

Our Strengths and Source for Creation of Value

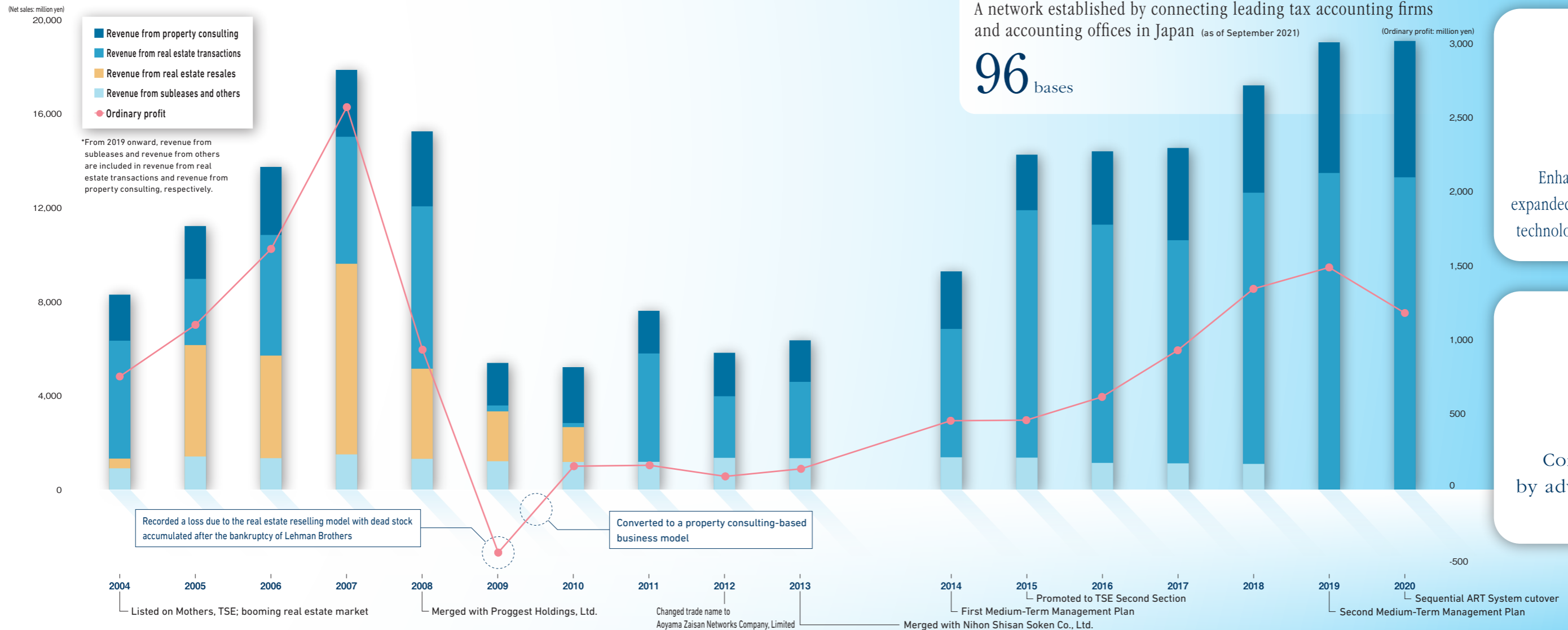
By pursuing business management that enhances sustainability and making tireless efforts on challenges, we protect your property.

In order to fulfill our mission, protect customers' property, and ensure their ever-lasting happiness, we must continue securely on our course going forward.

The bankruptcy of Lehman Brothers (global financial crisis) in 2008 brought us to radically change our management policy from a real estate reselling & short-term return-oriented one to a customer value & secure return-oriented one. We now have a structure in place to offer comprehensive solutions, with a diverse array of services of "inheritance/property succession," "business succession," "real estate solution/consulting products," etc.

Under the Third Medium-Term Management Plan starting from 2022, we will pursue the realization of non-consecutive growth with the vision of Japan's top comprehensive property consulting firm supported by many customers as "About property, Aoyama Zaisan Networks."

Business portfolio and net sales



Period of growth in property consulting services for individual asset owners

Expansion of the field of business succession consulting for corporate owners as a result of mergers

Period of growth as a comprehensive property consulting firm

On to the new stage by expanding collaborations and getting equipped with advanced technology

Source for creation of value

High level of expertise

Number of registered experts with national qualifications
(as of September 2021)

More than **147** professionals

*CPAs, tax accountants, lawyers, judicial scriveners, licensed social insurance consultants, first-class architects, real estate appraisers, first-class FP technicians, etc.

Enriched consulting products

Amount of cumulative ADVANTAGE CLUB partnerships formed
(as of September 2021)

Approx. ¥ **85.02** billion

Broad network

A network established by connecting leading tax accounting firms and accounting offices in Japan
(as of September 2021)

96 bases

1

Pursuit of enduring and sustainable total optimization from customers' point of view

2

Enhanced productivity and expanded fields via knowledge and technologies of a group of experts

3

Consulting backed by advanced personality