



Report to whom it may concern

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New Year Greeting from NEXT

Takashi Inoue
President and CEO

Happy New Year.

In 2015, we were able to surpass many of our past records on HOME'S, our domestic real estate/housing information listing site, such as; the number of properties listed, and the number of affiliated stores. We are incredibly thankful for all of our customers and clients who helped make these numbers a reality.

Our next strategy is based on the following 3 pillars:

- 1) ReTech – Revolutionizing the Real-Estate Market
- 2) Rejuvenating Japan's Economy through "Sharing Economy"
- 3) Constructing a Global Platform

The first goal - Revolutionizing the Real-Estate Market - has been our goal since the company was founded. Last October, we were finally able to launch the "HOME'S Price Map", allowing us to take a big step towards making the real estate pricing system transparent to all. This service provides information that was previously only held by real estate agents and related businesses. We aim to provide information that allows anyone and everyone to make an informed decision, without any doubt or worry. In order to do so, we will work to provide not only past prices and reference pricings of real estate, but also the quality of the property, which is often very hard to see at first glance. We will continue improving this service so that we can provide the best service to the people that need it.

Society's appeal for a change in the real-estate market through technology - "ReTech" - has been increasing. For example, in the past, the Ministry of Land, Infrastructure, Transport and Tourism required the "Explanation of Important Matters" to be done face-to-face. However, they have begun a trial run of allowing the explanations to be done online. We will lead this wave of change, using the knowledge and technical capabilities we have developed over the years, to create a market that is transparent and fair.

On the other hand, we can see many problems when looking at Japan's economy as a whole. The population decrease is leading to several issues. For example; an overall decrease in the economy, a hollowing out of the countryside, and an increase in empty properties. These issues cannot be overcome using previous methods or old ideas. We must use bold ideas and action to create a new market. One such method is "Sharing Economy." NEXT will play a role in several ways: with our extensive real estate database and the network of related personnel as a foundation, we will assist in finding a use for empty properties. We will also help establish a system for the countryside to re-construct itself by utilizing its own resources.

■ Contact details for inquiries relating to this matter

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In addition to revitalizing the domestic economy, we believe that the seamless use of assets and finances internationally will become more and more important. To make this a reality, we aim to create a global platform. In November, 2014, we acquired Trovit Search, S.L., which runs one of the world's greatest aggregation sites. Since then, the number of countries we provide our services in has reached 46. We plan to not only increase the number of countries we operate in, but also the number of languages in which we provide our services. We will continue to work to develop a system that allows everyone all over the world to be able to choose a home or purchase real estate regardless of nationality or language. We aim to become a presence that improves the day-to-day lives of people all over the world.

Thank you again for your support in 2015. We look forward to continue providing you our services in 2016.

■ About NEXT Co., Ltd. (TOKYO : 2120, URL : <http://www.next-group.jp/>)
NEXT Co., Ltd. was established in 1997 with the mission to "change the real estate industry."
HOME'S, our core service, is a real estate and housing information site that features the largest number of property listings in Japan.*

We now provide services in 46 countries around the world, including services newly introduced by HOME'S in Asian markets and services provided by Trovit, the world's largest aggregation site.

In addition, under the Lifull service brand launched in 2014, we offer a wide range of services that address all aspects of life to help people lead lives in their own distinctive ways.

Under the "Designing Delightful Encounters" corporate vision, we will continue to provide information optimized for each user—part of our commitment to serving a reliable and conscientious role in each user's life to create a world in which all are empowered to move forward with confidence.

* According to a study by Research and Development, Inc. (published March 16, 2015)