Iditididididi ASCOT CORP.

CORPORATE OVERVIEW 2025

English

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Since its foundation, Ascot have been growing by focusing on the development of well-designed residences. Based on the belief that "Space enriches people's lives" we are currently working on 'expanding the range of asset types' including office buildings, logistics facilities. Moreover, in addition to maintaining our traditional real estate development model, we have also started to diversify our business model, such as through establishing a fund/asset management business and a value-up business for customers in the Asian region. Furthermore, under a key concept as 'International x Finance x DX', we intend to expand our customer base and business domain, and also improve capital efficiency and visibility in our corporate management. In the area of digital transformation (DX), Ascot was granted the national DX Certification from the Ministry of Economy, Trade and Industry (METI) on July 1, 2022.

We will quickly and accurately capture new trends of the industry, and as professionals that create value in real estate, aim to reach the next level of development while continuing to cherish the venture spirit that we have valued since Ascot's foundation in 1999.

Representative Director President Takeshi Nakabayashi



### Purpose

# Our purpose is to realize co-existence and harmony among people, society, and the environment.

- We enrich people's lives and society through creating value in real estate.
- · When working to create value in real estate, we always consider co-existence with the environment.
- Aiming for a sustainable society, we strive to realize harmony among people, society, and the
  environment.

#### Vision

#### To be professionals that create value in real estate

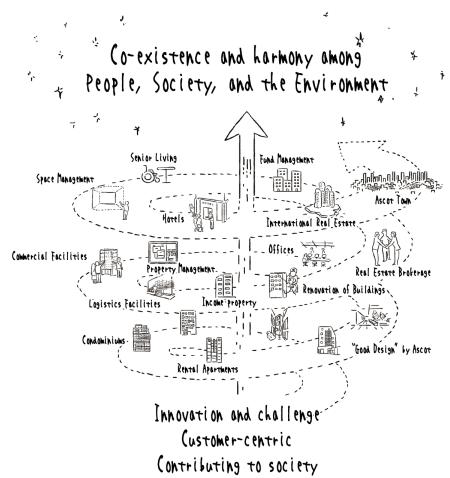
- We will create new value by discovering hidden real estate opportunities and connecting potential needs through innovation that is based on an understanding of social change.
- We will build a value chain for a wide range of customers through delivering a diverse variety of properties and services in the optimum way.
- · By gathering expert individuals, we aim to be a company that consists of real estate professionals.

#### Value

Innovation and challenge / Customer-centric / Contributing to society

#### **Code of Conduct**

Think properly / Carry through / Collaborate



#### Credo

# Space enriches people's lives

Comfortable and relaxing spaces. Memorable city landscapes.

There are spaces that have the magical power to energize people.

While pursuing such spaces, we have learned the significance of our jobs from the light of every window of the buildings we have created.

This has encouraged us so many times.

A space created for sheltering people from wind and rain,

has tremendous power that can change the quality of life.

When looking around cities, we find so many locations,

which can only reach their potential, if we have a good idea.

Every piece of land and every building

play their own unique role in contributing to society.

Buildings and spaces can empower people.

Space enriches people's lives

This is Ascot's belief.





#### CORPORATE PROFILE

#### Ascot Corp.

Address 3-1-30 Jinguame, Shibuya-ku, Tokyo, Japan 150-0001

TEL: 03-6721-0248 FAX: 03-6721-0247

Establishment April 20, 1999 Capital 10,867 million yen

**Board members** 

Representative Director, President Takeshi Nakabayashi

Director Masahiko Muranushi Director Kentaro Toyoizumi Director(External) Noriko Harada

Full-time auditor (External) Kazuhiko Tanaka

Auditor (External) Shuhei Yoshida Auditor (External) Kenta Nagao

#### Our Business

• Real Estate Development Business (Rental Apartments, Condominiums, Office and Commercial facilities, Logistics facilities, etc.)

- Real Estate Leasing Business (including Property Value Adding)
- Other Business (Real Estate Investment, Property Management, Brokerage, etc.)

#### Licenses / Registration

• Real Estate License:

Minister of Land, Infrastructure, Transport and Tourism No. (1) 10598

- Registered First-class Architect Office: Governor of Tokyo No. 58896
- Director of Kanto Local Finance Bureau (Kinsho) No.1190
- Real Estate Specified Joint Enterprise License: Financial Services Agency Commissioner and Minister of Land, Infrastructure, Transport and Tourism No. 127
- PMS / JISQ15001 : 10700010 (09)
- Qualified Invoice Issuer Registration Number: T7011101028617

Stock Listings Tokyo Securities Exchange (Ticker code:3264), Standard

Branch Osaka Branch

Subsidiary company Ascot Investment Management Co., Ltd.

Ascot Capital Co., Ltd. Ascot Medic Co., Ltd.

Ascot Asset Consulting Corp.

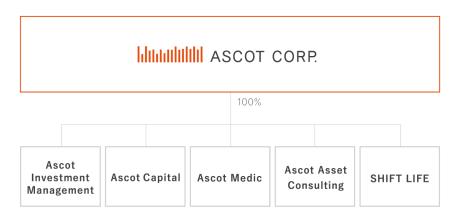
SHIFTLIFE Co. Ltd.

[Major shareholders] Daito Trust Construction Co., Ltd.

[Bank of account] Sumitomo Mitsui Banking Corporation / MUFG Bank,

Ltd. / Mizuho Bank, Ltd. / Kansai Mirai Bank, Limited. / The Shoko Chukin Bank, Ltd. / THE SEIBU SHINKIN-BANK / The Higashi-Nippon Bank, Limited / Kiraboshi-

Bank, Ltd. / Resona Bank, Limited.



#### Financial Results (Non-consolidated)

(¥million)

	FY09/2022	FY09/2023	FY09/2024
Revenue	18,044	12,573	26,921
Gross profit	3,417	2,884	7,559
Operating profit	1,555	1,018	4,815
Ordinary profit	1,177	406	3,700
Net profit	794	497	2,473

#### Summary of Financial Statements (Consolidated) 26th [FY09/2024]

(¥million)

Consolidated financial results		
Revenue	36,787	
Gross profit	9,047	
SG&A expenses	3,151	
Operating profit	5,896	
Ordinary profit	4,431	
Net profit attributable to owners of the parent	3,017	

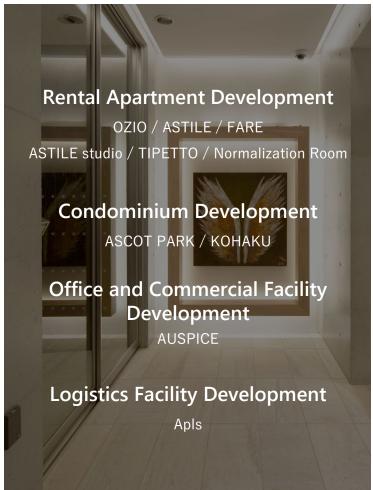
Consolidated financial position		
Current assets	72,185	
Cash and deposits	12,071	
Inventory assets	58,014	
Fixed assets	5,046	
Total assets	77,231	
Current liabilities	18,776	
Short-term loans payable	8,562	
Current portion of long-term debt	7,789	
Long-term liabilities	30,303	
Corporate bond	100	
Long-term debt	29,987	
Total liabilities	49,080	
Shareholders' equity	28,144	
Total net assets	28,151	
Total liabilities and net assets	77,231	
Capital Adequacy Ratio	36.4%	

IR

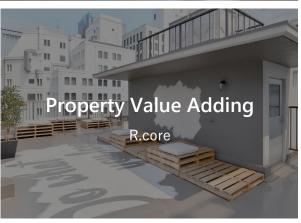
For IR information, please visit our website. https://ascotcorp.co.jp/ir/



By offering a wide range of real estate solutions, we will give a shape to new values and thoughts.





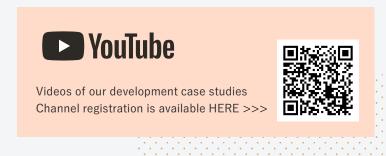


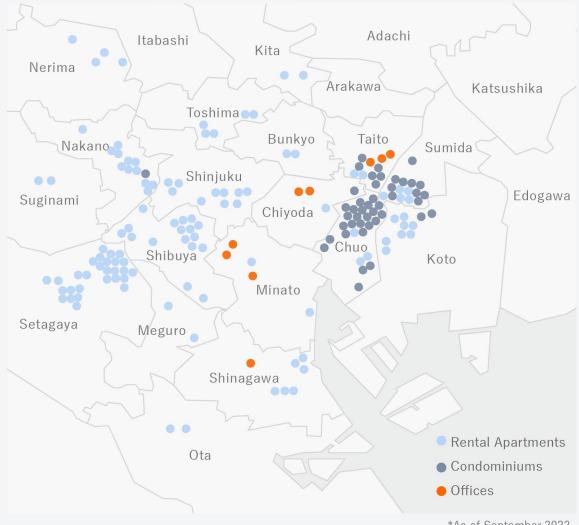




# **Developed more than 100 buildings** in 23 wards of Tokyo

With respect to our core businesses, namely 'rental apartment development', 'condominium development' and 'office building development', we have developed more than 100 buildings in the heart of Tokyo's 23 wards. In the future, we plan to expand our key area to Tokyo and its neighboring 3 prefectures (Kanagawa, Chiba and Saitama), and also continue to provide highly profitable logistics facilities in metropolitan areas such as Tokyo, Osaka, Nagoya, Fukuoka and Sendai.





\*As of September 2022

# Reasons why people select new-built real estate developed by Ascot



# Desirable location – within a 10-minute walk from popular major stations in the heart of Tokyo

We consider that transportation convenience is the most important factor, and focus on "close to station" properties, which are rather scarce. In the heart of Tokyo, since monthly fee for a parking space is as expensive as house rent and many people do not own cars, trains are the main means of transportation. Accordingly, the distance from a station to the apartment is highly important for residents.



02

#### Favorable size/ specification for investment

We mainly develop small to medium-sized properties, which may be easy for individual investors to consider investments and ensure a high-level of liquidity among investors. By pursuing appropriate specifications without excessive equipment while ensuring the quality, we reduce the burden of running costs and repair costs.



03

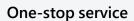
#### Sophisticated planning/ design

We have been pursuing high designability for all properties we have developed. From the concept development phase, we capture unique features of the land and its history, and create properties with the belief that "Space enriches people's lives" In recognition of such initiatives, Ascot has received design awards both in Japan and overseas, including the Good Design Award.

#### Development with a focus on reinforced concrete (RC) construction

RC construction refers to the structure where floors, walls, pillars, and beams are made of reinforcing steel and concrete, and it excels in fire-resistant, quake-resistant, and noise barrier performance. The legal durable years, which is one of asset value indicators, is 47 years. Since the depreciation period is rather long, it is an asset that is unlikely to decline in value.







We take care of the process from land purchase to product planning and construction management by ourselves. After the purchase, to ensure peace of mind through continuous rental property management, we work closely with our group company, Ascot Asset Consulting, and provide services tailored to the perspectives of both residents and owners.



GOOD DESIGN AWARD 2022

OZIO Sakurashinmachi Rental Apartment



GOOD DESIGN AWARD 2020

FARE Kyodo I · II Rental Apartment



**GOOD DESIGN AWARD 2022** 

ASTILE Azabujuban Rental Apartment



**GOOD DESIGN AWARD 2019** 

FARE Uehara House EAST · WEST Rental Apartment

TIPETTO Meguro Fudomae Rental Apartment

GOOD DESIGN AWARD 2021



GOOD DESIGN AWARD 2014

ASCOT PARK Nihonbashi Ningyocho DAIMYO BEAUTY COMPLEX **ATELIER** Condominium



**GOOD DESIGN AWARD 2021** 

while valuing their connection to the city.

Create 'uplifting lifestyles'

ASTILE Shinjuku I · II Rental Apartment



**GOOD DESIGN AWARD 2021** 

ASTILE Sangenjaya I Rental Apartment



GOOD DESIGN AWARD 2010

Commercial Facility



**GOOD DESIGN AWARD 2007** 

**STYIM** 

First Condominium to Receive the Good Design Award (Gold Award)

#### RENTAL APARTMENT DEVELOPMENT

To add new value to rental apartments, we offer urban-type residences with full of ideas that inspire residents to 'enjoy their lives and discover something'. We propose residential space that creates 'uplifting lifestyle' by adding a nice touch to life, while valuing its connection to the town.

#### 3 product lines by scale

#### Concept residence for diverse lifestyle

0ZIO

## ASTILE

# FARE

# ASTILE studio

# TIPETTO

### Normalization Room

[OZIO]

Italian for "leisure"

Mid-rise scale

Price range More than 1 billion yen [ASTILE]

From "Ascot" and stile, meaning "style" in Italian

Small~Medium scale

Price range 500 million yen or more

[FARE]

Italian for "do" or "make"

Small scale

Price range 500 million yen or less

[ASTILE studio]

'Apartment with a soundproof room' that allows for various indoor activities and enriches the "time spent at home" [TIPETTO]

Reorganized the space based on animal-specific ecology and characteristics. 'Petfriendly apartment' aiming at creating a 'truly' stress-free living environment for both residents and pets [Normalization Room]

A living space comfortable for everyone, designed with the 'normalization' principle that goes a step beyond the concept of barrier-free design to address the diversity of users

% Property names in capital letters on this page are pronounced as in Italian



- $oxedsymbol{1}$  Added extra charm through dedicate ingenuity, based on a carefully prepared plan with free-flowing ideas
- Residence that gives a sense of status in living, pursuing the 'quality' of the space composed of functionality and design
- O3 Properties with high asset value on selected locations
- Highly profitable properties achieving both running cost saving and market-beating rent by design and planning

## OZIO



**OZIO** Sakurashinmachi

October 2021

1801.20m<sup>2</sup>

47 units

Shinmachi, Setagaya-ku, Tokyo



Product Name
Location
Completion Date
Total floor area
Number of units

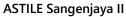
#### **OZIO NOOK**

Kameido, Koto-ku, Tokyo September 2019 1,589.54m<sup>2</sup> 46 units









Taishido, Setagaya-ku, Tokyo July 2020 473.13m<sup>2</sup> 16 units (2 retail spaces)



**ASTILE Harajuku** 

Sendagaya, Shibuya-ku, Tokyo March 2022 773.99m<sup>2</sup> 16 units (2 retail spaces)

# FARE





**FARE Mejiro** 

Zoshigaya, Toshima-ku, Tokyo November 2021 473.59m<sup>2</sup> 14 units (1 normalized unit)

#### CONDOMINIUM DEVELOPMENT

Condominium to enjoy urban life, mainly in the highly convenient center of Tokyo. We capture the location-specific context, give 'distinctive characters' for each building, and offer a rich living space that embraces residents and will not fade in color over time.

#### Condominium which interweaves a story and culture

#### Compact but comfortable condominium

# ASCOT PARK

[ASCOT PARK]
The original ASCOT series

Mid-rise / Family



## KOHAKU

[KO-HA-KU]

A jewel of comfort

Small~Medium scale / 1~2 persons





- O1 Detailed planning and customization pursuing user-friendliness "Semi-order Point System"
- O2 Creative common space like an art piece
- O3 Specifications taking into account advance security and disaster prevention safety
- O4 Considered flexible plans to address future changes in family composition and lifestyles, as well as asset value

# ASCOT PARK





#### **Product Name** Location **Completion Date** Total floor area Number of units

#### **ASCOT PARK Morishita**

Chitose, Sumida-ku, Tokyo Sep. 2017 2,663.15m<sup>2</sup> 32 units



#### Blanton Nihonbashi-Odenmacho ASCOT PARK Gotanno Vessel

Chuo-ku, Tokyo March 2018 1.339.00m<sup>2</sup> 28 units



Adachi, Adachi-ku, Tokyo October 2020 3.397.86m<sup>2</sup> 46 units

## KOHAKU





**KOHAKU Shin-Nakano** 

Chuou, Nakano-ku, Tokyo March 2020 1,195.15m<sup>2</sup> 24 units

#### OFFICE & COMMERCIAL FACILITY DEVELOPMENT

Under the concept of 'Offices that feel like home, allowing you to work in the same way that you live', we develop small to medium-sized office buildings with appearances that blend into the city and specifications that incorporate the features of the city.

#### Workplace that spices up encounters with people



#### [AUSPICE]

AU (Japanese for "meet") + SPICE (stimulation) = AUSPICE

Small ~ Medium scale / Small business and Sole proprietor





- 01 Workplace as a 'place to stay' with the warm atmosphere and an artistic touch
- 02 Dense and well-developed common space that are unique to small office buildings
- 03 Good locations and specifications (equipment/environmental performance) to meet demand for investing in excellent small to medium-sized office buildings







Product Name Location Completion Date Total floor area Structure / Scale RC / 4F, 1BF

**AUSPICE Aoyama** Minato-ku, Tokyo September 2020 576.32m<sup>2</sup>

**AUSPICE Omotesando** Minato-ku, Tokyo January 2021 861.13m<sup>2</sup> Steel structure / 5F

#### LOGISTICS FACILITY DEVELOPMENT

Small to medium-sized logistics bases, which play a role in the "last one mile \*1" of logistics operators, serve as a hub for large suburban logistics facilities. With a mechanism and design that matches local characteristics, each of the facilities will further contribute to a better quality of life and economic growth in its local area. By establishing a logistics facility in a location close to residential area, it will reduce the logistics lead time and CO2 emissions, thus contributing to environmental conservation. A logistics facility also creates jobs in the neighborhood, and contributes to solving the issue of insufficient employment. Furthermore, by serving as a transit point to/from large suburban logistics facilities, it will improve the working environment for drivers.

This way, we consider such logistics facilities can contribute to the society from various angles. Taking advantage of technical/design skills acquired through apartment development for more than 20 years since Ascot was founded, we will develop advanced logistics facilities that are compatible with residential areas and urban areas.

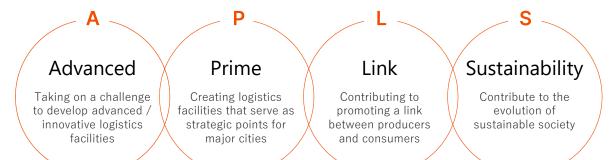
\*1. The last zone to deliver goods and services from the last logistics base to end-users

#### Last one mile starting from Ascot to connect people



#### [Ascot Prime Logistics]

Ascot's logistics facilities, Apls, contribute to solving various social issues from the perspective of logistics. We aim at developing logistics facilities that serve as "strategic points (Prime)" for producers, workers, and consumers.





Product Name Ascot Prime Logistics Kazo

Location Dote, Kazo City, Saitama

Completion Date August 2023
Total floor area 8.782.98m²

Structure / Scale Steel structure / 3F

#### PROPERTY VALUE-ADDING

Renovation of a building to 'revitalize' a pre-owned property to satisfy the modern needs. This is not a renovation only on the surface of the building, nor a full renovation. We revitalize the "essential part = core of the building" in a way to deliver the full potential of the building with appropriate cost allocation, and effectively improve profitability.

# Change to 'real estate beloved of people for long years' by identifying its core value

# R.core

[RU-KO-A]

R (from "regenerate") + "core" = regenerating the core

We make proposals for not only comprehensive repairs, but also appropriate conversion to a different use and set-up offices for reducing a burden of initial investment.

















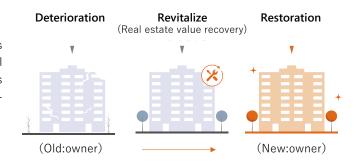
R.core Asakusabashi Taito-ku, Tokyo March 1988 1,007.51m<sup>2</sup> RC / 7F

#### PROPERTY VALUE-ADDING

For property value-adding, we identify the value of a property, make a re-investment, and effectively refurbish/renovate the property. By adding 'high level of design quality', 'living comfort' and 'functionality' which we fostered in property development business, we create the originality and new value.

#### Short-term: Corrective Case

Ascot Corp. purchases underperforming real estates and quickly determines the appropriate additional investment and implements problem-solving measures as the owner. We revitalize the property to a highquality real estate and pass it on to a new owner.



#### **Case Study**

**BEFORE** 













R.core Harajuku

# Aid-term: Extensive Case

⟨ compound operations including revitalization + rental / leasing + development ⟩



Target properties are those that not only face usage and application difficulties, but also old with limited remaining service life, making it unsuitable for use as a long-term real estate investment. After we resolve existing issues and revitalize the property as a usable real estate, we can then use it to operate a mid-term rental business. We then demolish the building when it is no longer usable and develop a new building. By doing this, we revitalize the property as real estate appropriate for long-term investment into the future and pass it on to a new owner.

#### REAL ESTATE FUND MANAGEMENT

Established in 2021, Real Estate Fund Department is our new business division, which takes advantage of our experience in development business since Ascot was founded in 1999, as well as its domestic and international networks. As one of the key pillars of our mid-term growth strategy, the Division will form joint investment funds with investors in Japan and abroad, form new private placement funds, and enter the REIT and other businesses.

#### **Investment Properties**

In addition to rental residences and office buildings in which we have competitive advantages, we look at a wide range of properties include logistics facilities, hotels, senior living facilities, student accommodations, and data centers, and consider the participation from the development phase.



**Apartments** 



Hotels



Offices

**Senior Living** 



Student Accommodations



**Logistics Facilities** 



Commercial

**Facilities** 

**Data Centers** 

#### **Fund Formation**

Developing fund concept and investment strategy Selecting an investment scheme Establishing governance structure Equity financing Preparing documentation / Closing

#### Fund Management / Value Enhancement

Developing fund management plan Formulating exit strategy Portfolio management Accounting / tax / SPC management Regular management reporting

#### **Property Acquisition**

Market research Deal sourcing Selecting / Establishing investment structure Valuation/Negotiation with sellers over pricing, etc. Financing arrangement Preparing documentation / Closing

#### **Property Management**

Formulating business plan for property Formulating value enhancement plan Tenant leasing Dealing with trust banks / Liability management / dealing with lenders Accounting / Cash management / Refinancing Sale of property

#### INTERNATIONAL BUSINESS

With the excellent investment environment in Japan attracting the attention and interest of global investors, we established the International Division in 2021 as part of our growth strategy. Our experienced staff provide professional services in both English and Chinese for global customers who are interested in business investment, including real estate investment in Japan. We provide all in one service from brokerage to property management, our business partners can also provide the legal, tax, financial service, and other support. We aim to maximize profits and stabilize investment and do the best for our customers. In addition to asset investment, our business partners will provide all aspects of high-level tourism as well as comprehensive medical examination. For mid-term-stay investors and their family, we will provide service selections including education, medical care, and other service that necessary.

We aim to become the best partner of global investors who are interested in investing in Japan.

# Six Comprehensive Supports for Real Estate in Japan



We and our business partners can also help you with all aspects of your stay in Japan, including healthcare, nursing, education and leisure.

#### Service Flow

#### Income-producing properties

O1 Consulting	O2 Property Type Selection	Property Survey	Property Acquisition	05 Operation and management
Proposing investment	Residences, offices,	Survey on proper pricing	g Conditional negotiation	n Tenant management
approach that suits	Commercial facilities,	Revenue simulation	Documentation	Cleaning & repair
investment style and	Logistics facilities,	Legal/regulatory	Post-acquisition-	Income and
financial situation	Hotels, etc.	investigation	procedures	expenditure reporting

#### Development Properties

O1	02	FLOW 03	O4	05
Consulting	Site Selection	Planning Building design	Construction	Operation and management
Proposing investment approach that suits	Investigation of advantageous locations	Business income and	Construction-	Tenant management Cleaning & repair
investment style and financial situation	Competitive analysis	expenditure planning Selection of general contractors	management Interior design Handover	Income and expenditure reporting

#### PROPERTY MANAGEMENT

Ascot Asset Consulting Corp. is a rental property management company, wholly owned by Ascot Corp. It provides total support for safe, secure and comfortable life, which helps stable management of rental residences over the long term.



### **Ascot Asset Consulting Corp.**

Address 3-1-30 Jingumae, Shibuya-ku, Tokyo, Japan 150-0001

TEL: 03-6721-0148 FAX: 03-6721-0147

Capital 13.71 million yen

Representative Director President Kentaro Toyoizumi

Licenses / Registration

Real Estate License: Governor of Tokyo License No. (5) 81353

Rental Property Management Business Registration: Minister of Land, Infrastructure,

Transport and Tourism (1) No. 005973

### **Ascot Corp.**



https://ascotcorp.co.jp/

On Sale Properties

https://ascotcorp.co.jp/achievements/sale/

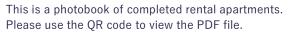
Achievements

https://ascotcorp.co.jp/achievements/

**IR** Information

https://ascotcorp.co.jp/ir/

# Photobook ozio/astile/fare





#### SHIFTLIFE Co. Ltd.

Property Development (Rental Apartments, Condominiums, Income-producing properties, Hotels, etc.)

Sales agency, Building management, Sales and Brokerage, etc.



https://shiftlife-corp.com/

#### Ascot Asset Consulting Corp.

For Rent Real Estate Management



https://ascotac.co.jp/



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