

# Fiscal Year Jul 2022 Financial Results Presentation NIPPON PARKING DEVELOPMENT

(Securities code: 2353)

## Overview of Financial Results



# **Summary of FY 2022/07**

- ✓ Organized business portfolio & concentrated resources on areas of growth
- ✓ Achieved record highs in sales, operating and current profit through adapting to changing needs in COVID-19

# Outlook for FY 2023/07

- ✓ Expected to achieve highest sales & profits in FY23/07
- ✓ Planning to continue increasing revenue & profits, maintaining a growth rate of over 20% in operating profit

# Shareholder Return

FY22/07: 12 consecutive years of dividend increase; stock buybacks totaled ¥1 billion

> ¥2.5 billion in stock buybacks in the last 3 years

FY23/07: Expected to increase dividends for 13 consecutive years

Stock buybacks of ¥500 million implemented at the end of FY



# **Consolidated Financial Highlights**

# Consolidated Financial Highlights



- Sales, operating and current profit reached <u>all-time highs</u>
- Sales and profits <u>all exceeded projections</u>

(Million yen)	2021/7	2022/7	% Increase	Forecast	% Achieved
Sales	23,785	26,271	+ 10.4%	25,400	103.4%
Operating Profit	3,263	4,582	+ 40.4%	4,500	101.8%
Current Profit	3,460	4,639	+ 34.1%	4,400	105.4%
Profit attributable to owners of parent company	2,335	3,125	+ 33.8%	2,900	107.8%

# Sales & Operating Profit by Segment



- Captured new needs and expanded business in the outdoor/vacation home sector despite unfavorable conditions in the COVID-19 pandemic.
- Rapidly improved operating profit through cost reduction and increased sales.

(Millio	n yen)	2018/7	2019/7	2020/7	2021/7	2022/7	% Increase
Sales		22,771	24,381	22,979	23,785	26,271	+ 10.4%
Parki	ng Lot	13,220	13,877	13,921	14,235	14,581	+ 2.4%
Ski R	esort	6,386	6,599	6,063	4,546	5,569	+ 22.5%
Them	ne Park	2,829	3,337	2,492	4,387	5,481	+ 24.9%
Othe	^S	334	566	502	615	639	+ 3.8%
Operating	g Profit	3,533	4,157	2,672	3,263	4,582	+ 40.4%
		2,326	2,815	2,532	2,836	3,145	+ 10.9%
Ski R	esort	624	629	317	<b>△428</b>	254	_
Then	ne Park	547	603	<b>△217</b>	761	1,061	+ 39.5%
Othe	S	33	109	40	93	121	+ 29.4%



# **Future Outlook**

# FY23/07 Plans



Due to expansion of major businesses, sales and profits are expected to reach record highs.

(M yen)	2022/7	2023/7 (Forecast)*	Amount Increase	% Increase
Sales	26,271	29,400	+ 3,128	+ 11.9%
Operating Profit	4,582	5,700	+ 1,117	+ 24.4%
Current Profit	4,639	5,600	+ 960	+ 20.7%
Profit attributable to owners of parent company	3,125	3,600	+ 474	+ 15.2%

\*On March 3, 2023, reported a revision of the full-year consolidated financial forecast.

# Shareholder Return



- Expected to have 13th consecutive year of dividend increase
- We intend to increase sales, profits, and dividends year-by-year

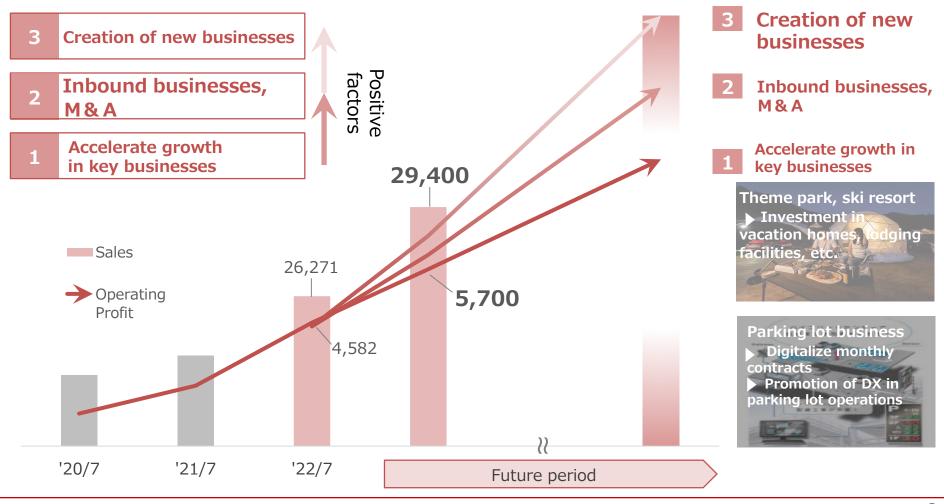
	′19/07	′20/07	′21/07	′22/07	'23/07 (Forecast)
Dividend per stock (yen)	4.25	4.50	4.75	5.00	<u>5.25</u>
Total Dividend (M yen)	1,414	1,488	1,545	1,604	1,684
Total stock buyback (M yen)	994	499	999	948	<u>500</u> *
Net Profit (M yen)	2,823	1,201	2,335	3,125	3,600
Payout Ratio (And Total Return Ratio) (%)	50.4 (85.3)	123.9 (165.5)	66.7 (109.0)	52.0 (81.7)	46.8 (60.7)
ROA (and ROE) (%)	17.3 (32.1)	9.9 (13.7)	11.7 (27.7)	16.5 (34.9)	_ (-)
Equity Ratio (%)	37.0	27.4	29.4	34.2	<u> </u>

\*To be implemented after the announcement of these financial results

## Medium-Term Business Plan



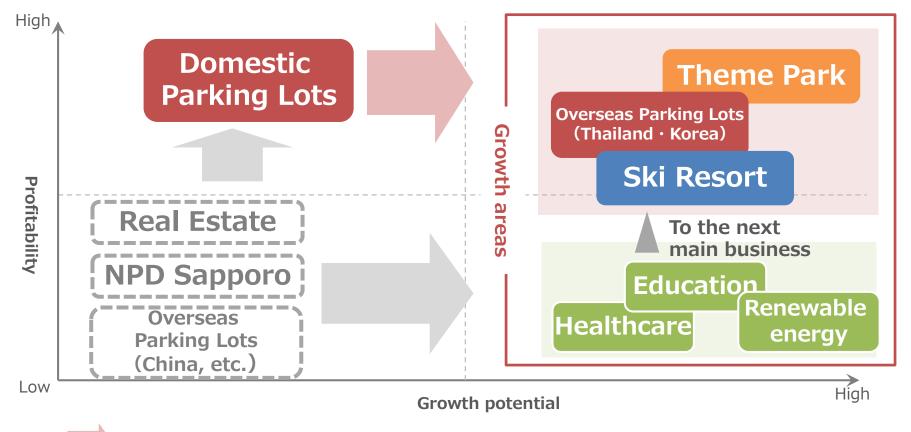
Driven by our core businesses that have captured changes in consumer needs in COVID-19, we will accelerate growth to sustain an operating profit growth rate of over 20%.



# Concentration of resources in growth areas



Focus resources on growth areas by concentrating on stable domestic parking lot business and reorganized businesses



- $\cdots$  Providing funds and producing personnel based on stable growth
- ··· Concentration of management resources through business reorganization

# Human Resources Strategy of the NPD Group



Develop talent in the core parking lot business and assign them in core positions in our growth businesses.

#### **Parking Lot Business**

**Talent development through** parking lot business

- ✓ P&L management
- ✓ New sales
- ✓ Site improvement Gain basic experience

on the job

- √ Staff recruitment
- ✓ Troubleshooting
- ✓ Organizational management

**Training camp for** 100 new graduates







**Gain** practical experience as a field supervisor



#### Theme Park

6 Directors & Managers 8 Young management candidates

Assign in core position for growth businesses

#### Ski Resort

3 Directors

#### Internal new business (NCS)

3 Directors 36 Young management candidates

#### **Group FA System**

Employees can request transfers between groups

Seize growth opportunities for oneself

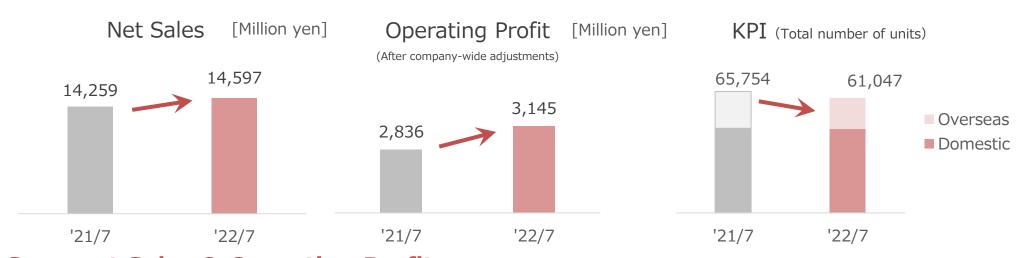


# Overview by Business Segment

# Parking Lot Business – Performance Highlights



# [Domestic] Received orders for new properties and strengthened sales [Overseas] Reduced sales and increased profit through business reorganizing



# Segment Sales & Operating Profit

(Includ	aing interse	egment tran	sactions)		
		'21/07	'22/07	Change	% Change
Net Sales	Domestic	12,600	12,977	+ 376	+ 3.0%
	Overseas	1,658	1,620	△ 37	△ 2.3%
Operat	ing				
Profit		3,218	3,546	+ 328	+ 10.2%
	Operating Margin	22.6%	24.3%	+ 1.7pt	_
(After cor adjustmen	npany-wide				
,	ng Profit	2,836	3,145	+ 308	+ 10.9%
Operatir	ng Margin	19.9%	21.5%	+ 1.7pt	_

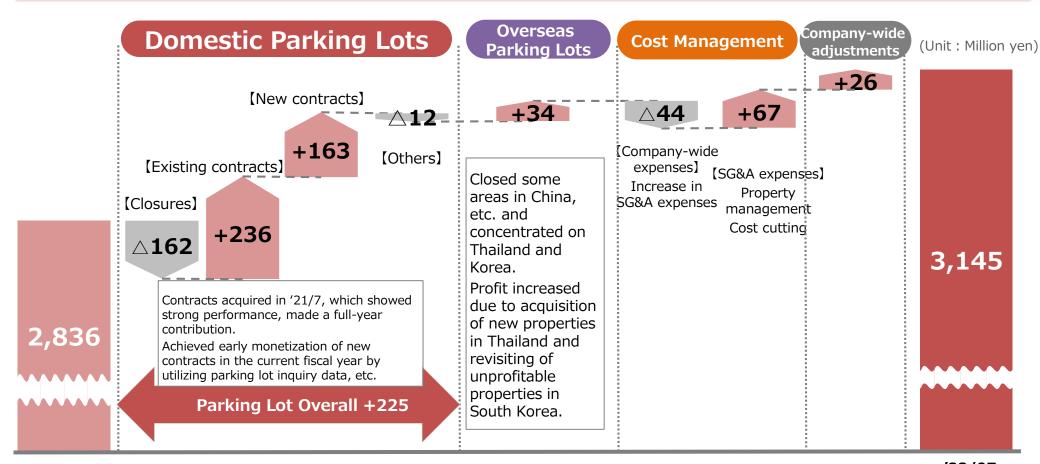
#### **Key Management Indexes**

,						
		'21/07	'22/07	Change	% Change	
No. of lots	Domestic	1,252	1,284	+ 32	+ 2.6%	
	Overseas	74	70	△ 4	△ 5.4%	
Total No. of Units	Domestic	45,886	44,519	△ 1,367	△ 3.0%	
	Overseas	19,868	16,528	△ 3,340	△ 16.8%	

### Parking Lot Business Key Drivers of Change in Operating Profit



- Profits increased by <u>+236</u>M yen due to annualized contribution of previous fiscal year orders
- Profits increased by +163 M yen due to acquisition of new hourly rental parking lot contracts



'21/07 Operating Profit

(After company-wide adjustments)

'22/07
Operating Profit
(After company-wide adjustments)

# Parking Lot Business – Strengthening User Sales–



Online inquiries increased due to COVID (+264% compared to '19/7) Expected to increase significantly in the future, driving the parking lot business

Improvement of monthly parking lot search portal "日本駐車場検索 Japan Parking Lot Search"

- ✓ Number of properties listed  $\Rightarrow$  Expanded to <u>52,300+ (highest in Japan</u>)
- ✓ Implemented online application and contract procedures ⇒ Shorter time to contract completion

Number of online inquiries: <u>+264% vs. pre-COVID</u> A **significant increase** is also expected in the future.

#### Improvement of "日本駐車場検索 Japan Parking Lot Search"

Over 52.300 listings, the largest in Japan



The <u>largest portal sites in Japan</u> with the largest number of properties listed. To improve the quality of property information, photos, size descriptions, and vacancy information are being updated as needed. The site's search engine reputation has also increased, and it appears at the top of search results.

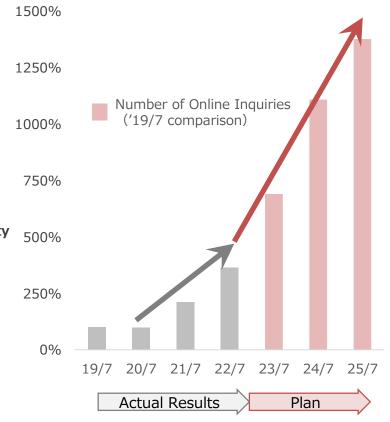
## Digital shift of application and contract

> Improved contract speed and productivity



The application and contracting process, which used to be conducted on paper with customers, is now conducted online. This has reduced the amount of time spent on printing, filling out, stamping, and mailing documents, and reduced the time it takes to complete the contract process. Productivity of our employees has also improved.

#### Projected Change in Number of Online Inquiries (FY19/7 comparison)



#### Parking Lot Business

Closing the Supply-Demand Gap through Data Utilization –



Analyzed vast amounts of inquiry data and information on properties supplied such as vacant lots and lot size to acquire new properties in target areas and optimize each area

Analyzed the the supplydemand gap per are

"Many customers are looking for parking spaces that accommodate high-roof vehicles, but existing parking lots only have small-sized lots."



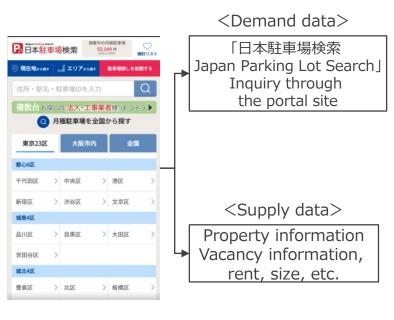
Developed new properties with the required lot sizes

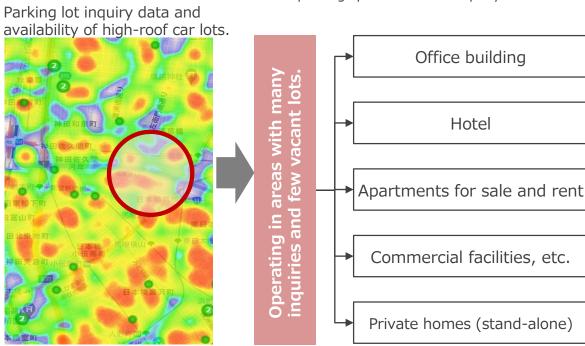
Priority on new properties in demand that can be externally rented immediately



# Optimized parking lots for each area

Solved the problem for customers who could not purchase a new car due to lack of parking space, and reduced the number of vacant parking spaces within company





# Parking Lot Business - Midterm Management Plan-



By <u>strengthening user sales</u> of domestic parking lots and <u>promoting growth</u> <u>in overseas parking lot businesses</u>, we will not only maintain stable growth, but also <u>accelerate growth</u>.



#### **Budget for Next Year** (including intersegment transactions)

	′22/07	'23/07	Change	% Change
Net Sales	14,597	14,800	+ 202	+ 1.4%
Operating Profit	3,145	3,300	+ 154	+ 4.9%
Operating Margin	21.5%	22.3%	+ 0.7pt	_

#### **Parking Lot Business Focus Points**

#### **1** Strengthen user sales

- Digital shift of monthly contracts
- DX operations of parking lot operations

Online inquiries from monthly users increased significantly, partly due to COVID-19.

By <u>developing new lots based on customer</u> <u>needs</u> from a vast amount of inquiry data, we aim to improve the monthly contract rate to a higher level.

#### 2 Strengthen overseas parking lots

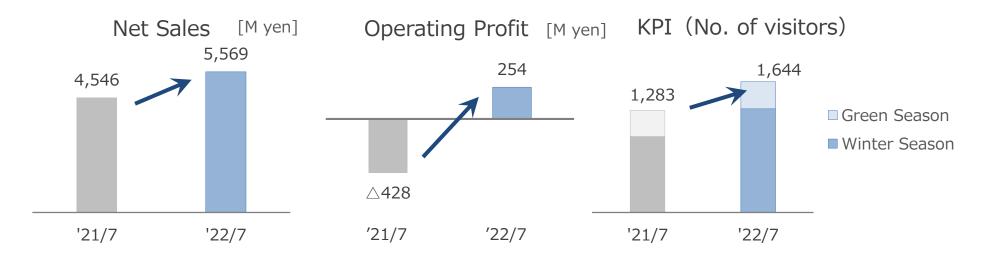
- Concentrate funds to Thailand and Korea businesses
- Strong sales activities postCOVID-19 pandemic

We withdrew from unprofitable locations and concentrated our resources, resulting in a decrease in revenue and increase in operating profit in this fiscal year vs. year ago. In the future, we expect significant recovery and high growth in Thailand and Korea, which were heavily impacted by COVID-19, as the pandemic resolves.

# Ski Resort Business – Performance Highlights-



In addition to attracting non-skiers and expanding the outdoor business, we thoroughly cut costs and <u>remained profitable despite the sharp</u> <u>decline in inbound tourism.</u>



#### **Segment Sales & Operating Profit**

(including intersegment transactions)

	'21/07	'22/07	Change	% Change
Net Sales	4,546	5,569	+ 1,022	+ 22.5%
Operating Profit	△ 428	254	+ 682	-%
Operating Margin	_	4.6%	_	_

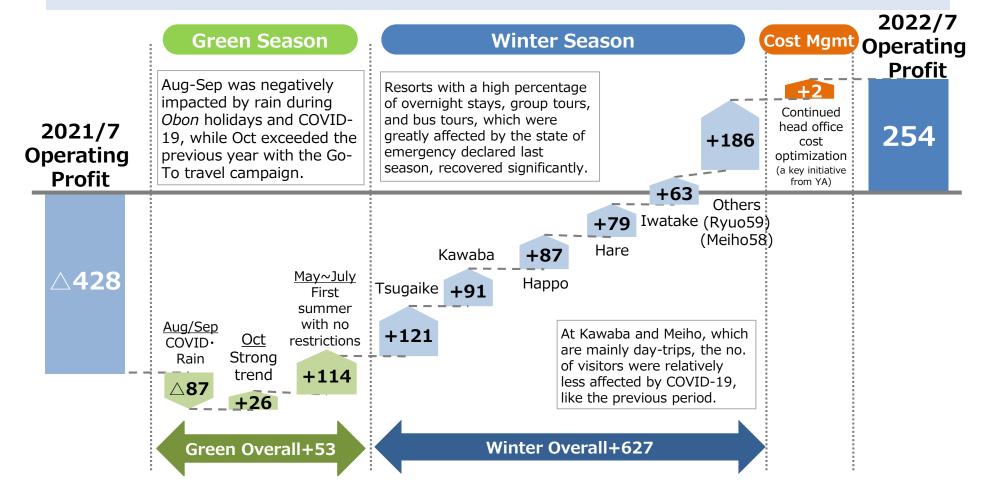
#### **Key Management Index**

No. of Visitors (Thousands)	'21/07	'22/07	Change	% Change
Winter	955	1,303	+ 347	+ 36.4%
Green	328	341	+ 13	+ 4.1%

#### Ski Resort Business Key Drivers of Change in Operating Profit



- Green season: Despite being affected by rain and COVID-19 in Aug/Sep, there is a clear trend of recovery since.
- Winter season: All resorts exceeded the previous year's operating profits
- Cost management: COVID-19 was an opportunity to review head office costs and sustain an appropriate level



# Ski Resort Business – Expansion of Non-ski Channels-







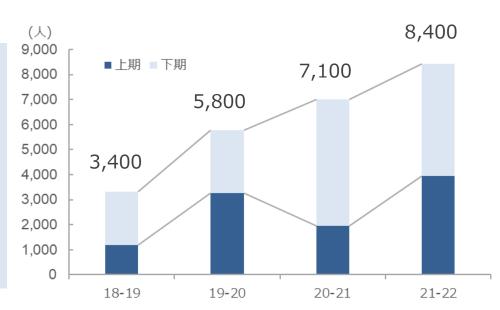




HAKUBA MOUNTAIN HARBOR is a café and terrace that is open year-round with a spectacular view of Hakuba Iwatake. In winter, we recommend enjoying a cup of hot chocolate from THE CITY BAKERY while gazing at the silvery Northern Alps.

- Since the opening of Hakuba Mountain Harbor in 2018 at Hakuba Iwatake Snow Field, the number of non-skiing guests who come for the scenic views has been increasing during the winter season.
- Starting this season, visitors can ride the 5-line South Lift, which connects to the new "Hakuba Hitotoki-no Mori" area, even if they are not skiing, allowing them to easily view the spectacular views of Hakuba Village and the Northern Alps, which until now could only be seen by skiing.

#### Number of Winter Visitors to Hakuba Iwatake



# Ski Resort Business - NSD Alliance -



#### NSD Alliance · Partner Resort





Ogna Hotaka Ski Resort

- Miyagi Zao Eboshi Resort will join the NSD Alliance in July 2021 and Ogna Hotaka Ski Resort will join in October of the same year.
- Providing sales support and consulting to the respective resorts, the alliance will show positive effects from the first year, such as an increase in the number of visitors and optimization of costs.

#### Sales channels including Shareholder benefits

#### オグナほたかスキー場 (パートナーリゾート)

群馬県片品村





目も歯がかが20回回のドンインで入派当の スノーリゾート!! 標高1,828mから3,500mのロングクルー ジングに、さらさらの良質のパウダース ノー地形を生かした楽しく多彩なコースと アイテムが休室のスノーパーク 空み空会

ノー!地形を生かした楽しく多彩なコースと アイテムが充実のスノーパーク。安心安全 な雪遊びのキッズ広場も完備し、抜群のス ノーライフをお楽しみいただけます!

http://ognahotaka.jp/

リフト1日券:大人1,500円割引

シニア(55歳以上)1,000円割引 子供(小学生以下)500円割引 (初滑り、ハイシーズン、春滑り料金に対応)

Providing support by utilizing our sales channels, such as sharing the NSD Group's shareholder benefits and outsourcing corporate sales

#### **Event attraction**

[Red Bull Snow Charge] in OGNA HOTAKA



Implementing initiatives to attract visitors and raise awareness of the resort, such as various competitions, test-ride events, and inviting Olympic athletes to the slopes.

# Support for system introduction





Ticket strategies such as webbased sales and unit pricing, as well as support for leasing and implementation of gate systems

#### Cost optimization



Optimizing costs for lift maintenance, including procurement and overhaul of cableway parts.

## Ski Resort Business – Midterm Management Plan-



- Thorough cost-cutting measures were implemented during COVID-19, resulting in a lean and efficient management structure.
- With the recovery of inbound tourism, even greater profitability is anticipated.



#### Budget for Nex Year (including intersegment transactions)

	′22/07	'23/07	Change	% Change
Net Sales	5,569	5,900	+ 330	+ 5.9%
Operating Profit	254	500	+ 245	+ 96.8%
Operating Margin	4.6%	8.5%	+ 3.9pt	-

#### Ski Resort Business Focus Points

#### **1** Winter Season

- Kids program (increase no. of child visitors)
- Expansion of non-ski channels

#### Green Season

- Summit and foothill business (summit view, outdoor activities, etc.)
- Development-related business in base area

#### 3 External Growth

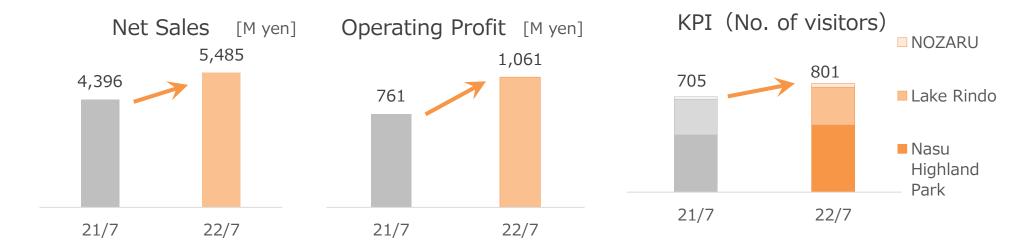
- Consulting for external ski resorts
- Business expansion through outsourced operations and sales support

By thorough cost cutting, not only in costs but also in advertising, head office expenses, etc., we kept SG&A expenses low and achieved profitability even with almost **zero inbound tourism.** 

Building upon a strong and efficient management structure, we aim to expand our revenue base, including the acquisition of non-skier customers.

# Theme Park Business- Performance Highlights-

<u>Captured new needs arising from COVID-19</u>, such as group sales targeting school trips and other events, as well as workcations and glamping, leading to increased revenue and profits.



**Segment Sales & Operating Profit** 

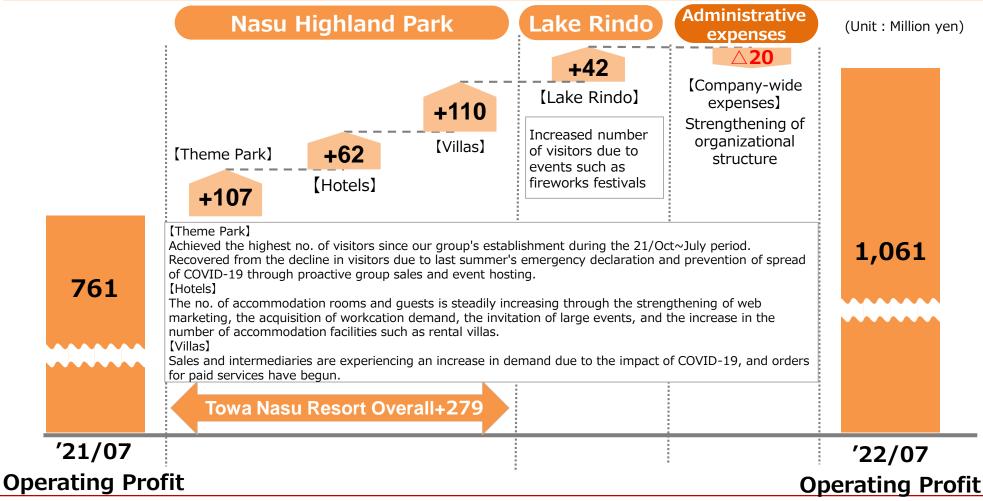
	'21/07	'22/07	Change	% Change	
Net Sales	4,396	5,485	1,089	+ 24.8%	-
Operating Profit	761	1,061	300	+ 39.5%	
Operating Margin	17.3%	19.3%	+ 2.0pt	_	

**Key Management Index** 

No. of visitors (Thousand people)	'21/07	'22/07	Change	% Change
Nasu Highland	422	493	+ 70	+ 16.7%
NOZARU	20	28	+7	+ 36.7%
Lake Rindo	261	280	+18	+ 7.1%

#### Theme Park Business - Key Drivers of Change in Operating Profit

- Theme Park: Number of visitors increased due to sales activities targeting group customers
- Hotels: Gained new demand for workcations and increased number of overnight stays through strengthened web marketing efforts and other sales efforts
- Villas: Strong sales, mediation, and paid services



#### Theme Park Business - Amusement Park & Theme Park -

Even with the measures to prevent the spread of COVID-19 and emergency declarations, the number of visitors to the park increased compared to the previous year. The number of group visitors also reached an all-time high.

#### ■ No. of park visitors

Facility	Term	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Total
Nasu	′21/7	63	49	60	61	15	3	1	32	30	41	20	43	422
Highland Park	′22/7	65	29	65	63	25	5	0	39	45	66	29	57	493
	YoY comparison	2	△20	5	2	10	1	△0	6	15	24	8	14	+ 70
Lake Rindo Family Farm	′21/7	43	32	25	31	8	2	_	13	17	28	20	38	261
	′22/7	37	23	34	35	10	4	_	16	22	43	17	33	280
	YoY comparison	△6	△8	8	3	2	1	_	3	4	15	△2	△5	+ 18

Measures to prevent the spread of COVID-19 and emergency declaration

Strengthened sales efforts towards group customers such as school trips, and recovery through active event planning.

#### ■ We actively hold events at Nasu Highland Park and Lake Rindo Family Farm:



The "Poop Museum in Nasu Highland" is very popular among children.



We organize events in collaboration with idol groups popular among young people.



We actively organize fireworks displays, combining music and fireworks.

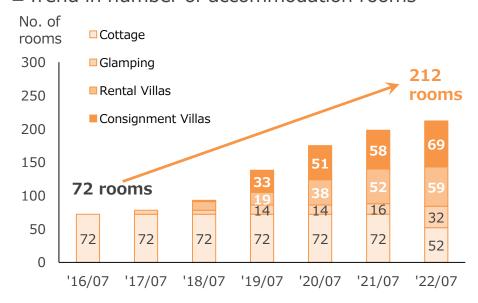


We started operation of "Rindoru," a Lake Rindo currency for young children, to support children's first experiences.

#### Theme Park Business- Villa and Hotel Business-

- We met demand for glamping, private and outdoor activities in COVID-19, which increased the number of nights stayed.
- Opened Japan's largest glamping area "Solamping" in July 2022.
- Demand for vacation homes is also strong, and we are actively investing in this area.

#### ■ Trend in number of accommodation rooms



#### ■ Number of nights stayed & guests

	′21/7	′22/7	% Change
No. of nights stayed	24,007	29,962	+ 24.8%
No. of guests	81,908	102,051	+ 24.6%

#### ■ Establishment of Japan's largest glamping area "Solamping"



AURA premium: Highest quality glamping dome featuring a private shower room and a wooden deck.



Opened the largest "Solamping" area in Japan, offering the largest number of transparent domes in the country.

#### ■ Establishment of a new private restaurant "BBQ village"



BBQ village, a private restaurant with seating for up to 170



Photogenic monuments, etc.

26

## Theme Park Business- Midterm Management Plan-

We will aim to <u>maintain an operating profit growth rate of over 30%</u> by attracting school trips and expanding existing businesses by strengthening the vacation home and lodging businesses.



#### **Budget for Next Fiscal Year**

(including intersegment transactions)

	′22/07	'23/07	Change	% Change
Net Sales	5,485	6,300	+ 814	+ 14.8%
Operating Profit	1,061	1,400	+ 338	+ 31.9%
Operating Margin	19.3%	22.2%	+ 2.9pt	_

#### Theme Park Business Focus Points

#### 1 Strengthen park business

- Strengthen telephone sales to school groups in neighboring prefectures
- Provide work experience activities
- Enhance services for dogs and pet owners (holding events, adding a dog run, etc.)

#### 2 Strengthen villa & hotel business

- Actively invest in new construction and purchase of vacation homes
- Increase occupancy rates and average spending per customer by creating unique guest rooms

Despite COVID-19, the number of park visitors reached the highest level in the past 15 years. The scale of the business also expanded significantly by capturing new needs of the pandemic, such as workcations and glamping.

There is much room for expansion in existing businesses, and we will continue to actively expand our performance in the next fiscal year and beyond.



# Appendix

# Consolidated Balance Sheet



[Million yen]

					[Million yen]
	'18/07	'19/07	'20/07	'21/07	'22/07
Current assets	13,451	13,537	18,578	15,826	14,482
(Cash)	11,708	11,716	16,484	13,464	11,639
Tangible fixed assets	6,583	8,135	9,313	10,366	10,995
Intangible fixed assets	205	218	257	219	182
Investments, other investments	3,130	2,745	2,454	2,293	1,937
(Investment securities)	1,465	984	895	869	463
Total fixed assets	9,920	11,099	12,025	12,879	13,116
Total assets	23,371	24,637	30,604	28,706	27,598
Current liabilities	3,002	4,970	5,766	6,145	5,624
Fixed liabilities	9,377	7,753	13,785	11,835	10,240
(Interest bearing debt)	6,598	6,701	12,973	11,429	9,300
Total liabilities	12,379	12,723	19,551	17,980	15,865
Total net assets	10,992	11,913	11,053	10,725	11,733
Total net assets and liabilities	23,371	24,637	30,604	28,706	27,598
Net interest-bearing debt	-5,109	-5,015	-3,510	-2,034	-2,339
Current ratio	448.1%	272.4%	322.2%	257.5%	257.5%
Fixed to long term ratio	55.5%	65.8%	54.2%	63.5%	66.6%
Equity ratio	36.3%	37.0%	27.4%	29.4%	34.2%

# Parking Lot Business Number of Lots



		'18/07	'19/07	'20/07	'21/07	'22/07
Directly	Number of	990	1,001	1,000	1,067	1,107
managed lots	lots	(+0.5%)	(+1.1%)	(△0.1%)	(+6.7%)	(+3.7%)
for monthly	Number of	16,698	16,805	17,446	18,806	19,811
rentals	rental units	(+3.3%)	(+0.6%)	(+5.6%)	(+7.8%)	(+5.3%)
Directly	Number of	137	147	150	150	145
managed lots	lots	(△8.7%)	(+7.3%)	(+2.0%)	(+0.0%)	(△3.3%)
with hourly-	Number of rental units	18,021	21,309	21,301	22,031	21,117
rentals		(+2.8%)	(+18.2%)	(+0.0%)	(+3.4%)	(△4.1%)
	Number of lots	102	102	114	109	102
Hourly-rental		(△8.9%)	(±0.0%)	(+11.8%)	(△4.4%)	(△6.4%)
management lots	No. of units managed	21,668	22,509	26,985	24,917	20,119
		(△4.5%)	(+3.9%)	(+19.9%)	(△7.7%)	(△19.3%)
	Number of	1,229	1,250	1,264	1,326	1,354
Total	lots	(△1.4%)	(+1.7%)	(+1.1%)	(+4.9%)	(+2.1%)
Total	Total No. of	56,387	60,623	65,732	65,754	61,047
	units	(+0.0%)	(+7.5%)	(+8.4%)	(+0.0%)	(△7.2%)

# Ski Resort Business Current Initiatives, Obstacles, and Future Initiatives



#### **1 Winter Season**



- Investment in measures against light snowfall
- Introduction of auto gate system
- Inbound tourism



Differentiated services

 (Kawaba Fast Track, Tsugaike DBD,
 HAKUBA S-CLASS)

[Obstacle]
Slow
response to
domestic
market
needs

#### Measures to overcome obstacles

- Kids program (Increase in the no. of child visitors)
- Expansion of non-ski channels

#### **2** Green Season



Summit Business (Active use of summit views and gondolas/RW)



Foothill Business
 (Collaboration with local communities such as outdoor activities/roadside stations)

[Obstacle] Rainy weather

- Development related business for base area
  - Attract accommodation development
  - Attract commercial facilities
  - Develop residential facilities

#### **3External Growth**



Business expansion through M&A [Obstacles]
Hardware and
environment
incompatibility

Price competition with foreign companies for resale

- Consulting for external ski resorts
- Business expansion through outsourced operations and sales support.

\*\*For details, please refer to the presentation materials from Japan Ski Resort Development. <a href="https://www.nippon-ski.jp/ir-library.php">https://www.nippon-ski.jp/ir-library.php</a>

#### Theme Park Business DX Support for Amusement Parks and Theme Parks

- Formed a business alliance with Digital Shift and Asoview to support DX promotion at leisure facilities.
- In response to the impact of COVID-19 on the leisure industry, we will work to support the V-shaped recovery of the industry through DX, including electronic ticketing to avoid lines and reduce contact at entry, and operating facilities to prevent overcrowding. We have already introduced electronic ticketing at Lake Rindo Family Farm as an early initiative.



#### ■ DX Support Initiatives

Nippon Theme Park Development

Digital Shift

Asoview

- ① Provide knowhow on recruiting local talent
- 2 Support for measures to increase productivity
- 1 Training for DX employees
- ② Dispatching of employees specializing in strategy development
- ① Is<mark>suance of elect</mark>ronic tickets
- ② Customer management system ⇒ reduce congestion and strengthen sales promotions

Solutions for small to medium-sized theme parks and amusement facilities

\*\*The Nikkei, October 14th, 2021 announced the collaboration of three companies to support DX transformation for leisure facilities.

# Theme Park Business Regional Revitalization Efforts

- In Oct 2020, we began collaborating with Digital Shift, Inc. We will promote the "NasuconValley Concept" with the aim of and regional and population revitalization by attracting corporate executives and employees to the Nasu area and encouraging mutual interaction.
- In Oct 2021, we established the NasuconValley Council, a general incorporated association, with membership from large corporations, venture companies, local businesses and academia.
- The council will invite large corporations to visit, give lectures, and hold major events in order to achieve regional revitalization.

#### **Establishment of NasuconValley Council**





- In Oct 2021, the Nascon Valley Council, one of the largest living labs in Japan, was established to implement innovations required for a 21st century society, such as drones and next-generation housing, by utilizing the vast 8 million m villa land in Nasu Highland.
- On Nov 17, 2021, a press conference was held with the Governor of Tochigi Prefecture, the Mayors of Nasu Town, Nasushiobara City, and Otawara City to announce the establishment of the incorporated association and to explain future business development, including cooperation with each municipality.
- The aim is to foster new industries in the Nasu area through collaboration with large corporations, venture companies, local businesses, academic institutions, and local governments.

#### Attraction of large-scale (IVS) events





- The Infinity Venture Summit was held at Nasu Highland Park, TOWA Pure Cottage, and Nasu Highland for three days from Nov 17 to 19, 2021.
- Over 400 startups and venture companies participated during the period, and approximately 500 participants visited Nasu.
- Numerous events were held at our facilities, including a jet pitch using the F2 roller coaster, seminars using the villas, and a gettogether at the newly built BBQ VILLAGE inside TOWA Pure Cottage.



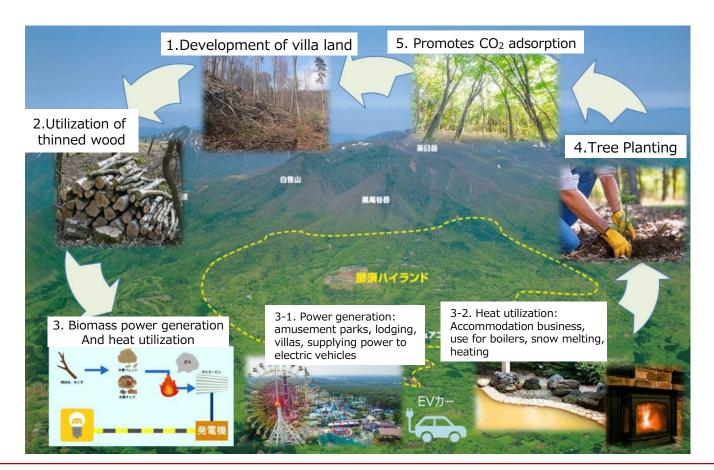
# **SDGs Activities**

# Coexisting with Nature: Biomass Power Generation for Local Production/Consumption and Recycling





- The Nippon Parking Development Group has established a new company, "Smart Green Energy Co., Ltd.," with the aim of achieving "zero CO2 emissions by 2030." In the Nasu area, we have begun work on the Nasu Green Highland concept.
- We aim to operate facilities with low environmental impact and create a sustainable community by using locally produced/consumed/recycled biomass power and waste heat utilization using lumber from forest thinning during the development of villa areas, and by planting trees in thinned areas.



## Vacation Rentals to Prevent Vacant House Problems



- When the villa owner is not using the property, we are entrusted with the management of the property and use
  it as an accommodation facility.
- The profits are returned to the owner and used as funds for villa maintenance.
- By increasing the revenue and asset value of the property, we also enhance the value of the area.
- Guests can enjoy Nasu to the fullest by staying in a nature-rich villa.





# A Brighter Future for Our Children







- We provide an environment where children's hearts and stomachs are full
- We create an environment where children can interact with each other
- Instructors from our group company, who involved in the online education business, provide high-quality education.



#### 藤和那須やJR東日本が連携 那須塩原駅にこども食堂

2021/12/22 19:07 日本経済新聞 電子級



**財済権原原ナカにこども食堂がオープンした(栃木県那須塩原市** 

リゾート開発の藤和那須リゾート(栃木県那須町)やJR東日本などは連携して、那須塩原駅 (那須塩原市)内にこども食堂を開設した。母子・父子家庭や共働きなどで一人で食事をし なければならない子どもらに食事を格安で提供する。



Receiving a bento from the staff at the "Children's Cafeteria" set up at the station.



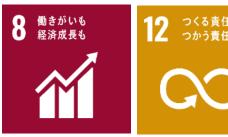
Attending an English conversation program offered by our group company TCK Workshop.

In cooperation with JR East Japan, we have opened a "Children's Cafeteria" at JR Nasushiobara Station.

It is open every Tuesday, Thursday, and Friday from 5pm to 8pm. Junior high school students and younger who have to eat alone due to single mothers, single fathers, and dual-income families can purchase a meal for 100 yen, and adults accompanying children can purchase a meal for 200 yen. In addition, we offer English conversation classes at our group company TCK Workshop.

\*The Nikkei, Dec 22<sup>nd</sup>, 2021 announced the collaboration with Japan Railway East to open children's cafeteria.

# Zero Animal Euthanasia/ Adoption Events for 101 Rescued Dogs



- Started adoption activities in 2017 and successfully found new homes for 101 rescued dogs.
- Held adoption events for rescued dogs at Nasu Highland Park.











■ Scenes of adoption event held at Nasu Highland Park We had a larger than expected number of visitors as well as videos of the relaxed dogs in their everyday lives.





# **Educational** Services for Third Culture Kids



#### Fostering the international generation of the future:

✓ Contribute to international education in Japan by providing education in both English and Japanese for students who wish to enter universities overseas.

✓ Foster the next generation of global citizens by meeting the needs of international education, including individual study abroad programs for elementary, middle, and high school students.

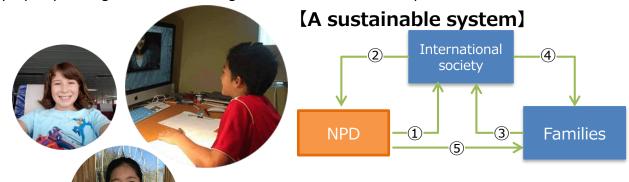
#### Providing high quality education worldwide:

 $\checkmark$  Support expatriate families by resolving their educational concerns and ensuring their peace of mind.

∨ Contribute to society globally by expanding services to foreign families stationed in Japan



#### **Target Students** Children living Estimated 100,000 ppl temporarily moved due to COVID-19 abroad Returnee Approx. 10,000 ppl return annually children Students 310,000 students, tripled since 2009 studvina (MEXT) abroad International Current 18 to 200 schools (MEXT) **Baccalaureate**



- 1 Develop global generation of the future
- 2 Provide opportunities for foreign talent and education
- 3 Contribute to society through expatriates and corporate activities
- Provide comprehensive support to expatriates
- 5 Provide high-quality education anywhere in the world

**TCK Workshop** provides online tutoring services to a total of 1,300 students in 40 countries around the world (as of July 2022), with the mission of making children's overseas experience an "asset".

TCK Workshop provides educational consultations in both English and Japanese to families living in areas where educational institutions and services are difficult to access, and for children attending local schools overseas or international schools.