



CORPORATE OVERVIEW 2024

English

CONTENTS

TOP MESSAGE / PHILOSOPHY	03-05
CORPORATE PROFILE	06
CHANGE OF ACHIEVEMENTS	07
OUR BUSINESS	08-11
Rental Apartment Development	12-13
Condominium Development	14-15
Office and Commercial Facility Development	16
Logistics Facility Development	17
Property Value Adding	18-19
Real Estate Fund Management	20
International Business	21
Property Management	22
WEB SITE	23

TOP MESSAGE

Ascot is aiming to provide high-quality real estate and real estate related services to customers by flexibly adapting to changes in global lifestyles. Bearing in mind environmental and societal issues, we want to implement corporate activities that will provide true value to our society.

We will continue to take on challenges to grow as a leading company in the industry.

Representative Director Chairman

Yiwen Luo

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



Yiwen Luo, Chairman / Takeshi Nakabayashi, President

CORPORATE PHILOSOPHY

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, Chairman Yiwen Luo
 Representative Director, President Takeshi Nakabayashi
 Director Kentaro Toyoizumi
 Director Tatsuhiro Tamura
 Director Kaipin Kui
 Director(External) Masato Takamura
 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)
- Real Estate Fund Management Business
- Other Business (Real Estate Investment, Property Management, Brokerage, etc.)

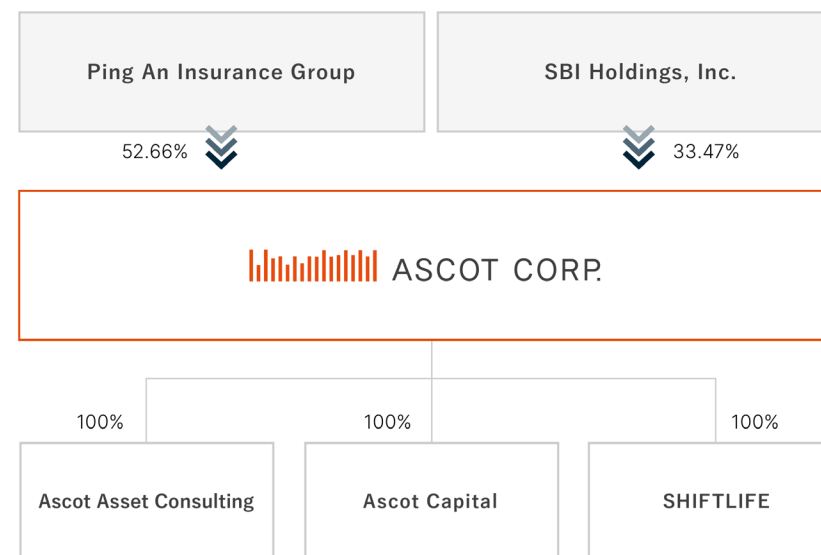
Licenses / Registration

- Real Estate License – Minister of Land, Infrastructure, Transport and Tourism No. (1) 10598
- Registered first-class architect office – Governor of Tokyo No. 58896
- General Real Estate Investment Advisory No.1062
- Director of Kanto Local Finance Bureau (Kinsho) No.1190
- Money Lending Business – Governor of Tokyo No. (1) 31931
- 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 Asset Consulting Corp.
 Ascot Capital Co., Ltd.
 SHIFTLIFE Co. Ltd.

[Major shareholders] Ping An Insurance (Group) Company of China, Ltd.
 SBI Holdings, Inc.

[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.



※voting rights holding ratio

CHANGE OF ACHIEVEMENTS

Financial Results (Non-consolidated)

(¥million)

	FY09/2021	FY09/2022	FY09/2023
Revenue	19,808	18,044	12,573
Gross profit	3,896	3,417	2,884
Operating profit	1,940	1,555	1,018
Ordinary profit	1,652	1,177	406
Net profit	1,282	794	497

Summary of Financial Statements (Consolidated) 25th [FY09/2023]

(¥million)

Consolidated financial results		Consolidated financial position	
Revenue	19,273	Current assets	62,375
Gross profit	4,220	Cash and deposits	8,232
SG&A expenses	2,215	Inventory assets	51,684
Operating profit	2,004	Fixed assets	5,434
Ordinary profit	1,009	Total assets	67,818
Net profit attributable to owners of the parent	898	Current liabilities	15,169
		Short-term loans payable	4,974
		Current portion of long-term debt	9,002
		Long-term liabilities	27,289
		Long-term debt	27,017
		Total liabilities	42,459
		Shareholders' equity	25,352
		Total net assets	25,359
		Total liabilities and net assets	67,818
		Capital Adequacy Ratio	37.4%

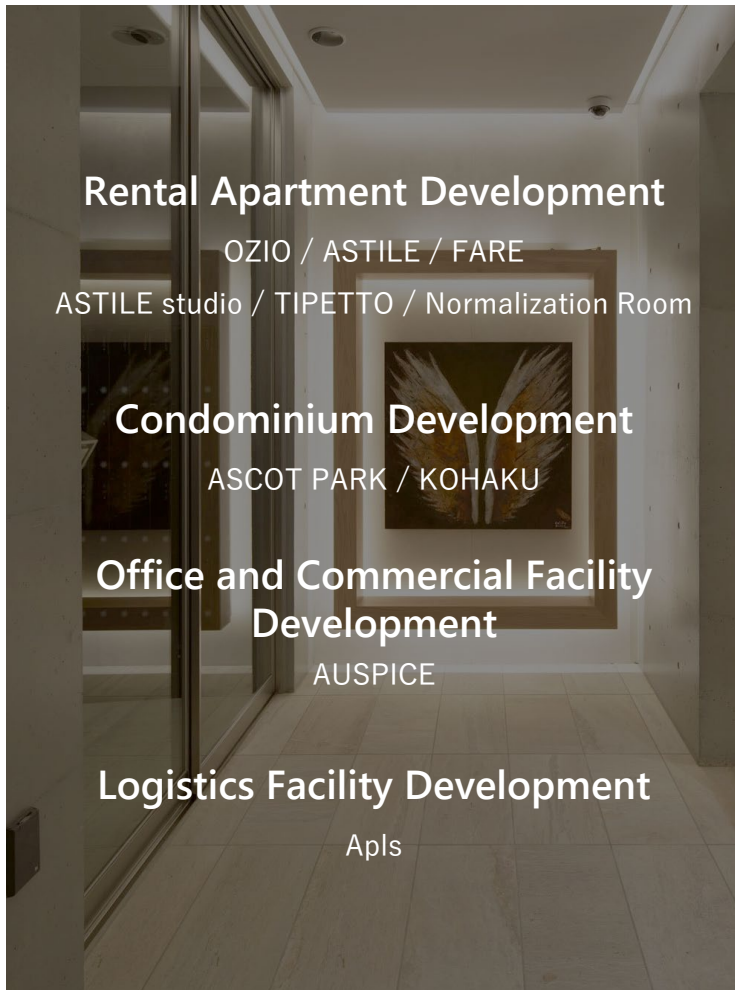
IR

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



OUR BUSINESS

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



Rental Apartment Development
OZIO / ASTILE / FARE
ASTILE studio / TIPETTO / Normalization Room

Condominium Development
ASCOT PARK / KOHAKU

Office and Commercial Facility Development
AUSPICE

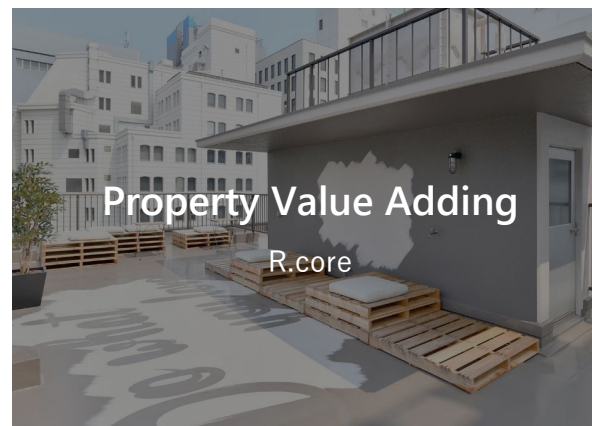
Logistics Facility Development
Apls



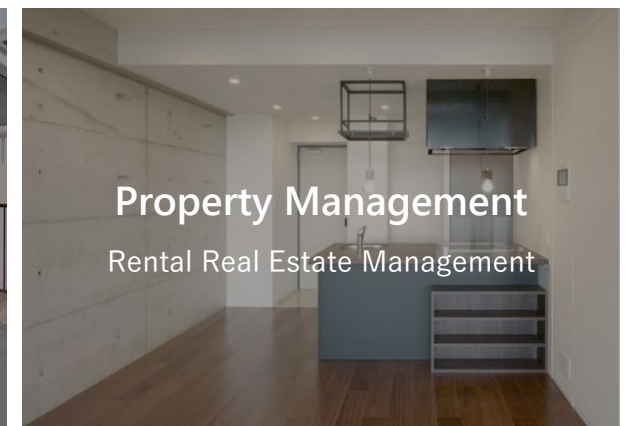
Real Estate Fund Management
Fund Management
Asset Management



International Business
Consulting
Operation and management



Property Value Adding
R.core



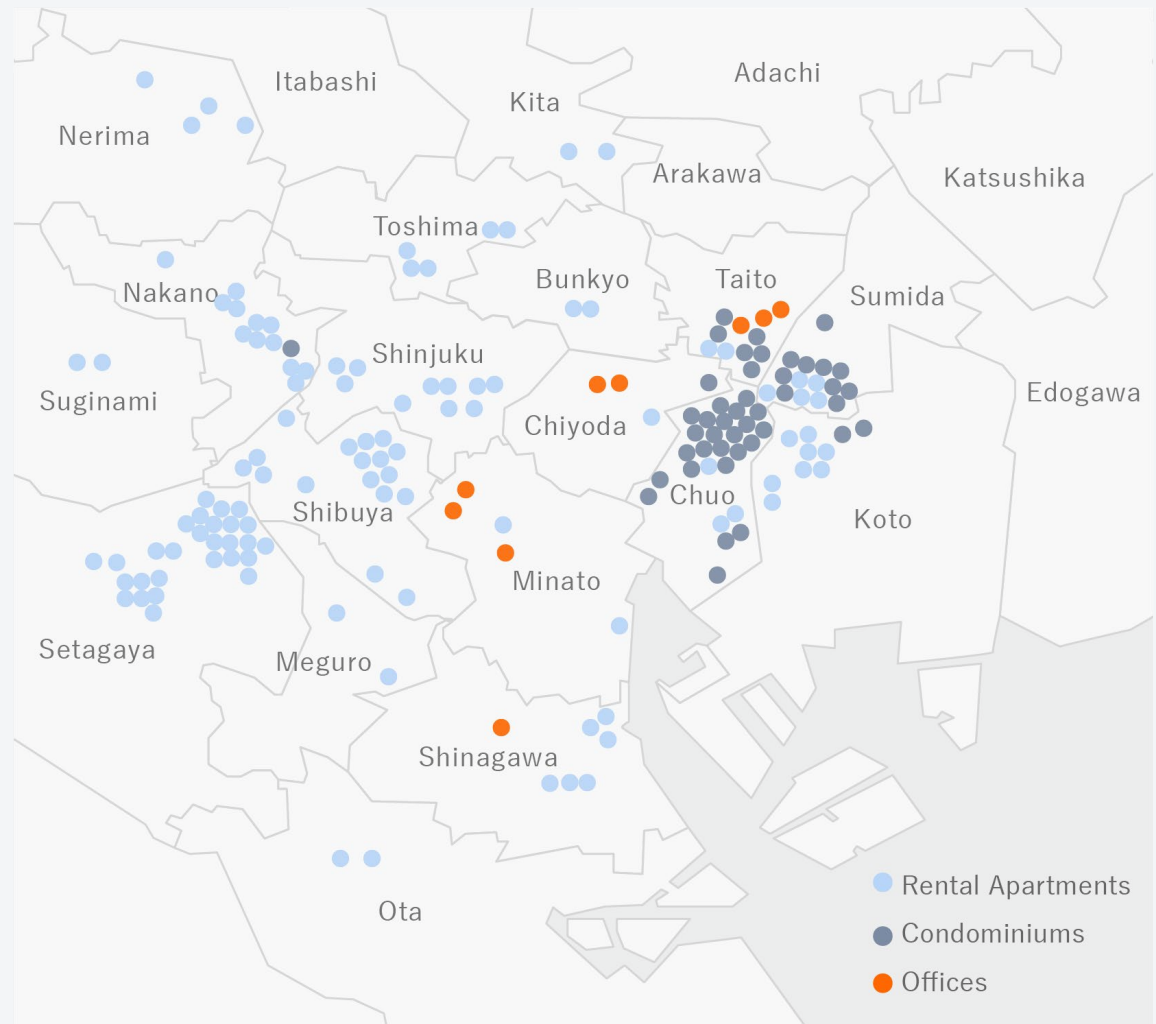
Property Management
Rental Real Estate Management

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.

YouTube Official Channel

Videos of our development case studies
Channel registration is available [HERE >>>](#)



*As of September 2022

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

01



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.



04

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.

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.

05

One-stop service

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.



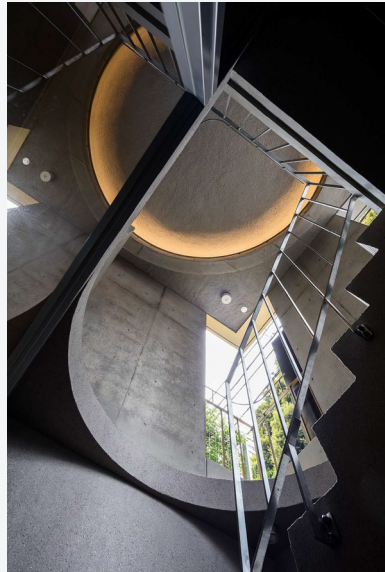
GOOD DESIGN AWARD - Main Awarded Properties -

Create 'uplifting lifestyles'
while valuing their connection to the city.



GOOD DESIGN AWARD 2022

OZIO Sakurashinmachi
Rental Apartment



GOOD DESIGN AWARD 2022

ASTILE Azabujuban
Rental Apartment



GOOD DESIGN AWARD 2021

TIPETTO Meguro Fudomae
Rental Apartment



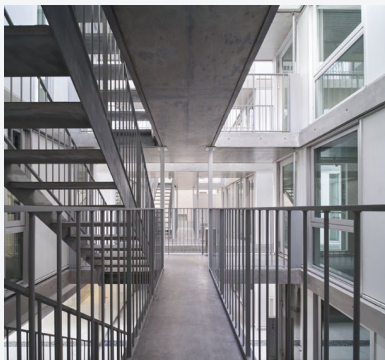
GOOD DESIGN AWARD 2021

ASTILE Shinjuku I · II
Rental Apartment



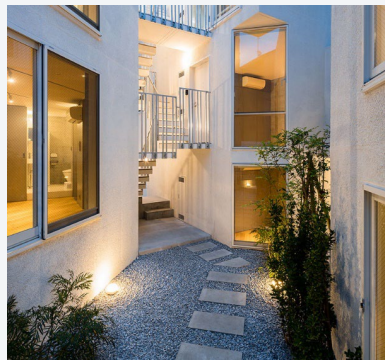
GOOD DESIGN AWARD 2021

ASTILE Sangenjaya I
Rental Apartment



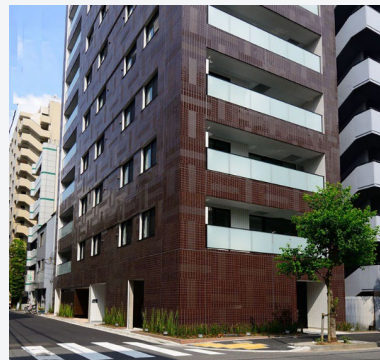
GOOD DESIGN AWARD 2020

FARE Kyodo I · II
Rental Apartment



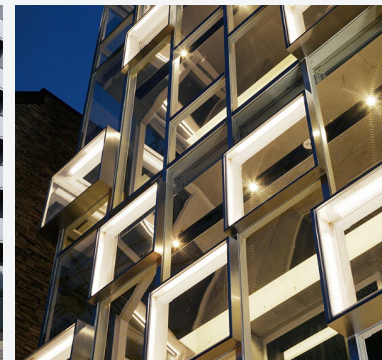
GOOD DESIGN AWARD 2019

FARE Uehara House EAST · WEST
Rental Apartment



GOOD DESIGN AWARD 2014

ASCOT PARK Nihonbashi Ningyocho
ATELIER
Condominium



GOOD DESIGN AWARD 2010

DAIMYO BEAUTY COMPLEX
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

OZIO

[OZIO]

Italian for "leisure"

Mid-rise scale

Price range
More than 1 billion yen

ASTILE

[ASTILE]

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

Small~Medium scale

Price range
500 million yen or more

FARE

[FARE]

Italian for "do" or "make"

Small scale

Price range
500 million yen or less

ASTILE studio

[ASTILE studio]

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

TIPETTO

[TIPETTO]

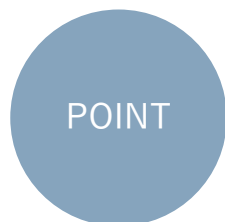
Reorganized the space based on animal-specific ecology and characteristics. 'Pet-friendly apartment' aiming at creating a 'truly' stress-free living environment for both residents and pets

Normalization Room

[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

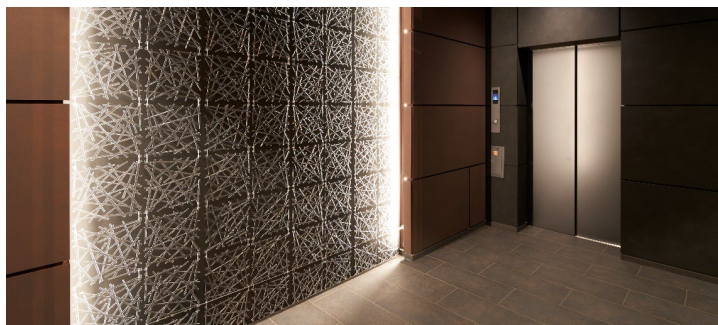
※Property names in capital letters on this page are pronounced as in Italian



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

RENTAL APARTMENT DEVELOPMENT

OZIO



Product Name **OZIO NOOK**
 Location Kameido, Koto-ku, Tokyo
 Completion Date September 2019
 Total floor area 1,589.54m²
 Number of units 46 units

Product Name **OZIO Sakurashinmachi**
 Location Shinmachi, Setagaya-ku, Tokyo
 Completion Date October 2021
 Total floor area 1801.20m²
 Number of units 47 units

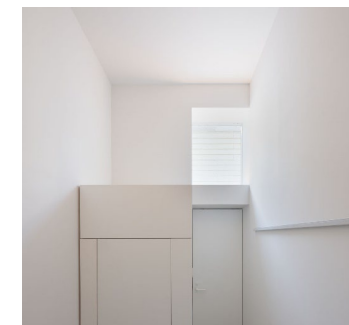
ASTILE



Product Name **ASTILE Sangenjaya II**
 Location Taishido, Setagaya-ku, Tokyo
 Completion Date July 2020
 Total floor area 473.13m²
 Number of units 16 units (2 retail spaces)

Product Name **ASTILE Harajuku**
 Location Sendagaya, Shibuya-ku, Tokyo
 Completion Date March 2022
 Total floor area 773.99m²
 Number of units 16 units (2 retail spaces)

FARE



Product Name **FARE Mejiro**
 Location Zoshigaya, Toshima-ku, Tokyo
 Completion Date November 2021
 Total floor area 473.59m²
 Number of units 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

ASCOT PARK

[ASCOT PARK]

The original ASCOT series

Mid-rise / Family



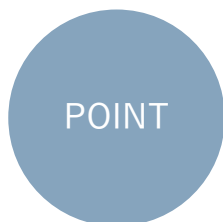
Compact but comfortable condominium

KOHAKU

[KO-HA-KU]

A jewel of comfort

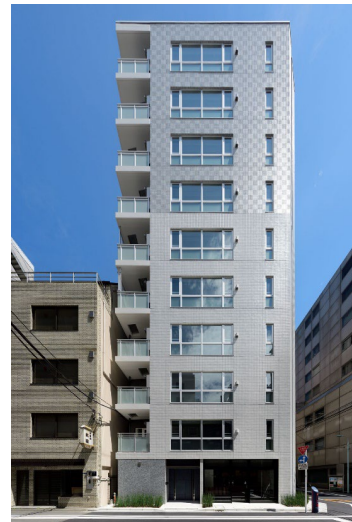
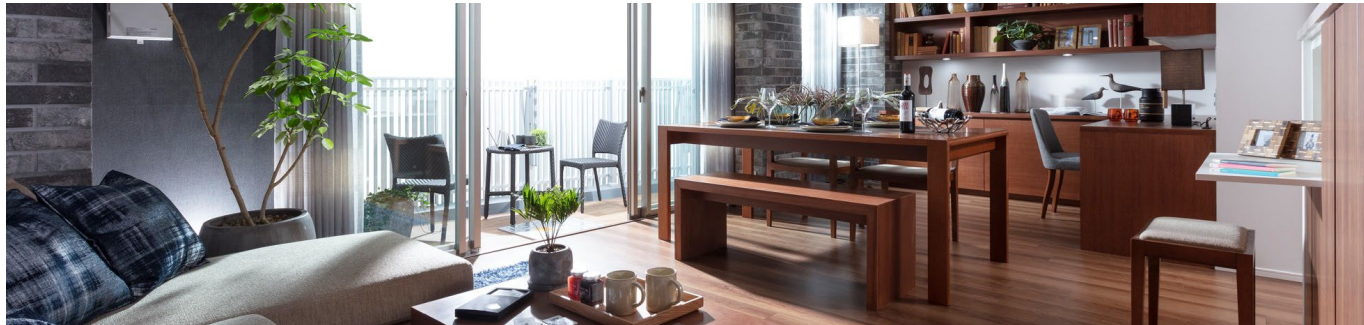
Small~Medium scale / 1~2 persons



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

CONDOMINIUM DEVELOPMENT

ASCOT PARK



KOHAKU



Product Name **ASCOT PARK Morishita**
 Location Chitose, Sumida-ku, Tokyo
 Completion Date Sep. 2017
 Total floor area 2,663.15m²
 Number of units 32 units

Blanton Nihonbashi-Odenmachi
 Chuo-ku, Tokyo
 March 2018
 1,339.00m²
 28 units

ASCOT PARK Gotanno Vessel
 Adachi, Adachi-ku, Tokyo
 October 2020
 3,397.86m²
 46 units

KOHAKU Shin-Nakano
 Chuou, Nakano-ku, Tokyo
 March 2020
 1,195.15m²
 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.

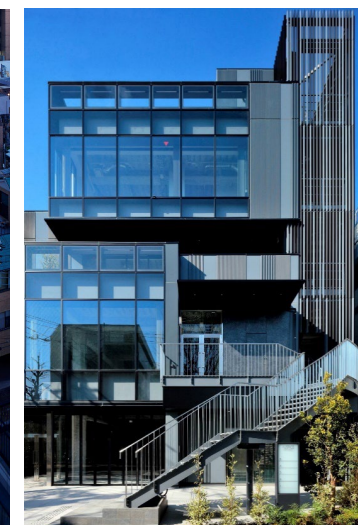
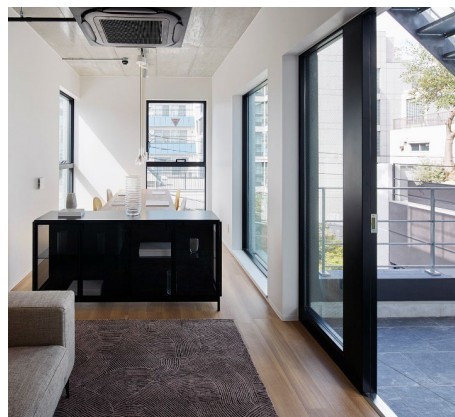
Workplace that spices up encounters with people

AUSPICE

[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	AUSPICE Aoyama	AUSPICE Omotesando
Location	Minato-ku, Tokyo	Minato-ku, Tokyo
Completion Date	September 2020	January 2021
Total floor area	576.32m ²	861.13m ²
Structure / Scale	RC / 4F, 1BF	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.

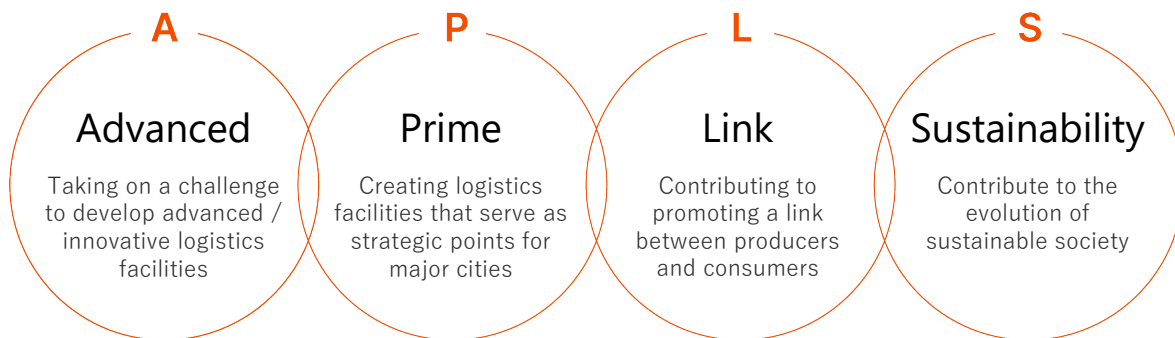
*1. The last zone to deliver goods and services from the last logistics base to end-users

Last one mile starting from Ascot to connect people



[Ascot Prime Logistics]

Ascot’s logistics facilities, ApIs, 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	8,782.98m ²
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.

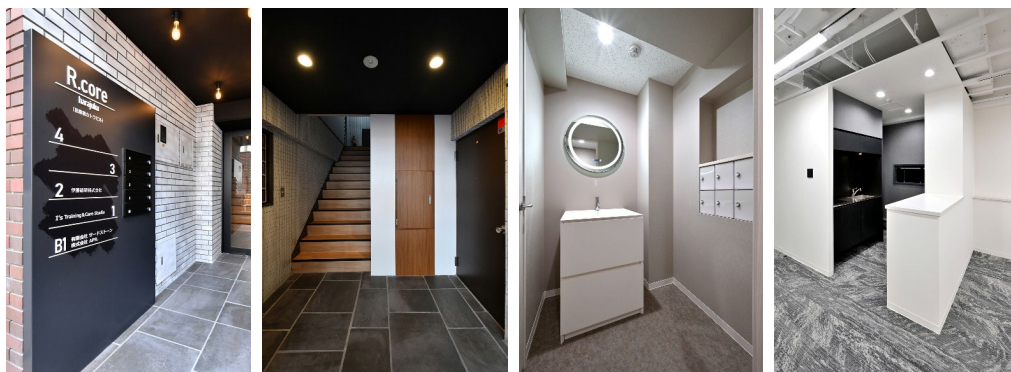
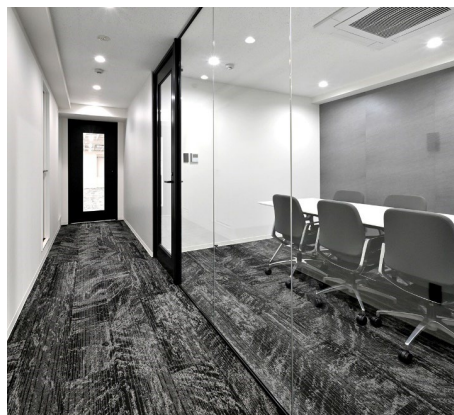
Change to 'real estate beloved of people for long years'
by identifying its core value

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.



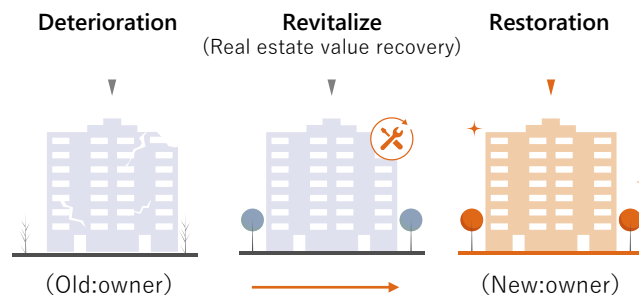
Product Name	R.core Harajuku	R.core Asakusabashi
Location	Shibuya-ku, Tokyo	Taito-ku, Tokyo
Completion Date	July 1984	March 1988
Total floor area	632.93m ²	1,007.51m ²
Structure / Scale	RC / 4F, 1BF	RC / 7F

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.

01 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 high-quality real estate and pass it on to a new owner.



Case Study

BEFORE



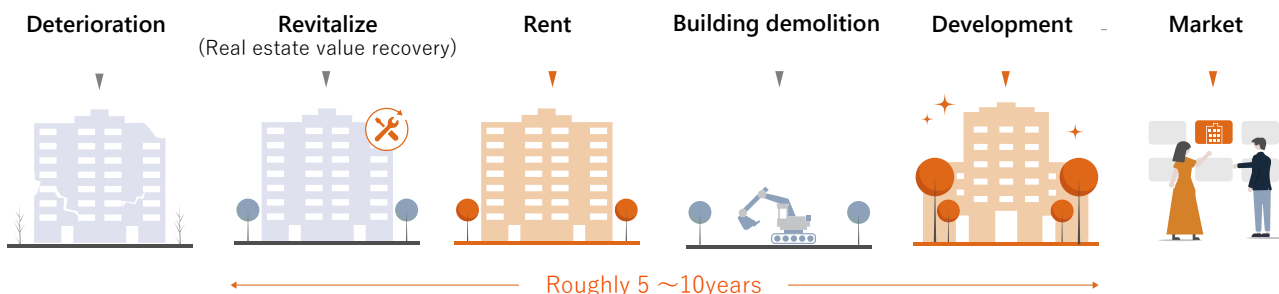
AFTER



R.core Harajuku

02 Mid-term: Extensive Case

< compound operations including revitalization + rental / leasing + development >



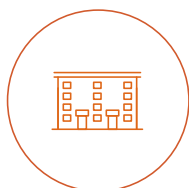
Target properties are those that not only face usage and application difficulties, but also old with limited remaining service life, making it unsuitable for use as a long-term real estate investment. After we resolve existing issues and revitalize the property as a usable real estate, we can then use 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.



**Rental
Apartments**



Offices



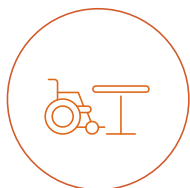
Logistics Facilities



**Commercial
Facilities**



Hotels



Senior Living



**Student
Accommodations**



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

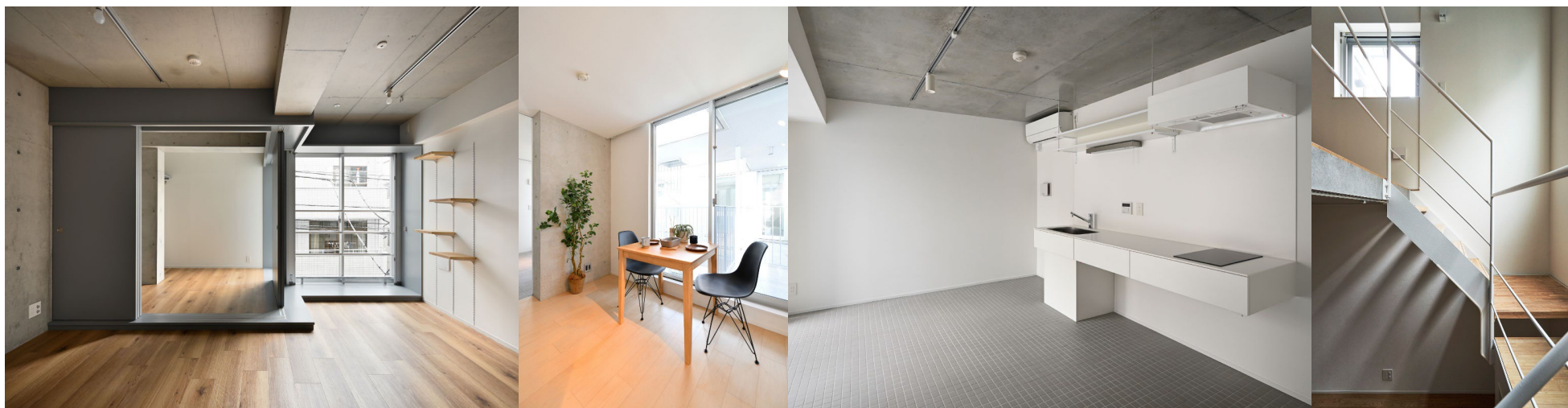


Development Properties



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 Jinguame, 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

Registered as a rental property management business by the Minister of Land, Infrastructure, Transport and Tourism No. (1) 005973

/// SNS //////////////////////////////////////



WEB SITE

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

This is a photobook of completed rental apartments.
Please use the QR code to view the PDF file.



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/>



ASCOT CORP.

CORPORATE OVERVIEW 2024

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