



**OPEN HOUSE
GROUP**



Consolidated Financial Highlights for the Second Quarter of FY2025
(2024/10-2025/3)

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

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FY2025 2Q Financial Results Topics

Business Performance 2Q FY2025

- ◆ Improved profit margins in single-family homes drives significant overachievement of first half earnings forecast.

	<u>FY2025 2Q Results</u>	<u>Surplus Amount</u>
Net sales	¥ 643.4 billion	+¥ 29.6 billion [106.7% YoY]
Operating profit	¥ 73.7 billion	+¥ 12.1 billion [132.4% YoY]
Profit attributable to owners of parents ^{*1}	¥ 46.5 billion	+¥ 8.4 billion [89.8% YoY]

Financial Forecasts for FY2025

- ◆ Net income for the current period revised upward to 100 billion yen milestone, a record high profit.

	<u>FY2025 Forecasts</u>	<u>Revised Forecast</u>	
Net sales	¥ 1.31 trillion	+¥ 10 billion [101.1% YoY]	OPM FY 2024 9.2% ↓ FY 2025 10.9%
Operating profit	¥ 143 billion	+¥ 13 billion [120.1% YoY]	
Profit attributable to owners of parents ^{*1}	¥ 100 billion	+¥ 18 billion [107.6% YoY]	

Business Trends

- ◆ Initial forecast revised upward In addition to the shareholder return policy of "total return ratio of 40% or more":
- Dividend increase (full-year dividend): **168.00** yen → **178.00** yen
- Increase in share buybacks (full year): **20** billion yen → **25** billion yen

Changes in Representative Directors

- ◆ Changes in Management Structure Aimed at Sustainable Growth.

^{*1} Net income attributable to owners of parent.

Financial Results for FY 2025 2Q and Outlook for FY 2025

- **Single-Family Homes Related Business:** Quickly disposed of inventory in the previous period, achieving profit margin improvement in a short time.
Going forward, will expand sales volume while maintaining profit margins, backed by solid demand in major urban areas.
- **Property Resale Business:** Demand for investment properties under 1 billion yen remains strong both domestically and internationally, and profit margins are improving.
- **US Real Estate Business:** Demand for rental single-family homes for actual use remains steady, with no impact seen from Trump tariffs on secondhand homes.
- **Completed tender offer for Pressance Corporation,** eliminated parent-subsidary listing to maximize group profits.
- **Equity ratio of 37.3% and a net D/E ratio of 0.6 times,** maintaining a healthy financial condition even after TOB.
- **Treasury Stock Acquisition:** Acquired 10 billion yen as of April 2025. Acquire an additional 15 billion yen within this fiscal year, to enhance shareholder returns.

1. 2Q FY2025 Consolidated Financial Summary



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Consolidated Statements of Income (Summary)

- Improvement in gross profit margin of single-family homes drives significant overachievement against first half earnings forecast.
- Effective year-on-year growth in net income for the current period is 119.1% (excluding negative goodwill gain of 12,766 million yen in 2Q of the previous fiscal year)

	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)	Surplus Amount	2Q FY2025 (2024/10-2025/3)		
	Actual	% of net sales	Initial forecast		Actual	% of net sales	Inc. (Dec.)
Net sales	602,756	-	613,800	+29,633	643,433	-	106.7%
Operating profit	55,723	9.2%	61,600	+12,176	73,776	11.5%	132.4%
Ordinary profit	58,322	9.7%	58,200	+13,386	71,586	11.1%	122.7%
Profit attributable to owners of parent	51,902	8.6%	38,100	+8,495	46,595	7.2%	89.8%

Performance by Segment (Net Sales/Operating Profit)

- Significant improvement in operating profit margin for the single-family homes related business.
- Increased operating profits from Property resale and Others (U.S. real estate and others) also contributed.

	Net sales				
	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)
	Result	Ratio	Result	Ratio	
Total	602,756	100.0%	643,433	100.0%	106.7%
Single-family home related business	359,648	59.7%	363,028	56.4%	100.9%
Condominium	5,545	0.9%	6,061	0.9%	109.3%
Property resale	88,299	14.6%	95,985	14.9%	108.7%
Others (including U.S. real estate business)	56,987	9.5%	73,392	11.4%	128.8%
Pressance Corporation	96,091	15.9%	107,227	16.7%	111.6%
Adjustments	(3,814)	-	(2,261)	-	-

	Operating profit (¥ Million)				
	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)
	Result	% of Net sales	Result	% of Net sales	
	55,723	9.2%	73,776	11.5%	132.4%
	31,342	8.7%	40,960	11.3%	130.7%
	(1,917)	-	(1,808)	-	-
	4,727	5.4%	10,946	11.4%	231.5%
	5,125	9.0%	8,954	12.2%	174.7%
	16,610	17.3%	14,179	13.2%	85.4%
	(166)	-	544	-	-

Note: Change in segment classification

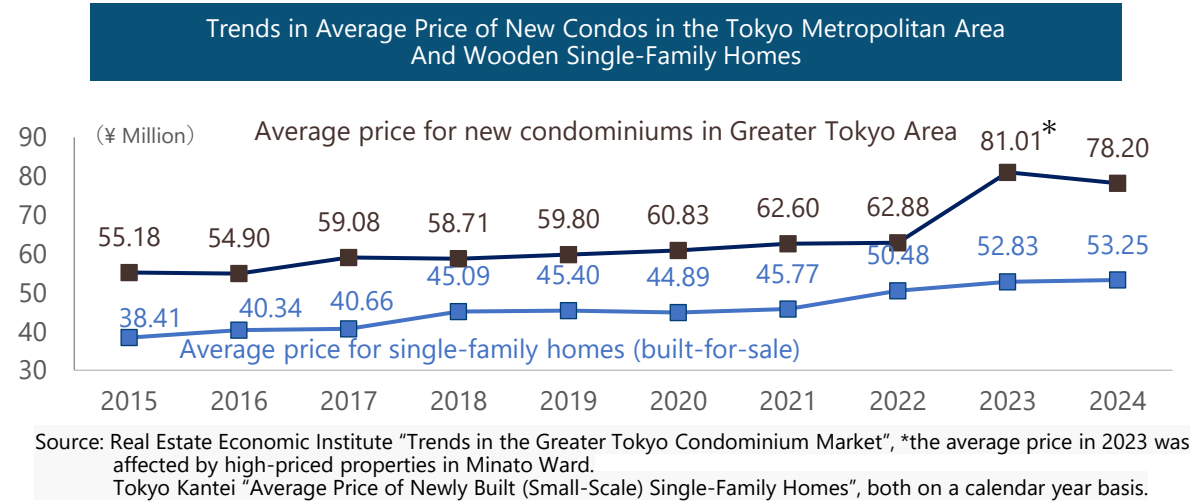
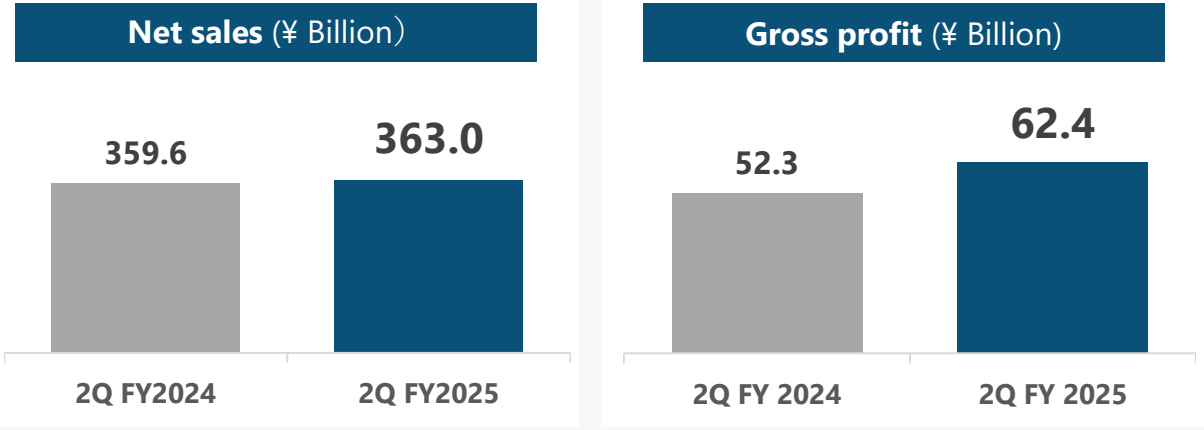
From the fiscal year ending September 2025, the "Meldia" segment will be abolished and consolidated into the "Single-family homes business," "Property resale," and "Other" segments.

The fiscal year ending September 2024 will also be prepared according to the new classification method.

Single-family Home Related Business (Overall)

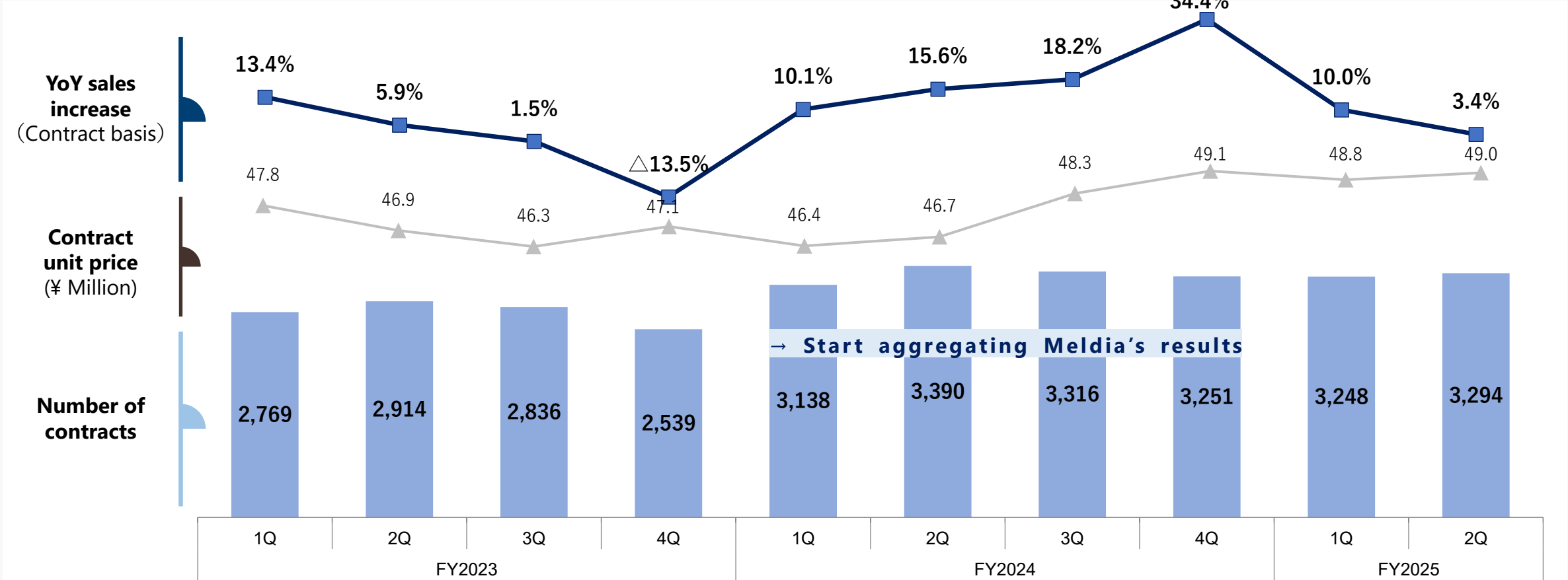
- Secured increase in both Profit and sales (Operating profit year-on-year: 130.7%, Operating profit margin: 11.3%).
- The inventory replacement completed in the previous period has proven successful, resulting in a notable improvement in gross profit margin.

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
			(¥ Million)
Net sales	359,648	363,028	100.9%
Gross profit	52,334	62,472	119.4%
Gross profit margin	14.6%	17.2%	2.7pt
Operating profit	31,342	40,960	130.7%
Operating profit margin	8.7%	11.3%	2.6pt



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

- In response to the recovery of demand in major urban areas, sales contracts remain steady.
- In 2Q of the previous fiscal year, unit prices were lowered and the number of contracts increased due to inventory replacement. In 2Q of current fiscal year, unit prices increased and gross profit margin improved.

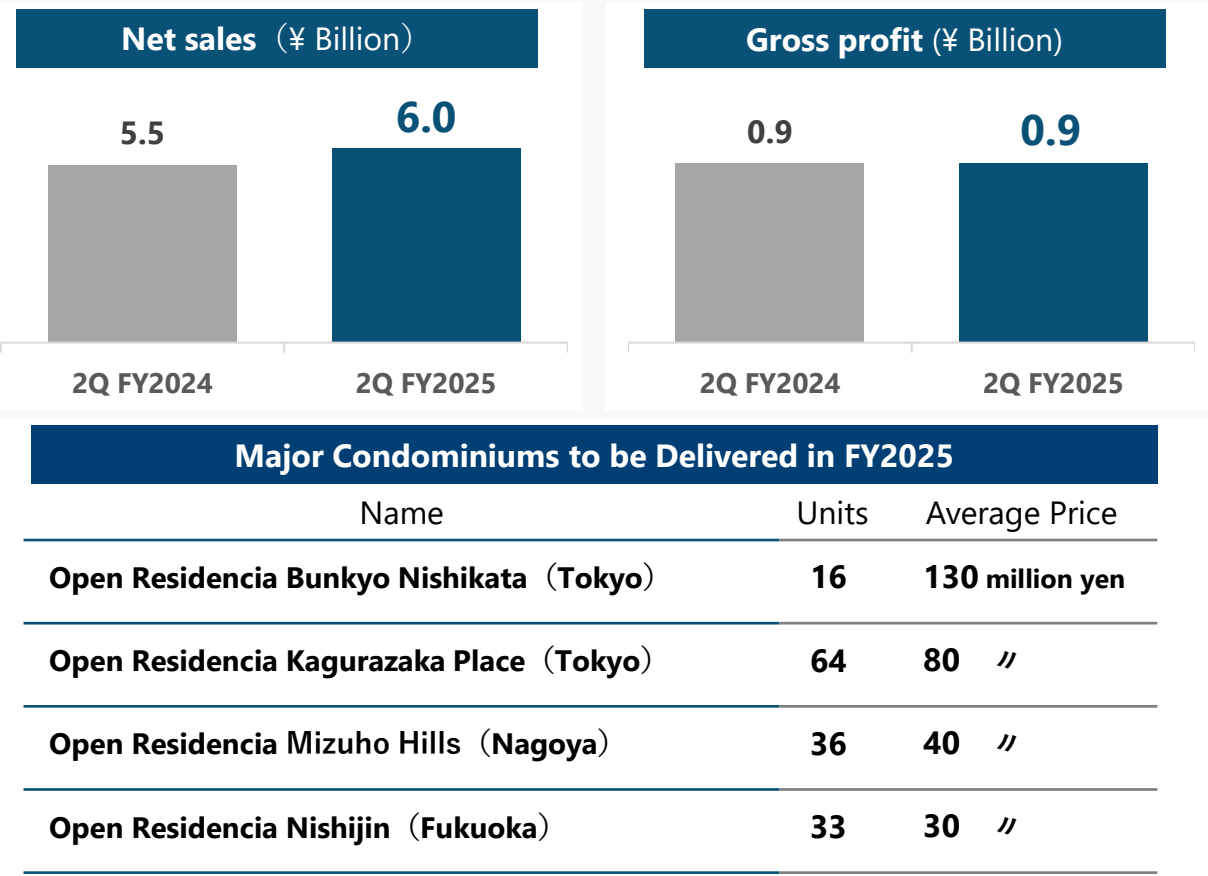


Scope: Open House Development, Hawk One, and (from FY2024) Meldia
Target: ①Year on year sales comparison and ②Number of contracts: Subdivisions (built-for-sale + land excluding contract work)
③Contract unit price: Built-for sale homes in the Tokyo metropolitan area only

Condominium Business

- Sales contracts for properties scheduled for delivery this fiscal year are progressing smoothly.
- Property deliveries are concentrated in 4Q.

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
Net sales	5,545	6,061	109.3%
Gross profit	927	975	105.1%
Gross profit margin	16.7%	16.1%	(0.6)pt
Operating profit	(1,917)	(1,808)	-
Operating profit margin	-	-	-
Number delivered	103	134	31
Unit price	53.3	44.0	(9.3)

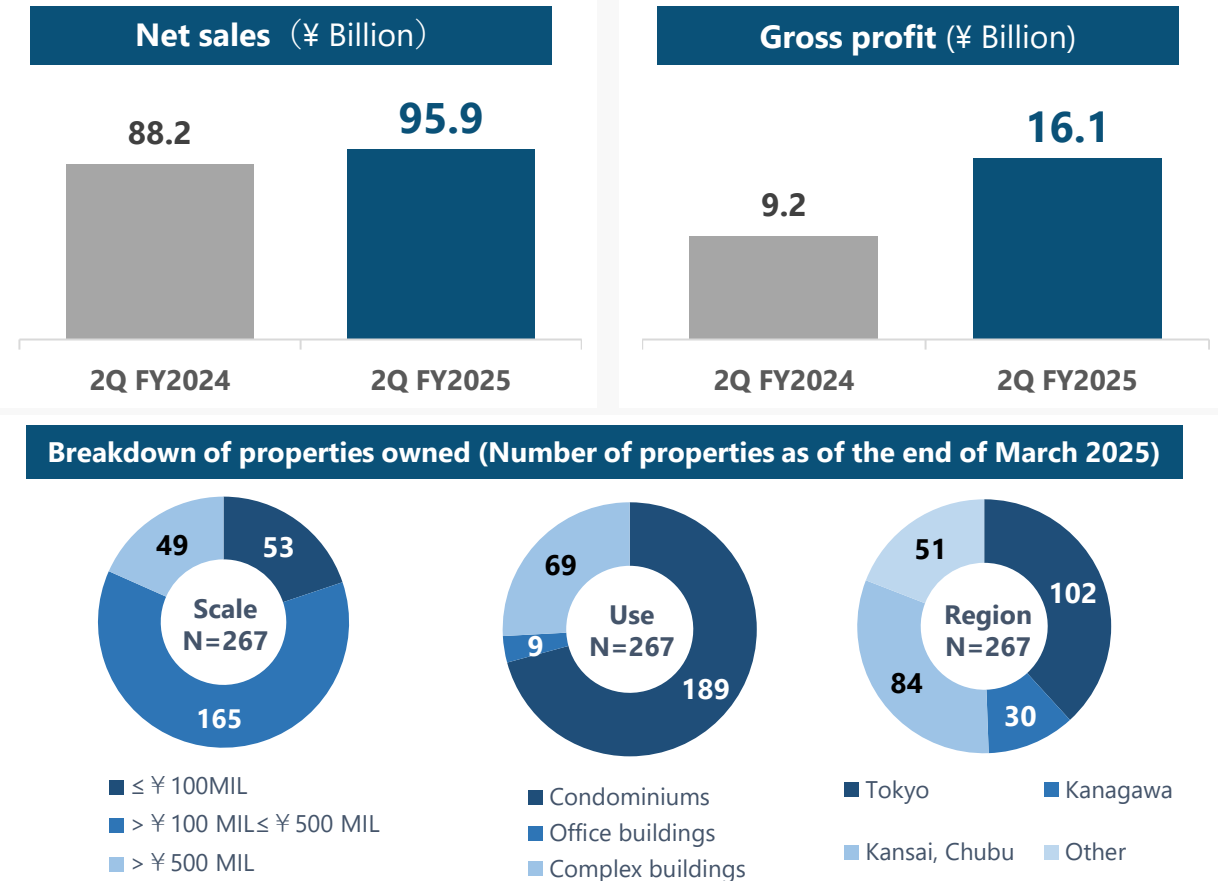


Property Resale Business

- Gross profit margin improved due to high demand for investment properties.
- Domestic and international demand for investment properties under 1 billion yen remains strong.

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
Net sales	88,299	95,985	108.7%
Gross profit	9,258	16,122	174.1%
Gross profit margin	10.5%	16.8%	+6.3pt
Operating profit	4,727	10,946	231.5%
Operating profit margin	5.4%	11.4%	+6.1pt
Number delivered	277	251	(26)
Unit price	313	374	61

(¥ Million)

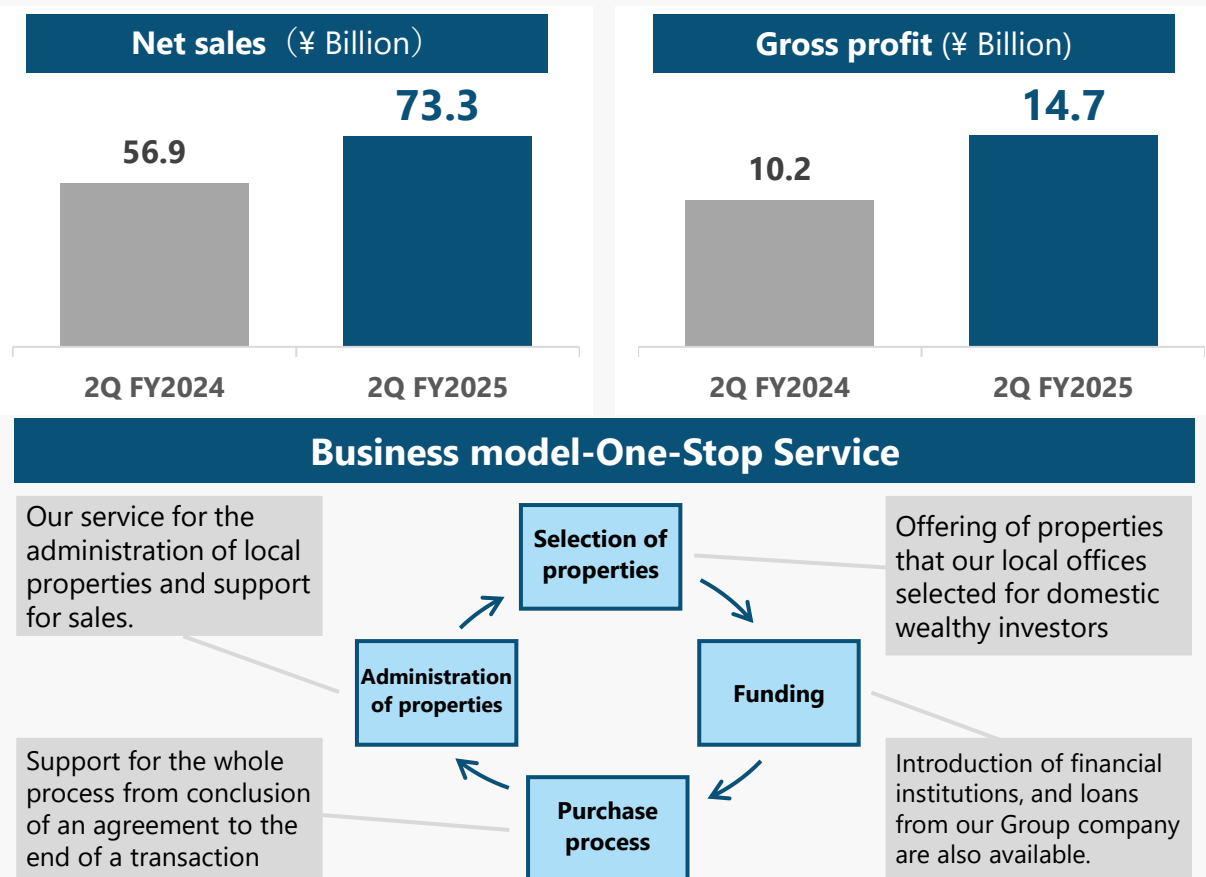


Other (U.S. Real Estate Business etc.)

- Strong housing demand in the US and expectations of economic growth are driving high demand for diversified investment in dollar-denominated assets.
- Active wealthy individuals with high investment appetite are the core customers.

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
(¥ Million)			
Net sales	56,987	73,392	128.8%
Gross profit	10,215	14,703	143.9%
Gross profit margin	17.9%	20.0%	2.1pt
Operating profit	5,125	8,954	174.7%
Operating profit margin	9.0%	12.2%	3.2pt
Number delivered*	514	655	141
No. of buildings managed*	4,814	5,613	799

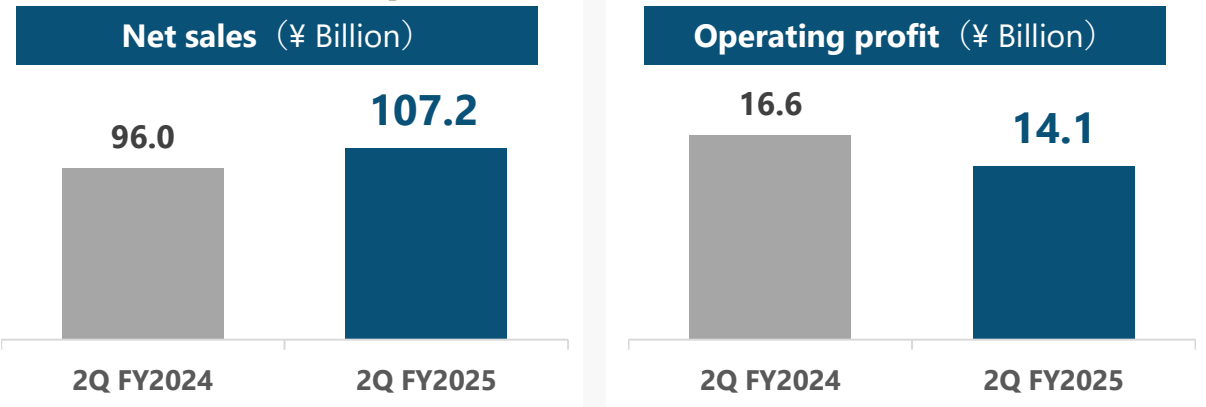
* Figures for U.S. Real Estate Business are shown.



Pressance Corporation

- With the completion of the tender offer, the parent-subsidiary listing has been dissolved, aiming to maximize profits for the entire group.
- Focusing on sales of investment and family type condominiums in prime locations.

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.) (¥ Million)
Net sales	96,091	107,227	111.6%
Gross profit	25,088	24,298	96.8%
Gross profit margin	26.1%	22.7%	(3.4)pt
Operating profit	16,610	14,179	85.4%
Operating profit margin	17.3%	13.2%	(4.1)pt
Actual by products	2,740	2,544	(196)
Studio-type condominiums	1,969	1,704	(265)
Family-type condominiums	771	840	69



Nationwide 2024 Condominium Supply Ranking (Units)					
rank	Company Name	Units	rank	Company Name	Units
1	Nomura Real Estate Development	3,584	6	MITSUBISHI ESTATE RESIDENCE	1,770
2	Pressance Corporation	3,230	7	Takara Leben	1,669
3	Mitsui Fudosan Residential	3,089	8	Open House Development	1,589
4	Sumitomo Realty & Development	2,618	9	Hankyu Hanshin Properties Corp.	1,473
5	ANABUKI	1,908	10	ESLEAD	1,225

Source: Real Estate Economic Institute, Number of Units Sold by Seller/Developer

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

(¥ Million)

SG&A Expenses					
	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)
	Result	% of net sales	Actual	% of net sales	
SG&A expenses	42,171	7.0%	45,050	7.0%	2,879
Personnel expenses	15,089	2.5%	16,955	2.6%	1,866
Sales commissions	4,220	0.7%	4,669	0.7%	449
Office maintenance cost	4,201	0.7%	4,291	0.7%	90
Advertising expenses	2,680	0.4%	2,758	0.4%	77
Promotion expenses	949	0.2%	967	0.2%	17
Others	15,030	2.5%	15,408	2.4%	378

Non-Operating Income / Expenses					
	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)
	Result	% of net sales	Actual	% of net sales	
Non-Operating income	6,192	1.0%	2,556	0.4%	(3,635)
Interest income	695	0.1%	949	0.1%	253
Dividend income	682	0.1%	67	0.0%	(614)
Foreign exchange gains	400	0.1%	669	0.1%	268
Other	4,413	0.7%	870	0.1%	(3,543)
Non-operating expenses	3,592	0.6%	4,746	0.7%	1,153
Interest expenses	2,694	0.4%	3,253	0.5%	558
Commission expenses	490	0.1%	1,109	0.2%	618
Other	407	0.1%	384	0.1%	(23)

Consolidated Balance Sheet

- Maintain a healthy financial condition with a 37.3% equity ratio.
- Net D/E ratio of 0.6 times, maintaining stability even after TOB.

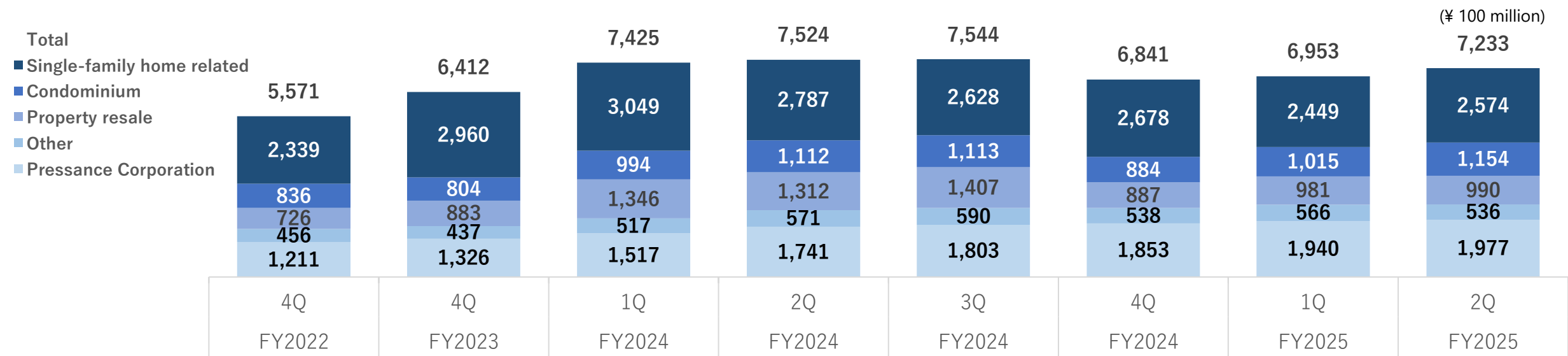
(¥ Million)

Consolidated balance sheet		FY2024	2Q FY2025	Inc. (Dec.)		FY 2024	2Q FY2025	Inc. (Dec.)
	Current assets	1,198,602	1,275,337	76,735	Liabilities	746,171	846,174	100,002
	Cash and deposits	409,957	427,146	17,188	Current liabilities	348,758	373,312	24,553
	Inventories	684,179	723,310	39,130	Non-current liabilities	397,412	472,862	75,449
	Others	104,466	124,881	20,415	Net assets	535,919	521,135	(14,783)
	Non-current assets	83,488	91,972	8,484	Shareholders' equity	453,243	495,284	42,041
	Property, plant and equipment	31,221	31,226	4	Valuation and translation adjustments	11,477	15,680	4,203
	Intangible assets	2,493	2,591	97	Non-controlling interests	71,198	10,170	(61,028)
	Investments and other assets	49,773	58,155	8,381	Total liabilities and net assets	1,282,090	1,367,310	85,219
	Total asset	1,282,090	1,367,310	85,219				
Safety index		2Q FY2024	2Q FY2025	Inc. (Dec.)		FY2024	2Q FY2025	Inc. (Dec.)
	* Interest coverage ratio	21.2	23.0	1.8	Equity ratio	36.2%	37.3%	+1.1pt
					Net D/E ratio	0.4	0.6	+0.1

* Business profit ÷ Financial expenses =
(Operating profit + Interest received + Dividend income) ÷ Interest expenses

Inventory Details

	FY2022	FY2023	FY2024	2Q FY2025	Ratio	(¥ Million) Inc. (Dec.)
Inventory	557,105	641,256	684,179	723,310	100.0%	39,130
Single-family home related	233,979	296,015	267,819	257,490	35.6%	(10,329)
Condominium	83,632	80,443	88,411	115,422	16.0%	27,010
Property resale	72,678	88,326	88,759	99,039	13.7%	10,280
Other (US real estate business)	45,639	43,798	53,887	53,608	7.4%	(278)
Pressance Corporation	121,174	132,672	185,300	197,748	27.3%	12,447



Note: Change in segment classification
From the fiscal year ending September 2025, the "Meldia" segment will be abolished and consolidated into the "Single-family homes related," "Property resale," and "Other" segments.
The fiscal year ending September 2024 will also be prepared according to the new classification method.

Consolidated Cash Flow Statement

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Main Factors etc.	(¥ Million)
Cash flow from operating activities	(2,198)	(5,289)	• Increase in inventories, etc.	
Cash flow from investment activities	(14,677)	(3,861)	• Investments in affiliates, etc.	
Cash flow from financing activities	13,028	29,496	• Proceeds from borrowings • Payments for acquisition of shares of subsidiaries not resulting in change in scope of consolidation, etc.	
Effect of exchange rate changes on cash and cash equivalents	255	1,127		
Net increase (decrease) in cash and cash Equivalent	(3,591)	21,473		
Cash and cash equivalents at beginning of Period	378,643	390,924		
Increase (decrease) in cash and cash equivalents due to changes in the scope of consolidation	-	76		
Increase in cash and cash equivalents due to merger with non-consolidated subsidiaries	-	115		
Cash and cash equivalents at end of period	375,052	412,590		

2. Consolidated Business Performance Forecasts for FY2025



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Consolidated Business Performance Forecasts

- Net income for the current period revised upward to the 100 billion yen milestone, a record profit.

(¥ Million)

	FY2024 (2023/10-2024/9)		FY2025 Forecasts (2024/10-2025/9)		Revised Amount	Revised Forecasts for FY2025 (2024/10-2025/9)	
	Results	Inc. (Dec.)	Forecasts	Inc. (Dec.)		Forecasts	Inc. (Dec.)
Net sales	1,295,862	112.8%	1,300,000	100.3%	+10,000	1,310,000	101.1%
Operating profit	119,088	83.7%	130,000	109.2%	+13,000	143,000	120.1%
Ordinary profit	120,283	87.8%	123,000	102.3%	+14,500	137,500	114.3%
Profit attributable to owners of parent	92,921	100.9%	82,000	88.2%	+18,000	100,000	107.6%
Annual dividends per share (yen)	166.00	+2.00	168.00	+2.00	+10.00	178.00	+12.00
Amount of share acquisition	19,878	+19,878	20,000	+122	+5,000	25,000	+5,122

Consolidated Business Forecasts (by Segment)

(¥ Million)

	FY2024 (2023/10-2024/9)			FY2025 Forecasts (2024/10-2025/9)			
	Sales	Operating profit	Operating profit margin	Sales	Y-o-Y sales growth	Operating profit	Operating profit margin
Total	1,295,862	119,088	9.2%	1,310,000	101.1%	143,000	10.9%
Single-family home related business	658,511	50,777	7.7%	663,700	100.8%	69,700	10.5%
Condominium	89,294	10,664	11.9%	76,000	85.1%	9,600	12.6%
Property resale	232,873	17,654	7.6%	222,600	95.6%	24,400	11.0%
Other (including U.S. real estate business)	121,467	11,168	9.2%	136,800	112.6%	16,700	12.2%
Pressance Corporation	200,487	28,346	14.1%	218,600	109.0%	22,600	10.3%
Adjustments	(6,772)	476	—	(7,700)	-	-	-

Note: Change in segment classification

From the fiscal year ending September 2025, the "Meldia" segment will be abolished and consolidated into the "Single-family homes related," "Property resale," and "Other" segments.

The fiscal year ending September 2024 will also be prepared according to the new classification method.

3. Business Performance Supplement



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Consolidated Financial Results Trend

								(¥ Million)	
		FY2024				FY2025		FY2024	FY2025
		1Q	2Q	3Q	4Q	1Q	2Q	Actual	Plan
Single-family homes related	Net sales	186,853	172,794	161,808	137,054	203,816	159,212	658,511	663,700
	Gross profit	27,989	24,345	22,371	17,618	34,663	27,809	92,324	112,900
	Gross Profit margin	15.0%	14.1%	13.8%	12.9%	17.0%	17.5%	14.0%	17.0%
	Operating Profit	17,677	13,665	12,104	7,330	23,201	17,758	50,777	69,700
	Operating Profit margin	9.5%	7.9%	7.5%	5.3%	11.4%	11.2%	7.7%	10.5%
Open House Development	Net sales	120,303	103,786	97,794	64,618	112,793	84,903	386,502	364,700
	Gross profit	18,759	14,487	13,786	8,328	19,033	15,670	55,360	65,500
	Gross Profit margin	15.6%	14.0%	14.1%	12.9%	16.9%	18.5%	14.3%	18.0%
	Number Built-for-sale houses	1,642	1,483	1,399	984	1,637	849	5,508	4,490
	Lands delivered *1	1,014	887	842	429	1,170	970	3,172	3,820
	Built-to order houses	503	433	463	433	304	335	1,832	1,240
	Unit price*1								
	Built-for-sale houses	43.1	41.6	40.7	41.4	39.5	41.7	41.8	41.3
	Lands	40.2	38.8	38.8	37.4	40.0	40.1	39.1	40.8
Hawk One	Net sales	35,999	40,297	35,252	34,588	52,171	41,472	146,138	165,000
	Gross profit	4,214	4,608	4,102	4,611	7,948	6,396	17,538	25,800
	Gross Profit margin	11.7%	11.4%	11.6%	13.3%	15.2%	15.4%	12.0%	15.6%
	Number Built-for-sale houses	671	718	623	569	796	617	2,581	2,390
	Lands delivered	83	119	80	111	179	187	393	770
	Built-to order houses	52	49	50	49	27	88	200	230
	Unit price Sales	46.7	47.1	48.9	49.6	52.4	50.3	48.0	50.8
Open House Architect	Net sales	18,112	18,834	17,740	18,937	16,141	16,136	73,625	71,700
	Gross profit	2,777	3,091	2,786	2,422	2,327	2,292	11,078	10,000
	Gross Profit margin	15.3%	16.4%	15.7%	12.8%	14.4%	14.2%	15.0%	13.9%
	Number to outside customers	615	627	661	753	524	604	2,656	2,460
	delivered to OHD	540	600	472	454	488	408	2,066	2,150
Meldia *2	Net sales	17,296	15,050	14,798	22,558	25,214	18,866	69,702	78,400
	Gross profit	1,599	1,918	2,011	2,705	3,666	3,224	8,233	12,000
	Gross Profit margin	9.2%	12.7%	13.6%	12.0%	14.5%	17.1%	11.8%	15.3%
	Number buildings etc.	344	306	305	438	505	378	1,393	1,720

*1 For OHD's land sales, the method of aggregating the number of units and unit price has been changed from a contract basis to a lot basis. FY2024 is also prepared using the revised method.

*2 Due to the abolition of the "Meldia" segment in FY2025, the above only shows the single-family homes business portion.

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Consolidated Financial Results Trend

								(¥ Million)	
		FY2024				FY2025		FY2024	FY2025
		1Q	2Q	3Q	4Q	1Q	2Q	Actual	Plan
Condominiums	Net sales	3,730	1,815	19,232	64,516	3,615	2,446	89,294	76,000
	Gross profit	684	243	3,972	12,956	376	598	17,857	16,700
	Gross Profit margin	18.3%	13.4%	20.7%	20.1%	10.4%	24.5%	20.0%	22.0%
	Operating Profit	-731	-1,185	2,076	10,504	-965	-842	10,664	9,600
	Operating Profit margin	-	-	10.8%	16.3%	-	-	11.9%	12.6%
	Number delivered	68	35	398	1,272	66	68	1,773	1,440
	Unit price	54.7	50.5	48.0	50.5	53.6	34.7	50.1	52.5
Property resales *3	Net sales	43,318	44,980	42,474	102,100	30,839	65,145	232,873	222,600
	Gross profit	6,806	2,451	6,762	11,600	5,924	10,197	27,621	35,200
	Gross Profit margin	15.7%	5.4%*4	15.9%	11.4%	19.2%	15.7%	11.9%	15.8%
	Operating Profit	4,429	297	3,996	8,930	3,557	7,388	17,654	24,400
	Operating Profit margin	10.2%	0.7%	9.4%	8.7%	11.5%	11.3%	7.6%	11.0%
	Number delivered	152	123	106	218	117	134	599	580
	Unit price	281	358	388	468	259	474	384	384
U.S. real estate business Note: Changed from “Other” segment to standalone reporting of American real estate business	Net sales	18,766	20,540	22,669	25,263	27,819	23,413	87,240	91,000
	Gross profit	3,413	4,153	4,671	4,818	5,662	5,188	17,057	19,000
	Gross Profit margin	18.2%	20.2%	20.6%	19.1%	20.4%	22.2%	19.6%	20.9%
	Operating Profit	1,837	2,331	2,885	2,750	3,338	2,727	9,804	11,700
	Operating Profit margin	9.8%	11.3%	12.7%	10.9%	12.0%	11.6%	11.2%	12.9%
	Number delivered	256	258	286	306	346	309	1,106	1,270
Pressance Corporation	Net sales	46,820	49,270	39,278	65,117	42,989	64,237	200,487	218,600
	Gross profit	12,411	12,677	8,823	13,824	8,930	15,367	47,735	
	Gross Profit margin	26.5%	25.7%	22.5%	21.2%	20.8%	23.9%	23.8%	
	Operating Profit	8,479	8,131	3,148	8,587	4,155	10,023	28,346	22,600
	Operating Profit margin	18.1%	16.5%	8.0%	13.2%	9.7%	15.6%	14.1%	10.3%
	Number delivered								
	Studio-type condominiums	977	992	904	861	786	918	3,734戸	
	Family-type condominiums	429	342	255	683	162	678	1,709戸	
	Total	1,406	1,334	1,159	1,544	948	1,596	5,443戸	

*3 Due to the abolition of the “Meldia” segment in FY2025, it will be consolidated into “Property resales” and “Other” segments. FY2024 is also prepared using the revised method.

*4 The gross profit margin decreased due to the one-time recording of valuation loss provisions associated with the disposal of large revenue-generating properties (already delivered in FY2024).

4. Three-Year Financial, Investment, and Returns Policy

(Sept. 2024 - Sept. 2026)



OPEN HOUSE GROUP

Profit Assumptions and Policies for Three Years (September 2024 - September 2026)

Profit Assumptions

**Cumulative Net Profit
(3-year cumulative total)**

**Upward revision
from initial 250 billion to**

¥300 billion

Policies

**(1)
Financial
Policy**

Equity Ratio: 35%

Net D/E Ratio: Within 1.0 times

**(2)
Growth
Investment
Policy**

**Total Investment Amount
(Cumulative for Three Years):**

500 billion

**(3)
Shareholder
Return
Policy**

■ **Total Return Ratio of 40% or more**

**Shareholder return amount (3-year cumulative total)
Upward revision from initial 100 billion to**

over 120 billion

5. Changes in Representative Directors



OPEN HOUSE GROUP

Changes in Representative Directors

- Changing management structure to aim for sustainable growth of the Group.
- Transitioning to new management structure from next fiscal year after a six-month transition period.

Details of Changes in Representative Directors

Name \ Position	March 31, 2025	As of April 1 st	As of October 1 st
Masaaki Arai	President & CEO		Director, Founder
Ryosuke Fukuoka	Director, Senior Managing Executive Officer	Representative Director, Senior Managing Executive Officer	President & CEO
Kazuhiko Kamata	Executive Vice President	Representative Director, Executive Vice President	

6. Sustainability

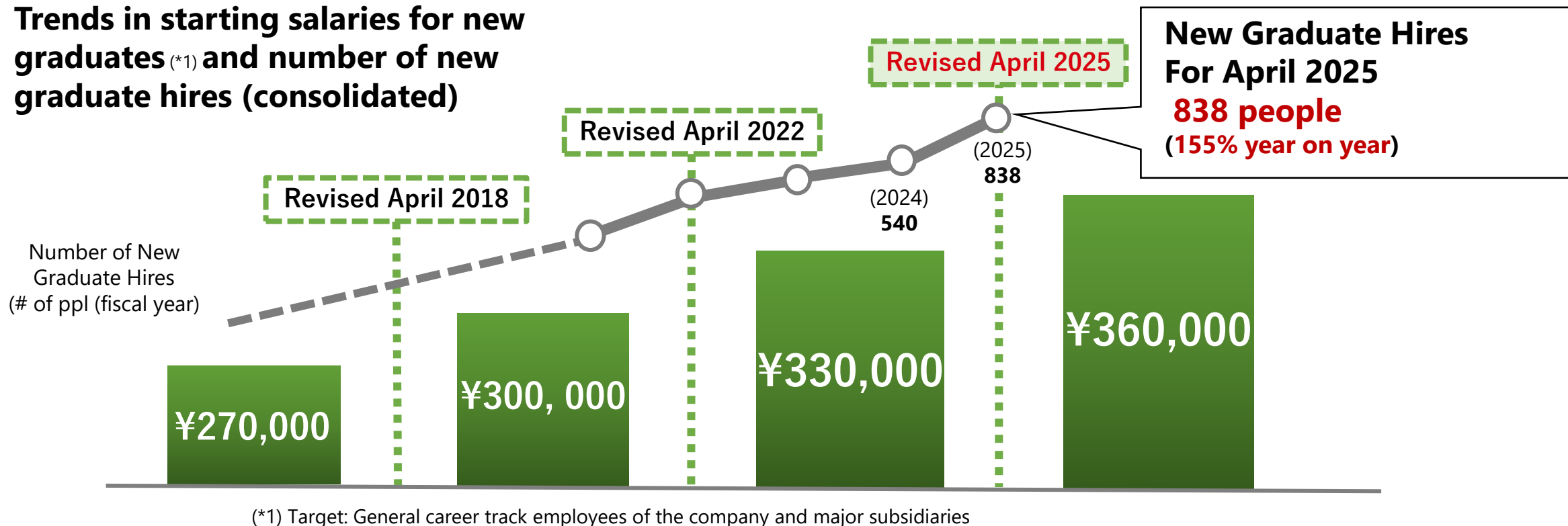


OPEN HOUSE GROUP

Strengthening Recruitment (Raising Starting Salaries)

- The group increased starting salaries for new graduate employees as of April 1, 2025.
- Actively secure talent that will become the driving force for the group's growth, aiming for sustainable corporate growth.

Trends in starting salaries for new graduates ^(*) and number of new graduate hires (consolidated)



Maximizing the Value of Human Capital (Health Management & Employee Benefits)

- Certified as “2025 KENKO Investment for Health (Large Enterprise Category) under the KENKO Investment for Health Outstanding Organizations Recognition Program.
- Certified as “Employee Benefits Promotion Organization” in the Employee Benefits Award and Certification System (Hatarakueru 2025).

Main Employee Benefit Programs

Support for Child-Rearing and Women's Advancement

- Baby Bonus:
¥1 million after third child
- Babysitter Allowance:
¥300,000 max. monthly allowance
- Single Parent Allowance:
¥50,000 monthly

Support for Caregivers

- Caregiving Support Allowance:
¥50,000 monthly
- Nursing Care Leave:
Up to 10 days per year

Etc.

Employee Benefits Promotion Organization



Recognizes excellent companies and organizations engaged in “Health & Productivity Management.

Employee Benefits Promotion Organization



Certifies organizations working on enhancing and utilizing employee benefits.

Support for Para Sports

- Junta Kosuda an employee of our company, wins gold medal for Japan at the Para Snowboard World Championships.
- The group supports employees who continue to challenge their potential through sports.



Junta Kosuda participated as a representative of Japan in the Para Snowboard World Championships held in Canada, and on March 6th this year, he won a gold medal in the men's lower limb impairment LL1 category of the banked slalom event.

Promoting Digital Transformation (DX)

- Received the "IT Encouragement Award (Transformation Category)" at the 2024 IT Awards.
- Aim to enhance corporate value by further improving operational efficiency and productivity through the promotion of digital transformation (DX).



The company's business reform efforts were recognized in three areas: B2B sales support tools, data utilization, and RPA infrastructure renewal.



Community CO-Creation

- **Gunma Minakami Hodaigi Ski Resort: Visitor numbers exceeded 100,000 for second consecutive season in 2024-2025.**
- **Contributing to regional revitalization through increased recognition of snow resorts, creation of local employment, and growth in related population.**



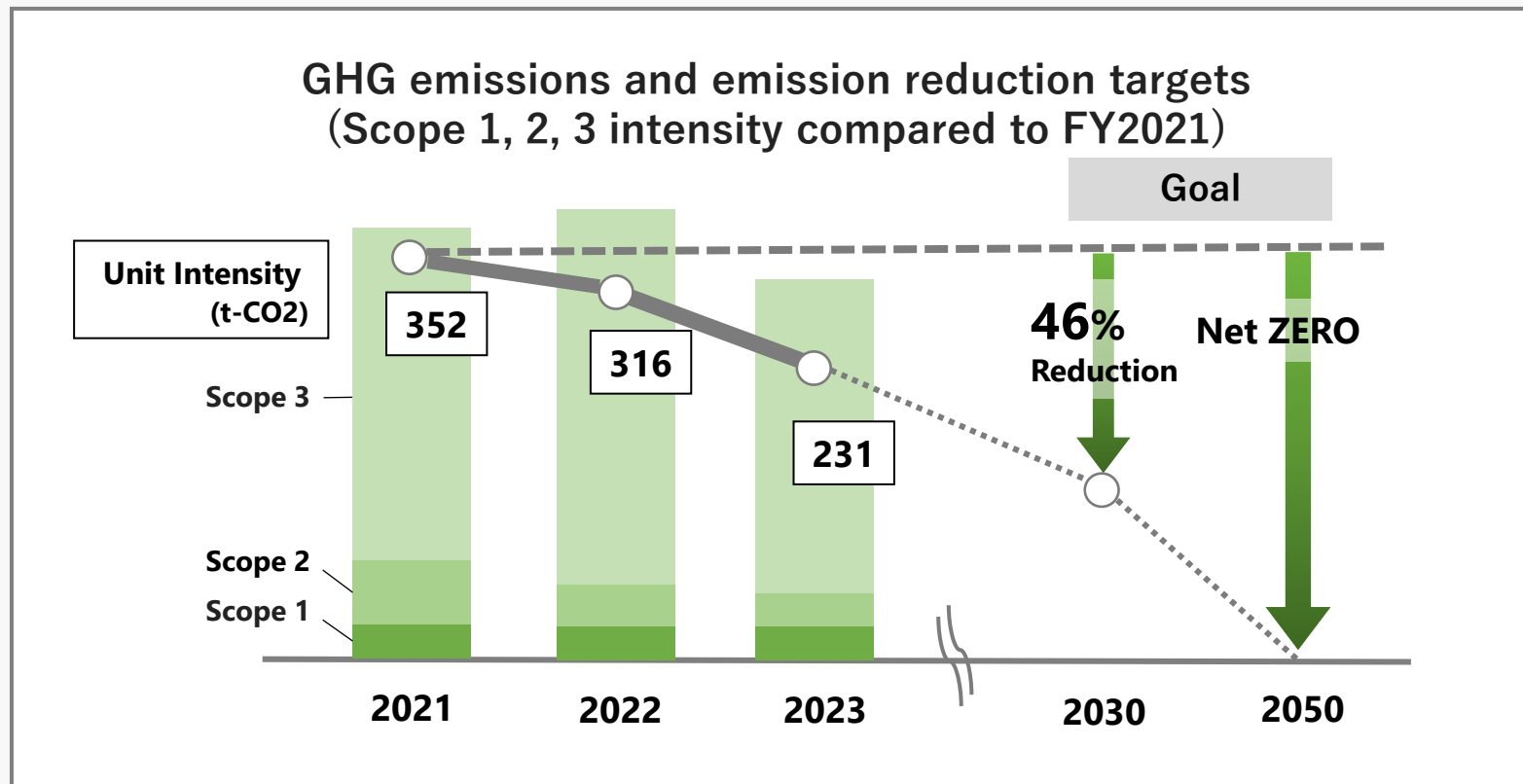
**Ski event with your dog
"The DOG DAY in HO-DAIGI"**



**Trailer house with private sauna
(Accommodation facility within the ski resort)
"Earthboat Minakami Hodaigi"**

Contribution to a Decarbonized Society (Greenhouse Gas Emissions Calculation)

- Obtained third-party assurance for greenhouse gas (GHG) emissions associated with business activities in fiscal year 2023.
- Expanding initiatives to contribute to GHG emissions reduction, aiming for business growth and realization of a decarbonized society.



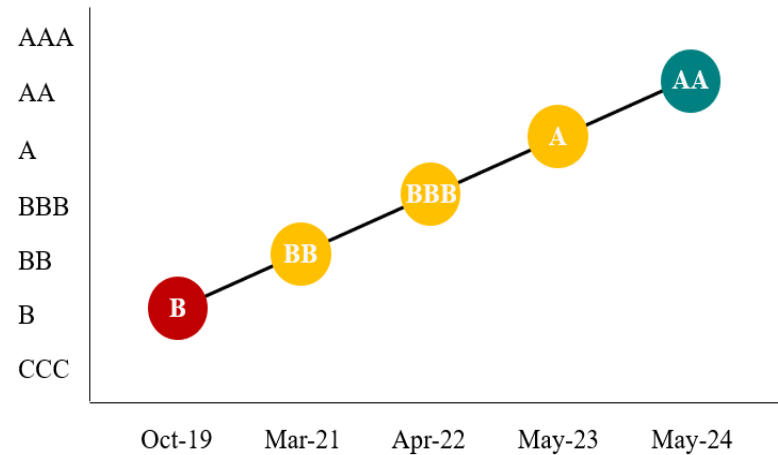
•Calculation scope: Open House Group Co., Ltd. and its consolidated subsidiaries (excluding overseas operations, etc.)

•Unit intensity is CO₂ emissions per 100 million yen of sales

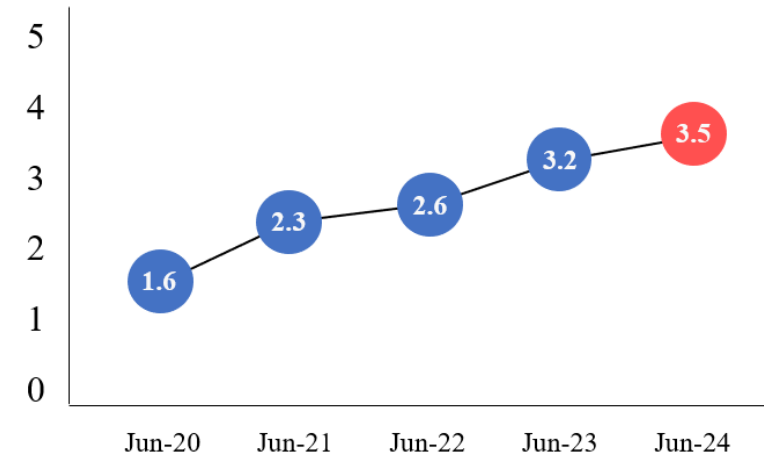
Third Party Evaluation

- Evaluations by ESG rating agencies have improved yearly.
- New inclusion in ESG indices.

MSCI ESG Rating history



FTSE ESG Rating history



2024 CONSTITUENT MSCI NIHONKABU
ESG SELECT LEADERS INDEX

2024 CONSTITUENT MSCI JAPAN
EMPOWERING WOMEN INDEX (WIN)



FTSE4Good



FTSE Blossom
Japan Index



FTSE Blossom
Japan Sector
Relative Index

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<https://www.iiseg.com/en/ftse-russell/indices/ftse4good> <https://www.iiseg.com/ja/ftse-russell/indices/blossom-japan>

7. Supplementary Market Data

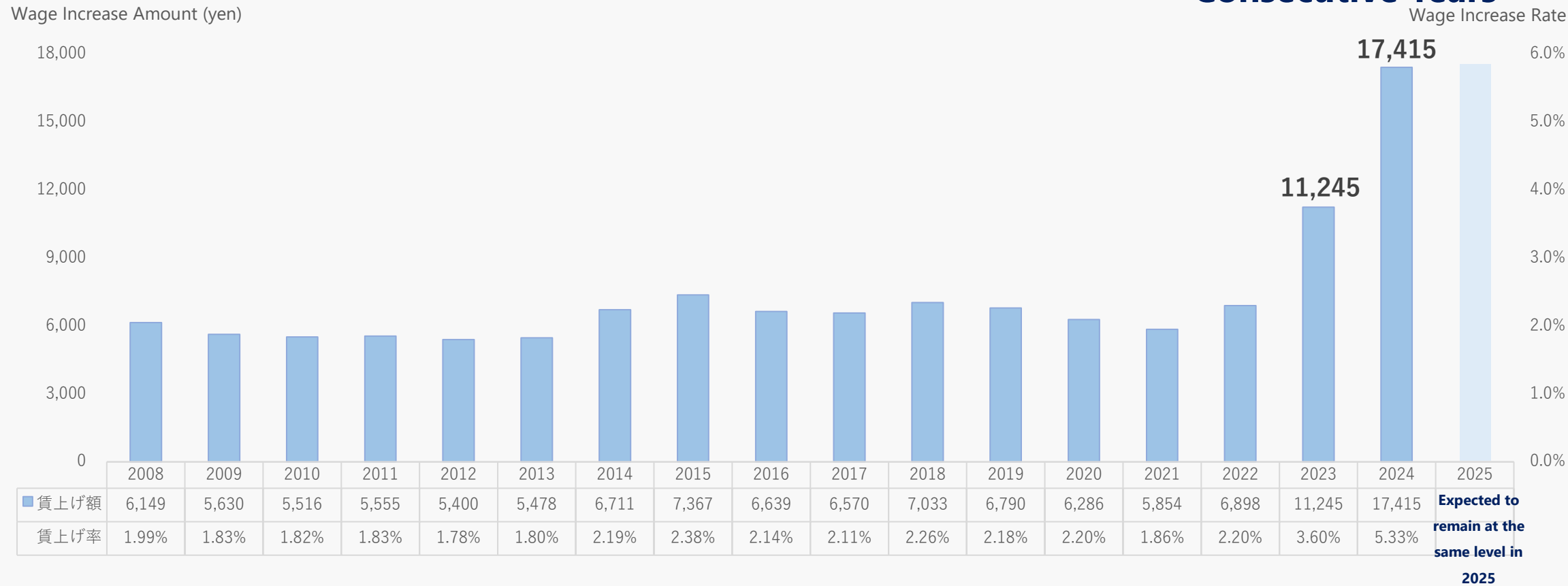


OPEN HOUSE GROUP

Significant Wage Increase

Trends in Wage Increase Amount and Rate

Substantial Wage Increases for 2 Consecutive Years

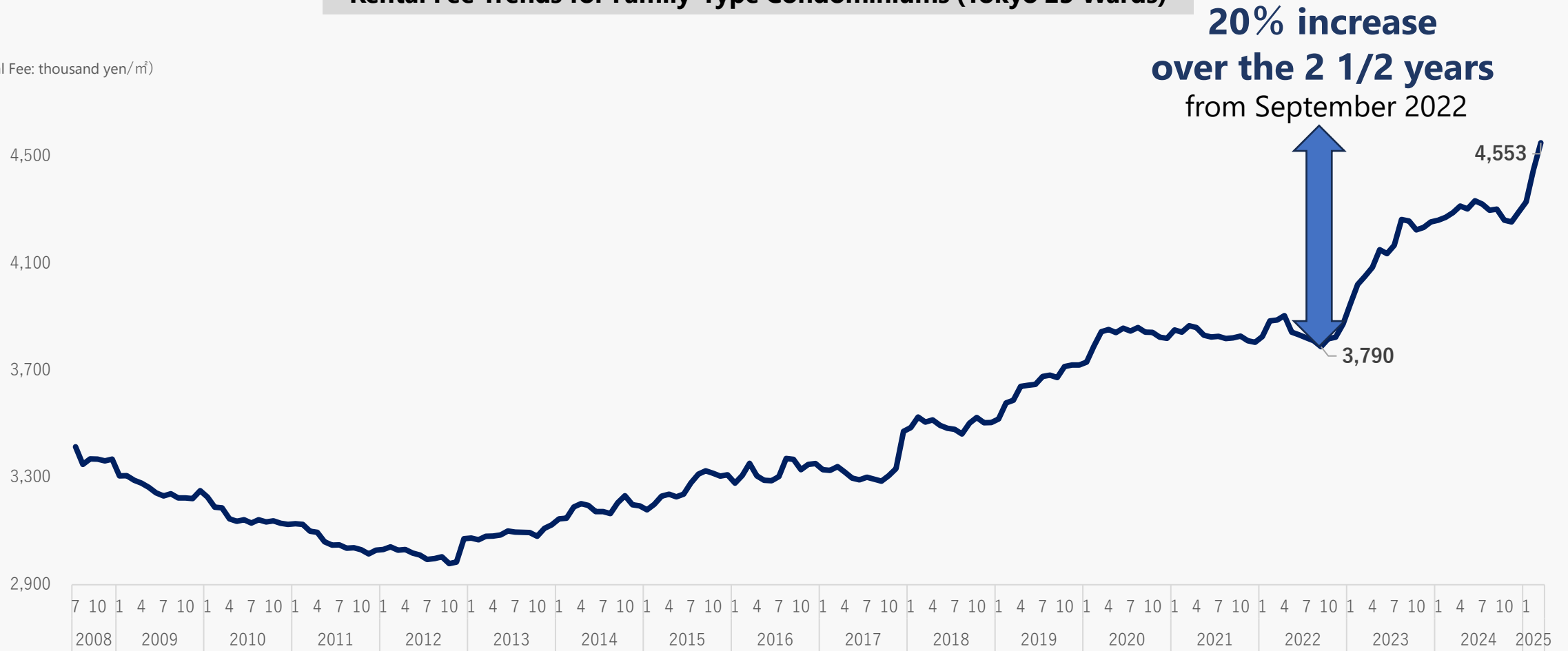


Source: Ministry of Health, Labor and Welfare “Spring Labor Offensive Wage Increase Demands and Settlements in Major Private Companies”
348 companies (FY2024) with labor unions, capital of 10 billion yen or more, and 1000 or more employees, where settlement amounts could be ascertained.

Significant Rise in Condominium Rental Fees

Rental Fee Trends for Family-Type Condominiums (Tokyo 23 Wards)

(Rental Fee: thousand yen/m²)



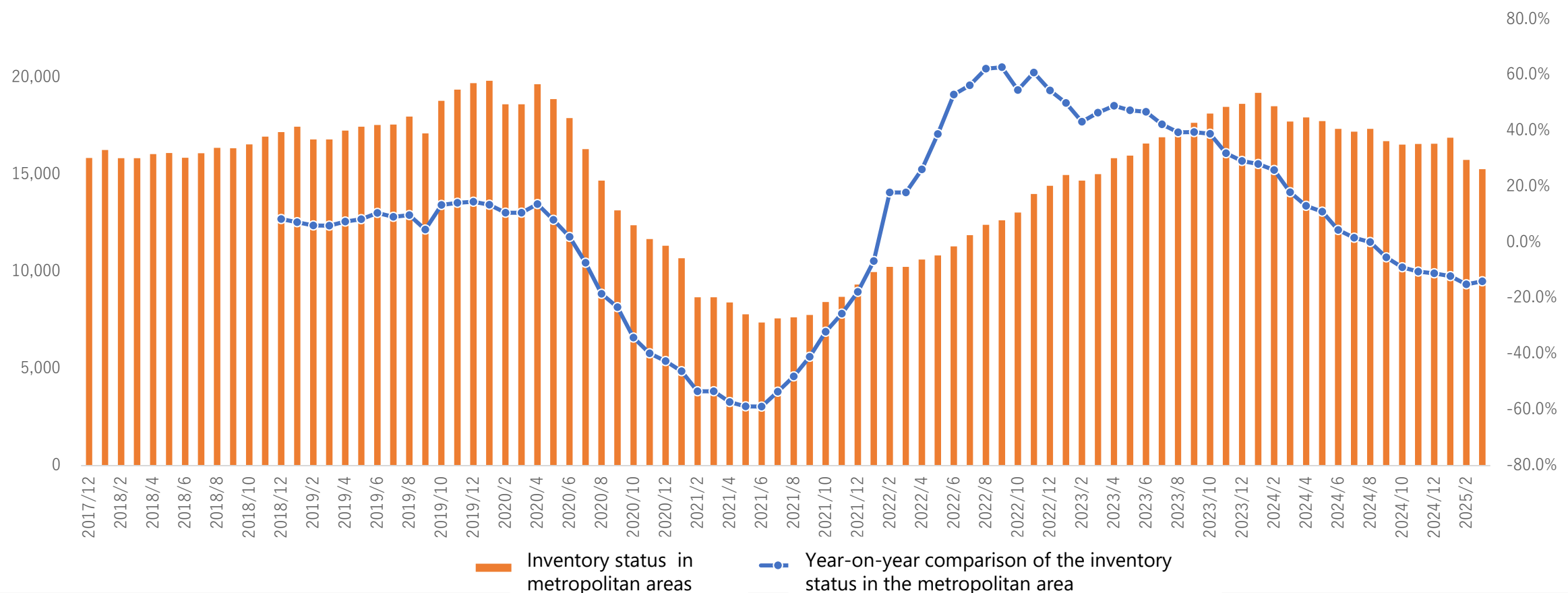
Source: Tokyo Kantei "Rental Fee Trends for Condominiums"

Target: Tokyo 23 Wards, family-type condominiums (excluding those under 30m²)

Calculation: Converted from monthly rent to price per square meter

Inventory of newly built single-family homes increased from the latter half of 2021 and decreasing in 2024.

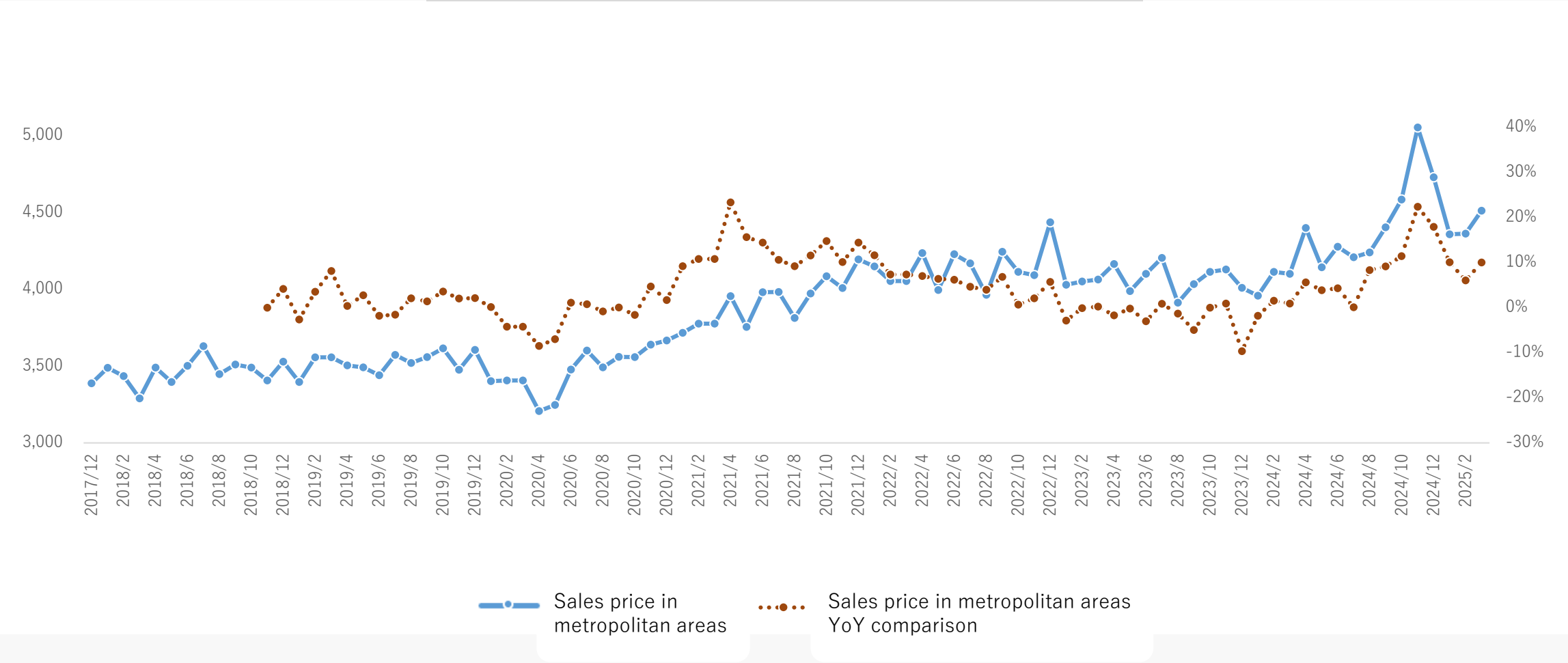
Inventory in Metropolitan Areas - YoY Comparison



Source: REINS Market Information:
"Monthly Market Watch" New Single-Family Home Report - Inventory Status

Newly built single-family homes: Price shifting from post-COVID-19 adjustment to an upward trend.

Sales Price in Metropolitan areas – YoY Comparison

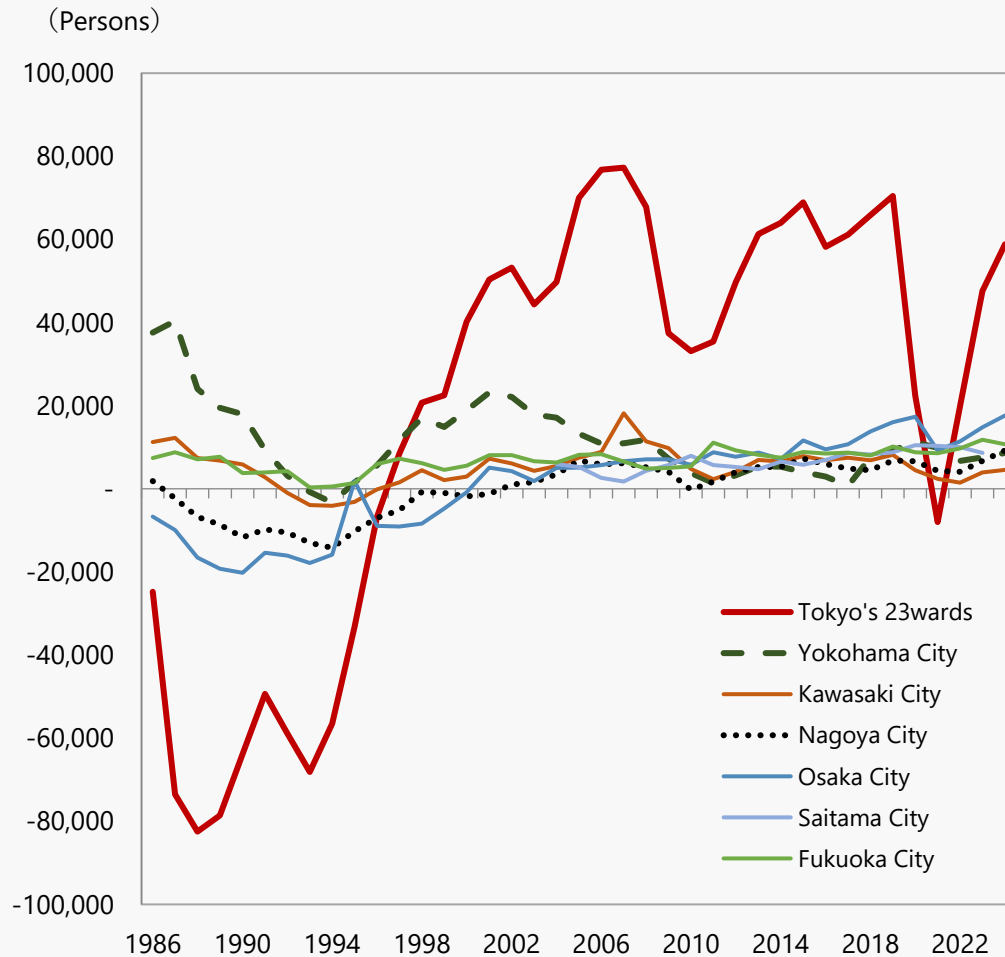


Source: REINS Market Information:
"Monthly Market Watch" New Single-Family Home Report - Sales Price

7. Supplemental Market Data

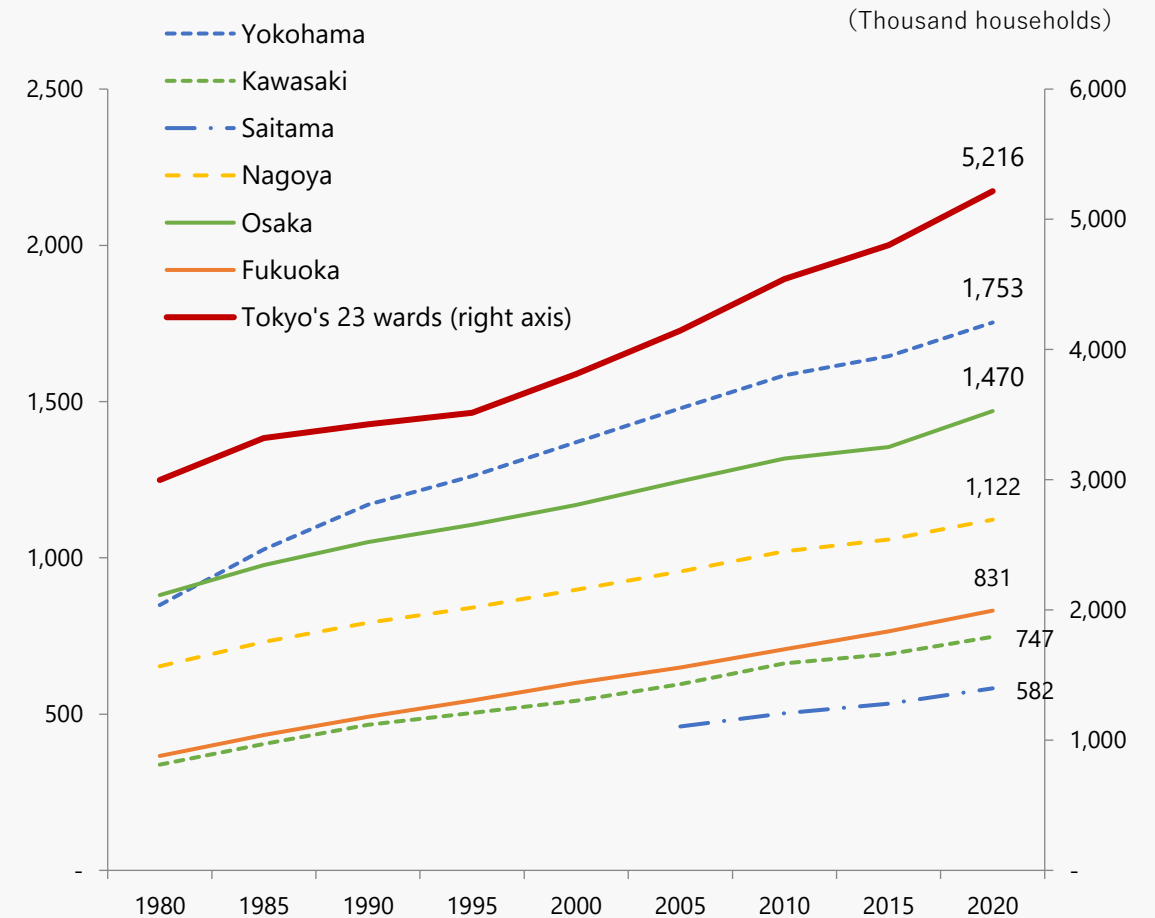
The population has been concentrating and the number of households has been increasing in urban areas.

Net migration into urban cities



Source: MIC, "Report on Internal Migration in Japan based on Basic Resident Register"

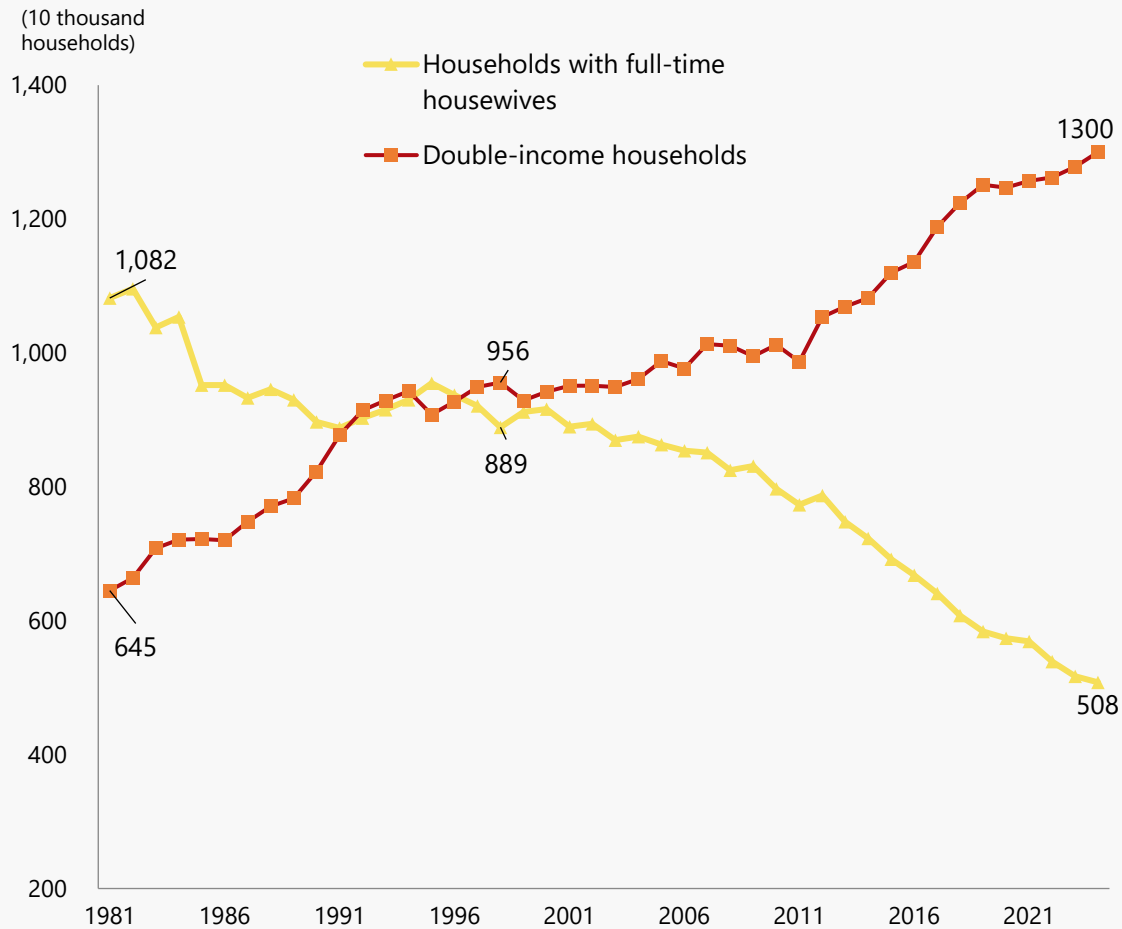
Number of households in major cities



Source: MIC, "Population Census of Japan"

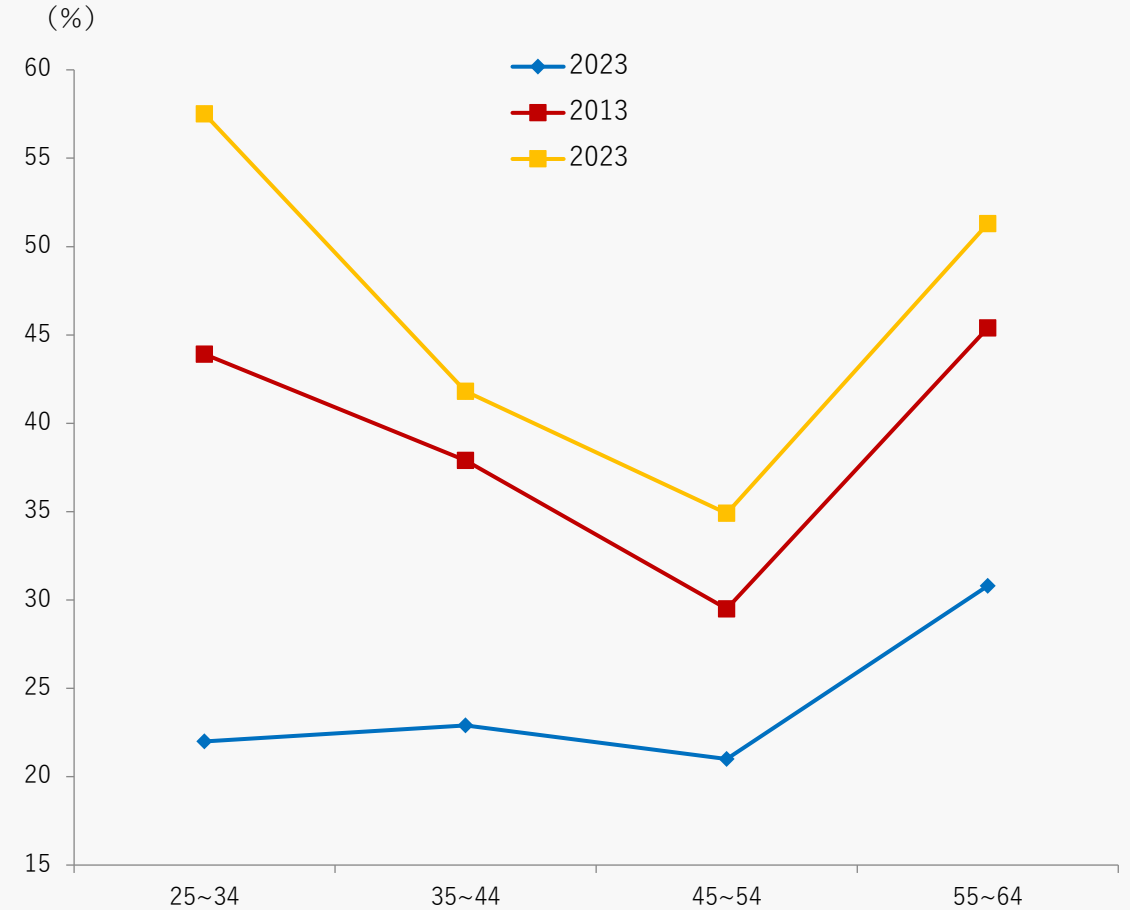
Double-income households and child-rearing households are turning their eyes to urban areas, where they can reduce commuting time.

Trends in double-income households/households with full-time housewives (nationwide)



Source: "White Paper on Gender Equality 2020", Cabinet Office, Government of Japan
Labor force survey, the Ministry of Internal Affairs and Communications

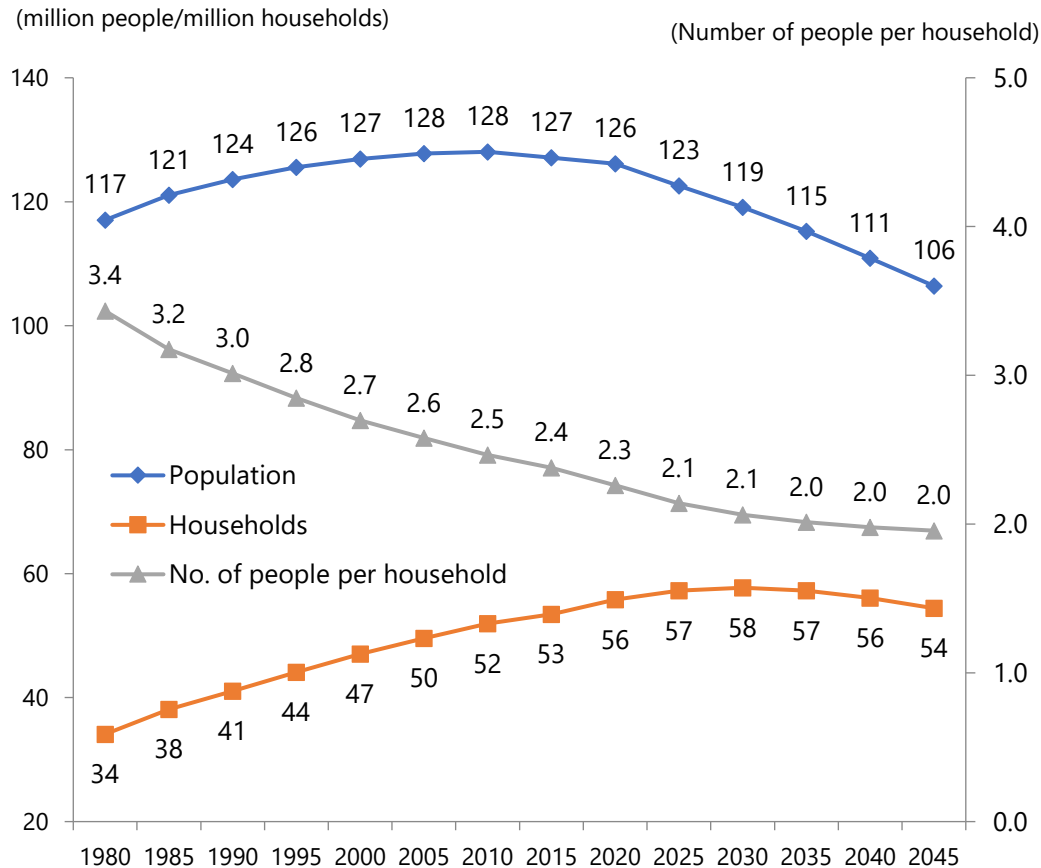
Trends in the Proportion of Full-Time Housewives (by Age Group)



Source: "White Paper on Gender Equality 2020", Cabinet Office, Government of Japan

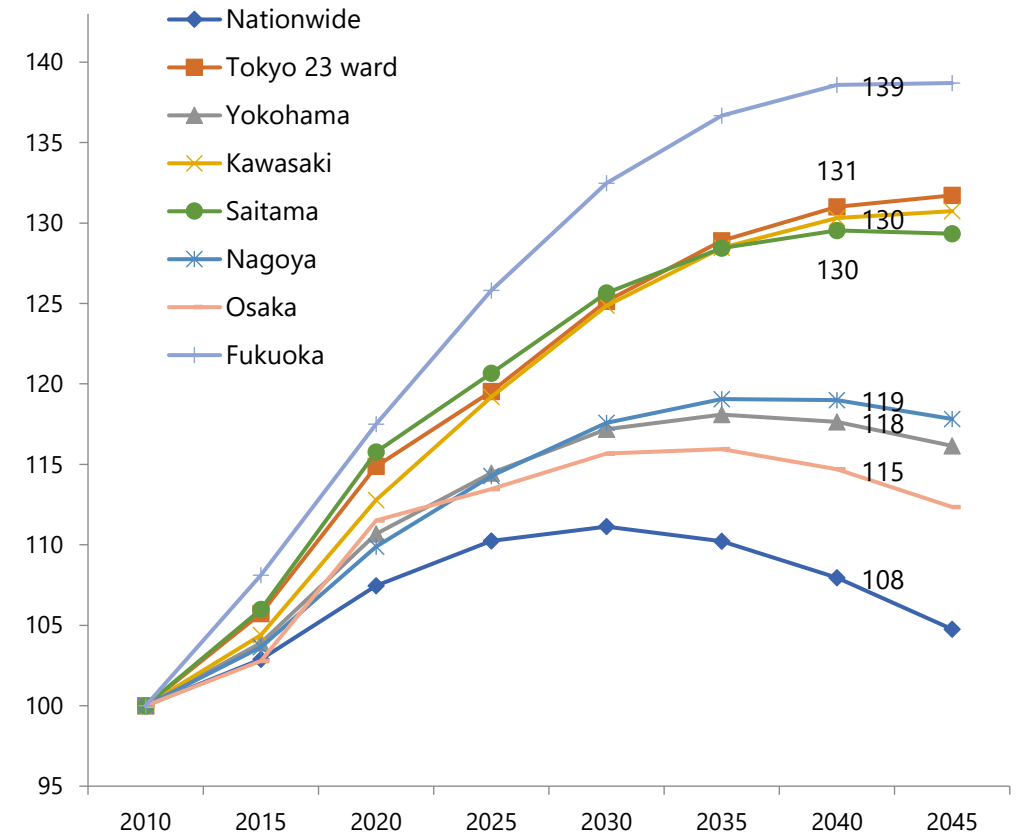
The number of households in urban areas is expected to continue increasing, despite a total population decline in Japan.

Future population and household estimates for Japan



Sources:
 1980-2015 : "2015 Population Census", Statistics Japan
 2015-2040 : "Population Projection for Japan, 2018 projection", "Household Projections for Japan, 2018 projection", the National Institute of Population and Social Security Research
 Number of people per household was calculated by dividing the total population by number of households.

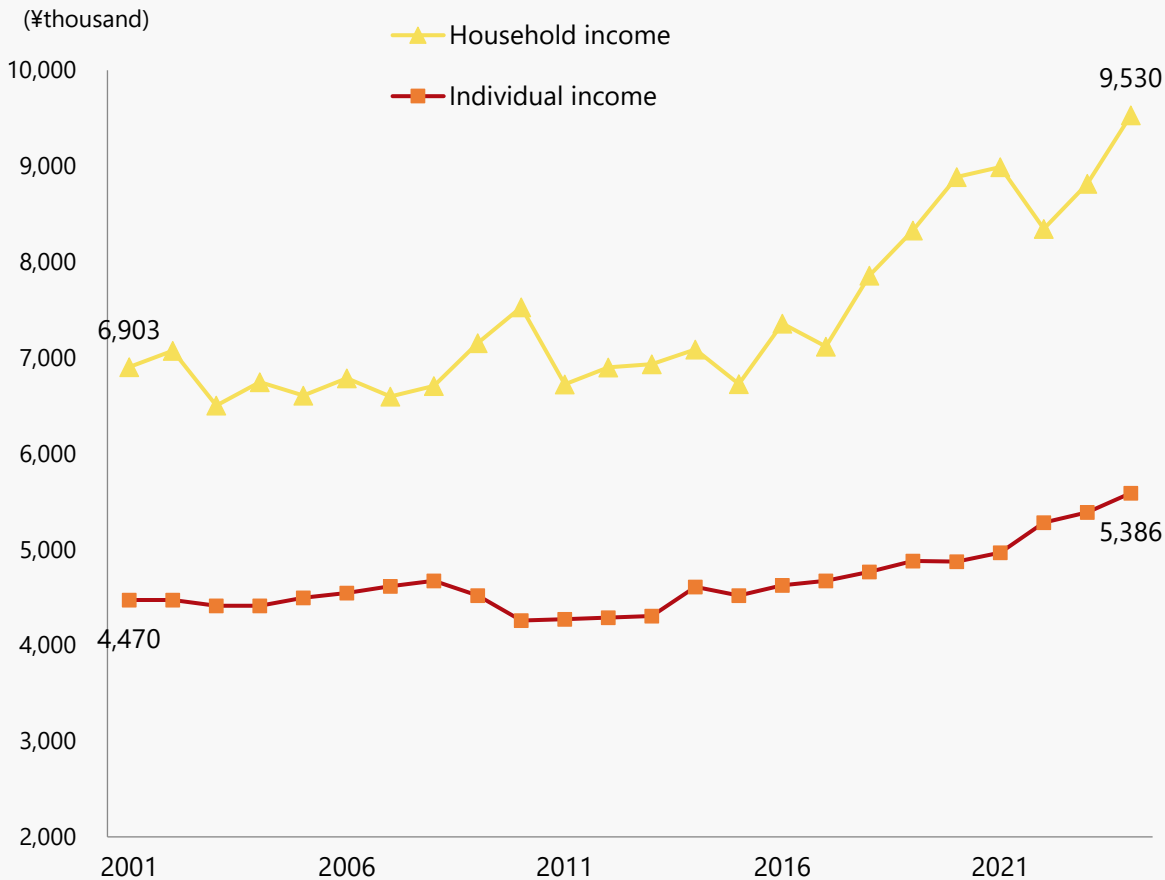
Future household estimates for urban areas (index)



Sources: Numbers of households by city were projected with reference to "Household Projection for Japan (National Projection)" and "Population Projection for Japan by Prefectures" for 2018 projection, published by the National Institute of Population and Social Security Research, and were converted to indicators with actual results of 2010 set at 100.

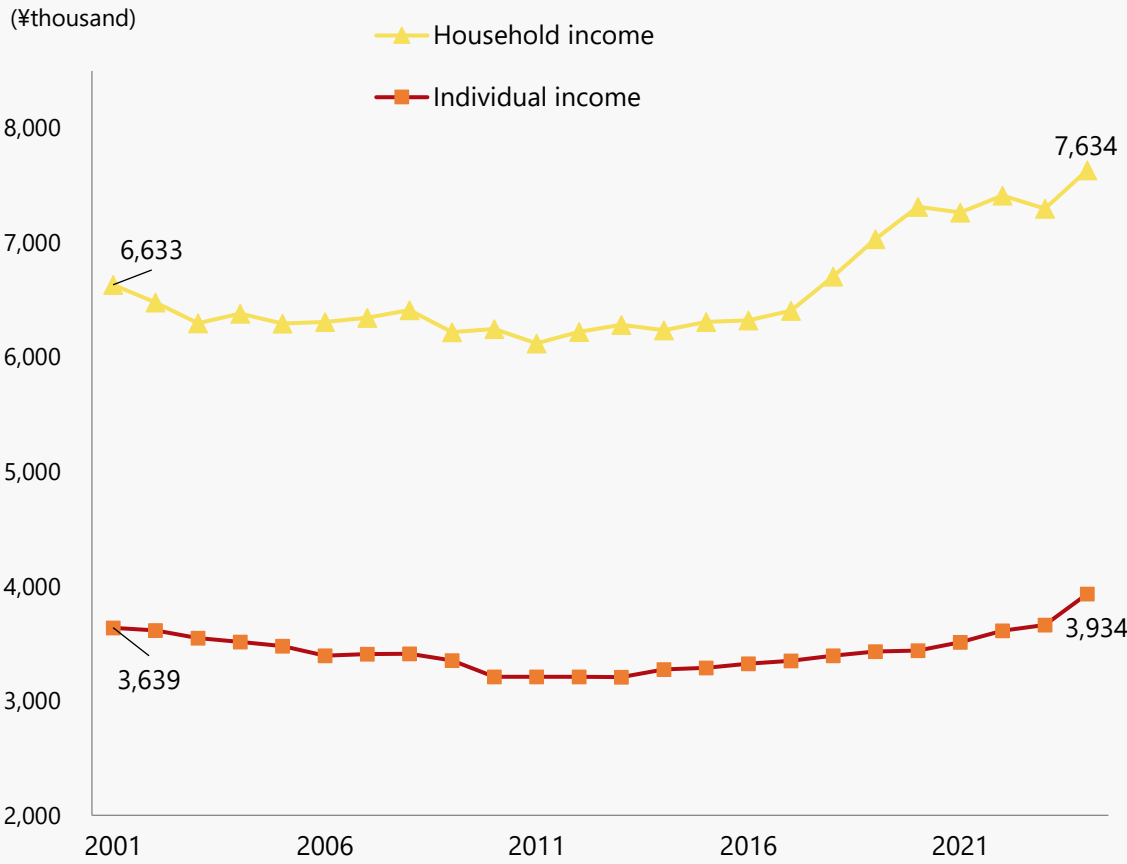
In urban areas, incomes are rising more rapidly, offering promising potential for purchasing power in the housing market.

Household income and Individual income
(Tokyo's 23 wards)



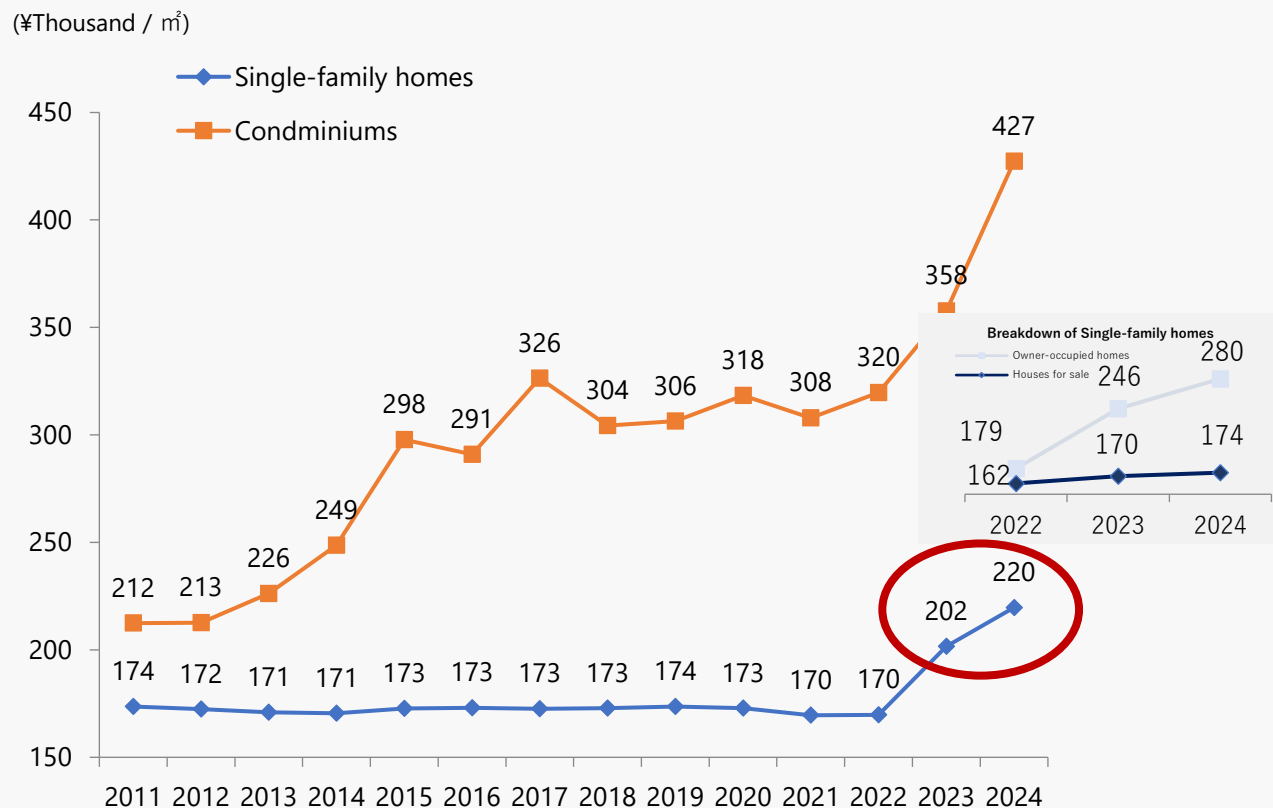
Source: Annualized based on the actual monthly income of households (working families) with two-or-more person household, obtained from the report "Family Income and Expenditure Survey," the Ministry of Internal Affairs and Communications
Calculated by dividing taxable income by the number of taxpayers, based on data obtained from the report "Survey of Taxation of Municipal Inhabitant Taxes, etc." by the Ministry of Internal Affairs and Communications

Household income and Individual income
(nationwide)



Price gaps between condominiums and single-family homes are due to the difference between construction costs and land cost.

Construction costs per m² (in Tokyo)

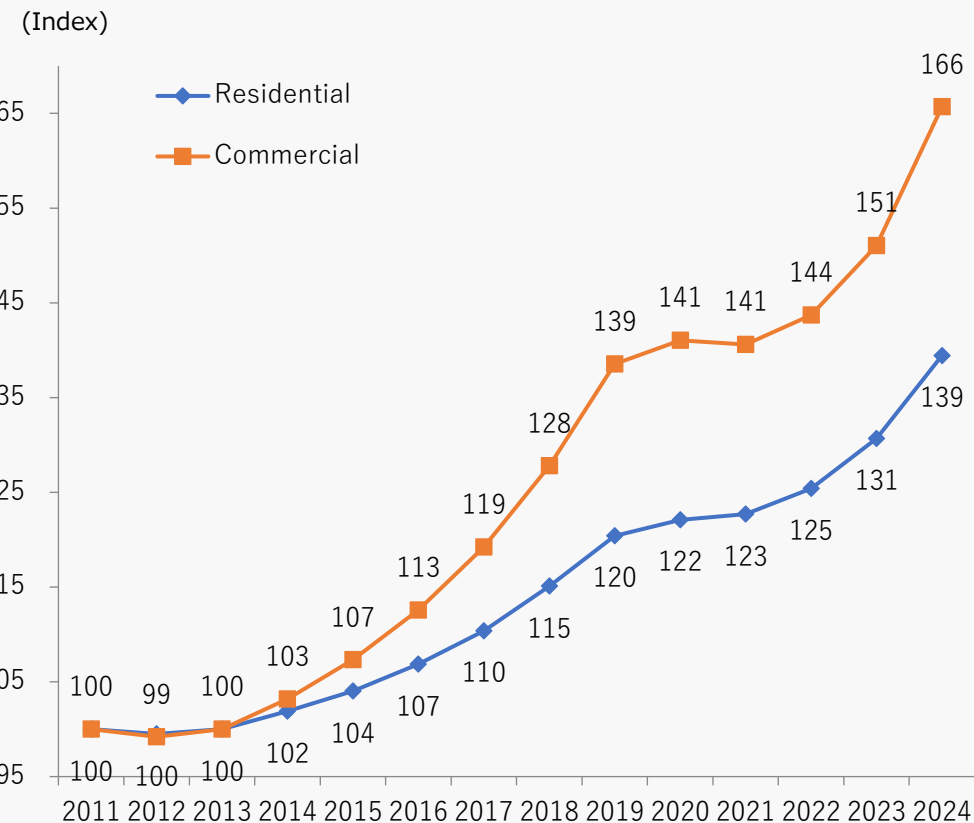


Source: MLIT "Housing Starts"

The average construction cost per m² was calculated by dividing the estimated construction cost by the total floor area.

Data for ready built wooden single-family homes were used for single-family homes and data for RC and SRC apartment buildings were used for condominiums.

Land price by use (in Tokyo's 23 wards)



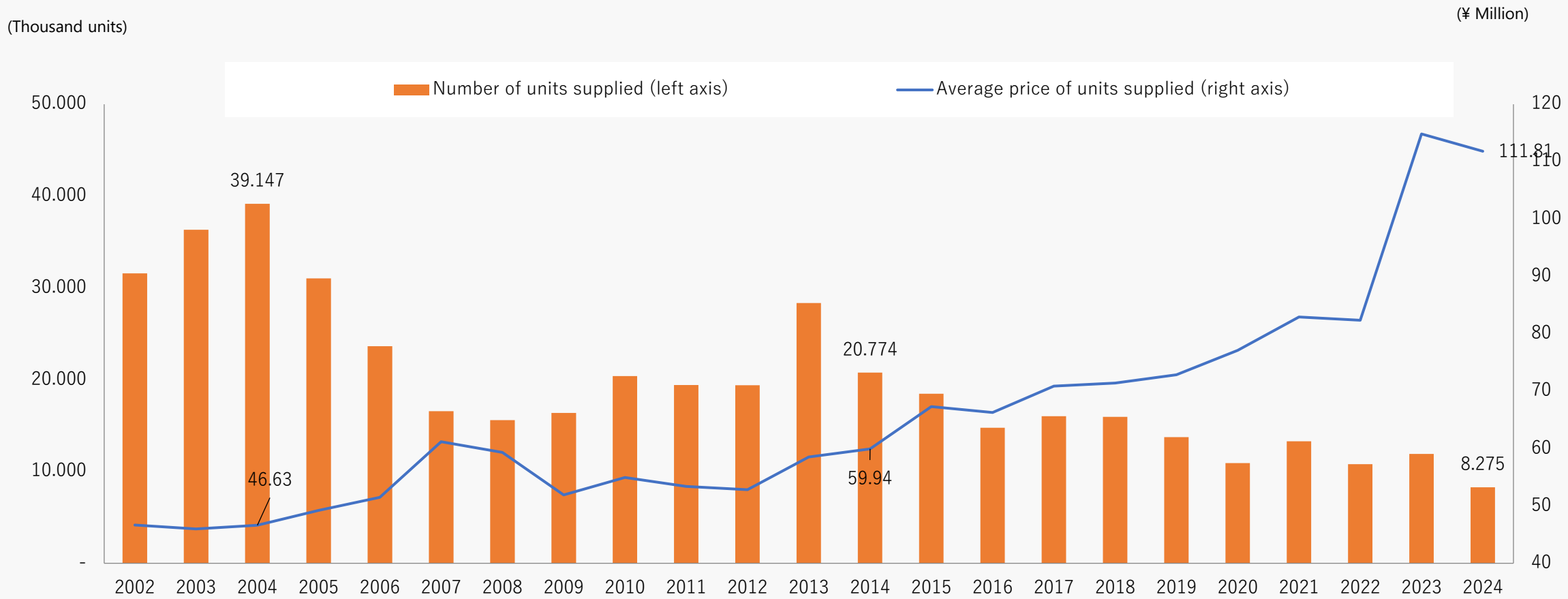
Source: MLIT "Prefectural Land Price"

The standard land price as of July 1 each year is determined by prefectural governors.

The land price index of each year was calculated by using the rate of change from the land price by use in 2011, which was indexed to 100.

Options available for consumers are decreasing due to the increase in condominium prices and decrease in number of new condominiums supplied.

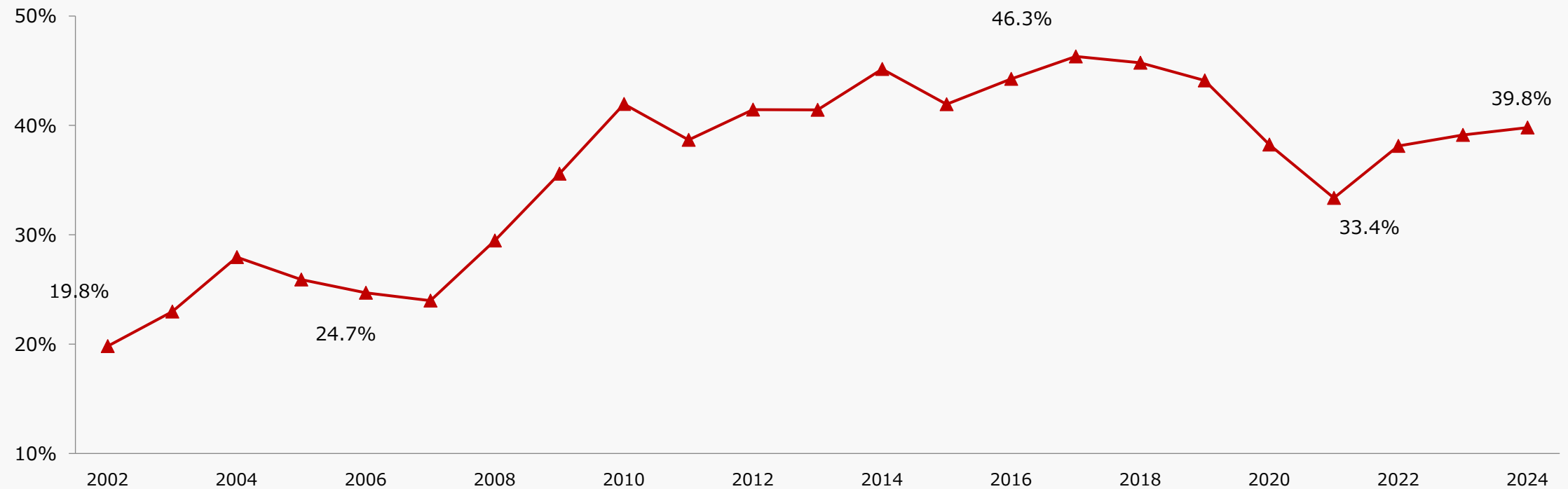
Number and average price of new condominiums supplied in Tokyo's 23 wards



Source: MILT, "Annual Summary of National New Condominium Market Trends"
* 1 : the average prices of condominiums have increased as a result of the sales influence from luxury developments like "Mita Garden Hills"

Prices of condominiums are less likely to fall sharply as the market is oligopolistic and dominated by major real estate companies.

Trends in the market share of seven major real estate companies in new condominiums in the Tokyo metropolitan area



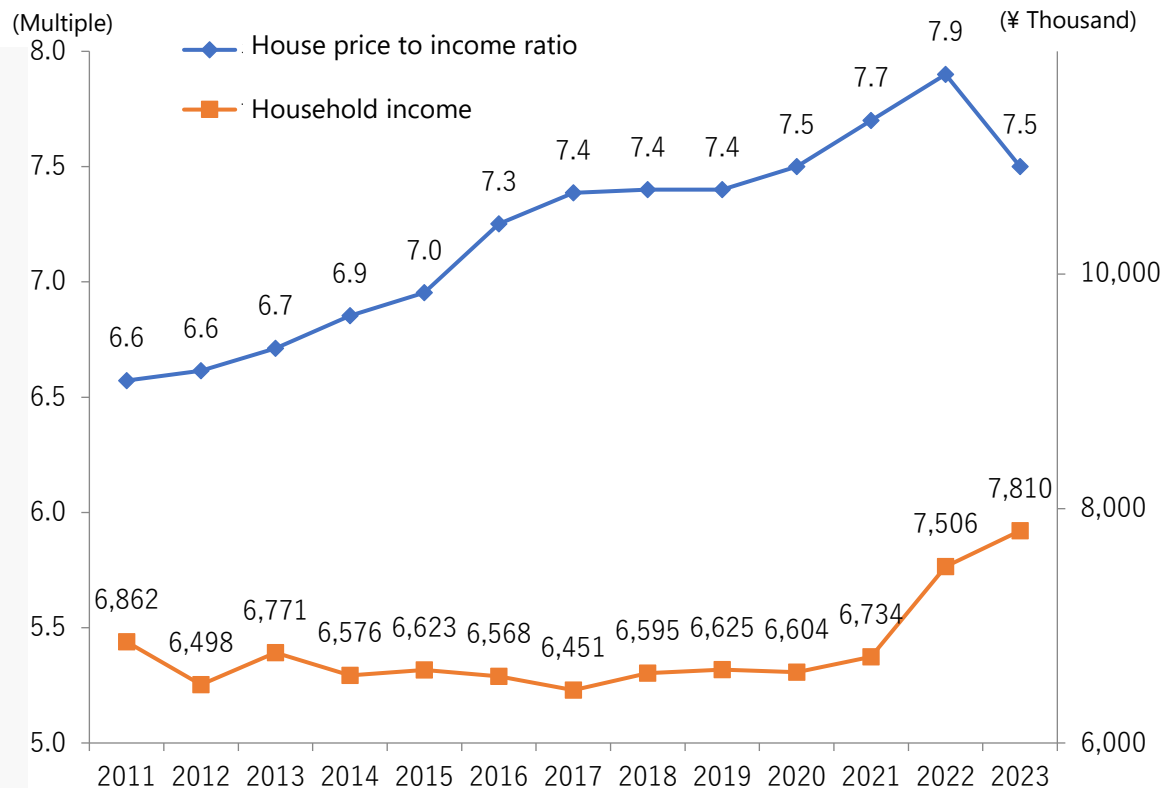
Source: The share of new condominium sales in the Tokyo Metropolitan area in "Condominium Market Trends" by Real Estate Economic Institute Co., Ltd.

* Seven major real estate companies:

Sumitomo Realty & Development, Daikyo, Tokyu Land, Tokyo Tatemono, Nomura Real Estate Holdings, Mitsui Fudosan, Mitsubishi Estate

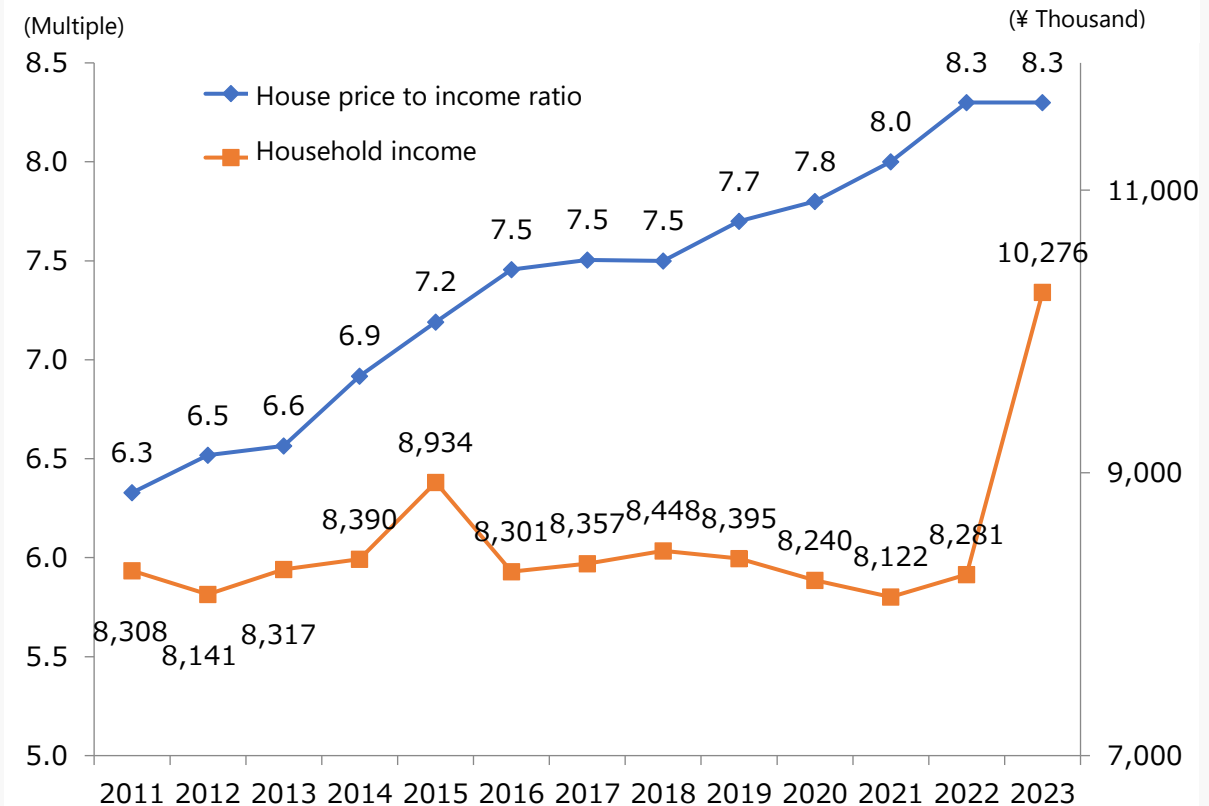
The income multiplier has increased, leading to significant disparities in household income.

House Price to Income Ratio and Household Income of Single-family Home Purchasers (in Tokyo)



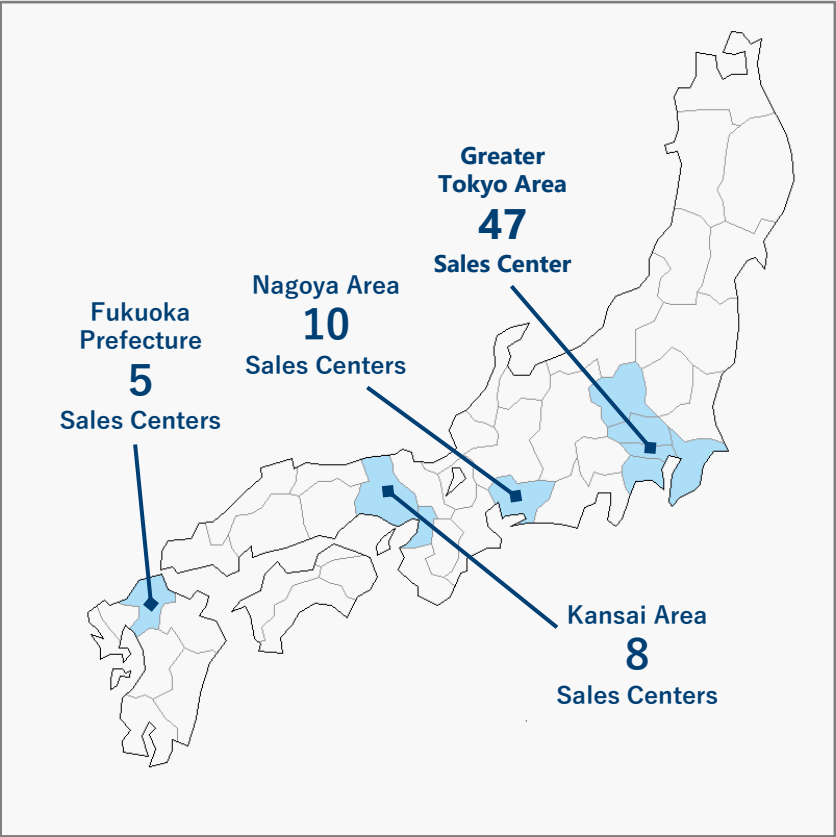
Source: "Customer Survey on Flat 35 Users" by Japan Housing Finance Agency
 Compiled using data of housing loans approved from April through March of the following year
 Single-family homes: New home purchase funds (detached house, etc.); Condominiums: New condominium purchase funds (apartment buildings)
 Household income is the total of income of home loan applicants and income of his or her spouse or other person(s) living in the same household
 Home price to income ratio is calculated based on the total necessary funds including funds on hand.

House Price to Income Ratio and Household Income of Condominium Purchasers (in Tokyo)

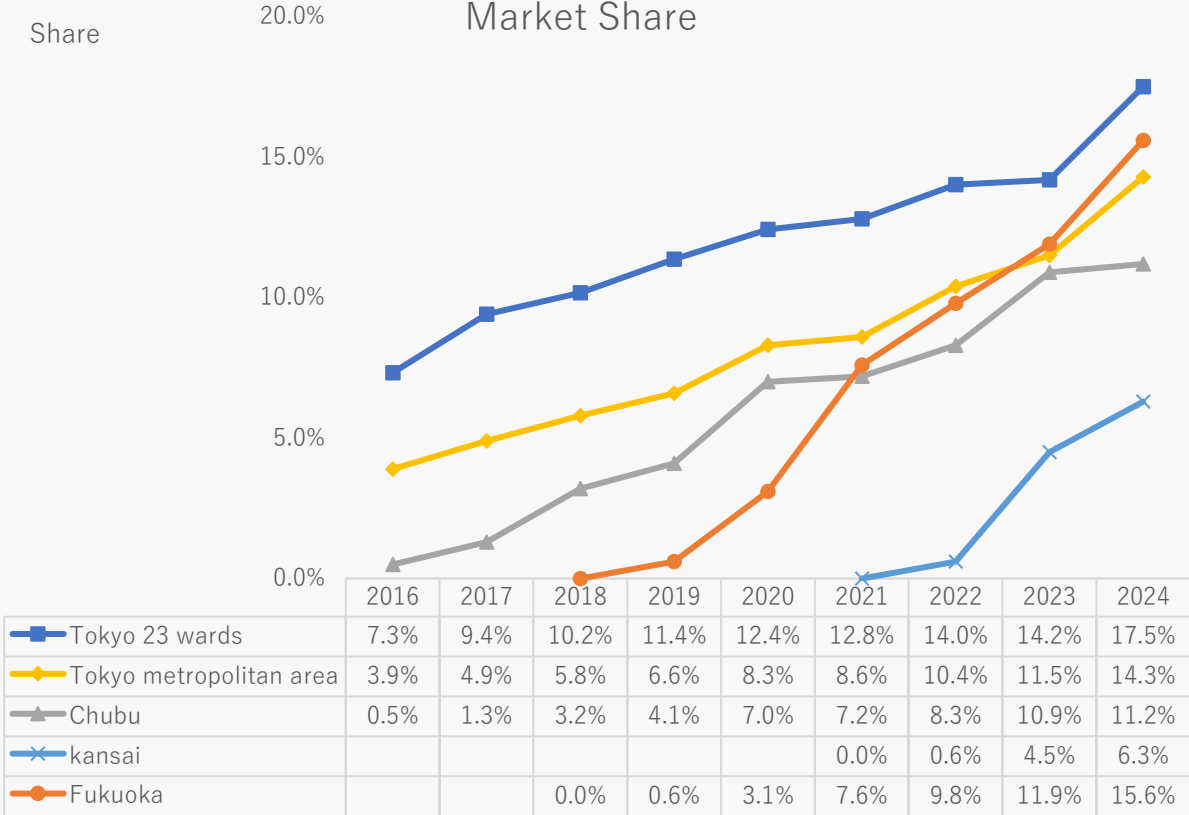


Our single-family homes are deploying a dominant strategy in urban areas, steadily increasing market share.

Number of Sales Centers by Areas



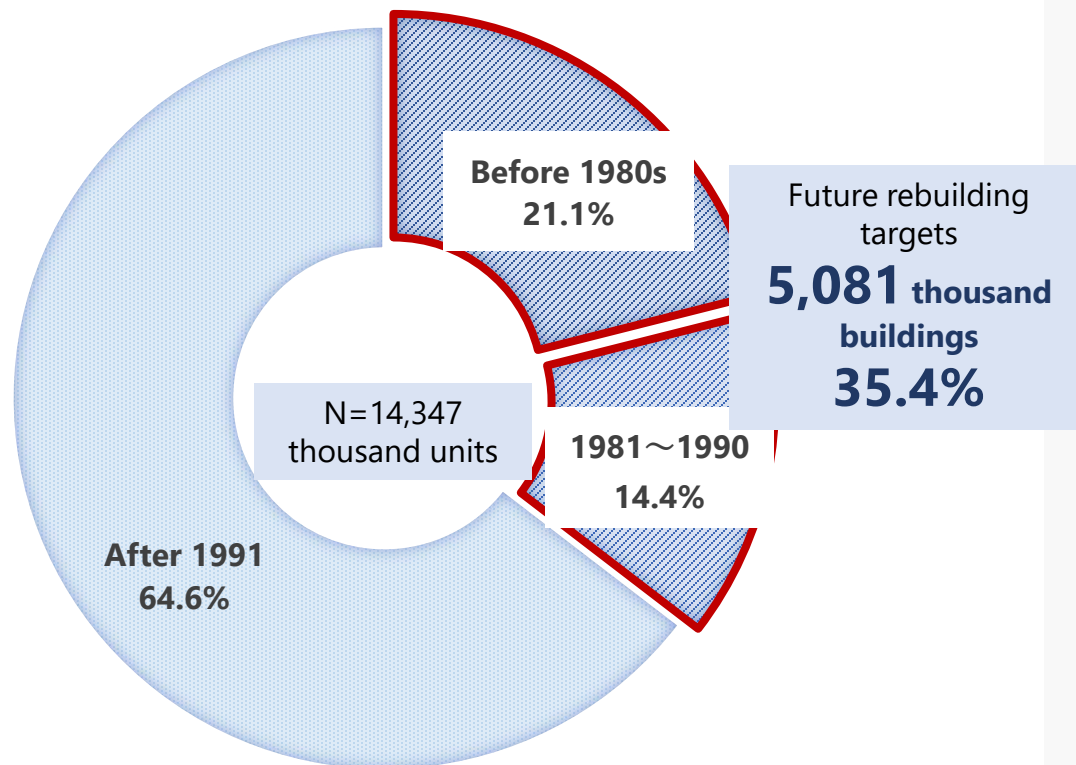
The Group’s Market Share by Service Area



Source: Ministry of Land, Infrastructure, Transport and Tourism "Building Starts Statistics, Housing Starts Statistics" New housing units (houses), by type of use: owner-occupied and for-sale housing, by construction type: detached houses
Calculated by dividing the number of units delivered by the Group in each period (built-for-sale + custom-built) by the statistical figures for each area (Aggregated for all 23 wards of Tokyo, and by city/ward for other areas where we operate; calculated using FY2024.9 results ÷ calendar year 2024 statistics)Up to FY2018.9: Open House Development. From FY2019.9: Hawk One added. From FY2024.9: Meldia added

There is an abundant supply of aging housing stock available for development purposes

Building stock of wooden single-family homes
by construction period



Source: Ministry of Internal Affairs and Communications "Housing and Land Survey" (FY2023)
Wooden detached houses, period of constructionTarget: Total of deployment areas (Tokyo, three surrounding prefectures, Aichi Prefecture, Osaka Prefecture, Hyogo Prefecture, Fukuoka Prefecture)

Housing situation in Japan

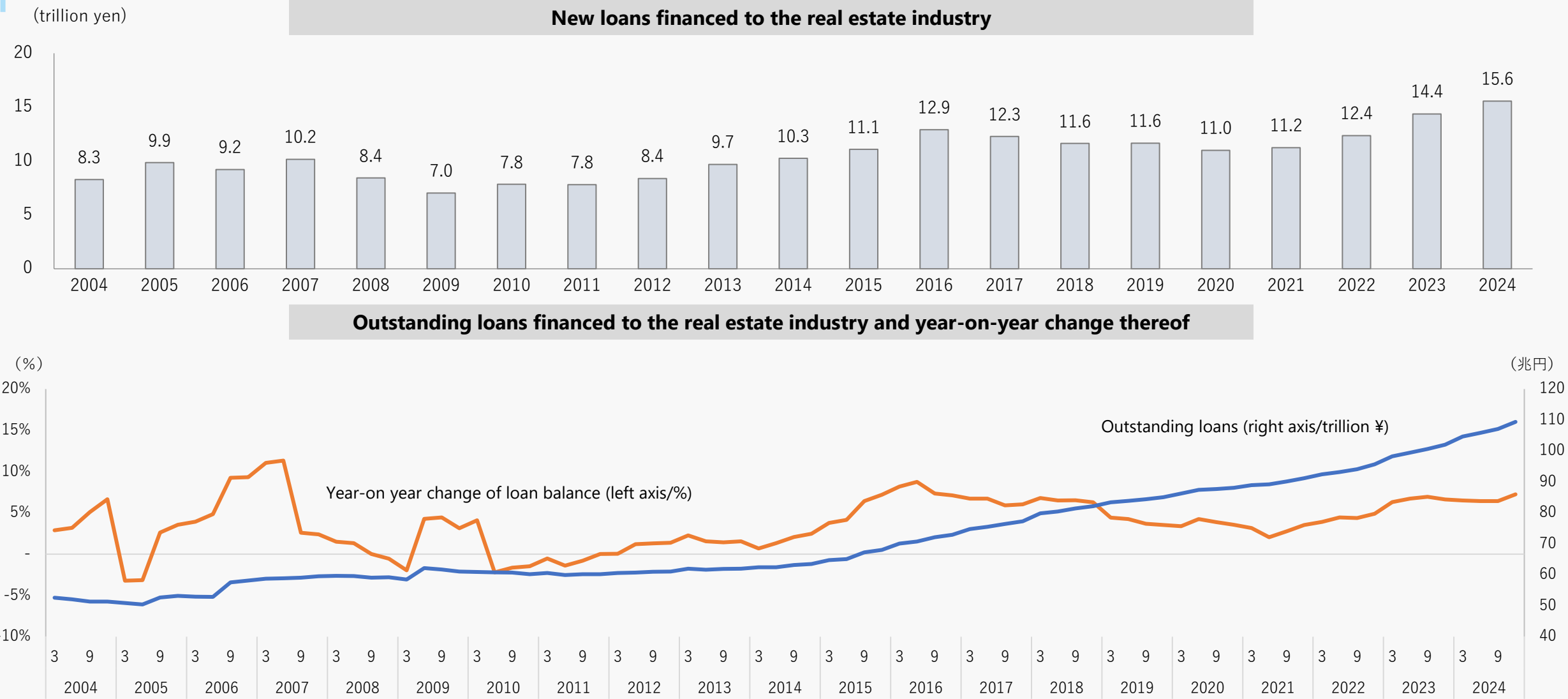
- The average age of homes rebuilt in Japan is **37.0 years.** *1
- The average site area per single-family home lot in Tokyo's 23 wards in 1988 was **40.3 tsubo** (1,431.6 sq. ft). *2
- The average site area of single-family homes developed by Open House is **17-18 tsubo** (600-640 sq. ft), enabling it to build two homes per single-family home lot.

Sources:

*1 "Customer Survey Report on the Purchase of Detached Houses in the Fiscal Year 2017" by Japan Federation of Housing Organizations

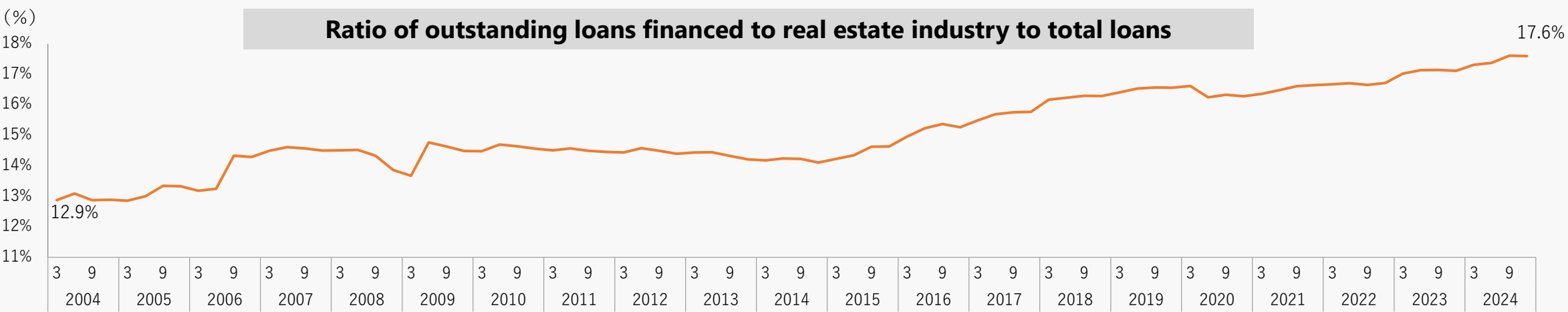
*2 "Housing and Land Survey in 1988" by the Ministry of Internal Affairs and Communications

New lending to the real estate industry is decreasing, yet the outstanding loan balance is increasing.

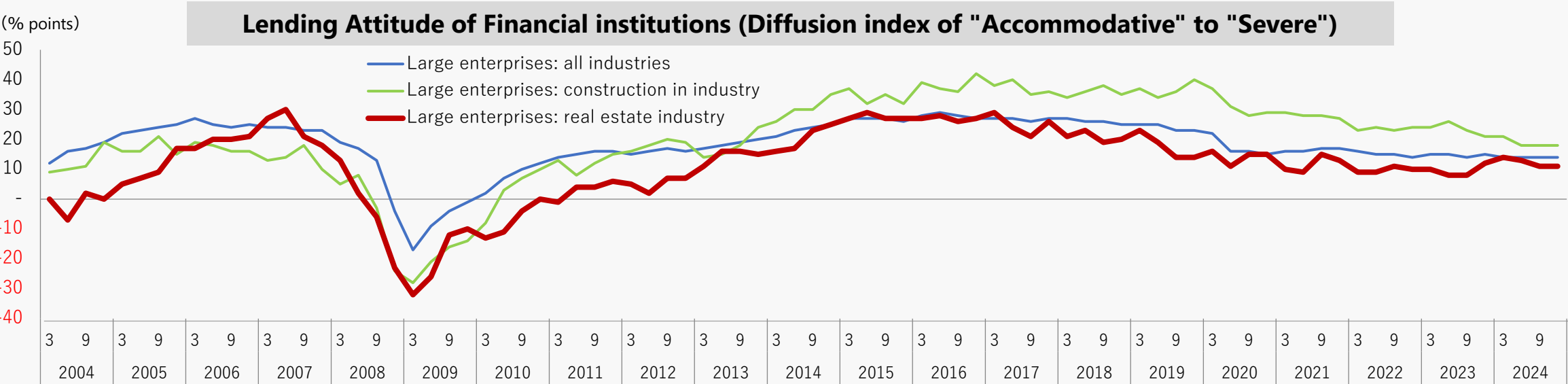


Source: "Loans by borrower" published by the Bank of Japan

The ratio of outstanding loans financed to the real estate industry to total loans has increased.



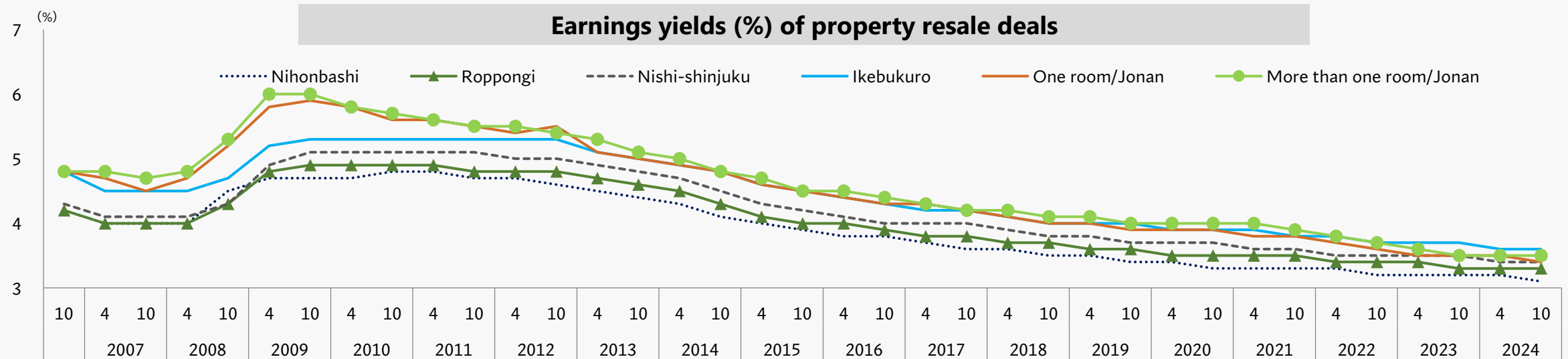
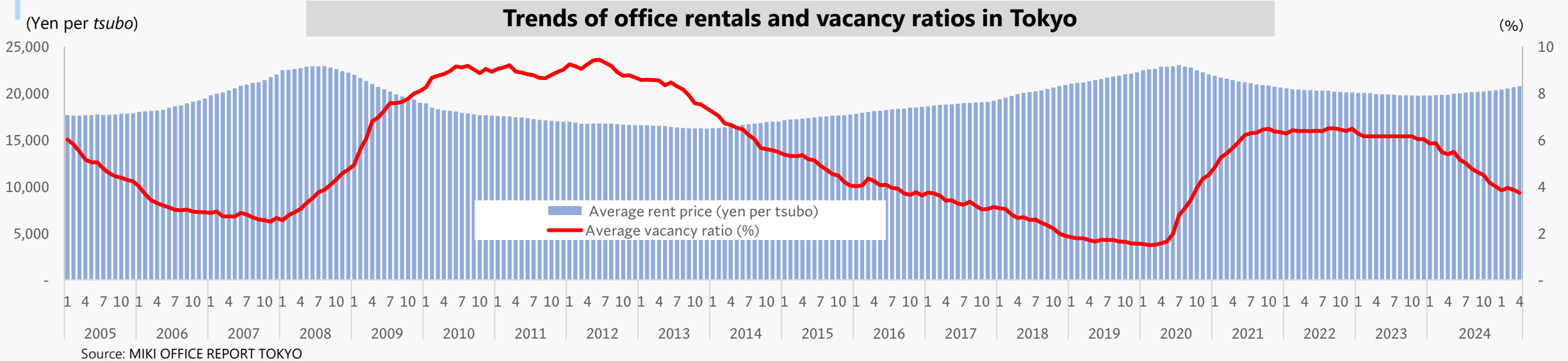
Source: "Loans by borrower" published by the Bank of Japan

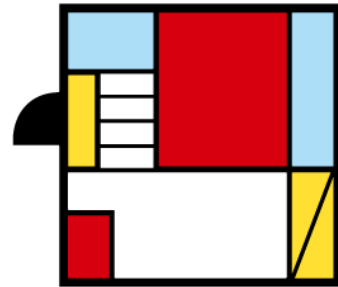


Source: "Short-Term Economic Survey of Enterprises in Japan" published by the Bank of Japan

7. Supplemental Market Data

Demand for property resale real estate remains strong, driven by rising rental costs and decline in yields.





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

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