

NEXT Co., Ltd.

TSE 1st section 2120

Annual Report of Financial Statement

Second Quarter of the Year Ended March 31, 2013
(April 2012 to September 2012)

Starting from the quarter under review, the financial results presentation is made using quarterly numbers instead of cumulative quarterly numbers

Opinions and forecasts expressed in this document are those of management as of the date of publication and management does not offer any guarantee regarding their accuracy. Please note that actual business performance and results may differ materially from such opinions and forecasts due to changes in various factors.

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2nd Quarter Financial Results for the Year Ending
March 31, 2013
July 2012 to September 2012

Today's Points

- Recorded a year-on-year growth in sales and profit due to the strong performance of the real estate information services business

Sales	: 2,763 million yen (up 12.2% year on year)
Operating profit	: 420 million yen (up 63.3% year on year)
Net profit	: 228 million yen (up 166.5% year on year)

- The number of properties posted averaged 3.93 million during September 2012 (+0.66 million year on year)
The number of affiliated stores stood at 9,808 (+326 year on year) as of September 30, 2012

- Sales grew rapidly after the airing from August 15, 2012 of the TV commercial and the posting from September 1, 2012 of outdoor advertisement initiatives that led to an increase in website visitor counts and the number of inquiries

- The financial results for the first half of the year ending March 31, 2013 exceeded the business forecast for the period by a wide margin. The full year business forecast was left unchanged due to a conservative estimation

Check

Trend of consolidated business performance

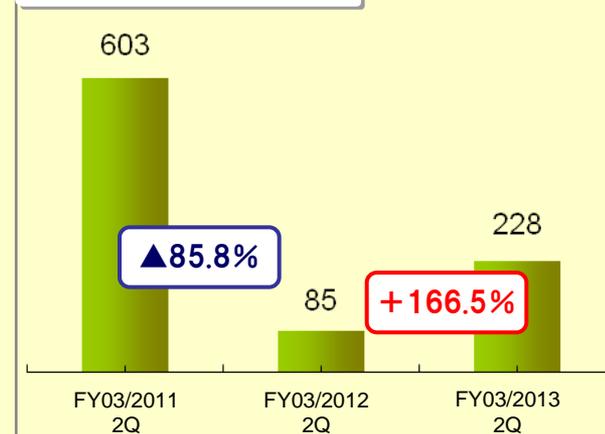
Sales (million yen)



Operating profit (million yen)



Net profit (million yen)



Check

“HOME’S Real Estate Rents & Trade” trend of major indicators

No. of objects posted
(1,000 objects)



Sales per store (yen)



Number of affiliated stores (stores)



2nd Quarter Financial Results for the Year Ending March 31, 2013

Trend of Operating P/L (simplified version)

Point Sales grew 12.2% and operating profit rose 63.3% while SG&A expenses increased 5.9%

Unit: million yen	【Quarterly】 FY03/2012 (Jul-Sep)	【Quarterly】 FY03/2013 (Jul-Sep)	Change (year-on-year)	Percentage change (year-on-year)		【Accumulated Total】 FY03/2012 (Apr-Sep)	【Accumulated Total】 FY03/2013 (Apr-Sep)	Percentage change (year-on-year)
Sales	2,462	2,763	+300	+12.2%	⇒ See p. 7 for details	4,820	5,500	+14.1%
Cost of sales	70	82	+11	+16.5%		128	163	+27.2%
Selling, general & administrative (SG&A) expenses	2,134	2,260	+125	+5.9%		4,440	4,394	▲1.0%
Personnel costs	742	744	+2	+0.3%	* 1	1,653	1,515	▲8.4%
Advertising costs	587	756	+169	+28.9%	* 2	1,154	1,386	+20.1%
Operating expense	53	63	+10	+18.9%	* 3	104	119	+14.7%
Depreciation/amortization cost	124	98	▲26	▲21.1%		243	194	▲20.1%
Allowances of uncollectible receivables and performance guarantee	13	2	▲10	▲78.1%		15	5	▲63.2%
Other selling, general & administrative (AS&A) expenses	614	594	▲20	▲3.3%		1,268	1,172	▲7.5%
Operating profit	257	420	+163	+63.3%		251	942	+274.6%
Net profit	85	228	+142	+166.5%	* 4	74	525	+604.3%
Operating profit margin (OPM)	10.5%	15.2%	+4.8p	—		5.2%	17.1%	—

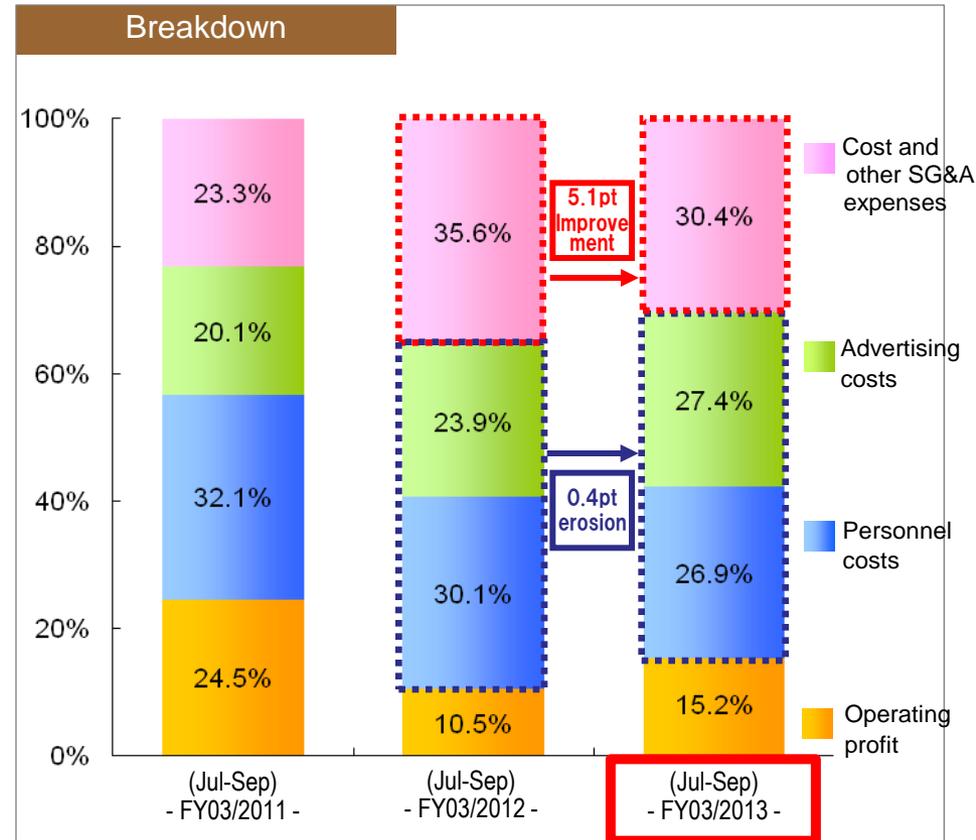
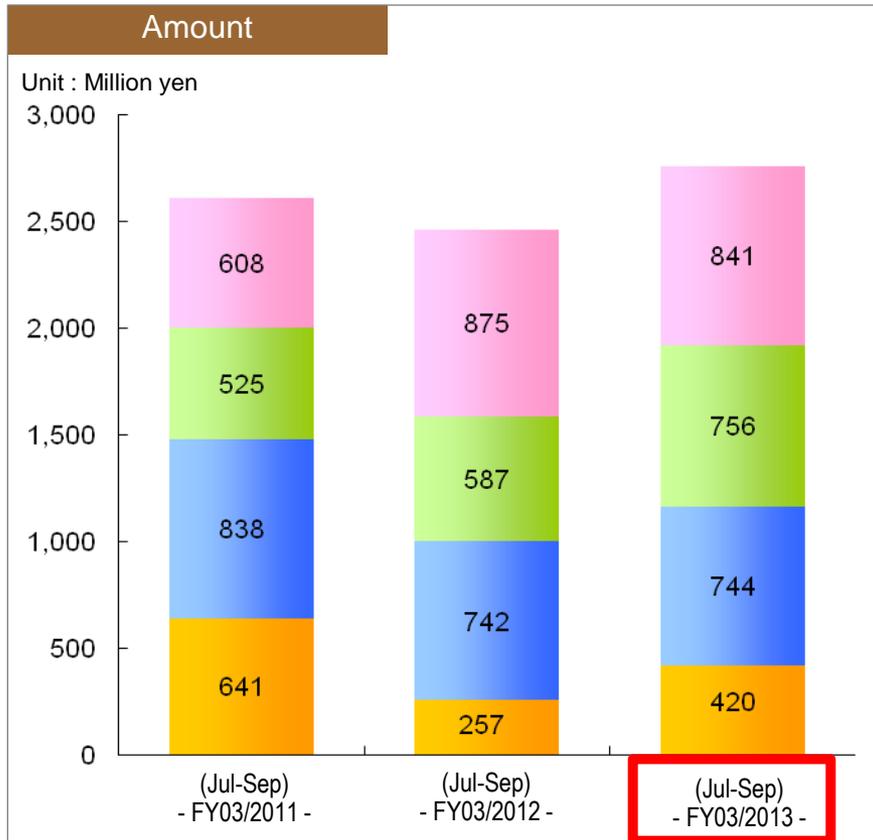
- * 1 The average consolidated number of employees for 2Q of FY 03/2013 decreased to 540 compared with 578 for the same period a year ago. Rising productivity resulted in a decline in personnel costs to sales ratio. As for 2Q of FY 03/2012, a reversal of provision for bonuses was recorded
- * 2 There occurred an increase in website customer drawing costs and the costs for branding promotion activities such as the running of the TV commercial and outdoor advertisements
- * 3 A decrease due to progress in the declining balance method-based depreciation and amortization of assets
- * 4 Recorded in 2Q of FY 03/2012 113 million yen in extraordinary loss (impairment loss on the Lococom services business [software])
For the quarter under review (July to September 2012), the Company recorded 22 million yen in extraordinary loss (impairment loss on the MONEYMO services business [software])

2nd Quarter Financial Results for the Year Ending March 31, 2013

Trend of cost to sales ratio



Made aggressive investments for branding promotion.
Operating profit margin rose by 4.8 percentage points thanks to sales growth



“Cost and other SG&A expenses ratio” (pink): A decrease in IT system usage charge fee owing to the Company’s cost saving efforts

“Advertising costs” (green): An increase in website customer drawing costs and branding promotion costs

“Personnel costs” (blue): The average consolidated number of employees for 2Q of FY 03/2013 decreased to 540 compared with 578 for the same period a year ago. Rising productivity resulted in a decline in personnel costs to sales ratio

2nd Quarter Financial Results for the Year Ending March 31, 2013

Trend of sales by service

Point The “HOME’s Rental and Real Estate Trade” business, the main business line, and the New Houses business showed a strong performance

Unit: Million yen	【Quarterly】 FY03/2012 (Jul-Sep)	【Quarterly】 FY03/2013 (Jul-Sep)	Change (year-on-year)	Percentage change (year-on-year)
Sales	2,462	2,763	+300	+12.2%
Real estate information services	2,438	2,736	+297	+12.2%
Rental & Real Estate Trade	1,405	1,491	+85	+6.1% * 1
New Condominium	361	364	+3	+0.9% * 2
New Houses	335	447	+111	+33.2% * 3
Custom-built house and refurbishment	137	195	+57	+42.2% * 4
Renter's Network	95	118	+22	+23.6% * 5
Others Note2	103	119	+16	+15.8%
Local information services business	9	6	▲3	▲33.4%
Others Note3	14	20	+5	+37.6%

【Accumulated Total】 FY03/2012 (Apr-Sep)	【Accumulated Total】 FY03/2013 (Apr-Sep)	Percentage change (year-on-year)
4,820	5,500	+14.1%
4,776	5,445	+14.0%
2,804	2,969	+5.9%
681	732	+7.4%
639	875	+36.8%
266	388	+45.7%
185	231	+24.8%
197	247	+25.2%
14	12	▲8.5%
29	41	+39.6%

Note 1: All inter-segment transactions have been offset and eliminated

Note 2: “Others” in Real estate information services comprise “HOME’S Estimation for Relocation,” “HOME’S Elderly Care Service” and HOME’S-derived businesses, among others

Note 3: “Others” comprise “MONEYMO,” “eQOL Skincare,” “Casualty insurance agency business” and “Event Cal” among others

- * 1 The numbers of properties posted online and affiliated stores grew year on year thanks to the positive effects of the Company’s marketing initiatives. Website visitor count and the number of inquiries increased as well, supported by the benefits of the branding promotion efforts
- * 2 Part of the quarter’s sales was postponed to 3Q of FY 03/2013 as a result of a change made to the sales recognition standard for project products such as special feature page
- * 3 The average number of properties posted online during the quarter under review grew 11.8% year on year. The number of affiliated stores rose 13.6% year on year
- * 4 The number of new affiliated stores showed a year-on-year increase. The number of inquiries also rose year on year as a result of the Company’s continued website content improvement efforts
- * 5 The number of new affiliated stores grew year on year

2nd Quarter Financial Results for the Year Ending March 31, 2013

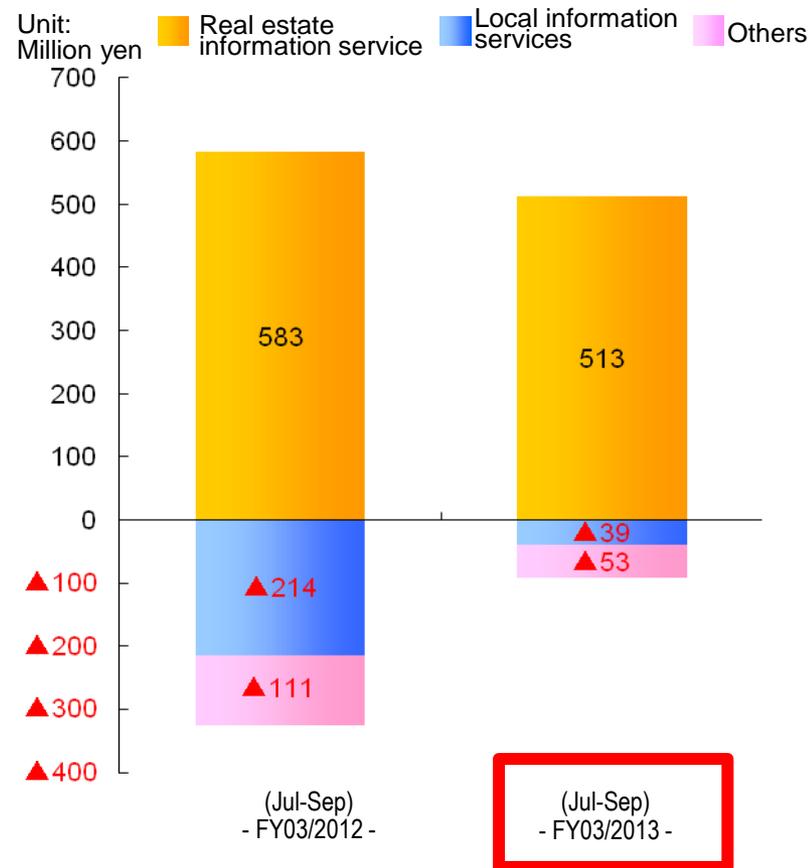
Trend of P/L by segment

Point

Local information services business and the "Others" business achieved significant profit improvements

Year-on-Year				
Unit: Million yen	【Quarterly】 FY03/2012 (Jul-Sep)	【Quarterly】 FY03/2013 (Jul-Sep)	Change	Percentage change (%)
Real estate information service	583	513	▲69	▲12.0%
Local information services	▲214	▲39	+175	—
Others	▲111	▲53	+57	—
Consolidated operating profit	257	420	+163	+63.3%

Note : No percentage change is shown for segments that recorded an operating loss for the previous fiscal year or the current fiscal year



Real estate information services (orange): Operating profit declined year on year due to aggressive advertisement spending

Local community information services (blue): Operating loss decreased significantly year on year due to the staffing reduction and advertising cost saving measures that resulted from business downsizing

Others (pink): Expenses decreased year on year thanks to a revision made to cost allocation standard

2nd Quarter Financial Results for the Year Ending March 31, 2013

Consolidated balance sheet and goodwill

Point Net assets per share grew 5.3% year on year while interest-bearing debt remained zero

Unit: Million yen	Mar 31, 2011	Sep 30, 2012 End FY03/2012	Change	Percentage change	Main reasons for change
Assets	10,119	10,687	+568	+5.6%	Increase in cash and deposits 7 million yen / Increase in current assets ⇒ See p. 10 for details * 1
Current assets	7,255	7,885	+629	+8.7%	Decrease in accounts receivable-trade 67million yen / Decrease in current assets
Fixed assets	2,863	2,802	▲61	▲2.1%	Decrease in accounts payable-other 41million yen / Decrease in current assets
Liabilities	1,641	1,747	+105	+6.5%	Increase in Software 176million yen / Increase in fixed assets * 2
Current liabilities	1,399	1,505	+105	+7.5%	Decrease in Software in progress 141million yen / Decrease in fixed assets * 3
Fixed liabilities	241	242	0	+0.3%	Increase in income taxes payable and consumption taxes payable: 94 million yen / Increase in current liabilities
Net assets	8,477	8,940	+462	+5.5%	Interest bearing debt: 0
Net assets per share	451.95	476.02円	+24.07	+5.3%	Increase in retained earnings: 455 million yen / Increase in net assets

Goodwill amortization status (Unit: thousand yen)	Total amount of goodwill	Beginning of period residual value	Apr 2012 to Sep 2012 amortization amount	Residual value	Number of months outstanding	Amortization completion date
The former Littel	216,738	173,390	21,673	151,716	42 months	March ,2016
Next Property Media Holdings Limited.	59,509	59,509	5,950	53,558	54 months	March, 2017

- * 1 The main reason for decrease in accounts receivable-trade: Lower monthly sales due to the end of peak season
- * 2 The main reason for increase in software: Circumstances relating to the renovation of the "HOME'S" portal site
- * 3 The main reason for decrease in software in progress: Circumstances relating to the renovation of the "HOME'S" portal site

2nd Quarter Financial Results for the Year Ending March 31, 2013

Consolidated cash flow

Point The balance of cash and cash equivalents as of September 30, 2012 stood at 4,112 million yen; 6,114 million yen if time deposits are included

Unit: Million yen	FY03/2012 2Q(Apr-Sep)	FY03/2013 2Q(Apr-Sep)	Change	Main items	FY03/2012	FY03/2012 [Year under review]
Operating CF	+595	+978	+382	Income before income taxes and minority interests	153	889
				Depreciation and amortization	244	195
				Impairment loss	113	22
				Increase/decrease in provision for bonuses	▲188	4
				Increase/decrease in accounts receivable-trade	148	110
				Increase/decrease in accounts payable-other	▲302	3
				Income taxes paid or refunded (▲denotes income taxes paid)	347	▲293
Investment CF	▲2,177	▲212	+1,965	Cash outflow due to the depositing of time deposit	▲2,000	▲0
				Cash outflow due to the acquisition of property, plant and equipment	▲30	▲22
				Cash outflow due to the acquisition of intangible noncurrent assets	▲147	▲206
Financial CF	▲107	▲67	+40	Payment of dividends	▲109	▲69
Increase/decrease in cash and cash equivalents	▲1,690	+699	+2,389			
Balance of cash and cash equivalents	3,017	4,112 (*)	+1,095	* 6,114 million yen if the more-than-three-month time deposit of 2,001 million yen		

The Financial Results for the Six Months Ended
September 30, 2012 as Compared with the Business
Forecast for the First Half of FY 03/2013
(released on August 7, 2012)

The Financial Results for the Six Months Ended September 30, 2012 as Compared with the Business Forecast for the First Half of FY 03/2013

Trend of Operating P/L
(simplified version)

Point

Sales exceeded the forecast by 2.4% with operating profit and net profit exceeding the forecasts by 52.8% and 62.2%, respectively

Unit: million yen	[August 7 revised forecast] 1H FY 03/2013 business forecast (Apr to Sept)	1H FY 03/2013 results (Apr to Sept)	Difference in value	Difference in percentage	[Reference] 1H FY 03/2012 results (Apr to Sept)
Sales	5,370	5,500	+129	+2.4% ⇒ See p. 13 for details	4,820
Cost of sales	171	163	▲8	▲4.9%	128
Selling, general & administrative (SG&A) expenses	4,581	4,394	▲187	▲4.1% *	4,440
Personnel costs	1,553	1,515	▲38	▲2.5%	1,653
Advertising costs	1,443	1,386	▲56	▲3.9%	1,154
Operating expense	150	119	▲31	▲20.8%	104
Depreciation/amortization cost	204	194	▲9	▲4.8%	243
Allowances of uncollectible receivables and performance guarantee	10	5	▲4	▲44.1%	15
Other selling, general & administrative (AS&A) expenses	1,219	1,172	▲47	▲3.9%	1,268
Operating profit	616	942	+325	+52.8%	251
Net profit	323	525	+201	+62.2%	74
Operating profit margin (OPM)	11.5%	17.1%	+5.6p	—	5.2%

Note : The business forecast for the first half of FY 03/2013 was revised on August 7, 2012 and October 19, 2012, respectively

* Certainty of cost recognition and the effects of cost saving efforts were postponed until the second half of FY 03/2013

The Financial Results for the Six Months Ended September 30, 2012 as Compared with the Business Forecast for the First Half of FY 03/2013

Trend of sales by service

Point

The results for the first half of FY 03/2013 exceeded the business forecast, driven mainly by the Rental & Real Estate Trade business, the main business line

単位：百万円	[August 7 revised forecast] 1H FY 03/2013 business forecast (Apr to Sept)	1H FY 03/2013 results (Apr to Sept)	Difference in value	Difference in percentage	[Reference] 1H FY 03/2012 results (Apr to Sept)
Sales	5,370	5,500	+129	+2.4%	4,820
Real estate information services	5,309	5,445	+135	+2.6% *	4,776
Rental & Real Estate Trade	2,912	2,969	+56	+2.0%	2,804
New Condominium	719	732	+12	+1.8%	681
New Houses	852	875	+23	+2.7%	639
Custom-built house and refurbishment	383	388	+5	+1.5%	266
Renter's Network	227	231	+3	+1.7%	185
Others <small>Note 2</small>	214	247	+33	+15.6%	197
Local information services business	12	12	+0	+5.3%	14
Others <small>Note 3</small>	48	41	▲6	▲14.2%	29

Note 1: All inter-segment transactions have been offset and eliminated

Note 2: "Others" in Real estate information services comprise "HOME'S Estimation for Relocation," "HOME'S Elderly Care Service" and HOME'S-derived businesses, among others

Note 3: "Others" comprise "MONEYMO," "eQOL Skincare," "Casualty insurance agency business" and "Event Cal" among others.

Note 4: The business forecast for the first half of FY 03/2013 was revised on August 7, 2012 and October 19, 2012, respectively

* All types of the real estate information services achieved sales exceeding the projections

Highlights of the Financial Results for the
Second Quarter of the Year Ending March
31, 2013

Real estate information service

The numbers of affiliated stores and properties posted online continued to grow

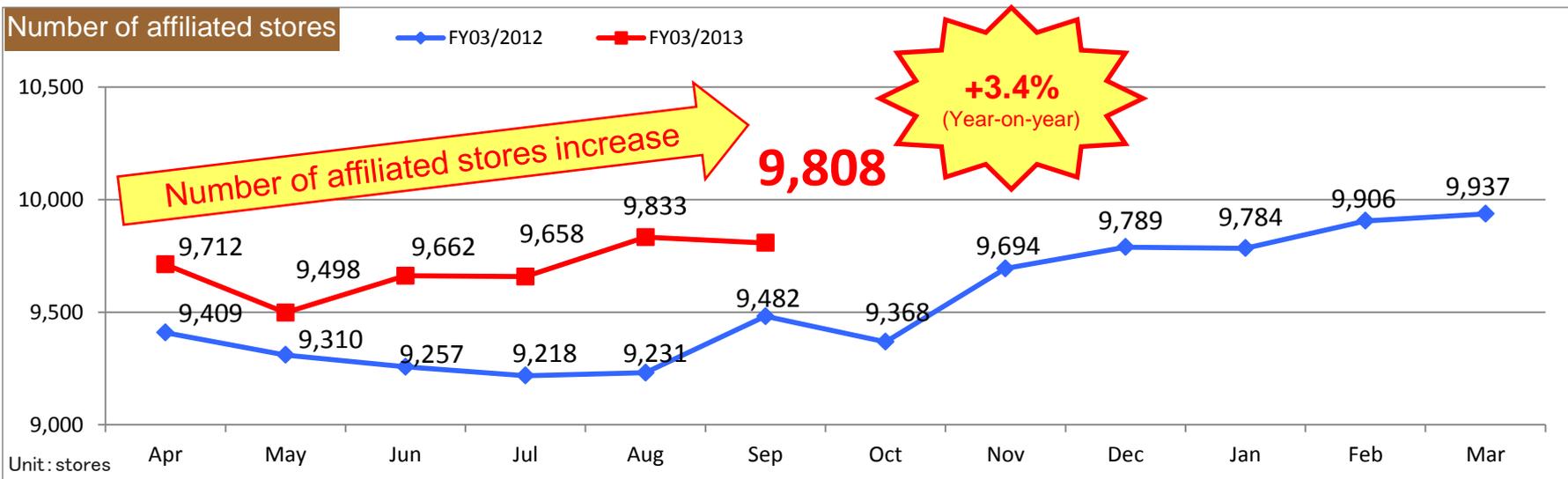
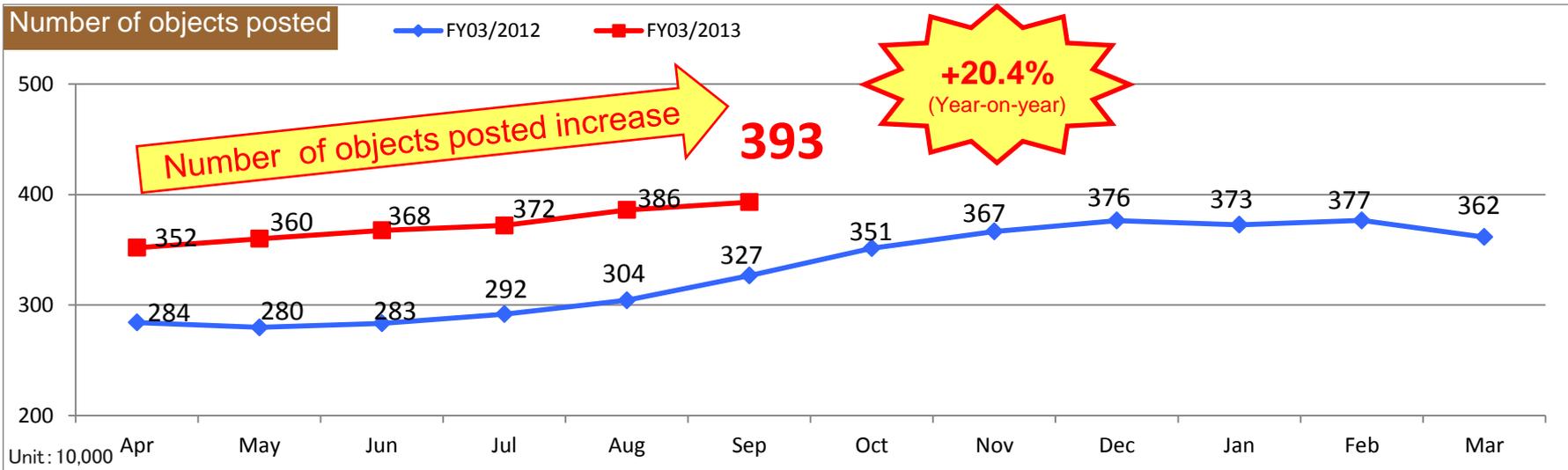
Carried out a large-scale branding promotion initiative across the country

Highlights of the Financial Results for the Second Quarter of the Year Ending March 31, 2013

Domestic highlights

Point

Due to the positive effects of marketing programs (*), the numbers of objects posted online and affiliated stores continued to grow



(* See p. 36 for details)

Point Implemented in the country's major urban areas a large-scale promotion initiative demonstrating the "HOME'S" website's appeal as the top Japanese real estate information site in the number of property listings



Social media



Campaign



Display advertisement



Raise the profile of "HOME'S" and promote its use

TV commercial



Events



FM802

Radio commercial



Point Website visitor count and sales grew year on year, supported by the benefits of the branding promotion initiative

Social media response

Growing public awareness of "HOME'S" as being number one in the number of property listings



I fairly like the "we are No. 1 in the number of property listings" commercial

The "HOME'S" commercial presented by Heisei Nobushi Kobushi is quite comical (giggle)

Seeing the "Ikebukuro, too?!" phrase of the HOME'S commercial, I think "I am actually living there, ha ha ha (▽)"

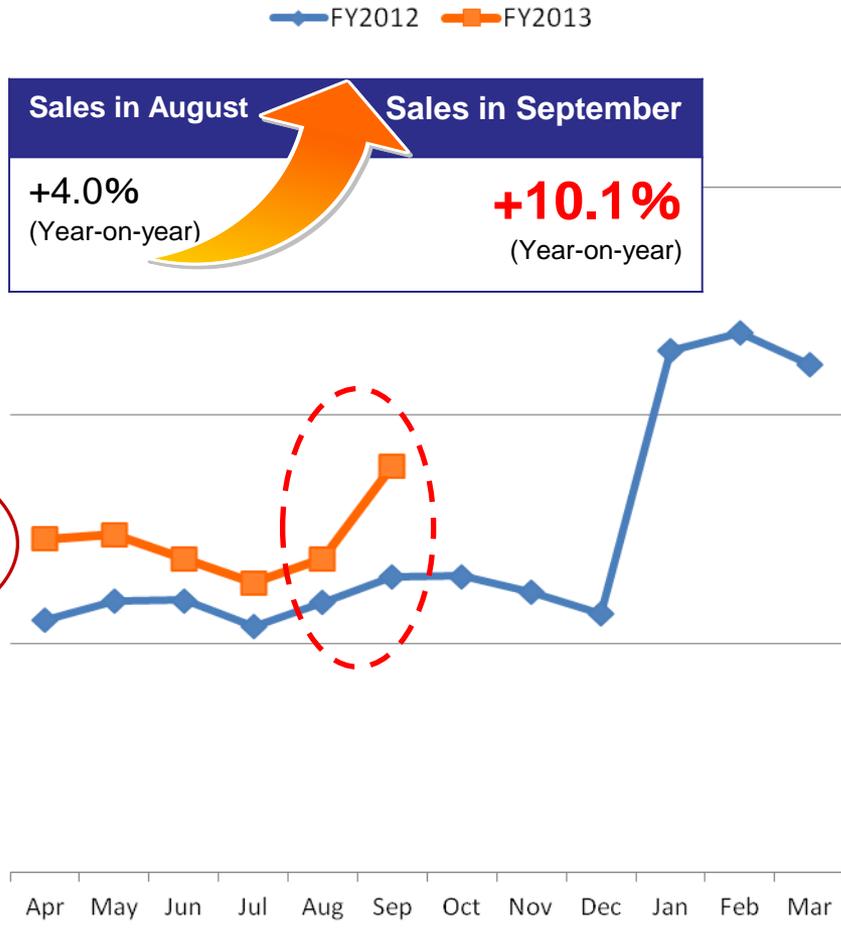
The scene of many floor plans being shown side by side in the HOME'S commercial looks cool

My son is an excellent impersonator of comedian Yoshimura's facial expression (?) shown in the "we are No.1 in the number of property listings" commercial

The "we are No. 1 in the number of property listings" commercial leaves a lasting impression

These days, I find myself responding too much to the name HOME'S shown in this "we are No.1 in the number of property listings" commercial

HOME'S Rental & Real Estate Trade



Progress against the Business Forecast
for the Year Ending March 31, 2013

Progress against the Business Forecast for the Year Ending March 31, 2013

Trend of Operating P/L (simplified version)

Point

Leaving the conservative business forecast unchanged until the portal site renovation's effects become identified

Unit: million yen	FY03/2013 1H (Apr-Sep)	FY03/2013 Annual Forecast (Apr-Mar)	In comparison to annual forecast		[Reference] FY03/2012 Actual (Apr-Mar)
			Difference	In-progress ratio	
Sales	5,500	10,332	▲4,832	53.2%	10,319
Cost of sales	163	354	▲190	46.2%	291
Selling, general & administrative (SG&A) expenses	4,394	9,442	▲5,048	46.5%	9,075
Personnel costs	1,515	3,068	▲1,553	49.4%	3,186
Advertising costs	1,386	3,129	▲1,742	44.3%	2,735
Operating expense	119	344	▲224	34.7%	240
Depreciation/amortization cost	194	474	▲279	41.1%	479
Allowances of uncollectible receivables and performance guarantee	5	18	▲12	30.9%	—
Other selling, general & administrative (AS&A) expenses	1,172	2,408	▲1,235	48.7%	2,433
Operating profit	942	535	+406	176.0%	952
Net profit	525	215	+309	244.0%	465
Operating profit margin (OPM)	17.1%	18.1%	▲1.0p	—	9.2%

⇒ See p. 21 for details

* 1

* 2

* 1 Continue to actively implement a variety of branding promotion initiatives across the country, and seek to expand sales further

* 2 Although the profits for the first half of FY 03/2013 already exceeded the full-year forecasts, the Company will continue to keep the conservative full-year forecasts unchanged until the effects of an SEO decrease-induced potential decline, a decline feared to occur due to our portal site renovation, become identified, without factoring in the sales expansion potential that arises from the branding promotion's effects

Progress against the Business Forecast for the Year Ending March 31, 2013

Trend of sales by service

Point All types of real estate information services performed better than the business forecast

Unit: million yen	FY03/2013 1H (Apr-Sep)	FY03/2013 Annual Forecast (Apr-Mar)	In comparison to annual forecast		[Reference] FY03/2012 Actual (Apr-Mar)
			Difference	In-progress ratio	
Sales	5,500	10,332	▲4,832	53.2% * 1	10,319
Real estate information services	5,445	10,175	▲4,729	53.5% * 2	10,222
Rental & Real Estate Trade	2,969	5,702	▲2,732	52.1%	5,956
New Condominium	732	1,398	▲666	52.4%	1,403
New Houses	875	1,538	▲662	56.9%	1,404
Custom-built house and refurbishment	388	649	▲260	59.9%	596
Renter's Network	231	463	▲231	50.0%	399
Others Note 2	247	422	▲174	63.6%	461
Local information services business	12	49	▲36	26.2%	30
Others Note 3	41	107	▲66	38.6%	67

Note 1: All inter-segment transactions have been offset and eliminated

Note 2: "Others" in Real estate information services comprise "HOME'S Estimation for Relocation," "HOME'S Elderly Care Service" and HOME'S-derived businesses, among others

Note 3: "Others" comprise "MONEYMO," "eQOL Skincare," "Casualty insurance agency business" and "Event Cal" among others

- * 1 Devised the business forecast conservatively without factoring in any portal site renovation-induced sales expansion effect since the portal site renovation is feared to cause SEO to decrease
- * 2 The real estate information services have already achieved operating profit in excess of 50% of the full-year forecast with the Company still awaiting the annual peak season (4Q)

Our FY 03/2013 second half initiatives

Real estate information services

Completed the renovation of the “HOME’S Rental & Real Estate Trade” portal site

Held the “HOME’S EXPO,” strengthening the relationship with our affiliated stores

Worked hard on our large-scale branding promotion initiatives

Overseas business

Indonesia: Launched a portal site for local customers

Thailand: Launched a portal site for Japanese customers living in Thailand

Point

Completed the renovation of the “HOME’S Rental & Real Estate Trade” portal site, renewing its functions for the first time in 10 years



Renovated the “HOME’S Rental & Real Estate Trade” portal site



! Check

Renovated the “HOME’S Rental & Real Estate Trade” portal site

October 1, 2012: Renovation completed for “HOME’S Real Estate Trade”

November 1, 2012: Renovation completed for “HOME’S Rental”

1. Maximize our SEO effect by a site integration
2. Broaden our user reach by enabling all property types-based horizontal search
3. Gain a better brand recognition by a design unification
4. Raise our matching rate by improving site usability

Point

Held the “HOME’S EXPO” this year in Tokyo and Osaka, strengthening the relationship with our affiliated stores

HOME’S会員様限定無料ご招待！ホームズ エキスポ 2012

HOME’S EXPO 2012

集客戦略・ウェブ戦略が この1日でわかる。



大阪開催 11/6

会場：ハービスHALL(大阪市北区梅田 2-5-25 ハービス OSAKA B2階)
アクセス：阪神梅田駅より徒歩約6分 / JR大阪駅より徒歩約7分 / JR東西線北新地駅より徒歩約10分

東京開催 11/20

会場：株式会社ネクスト本社(東京都港区港南 2-3-13 品川フロントビル3階)
アクセス：JR・京急本線品川駅港南口より徒歩約3分

HOME’S EXPO限定
特別講演「組織論・リーダー論」



大阪会場限定
野球評論家
赤星 憲広



東京会場限定
元東京ヤクルトスワローズ監督
古田 敦也



Scene from the previous session

The “E-Mail Marketing Seminar” in Part 3 was rated as satisfactory by approx. 70% of the attending affiliated stores



Check

「HOME’S EXPO 2012」

Time and date:

Tuesday, November 6, 2012, Osaka (opening 12:30 and closing 19:30)
Tuesday, November 20, 2012, Tokyo (opening 12:30 and closing 19:30, according to the plan)

※Attendance for the previous year’s session: 658 guests from HOME’S affiliated stores totaling 400 (Tokyo only)

[Program]

Part 1

• “Leadership: Organizational Theory”

Osaka: Lecture by Norihiro Akahoshi, baseball commentator

Tokyo: Lecture by Atsuya Furuta, former Manager of Tokyo Yakult Swallows

Part 2 (Lecture by Director and Executive Director of NEXT)

- “Report on Development”
- “The 18th Term Promotion Initiative”
- “Site Renovation”
- “HOME’S: Future Outlook and Strategy”

Part 3 (Lecture by external lecturer and NEXT personnel)

- “Utilization of Social Media”
- “Smart Device Utilization Newest Case Examples”
- “E-Mail Marketing Seminar”

Point Plan to implement a major branding promotion initiative greater than that carried out in the first half of FY 03/2013

Part 1 from Sept 15

Part 2 from Nov 3

Part 3 from Jan 2013

1ST PUBLIC TRANSPORT ADVERTISEMENT (PREVIEW)



2ND PUBLIC TRANSPORT ADVERTISEMENT (CAMPAIGN-LINKED)



3RD PUBLIC TRANSPORT ADVERTISEMENT

Planning & production now underway

2ND CAMPAIGN

Planning & production now underway

3RD CAMPAIGN

Planning & production now underway

1ST PORTAL SITE RENOVATION CAMPAIGN



EVENT (HOME'S EXPO)



EVENT (TOKYO BRIDAL FESTA)



START THE AIRING OF TV COMMERCIAL



Point → Aim to promote the greatly-expanded for-fee posting of property information

Thailand

【HOME'S Thailand】

New



From October 1, 2012
Provide rental property information in Japanese for Japanese relocating to Bangkok for business reasons

Existing portal site



Focus point: Promote for-fee information posting

China

Existing portal site



Focus point: Promote for-fee information posting

Indonesia

【RumahRumah】

New



Focus point: Increase the number of properties posted online

From August 30, 2012
Provide all-Indonesia real estate information in Indonesian for local customers living there

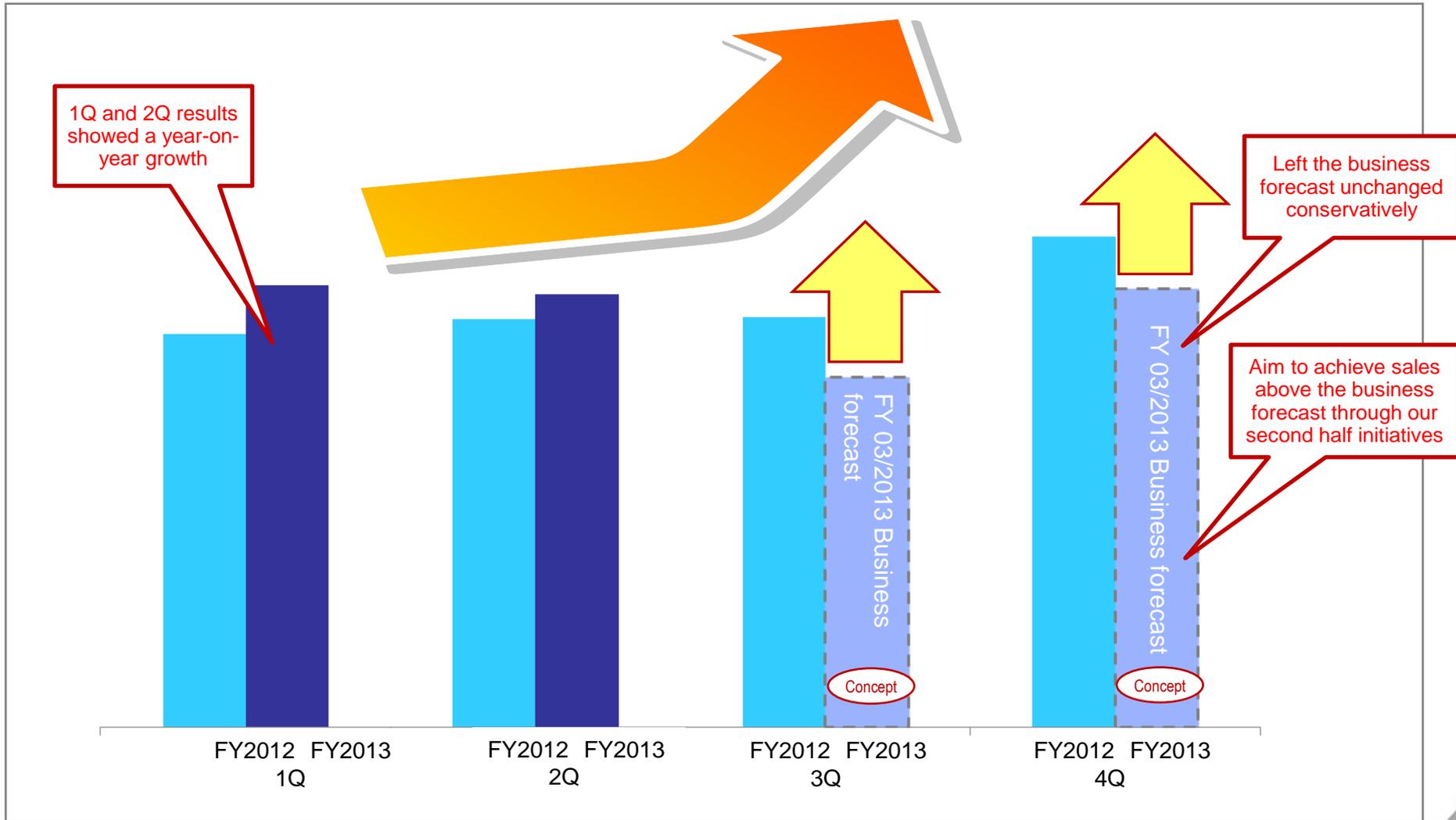
Existing portal site



- Country newly expanded into or newly serviced
- Country previously expanded into

Our FY 03/2013 second half initiatives

Point → Aim to achieve sales above the business forecast through our second half initiatives



Company Credo

A l t r u i s m

Our priority is making people happy.
Everyone in the world: Consumers, Clients,
Coworkers, Family, and so on...

Corporate Philosophy (NEXT Group Vision)

Create a society where everyone can
attain comfort and happiness through
continuing social innovations.



Reference Materials

● Reference Materials	•••PP.30-52
Our Goal in Founding NEXT	•••P.31
NEXT's Service Offerings	•••P.32
"HOME'S" Business Model	•••P.33
Our Top Priority Challenges for the Year Ending March 31, 2013	•••PP.34-37
Renovation of the "HOME'S" portal site	•••PP.38-43
Our Initiatives for the Year Ending March 31, 2013	•••PP.44-46
Additional information	•••PP.47-49
Corporate profile • Shareholder composition	•••PP.51-52
IR Information Contact Details	•••P.53

Eliminate the world's “**negatives**” such as “worry,” “dissatisfaction,” and “inconvenience”



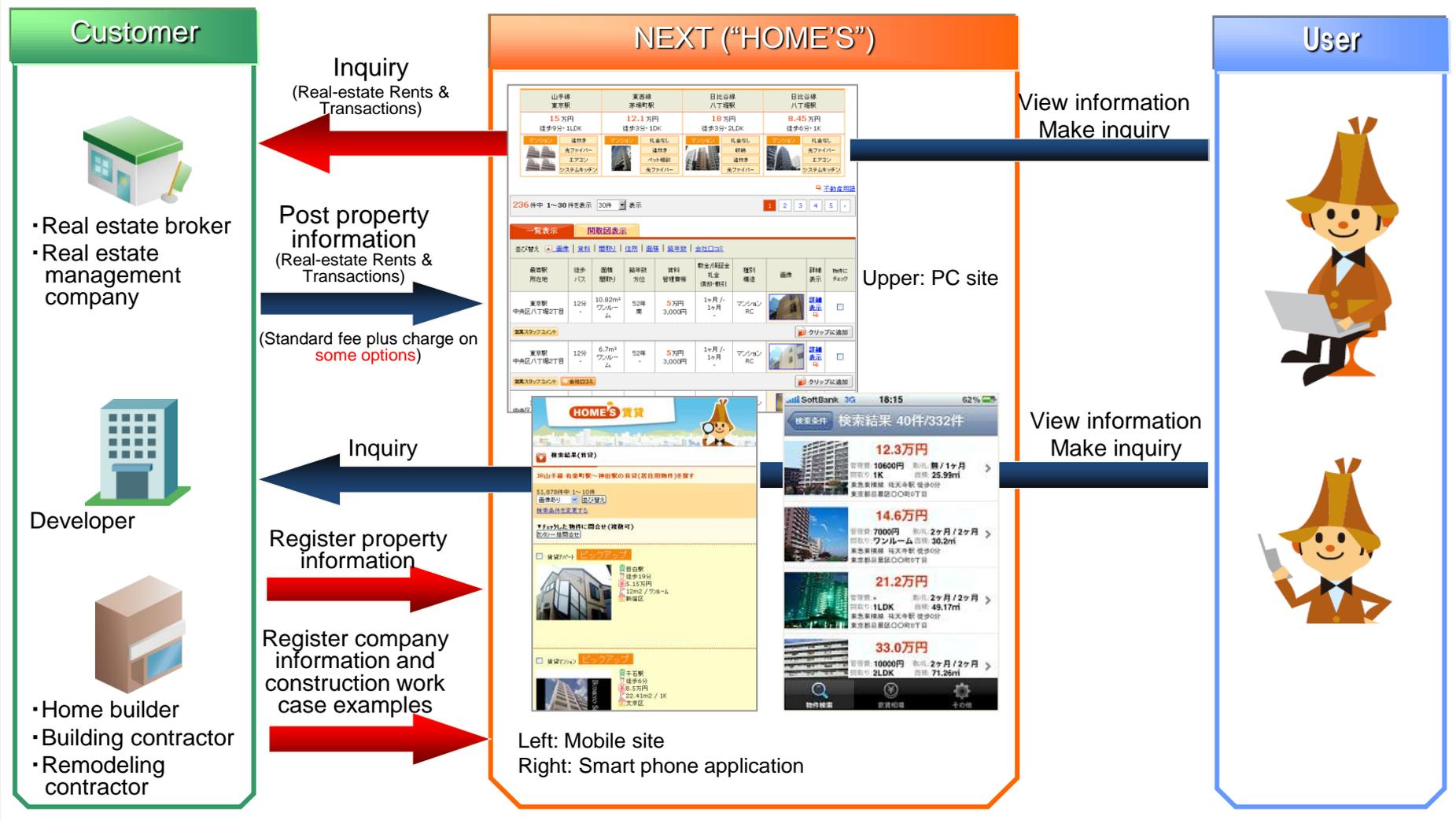
We at NEXT seek to provide all kinds of lifestyle services through the internet to help people in the world lead comfortable lives with peace of mind

NEXT seeks to provide, through the internet, all kinds of lifestyle services related to not only “residential properties” but also “local community” and “medical services” in order to help people in the world lead comfortable lives with a peace of mind anytime anywhere



“HOME’S” Business Model

Point → “HOME’S” business model: Fee structure based on the number of inquiries



 **Check**

Number one
priority

In Japan
Enhance the “HOME’S” website

Number two
priority

Overseas
Put our business on a firm footing in the countries we have
expanded into and consider new target countries

Number three
priority

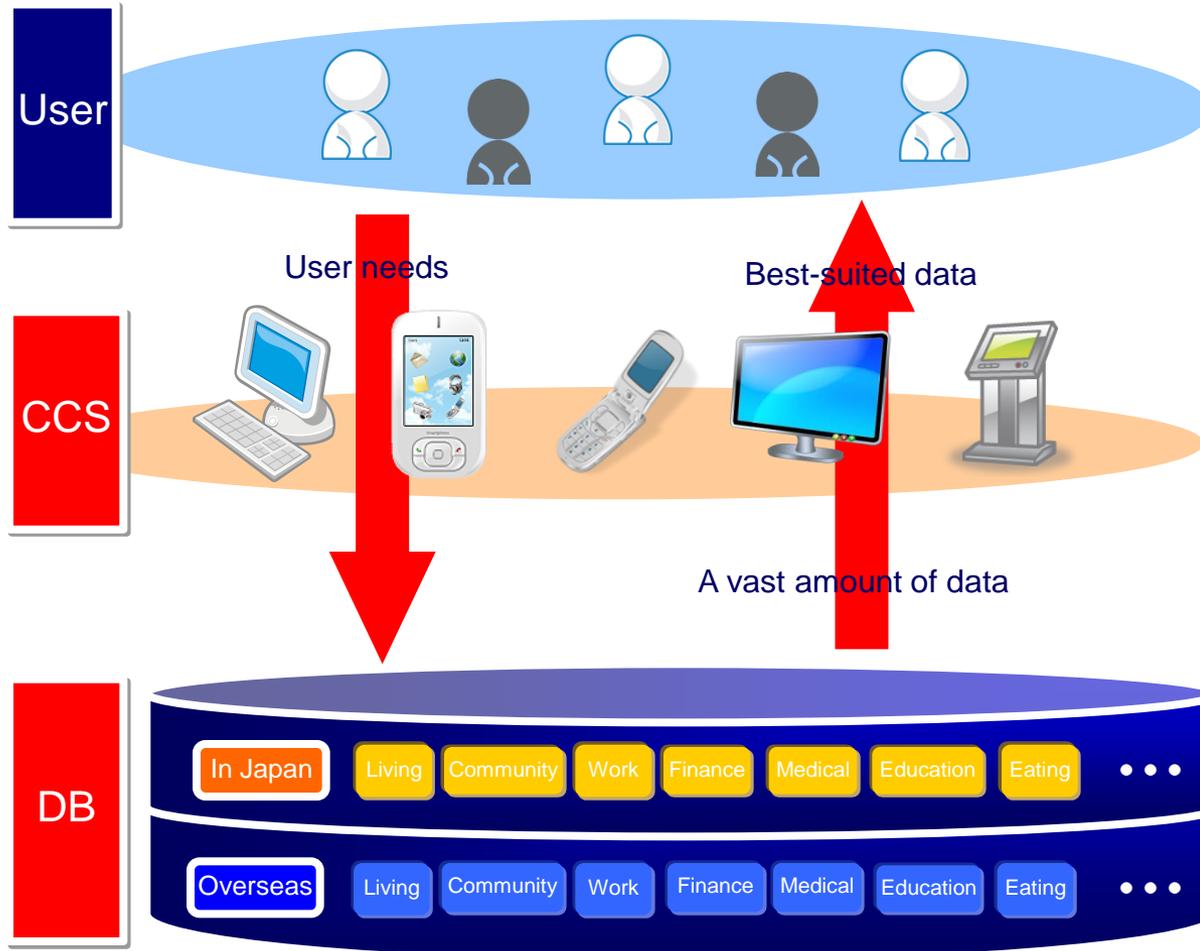
In Japan
Develop our new businesses towards attaining profitability for them

Our Top Priority Challenges for the Year Ending March 31, 2013

The concept of our future business development

Point Next Group's strategy is to aim at becoming a global company with "DB+CCS" (*)

Concept of "DB+CCS"



◆ Communication service

- ✓ Service enabling the user to become acquainted with people and feel rapport with and warmth of such people
- ✓ Service allowing users to help each other

◆ Concierge service

- ✓ Service enabling the service provider to select information best-suited to the person in question and offer proposal to that person
- ✓ Service allowing the service provider to identify latent needs as well and offer recommendation

Provide "DB+CCS" to solve the "non-availability" issue in the world

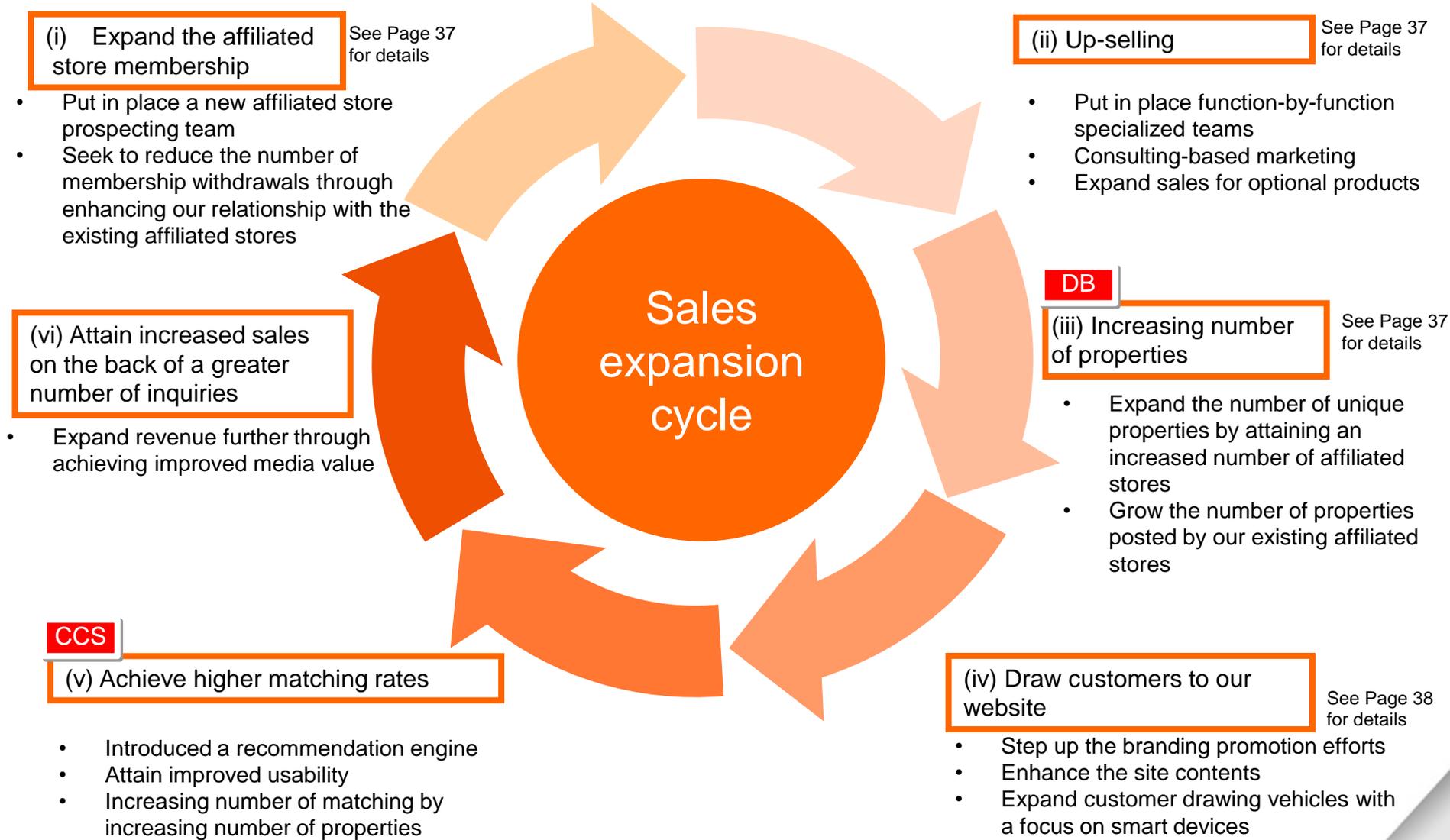
- ✓ Database from which anyone can obtain required information through any device, anytime and anywhere
- ✓ Comprehensive database of direct relevance to people's "life"
- ✓ Database usable in Japan as well as overseas
- ✓ Database free from false information

* "DB+CCS": An abbreviation for "Database" and "Communication & Concierge Service"

Our Top Priority Challenges for the Year Ending March 31, 2013

Business growth scenario for "HOME'S"

Point → Promote a revenue expansion spiral through raising our property comprehensiveness and improving the matching rate

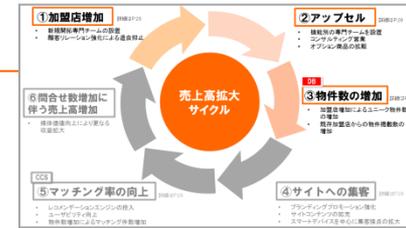


Our Top Priority Challenges for the Year Ending March 31, 2013

In Japan: Enhance the “HOME’S” website

Point

Achieve an increased number of properties efficiently, driven by function-based marketing business units



Target	Business unit	Action points
Prospective affiliated store	New affiliated store prospecting activities by specialized teams	<ul style="list-style-type: none"> • New affiliated store prospecting activities by specialized teams • Acquire new affiliated stores through proxy marketing services
Existing affiliated store	Consulting-based marketing through regular visit services	<ul style="list-style-type: none"> • Consulting-based marketing utilizing market data • Expand sales for optional products
	Consulting-based marketing through telephone call services	<ul style="list-style-type: none"> • Seek to prevent membership withdrawals and a decline in the number of properties by enhancing our relationship with the existing affiliated stores

Promote new enrollment

Up-sell

Curb membership withdrawals

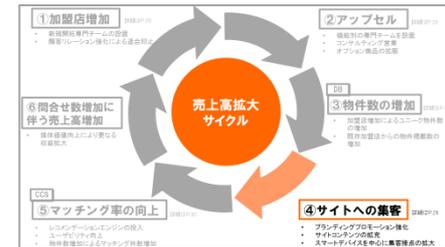
Attain an even greater number of properties

Our Top Priority Challenges for the Year Ending March 31, 2013

In Japan: Enhance the “HOME’S” website

Point

Expanding the advertising budget from 2.7 billion yen to 3.1 billion yen – Stepping up our branding promotion efforts to attain a greater customer drawing capability



Renovation of the “HOME’S” portal site

Point Scheduled to implement renovation of “HOME’S” portal site, starting from autumn 2012 on a timely basis. Aim to expand site user count and the number of inquiries

Launched our site renovation program, starting with the “HOME’S Rental & Real Estate Trade” portal site!



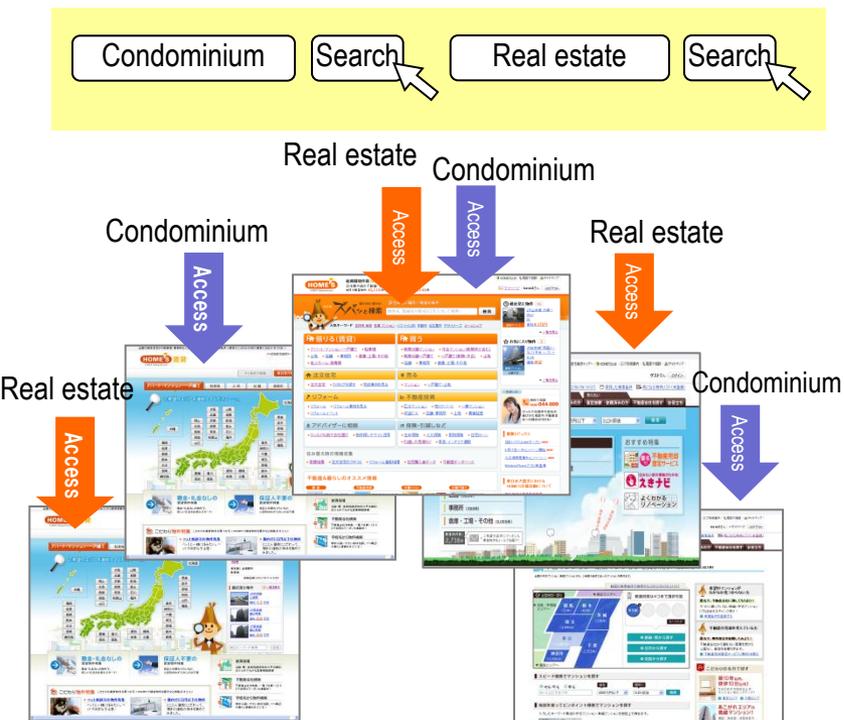
Point

1. Maximize our SEO effect by a site integration
2. Broaden our user reach by enabling all property types-based horizontal search
3. Gain a better brand recognition by a design unification
4. Raise our matching rate by improving site usability

Renovation of the "HOME'S" portal site

Point → Integrate our market segment-based sites and aim to maximize site visitor count by taking efficient SEO measures

"HOME'S" now



SEO effect is dispersed

- Take the measures individually to draw users to our existing sites
- SEO effect is dispersed, resulting in higher customer drawing costs

"HOME'S" after renovation



Provision of landing pages

- Prevent the dispersion of SEO effect by revamping and structuring the landing pages
- Cost saving
- Achieve higher matching rates by making suitable access routes available

Renovation of the “HOME’S” portal site

Point

Enable a horizontal search of all property categories, making it easy for the site visitor to search for residential properties of different property categories

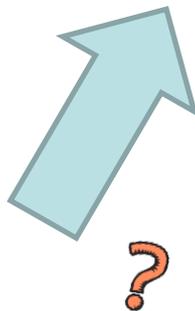
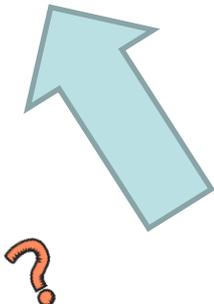
“HOME’S” now



Rental property



Previously-owned property



“HOME’S” after renovation

- Troublesome as the site visitor needs to search for property information by visiting different sites designed for different purposes

- With just a single click, the site visitor can search for information on properties of different categories in one go on one site without needing to visit different sites
- Can secure reach to a wide range of site visitors including market users and those users who are undecided on property category

Renovation of the “HOME’S” portal site

Point Raise the profile of the HOME’S brand on the back of its unified functions and designs

“HOME’S” now



HOME'S rental

HOME'S real estate trade

“HOME’S” after renovation



HOME'S comprehensive top page

HOME'S rental

➤ Difficult to know the individual sites are components of the “HOME’S” portal site at a glance due to the lack of a sense of unity as different designs are used by such individual sites, respectively

➤ Leave a lasting impression of the HOME’S website, supported by a unified brand perception and brand color, and facilitate consistent brand promotion and repeater acquisition

Renovation of the “HOME’S” portal site

Point

Display a set of information on a same property and building on a single page, seeking to enhance usability

“HOME’S” now

物件に チェック	画像	▲賃料 管理費等	敷金/保証金 礼金 (償却・数別)	最寄駅 所在地	徒歩 バス	面積 構造 所在階	築年数 方位	種別 構造	お気に入り
<input type="checkbox"/>		3.2万円 2,000円	1ヶ月 / 無料	京急東横線 新横浜 駅 品川区南品川6丁目 目黒区立	3分	10m ² ワンルーム 2階	40年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.3万円 2,000円	1ヶ月 / 1ヶ月	京急東横線 中延 駅 品川区豊町6丁目 目黒区立	4分	16.5m ² ワンルーム 2階	38年	アパート 木造	追加
<input type="checkbox"/>		3.5万円 2,000円	1ヶ月 / 1ヶ月	JR京浜東北線 横浜 線 大井町駅 品川区南品川6工 品川区東大井3丁	5分	13m ² ワンルーム 2階	53年	アパート 木造	追加
<input type="checkbox"/>		3.5万円 2,000円	1ヶ月 / 1ヶ月	JR京浜東北線 横浜 線 大井町駅 品川区東大井3丁	5分	12.42m ² ワンルーム 2階	43年	アパート 木造	追加

“HOME’S” after renovation

The screenshot shows the HOME'S portal interface. At the top, there are navigation links and user information. The main content area displays search results for properties in the area of 港区 港南. A red box highlights a section where multiple listings for the same property are displayed together, with a callout saying "Display a set of information in a single section".

- Property information listings for properties thought to be identical to each other and contained in a same building are displayed side by side

- Property information listings for properties thought to be identical to each other are displayed in a single section
- Listings of different properties contained in a same building are also displayed in a single section

Major Marketing Promotion Accompanying the “HOME’S” Portal Site Renovation

Point

Step up our branding promotion initiative, and aim to achieve synergy with the “HOME’S” portal site renovation



Social media



Train advertising

Raise the profile of “HOME’S” and promote its use

Radio advertising

Campaign

Event

TV commercial



Our Initiatives for the Year Ending March 31, 2013

Overseas business development

Point Aim to provide multi-language-search-based comprehensible information site services offering integrated Asian real estate information

Overseas strategy concept:

Start with the provision of real estate information service with a focus on Asia

Background:

Asia offers the potential of rapid economic growth and substantial growth for the internet
Many Asian areas have under-developed real estate information infrastructure (a situation akin to that for Japan a decade ago)



In April 2011, the "HOME'S" website became the first site in Japan to offer English and Chinese language services

Asian
region
information
site

! Check

Priority points for our overseas strategy

Property comprehensiveness:

A website offering high levels of property comprehensiveness as is done by our website in Japan

Provide a wealth of integrated information covering all the segments, i.e. newly-built, previously-owned, rental and resort properties

Borderless:

Integrate real estate information into one single database, and make available a common information platform that allows the user to search Asian real estate information from any location in the world

Multi-language-based concierge services:

Make available a platform allowing the user to search, for example, Thai property information in English, Japanese and Chinese

Intend to also provide concierge services enabling the user to place an inquiry in different languages, in addition to the information search services

Our Initiatives for the Year Ending March 31, 2013

Pursue overseas businesses



Strive to run our businesses stably in countries we have already expanded into and to continue considering new target countries

Current statuses and targets for countries NEXT has already expanded into

Countries NEXT has expanded into	Equity holding ratio	Service launch	Current number of properties	Targeted number of properties for March 31, 2013
Thailand	99.9%	Jan. 2012	3,338	—
China	90.2%	Apr. 2012	1.4 million	2.25 million
Indonesia	50.0%	Sep. 2012	—	—
Taiwan	12.2%	Equity participation in a local portal site		

Internet penetration and GDP growth rates in Asian countries

Country (territory)	Internet users (million)	Internet penetration rate	GDP growth rate (past 3-year avg.)
	2011	2011	2009-2011
China	513	38.40%	9.6%
India	121	10.20%	7.9%
Japan	101	80.00%	▲0.6%
Indonesia	55	22.40%	5.7%
South Korea	40	82.70%	3.4%
Vietnam	30	33.70%	6.0%
The Philippines	29	29.20%	4.1%
Thailand	18	27.40%	1.9%
Malaysia	17	61.70%	3.5%
Taiwan	16	70.00%	4.3%
Hong Kong	4	68.70%	3.1%
Singapore	3	77.20%	6.2%



Thai version of "HOME'S"



China version of "HOME'S"



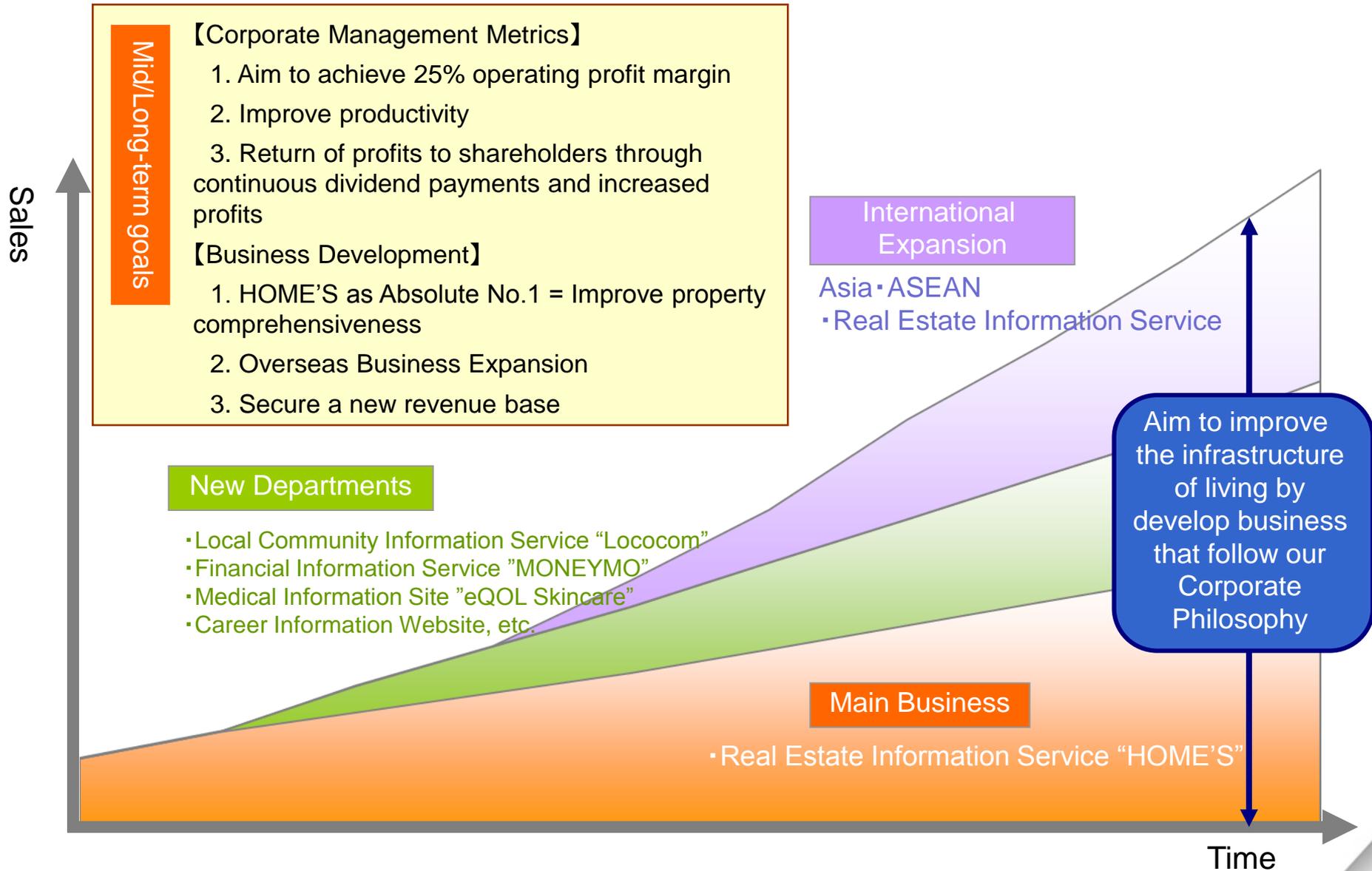
Local portal site in Taiwan (Rakuya.com)

Source :Internet World Stats, JETRO

Country name in red: The countries NEXT has already expanded into

Our Initiatives for the Year Ending March 31, 2013

The concept of our future business development



サービス別の売上高比較

	Previous year FY03/2012 2Q(Apr-Sep)		Current year FY03/2013 2Q(Apr-Sep)		Comparison	
	Amount	Ratio	Amount	Ratio	Change	Percentage change
Sales	4,820	100.0%	5,500	100.0%	+ 680	+ 14.1%
Real estate information services	4,776	99.1%	5,445	99.0%	+ 669	+ 14.0%
Real Estate Rents & Transactions	2,804	58.2%	2,969	54.0%	+ 165	+ 5.9%
New condominium	681	14.1%	732	13.3%	+ 50	+ 7.4%
New detached house	639	13.3%	875	15.9%	+ 235	+ 36.8%
Custom-built house and refurbishment	266	5.5%	388	7.1%	+ 122	+ 45.7%
Renter's Co., Ltd.	185	3.9%	231	4.2%	+ 46	+ 24.8%
Others	197	4.1%	247	4.5%	+ 49	+ 25.1%
Local information services	14	0.3%	12	0.2%	△1	△8.5%
Others	29	0.6%	41	0.8%	+ 11	+ 39.6%
Cost of sales	128	2.7%	163	3.0%	+ 34	+ 27.2%
Selling, general & administrative (SG&A) expenses	4,440	92.1%	4,394	79.9%	△45	△1.0%
Personnel costs	1,653	34.3%	1,515	27.5%	△138	△8.4%
Advertising costs	1,154	24.0%	1,386	25.2%	+ 231	+ 20.1%
Operating expense	104	2.2%	119	2.2%	+ 15	+ 14.7%
Depreciation/amortization cost	243	5.1%	194	3.5%	△49	△20.1%
Allowances of uncollectible receivables and performance guarantee	15	0.3%	5	0.1%	△9	△63.2%
Other selling, general & administrative (AS&A) expenses	1,268	26.3%	1,172	21.3%	△95	△7.5%
Operating profit	251	5.2%	942	17.1%	+ 690	+ 274.6%
Net profit	74	1.5%	525	9.5%	+ 450	+ 604.3%

「HOME'S賃貸・不動産売買」の地域別物件数と加盟店数

Unit : properties	FY03/2011	FY03/2012	Comparison	
	2Q(Apr-Sep)	2Q(Apr-Sep)	Change	Percentage change
Number of Properties Pos	3,253,239	3,724,940	+ 471,701	14.5%
Hokkaido & Tohoku	169,501	147,553	△21,948	-12.9%
North Kanto	100,437	133,143	+ 32,706	32.6%
Capital Region	1,378,973	1,631,861	+ 252,888	18.3%
Hokuriku & Koshinet	66,639	70,724	+ 4,085	6.1%
Tokai	303,786	325,665	+ 21,879	7.2%
Kinki	879,335	961,867	+ 82,532	9.4%
Chugoku	108,195	169,468	+ 61,273	56.6%
Shikoku	62,777	69,472	+ 6,695	10.7%
Kyushu & Okinawa	183,596	215,187	+ 31,591	17.2%

Unit : stores	FY03/2011	FY03/2012	Comparison	
	2Q(Apr-Sep)	2Q(Apr-Sep)	Change	Percentage change
Number of Affiliated Store	9,426	9,808	+ 382	+ 4.1%
Hokkaido & Tohoku	234	233	△1	△0.4%
North Kanto	236	227	△9	△3.8%
Capital Region	6,319	6,440	+ 121	+ 1.9%
Hokuriku & Koshinet	152	177	+ 25	+ 16.4%
Tokai	334	377	+ 43	+ 12.9%
Kinki	1,726	1,876	+ 150	+ 8.7%
Chugoku	106	150	+ 44	+ 41.5%
Shikoku	97	92	△5	△5.2%
Kyushu & Okinawa	222	236	+ 14	+ 6.3%

	(Unit : yen)			
Price of Affiliated Stores	FY03/2011	FY03/2012	Change	Percentage change
	50,573	53,815	3,242	+ 6.4%

Quarterly consolidated statements of income

	FY03/2011				FY03/2012				FY03/2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Sales	2,899	2,613	2,584	2,640	2,357	2,462	2,486	3,012	2,737	2,763
Real estate information	2,612	2,603	2,568	2,623	2,337	2,438	2,462	2,983	2,709	2,736
Real Estate Rents & New condominium	1,843	1,808	1,750	1,693	1,398	1,405	1,415	1,737	1,477	1,491
New detached house	258	267	279	326	320	361	330	390	367	364
m-built house and refurbis	220	231	256	286	304	335	364	400	428	447
Renter's Co., Ltd.	123	120	119	138	129	137	149	179	193	195
Others	86	78	79	87	89	95	102	110	113	118
Local information services	80	97	82	91	94	103	99	163	128	119
Guarantor operating busin	8	7	9	9	5	9	9	7	6	6
Others	268	—	—	—	—	—	—	—	—	—
Cost of sales	9	2	7	6	14	14	14	22	21	20
Selling, general & administrat	46	49	59	73	58	70	68	94	81	82
Personnel costs	2,162	1,923	2,076	2,597	2,305	2,134	2,083	2,552	2,134	2,260
Advertising costs	943	838	867	857	911	742	686	845	770	744
Operating expense	454	525	517	963	567	587	619	961	629	756
Depreciation/amortization	107	80	71	53	50	53	68	68	55	63
Allowances of uncollectibl	81	77	83	123	119	124	117	118	96	98
Other selling, general & a	56	10	3	10	2	13	1	△17	2	2
Operating profit	690	641	448	△30	△5	257	334	366	521	420
Net profit	296	603	253	△45	△11	85	178	212	298	228
Operating profit margin	23.8%	24.5%	17.3%	△1.1%	△0.3%	10.5%	13.5%	12.2%	19.1%	15.2%

Quarterly consolidated sales and operating profit and loss per segment

	FY03/2011				FY03/2012				FY03/2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Sales	2,899	2,613	2,584	2,640	2,357	2,462	2,486	3,012	2,737	2,763
Real estate information	2,612	2,603	2,568	2,623	2,337	2,438	2,462	2,983	2,709	2,736
Local information services	8	7	9	9	5	9	9	7	6	6
Guarantor operating busin	268	—	—	—	—	—	—	—	—	—
Others	9	2	7	6	14	14	14	22	21	20
Operating profit	690	641	448	△30	△5	257	334	366	521	420
Real estate information	769	720	566	117	307	583	508	514	626	513
Local information services	△91	△70	△70	△83	△215	△214	△142	△60	△43	△39
Guarantor operating busin	20	—	—	—	—	—	—	—	—	—
Others	△8	△8	△47	△63	△97	△111	△30	△87	△61	△53
Operating profit margin	23.8%	24.5%	17.3%	△1.1%	△0.3%	10.5%	13.5%	12.2%	19.1%	15.2%
Real estate information	29.5%	27.7%	22.1%	4.5%	13.1%	23.9%	20.6%	17.2%	23.1%	18.8%
Local information services	—	—	—	—	—	—	—	—	—	—
Guarantor operating busin	7.7%	—	—	—	—	—	—	—	—	—
Others	—	—	—	—	—	—	—	—	—	—

Quarterly statements of income

	FY03/2011				FY03/2012				FY03/2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Sales	2,411	2,535	2,505	2,553	2,267	2,366	2,383	2,902	2,623	2,644
Real estate information	2,402	2,524	2,488	2,536	2,247	2,342	2,359	2,872	2,595	2,617
Real Estate Rents & New condominium	1,843	1,808	1,750	1,693	1,398	1,405	1,415	1,737	1,477	1,491
New detached house	258	267	279	326	320	361	330	390	367	364
m-built house and refurbis	220	231	256	286	304	335	364	400	428	447
Others	—	120	119	45	—	—	—	179	193	—
Local information services	80	97	82	91	224	240	249	163	128	314
Guarantor operating busin	9	7	9	9	5	9	9	7	6	6
Others	0	2	7	6	14	14	14	22	21	20
Cost of sales	34	40	51	63	49	61	59	83	70	73
Selling, general & administrat	1,765	1,870	2,021	2,537	2,245	2,073	2,023	2,490	2,066	2,194
Personnel costs	772	807	834	823	873	703	650	808	729	703
Advertising costs	423	525	517	962	567	587	619	961	629	755
Operating expense	52	77	69	51	48	51	63	64	51	60
Depreciation/amortization	69	72	76	116	114	119	111	112	92	93
Allowances of uncollectibl	0	9	3	10	2	12	1	△16	2	2
Other selling, general & a	447	377	518	573	640	600	576	559	560	578
Operating profit	611	624	433	△47	△27	231	300	329	487	375
Net profit	307	8	245	△54	△21	73	165	198	291	210
Operating profit margin	25.4%	24.6%	17.3%	△1.9%	△1.2%	9.8%	12.6%	11.3%	18.6%	14.2%

【Number of Apartments for Sales(annual)】

Source:Real Estate Economic institute Co.LTD

	2006	2007	2008	2009	2010	2011	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12
Capital Region	74,463	61,021	43,733	36,376	44,535	44,499	1,819	3,918	3,462	4,211	3,329	4,007	4,033	2,704	3,366
year-on-year	△11.5%	△18.1%	△28.3%	△16.8%	+22.4%	△0.1%	+32.6%	+13.0%	△6.1%	+81.7%	△14.9%	+16.4%	△1.0%	+17.3%	△9.3%
Kinki	30,146	30,219	22,744	19,784	21,716	20,219	1,007	1,394	2,316	1,461	2,060	2,096	2,599	1,276	1,981
year-on-year	△8.8%	+0.2%	△24.7%	△13.0%	+9.8%	△6.9%	△22.6%	△7.1%	+34.7%	+30.9%	+15.7%	+11.0%	+66.6%	△0.5%	+1.2%
Other	51,257	42,430	31,560	23,435	18,450	21,864									
year-on-year	+2.0%	△17.2%	△25.6%	△25.7%	△21.3%	+18.5%									
Nationwide	155,866	133,670	98,037	79,595	84,701	86,582									
year-on-year	△6.9%	△14.2%	△26.7%	△18.8%	+6.4%	+2.2%									

【Trend of Price for Apartments(annual)】

Source:Real Estate Economic institute Co.LTD e:Real Estate Economic institute Co.LTD e:Real Estate Economic institute Co.LTD

unit:ten thousand yen	2006	2007	2008	2009	2010	2011	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12
Capital Region	4,200	4,644	4,775	4,535	4,716	4,578	4,309	4,475	4,668	4,414	4,696	4,480	4,666	4,774	4,120
year-on-year	+2.2%	+10.6%	+2.8%	△5.0%	△4.0%	△2.9%	+1.7%	△5.1%	△0.1%	△5.3%	△0.5%	△0.6%	+2.4%	△6.7%	△3.4%
Kinki	3,380	3,478	3,513	3,411	3,452	3,490	3,279	3,232	3,749	3,251	3,441	3,598	3,576	3,486	3,486
year-on-year	+6.8%	+2.9%	+1.0%	△2.9%	+1.2%	+1.1%	△5.9%	△7.8%	+11.0%	△11.5%	△1.6%	+5.2%	△0.2%	+16.9%	+10.7%
Nationwide	3,560	3,813	3,901	3,802	4,022	3,896									
year-on-year	+2.0%	+7.1%	+2.3%	△2.5%	+5.8%	△3.1%									

【New build properties(annual)】

Source:Ministry of Land, Infrastructure, Transport and Tourism ind, Infrastructure, Transport and Tourism ind, Infrastructure, Transport and Tourism

	2006	2007	2008	2009	2010	2011	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12
House for rent	543,463	441,733	464,851	321,470	298,014	285,832	24,256	22,798	23,468	25,823	23,853	26,976	25,982	27,616	26,253
year-on-year	+7.8%	△18.7%	+5.2%	△30.8%	△7.3%	△4.1%	+1.1%	+9.4%	+7.8%	+16.5%	+15.3%	+3.3%	△14.7%	△2.7%	+35.4%
Apartment house	238,614	168,918	182,555	76,678	90,597	116,755	10,167	11,254	10,441	13,734	9,688	7,036	9,920	10,311	9,219
year-on-year	+4.0%	△29.2%	+8.1%	△58.0%	+18.2%	+28.9%	△2.6%	+19.5%	+20.4%	+27.0%	△3.2%	△20.2%	+1.4%	△3.6%	+1.8%
House	138,261	124,238	115,785	91,254	110,358	116,798	9,594	9,967	9,703	9,147	9,881	10,647	10,428	10,768	10,135
year-on-year	+0.3%	△10.1%	△6.8%	△21.2%	+20.9%	+5.8%	+2.3%	+6.2%	+4.1%	△2.8%	+12.3%	+4.4%	+0.5%	△2.0%	+7.9%
Owned properties	358,519	314,865	318,511	284,631	305,221	305,626	21,687	22,462	22,335	24,137	25,468	26,971	28,338	28,208	28,125
year-on-year	+1.5%	△1.2%	+1.2%	△10.6%	+7.2%	+13.3%	△2.7%	+0.2%	△2.3%	+2.5%	+8.2%	+0.1%	△12.5%	△9.1%	+12.6%

【Internal migrants(annual)】

Source:Ministry of Internal Affairs and Communications try of Internal Affairs and Communications try of Internal Affairs and Communications

	2006	2007	2008	2009	2010	2011	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12
Internal migrants	5,564,346	5,498,941	5,356,935	5,300,025	5,084,579	5,044,239	295,525	337,747	842,438	763,192	389,779	314,071	363,979	368,220	301,488
year-on-year	△0.7%	△1.2%	△2.6%	△1.1%	△4.1%	△0.8%	+0.0%	+4.6%	△1.3%	+4.4%	△4.5%	△8.5%	+4.3%	△6.2%	△9.2%

Corporate profile

Company name	NEXT Co., Ltd (TSE 1 st Section: 2120)
Representative	President and CEO Takashi Inoue
Established	March 12, 1997 (Accounting year end: March)
Paid-in capital	1,993 million yen, Number of shares outstanding: 18,781,200 shares (Number of the Treasury Shares: 12,030)
Consolidated number of employees	541 (including contingent employees totaling 26) A decrease of 13 from March 31, 2012
Business contents	Real estate information service Local information service Others
Number of shareholders	2,908 (as of September 30, 2012) A decrease of 472 from March 31, 2012
Major shareholders	Directors of NEXT Co., Ltd., Rakuten, Inc. (NEXT Co., Ltd. is an equity method affiliate of Rakuten, Inc.)
Headquarters address (relocated in January 2011)	Shinagawa Front Building (general reception 3 rd floor), 2-3-13, Konan, Minato-ku, Tokyo
Consolidated subsidiaries (equity interest ratio) *as of November ,2012	Renter's Co.(100%) HOME'S PROPERTY MEDIA(THAILAND)CO.,LTD. (99.9%) PT. Rumah Media(50.0%) Next Property Media Holdings Limited(90.2%)

As of September 30, 2012

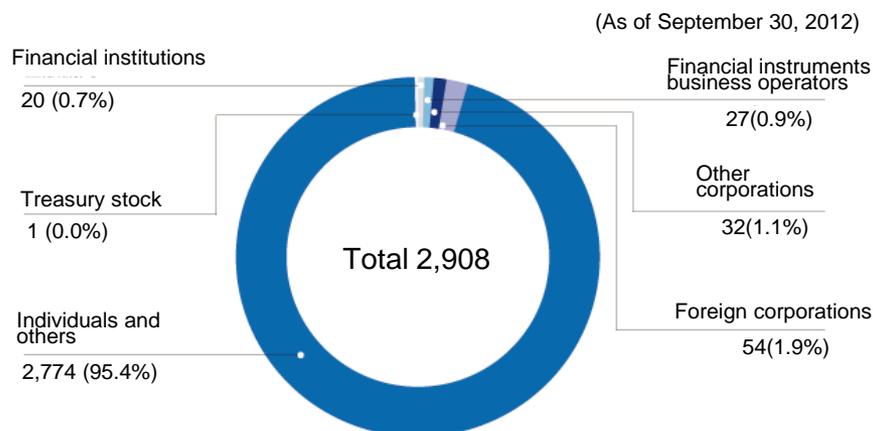
Shareholder composition

Point Decrease of 472 shareholders from March 31, 2012 to 2,908 shareholders

Number of shareholders 2,908(As of September 30, 2012), Decrease of 472 from March 31, 2012

Major shareholders Directors of NEXT Co., Ltd.
Rakuten Inc. (NEXT Co., Ltd. is an equity method affiliate of Rakuten, Inc.)

:: Composition of shareholders



:: Number of shares

Item	Status of shares								Status of less-than one unit shares
	Japanese government and municipal governments	Financial institutions	Financial instruments business operators	Other corporations	Foreign corporations	Individuals and others	Treasury stock	Total	
Number of shares held	0	1,442,900	161,626	4,413,900	2,939,882	9,810,862	12,030	18,781,200	240
Shareholdings percentage of the total	0.0	7.7	0.9	23.5	15.7	52.2	0.1	100.0	0.0

:: Large Shareholders

Name	Number of shares held	Ratio of shares held to total number of issued shares (%)
Takashi Inoue	7,023,500	37.4
Rakuten Inc.	3,000,000	16.0
J.P. MORGAN CLEARING CORP-SEC	1,189,800	6.3
Tapug Corporation	915,800	4.9
The Master Trust Bank of Japan ,Ltd. (Trust Account)	453,000	2.4
Japan Trustee Services Bank, Ltd. (Trust Account)	340,200	1.8
Just Co., Ltd.	263,500	1.4
NEXT Co., Ltd. Employee Shareholding Association	216,000	1.2
Baillie Gifford Japan Trust PLC	207,800	1.1
RBC IST LONDON-CLIENTS ACCOUNT	169,100	0.9
Total	13,778,700	73.3

IR Information Contact Details

NEXT Co., Ltd.
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- Business Description
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About NEXT

Message from the CEO
See a message from our CEO, Takashi Inoue.

Management Principles
Find out what values are important to our company.

Corporate Data
Find basic information about NEXT here.

Business Description
Read a brief description about the various online services that we provide.

History of NEXT
Read about our history, beginning with NEXT's establishment in 1997.

Leadership
See an introduction of our executive board members.

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<http://www.next-group.jp/en/index.html> (English)

NEXT Co., Ltd.
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お問い合わせ サイトマップ 検索

文字サイズ 小 中 大

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ホーム > 投資家向け情報 > IRニュース配信登録

IRニュース配信登録

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