



# Financial Results for the Third Quarter of the Fiscal Year Ending June 2025

Arent Inc. (Tokyo Stock Exchange Growth Market: 5254)  
May 14, 2025

Originally disclosed in Japanese on 14 May 2025

This document is an English translation of the Japanese original and is provided for  
reference only. In case of any discrepancy, the Japanese original shall prevail.



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# 1 Performance Highlights

Performance Results for the Third Quarter of the Fiscal Year Ending June 2025

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3 Business Model

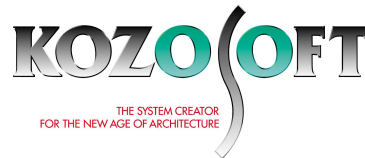
DX Business

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## Announcement of the Acquisition of All Shares of KozoSoft Co.,LTD (Full Ownership as a Subsidiary) by Arent Inc.



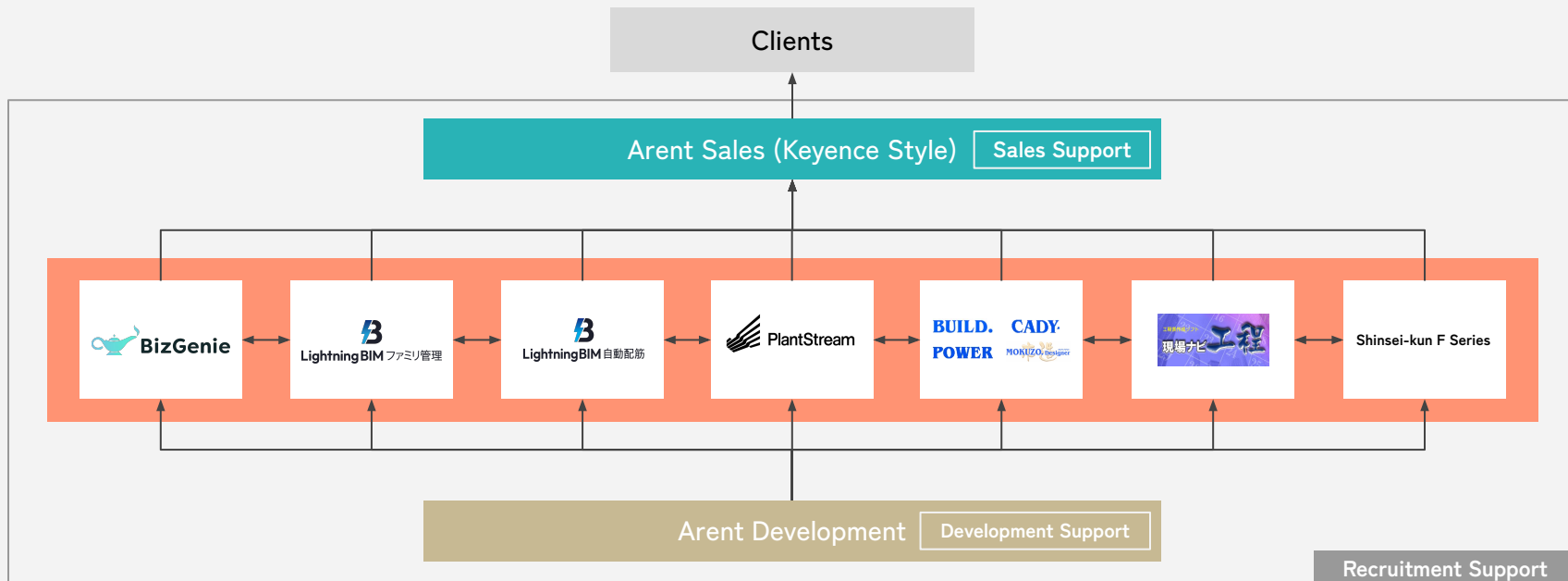
## Announcement of the Acquisition of All Shares of PlantStream Inc. by Arent Inc. (Full Ownership as a Subsidiary)



## Announcement of the Acquisition of Shares of Stag Inc. by Arent Inc. (Full Ownership as a Subsidiary through a Simplified Share Exchange)

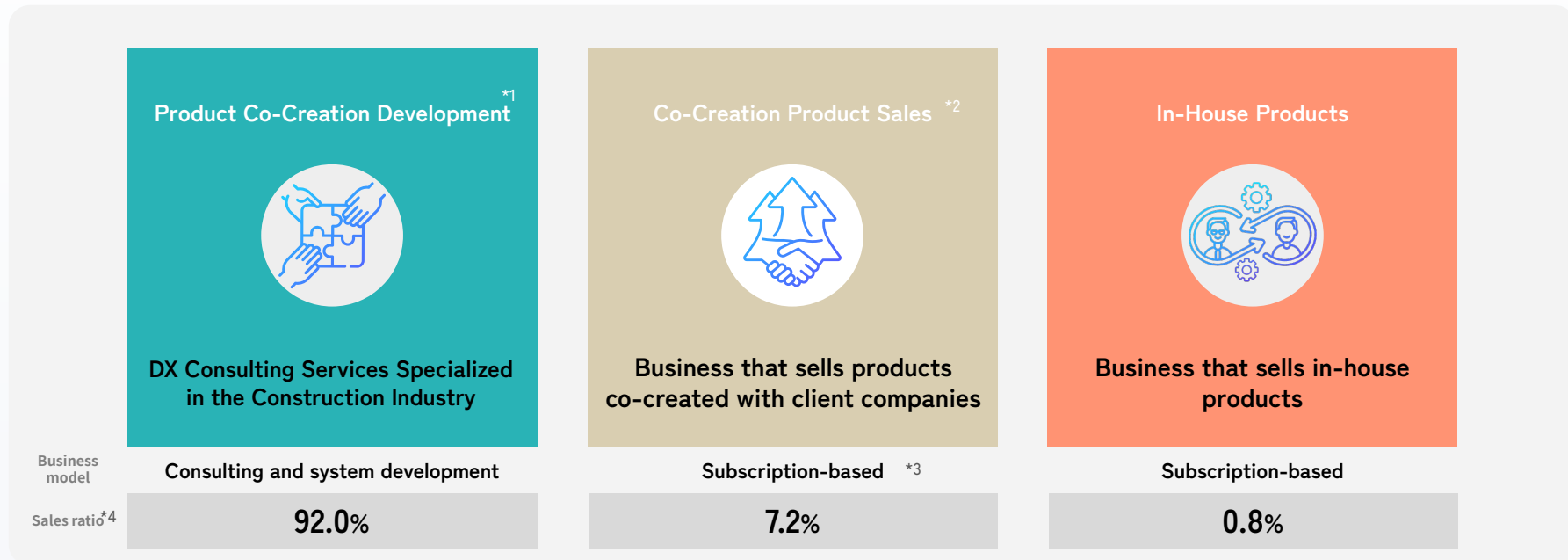


## Strengthening Business Growth by Expanding the Product Portfolio and Enhancing Collaboration Between Development and Sales



# Arent operates its business across three segments.

Arent is currently focusing on the 'Product Co-Creation Development' business, which spans from DX consulting to system development, specifically tailored to the construction industry.



<sup>\*1</sup>: Product Co-Creation Development = A process where user companies and vendor companies contribute members to form an agile development team to carry out system development. <sup>\*4</sup>: Sales ratio refers to the actual results for the fiscal year ending June 2024, before inter-segment transaction adjustments.

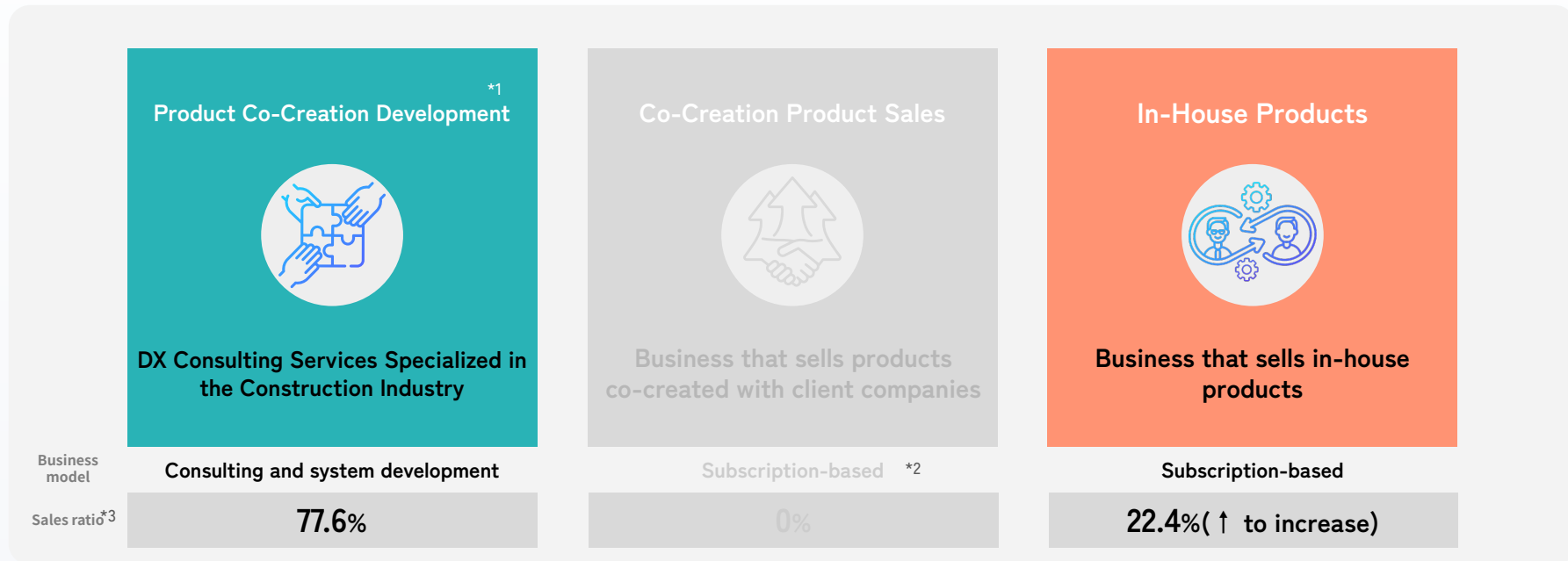
<sup>\*2</sup>: Co-Creation Product = A product developed through Product Co-Creation Development.

<sup>\*3</sup>: Sales are conducted via subscription, and the development of additional features (1. Product Co-Creation Development) is also carried out concurrently by our company.



# Transition from Three Business Segments to Two Business Segments

The focus will be on businesses that specialize in DX consulting and system development for the construction industry, as well as the sales of an expanded range of products.



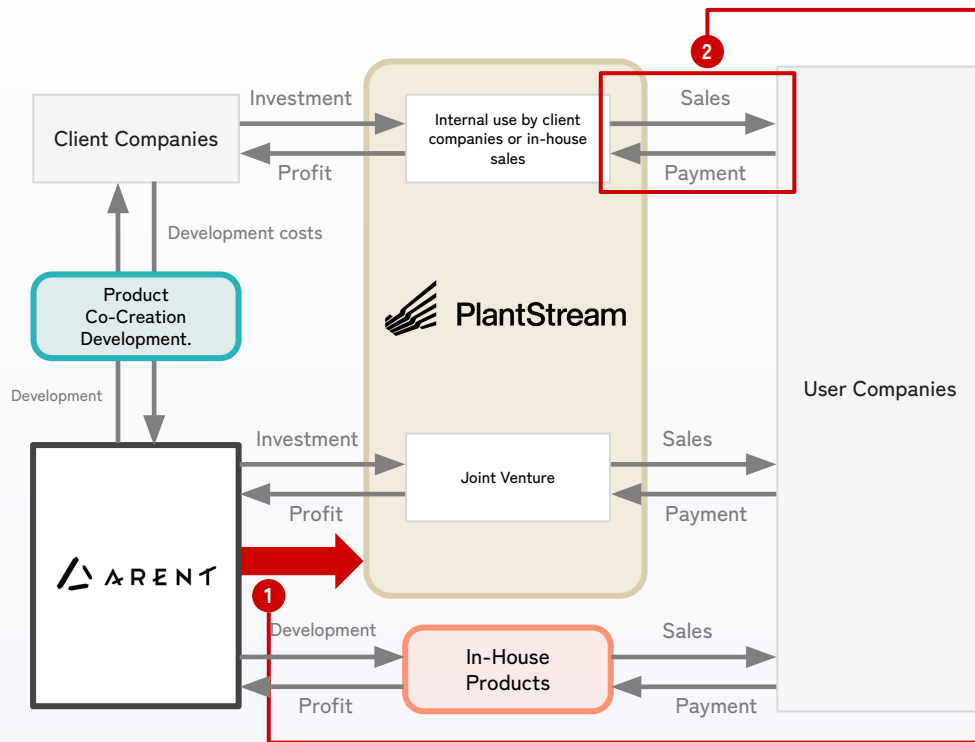
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## Business Segments

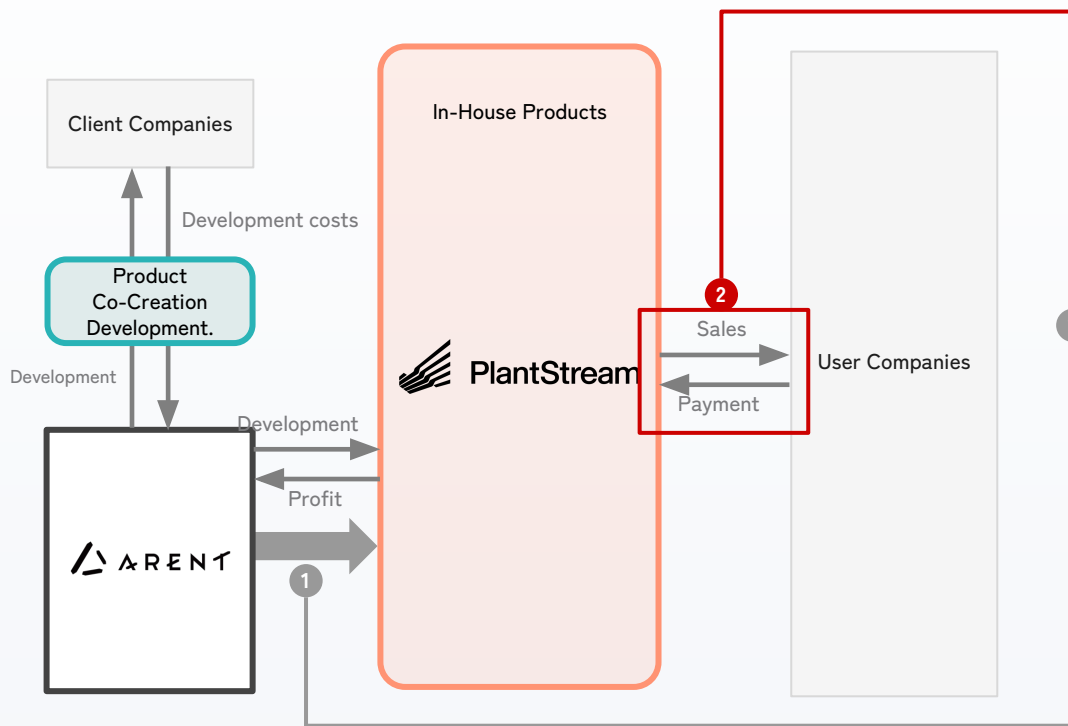
PlantStream's joint venture status made revenue recognition complex, making segment analysis challenging.



	Reporting Segments				Adjustments	Consolidated adjustments
	Product Co-Creation Development	Co-Creation Product Sales	In-House Products	Total		
Sales						
Sales to external customers	1,452,756	110,473	9,628	1,572,858	△110,473	1,462,384
Inter-segment internal sales or transfers	653,000	—	—	653,000	△93,276	559,723
Total	2,105,756	110,473	9,628	2,225,858	△203,750	2,022,107
Revenue arising from customer contracts	2,105,756	110,473	9,628	2,225,858	△203,750	2,022,107
Other revenue	—	—	—	—	—	—
Segment profit or loss (△)	895,482	4277,357	△94,131	523,993	△106,877	417,115
Other items						
Depreciation	11,648	207,371	5,839	224,859	△207,371	17,487
Interest Income	—	4	—	4	14	19

## Business Segments

By making PlantStream a subsidiary, the two segments are combined into one, simplifying the flow of profits and payments.



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Two segments become one

## Financial Summary (Consolidated, YoY Comparison)

- Sales and profits reached a record high due to the expansion of existing projects in the core business, Product Co-Creation Development.
- An impairment was carried out for the subsidiary PlantStream (hereafter, PS), but the impact on consolidated profit and loss is limited.
- The performance forecast for the next fiscal year was prepared with the merger of PS and Arent in mind. Following KozoSoft and PS, the stock acquisition agreement with Stagg has been concluded and reflected in the forecast.

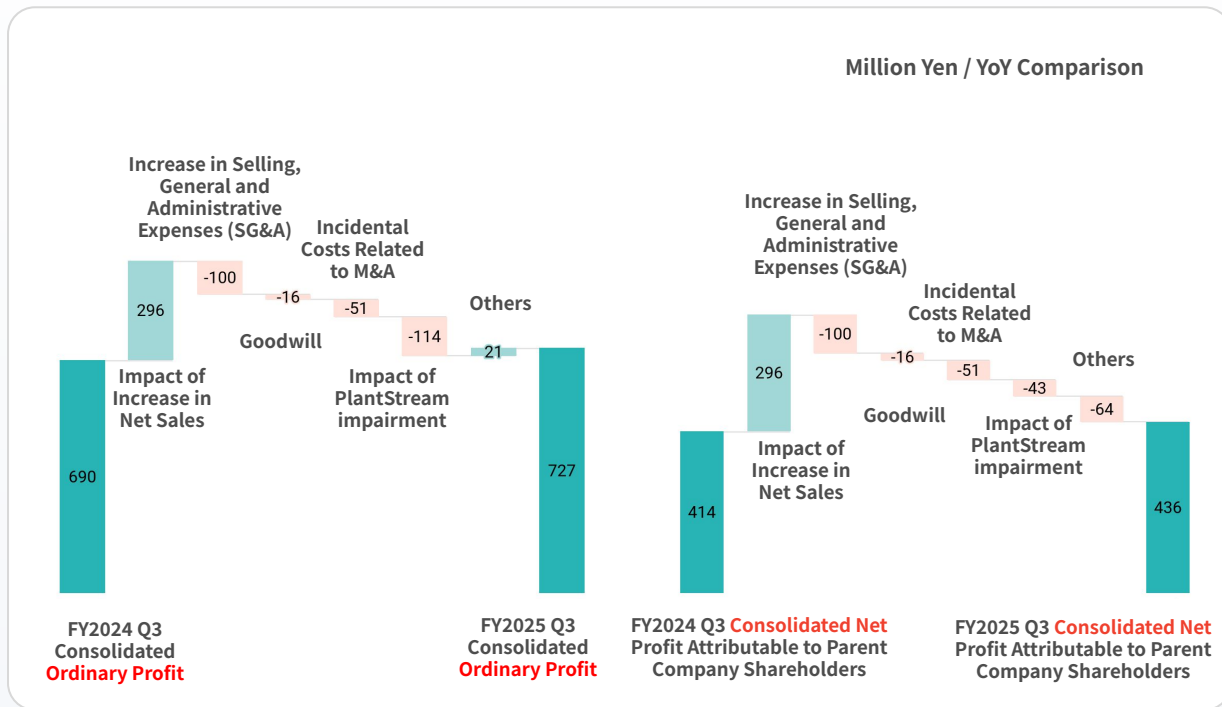
The future performance of PlantStream, which transitioned from an equity-method affiliate to a consolidated subsidiary, will now be reflected not only in "ordinary profit" but also in "sales" and "operating profit," making the financial statements easier to understand.

[Consolidated PL] Unit: Million Yen	FY2024 June Q3 Results	FY2025 June Q3 Results	Change Amount	Change Rate
Net Sales	2,186	3,147	+961	+44.0%
Operating Profit (Excluding Goodwill)	898	1,564	+666	+74.2%
Operating Profit	898	1,548	+650	+72.4%
Operating Profit Margin	41.1%	49.2%	+8.1pt	—
Ordinary Profit (Excluding Goodwill)	690	742	+52	+7.6%
Ordinary Profit	690	726	+36	+5.3%
Ordinary Profit Margin	31.6%	23.1%	△8.5pt	—
Net Profit Attributable to Parent Company Shareholders	414	479	+65	+15.7%
Net Profit Margin	18.9%	15.2%	△3.7pt	—
Net Income per Share (Yen)	66.82	76.98	10.16	+15.2%

FY2024 Full-Year Performance (Actual)	FY2025 Revised Full-Year Forecast	Year-on-Year Growth Rate	FY2026 Full-Year Performance Forecast	Year-on-Year Growth Rate
2,939	4,010	+36.4%	5,051	+26.0%
1,236	1,739	+40.7%	1,740	+0.1%
1,236	1,691	+36.8%	1,551	△8.3%
42.1%	42.2%	+0.1pt	30.7%	△11.5pt
961	918	△4.5%	1,758	+91.4%
961	870	△9.4%	1,569	+80.2%
32.7%	21.7%	△11.0pt	31.1%	+9.3pt
658	530	△16.8%	1,518	+186.1%
22.4%	13.2%	△9.2pt	30.1%	+16.8pt
106.16	84.54	△20.4%	224.24	+165.3%

## Factors for Net Income Increase/Decrease (Consolidated, YoY Comparison)

- Increased sales in Product Co-Creation Development absorbed impairment and M&A-related costs, leading to profit growth.
- Focused on personnel expansion and M&A-related activities to realize the growth strategy.



The "Full-Year Performance Forecast" was revised due to impairment, temporary costs related to M&A, and delays in the start-up of contracted development sales.

FY2025 [Consolidated PL] Unit: Million Yen	Previous Fiscal Year Performance	Initial Financial Forecast	Revised Financial Forecast	Change Amount	Change Rate
<b>Net Sales</b>	2,939	4,017	<b>4,010</b>	△7	△0.2%
<b>Operating Profit</b>	1,236	1,711	<b>1,691</b>	△20	△1.1%
Operating Profit (Excluding Goodwill)	42.1%	42.6%	<b>42.2%</b>	△0.4pt	—
<b>Ordinary Profit</b>	961	1,435	<b>870</b>	△564	△39.3%
Ordinary Profit (Excluding Goodwill)	32.7	35.7%	<b>21.7%</b>	△14.0 pt	—
Net Profit Attributable to Parent Company Shareholders	658	929	<b>530</b>	△398	△42.9%
<b>Net Profit Margin</b>	22.4%	23.1%	<b>13.2%</b>	△9.9pt	—

# 2 Company Overview

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## Company Overview & Executive Team Introduction

An executive team with extensive knowledge not only in management but also in the industry and technology

### Basic Information

Company Name	Arent Inc.
Established	July 2, 2012
Representatives	Hiroki Kamobayashi (President & CEO) Fumitaka Sakai (Executive Vice President)
Head Office	3F, KDX Hamamatsucho Building, 7- 2-7-19 Hamamatsucho, Minato-ku, Tokyo, Japan
Other Office Location	3F, KDX Hamamatsucho Building, 7-19, Shibaura 3-chome, Minato-ku, Tokyo, Japan Rm. 306, Taiju Seimei Hamamatsu Building, 145-1 Tokiwacho, Chuo Ward, Hamamatsu City, Shizuoka, Japan
Number of Employees	132 employees (Arent Inc. only, as of March 31, 2025)
Affiliated Companies	4 subsidiaries (Arent Vietnam Co., Ltd., Arent AI Inc., PlantStream Inc., KozoSoft Co., Ltd. as of March 31, 2025)
Capital	572 million JPY (as of March 31, 2025)
Business Description	DX Consulting, System Development, and System Sales focused on the Construction Industry
Company History	In July 2012, CFlat Corporation (now Arent Inc.) was established with the aim of developing various software and smartphone applications. Subsequently, on the occasion of starting business with Chiyoda Corporation, the company merged on an equal terms with ASTROTECH SOFTWARE DESIGN STUDIOS, which was skilled in new business planning and strategy. This integration established a comprehensive framework that forms the foundation of the current business model, enabling end-to-end support from business planning (consulting) to system development, new business launch, and operations.

### President and CEO



## Hiroki Kamobayashi

**Kyoto University**  
Graduated from the  
Faculty of Science

He started his career as a fund manager at Mitsubishi UFJ Asset Management Co. In 2012, he joined GREE, Inc. as an engineer, and in 2015, he became independent and joined CFlat, the predecessor of Arent, and is currently the president of Arent.

### Executive Vice President



## Fumitaka Sakai

**Kyoto Graduate School**  
Masters in Physics  
Graduate School of Science

In 2008, he joined Armonicos Co., Ltd. In 2012, he became independent and founded CFlat, the predecessor of Arent, and is currently the Executive Vice President of Arent.

### Executive Director



## Takeshi Oda

**Kyoto Graduate School**  
PhD in Physics, Graduate  
School of Science

Worked as the Development Manager for the Reverse Engineering Software 'spScan' at Armonicos Co., Ltd.. In addition, he also developed medical CAD/CAM systems. He has collaborated with many universities and research institutes, and joined Arent (formerly CFlat) in 2019. Currently serving as a Director at Arent and as the Representative Director & Co-CEO of Arent's affiliated company, PlantStream Inc.

### Director



## Tsubasa Nakajima

**Kyoto Graduate School**  
Dropped out of the Faculty of  
Science

Gained experience in accounting, cost management, corporate planning, and internal auditing at a subsidiary of an automobile manufacturer before joining Arent in 2019 as the first member of the management department. Appointed as a Director in 2021.

Mission

# Democratizing Tacit Knowledge

Vision

## A Japan where people can work with confidence

The technology we have built up so far will become a powerful tool for competing globally.

A company that continuously creates digital businesses to solve challenges in niche areas of the construction industry

Area

Vast Construction Industry



Business

Launching Digital Businesses



Features

Transforming niche areas into  
BIM/SaaS



## The Construction Industry Arent is Facing

Companies known as SaaS providers in the construction industry have digitized some niche areas with BIM/SaaS, but many inefficient sectors remain that have not yet been digitized through BIM/SaaS

### POINT

The construction industry is a massive 74 trillion yen market

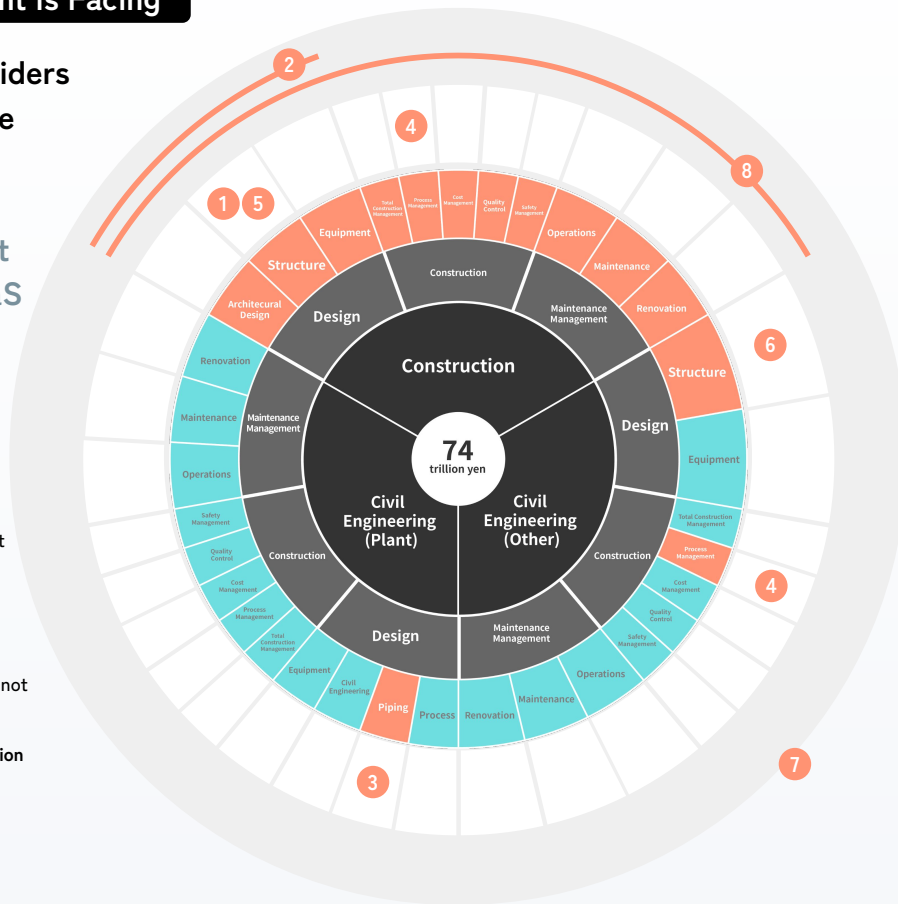
The industry consists of niche areas where significant inefficiencies remain due to the lack of digitization through BIM/SaaS

Some areas have already adopted BIM/SaaS

There are also highly profitable companies that have not yet been digitized through BIM/SaaS

Develop BIM/SaaS-integrated products in collaboration with large enterprises seeking DX.

Expand BIM/SaaS integration to other sectors to enhance productivity.



1 Lightning BIM Automatic and Optimal Rebar Layout  
In-House Developed Product

2 Lightning BIM Family Management  
In-House Developed Product

3 PlantStream  
Company Group Developed Product

4 Genba Navi Koutei  
Company Group Developed Product

5 BUILD  
Company Group Developed Product

6 Shinsei-kun F Series  
Company Group Developed Product

7 BizGenie  
Company Group Developed Product

8 PLANETS  
Co-Creation Development Products

# 3 Business Model

Develop co-created products with major companies in the industry.

Develop and sell in-house products.

Update and sell products acquired through M&A.

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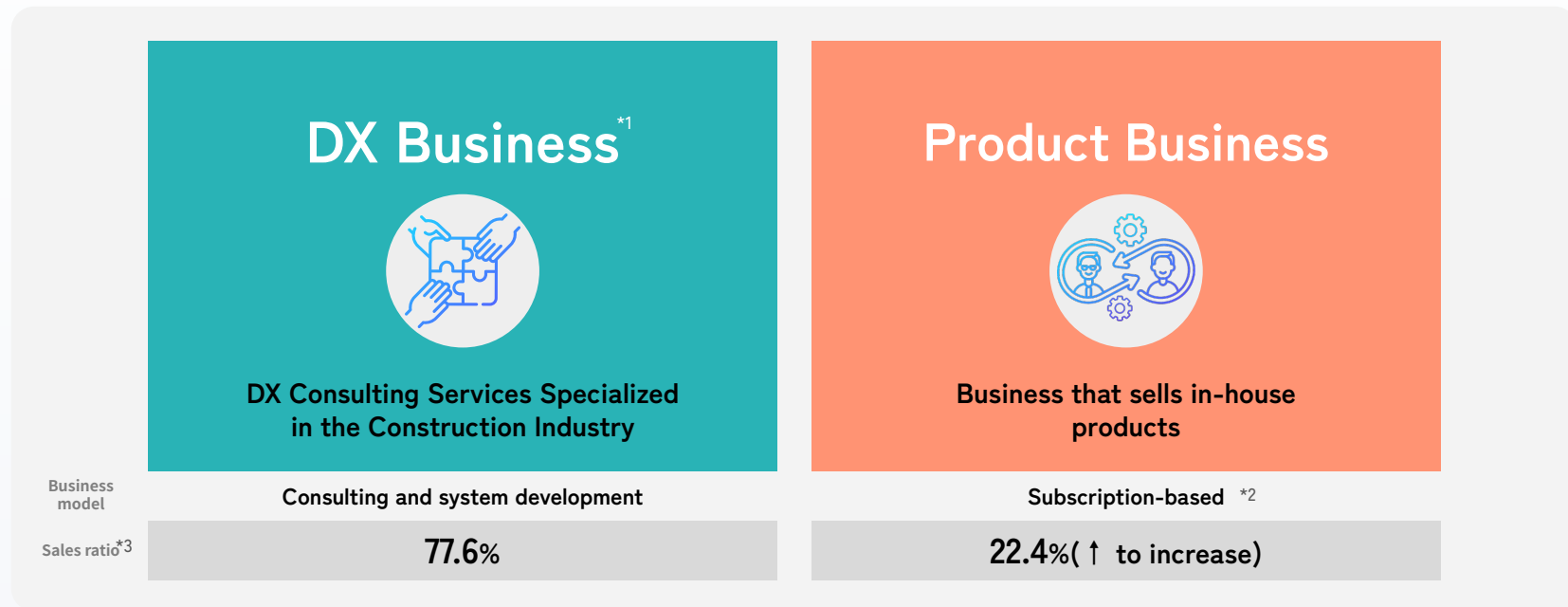
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# Transition to two business segments: "DX Business" and "Product Business"

Focusing on DX consulting and system development specialized for the construction industry, along with the sales of an expanded product lineup.



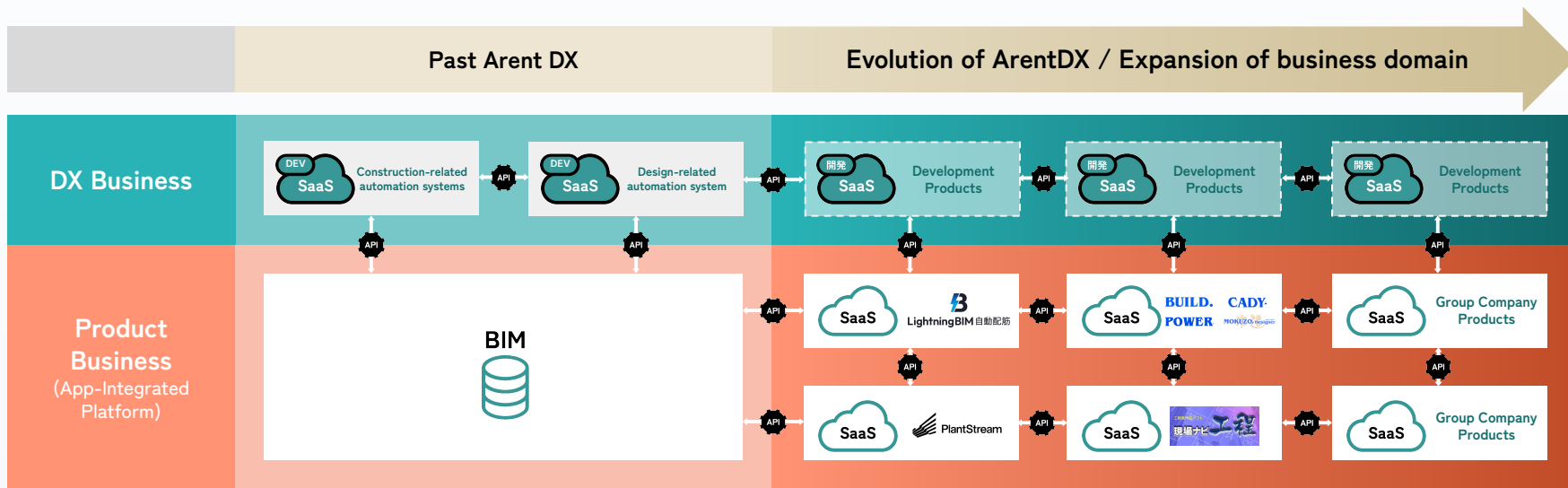
1: DX Business = System development conducted by an agile development team formed by members from user companies and vendor companies.

2: Sales will be conducted via subscription, and the development of additional features (1. DX Business) will also be carried out by our company concurrently.

3: The sales ratio is based on the performance forecast for the fiscal year ending June 2026.

# Accelerate the app-integrated platform through collaboration between the DX Business and Product Business

Expand the business by promoting the app-integrated platform through the synergy of the DX Business and Product Business.



# 3 DX Business (Segment 1)

Develop co-created products with major companies in the industry.  
Develop and sell in-house products.  
Update and sell products acquired through M&A.

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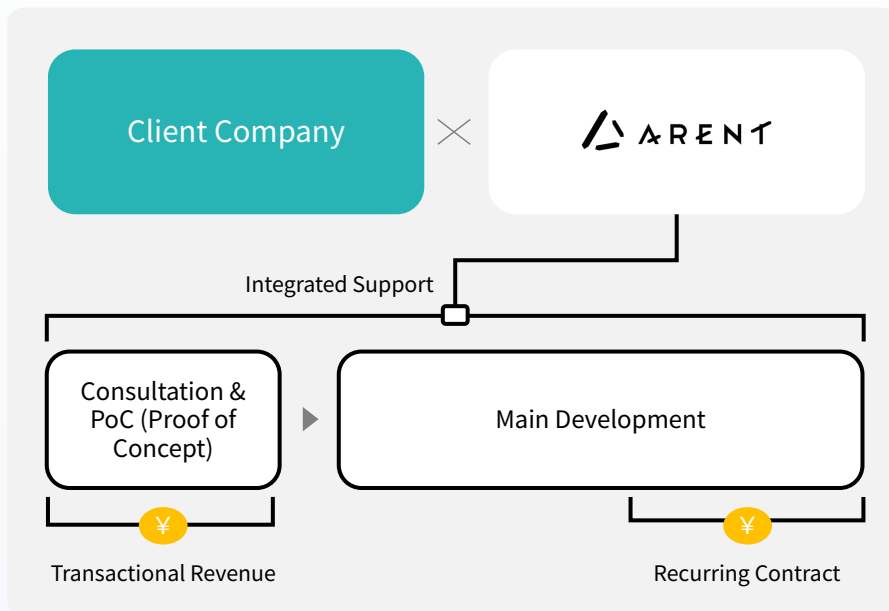
# DX Consulting Specialized in the Construction Industry

Execute everything from consulting to system development and commercialization through continuous collaborative relationships with client companies.

### Business Features

- 1 Sophisticated Consulting Utilizing Construction-Related Knowledge**  
Engineers with the same level of knowledge as the person in charge verbalize tacit knowledge through interviews. This is then systematized to solve the client company's issues.
- 2 Agile Development<sup>\*1</sup>**  
Immediately address feedback from client company. Incrementally expand the development system to achieve optimal support for the project.
- 3 Long-Term Partnership**  
Deeply understand the business growth of client companies, and maintain a continuous cooperative relationship.

<sup>\*1</sup>: A method of dividing the development process into small functional units, carrying out requirement definition, development, testing, etc. for each unit, and through repetition, building a large system as a whole.



## Arent's 3 Strengths & Competitive Advantage



By leveraging these three strengths, we solve deep-rooted issues in the construction industry and establish a unique position within it.

### 1 Technological Expertise

We have many talented individuals with strong mathematical skills and backgrounds in 3D CAD development, supported by solid development achievements and numerous patent applications.

### 2 Knowledge

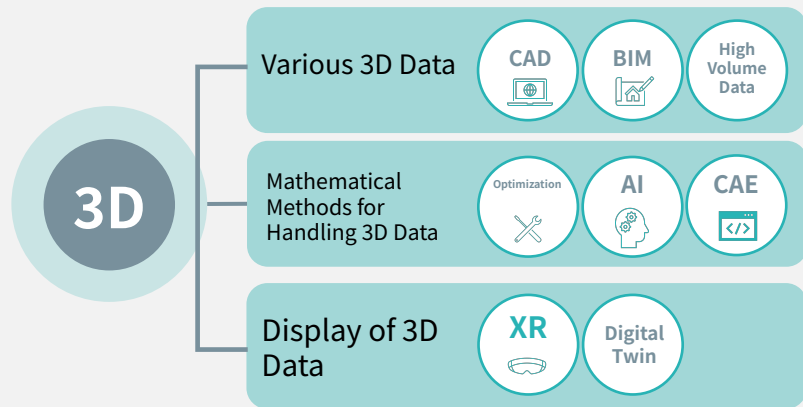
Specializing in the construction industry, we have accumulated deep knowledge about construction sites and construction technologies through co-development with major industry players.

### 3 Business Development Capability

From identifying issues to product development and commercialization, we carry out all processes through continuous co-creation with client companies.

Focusing on high-speed automatic routing technology for piping design—a challenge the plant industry has been unable to solve for 20<sup>\*1</sup> years—we have filed and obtained patents for various related technologies, including “Block Patterns”<sup>\*2</sup> and “Piping Collision Avoidance”.

## Arent's 3D Technology



Holding the necessary technologies for the DX (Digital Transformation) of the construction industry centered on 3D in a single company (3D-related technology necessary for effectively)

## Patent-Related



PlantStream

4 Patents



LightningBIM 自動配筋

4 Patents



LightningBIM ファミリ管理

4 Patents

Others (Multiple Applications Pending)

Applying for many niche patents in the field of BIM

\*1: While it usually takes a lot of time to calculate routes while satisfying complex conditions such as the distance between each pipe, this technology makes it possible to perform high-speed automatic design by combining mathematical knowledge and tacit knowledge in the industry.

\*2: Block pattern: Technology that creates 3D shape data for the piping around equipment by simply setting parameters. Piping collision avoidance: Technology that performs high-speed automatic routing while avoiding collision with other objects.



Development by value-creating engineers with advanced mathematical and 3D technologies as their background.

## Value-Creating Engineers at Arent with Advanced Mathematical and 3D Expertise



**Fumitaka Sakai**

Graduated from Kyoto University, Graduate School of Science (Physics)

AI / 3D Geometry Processing



**Takeshi Oda**

Graduated from Kyoto University, Graduate School of Science (Physics, PhD)

3D Geometry Processing / Optimization



**Hideo Tanaka**

Graduated from Tokyo Institute of Technology, Graduate School of Mechanical Engineering

Framework / Data Transformation



**Masahiro Shimoike**

Graduated from Kyoto University, Graduate School of Science (Mathematics)

Optimization / Mathematics



**Takashi Nakagawa**

Graduated from Keio University, Graduate School of Foundation Engineering

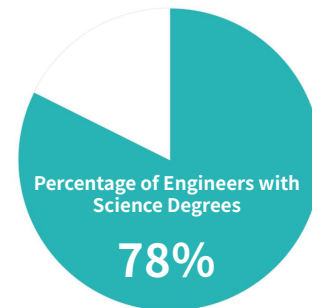
3D Geometry Processing / Optimization



**Atsushi Maruyama**

Graduated from the University of Tokyo, Department of Systems Design

Framework / 3D Geometry Processing



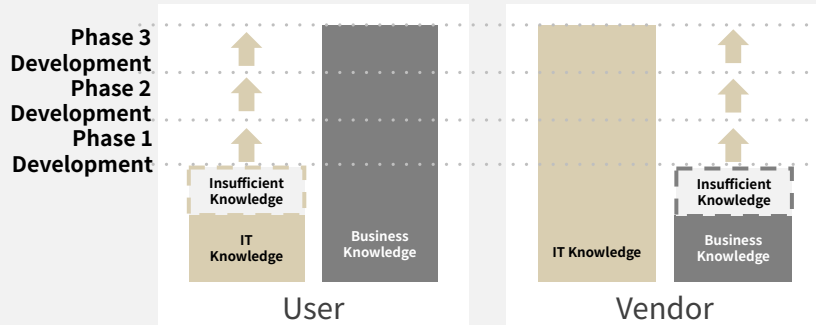
- University of Tokyo Graduates: 5
- Kyoto University Graduates: 14
- Tokyo Institute of Technology\* Graduates: 3
- Other National/Public University Graduates: 50

(All include graduate school graduates)

Co-creative development adopts an Agile approach, enabling knowledge to deepen over time as challenges and business processes are addressed. This leads to practical product development based on a clear understanding of key issues.

## Agile Development

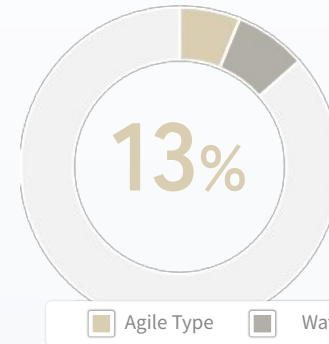
Knowledge deepens at each development stage



**Knowledge Accumulation in  
Agile Development**

## Percentage of Agile Development

Q: How is the development process carried out?



**13% of companies  
reported using  
Agile development**

**87% of companies are not using  
Agile development**

Source: 2019 Survey "Project Manager Awareness Survey on Work Style Reform Through Client-Contractor Collaboration"

Proven track record of partnerships with major companies. Autodesk primarily develops drafting software, and one of its products is the architectural BIM software "Revit." Arent's product, "Lightning BIM," serves as an add-in (functional extension) for "Revit." Autodesk collaborates with Arent to expand both client bases by introducing Arent to major companies using "Revit" as a trusted development partner for Revit-integrated systems.

## General Contractors

OBAYASHI

子どもたちに誇れるしごとを。  
SHIMIZU CORPORATION  
清水建設

大成建設  
TAISEI  
For a Lively World

想いをかたちにして 未来へつなぐ  
TAKENAKA

安藤ハザマ  
HAZAMA ANDO CORPORATION

大東建託  
DAITO CONSTRUCTION

TODA  
CORPORATION

長谷エグループ  
HASEKO

FUJITA  
Daiwa House Group®

前田建設  
MAEDA

## Subcontractors &amp; Others

azbil

高砂熱学

関西電力  
power with heart

富士電機E&C株式会社

RICOH

AUTODESK

## Civil Engineering

NEXCO  
東日本

NIPPON KOEI

## Plants

KURITA

CHIYODA  
CORPORATION

FUSO

JGC

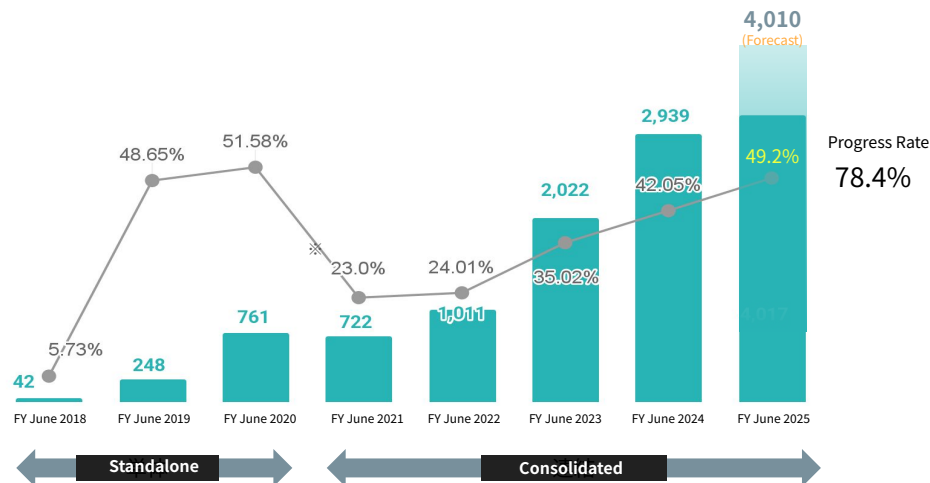
## DX Business: Business Performance Trends

Achieved stable growth by generating high added value through a business model that builds collaborative relationships with client companies and leverages three key strengths.

※In FY2021, unrealized gains from intra-group transactions were eliminated due to the establishment of an equity-method affiliate. These gains were realized during the same period as a result of impairment losses.

### Consolidated Sales and Operating Profit Margin Transition

(Million Yen)



### 2025 3Q Results

#### Net Sales

**31.5** billion JPY

#### Operating Profit

**1.55** billion JPY

#### Sales Growth

**4.1** times

#### Operating Profit Margin

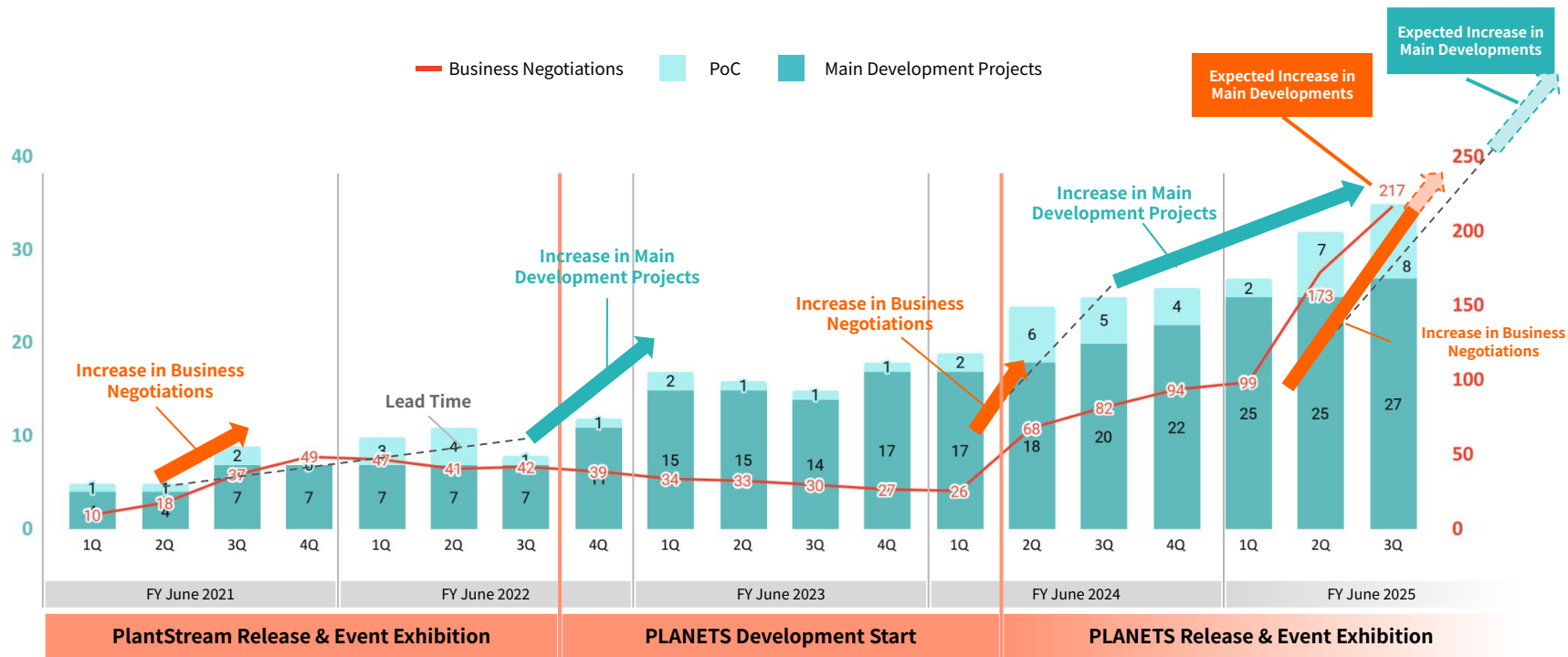
**49.2%**

(Consolidated comparison between FY June 2021 and FY June 2024)

※As sales to the affiliated company PlantStream are recorded as software sales on their side, the profit portion corresponding to our equity share is removed from our sales. It is then recognized incrementally over five years in conjunction with their depreciation schedule. As a result, in FY June 2021, sales were 186 million yen lower compared to our standalone results, and the operating profit margin decreased by 16.3 percentage points.

## DX Business: Co-Creation Product Development Pipeline Transition (Remaining Cases)

- The number of business negotiations increased around the release of PlantStream, followed by an increase in PoC and full-scale development projects.
- The increase in business negotiations following the release of PLANETS is expected to lead to more PoC and full-scale development projects.



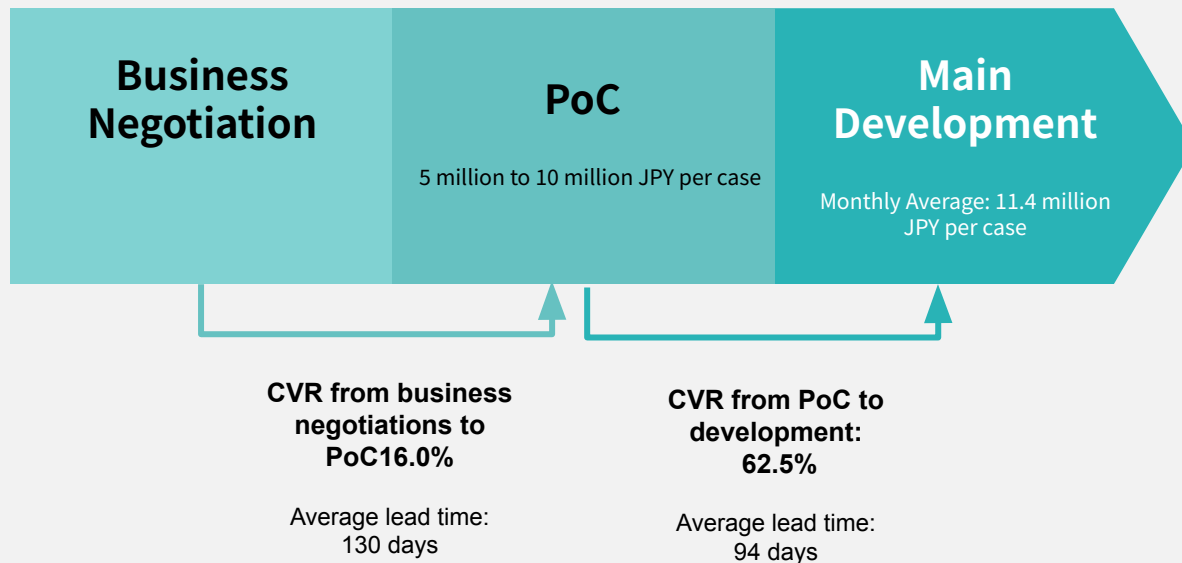
## DX Business: Details of Deal Progression

- Strengthening the sales and development personnel before and after the release of PLANETS led to an increase in the number of deals.
- The breakdown of clients shows a notable increase in the number of deals in the construction industry, particularly with general contractors.



## DX Business: Business Flow

- Leads are acquired through exhibitions, seminars, and similar events, then gradually progressed through stages of negotiation, PoC, and development.
- By conducting consulting-based sales that delve into client issues, we aim to enhance our proposal capabilities, improve the CVR from PoC to development, and expand into multiple projects.

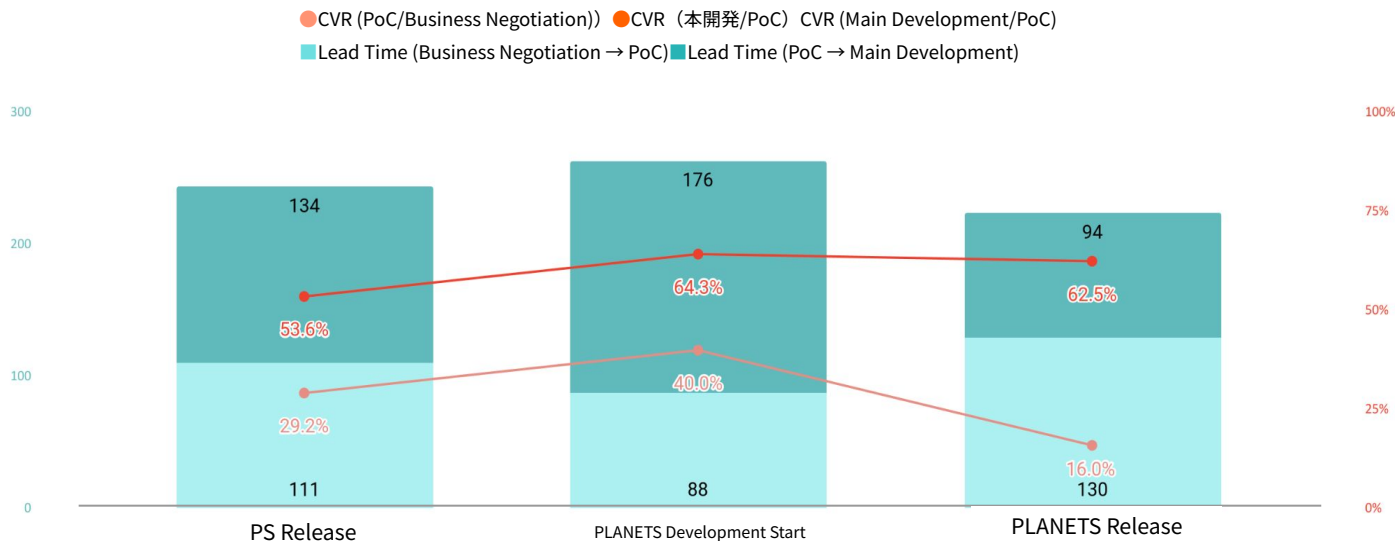


\*The results of PLANETS releases (March 2024 to present) are listed.

## DX Business: CVR and Lead Time for Product Co-Creation Development

- The CVR is showing a slight upward trend, with the CVR from PoC to full development being higher than that from negotiation to PoC.
- The lead time and CVR during the PLANETS release period are expected to stabilize at appropriate levels moving forward.

### CVR and Lead Time by Business Acquisition Timing (Business Negotiation → PoC, PoC → Main Development)



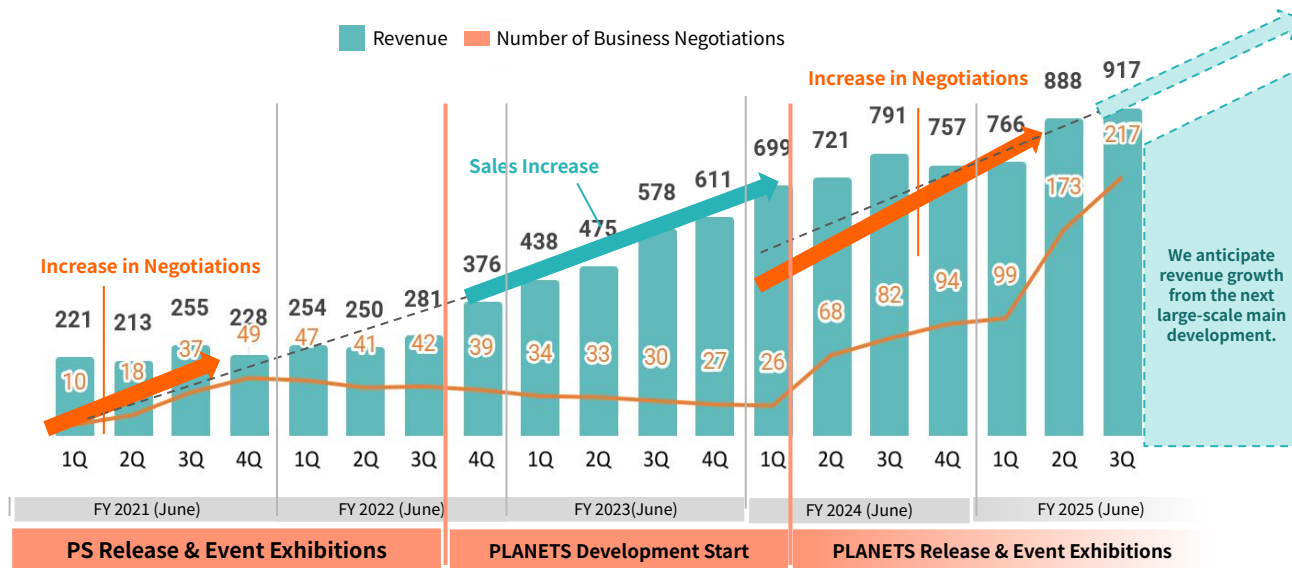
※Excludes cases under consideration for main development from PoC



## DX Business: Sales Transition of Product Co-Creation Development (Development)

- Leveraging the performance press release of PLANETS, the number of negotiations and proposals with major industry players—particularly those with large-scale potential—has progressed to PoC. Future large-scale development projects are expected to drive sales growth.

### Quarterly Sales in the Co-Creation Product Development Segment (Million Yen)



\*For the purpose of this page, revenue from consulting with low monetary significance has been omitted.

### Key Numerical Summary

#### Cumulative Sales

**25.6** billion JPY **116%**

(Q3 only: 910 million JPY) (YOY)

#### Operating Profit Margin (Cumulative)

**43.3%**

Maintaining High Profitability

#### Duration of Ongoing Development\*

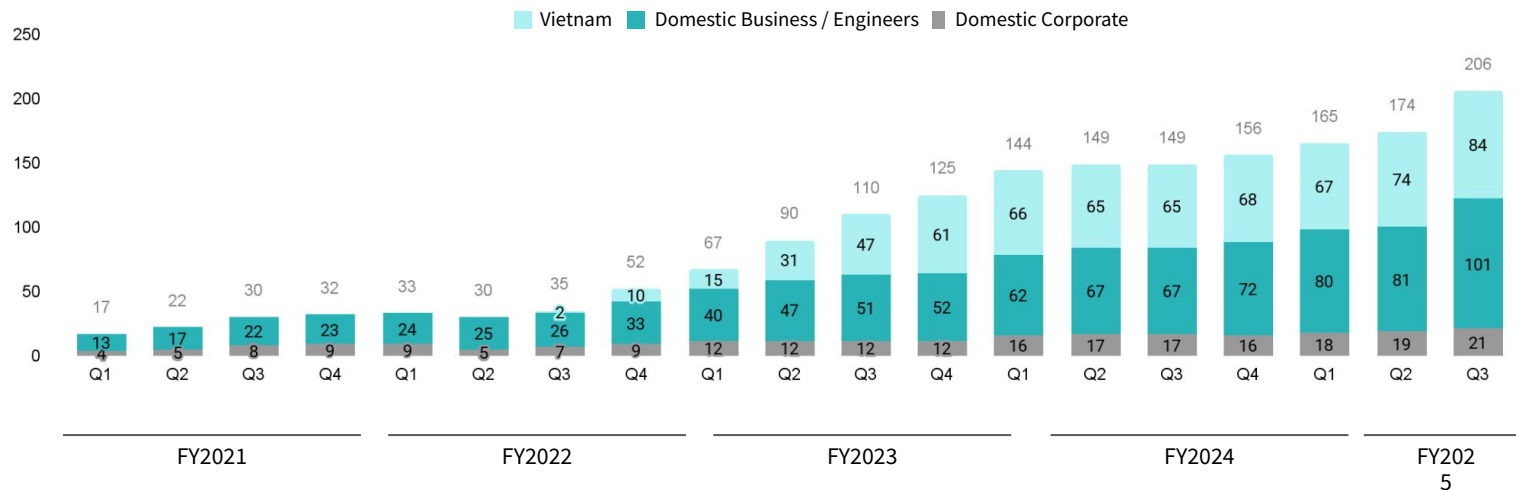
**32.7** months

\* : Figures represent Arent's actual performance (June 2019 – March 2025).

## DX Business: HR and Recruitment Status

- Recruitment activities have been strengthened alongside project expansion, and hiring remains strong. As a proactive investment, sales personnel are being increased to support project acquisition.
- Active PR activities and the credibility of being a listed company are being leveraged to promote talent acquisition.
- Fair evaluations are conducted based on individual contributions, and a supportive work environment is provided for talented personnel.

### Employee trends



※The employee numbers listed in the financial results presentation are intended to reflect the actual workforce involved in business operations. They may differ from the numbers listed in the securities report (Yuhō) due to differing calculation standards. In the securities report, the number of employees is calculated based on the Financial Instruments and Exchange Act, including full-time equivalent (FTE) based on working hours and employees of consolidated subsidiaries.

※Regarding engineers based in Vietnam etc., the outsourced work prior to the establishment of subsidiaries is also included.

# 3 Product Business (Segment 2)

Develop co-created products with major companies in the industry.

Develop and sell in-house products.

Update and sell products acquired through M&A.

1 Performance Highlights

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3 Business Model

DX Business

Product Business

4 Appendix



## Announcement of the Acquisition of All Shares of PlantStream Inc. by Arent Inc. (Full Ownership as a Subsidiary)



Announcement of the Acquisition of Shares of Stag Inc. by  
Arent Inc. and Full Ownership as a Subsidiary through a  
Simplified Share Exchange

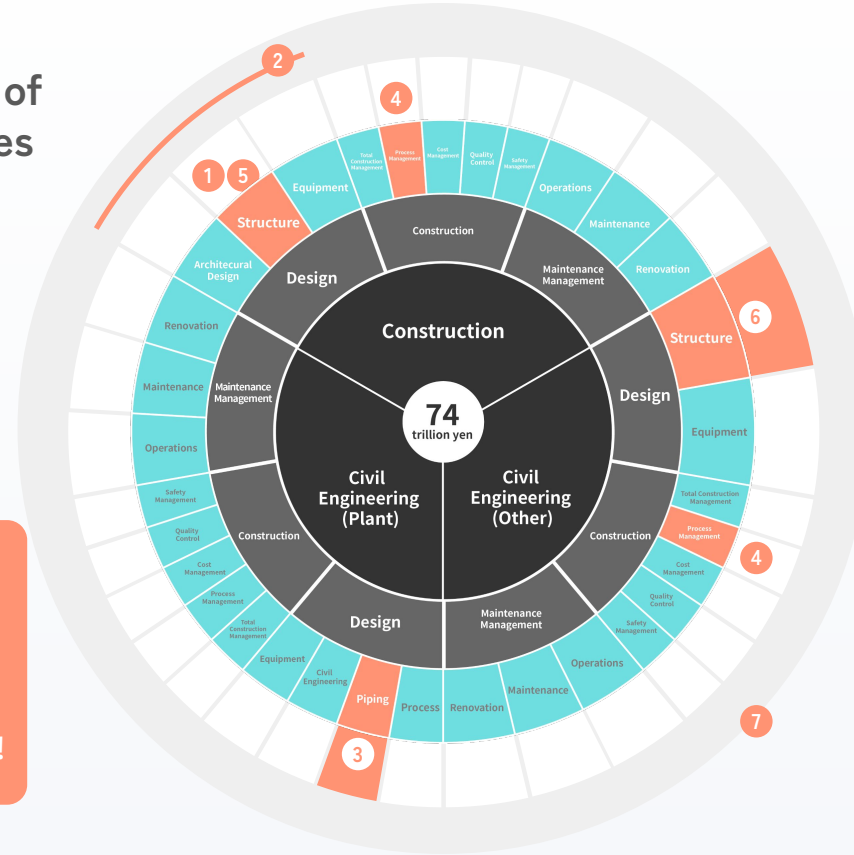


## The Construction Industry Arent is Facing

Development and sales of systems that solve issues address challenged" in niche areas

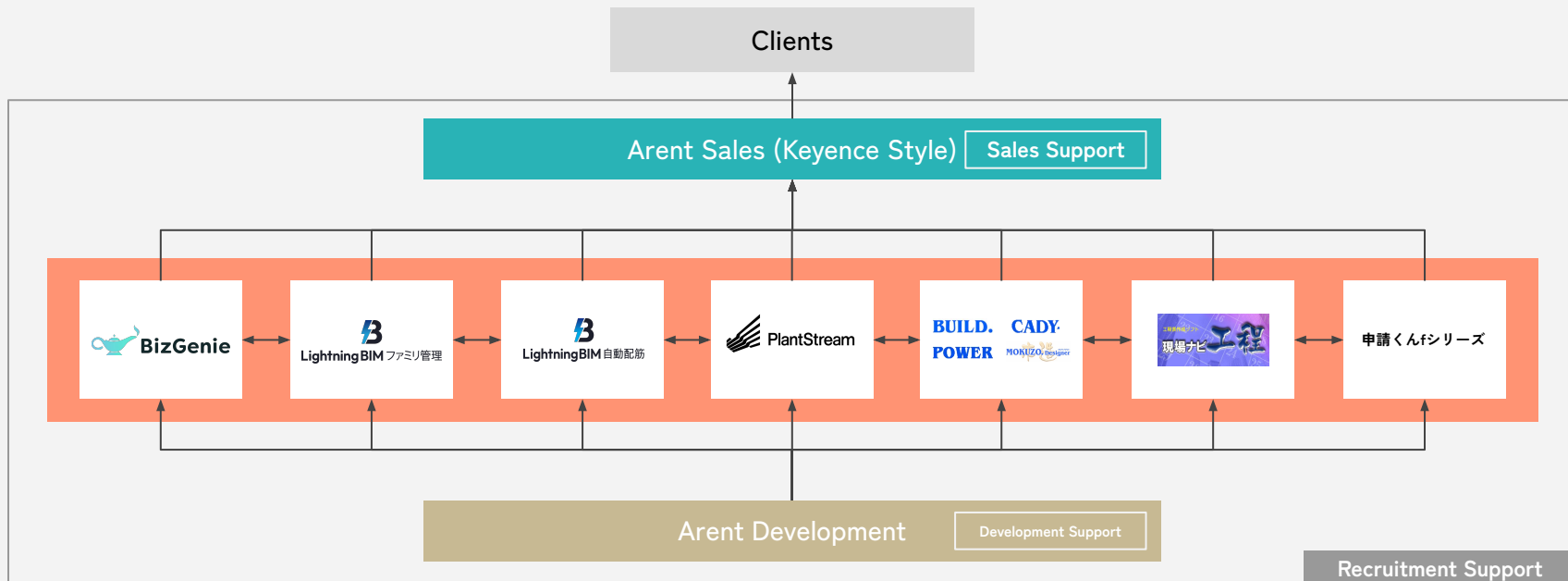
Sales of in-house developed products and group company products

Full acquisition of  
PlantStream Inc. and Stag  
Inc. as wholly-owned  
subsidiaries has further  
expanded our product lineup!



- 1 Lightning BIM Automatic and Optimal Rebar Layout  
In-House Developed Product
- 2 Lightning BIM Family Management  
In-House Developed Product
- 3 PlantStream  
Company Group Developed Product
- 4 Genba Navi Koutei  
Company Group Developed Product
- 5 BUILD  
Company Group Developed Product
- 6 Shinsei-kun F Series  
Company Group Developed Product
- 7 BizGenie  
Company Group Developed Product

## Strengthening Business Growth by Expanding the Product Portfolio and Enhancing Collaboration Between Development and Sales



### Arent Sales (Keyence Style) for Business Expansion

Through sales capabilities that emphasize “Efficiency,” “Understanding Customer Needs,” and “Standardization,” we aim to maximize product utilization opportunities, expand business performance, enhance employee productivity, and ultimately increase annual income.

#### Key Characteristics of Arent

Target Industry	Construction Industry
Key Technologies	3D Data / Handling Technology
Products	Niche / High-mix, Low-volume
Revenue Model	High Profit Margin

#### Arent Sales (Keyence Style) for Business Expansion



**CRO (Chief Revenue Officer)**

**Takehito Miki**

Graduated from Kyoto University, Faculty of Engineering

Joined Keyence Corporation after graduating from the Faculty of Engineering at Kyoto University. Engaged in consulting sales of FA equipment for manufacturing clients, supporting the automation of their factories.

Later joined Recruit Co., Ltd. as a project leader and launched the new business, “Comprehensive Business Succession Center for Owner-Managers.” Served as the business manager and group manager, leading a team of approximately 25 members.

Subsequently worked in corporate planning at Amazon Japan LLC before joining Arent Inc.

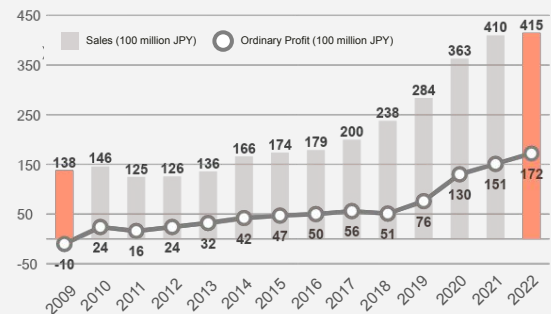
Keyence

Amazon Japan



#### Productivity Improvement & Employee Salary Increase

(Reference) Keyence Corporation's Acquisition of JustSystems Corporation







The Arent Group aims to become the only unique construction DX platformer in Japan, leveraging its own product group.



We aim to improve overall industry productivity by linking excellent products from each field.

# 4 Appendix

1 Performance Highlights

2 Company Overview

3 Business Model

DX Business

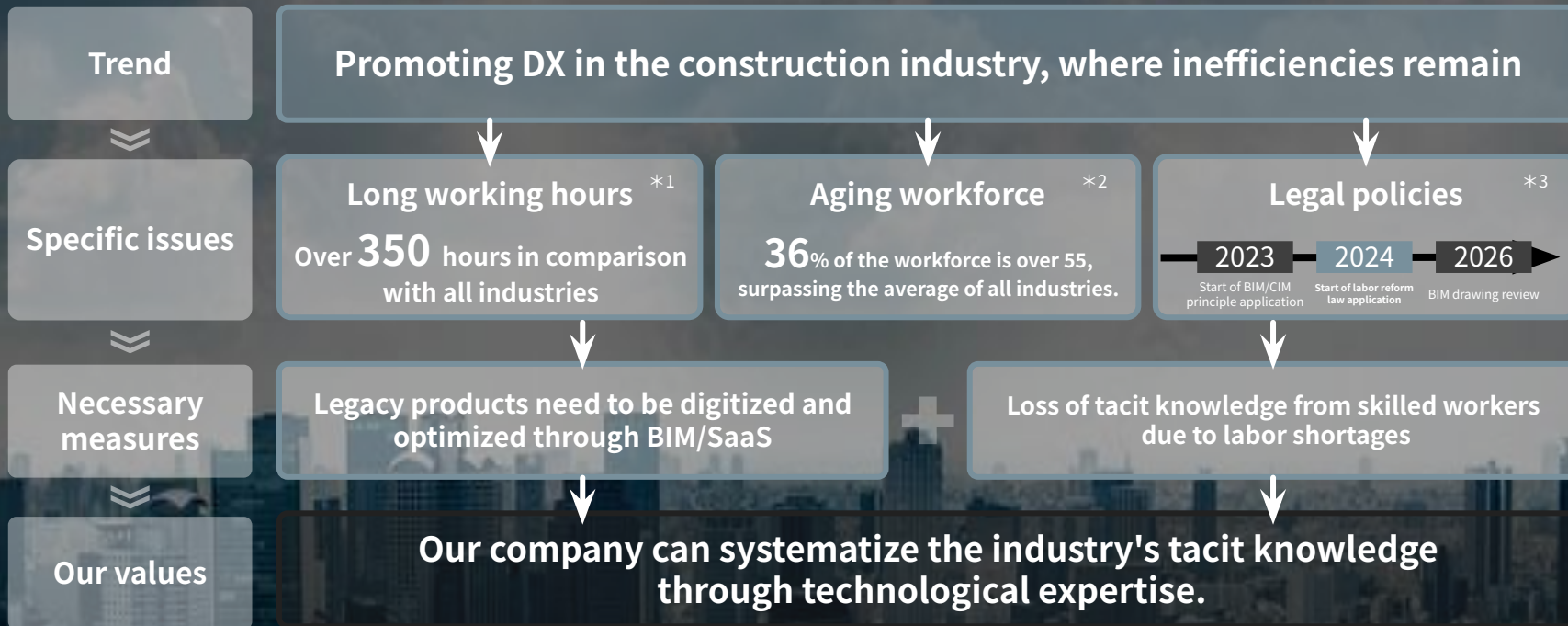
Product Business

4 Appendix



## The background behind the need for DX in the construction industry

What we aim to solve is the low productivity caused by the use of legacy systems in the construction industry.  
We are advancing BIM and SaaS adoption using our own technology.



\*1: Ministry of Health, Labor, and Welfare "Monthly Labor Survey" (FY 2021), compiled by our company.

\*2: Japan Federation of Construction Contractors, "Construction Industry Digital Handbook," updated from April 2023.

\*3: Ministry of Land, Infrastructure, Transport and Tourism, "How to Apply the BIM/CIM Principles in FY2023 (March 2, 2021)" and Digital Agency, "Progress and Acceleration of the Comprehensive Review of Regulations in Light of Digital Principles (October 27, 2022)"

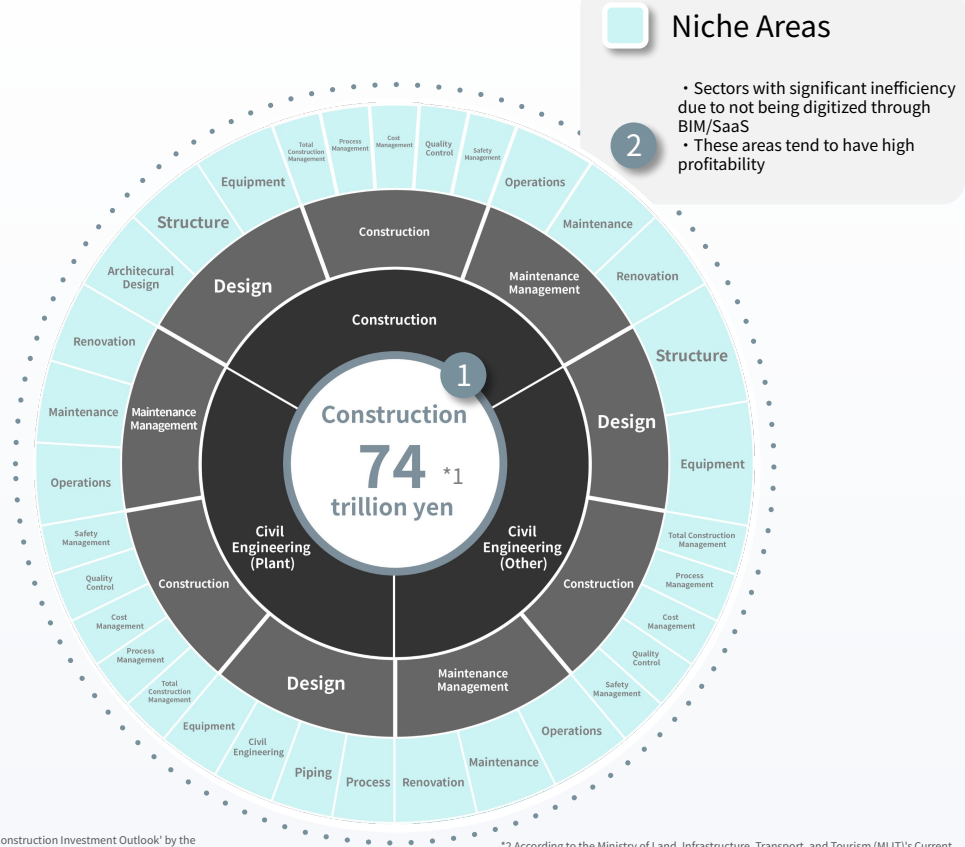
## The Construction Industry Arent is Facing (1/3)

The construction industry that Arent operates in is a **massive 70 trillion yen market**.<sup>\*1</sup>

It is composed of niche areas where significant inefficiencies remain due to not being digitized through BIM/SaaS

### POINT

- 1 The construction industry is a massive 70 trillion yen market
- 2 The industry consists of niche areas where significant inefficiencies remain due to the lack of digitization through BIM/SaaS
- 3 Some areas have already adopted BIM/SaaS
- 4 There are also highly profitable companies that have not yet digitized through BIM/SaaS
- 5 Develop BIM/SaaS-integrated products in collaboration with large enterprises seeking DX.
- 6 Expand BIM/SaaS integration to other sectors to enhance productivity.



<sup>\*1</sup> Based on the 'FY2024 Construction Investment Outlook' by the Ministry of Land, Infrastructure, Transport, and Tourism (MLIT), General Policy Bureau, Information Policy Division, Construction Economy Statistics Survey Office.

<sup>\*2</sup> According to the Ministry of Land, Infrastructure, Transport, and Tourism (MLIT)'s Current State of the Construction Industry, construction is categorized into architecture and civil engineering, with plants classified under civil engineering. However, due to its significance to our business, it is listed separately.

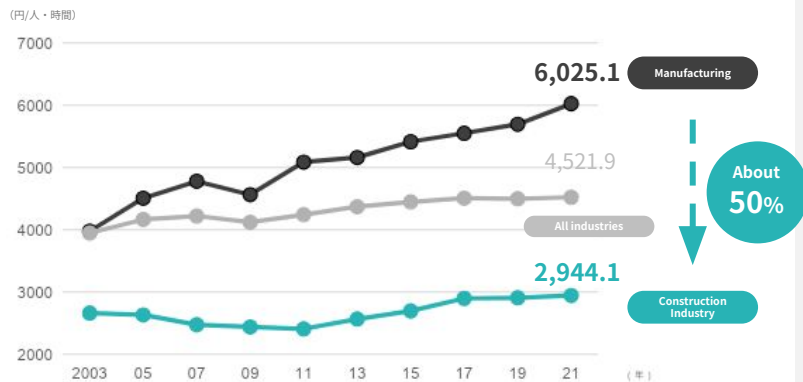
## State of the Construction Industry

The multi-layered subcontracting structure in the construction industry has complicated long-standing issues, making DX extremely difficult, which leads to a crisis where the tacit knowledge of craftsmen are disappearing.

### Decline in Labor Productivity in the Construction Industry

The productivity of the construction industry is half that of manufacturing.

In the construction industry, labor productivity has remained almost unchanged for the past 20 years and lags nearly twice behind that of the manufacturing sector, making it one of the industries significantly behind in DX. One of the reasons cited behind this is the industry's multilayered structure, which extends from general contractors to subcontractors.

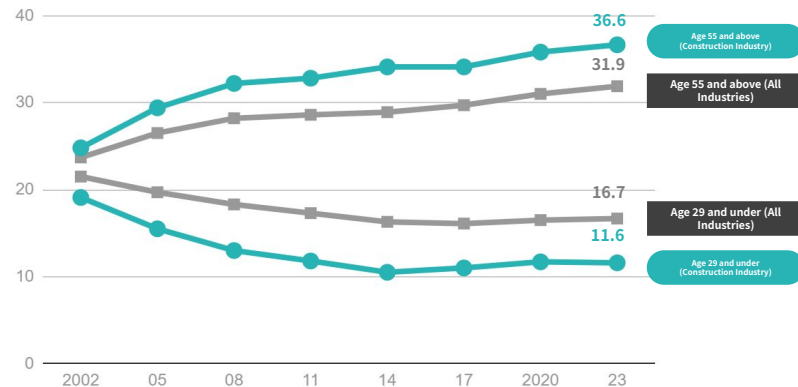


Source: Japan Federation of Construction Contractors, "Construction Industry Digital Handbook", updated June 2023

### Progress of Aging of Construction Industry Workers

Aging is more pronounced compared to other industries

The proportion of workers aged 55 and older in the construction industry exceeds that of all other industries, which raises issues in terms of human resources. To promote the digital transformation of the construction industry, it is important to not only adopt advanced technology, but also to ensure that it can be used by anyone on-site.



Source: Japan Federation of Construction Contractors, "Construction Industry Digital Handbook", updated May 2024



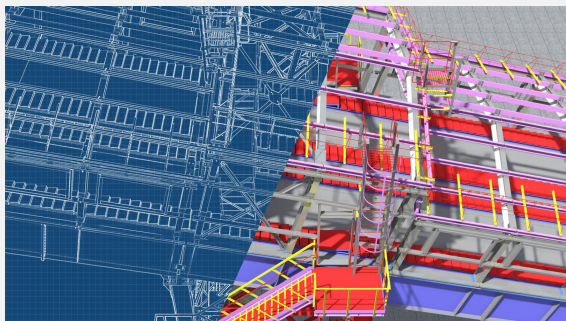
## Regulatory and Institutional Reforms Surrounding the Construction Industry

The demand for BIM usage in the construction industry is expected to grow further due to regulatory and institutional reforms, such as the application of BIM principles, overtime regulations, and BIM drawing reviews.

### Application of BIM Principles (From 2023)

#### Legal reforms toward the normalization of BIM utilization

- The Ministry of Land, Infrastructure, Transport and Tourism aims to streamline construction production and maintenance processes and improve productivity through the use of BIM. Starting in 2023, BIM usage has been adopted as the norm for public projects, with plans to gradually expand its scope of application.



### Overtime Regulations (From 2024)

#### Significant improvements in efficiency are necessary for productivity gains

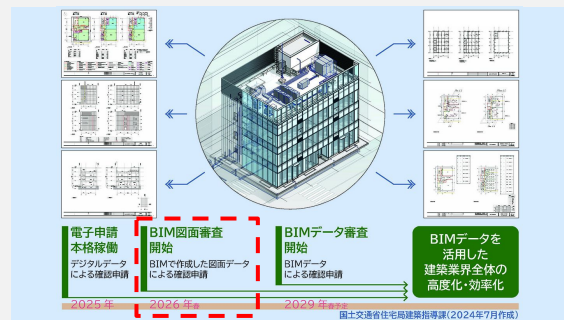
- Regulation of the upper limit on working hours will begin in April 2024



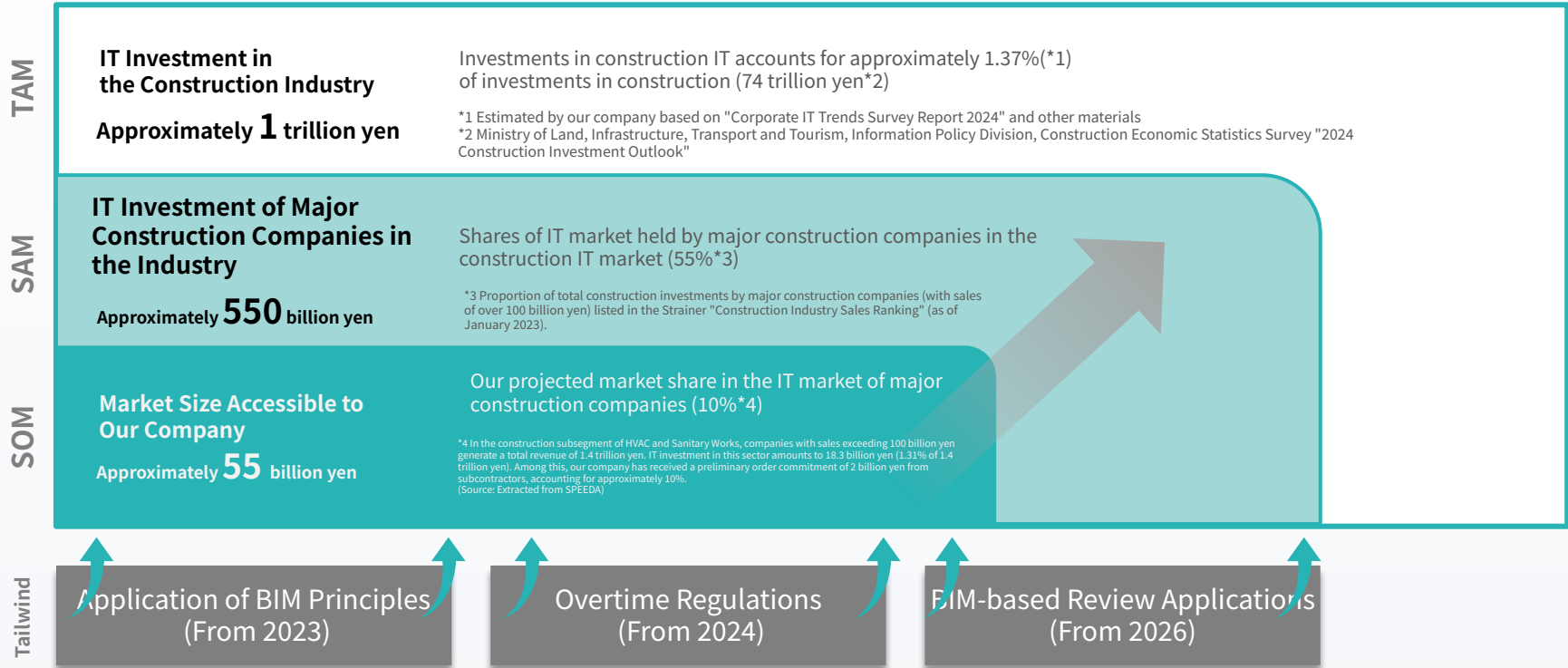
### BIM Drawing Review (From 2026 onwards)

#### Using BIM-generated drawing data in review applications

- Starting in spring 2026, review applications using BIM-generated drawing data will begin.
- Review applications will be streamlined by submitting BIM data aligned with the "input quantity standards" along with the drawings created from it, as well as the designer's checklist.




The proportion of IT investment in the construction industry is still low compared to other industries, leaving many challenges. As a result, it is a market expected to expand further in the future.



## Arent's Unique Ability to Handle Everything from Consulting to JV

With the know-how and technology gained from solving niche industry challenges, Arent can offer end-to-end services, from consulting to JV establishment, leveraging its agile development capabilities.

	Business Process			
	Consulting	System Development	Business Launch (Collaboration with Major Companies)	Business Operation (Collaboration with Major Companies)
 ARENT	○	○	○	◎
Consulting Firms	○			○
System/System Development Companies		○		
Vendors/SaaS Companies		○	○	

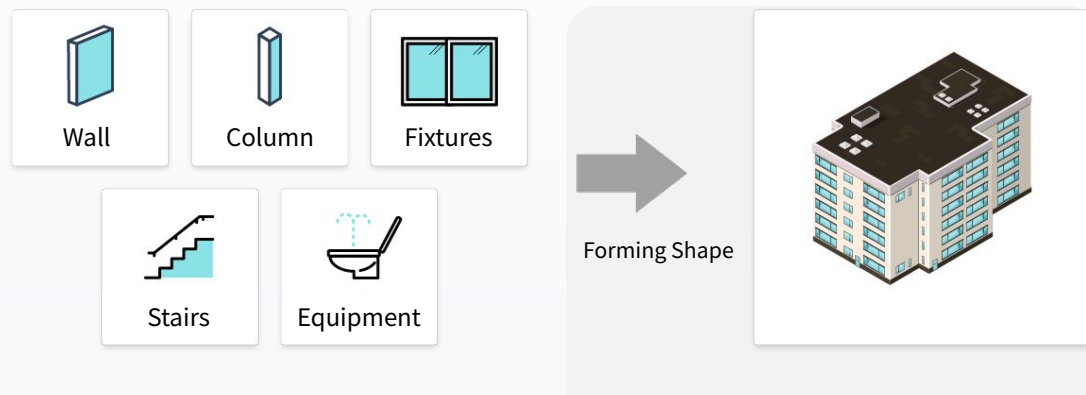
Co-creation products are Arent's strength



## What is BIM

Unlike CAD, which is limited to digitalizing drawings, BIM enables integrated management of not only drawings but also object-based information.

# Building Information Modeling



各パーツが次のようなオブジェクト情報を持つ

2D

3D Shape

Quantity

Product  
Number

Dimensions

Material

Performance

Price

etc

### POINT

- 1 Each part holds object data such as "material", "price", and "dimensions"
- 2 Instantly grasp the "price" and other aspects of the designed building
- 3 BIM is a database for constructing buildings

## Comparison of Feature between BIM and 3D CAD

The difference between BIM and 3D CAD is that objects such as "roofs", "floors", "walls", and "windows" have individual architectural attribute information. This allows for easy estimation of construction costs, simplifies modifications, and enhances operational efficiency.

### 3D CAD

Computerized Drafting / Building Visualization & Standardization of Elements

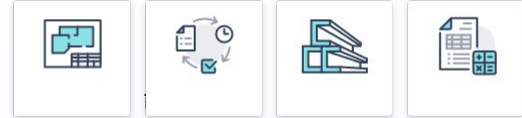


Only Visualized Drawings / 3D Information



### BIM

Content-based models & metadata



Includes not only 3D CAD data, but also materials, prices, and information about preceding and subsequent processes (attribute data)

✕ None

Since drawings are created manually, there is a high risk of human error.

Attribute Data

○ Available

Attribute information such as material and price can be added for each part, including columns and walls.

Data management is handled separately  
by file formats and other criteria

Data Management

Assignment and Management of Attribute Information  
(List generation from attribute information, etc.)

Directly assign and manage information (such as product number, dimensions, material, performance, unit price, etc.) to objects such as walls, stairs, and columns

✕ Time-consuming

→If design inconsistencies are found after creating the 3D model, all floor plans must be revised and reconstructed, resulting in significant workload and substantial costs.

Revision of Design  
Drawing

○ Simple

Since attribute information is embedded in parts, modifying a single piece of data automatically updates all related data



## Towards a DX Platform for the Construction Industry

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