2B

YoY **+3.0%**



Fringe Benefits Business



Fringe Benefit Members



6.56M People
YoY **-0.15**M People

real YoY **+0.11**M People

Tourism Business

 Revenue
 Operating Profit

Revenue

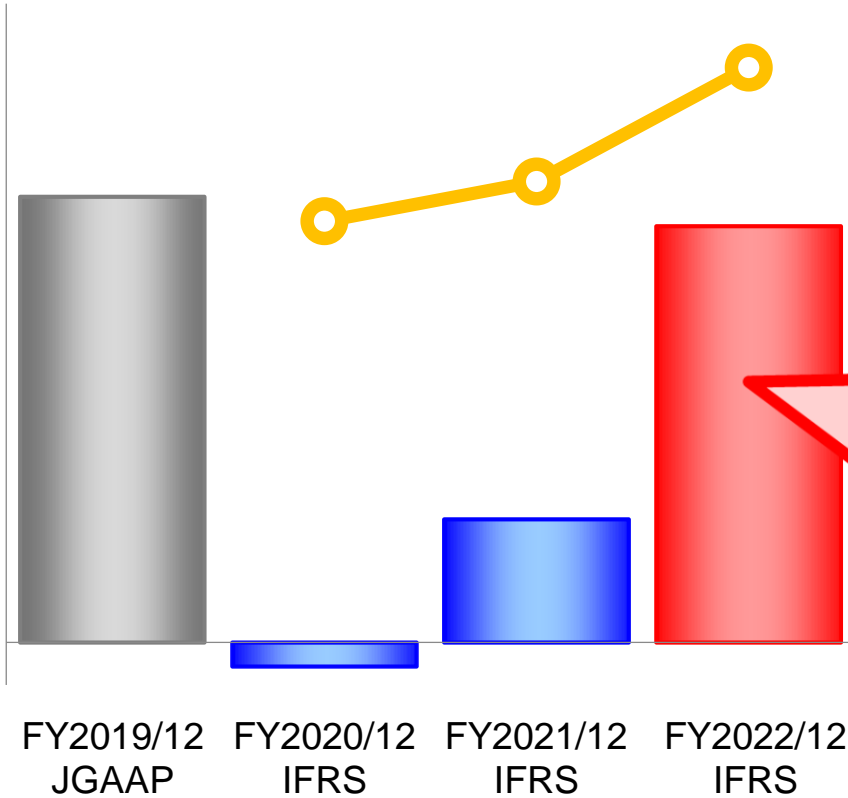
¥9.0B

YoY **+22.6%**

Operating Profit

¥1.9B

YoY **+1.3B**



Sustainability

リログループの事業を通じた社会的課題の解決

リログループは創業以来、様々な課題を抱えている日本企業をサポートすることにより成長してまいりました。



社会課題の解決に向けた事業活動の事例

リログループは日本企業の人事総務部の問題解決者になるべく、数々の事業を立ち上げてまいりました。今後も当社の使命に基づき、企業における様々な課題の解決につながるサービスを提供し続けます。

リログループの使命

- ・日本企業が世界で戦うために本業に集中できるよう、本業以外の業務をサポートすること
- ・真のサムライパワーを発揮できるよう、日本企業の世界展開を支援すること
- ・これから始まる日本の大転換をサポートすること



CASE 01 中小企業と大企業の福利厚生格差を解消



CASE 02 生産性向上を実現する社宅管理アウトソーシング



CASE 03 日本企業のグローバル進出を促進



CASE 04 ホテル・旅館の再生を通じた地域活性化



CASE 05 賃貸管理事業分野における事業承継問題を解決



CASE 06 市場経済移行国におけるビジネス人材育成支援

【ESGデータ】 リログループの長期的繁栄を実現するESGの取り組み

リログループが目指す繁栄とは一時的な繁栄ではなく、永続的繁栄、つまりゴーイングコンサーンです。それは、永続的繁栄無くしてお客様に継続的にサービスを提供できないと考えるからです。そして、お客様のみならず投資家、取引先、社員というすべてのステークホルダーも企業が継続するという事を前提にしているからです。リログループは100年はもとより200年、300年と永続的に繁栄することを目標にしております。

コーポレートガバナンス	コンプライアンス順守の状況	情報セキュリティ
従業員の状況	労務の状況	人材育成の状況
環境		

Contact

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Moreover, the contents of this material are subject to change without notice.