



**Loadstar Capital**

# **Six Months Ended June 30, 2022 Earnings Briefing**

**Loadstar Capital K.K.**

**Securities code: 3482  
August 2022**

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# 1

# Our Business

## Mission

# Real Estate X Tech to Open Up a New Market

## Real Estate Investments

### CORPORATE FUNDING



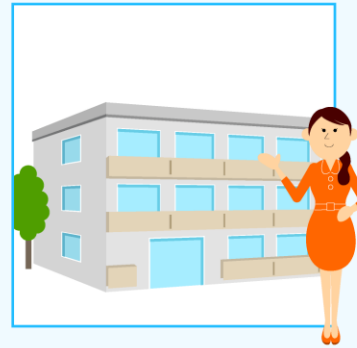
Investment in real estate using internal funds, and property management.

### ASSET MANAGEMENT



Asset management of investment real estate on behalf of investors.

### BROKERAGE / ADVISORY SERVICES



Comprehensive support for all customer needs.



## Real Estate Tech

### CROWDFUNDING



Japan's first crowdfunding business specialized in real estate.

# 2

## 2<sup>nd</sup> Quarter Topics

Net sales

(¥ billions)

**13.5**

% Y-o-Y

**+36.1%**

% of Forecast

**73.2%**

Profit before  
tax

(¥ billions)

**5.0**

% Y-o-Y

**+61.5%**

% of Forecast

**79.6%**

Profit

(¥ billions)

**3.5**

% Y-o-Y

**+61.8%**

% of Forecast

**79.8%**

- **Record Profit on Quarterly Basis**

Profit before income taxes in the second quarter of FY2022 was ¥3.8 billion yen.

- **Listed on Tokyo Stock Exchange Prime Market**

Completed transition to Tokyo Stock Exchange Prime Market in April 2022. Market capitalization has been significantly above the listing criterion of ¥25.0 billion yen.

- **Share Buyback**

The Company acquired 487,800 shares (2.3% of outstanding shares) in a share buyback from January to April 2022. The number of treasury shares at end-June FY2022 totaled 5,465,930 (25.5% of outstanding shares).

- **Issued Stock Options**

Issued as incentives to maximize our corporate value. With regard to the stock options issued to executive directors, the option holders are obliged to exercise when our share price drops below a specified level to share the risk of share price fluctuations with shareholders.

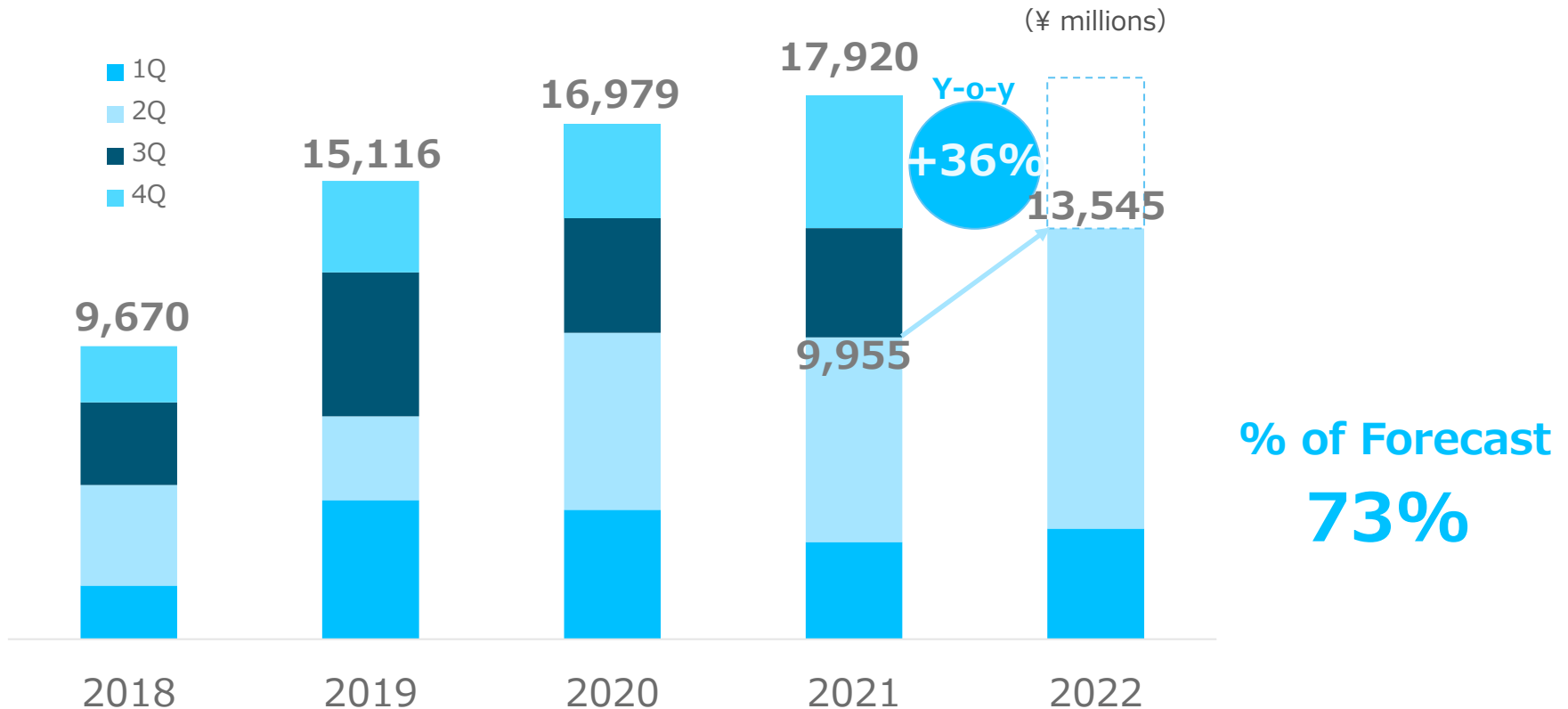
# 3

## **Overview of Financial Results for the Six Months Ended June 30, 2022**



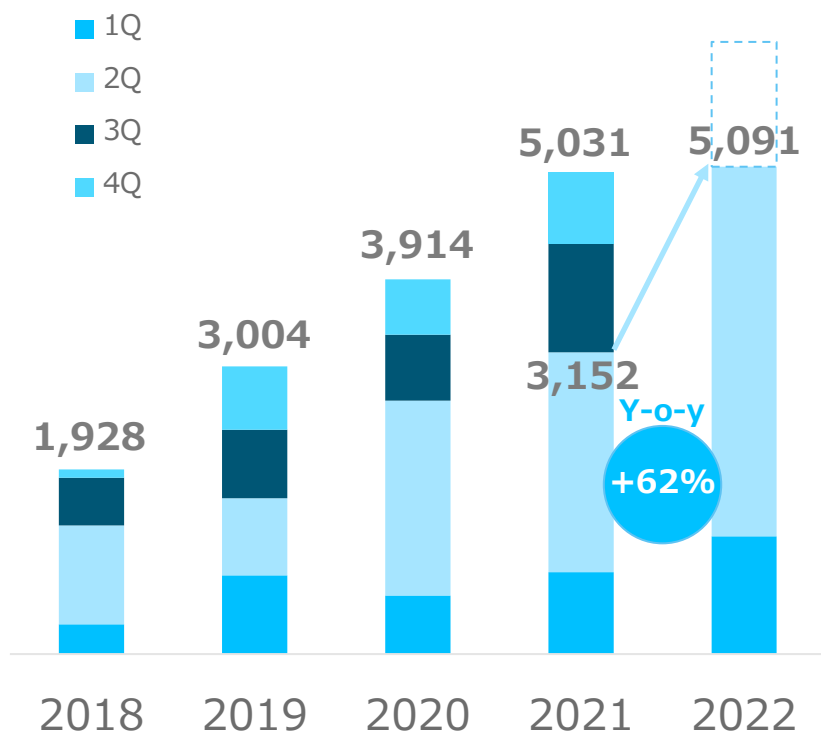
# Consolidated Sales

- Demand for office buildings in the 23 Tokyo wards has been robust; properties sold at record prices.
- Outlook for 2H remains upbeat.

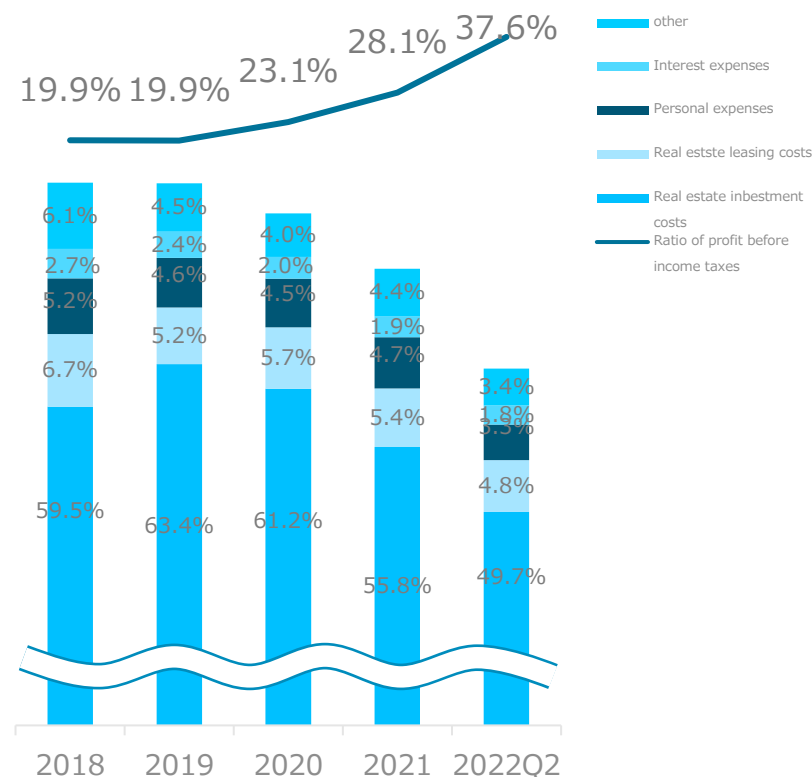


- Consolidated profit before income taxes grew a sharp 62% YoY (profit margin: 37.6%), exceeding the total for the previous fiscal year in the first six months.

## Consolidated Profit before income taxes (¥ millions)



## Cost structure



# Consolidated Statements of Income

(¥ millions)	FY2022 1Q-2Q Results				FY2022 (Forecasts)		
	Amount	% of Net Sales	% Y-o-Y	% of FY2021 Forecast	Amount	% of Net sales	% Y-o-Y
Net sales	13,545	100.0%	136.1%	73.2%	18,517	100.0%	103.3%
Cost of sales	7,388	54.5%	125.9%	74.6%	9,902	53.5%	90.3%
Gross Profit	6,157	45.5%	150.6%	71.5%	8,614	46.5%	123.8%
SG&A expenses	851	6.3%	134.2%	58.3%	1,460	7.9%	109.2%
Operating Profit	5,305	39.2%	153.7%	74.2%	7,154	38.6%	127.3%
Ordinary Profit	5,144	38.0%	156.3%	76.8%	6,696	36.2%	125.7%
Profit before income taxes	5,091	37.6%	161.5%	79.6%	6,393	34.5%	127.1%
Profit	3,518	26.0%	161.8%	79.8%	4,409	23.8%	127.2%

# Consolidated Financial Position

(¥ millions)	2022Q2		
	Amount	% of total	% vs. 12/31/2021
<b>Current assets</b>	61,332	99.4%	108.1%
Cash and deposits	9,988	16.2%	126.0%
Operating loans	6,486	10.5%	103.4%
Real estate as inventory	44,683	72.4%	106.3%
<b>Non-current assets</b>	365	0.6%	152.5%
<b>Total assets</b>	61,698	100.0%	108.3%
<b>Current liabilities</b>	9,011	14.6%	151.4%
Short-term borrowings	4,577	7.4%	260.3%
<b>Non-current liabilities</b>	39,468	64.0%	98.2%
long-term borrowings	31,733	51.4%	100.5%
Deposits received from silent partnership investors	6,494	10.5%	93.3%
<b>Total liabilities</b>	48,479	78.6%	105.1%
<b>Net assets</b>	13,218	21.4%	121.9%
Retained earnings	13,470	21.8%	128.6%
Treasury shares	△3,160	△5.1%	127.0%
<b>Total liabilities and net assets</b>	61,698	100.0%	108.3%

- This shows the amount of loans outstanding in the Crowdfunding business

- A considerable amount of unrealized gains have accrued, as we hold properties with high appraisal values.
- High liquidity since we have no development projects, and our properties are tenanted buildings located in Tokyo.
- Under the guidance of the accounting auditor, real estate holdings reported as inventory irrespective of holding purposes

- Increase due to transfer from long-term borrowings after signing property sale agreements in 3Q onward.

- This shows the amount that has been invested in OwnersBook projects.

- Usage of Treasury shares will be determined based on market conditions.

# Consolidated Statements of Cash Flows

(¥ millions)	2021Q2	2022Q2	Amount Changed
<b>CF from operating activities</b>	2,394	382	△2,011
Profit before income taxes	3,152	5,091	1,939
Decrease (increase) in operating loans receivable	△644	△216	428
Decrease (increase) in Real estate as inventory	△380	△2,918	△2,538
Increase (decrease) in deposits received from silent partnership investors	157	△464	△622
Increase (decrease) in deposits received	510	△571	△1,081
<b>CF from investing activities</b>	△0	△5	△5
<b>CF from financing activities</b>	△1,292	1,685	2,977
Net increase (decrease) in borrowings	△884	2,968	3,852
Purchase of treasury shares	—	△694	△694
<b>Net increase (decrease) in cash and cash equivalents</b>	1,120	2,062	941
<b>Cash and cash equivalents at beginning of period</b>	7,331	7,926	595
<b>Cash and cash equivalents at end of period</b>	8,452	9,988	1,536

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## Business Overview

## Mission

Real Estate X Tech to Open Up a New Market

### Real Estate Investments

#### CORPORATE FUNDING



Investment in real estate using internal funds, and property management.

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### Real Estate Tech

#### CROWDFUNDING

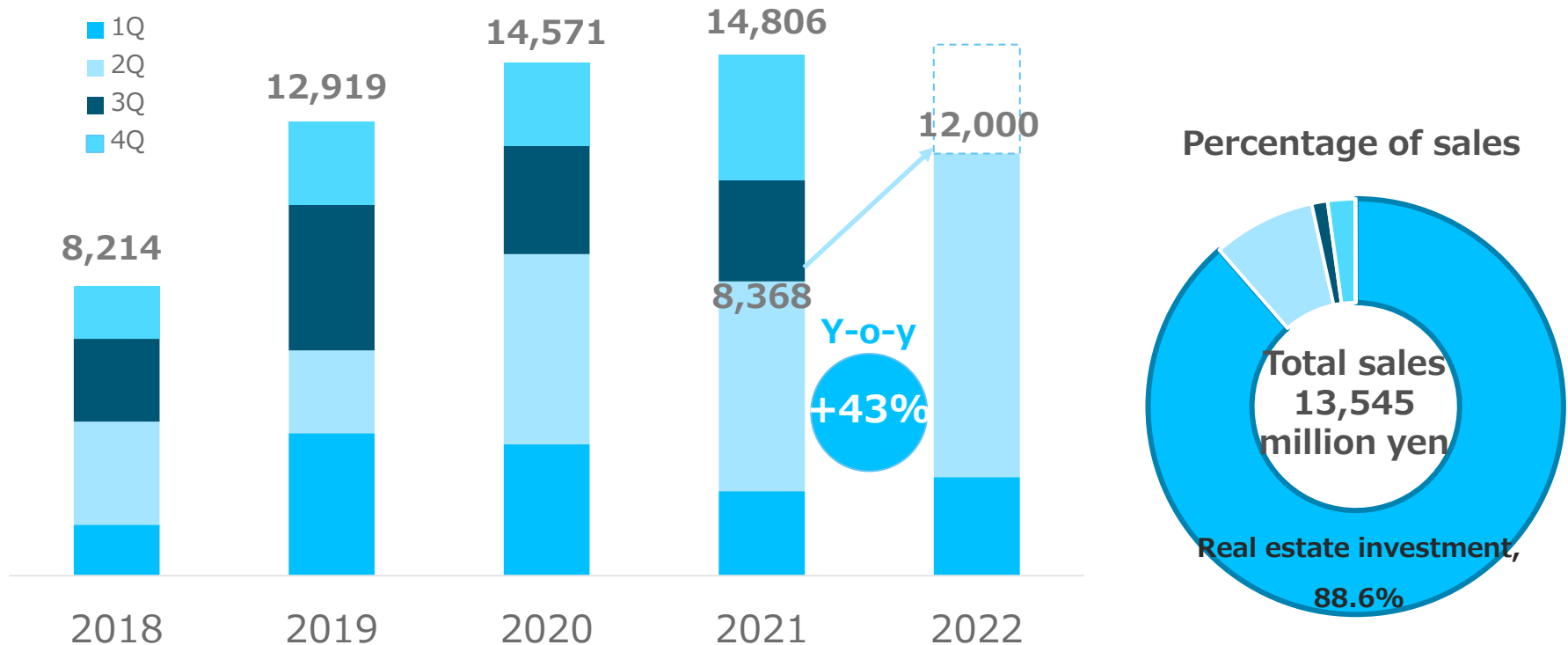


Japan's first real estate crowdfunding business.

## 【Real Estate Investment Sales】

- Completed property sales at record prices and secured generous profit margins.
- Property sales are progressing well, with more sales confirmed in 2H.

## Net Sales (Real estate investment) (¥ millions)

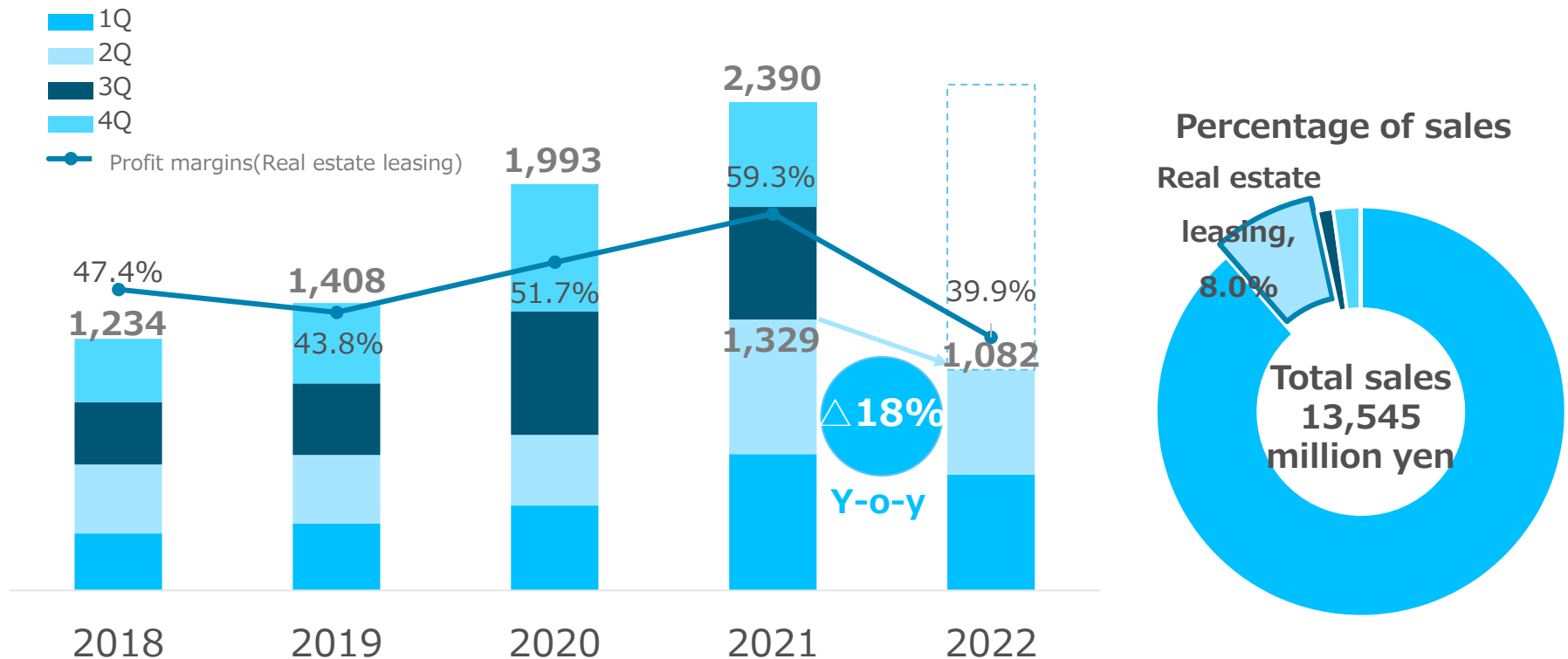




## 【 Real Estate Leasing Sales 】

- Real estate leasing revenue down YoY despite sales of large properties, because we invested aggressively in empty buildings, etc. focusing on future growth.
- Chisun Hotel Yokohama Isezakicho opened in June 2022 and is expected to contribute to earnings going forward.

## Net Sales (Real estate leasing) (¥ millions)

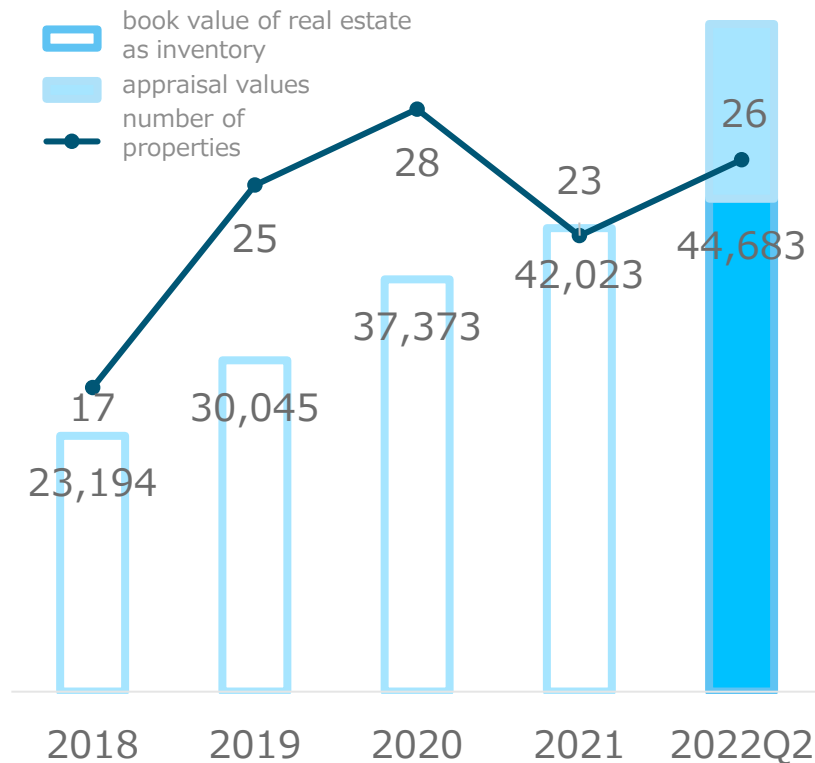


# Corporate Funding Business Results

## 【Shareholder Value Enhanced by Property Acquisitions】

- Acquired a large building in Shibuya, making use of our strengths, under tough conditions for purchasing properties in an active office building market affected by macroeconomic factors such as inflation and weakening of yen.
- Focused on sourcing various properties, e.g., offices, hotels, logistics facilities and projects in redevelopment zones, to form future management base.

### Changes in the Book Value of Real Estate as Inventory and the Number of Properties



Track Record	Sale Price/Purchase Price (excluding expenses, depreciation, etc.)
2018	154%
2019	136%
2020	147%
2021	149%
<b>2022</b>	<b>178%</b>

Number of Properties	Possession		Cumulative sale
	Five wards in central Tokyo	Other wards	
Five wards in central Tokyo	18	6	27
Other wards	6	2	19
Yokohama	2	1	1

Main Purpose	Office	Logistics /Factory	Retail	Residence	Hotel
Five wards in central Tokyo	16		1	1	
Other wards	3	2		1	
Yokohama	1				1

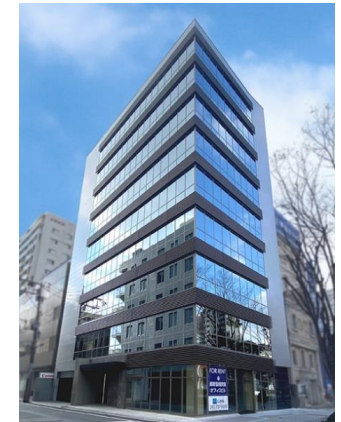


\* Five wards in central Tokyo : Chiyoda-ku, Chuo-ku, Minato-ku, Shibuya-ku, Shinjuku-ku

- Assets under management (AUM) increased to approximately ¥76.0 billion, attracting investor demand, which remains robust.

- As in 1Q, we sold one property to an SPC and received a mandate to manage the asset. In addition to the profit from the property sales, we started receiving ongoing asset management fees.

(New AUM in 2Q)



Property name	Prime Myogadani Bldg.	Liens Premium Gofukumachi Station
Address	5-5-5, Koishikawa, Bunkyo-ku, Tokyo	7-1 Tsunabamachi, Hakata-ku, Fukuoka City, Fukuoka
Contract date	April 2022	April 2022
Bldg Area	9,438.21m <sup>2</sup>	1,972.29m <sup>2</sup>
Completion Date	Built in July 1972, expanded February 1979.	July 2021
Description	Multipurpose building including office, retail, and mechanical parking facility with 7 floors and 1 basement, facing Kasuga Street, 1-min walk from Myogadani station.	Retail and Office building with 9 floors, 1-min walk from Gofukumachi station.

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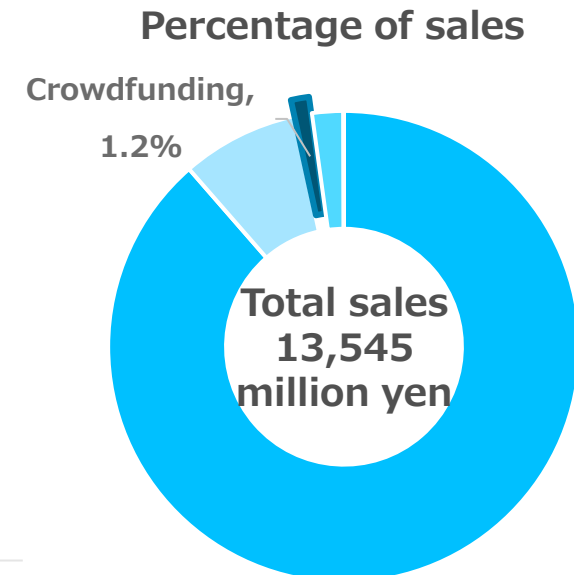
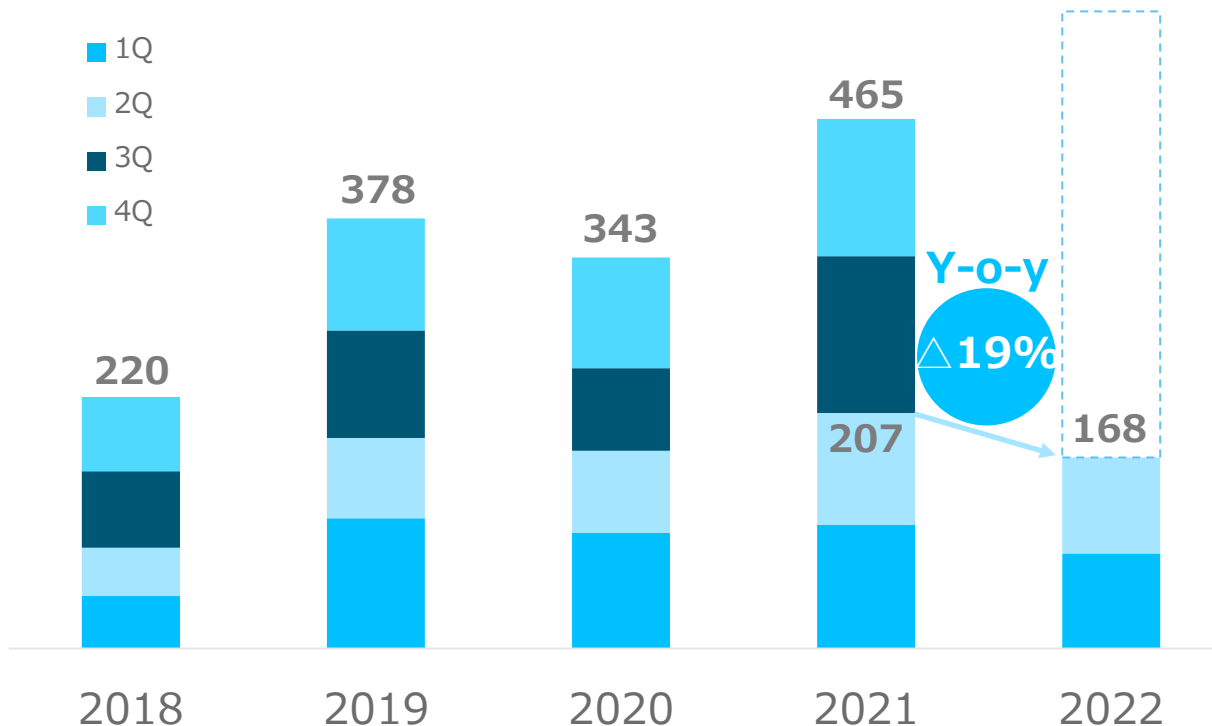


Japan's first real estate crowdfunding business.

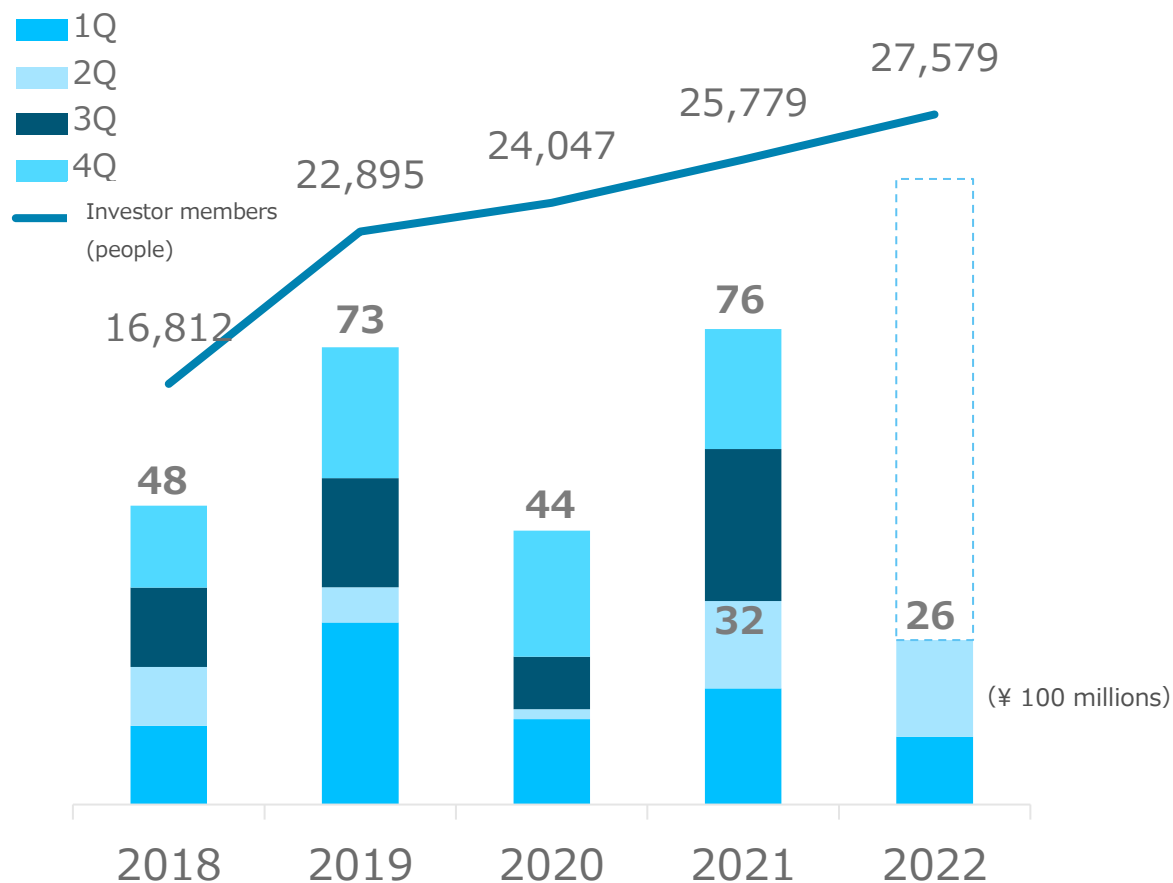
# Crowdfunding Business Results

- Although, it has been somewhat difficult for us to put together loan-type products due to e.g., other financial institutions' aggressive lending stances, inquiries have been steadily increasing. We expect these to become multiple transactions in the future.
- Investor demand remains robust.

## Net Sales (Crowdfunding Business) (¥ millions)



- Number of investor members increasing steadily; number of shareholders & investor members also growing.
- Our priority is to avoid excessive risk burdens being placed on investor members. We aim to expand our business while carefully monitoring the market.



# OwnersBook Growth



Projects are becoming larger



**¥1.1bn in offering**  
(more than 3,000 investors)



Products with shareholder benefits



Winning fans as **shareholders & investor members**



Implementation of lottery projects



Lottery ratio:  
**Several times**



Overseas Deal Formation



Seeking new kinds of equity-type products.



**Some projects worth hundreds of millions of yen have been completely funded within several minutes.  
We now expect to be able to collect funds around one billion yen smoothly.**

# 5

## Forecast for the FY2022 and Future Growth Strategy



# Forecast

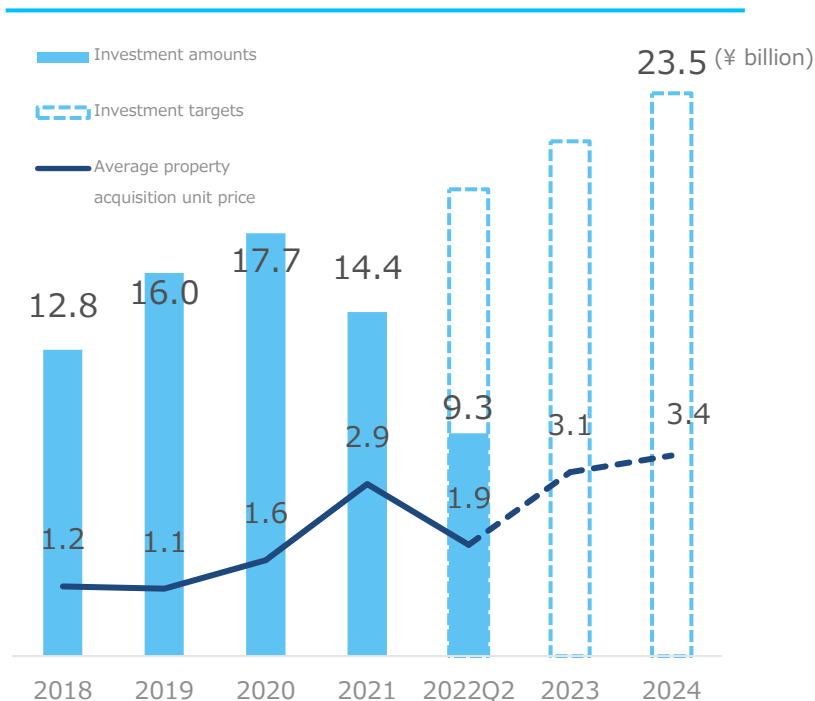
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# Business Strategy: ① Increase Assets Held

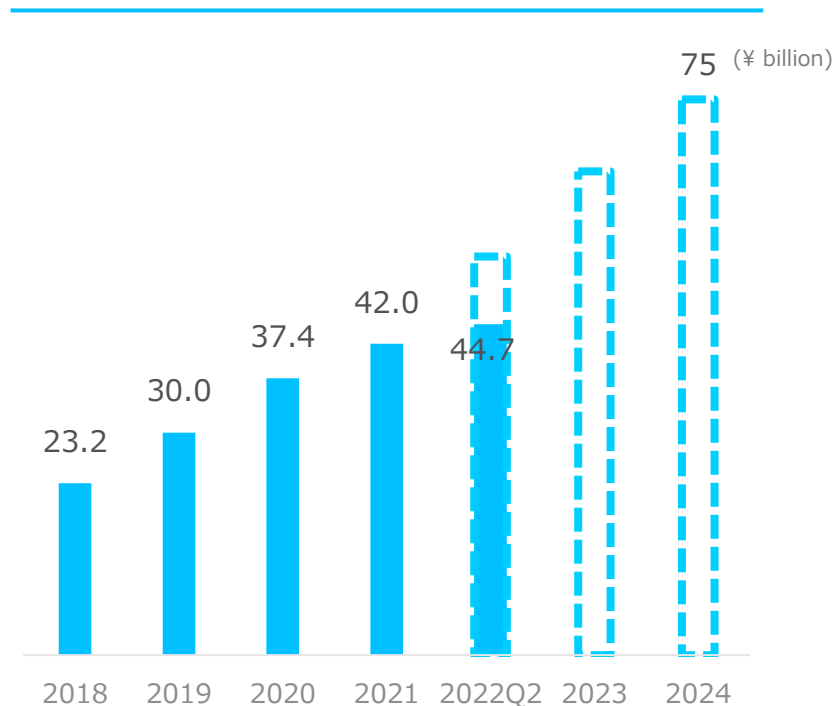
## Strengthen Business Foundation with Continuous Real Estate Investment

- Continue to invest approx. ¥20 billion a year in real estate that will form our future revenue base.
- Increase assets held on the balance sheet to approx. ¥75 billion by the end of December 2024 to cover the Group's fixed costs with profits from real estate leasing.
- Focus on medium-sized office buildings in Tokyo, but also pursue hotels, logistics, and redevelopment projects if favorable opportunities arise.

### Annual Investment and Average Property Acquisition Price



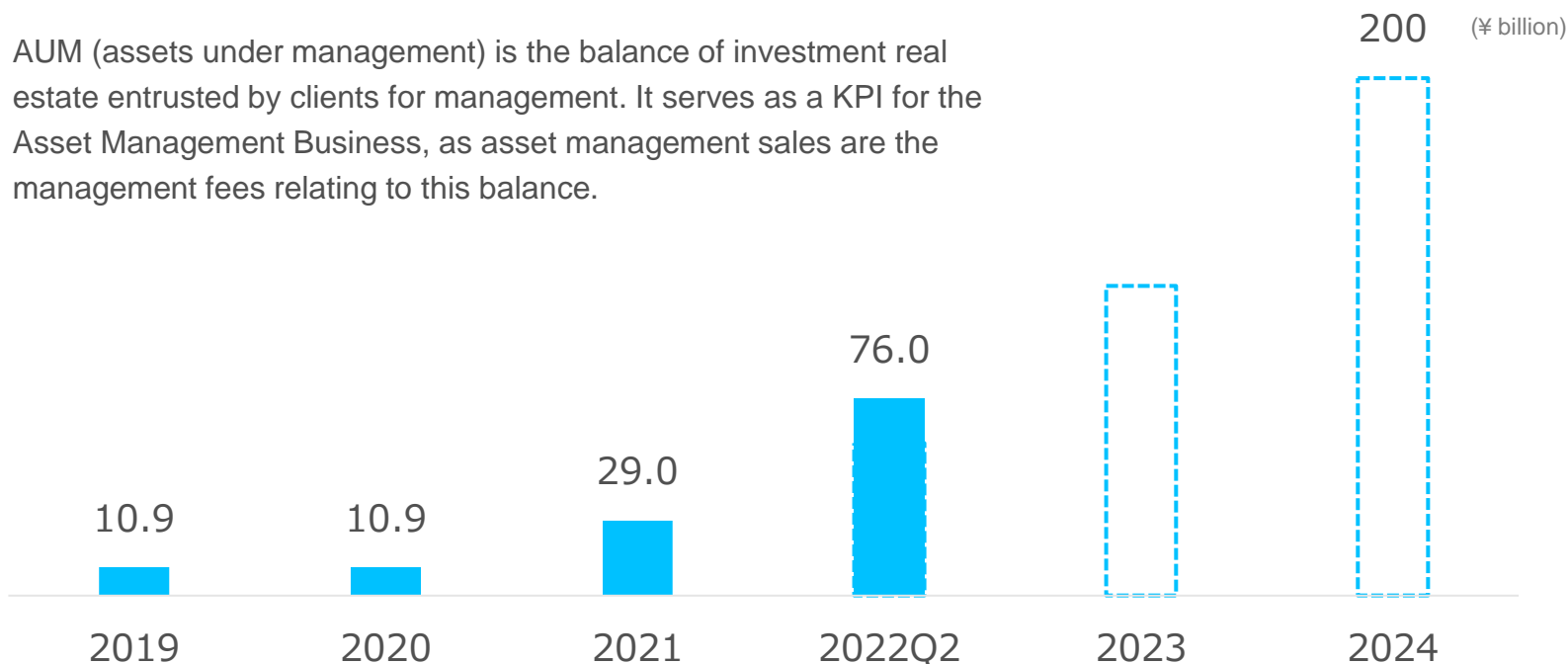
### Book Value of Assets Held on the Balance Sheet



## Increase AUM and Boost Name Recognition

- Amass AUM (assets under management) of several tens of billions of yen per year in response to ongoing high demand for Tokyo real estate not only from overseas investors but also domestic investors.
- Accumulate AUM worth ¥200 billion by the end of December 2024 and establish a position as an independent asset management company.

### AUM (Assets Under Management)

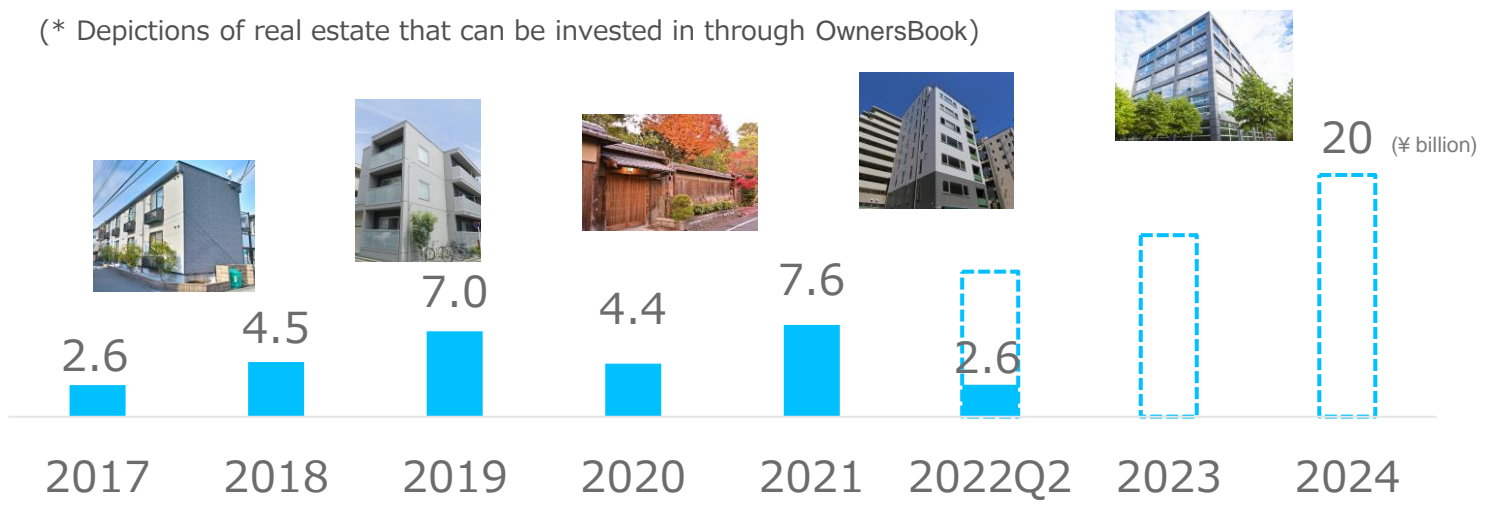


## Increase Scale and Diversity of Investment Products

- Provide products to meet investor demand, as individual investors are still highly motivated to invest.
  - Larger scale transactions
  - Enhancement and expansion of products with shareholder benefits and lottery-type products
  - Diversification of products such as non-recourse-type and interest-rate-bidding-type products
- As we are managing our investors' assets, we prioritize the avoidance of exposing our investor members to excessive risk, and will focus on business expansion while evaluating market conditions.

### OwnersBook Investment

(\* Depictions of real estate that can be invested in through OwnersBook)

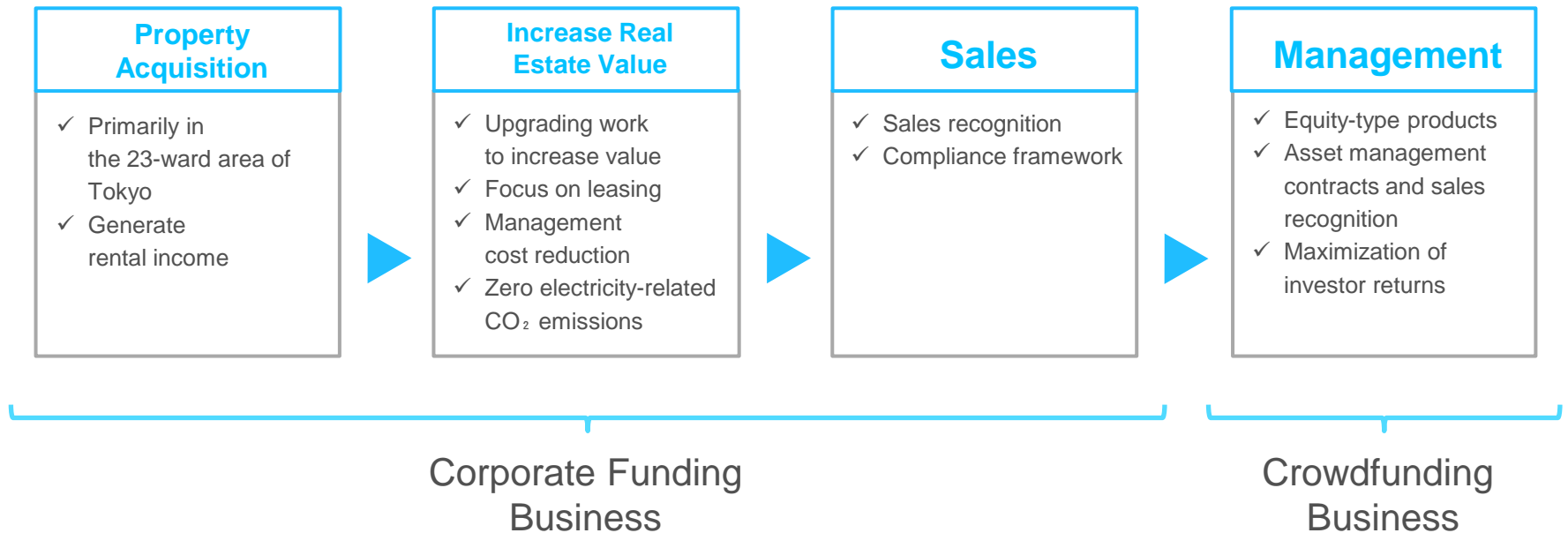


## Aim to Create Funds Targeted at Individuals

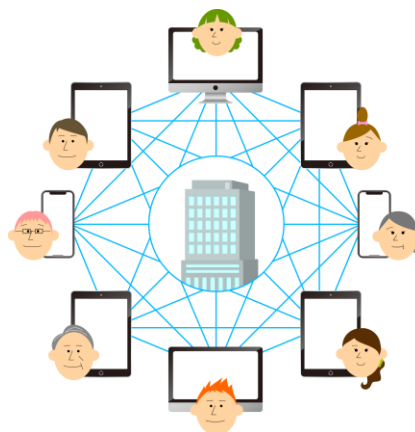
- Consider selling the Company's investment properties to the fund alongside external acquisitions to generate recurring revenue.
- Aim to create open-end funds\*.
- Proceed with consideration of funds using STOs.

\* An open-end fund is a fund in which the issuer guarantees the repurchase of securities and which can be redeemed at any time.

Outline of envisaged open-end funds created with the Company's investment properties



<b>What are STOs</b> (Security Token Offerings)?	A framework based on new technologies for providing law/regulation-compliant services that meet demand for new fund procurement methods to replace traditional equity and debt financing, as well as demand for new financial products that provide alternatives to stocks and corporate bonds. (Source: Japan Security Token Offering Association)
<b>Our vision</b>	<ul style="list-style-type: none"><li>• Make the trading of investors' equity in the crowdfunding market possible and, by making transactions more flexible, invigorate and expand the crowdfunding market.</li><li>• As investors begin to use the platform more often, lifetime value (LTV) that can be obtained as a platform provider is expected to increase.</li></ul>
<b>Issues on the way to commercialization</b>	<ul style="list-style-type: none"><li>• Technical issues: Our research is opening a pathway toward commercialization.</li><li>• Legal and regulatory issues: We will consider collaboration with securities firms.</li></ul>
<b>Timetable</b>	Pursue further R&D aiming for launch in the latter half of 2023.



## Environment

## Society

## Governance

### Initiatives

- ✓ Switch to electricity generated from renewable energy sources
- ✓ CO<sub>2</sub> emissions reduction

- ✓ Consideration of donation-type Crowdfunding Business
- ✓ Make employee health a management priority
- ✓ Increase business efficiency

- ✓ Increase workforce diversity
- ✓ Strengthen compliance system increase awareness about compliance issues

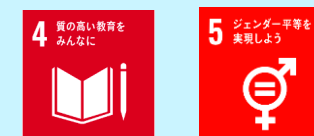
### KPIs

- ✓ Switch all Company-held properties\* to green electricity by end of 2024
- ✓ Consider participation in international initiatives such as RE100

- ✓ Launch donation-type Crowdfunding Business
- ✓ Ensure that all employees undergo annual health checks
- ✓ Advance digital transformation of businesses

- ✓ Maintain 1/3 outside officer ratio
- ✓ Evaluate board of directors effectiveness at least twice per year
- ✓ Compliance training at least 4 times per year

### SDGs



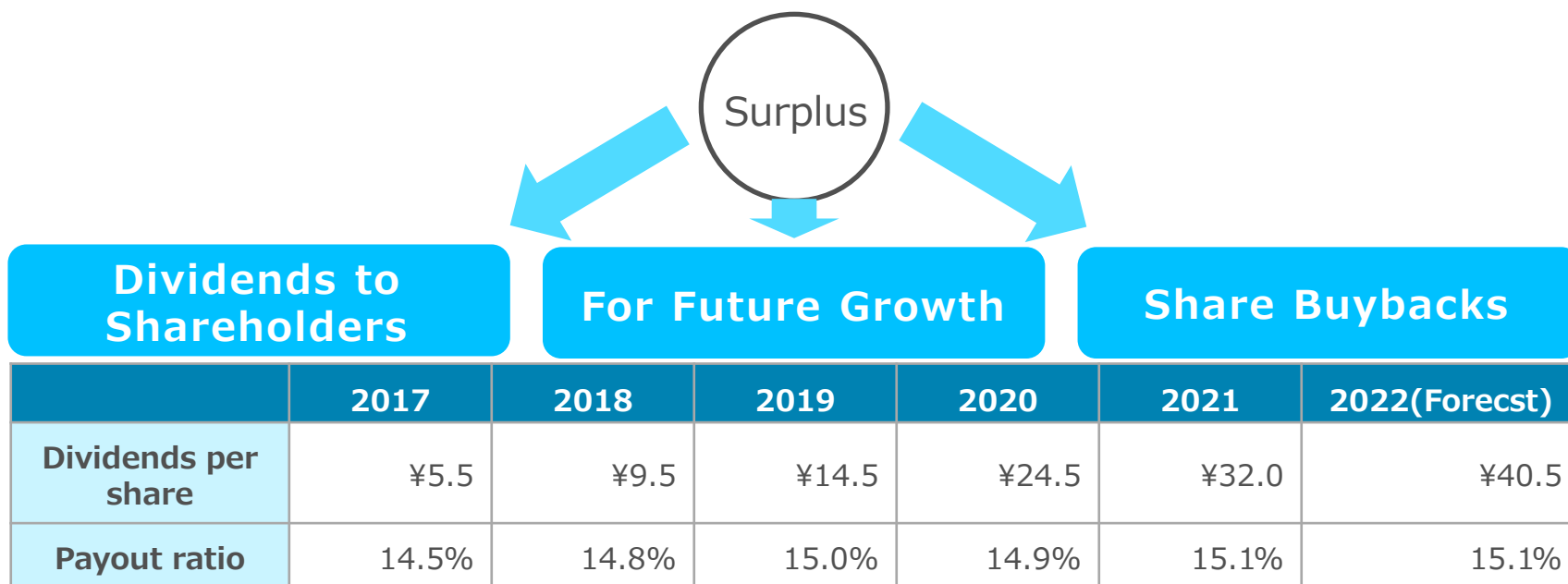
\* Excluding properties where the Company cannot conduct such a switch due to tenant circumstances, etc.

## Basic Policy

- We continue our efforts to improve corporate value and shareholder profit by expanding business performance

## Dividend Policy

- We have been targeting dividend payout ratio of 15%. We are considering to increase the ratio step by step, as we increase medium- to long-term corporate value, and shareholders profit, and as we formulate our financial strategy.



## Shareholder Benefits

- We offered a special OwnersBook investment allotment to shareholders that have held at least 1,000 shares for at least half year



# Key Risk Information

Recognized Risk	Related Business	Likelihood	Degree of Impact	Countermeasures
The risk of being unable to secure talented personnel to support the Group's sustainable growth.	All	Low	Low	We will strengthen our recruiting. Further, to prevent the outflow of talent from the organization, we will endeavor to foster an open corporate culture and provide a workplace environment in which every individual can grow.
The risk of an increase in new market entrants and more intense competition with current competitors as a result of regulatory easing or other factors.	Crowd funding business	Low-medium	Low	We are making efforts to win more projects by bolstering our sales force and promoting digital transformation, such as SFA. (sales force automation). In the Crowdfunding Business we are bolstering our systems, working to improve UI and UX, and focusing our efforts on raising awareness of OwnersBook through media exposure and seminars.
The risk of the Group's business being restricted by amendments to, or the establishment of, laws and regulations related to our business operations.	Crowd funding business	Low	High	Our Compliance Officer and attorneys within and outside the Company have assessed the potential impacts of legal amendments on the Group's business and are taking appropriate steps as required.
The risk of significant damage to the value of the properties we hold as a result of an earthquake or other natural disaster.	Corporate funding business	Low	High	We try to mitigate this risk by selecting properties built to the new seismic resistance standards or higher, obtaining earthquake risk assessments above a certain level, and taking out earthquake insurance.

# Appendix 1

## Sources of our Competitive Strength

# Loadstar Capital's Strength

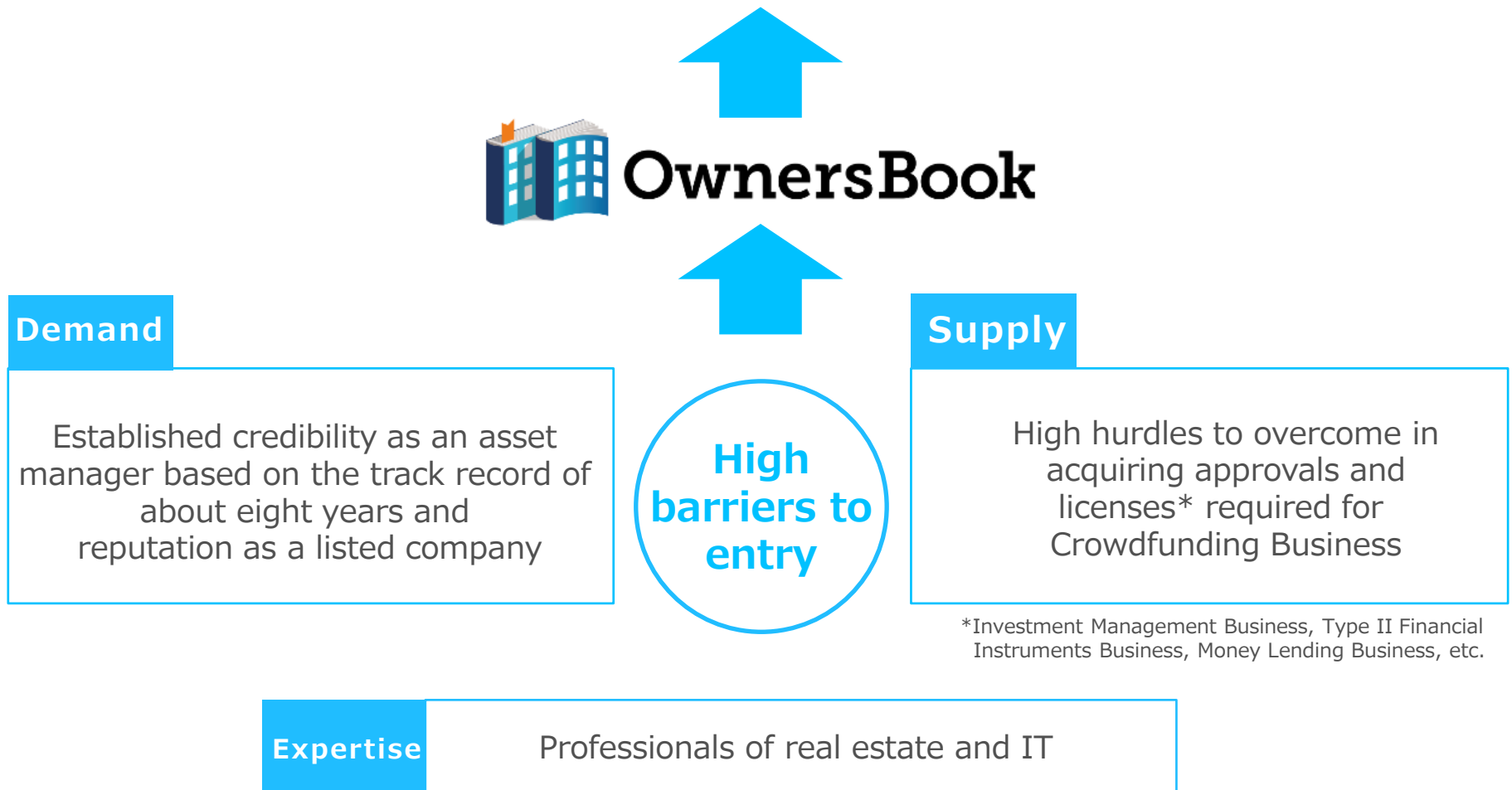
Ability to respond to market changes, supported by a stable financial base



Barrier to entry due to government approval and licenses  
Creation of a new market by Crowdfunding

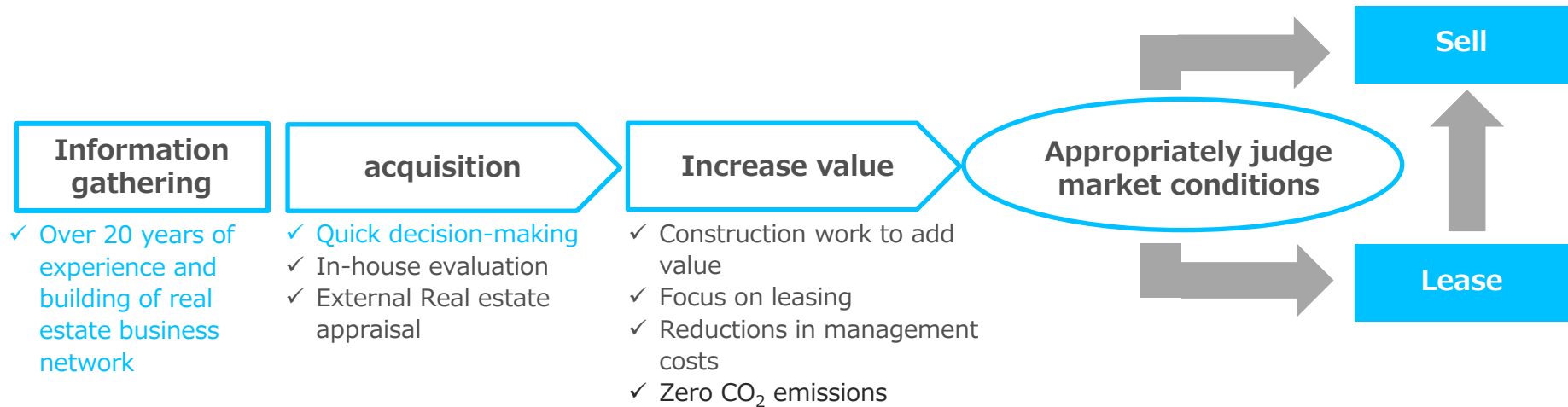
Fast investment decision-making  
by real estate professionals  
Fast system improvement  
by IT professionals  
Overseas expansion by globally oriented professionals

Realizing access to individual investors, which has not been established in the real estate investment market



# Competitive Advantage of Corporate Funding Business

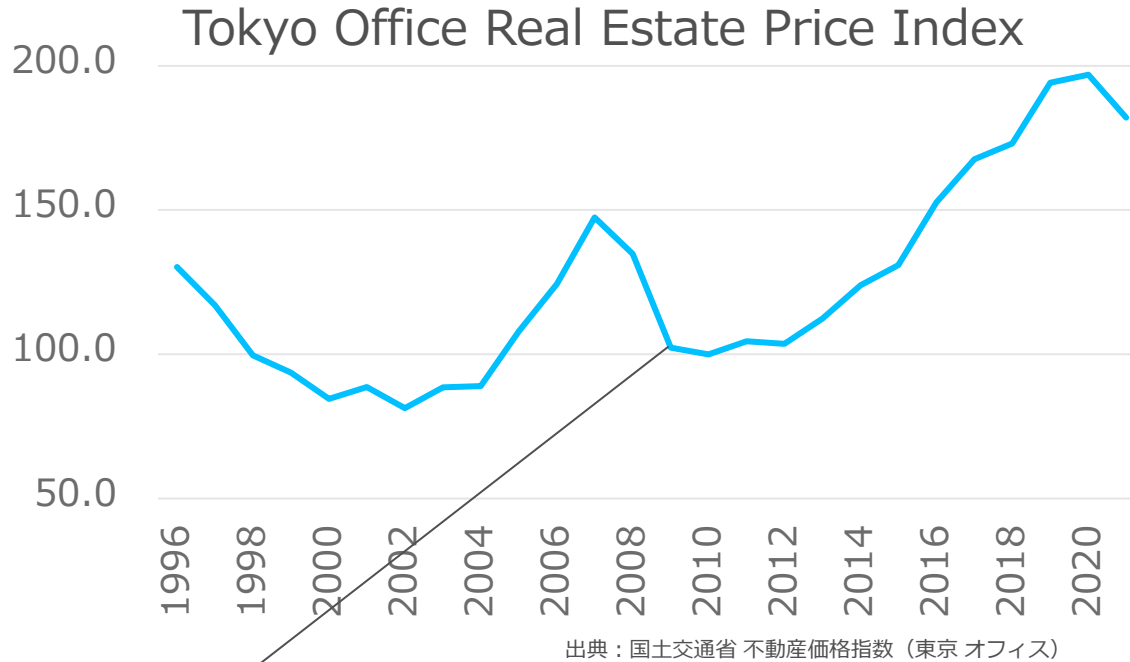
With our speedy real estate appraisal and decision-making, we are targeting to acquire **medium-sized office buildings** with high liquidity area, **mainly Tokyo's 23 wards**, and work to enhance their value.



	Large office buildings	Core Area Medium-sized office buildings	Small office buildings
Large real estate investment companies, etc.	Target of investment based on amount of management costs	Tend to refrain from investment because management costs are high compared to building size	Refrain from investment because management costs are high compared to building size
Individual investor direct investment	Not a target for investment because massive amount of money is required	Not a target of investment because massive amount of money is required	Target of investment based on amount of funds required

# Stable Financial Base

- Long-term borrowings to cover short-term real estate price fluctuations and secure our stable financial base

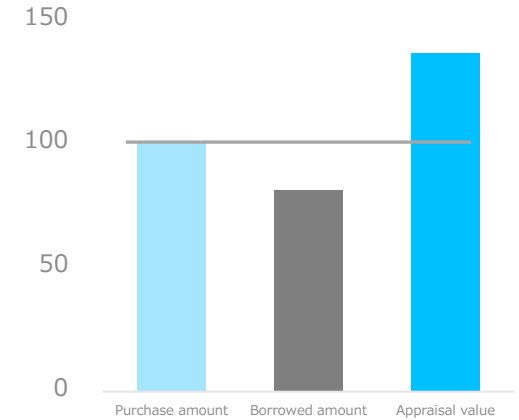


Risk that refinancing could become difficult during a downtrend in real estate prices



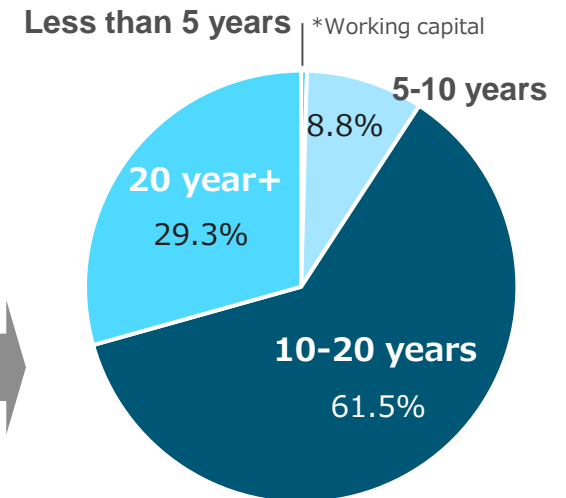
By earning a high level of creditworthiness from financial institutions owing to unrealized gains on our property holdings, and by taking out long-term loans, we have been able to reduce refinancing concerns stemming from short-term volatility in real estate prices.

**Creditworthiness backed by appraisal track record**



Indexed with cumulative real estate purchase value = 100. As of June 30, 2022

**Weighted average borrowing period = 15 years**



As of June 30, 2022

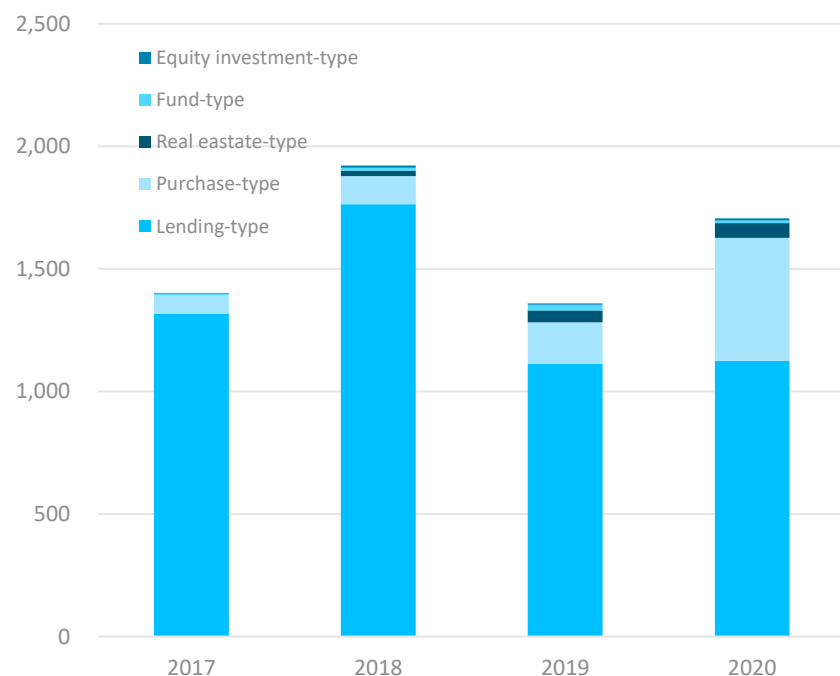
# Appendix 2

## Crowdfunding Market and “OwnersBook”

- Market scale is expected to expand up ahead because the number of lending-type crowdfunding business operators is increasing year after year.
- Crowdfunding may become an investment source for private equity real estate market in the future.

## Japan's crowdfunding market

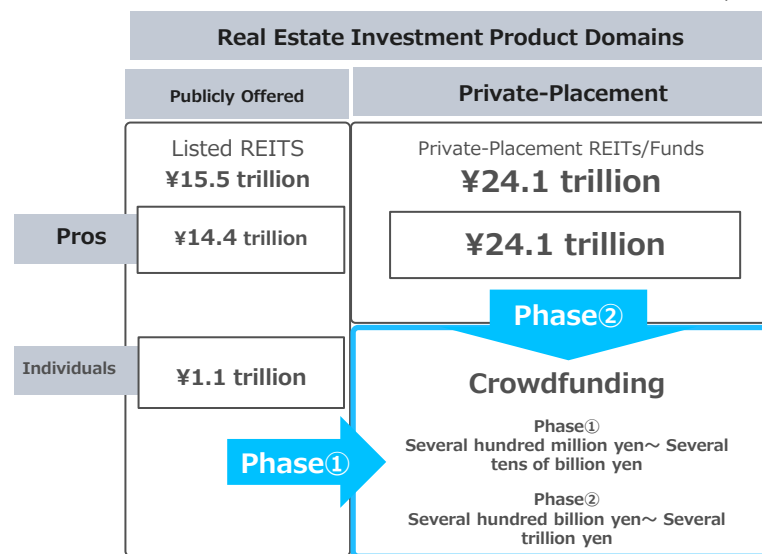
(¥ 100 millions)



出典：  
<http://safe-crowdfunding.jp/wp-content/uploads/2021/07/CrowdFunding-market-report-20210709.pdf> (一般社団法人 日本クラウドファンディング協会「クラウドファンディング市場調査報告書」 2021年7月9日 より当社作成)

## Growth Potential of Crowdfunding

※Our personal opinion

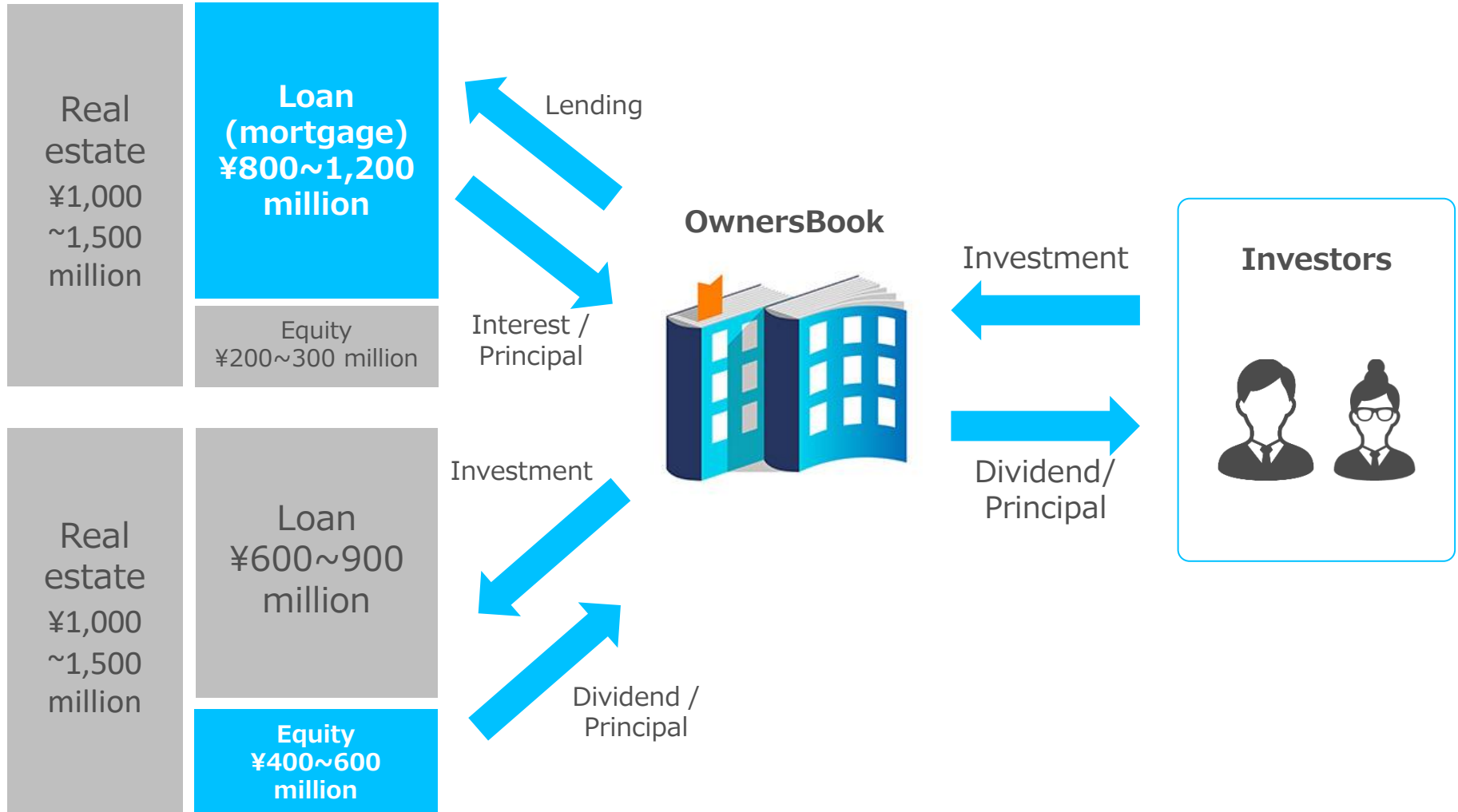


**Phase①** : Increase scale centered on individual investors  
**Phase②** : Aim to have professional investors also participate

市場規模出典：  
 \*1 <https://j-reit.jp/market/12.html> (J-REIT.jp 投資部門別REIT保有金額)  
 \*2 <https://www.smtri.jp/news/pdf/20220315.pdf>  
 (株)三井住友トラスト基礎研究所「不動産私募ファンドに関する実態調査 2022年1月」  
 2022年12月末時点)



## Loan-Type : Lending for real estate-backed/loans



## Equity-Type : Open up investment areas closed to individual investors

# OwnersBook Features

## Small investment amounts

Makes it easy to invest in real estate through small investments

## Little time and effort is required to start investing

There is no price changes, unlike share and investment trust. Basically, investors can receive dividends on a regular basis.

## Online platform allows for lower investor costs

Free-of-charge member registration, no investment fees, free annual membership

## All transactions are backed by real estate (Loan-type)

Self-assessment + external assessment  
Careful selection of transactions based on stringent evaluations by real estate professionals



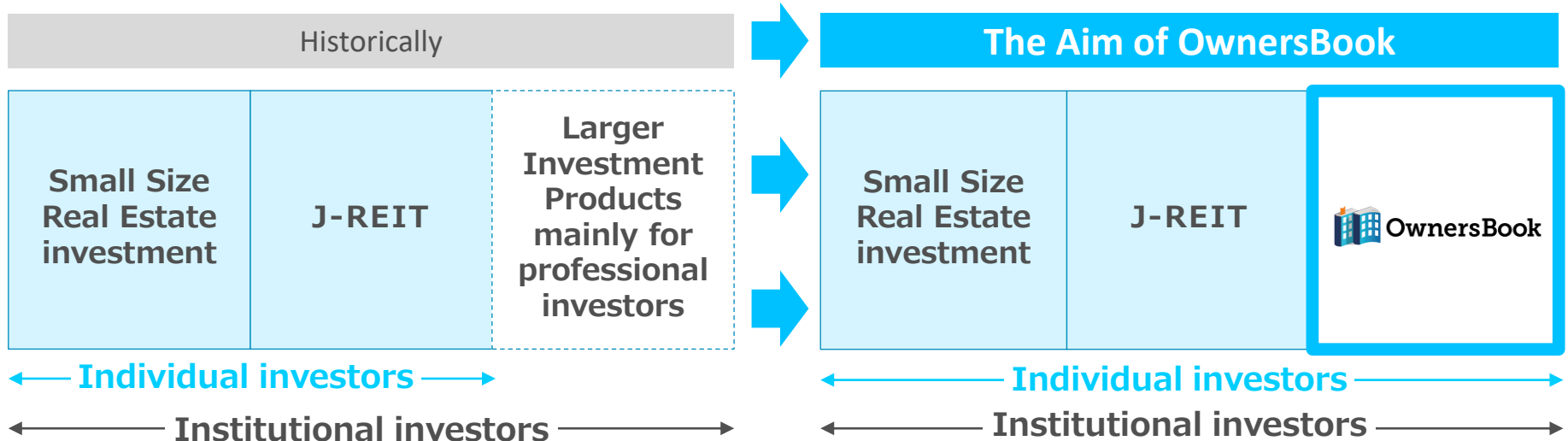
## Investor base for a wide range of ages

Wide range of investors in their 20s to 70s  
(Mostly in the 30s to 40s).  
Investors all over Japan, mainly in the Greater Tokyo Area

## Entry into professional investing domain (Equity-type)

Opening of real estate investment domain that individuals were unable to participate in

# Equity-Type ~ The World We Aim for ~



**Only professional institutional investors are investing in certain domains**

- × Need large amount of funds
- × Information Limited outside the Investor community.

**An increase in domains that individual investors can invest in**

- ✓ Can invest with small amounts of money
- ✓ Information is made open to OwnersBook members.

- ✓ Track record established through sale of our first equity-type product
- ✓ Participation by individual investors in the investment segment that have traditionally only been open to institutional investors will help to stabilize the real estate market

## ● Profit structure

	Up-front fee	Asset Management fee	Disposition fee
Loan-type	Loan amount × 2%	—	—
Equity-type	Equity Amount × 1-2%	AUM × 0.3-1%	Real Estate Sales Price × 1%

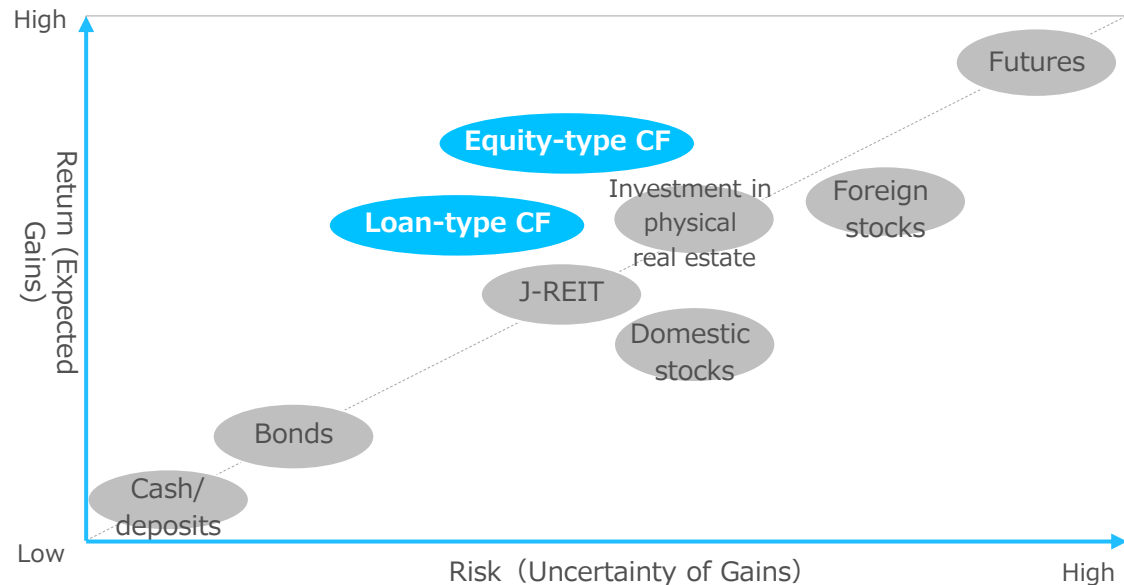
\* The above fee condition is a typical sample.

## ● Risk and Return

### 【Target return】

- **Loan-Type 2.5%-5.0%**
- **Equity-type aims for returns of approximately 4-10%**

\* Payout of the first equity-type product was 22.8%, exceeding our initial estimated internal rate of return (IRR) of 7.0%. For the second product, we expect payout of around 9.4%, exceeding our initial estimated IRR of 4.6%.



※ Image created by our company

# Appendix 3

## Company Profile

<b>Company Name</b>	Loadstar Capital K.K.
<b>Address</b>	Ginza First Building 2F, 1-10-6 Ginza, Chuo-ku, Tokyo, Japan
<b>Founded</b>	March 14, 2012
<b>Representative</b>	President & CEO Tatsushi Iwano
<b>Number of Directors</b>	7 (including three outside directors)
<b>Number of Officers and Employees</b>	About 75

## Tatsushi Iwano President



- April 1996 Joined Japan Real Estate Institute
- April 2000 Joined Goldman Sachs Realty Japan Ltd.
- August 2004 Joined Rockpoint Management Japan LLC
- March 2012 Founded Loadstar Capital K.K. Assumed office as President (current)
- May 2014 Assumed office as President of Loadstar Funding K.K. (current)
- August 2019 Assumed office as Director of Loadstar Investments K.K. (current)

Certifications: Certified Real Estate Appraiser, Real Estate Transaction Agent



Naoyuki Kubo

Naoyuki Kubo was named Executive Director in March 2019. Since joining Loadstar Capital in 2014, he has been responsible for Investment Sourcing & Disposition Department.

Prior to Loadstar Capital, he worked at Japan Real Estate Institute for 15 years, mostly recently as a Director and took a lead for Global valuations. Prior to Japan Real Estate Institute, he worked at the Norinchukin Bank for 2 years.

Bachelor of Agriculture, the University of Tokyo, Master of Business Administration, University of North Carolina at Chapel Hill MAI, CCIM, Licensed Real Estate Appraiser, Real Estate Broker



Yo Narita

Yo Narita was named Executive Director in March 2019. Since joining Loadstar Capital in 2014, he has been responsible for developing and managing OwnersBook.

Prior to Loadstar Capital, he was an asset manager at Touchstone Capital Management Co., Ltd., where he managed JPY 100Bn of real estate portfolio. Prior to Touchstone, he was an analyst at Financial Security Assurance Inc.

Bachelor of Law, the University of Tokyo  
CFA Charterholder



Takuya Kawabata

Takuya Kawabata has been our Chief Financial Officer since January 2019, and was named Executive Director in March 2021.

Since joining Loadstar Capital in 2016, he has overseen budget, accounting and finance management, and has been engaged in preparing for public listing on the Mothers market of the Tokyo Stock Exchange in 2017. After the listing, he has also been engaged in investor relations. Prior to Loadstar Capital, he belonged to the Financial Business Division at ERNST & YOUNG SHINNIHON LLC and was engaged in accounting audits and internal control audits of NYSE listed financial institutions, real estate companies, REIT, etc.

Bachelor of Economics, the University of Tokyo  
Certified Public Accountant

**Mar 2012**

Established Loadstar Capital K.K. in Ebisu, Shibuya-ku, Tokyo

**May 2014**

Established Loadstar Funding K.K. (wholly owned subsidiary)

**Sep 2014**

Launched crowdfunding service on the internet under the brand name "OwnersBook"

**Apr 2015**

Relocated head office to Ginza, Chuo-ku, Tokyo

**Sep 2017**

Listed on Tokyo Stock Exchange Mothers market (Securities code: 3482)

**Aug 2018**

Launched the Equity-type Crowdfunding Service

**Aug 2019**

Established Loadstar Investments K.K. (wholly owned subsidiary)

**Aug 2021**

Selected as a constituent stock in JPX-Nikkei Mid and Small Cap Index (2 consecutive years)

**Apr 2022**

Listed on Tokyo Stock Exchange Prime Market (Securities code: 3482)



# Appendix 4

# Real Estate Market Analysis

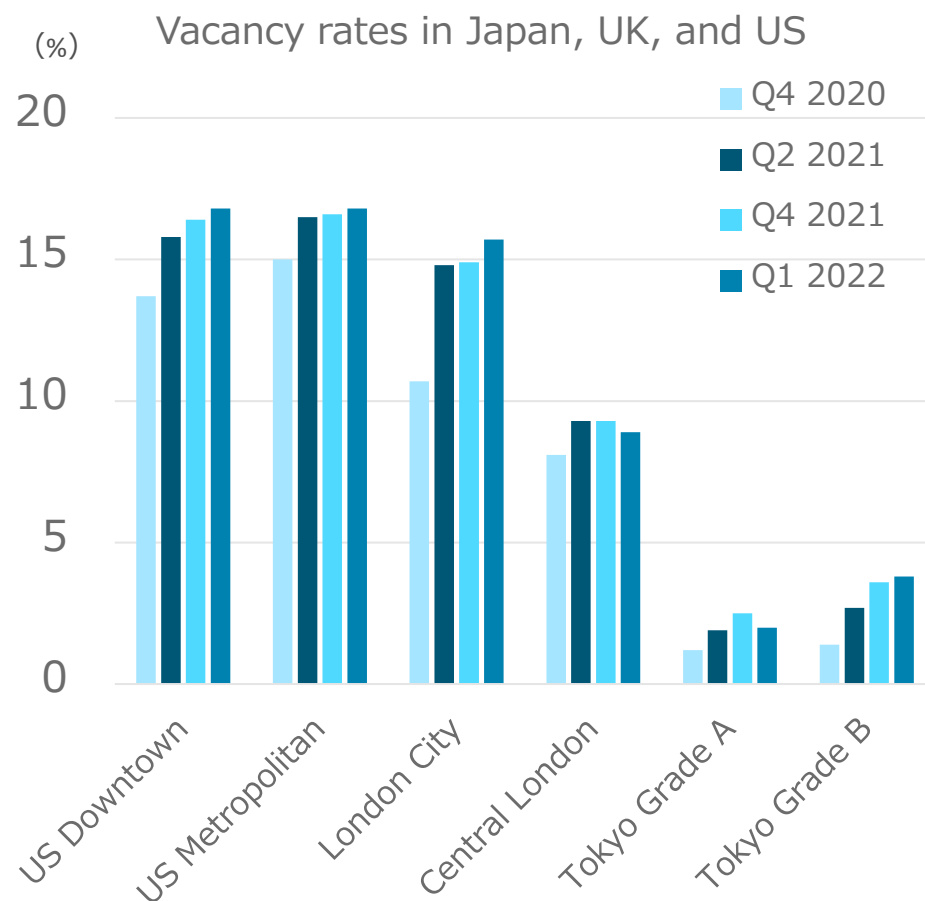
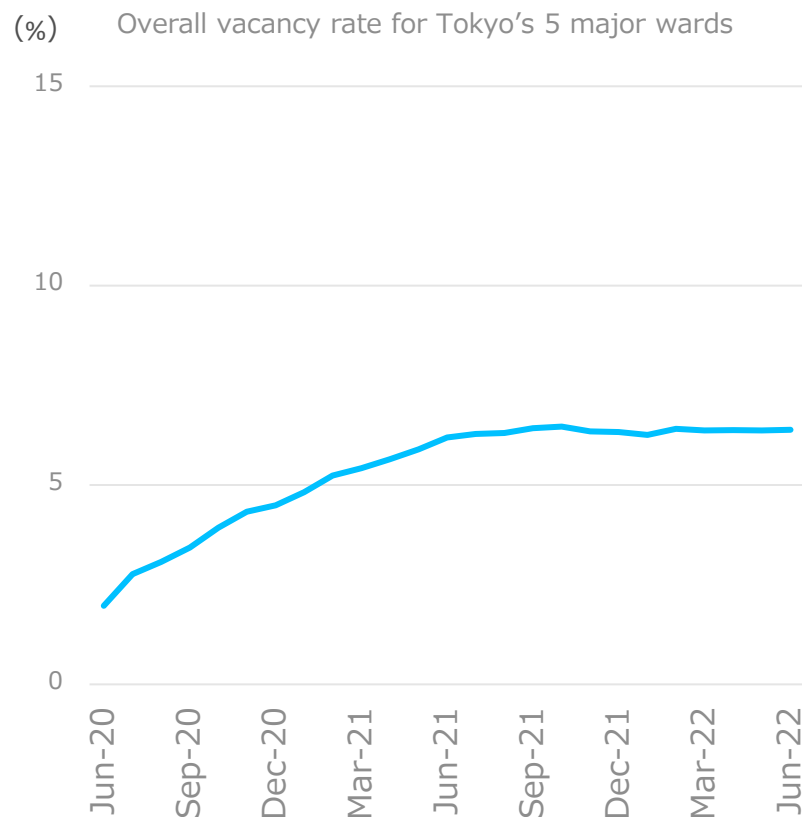
## ● Tokyo Real Estate Market

The upward trend in vacancy rates and downward trend in rent have stabilized in the office leasing market. The office building trading market is quite robust, because domestic and overseas institutional investors are aggressively acquiring Tokyo offices against a backdrop of inflation and weakening of yen.

However, we shall continue to monitor closely how macroeconomic conditions affect the Tokyo office market, such as high commodity prices, interest rate hikes in the U.S. and elsewhere, and the war in Ukraine.

# COVID-19: Vacancy Rates

- The office vacancy rate in Tokyo's business districts, which had been extremely low, has risen during the pandemic, but this rise has leveled off.
- Tokyo vacancy rates remain well below those in the UK and US.

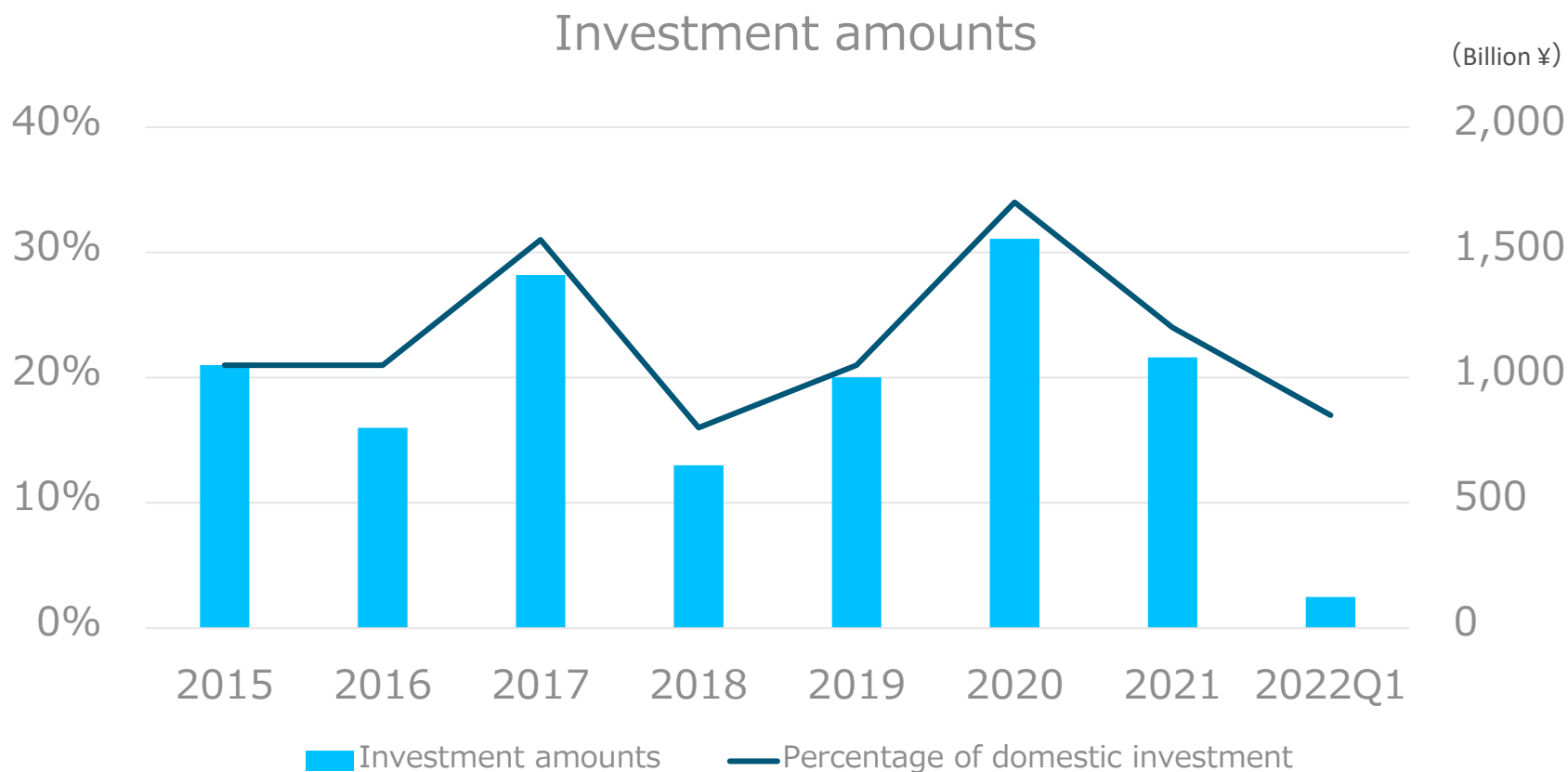


出典：東京ビジネス地区 三鬼商事 オフィスマーケットデータ

日英米の空室率 CBRE U.S. Office Figures Q1 2022, Central London Office, Q1 2022, Japan\_Office\_MarketView Q1 2022

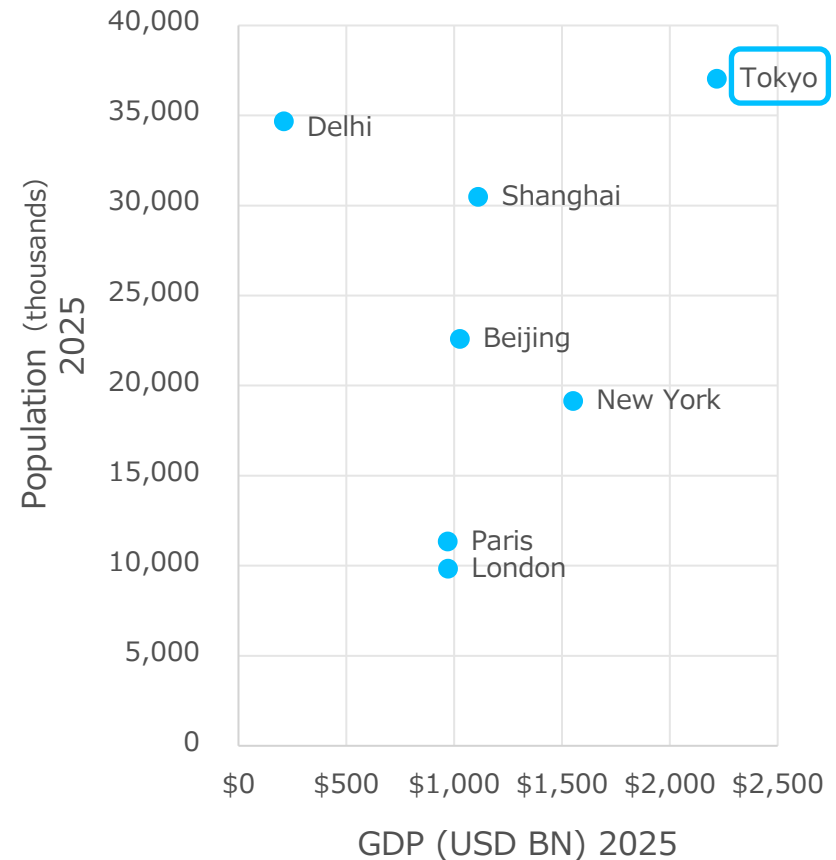
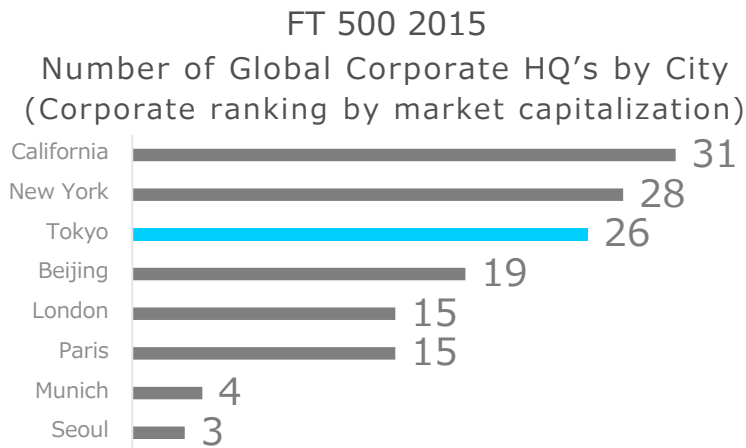
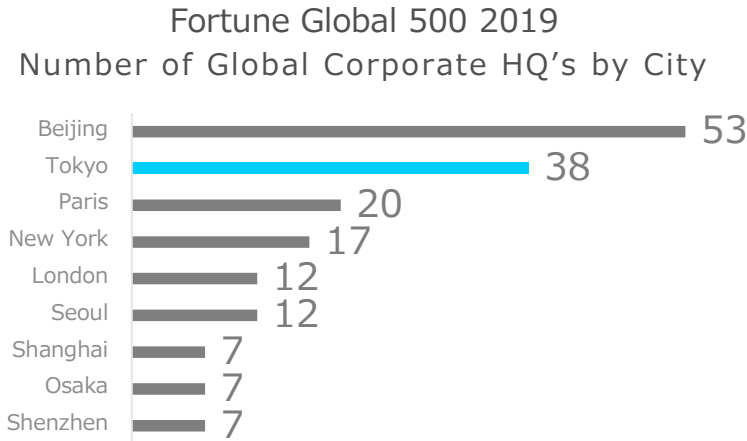
# COVID-19: Real Estate Investment from Overseas

- Investment by overseas property investors fell sharply in 1Q FY2022 versus 1Q FY2021, because there were no large.
- However, with sales picking up in 2Q onward, investment by overseas property investors is expected to increase.



出典 : JLL Japan Capital Flows 2022Q1

## The greater Tokyo area continues to have the largest urban population and GDP in the world.



出典: 国交省「各国の主要都市への集中の現状」2019年12月6日 より当社作成  
<https://www.mlit.go.jp/kokudoseisaku/content/001319312.pdf>

(人口) Population Dept., United Nations [World Urbanization Prospects], (GDP) McKinsey Global Institute Cityscope database 2.0. より当社作成

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- Loadstar Capital K.K. prepared its financial statements based on J-GAAP.
- Loadstar Capital K.K. will not necessarily revise any future announcements, etc. regarding future prospects, regardless of future events, unless otherwise required by the disclosure rules.
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