



**OPEN HOUSE
GROUP**

Consolidated Financial Highlights

for the First Quarter of FY2024

(2023/10-2023/12)

OPEN HOUSE GROUP CO.,LTD.
[3288 TSE]

FY2024 1Q Financial Results Topics

Business Performance 1Q FY2024

◆ Sales and profits increased led by Pressance Corporation in the single-family homes related business

FY2024 1Q Results

Net sales	¥ 304.8 billion	[122.8%YoY]
Operating profit	¥ 32.6 billion	[106.4%YoY]
Profit attributable to owners of parents	¥ 32.9 billion	[168.0%YoY]

Financial Forecasts for FY2024

◆ Planning net sales of ¥ 1.3 trillion, profit attributable to owners of parent ¥ 92.5 billion

FY2024 Forecasts

Net sales	¥ 1.3 trillion	[113.2%YoY]
Operating profit	¥ 124.0 billion	[87.1%YoY]
Profit attributable to owners of parents	¥ 92.5 billion	[100.5%YoY]

Shareholder Returns

Share buybacks	¥ 10.0 billion	2.2 Million (Percentage of issued shares : 1.82%)
Actual share buybacks	¥4.6 billion	1.0

M&A

- ◆ Name to be changed from Sanei Architecture Planning to Meldia in March 2024.
- ◆ Steady progress in establishing a system to normalize management.

1. 1Q FY2024 Consolidated Financial Summary



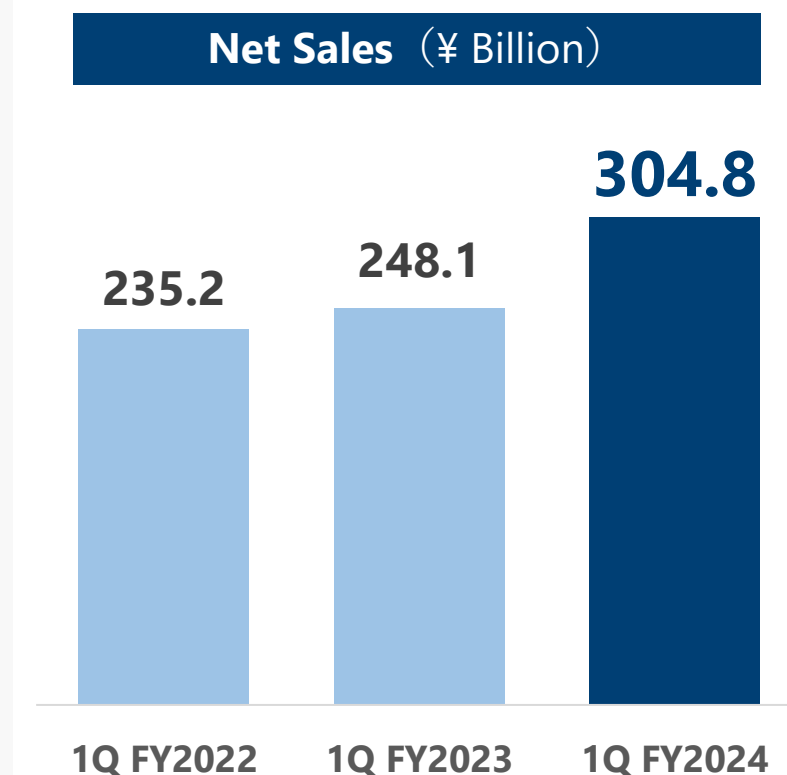
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Consolidated Statements of Income (Overview)

- Sales and profits increased in the 1Q as planned and operating profit margin maintained over 10%
- 12.7 billion yen of gain on negative goodwill was recorded as extraordinary profit due to M&A of Meldia

(¥ Million)

	1Q FY2023 (2022/10-2022/12)		1Q FY2024 (2023/10-2023/12)		Inc. (Dec.)
	Result	% of net sales	Result	% of net sales	
Net sales	248,198	-	304,846	-	122.8%
Operating profit	30,668	12.4%	32,643	10.7%	106.4%
Ordinary profit	29,514	11.9%	32,262	10.6%	109.3%
Net profit attributable to owners of parent	19,643	7.9%	32,994	10.8%	168.0%



Performance by Segment (Net Sales/Operating Profit)

- New Segment “Meldia” has been added due to the consolidation of the company
- Net sales and operating profits increased in existing businesses even without the inclusion of “Meldia”

	Net sales				
	1Q FY2023 (2022/10-2022/12)		1Q FY2024 (2023/10-2023/12)		Inc. (Dec.)
	Result	Ratio	Result	Ratio	
Total	248,198	100.0%	304,846	100.0%	122.8%
Single-family home related business	141,735	57.1%	170,186	55.8%	120.1%
Condominium	3,347	1.3%	3,730	1.2%	111.4%
Property resale	44,533	17.9%	33,100	10.9%	74.3%
Others (including U.S. real estate business)	19,529	7.9%	22,764	7.5%	116.6%
Pressance Corporation	39,199	15.8%	40,999	13.4%	104.6%
Meldia	-	-	37,331	12.2%	-
Adjustments	(147)	-	(3,267)	-	-

	Operating profit ¥ Million				
	1Q FY2023 (2022/10-2022/12)		1Q FY2024 (2023/10-2023/12)		Inc. (Dec.)
	Result	% of Net sales	Result	% of Net sales	
	30,668	12.4%	32,643	10.7%	106.4%
	16,484	11.6%	17,959	10.6%	108.9%
	(432)	-	(731)	-	-
	5,429	12.2%	4,257	12.9%	78.4%
	2,267	11.6%	2,096	9.2%	92.4%
	6,827	17.4%	8,031	19.6%	117.6%
	-	-	1,330	3.6%	-
	91	-	(300)	-	-

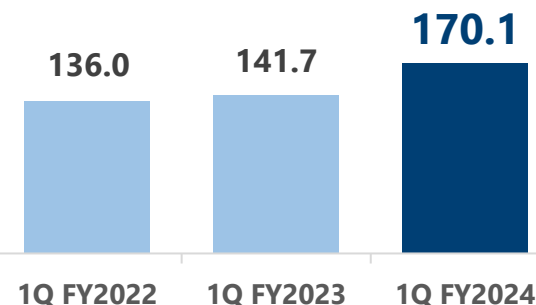
Single-family Home Related Business (Overall)

- Steady demand for single-family homes in urban areas, and sales and operating income are improving
- Although the gross profit margin has declined as market inventories are in an adjustment phase, the impact is within the expected range

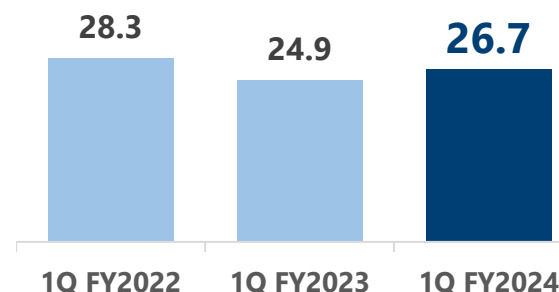
(¥ Million)

	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	1Q FY2024 (2023/10-2023/12)	Inc. (Dec.)
Net sales	136,051	141,735	170,186	120.1%
Gross profit	28,339	24,925	26,740	107.3%
Gross profit margin	20.8%	17.6%	15.7%	(1.9)pt
Operating profit	21,799	16,484	17,959	108.9%
Operating profit margin	16.0%	11.6%	10.6%	(1.1)pt

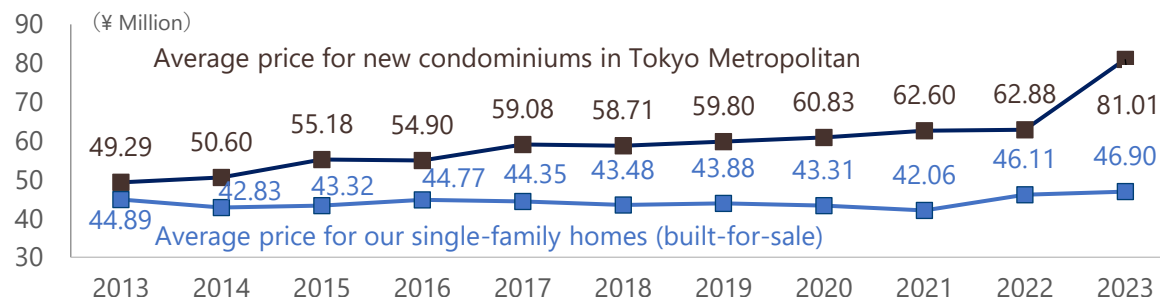
Net Sales (¥ Billion)



Operating Profit (¥ Billion)



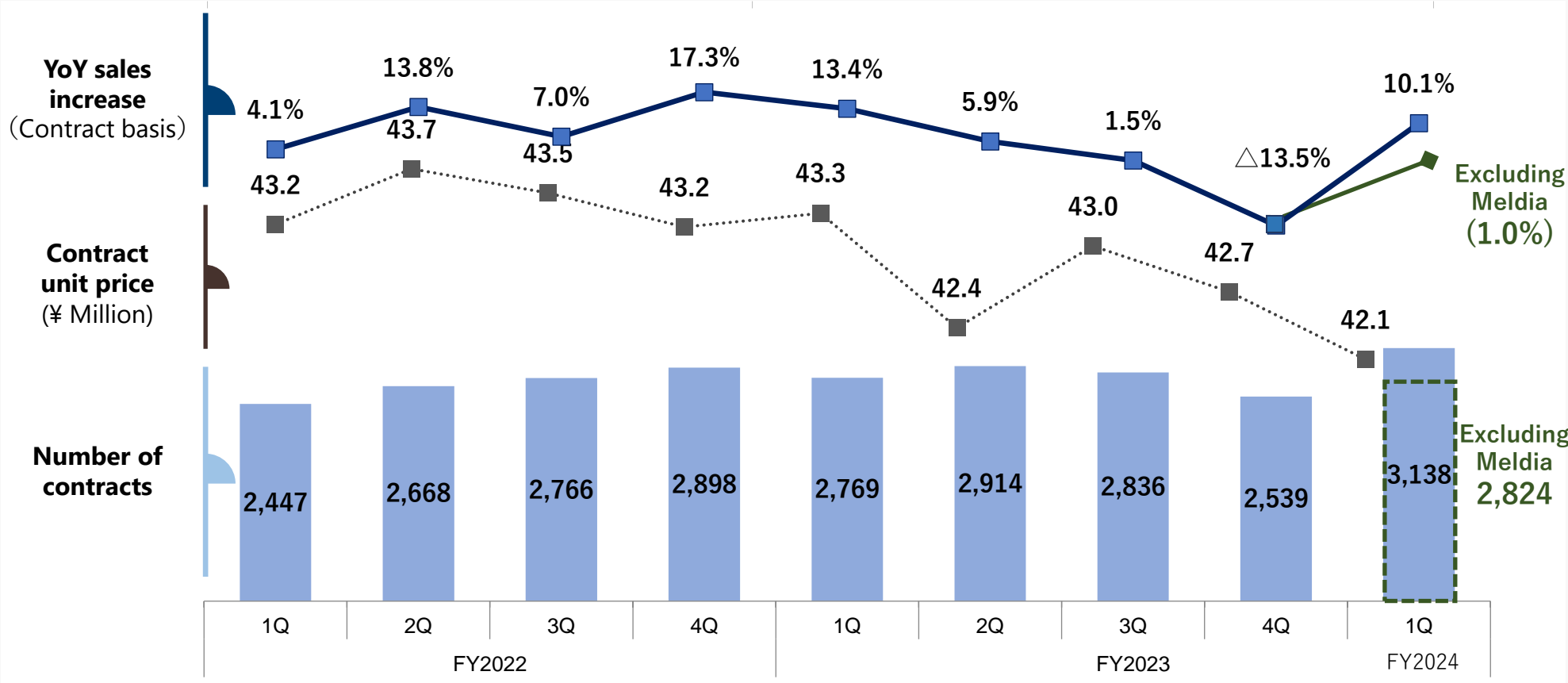
Changes in the average price for new condominiums in Tokyo Metropolitan and average price for the Company's single-family homes (built-for-sale)



Source: Real Estate Economic Institute "Metropolitan Area Condominium Market Trends"
Fiscal year: Calendar year (January-December) for condominiums, October of the previous year to September of the current year, for our single-family homes, in the Tokyo metropolitan area.

Single-family Home Related Business (Trends in Sales Contracts)

- The data from Meldia is included in the total starting from the first quarter
- Sales contracts recovered and improved to the level as the previous year, even excluding Meldia

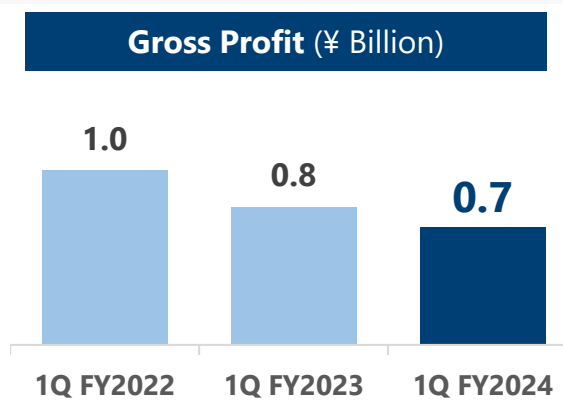
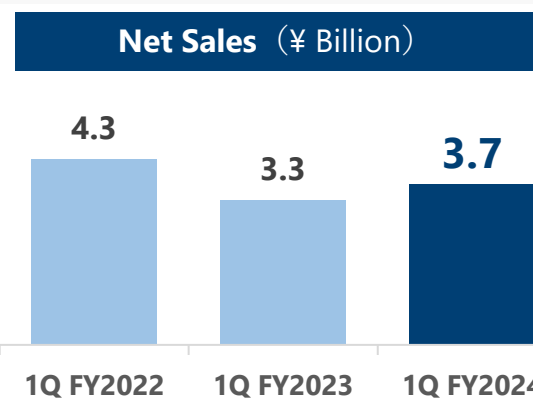


Operating companies : Open House Development Co.,Ltd. (OHD) & Hawk One Corporation (HO)
Scope : Sales (built-for-sale + land), not including contracted work

Condominium Business

- In the Condominium business, deliveries will be concentrated in the fourth quarter for the fiscal year ending September 2024
- Sales of properties scheduled for delivery above, are progressing smoothly

	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	1Q FY2024 (2023/10-2023/12)	Inc. (Dec.)
(¥ Million)				
Net sales	4,374	3,347	3,730	111.4%
Gross profit	1,008	804	684	85.2%
Gross profit margin	23.1%	24.0%	18.4%	(5.7)pt
Operating profit	(118)	(432)	(731)	-
Operating profit margin	-	-	-	-
No. delivered	73	59	68	9
Unit price	59.7	56.6	54.7	(1.8)



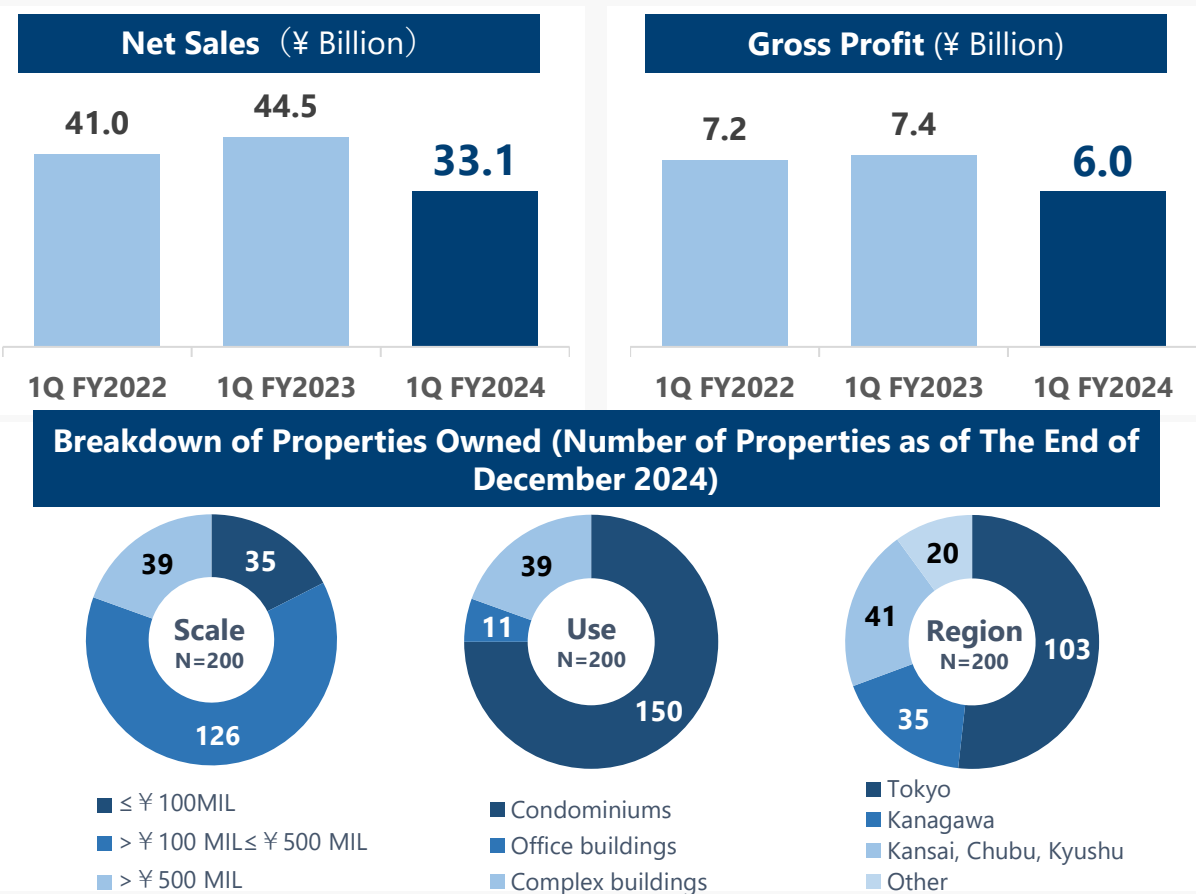
Major Condominiums Delivered in FY2024		
Name	Units	Average Price
Open Residence Yutenji (Tokyo)	17	100 million yen
Open Residencia Shimokitazawa Hills (Tokyo)	18	90 //
Open Residencia Aoi The Place (Nagoya)	42	40 //
Open Residencia Ohori Nishi (Fukuoka)	25	40 //

Property Resale Business

- The number of deliveries has increased. The wealthy continue to have a surplus of money, and property resale business maintains to be active
- Although sales in the first quarter were lower than the previous year, contracts are steady and are expected to increase from the second quarter onward

	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	1Q FY2024 (2023/10-2023/12)	Inc. (Dec.)
Net sales	41,064	44,533	33,100	74.3%
Gross profit	7,232	7,422	6,063	81.7%
Gross profit margin	17.6%	16.7%	18.3%	1.7pt
Operating profit	5,324	5,429	4,257	78.4%
Operating profit margin	13.0%	12.2%	12.9%	0.7pt
No. delivered	69	80	90	10
Unit price	578	543	352	(191)

(¥ Million)



Other Segment (U.S. Real Estate Business)

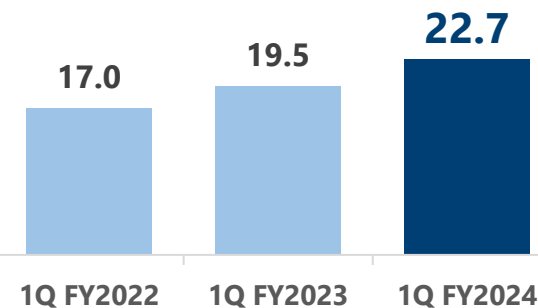
- A steady increase in transactions with active wealthy individuals with high motivation to invest
- Strong appetite for diversified investment in dollar assets, regardless of exchange rates

(¥ Million)

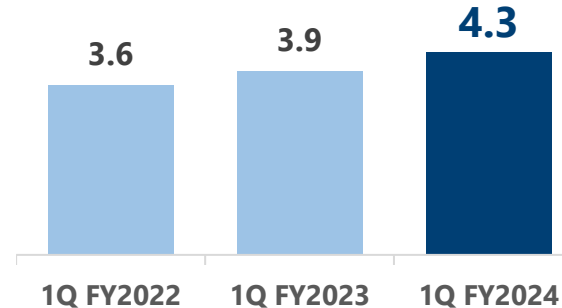
	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	1Q FY2024 (2023/10-2023/12)	Inc. (Dec.)
Net sales	17,042	19,529	22,764	116.6%
Gross profit	3,687	3,992	4,389	109.9%
Gross profit margin	21.6%	20.4%	19.3%	(1.2)pt
Operating profit	2,202	2,267	2,096	92.4%
Operating profit margin	12.9%	11.6%	9.2%	(2.4)pt
No. delivered*	264	221	256	35
No. of buildings managed*	2,710	3,678	4,633	955

* Figures for U.S. Real Estate Business are shown.

Net Sales (¥ Billion)



Gross Profit (¥ Billion)



Business Model-One-Stop Service

Our service for the administration of local properties and support for sales.

Support for the whole process from conclusion of an agreement to the end of a transaction

Selection of properties

Admin. of properties

Purchase process

Funding

Offering of properties that our local offices selected for domestic wealthy investors

Introduction of financial institutions, and loans from our Group company are also available.

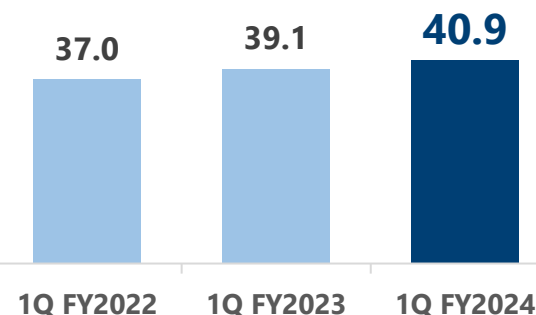
Pressance Corporation

- The demand for condominiums in the Kansai region was just as strong as Tokyo Metropolitan area, in terms of both investment and actual demand.

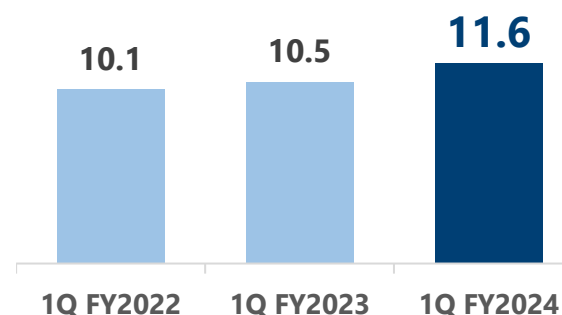
(¥ Million)

	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	1Q FY2023 (2023/10-2023/12)	Inc. (Dec.)
Net sales	37,028	39,199	40,999	104.6%
Gross profit	10,197	10,520	11,632	110.6%
Gross profit margin	27.5%	26.8%	28.4%	1.5pt
Operating profit	6,272	6,827	8,031	117.6%
Operating profit margin	16.9%	17.4%	19.6%	2.2pt
No. delivered	1,011	1,374	1,406	32
Studio-type condominiums	619	900	977	77
Family-type condominiums	392	474	429	(45)

Net Sales (¥ Billion)



Operating Profit (¥ Billion)



Nationwide 2022 Condominium Supply Ranking (Units)

rank	Company Name	Units	rank	Company Name	Units
1	Nomura Real Estate Development	4,240	6	MITSUBISHI ESTATE RESIDENCE	2,153
2	Pressance Corporation	3,760	7	Takara Leben	2,134
3	Mitsui Fudosan Residential	3,420	8	DAIWA HOUSE INDUSTRY	2,022
4	Sumitomo Realty & Development	3,109	9	Open House Development	1,870
5	ESLEAD CORPORATION	2,214	10	NIPPON STEEL KOWA REAL ESTATE	1,850

Source: Real Estate Economic Institute (As of 2023.2)

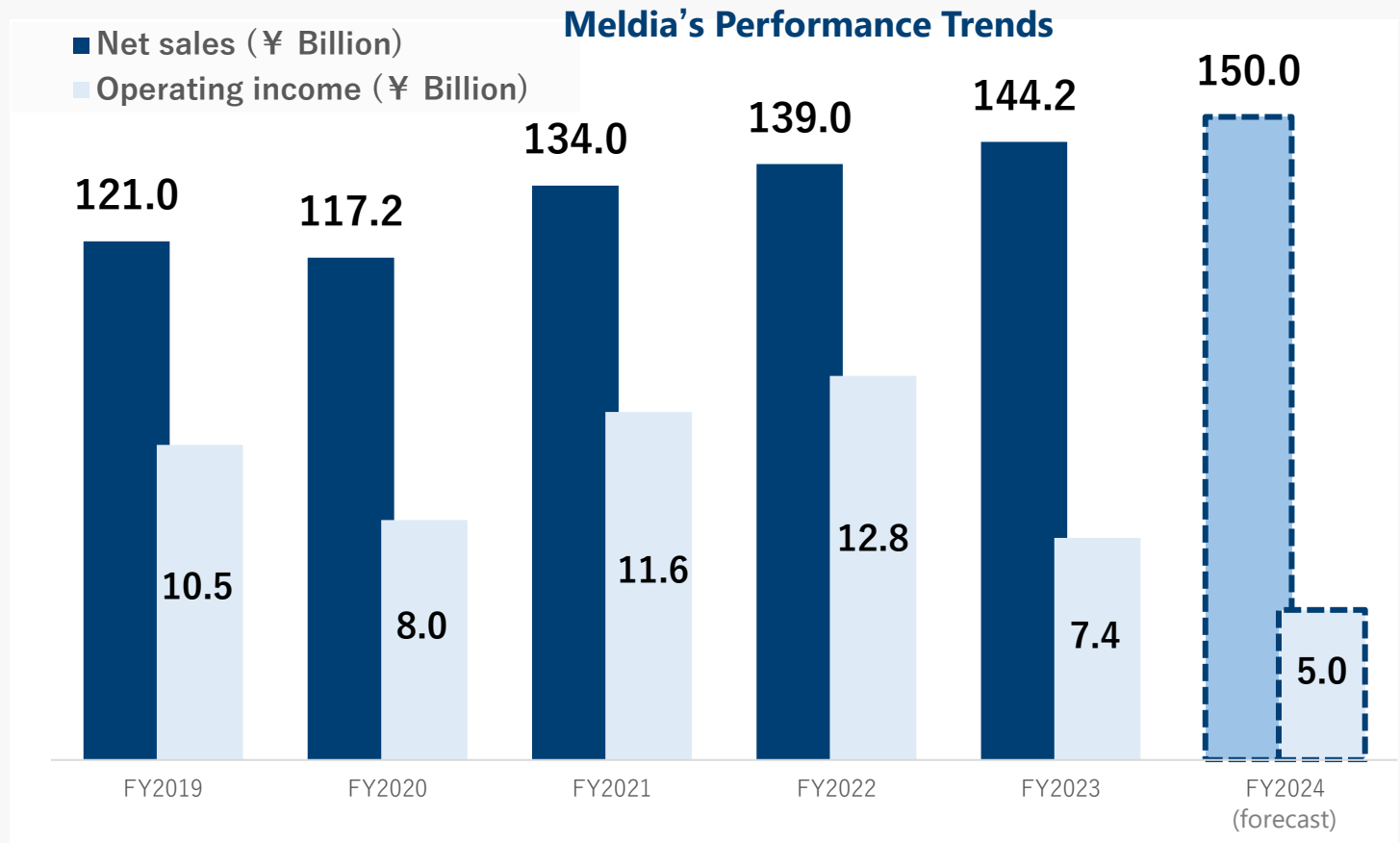
Meldia

- For 1Q FY2024, a new segment began after consolidation
- A smooth start to the full-year plan, aiming for early recovery of profit level

	1Q FY2024 (2023/10-2023/12)
Net sales	37,331
Gross profit	3,828
Gross profit margin	10.3%
Operating profit	1,330
Operating profit margin	3.6%
No. delivered	393

¥ Million

Melida's results from September 2023 to November 2023 are consolidated in 1Q FY2024



Breakdown of SG&A Expenses, Non-Operating Profit/Expenses

(¥ Million)

SG&A Expenses					
	1Q FY2023 (2022/10-2022/12)		1Q FY2024 (2023/10-2023/12)		Inc. (Dec.)
	Result	% of net sales	Result	% of net sales	
SG&A expenses	16,951	6.8%	19,739	6.5%	2,788
Personnel expenses	5,385	2.2%	7,171	2.4%	1,785
Sales commissions	1,911	0.8%	2,079	0.7%	167
Office maintenance cost	2,033	0.8%	2,081	0.7%	47
Advertising expenses	890	0.4%	1,015	0.3%	124
Promotion expenses	542	0.2%	521	0.2%	(21)
Others	6,186	2.5%	6,871	2.3%	684

Non-Operating Income / Expenses					
	1Q FY2023 (2022/10-2022/12)		1Q FY2023 (2023/10-2023/12)		Inc. (Dec.)
	Result	% of net sales	Result	% of net sales	
Non-Operating income	479	0.2%	1,496	0.5%	1,016
Share of profit of entities accounted for using equity method	112	0.0%	-	-	(112)
Dividend income	58	0.0%	665	0.2%	607
Other	308	0.1%	830	0.3%	521
Non-operating expenses	1633	0.7%	1,877	0.6%	243
Interest expenses	979	0.4%	1,393	0.5%	413
Commission expenses	19	0.0%	52	0.0%	32
Other	633	0.3%	431	0.1%	(201)

Consolidated Balance Sheet

- Maintaining a sound financial position even after consolidation of Meldia
- Maintaining investment capacity to flexibly respond to M&A opportunities

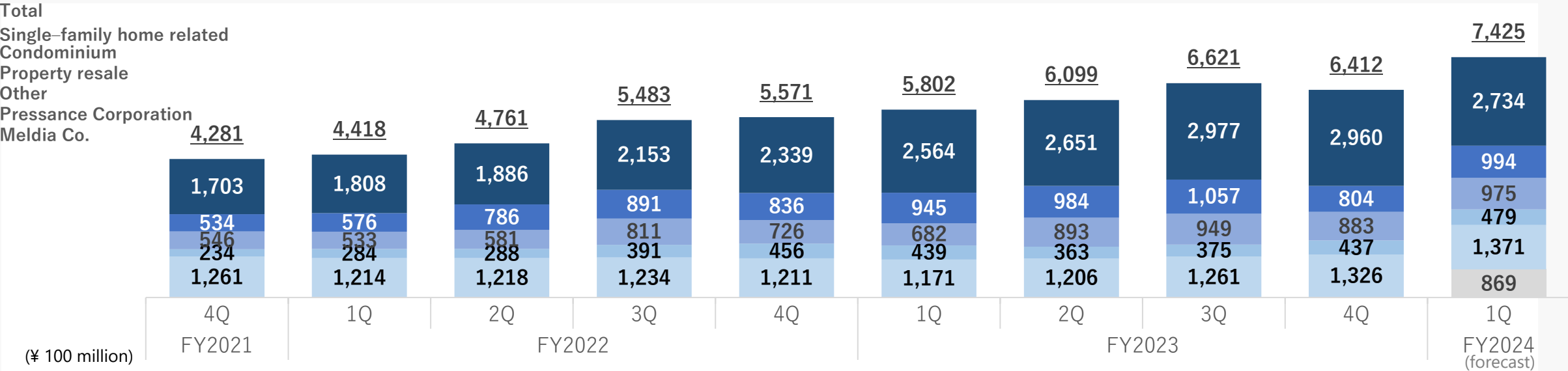
(¥ Million)

Consolidated balance sheet		FY2023	1Q FY2024	Inc. (Dec.)		FY2023	1Q FY2024	Inc. (Dec.)
	Current assets	1,130,769	1,210,322	79,552	Liabilities	718,251	791,314	73,062
	Cash and deposits	401,879	354,608	(47,271)	Current liabilities	373,526	424,985	51,458
	Inventories	641,256	742,556	101,299	Non-current liabilities	344,725	366,328	21,603
	Others	87,633	113,157	25,524	Net assets	480,416	499,948	19,532
	Non-current assets	67,898	80,940	13,041	Shareholders' equity	401,443	420,392	18,949
	Property, plant and equipment	28,456	33,830	5,374	Valuation and translation adjustments	15,163	10,968	(4,195)
	Intangible assets	2,690	2,998	307	Non-controlling interests	63,808	68,587	4,778
	Investments and other assets	36,751	44,111	7,359	Total liabilities and net assets	1,198,668	1,291,262	92,594
	Total asset	1,198,668	1,291,262	92,594				
Safety index		FY2023	1Q FY2024	Inc. (Dec.)		FY2023	1Q FY2024	Inc. (Dec.)
	Net D/E ratio	0.4	0.7	0.3	Equity ratio	34.7%	33.3%	(1.3)pt
	D/E ratio	1.4	1.5	0.2	Current ratio	302.7%	284.8%	(17.9)pt

Inventory Details

(¥ Million)

	FY2021	FY2022	FY2023	1Q FY2024	Ratio	Inc. (Dec.)
Inventory	428,129	557,105	641,256	742,556	100.0%	101,299
Single-family home related	170,389	233,979	296,015	273,409	36.8%	(22,606)
Condominium	53,496	83,632	80,443	99,434	13.4%	18,990
Property resale	54,681	72,678	88,326	97,596	13.1%	9,269
Other	23,452	45,639	43,798	47,989	6.5%	4,191
Pressance Corporation	126,109	121,174	132,672	137,140	18.5%	4,467
Meldia Co.	-	-	-	86,985	11.7%	86,985



2. Consolidated Business Performance Forecasts for FY2024

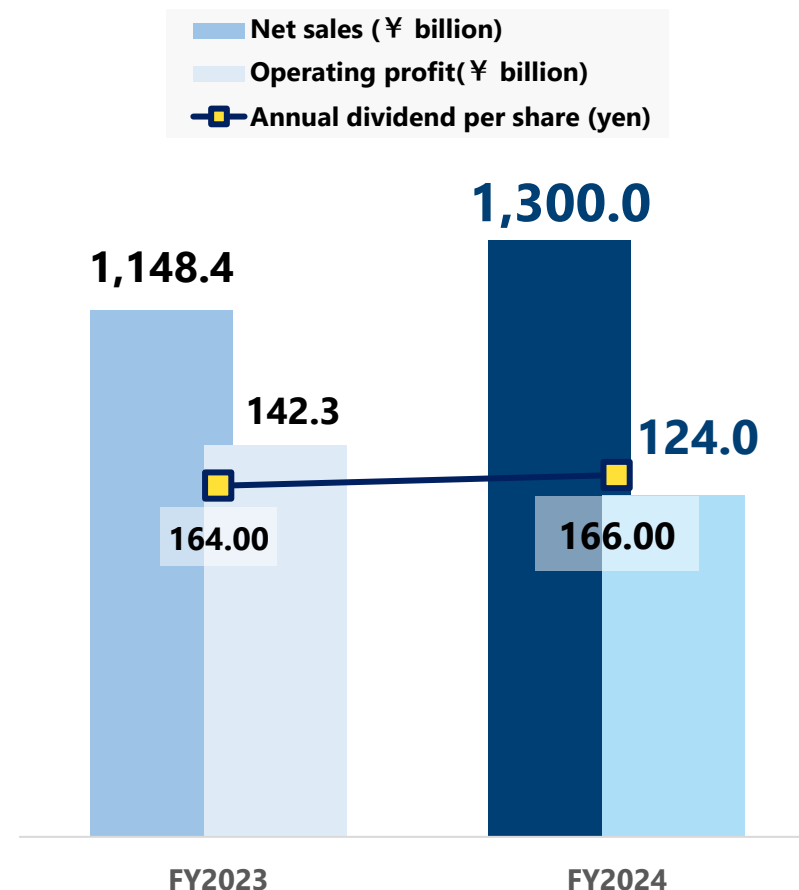


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Consolidated Business Performance Forecasts

- A year that will test our ability to deliver business performance even without a tailwind environment
- Environment which enables us to differentiate ourselves from competitors.

	FY2023 (2022/10-2023/9)		FY2024 Forecasts (2023/10-2024/9)	
	Results	Inc. (Dec.)	Forecasts	Inc. (Dec.)
Net sales	1,148,484	120.6%	1,300,000	113.2%
Operating profit	142,330	119.2%	124,000	87.1%
Ordinary profit	136,927	113.0%	120,000	87.6%
Profit attributable to owners of parent	92,050	118.2%	92,500	100.5%
EPS (yen)	763.72	-	768.45	-
Annual dividends per share (yen)	164.00	35.00	166.00	2.00
Payout ratio	21.5%	-	21.6%	-

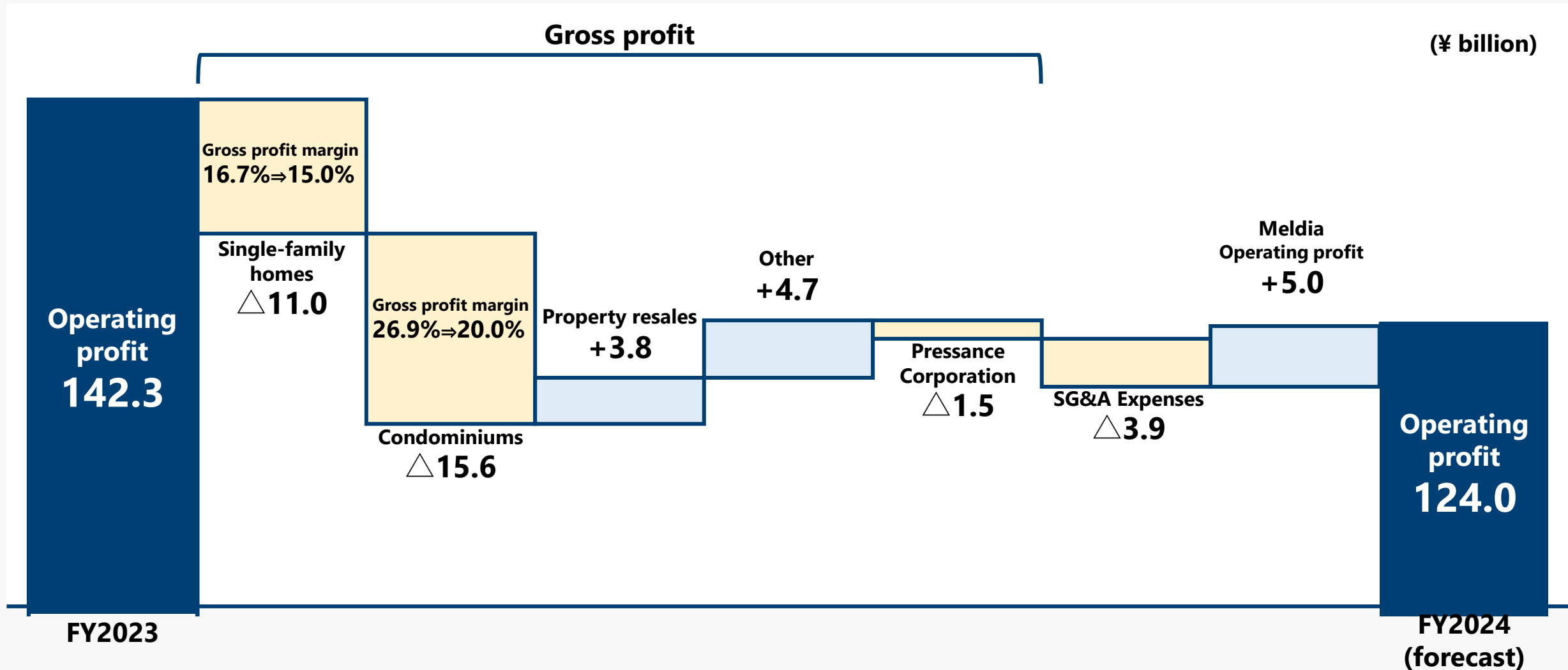


Consolidated Business Forecasts (Net Sales by Business Segment)

(¥ Million)

	FY2023 (2022/10-2023/9)		FY2024 Forecasts (2023/10-2024/9)	
	Results	Inc. (Dec.)	Forecast	Inc. (Dec.)
Total	1,148,484	120.6%	1,300,000	113.2%
Single-family home related business	590,394	114.3%	581,000	98.4%
Condominium	124,984	200.4%	90,000	72.0%
Property resale	185,018	118.6%	205,000	110.8%
Others (including U.S. real estate business)	88,301	118.6%	111,500	126.3%
Pressance Corporation	161,476	111.1%	167,000	103.4%
Meldia	-	-	150,000	-
Adjustments	(1,692)	-	(4,500)	-

Factors Contributing to Changes in Operating Income

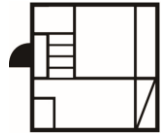


3. Positioning of FY2024

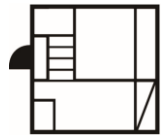


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Positioning of FY2024



PMI (Normalize Management of Meldia)



Response to Important Issues (Materiality)

Reinforce our internal operations in preparation for the next stage

PMI (Strengthen the Management)

- Normalization of Meldia's management, renewed executive structure and strengthening governance
- Company name change on March 1, 2024, from Sanei Architecture Planning Co., Ltd. to MELDIA CO.,LTD.

Post	Name	Main concurrent position etc.
President and Representative Director	Kenta Kikuchi	Open House Group Co., LTD. Managing Executive Officer Open House Development Co. LTD, Director Construction Business Manager Hawk One Corp., Director
Vide-president and Director	Rie Chiba	former present Sanei Architecture Planning Co. Ltd. President and Representative Director Sanei Architecture Planning Co. Ltd. Executive vice-president
Director	Yoshiaki Enomoto	former present Sanei Architecture Planning Co.,Ltd. Executive Officer, Head of Corporate Planning Headquarters Sanei Architecture Planning Co.,Ltd. Director, Executive Officer, Head of Corporate Planning Headquarters
Director	Kotaro Wakatabi	Open House Group Co.,LTD. Senior Managing Director, CFO Pressance Corporation Director
Director	Takayuki Koshizuka	Open House Group Co., LTD. Executive Officer, Head of Management Headquarters
Auditor	Hirotsugu Torii	Open House Group Co., LTD. Accounting manager of Corporate Planning Headquarters
Executive Adviser	Terushi Eimoto	Open House Group Co., LTD. Executive Adviser former Metropolitan Police Department

PMI (Progress in Recurrence Prevention Measures)

- External advisor certified that the “Operation of Recurrence Prevention Measures are working effectively” for Meldia

Sept 2023: Began to implement the operation of recurrence prevention measures, based on recommendations of an External Advisor

Jan 2024: Received a confirmation/opinion letter from an External Advisor stating that “the operation of recurrence prevention measures are working effectively.”

⇒ Progress towards regaining new loan support from financial institutions

1. Implementation and operation of recurrence prevention measures

- ✓ Fostering compliance awareness among executives and employees
- ✓ Strengthening the monitoring function of the board of directors, etc.
- ✓ Establishing routes to share information for external officers
- ✓ Improving systems for anti-social check

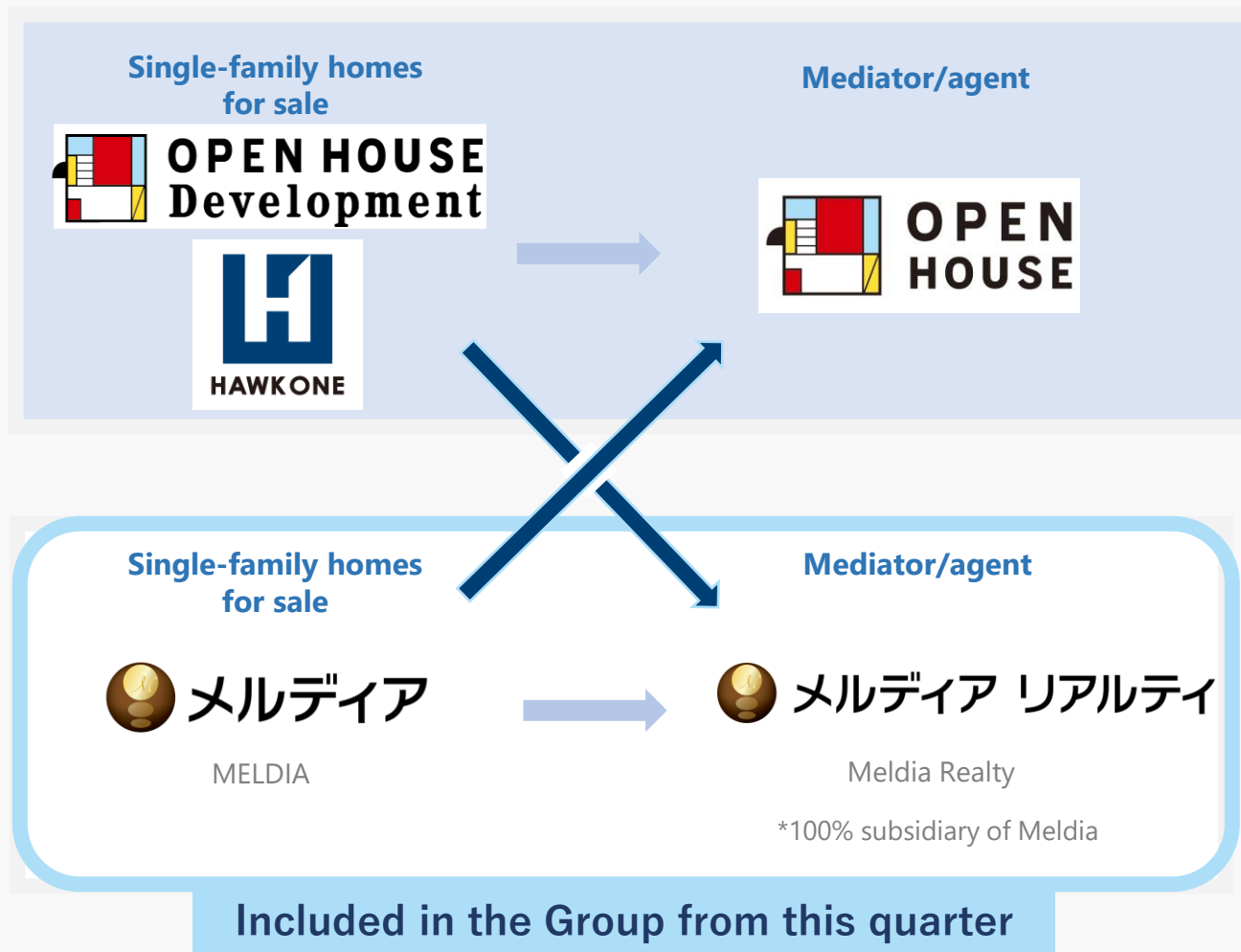
2. Thorough recurrence prevention measures by the “Recurrence Prevention Monitoring Committee”

3. Confirmation of recurrence prevention measures by external advisors

4. Blocking targets and relationships with antisocial organizations monitored by the “Elimination Monitoring Committee”

PMI (Strengthen the Sales System)

- Build a cross-group collaboration system and improve group-wide sales through cross-selling



- Official launch in December 2023
- **Over 30%** of Meldia's properties were sold through Open House
- Meldia Realty to sell properties by Open House Development and Hawk One
- Building a cross collaboration system

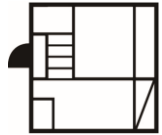
PMI (Group Synergy)

- Announced Pressance Corporation will make Meldia DC as a subsidiary
- Maximize group synergies through collaboration between the two companies, as both have strength in the Kansai region

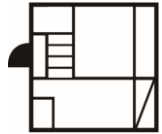


Company Profile			
Company name	MELDIA Development & Construction CO.,LTD.	Business details	Design, construction, and supervision of construction work, sale of condominiums and single-family homes, etc.
Main office	Osaka	Share Capital	100 million yen (as of September 30, 2023)
Representative	Representative Director and President Kazuya Tanaka	Date of establishment	October 1, 1993

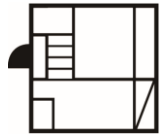
Important Issues (Materiality)



Governance and Compliance Reform



Enhance Customer Satisfaction



Strengthen Hiring of Key Talent

■ Governance and Compliance Reform, Enhance Customer Satisfaction

- Respond to issues faced and assess risks
- Restructure our systems to deliver greater customer satisfaction

(1) Training for senior management

Conducted training run by outside attorneys for senior management of OHG and major subsidiaries.

(2) Regular compliance testing

Conduct regular tests to improve employees' understanding of compliance


(3) Compliance risk assessments

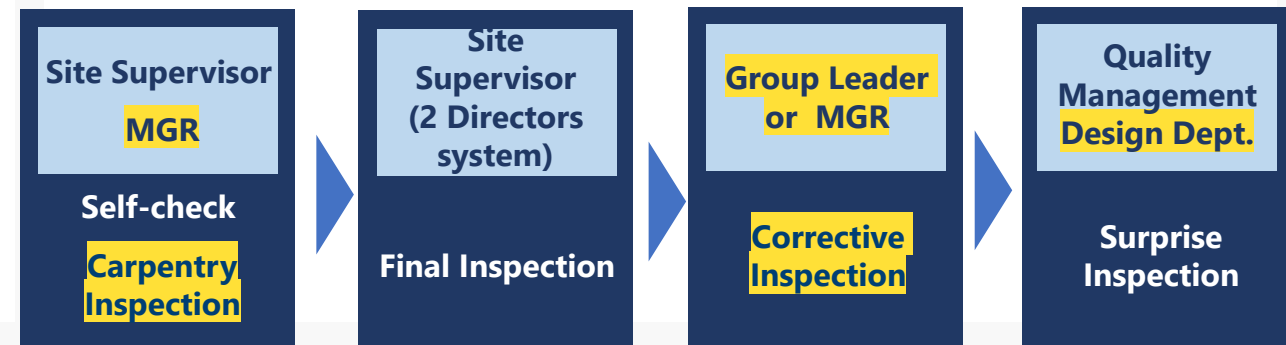
Introduce risk assessments by legal firms for critical workflows

(4) Separation of sales operations from contracting operations

From July 2023, explanation of important contract details will be performed by a dedicated specialist department (100% remote operation)

(5) Strengthening of quality control systems in construction of single-family homes

(Strengthened areas )



Improving Customer Satisfaction

- **Corporate Principles: “All decisions are made by customers”**
- **Instill a corporate culture that places customer satisfaction above all else**

Majority of customer complaints are related to (1) sales, or (2) construction.

(1) Matters Related to Sales

In the Brokerage Sales Division, the Customer Satisfaction Promotion Office has traditionally served as a central contact point for customer response.

(2) Matters Related to Construction

so far

The Construction Division's construction offices and site personnel handled matters on an individual basis, which meant that varied responses may have occurred.

October 2023

**Establishment of a single point of contact
Customer Service Department**

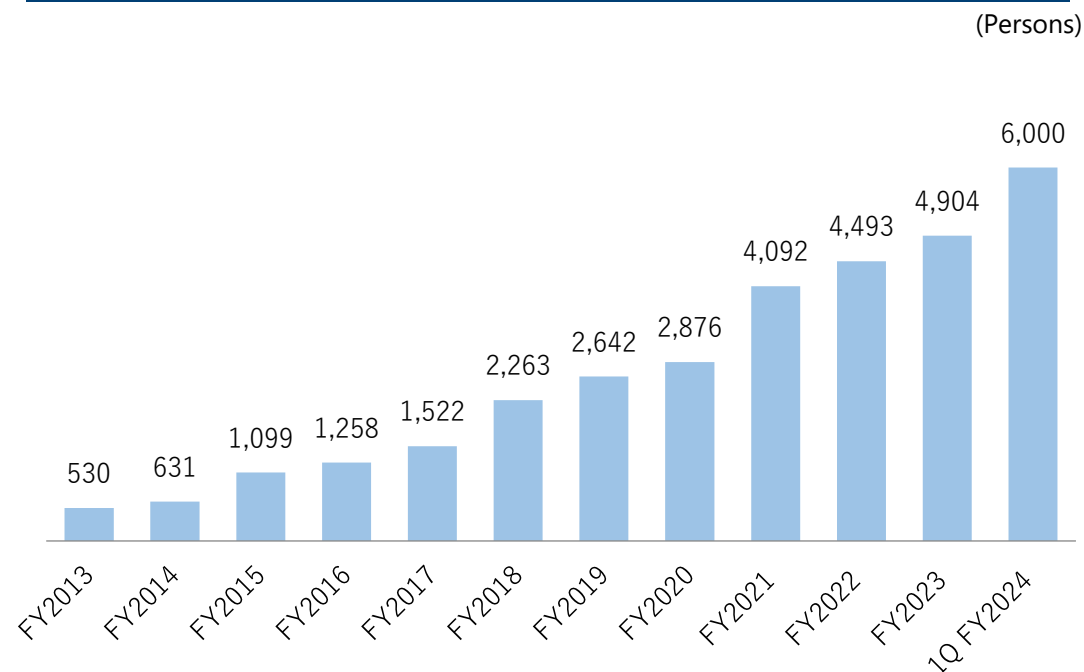
- ✓ **Acknowledge total number of complaints**
- ✓ **Manage response status of complaints and time reduction**

We have centralized customer service contact point to improve customer convenience

Strengthening Human Resource Recruitment

- Our people are the source of the Group's growth.
- Hiring key talent is one of our key management priorities.

Changes in the Number of Personnel



Note: Includes personnel from Meldia

■ Corporate Philosophy

“Attract a wide range of motivated people and create an organization that rewards results.”

■ The President & CEO takes the lead in hiring

- Assigned top salespeople from each business division to serve as recruiting staff.
- Strengthen motivation to join the company through interviews with top executives

5. Sustainability



OPEN HOUSE GROUP

Sustainability

Realization of a **Sustainable Society**, Made Possible by **Open House Group**

**Regional
cocreation**

**Providing
affordable housing
in
Metropolitan areas**

**Popularizing
wooden
houses**

**Promoting
decarbonization
for the next
generation**

**Promotion of
women's
participation
in workplace**

**Corporate culture in
which motivated
people can find
fulfillment
in their work**

Important Issues (Materiality)

- **Promotion of Sustainability**
(Realization of a Sustainable Society and Company)
 - **Maximization of the Value of Human Capital**
 - **Creation of Safe and Healthy Lifestyles**
 - **Contribution to a Carbon-free Society**

Maximizing the Value of Human Capital (Diversity)

■ New initiatives to promote women's empowerment

- Established free AMH tests and a pregnancy consultation desk available to our employees and their spouses
- Introduced the "Laurier in the Workplace", an initiative by Kao, to stock sanitary products in workplace washrooms
- Changed the age of eligibility for partial cost subsidies for optional gynecological examinations from 30 and over, to 25 and over.

■ The "Japan Telework Award" was granted to the Operation Center, which was created as an environment where persons with disabilities can work comfortably.

- Received the Honorable Mentions Award in the Social Contribution Category at the "24th Japan Telework Award" hosted by the Japan Telework Association.
- Praised for the ability to choose from multiple satellite offices in Hachioji, Yokohama, and Kashiwa as work locations, other than the head office.



Maximizing the Value of Human Capital (Childcare Support)

■ Baby Bonus



Note*

First child: 200,000 yen

Second child: 300,000 yen

Third child: 1,000,000 yen

■ Childcare and Work Balance Support

- Subsidies for babysitting expenses up to 300,000 yen per month



■ Single-Parent Allowance



- 50,000 yen per month per household
- Single-parent employees with children under elementary school age are eligible for said allowance

■ Shared Use of Company-Led Childcare Facilities

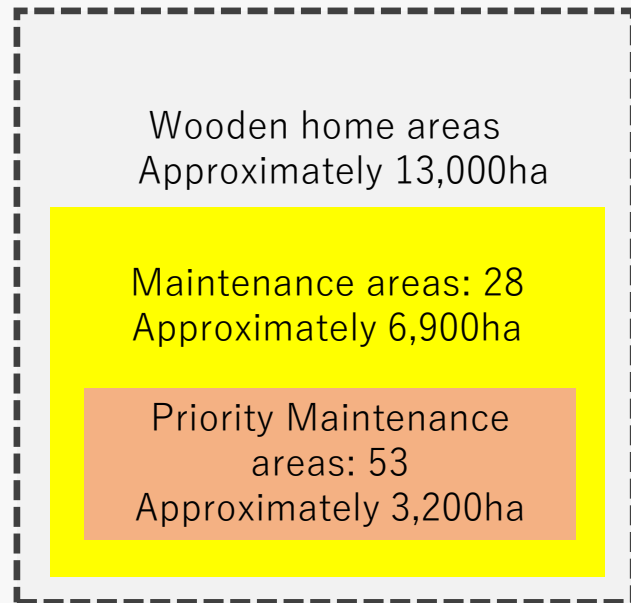
- A system where our Company enters into a joint use agreement with another company which established and runs childcare facilities, allowing our employees to apply using their employee's slot to join these facilities
 - Usually a few spots are kept open, making it possible to enroll even during the school year

Creation of Safe and Healthy Lifestyles

■ Status of Areas with High Density of Wooden Homes

- Tokyo has concentrated areas with aging wooden buildings which, in the event of an earthquake, are expected to suffer major damage from collapses, fires, etc.
- The Tokyo Metropolitan Government will carry out maintenance projects, etc. and promote earthquake-proofing and fire-resistance of buildings.

Status of Maintenance and Priority Maintenance Areas

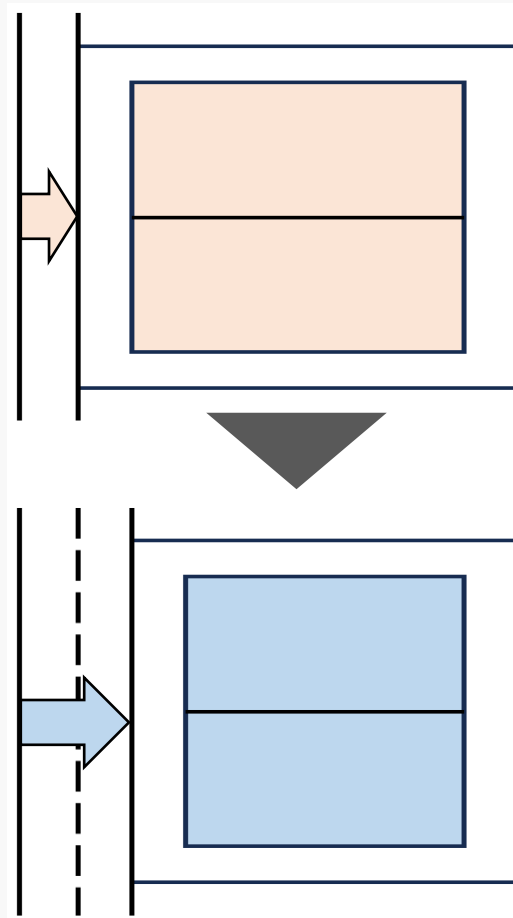


Creation of Safe and Healthy Lifestyles

■ Improving disaster prevention through redevelopment of single-family homes

- The non-combustible area ratio has improved by replacing non-fireproof buildings with quasi-fireproof buildings
- By setting back, this widens the street allowing access for emergency vehicles

BEFORE



AFTER



Contribution to a Carbon-free Society

■ Supplying Renewable Energy Electricity

Cumulative number of Ouchi Link

Denki contracts

2,874
December 2022



5,442
December 2023

OPEN HOUSE GROUP

おうちリンク **でんき** ご利用で
電力のCO2排出量

実質ゼロ

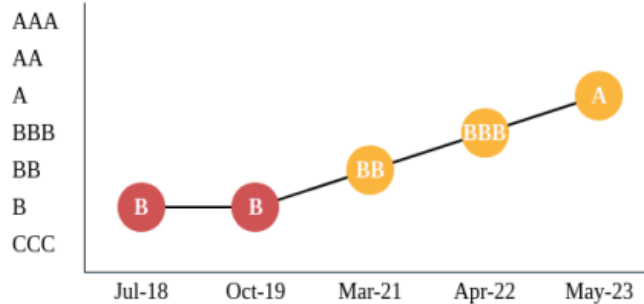
The advertisement features a green background with a central graphic of a hand holding a lightbulb. Inside the lightbulb is a small tree with a lightning bolt, surrounded by icons for renewable energy (solar, wind, water, recycling, and a house). The text is in Japanese, promoting the 'Ouchi Link' electricity service and highlighting the goal of 'substantially zero' CO2 emissions.

Improving Corporate Image

- Evaluations by rating agencies regarding ESG are improving year by year
- Our aim for the future, is to improve the brand image among business-persons



ESG Rating history



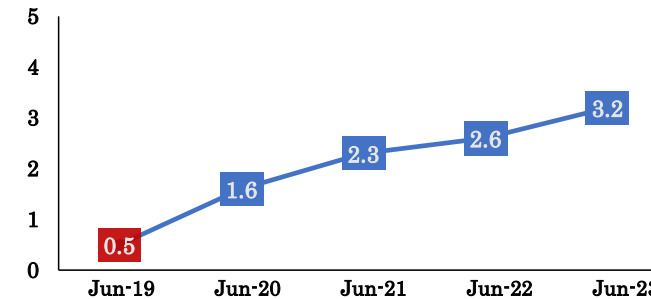
**FTSE
Russell**

ESGインデックスに採用



**FTSE Blossom
Japan Sector
Relative Index**

ESG Rating history



6. Supplemental Financial Data



OPEN HOUSE GROUP

Consolidated Financial Results Trend

(¥ Million)

			FY2022				FY2023				FY2024	FY2021	FY2022	FY2023	FY2024
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Actual	Actual	Actual	Plan
Single-family homes related	Net sales		136,051	124,719	115,787	139,995	141,735	154,042	136,227	158,389	170,186	446,959	516,554	590,394	581,000
	Gross profit		28,339	21,576	20,194	23,801	24,925	26,845	22,590	23,981	26,740	87,252	93,912	98,343	87,300
	Gross Profit margin		20.8%	17.3%	17.4%	17.0%	17.6%	17.4%	16.6%	15.1%	15.7%	19.5%	18.2%	16.7%	15.0%
	Operating Profit		21,799	14,153	12,634	14,426	16,484	18,692	13,902	14,098	17,959	62,294	63,014	63,178	-
	Operating Profit margin		16.0%	11.3%	10.9%	10.3%	11.6%	12.1%	10.2%	8.9%	10.6%	13.9%	12.2%	10.7%	-
Open House Development	Net sales		86,733	81,974	80,171	87,623	98,829	105,090	92,299	101,185	120,303	294,169	336,502	397,405	385,600
	Gross profit		18,626	14,862	14,982	15,212	17,822	18,923	15,785	15,245	18,759	57,705	63,683	67,778	58,000
	Gross Profit margin		21.5%	18.1%	18.7%	17.4%	18.0%	18.0%	17.1%	15.1%	15.6%	19.6%	18.9%	17.1%	15.0%
	Number delivered	Built-for-sale houses	787	837	919	1,081	1,184	1,267	1,145	1,333	1,642	3,396	3,624	4,929	4,960
		Lands	1,042	849	725	786	833	940	816	844	915	3,088	3,402	3,433	3,730
		Built-to order houses	408	444	553	513	544	474	382	402	503	1,814	1,918	1,802	1,560
	Unit price	Built-for-sale houses	43.4	43.1	43.1	42.8	44.0	43.6	42.9	42.3	43.1	40.9	43.1	43.2	41.8
Lands		44.3	46.1	44.4	42.7	45.6	44.3	44.5	44.8	44.6	41.5	44.4	44.8	40.6	
Hawk One	Net sales		36,429	28,207	24,547	36,168	28,992	35,637	29,572	41,161	35,999	105,329	125,352	135,363	141,000
	Gross profit		7,316	4,907	4,117	5,484	4,702	5,018	4,086	5,297	4,214	19,783	21,825	19,105	19,800
	Gross Profit margin		20.1%	17.4%	16.8%	15.2%	16.2%	14.1%	13.8%	12.9%	11.7%	18.8%	17.4%	14.1%	14.0%
	Number delivered	Built-for-sale houses	665	546	433	639	524	647	506	726	671	2,150	2,283	2,403	2,430
		Lands	106	64	67	109	83	112	100	118	83	292	346	413	530
		Built-to order houses	63	13	40	52	32	43	40	42	52	82	168	157	210
	Unit price	Sales	46.4	45.2	47.7	47.2	46.8	46.1	47.6	48.0	46.7	42.5	46.6	47.1	46.5
Open House Architect	Net sales		13,382	16,974	14,669	22,469	18,267	19,990	20,662	22,795	18,112	57,800	67,495	81,715	73,000
	Gross profit		1,135	1,612	1,058	2,323	1,898	2,471	2,685	3,094	2,777	7,926	6,130	10,149	9,800
	Gross Profit margin		8.5%	9.5%	7.2%	10.3%	10.4%	12.4%	13.0%	13.6%	15.3%	13.7%	9.1%	12.4%	13.4%
	Number delivered	to outside customers	694	690	684	808	679	644	697	744	615	2,631	2,876	2,764	2,600
		to OHD	337	475	411	658	529	686	649	731	540	1,634	1,881	2,595	2,290

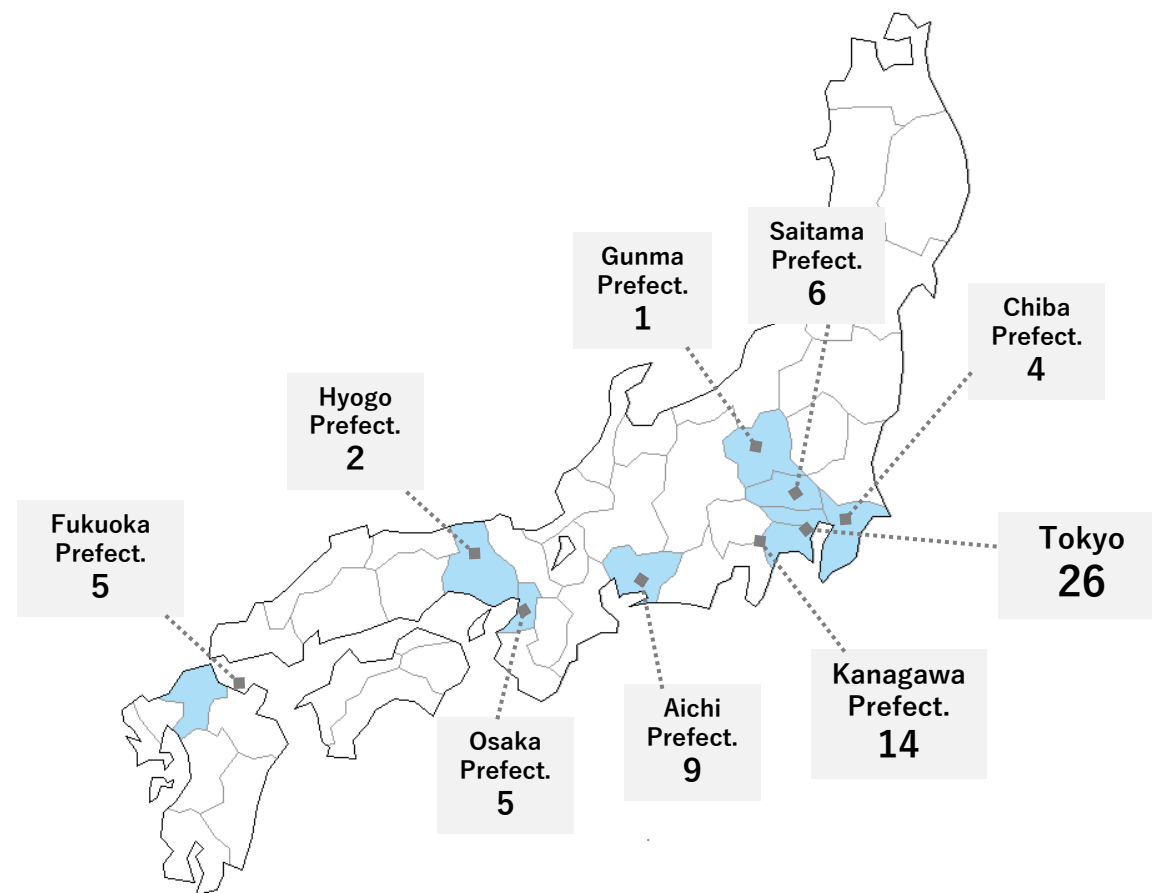
Consolidated Financial Results Trend

(¥ Million)

		FY2022				FY2023				FY2024	FY2021	FY2022	FY2023	FY2024
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Actual	Actual	Actual	Plan
Condominiums	Net sales	4,374	7,092	13,390	37,503	3,347	23,126	13,481	85,029	3,730	47,147	62,362	124,984	90,000
	Gross profit	1,008	1,846	2,977	10,553	804	6,927	3,275	22,675	684	11,133	16,385	33,683	18,000
	Gross Profit margin	23.0%	26.0%	22.2%	28.1%	24.0%	30.0%	24.3%	26.7%	18.3%	23.6%	26.3%	26.9%	20.0%
	Operating Profit	-118	537	1,512	8,721	-432	4,561	1,218	19,791	-731	6,507	10,654	25,139	-
	Operating Profit margin	-	7.6%	11.3%	23.3%	-	19.7%	9.0%	23.3%	-	13.8%	17.1%	20.1%	-
	Number delivered	73	112	317	714	59	399	303	1,634	68	1,081	1,216	2,395	1,740
	Unit price	59.7	61.1	42.7	52.3	56.6	57.9	44.2	51.9	54.7	43.0	51.1	52.0	51.6
Property resales	Net sales	41,064	35,140	31,566	48,189	44,533	48,140	35,643	56,701	33,100	123,061	155,961	185,018	205,000
	Gross profit	7,232	5,687	5,204	6,571	7,422	6,892	6,337	7,747	6,063	17,918	24,695	28,400	32,200
	Gross Profit margin	17.6%	16.2%	16.5%	13.6%	16.7%	14.3%	17.8%	13.7%	18.3%	14.6%	15.8%	15.3%	15.7%
	Operating Profit	5,324	3,805	3,725	4,813	5,429	5,456	4,300	5,036	4,257	12,285	17,669	20,222	-
	Operating Profit margin	13.0%	10.8%	11.8%	10.0%	12.2%	11.3%	12.1%	8.9%	12.9%	10.0%	11.3%	10.9%	-
	Number delivered	69	91	71	97	80	115	99	140	90	292	328	434	480
	Unit price	578	368	427	482	543	408	347	396	352	411	458	415	415
Others (U.S. real estate business)	Net sales	17,042	19,235	18,026	20,167	19,529	22,239	23,005	23,526	22,764	45,159	74,471	88,301	111,500
	Gross profit	3,687	3,851	4,233	2,757	3,992	4,283	5,218	3,183	4,389	9,459	14,530	16,679	21,400
	Gross Profit margin	21.6%	20.0%	23.5%	13.7%	20.4%	19.3%	22.7%	13.5%	19.3%	20.9%	19.5%	18.9%	19.2%
	Operating Profit	2,202	2,362	2,595	1,045	2,267	2,224	3,194	980	2,096	5,232	8,205	8,667	-
	Operating Profit margin	12.9%	12.3%	14.4%	5.2%	11.6%	10.0%	13.9%	4.2%	9.2%	11.6%	11.0%	9.8%	-
	Number delivered	264	300	240	267	221	290	303	281	256	827	1,071	1,095	1,330
Pressance Corporation	Net sales	37,028	34,798	33,288	40,208	39,199	46,497	35,596	40,183	40,999	149,337	145,324	161,476	167,000
	Gross profit	10,197	8,565	8,260	8,515	10,520	13,023	9,506	9,356	11,632	29,424	35,539	42,407	-
	Gross Profit margin	27.5%	24.6%	24.8%	21.2%	26.8%	28.0%	26.7%	23.3%	28.4%	19.7%	24.5%	26.3%	-
	Operating Profit	6,272	4,713	3,780	5,961	6,827	8,588	5,205	5,169	8,031	16,502	20,727	25,791	-
	Operating Profit margin	16.9%	13.5%	11.4%	14.8%	17.4%	18.5%	14.6%	12.9%	19.6%	11.1%	14.3%	16.0%	-
	Number delivered	619	969	590	844	900	1,338	674	637	977	4,963	3,022	3,549	-
	Studio-type condominiums	392	310	401	379	474	435	443	478	429	1,205	1,482	1,830	-
	Family-type condominiums	1,011	1,279	991	1,223	1,374	1,773	1,117	1,115	1,406	6,168	4,504	5,379	-
	Total													

Number of Open House Sales Centers

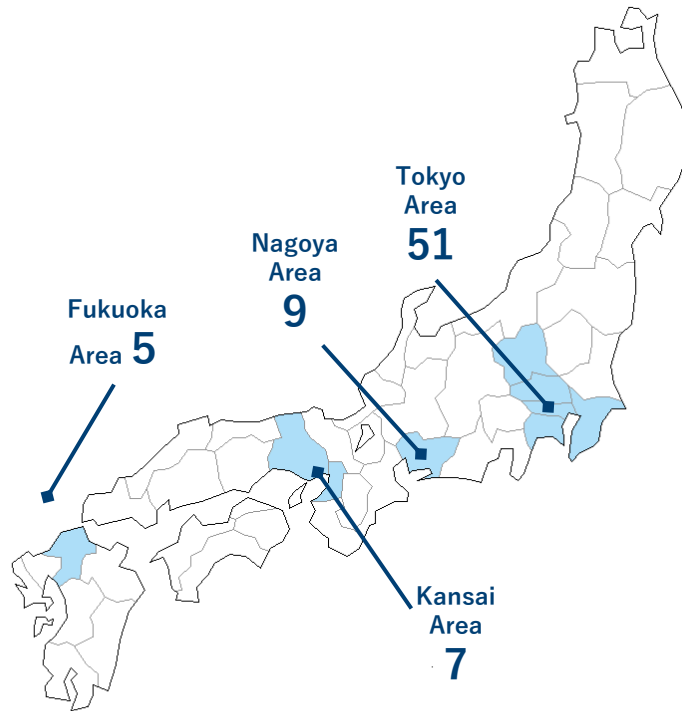
Region		FY 2019	FY2020	FY2021	FY2022	FY2023	Feb 14. 2024 Present
Kanto	Tokyo	19	21	23	25	26	26
	Kanagawa	12	12	13	15	14	14
	Saitama	4	4	5	5	6	6
	Chiba	1	2	4	4	4	4
	Gunma	-	-	-	1	1	1
	Subtotal	36	39	45	50	51	51
Chubu	Aichi	5	7	8	8	9	9
	Subtotal	5	7	8	8	9	9
Kinki	Osaka	-	-	-	2	4	5
	Hyogo	-	-	-	2	2	2
	Subtotal	-	-	-	4	6	7
Kyushu	Fukuoka	1	3	4	4	5	5
	Subtotal	1	3	4	4	5	5
Total		42	49	57	66	71	72



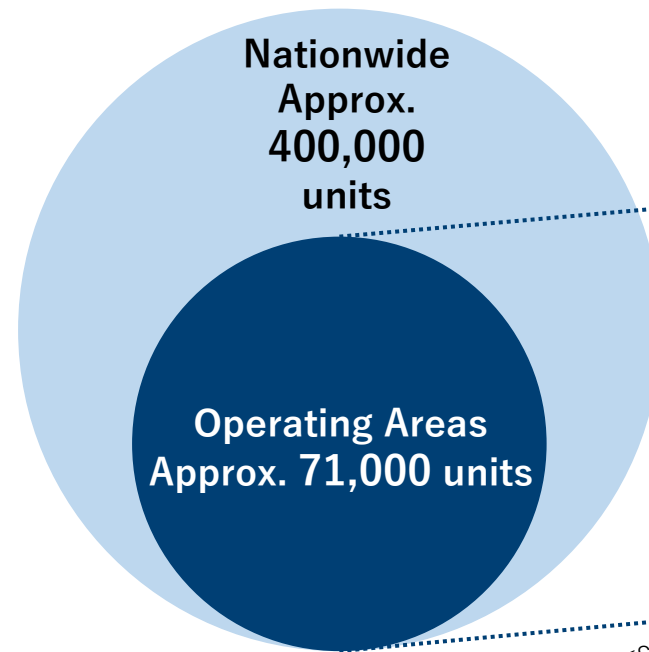
Single-family Homes Market share

- Market share in existing areas is still around 11% with room for further expansion

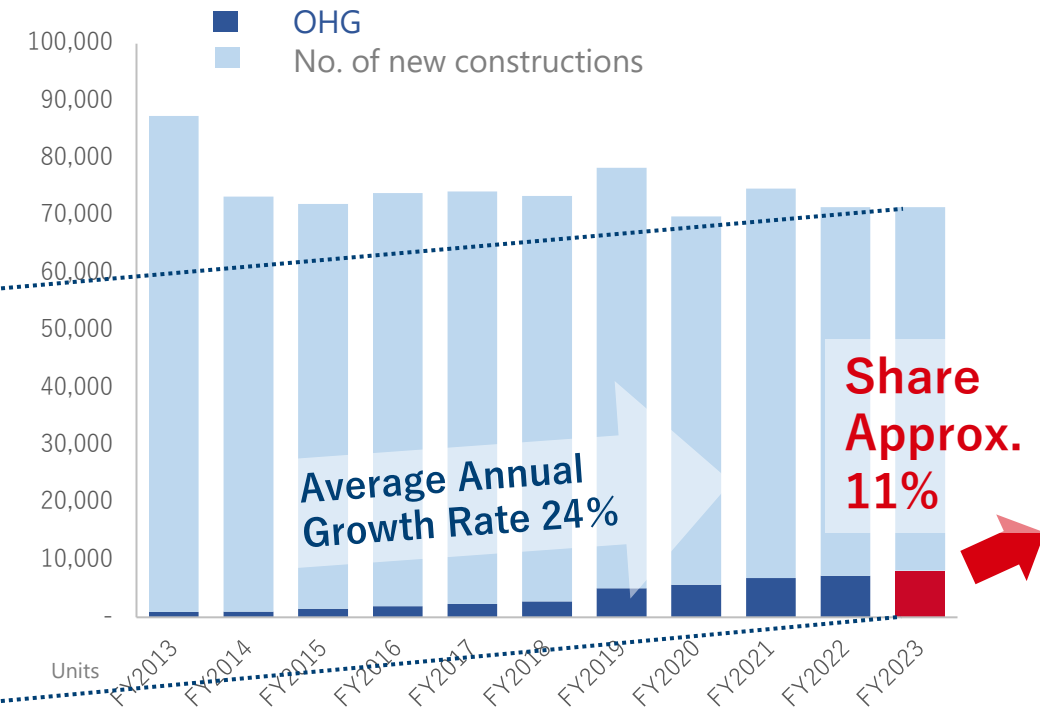
Number of Sales Centers by Area



Market Share in Operating Areas

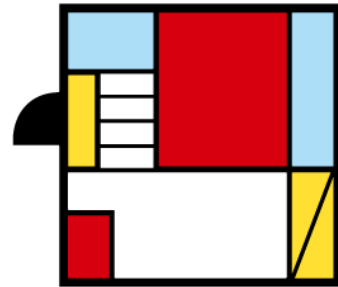


Trends in Number of New Constructions



<Source>

Number of new construction starts: Ministry of Land, Infrastructure, Transport and Tourism
 "Housing Construction Starts Statistics" Single-family homes (owner-owned homes + condominiums)
 OHG : OHD, Number of Hawk One buildings delivered (built + contracted)



**OPEN
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<https://openhouse-group.co.jp/ir/en/>

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