LOGOS HOLDINGS

LOGOS HOLDINGS INC (Securities code : 205A)

Results Presentation Fiscal Year Ended 2024/5



PHILOSOPHY

Creating Japanese House Building.

New connections and values throughout the country.

Since the establishment of LOGOS HOME INC. in 2003, we have sought to deliver high quality homes that can withstand the rigors of nature at reasonable prices. We take pride in the fact that we have increased the number of happy families in Hokkaido.

And as the way we live, work, and think about homes is changing across the country, we need to create a vision for home building with a new set of values. We also need to think about the inheritance of brands that are rooted in the local community and excellent techniques.

In order to realize the creation of houses that make not only the residents happy, but also the builders happy, we believe it is important to establish connections with builders throughout Japan who share our vision. If we work hand in hand, we can create a new standard for house building in Japan. There will always be happiness in a house. We believe so.

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Executive Summary

Summary of Financial Results for the Fiscal Year Ended 2024/5

- Net sales increased to 31,714 million yen(+13.2%) due to a large increase in the number of custom-built house sold.
- Operating income returned to the black at 1,391 million yen due to a significant improvement in gross profit margin.

Forecast for the Fiscal Year Ending 2025/5

- Sales are planned to increase to 37,164 million yen (+17.2%) due to the addition of new stores, strengthening of sales force, etc.
- Aim to increase operating income by 2,108 million yen (+51.6%) by increasing sales and further improving profits.

Growth Strategy

- Improve profitability by increasing the number of offices in the area and promoting operational efficiency.
- Build an innovative business model that responds to the construction DX and strengthen the earnings base.

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1. Company Profile

2. Our Strengths

3. FY 2024/5 Actual

4. FY 2025/5 Forecast

5. Growth Strategy

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Company Profile

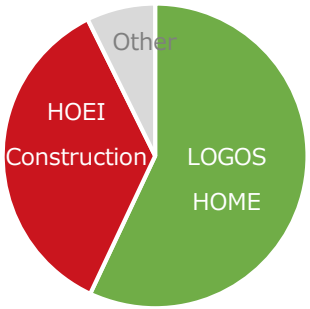
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Company Profile and Group Structure

Company Name	LOGOS HOLDINGS INC.
Representative	Yuichi Ikeda President and Representative Director
Head Office Address	2-2-1, Higashi Sanjo Minami 13-chome, Obihiro, Hokkaido
Establishment	July 9, 2020
Business	custom-built housing sales business, using digital marketing to attract customers and efficient operations with DX
Number of Employees	85 *Total group: 494 (as of May 31, 2024)
Capital Stock	Approx. 91 million yen (as of May 31, 2024)

LOGOS HOLDINGS 株式会社ロゴスホールディングス

*All are consolidated subsidiaries,
Figures in ( ) is the percentage of voting rights held.
The Figure in 《 》 are percentages of indirect voting rights held in parentheses.



Breakdown of net sales by subsidiary (FY 2024/5)

[Hokkaido, Tohoku, North Kanto]
いい家を住み継ごう LOGOS HOME 株式会社 ロゴスホーム
Custom-built house
Ready-built house
Residential land sales
(100.0) LOGOS HOME INC.

[Sapporo/Tomakomai]
HEI いい家を住み継ごう 豊栄建設株式会社
Custom-built house
Ready-built house
Residential land sales
(100.0) HOEI CONSTRUCTION INC.

[Tochigi]
GALLERY HOUSE
Custom-built house
Ready-built house
Residential land sales
Renovation
(100.0) GALLERY HOUSE INC.

ROOTLINK
Builder support consulting*1
(DX consulting, etc.)
(100.0) ROOT LINK INC.

LOGOS CREATIVE OFFICE PHILS INC.
CAD Operation*2
《99.9》 Logos Creative Office Philippines. Inc.

*1 Builder support consulting mainly provides support for the introduction and operation of sales support software and CAD (drawing and perspective creation) services.
*2 Providing CAD drawing and perspective creation services (CAD operations) in Philippines

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History

Holdings and History of Major Operating Companies

いい家を住み継ごう
LOGOS HOME
株式会社 ロゴスホーム

2003/06 LOGOS HOME INC. was established in Obihiro, Hokkaido, for selling houses

2006/09 Anesis INC.was established in Obihiro, Hokkaido, for operating a showroom to exhibit houses

2008/09 Manshitsu Keikaku HA-I-RU INC. was established in Kato-gun, Hokkaido for the purpose of remodeling houses business

2009/04 Manshitsu Keikaku HA-I-RU INC. changed its name to LOGOS FACTORY INC.

2013/04 Anesis INC. changed its name to Housing Cafe INC.

2014/05 Housing Cafe INC. merged with LOGOS FACTORY INC.

2015/02 Logos Creative Office Philippines. Inc. was established in Philippine, for providing architectural design drawing agency services

2016/09 PLAPRO INC. (current ROOT LINK INC.) was established in Kato-gun, Hokkaido for the purpose of offshore business

2019/06 Endeavor United II Investment Business Limited Partnership established (former) LOGOS HOLDINGS INC., and acquired 100% of the shares of LOGOS HOME INC.

いい家を住み継ごう
HEI 豊栄建設株式会社

1989/05 Established HOEI CONSTRUCTION INC. in Sapporo, Hokkaido, for the purpose of selling houses

2011/05 Alivio INC. was established in Sapporo, Hokkaido, for the purpose of franchise development business with Eyeful Home Inc.

2012/01 Acquired 100% shares of Remix INC. for starting remodeling houses business
Acquired 100% shares of Qulios INC. for exclusive selling LIXIL super shell construction method buildings
Acquired 100% shares of HOEI CHEMICAL INC. for performing preservative treatment work

2012/08 Acquired 100% shares of Scentic Inc. for the purpose of managing beauty salons

2012/10 Merged with Qulios Inc., HOEI CHEMICAL INC. and Sentic Inc.

2012/12 Acquired 100% shares of Land Vision Inc. for building lease management and real estate transactions

2015/01 Merged with Remix Inc.

2016/01 Merged with Alivio Inc. and Land Vision Inc.

2017/01 WORLD HOLDINGS CO., LTD. acquired 100% shares of HOEI CONSTRUCTION INC.

2018/05 HOEI HOME INC. (Eyeful Home Housing franchise business) was established

2020/03 Endeavor United II Investment Business Limited Partnership acquired 100% shares of to HOEI CONSTRUCTION INC. from World Holdings Co., Ltd.

LOGOS HOLDINGS
株式会社ロゴスホールディングス

2020/07 HOEI CONSTRUCTION INC. established HOEI HOLDINGS INC. (current LOGOS HOLDINGS INC.)

2020/12 HOEI HOLDINGS INC. merged with HOEI HOME INC.

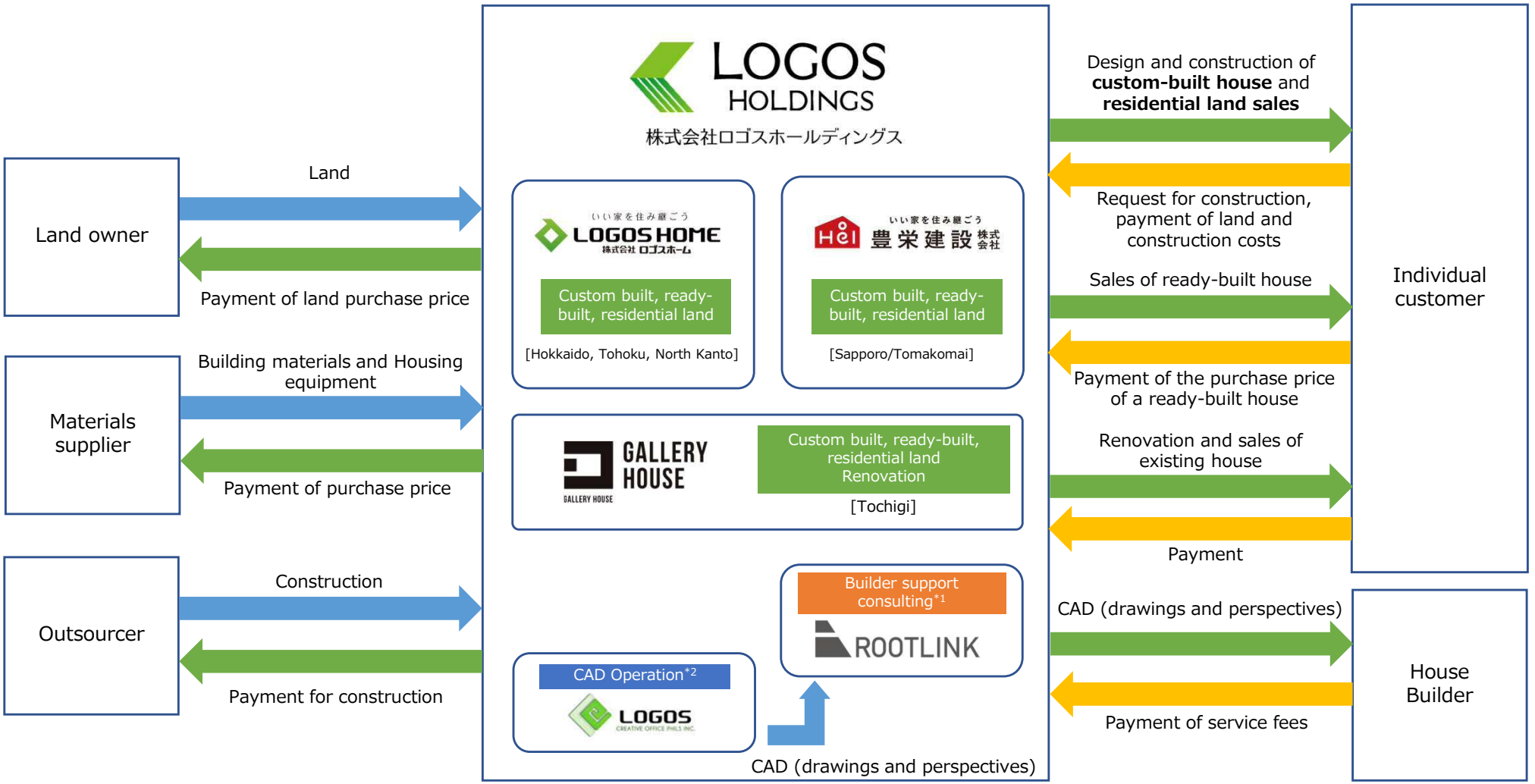
2021/01 HOEI HOLDINGS INC. merged with the former LOGOS HOLDINGS INC. Company name changed to new "LOGOS HOLDINGS INC."

2022/05 Acquired 100% shares of GALLERY HOUSE INC. a custom-built housing company in Tochigi Prefecture
Acquired 100% shares of ROOT LINK INC. from LOGOS HOME INC.

2024/06 Listed on the Tokyo Stock Exchange Growth Market

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Business Flow



Housing and real estate-related business in Hokkaido, Tohoku, and North Kanto areas

*1 Builder support consulting mainly provides support for the introduction and operation of sales support software and CAD (drawing and perspective creation) services.
*2 Providing CAD drawing and perspective creation services (CAD operations) in the Philippines

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Major subsidiaries

LOGOS HOME 株式会社ロゴスホーム



Head Office	Obihiro, Hokkaido
Sales areas	Hokkaido, Tohoku, and Northern Kanto
Sales Office	LOGOS HOME: 19 offices Housing Cafe: 5 offices
Main products	FORTAGE ECOXIA e-Hikaria
Characteristics	

Logos Home, which has stores in Hokkaido, Tohoku and North Kanto, and Housing Cafe, which has stores only in Hokkaido. Focusing on high energy-saving performance and reasonable prices, we offer a house with Hokkaido quality* that allows you to stay comfortably in any area.

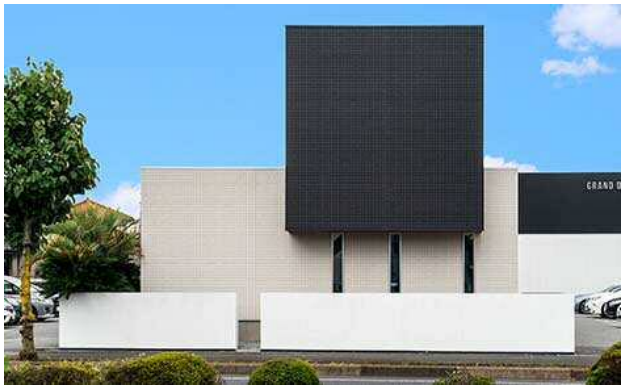
豊栄建設株式会社



Head Office	Sapporo, Hokkaido
Sales areas	Hokkaido (Sapporo, Tomakomai)
Sales Office	2 stores
Main products	Challenge 999
Characteristics	

The company has its head office in Sapporo, and is developing businesses such as building houses and housing land sales in Sapporo and Tomakomai, focusing on custom-built houses. We offer a house that focuses on price, quality and support.

GALLERY HOUSE



Head Office	Utsunomiya, Tochigi
Sales areas	Tochigi Prefecture
Sales Office	2 stores
Main products	Tochigi Kenchikusha VINJOY Nomaris
Characteristics	

The company operates under the brand of Tochigi Kenchikusha, which sells custom-built and ready-built houses in Tochigi Prefecture, VINJOY, which is engaged in renovating existing houses, and Nomaris, which is engaged in the construction of group homes for people with disabilities.

Each subsidiary has its own distinctive product and develops business in various regions

*1 In addition to the sales offices, there is one “HOKKAIDO CLASSIUM” operated by LOGOS HOME INC. and HOEI CONSTRUCTION INC.
*2 "Hokkaido Quality" housing is defined as housing that is resistant to severe temperature differences in Hokkaido, earthquakes, strong winds, etc.

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Product Lineup

Custom-built houses, Ready-built house, Residential land sales

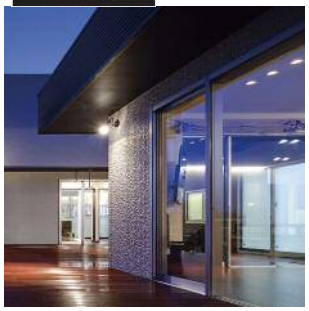


FORTAGE フォルテージ デュオ・トレス・テセラ

- Completely free design based on proposal and technical capabilities
- DUO: the standard model
- TRES: the cost-effective model
- TESSERA: the more comfortable and environmental friendly model



- Custom-built housing with emphasis on price, quality, and support
- Custom-built housing with a clear pricing structure composed of the building cost, additional construction, and options



- Completely free-design custom-built housing with an emphasis on design
- Housing performance suitable for Tochigi Prefecture
- Design buildings and "enjoyable living"



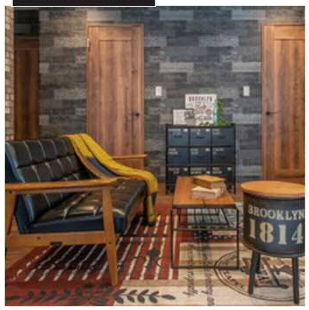
Hikaria イーヒカリア

- Solar panel x design housing
- More than 300 plans available



ECOXIA エコシア

- ZEH-type custom-built house
- Reduced utility costs
- Flexibility in interior design
- Reasonable prices



VINJOY

- Design renovation based on the concept of "existing house, design, and quality assurance"

Other (group home, builder support, offshore)



もっともっと明るい暮らしを NOMARIS

Construction of a group home for the disabled

Group homes for people with disabilities are a form of communal living for people with disabilities in a house or apartment with a maximum capacity of 10 people or less. Staff called "caretakers" or "support staff" provide assistance in daily living, such as preparing meals, bathing, and using the toilet.

ROOTLINK Builder Support Consulting (DX consulting, etc.)

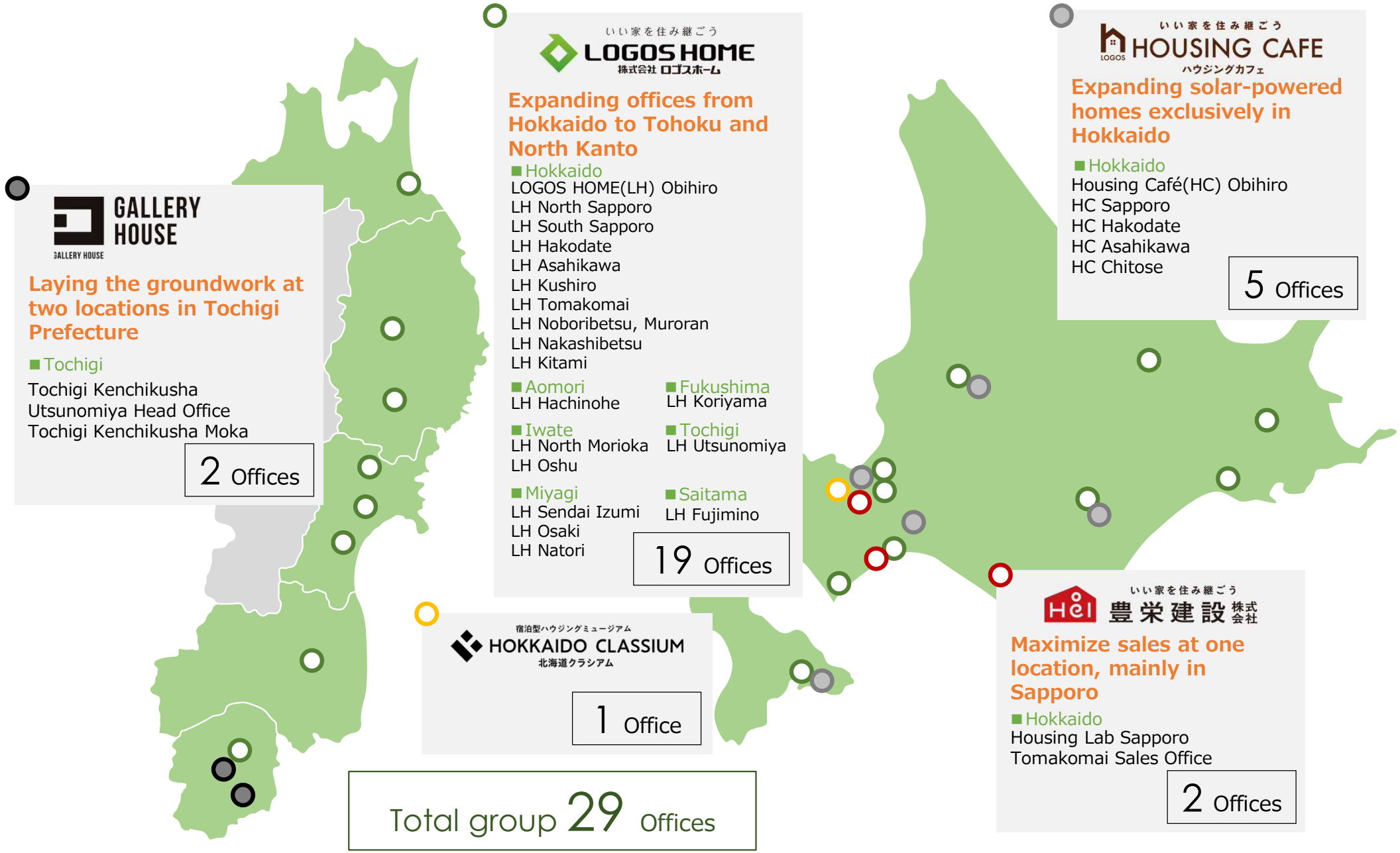
LOGOS CAD Operation (Philippines)

Diverse product lineup to meet various customer needs

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Sales Offices

LOGOS HOLDINGS



GALLERY HOUSE

Laying the groundwork at two locations in Tochigi Prefecture

■Tochigi
Tochigi Kenchikusha
Utsunomiya Head Office
Tochigi Kenchikusha Moka

2 Offices

いい家を住み継ごう
LOGOS HOME
株式会社ロゴスホーム

Expanding offices from Hokkaido to Tohoku and North Kanto

■Hokkaido
LOGOS HOME(LH) Obihiro
LH North Sapporo
LH South Sapporo
LH Hakodate
LH Asahikawa
LH Kushiro
LH Tomakomai
LH Noboribetsu, Muroran
LH Nakashibetsu
LH Kitami

■Aomori
LH Hachinohe

■Iwate
LH North Morioka
LH Oshu

■Miyagi
LH Sendai Izumi
LH Osaki
LH Natori

■Fukushima
LH Koriyama

■Tochigi
LH Utsunomiya

■Saitama
LH Fujimino

19 Offices

いい家を住み継ごう
HOUSING CAFE
ハウジングカフェ

Expanding solar-powered homes exclusively in Hokkaido

■Hokkaido
Housing Café(HC) Obihiro
HC Sapporo
HC Hakodate
HC Asahikawa
HC Chitose

5 Offices

宿泊型ハウジングミュージアム
HOKKAIDO CLASSIUM
北海道クラシアム

1 Office

いい家を住み継ごう
豊栄建設株式会社

Maximize sales at one location, mainly in Sapporo

■Hokkaido
Housing Lab Sapporo
Tomakomai Sales Office

2 Offices

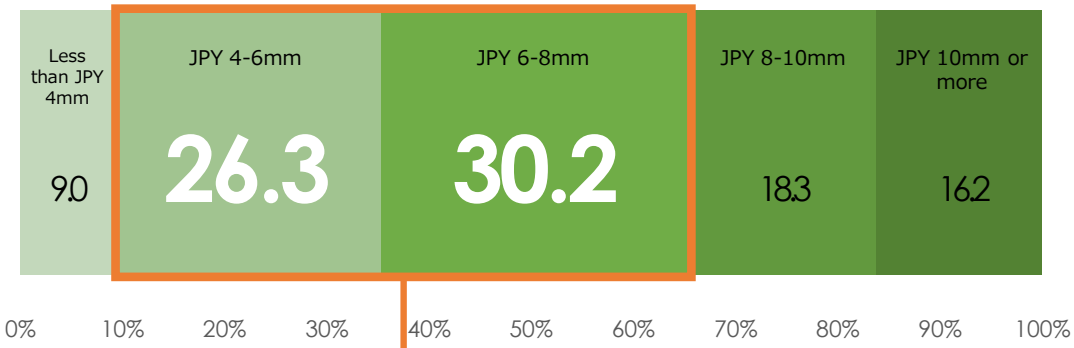
Total group 29 Offices

＊As of May, 2024
*LOGOS HOLDINGS INC, ROOTLINK Corporation, and Logos Creative Office Philippines. Inc. do not have sales offices

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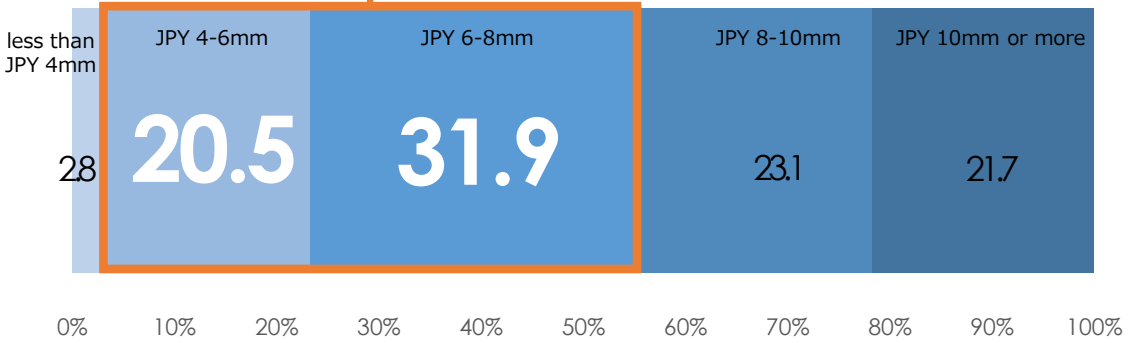
Target Demographic

Household income of custom-built house buyers



Volume zone = Our target

Household income of ready-built house buyers



Brand Development responding to diverse requests



*In the diagram above, “Semi-custom” refers to products that are cost-effective because the client chooses from a predetermined floor plan, specifications, etc. “Free design” refers to products that have a highly flexible design based on the client's requests.

Providing housing that can withstand Hokkaido's harsh environment at an affordable price

Source: Ministry of Land, Infrastructure, Transport and Tourism, “Housing Market Trends Survey Report (FY 2022)," Percentage of primary acquirers by household income

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Our Strengths

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Three Strengths for Continued Growth

① Product Development Capability

② Digital Marketing

③ Efficient Operation with DX

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① Product Development Capability

Our group is working to cut costs and address the shortage of skilled workers by reviewing our procurement and subcontracting partners, and utilizing modular factories (see p.24). At the same time, we are establishing a system to support the development of new products by each subsidiary.

Energy saving, Reduction of CO2



優秀賞 HOUSE OF THE YEAR IN ENERGY 2023

省エネ住宅優良企業賞 HOUSE OF THE YEAR IN ENERGY 2023

HOUSE OF THE YEAR IN ENERGY 2023

*The “House of the Year in Energy” award system is a system by the Japan Center for Regional Development to recognize outstanding homes that contribute to reduction of electric consumption and CO2 emissions.

We continued development of homes that contribute to reduction of electric consumption and CO2 emissions. In the award system “House of the Year in Energy”, LOGOS HOME’s housing was again selected for the “Award of Excellence” in FY2023. In addition, LOGOS HOME received the “Award for Excellence Energy-Saving Housing builder" for three or more consecutive years.

compatible with solar panels



In the Hokkaido Iburi East Earthquake in 2018, it took "about 64 hours" for the Hokkaido Electric Power Company to declare restoration, but power was available while the solar panels were generating electricity. As a disaster preparedness measure, we support the installation of household storage batteries along with solar power generation systems. We can also accommodate installation after the delivery of the house.

Highest grade earthquake resistance



All buildings are rated as equivalent to the highest earthquake resistance grade 3 in preparation for the frequent earthquake disasters that occur throughout the country.

Earthquake resistance grade 1	Earthquake resistance grade 2	Earthquake resistance grade 3
Levels that meet Building Standards Act	1.25 times more earthquake resistant than Earthquake resistance grade 1	1.5 times more earthquake resistant than Earthquake resistance grade 1

*Source: "Outline of the Housing Performance Indication System (revised December 2023)," Ministry of Land, Infrastructure, Transport and Tourism.

Development of homes with high performance in terms of energy efficiency, CO2 reduction, and earthquake resistance, while meeting the diverse needs of the local community

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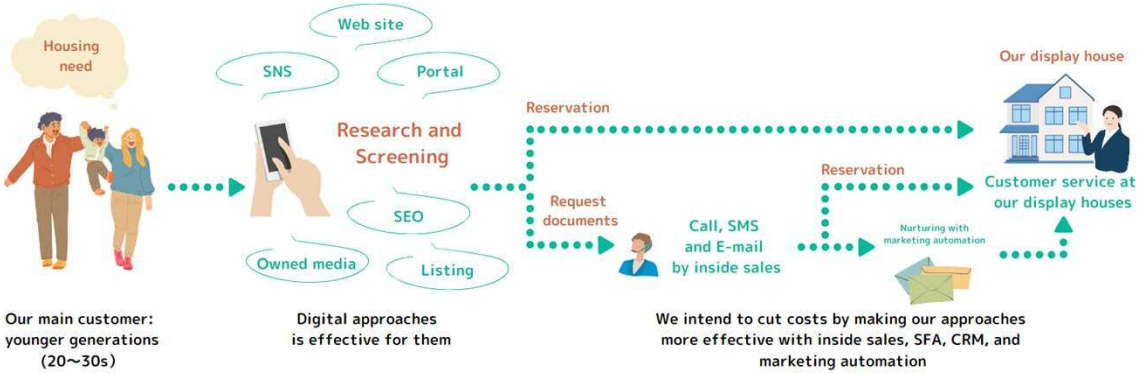
② Digital Marketing

Business model of a typical "comprehensive housing exhibition hall"



A common sales method for housing companies is to “exhibit at comprehensive housing exhibition halls. In order to exhibit, housing companies must pay for the construction of luxurious model houses that are not inferior to those of other companies, land lease fees, and expenses for operating and advertising them. The exhibition halls attract visitors through character shows and gift distribution events, and each company competes for visitors. The costs of the exhibition halls are passed on to prices.

Our Business Model



One of our greatest advantages is our ability to efficiently attract customers to our showrooms and model homes through digital marketing and our official SNS ambassador system. Since no competition enters the market, we have a higher closing rate than a typical type of “General housing exhibition hall” attraction, and we are able to set our prices lower because we are able to keep the cost of attracting customers low.

Strengthening digital marketing, which is effectively approachable to the younger generation, to keep the cost of attracting customers at a low level

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③ Efficient Operation with DX

Since our headquarter locates in the vast island of Hokkaido, reducing travel costs is an important management issue for the company. We have long been promoting digital transformation (DX) and online operations under the theme of "building houses that require zero travel time," thereby reducing costs and improving productivity.

Typical operation

STEP01	STEP02	STEP03	STEP04	STEP05
Sending leaflets and DMs	Calling and sending documents by sales	Visiting potential customers	On-site construction management everyday	On-site inspection



Our Operation

Building a house to minimalize travel time

STEP01	STEP02	STEP03	STEP04	STEP05
Digital marketing	Calling by inside sales	Online meeting if requested	Construction management with applications	Online inspection if requested
Efficient approaches with the web site, SNS, SEO, portals, and listing advertisement	Sensible replies by specialist staffs	Cutting travel time leads to more appointments and less overtime working	Sharing information efficiently with suppliers	Dealing with social changes caused by the infections or thoughts on privacy



Our company is headquartered in the vast island of Hokkaido, and our unique theme is "building a house that takes zero travel time"

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FY2024/5 Results

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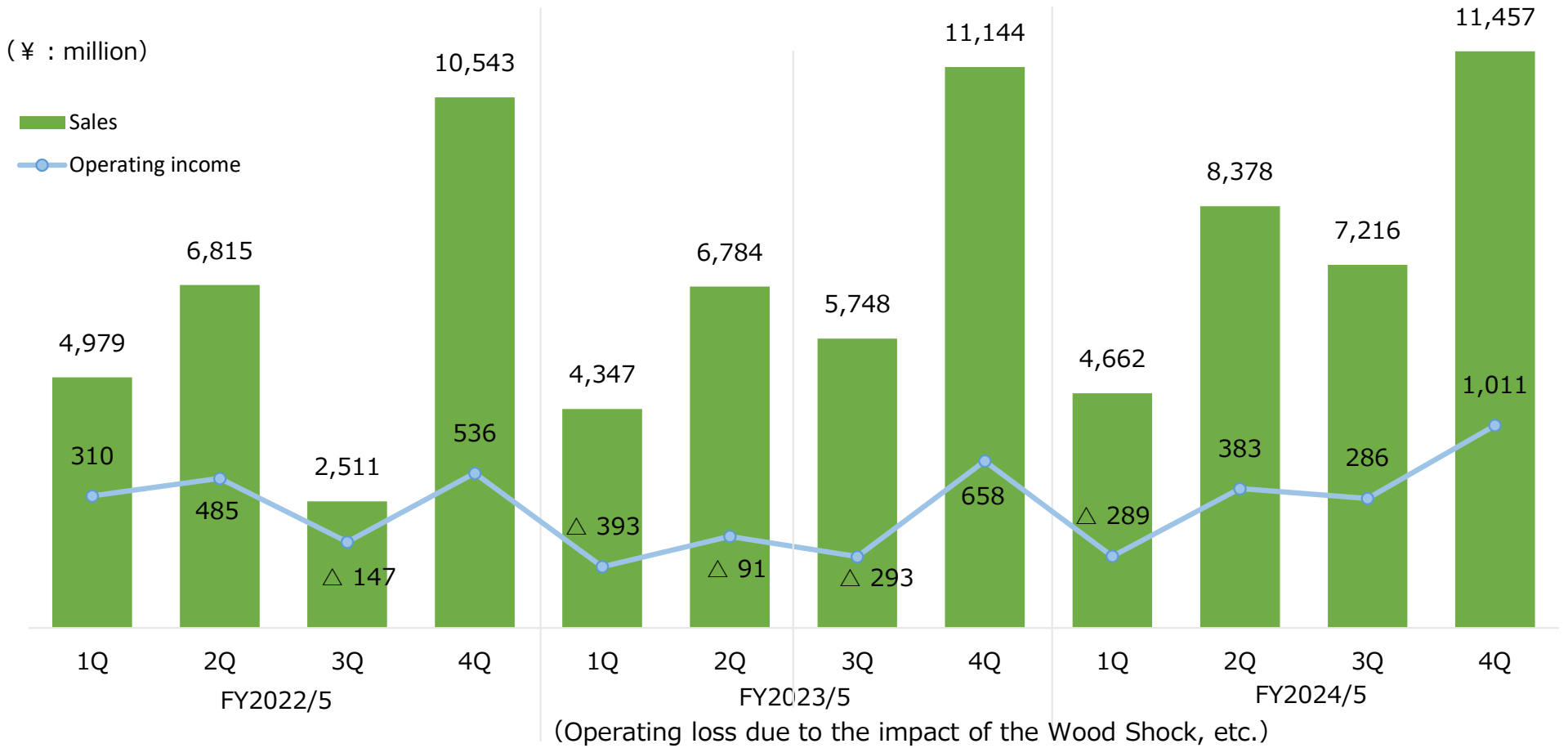
FY2024/5 Results

(¥ : million)	FY2023/5	Net sales (%)	FY2024/5	Net sales (%)	Year on Year (%)
Sales	28,025	100.0	**31,714**	100.0	+13.2
Gross Profit	4,094	14.6	**5,898**	18.6	+44.1
Selling, general, and administrative expenses	4,212	15.0	**4,507**	14.2	+7.0
Operating Income	-118	–	**1,391**	4.4	–
Ordinary Income	-139	–	**1,358**	4.3	–
Net Income Attributable to Owners of Parent	-80	–	**890**	2.8	–

Net sales grew due to an increase in the number of houses sold and price revisions, etc., and gross profit improved, resulting in a return to profitability and a significant improvement in operating income.

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Quarterly Financial Results



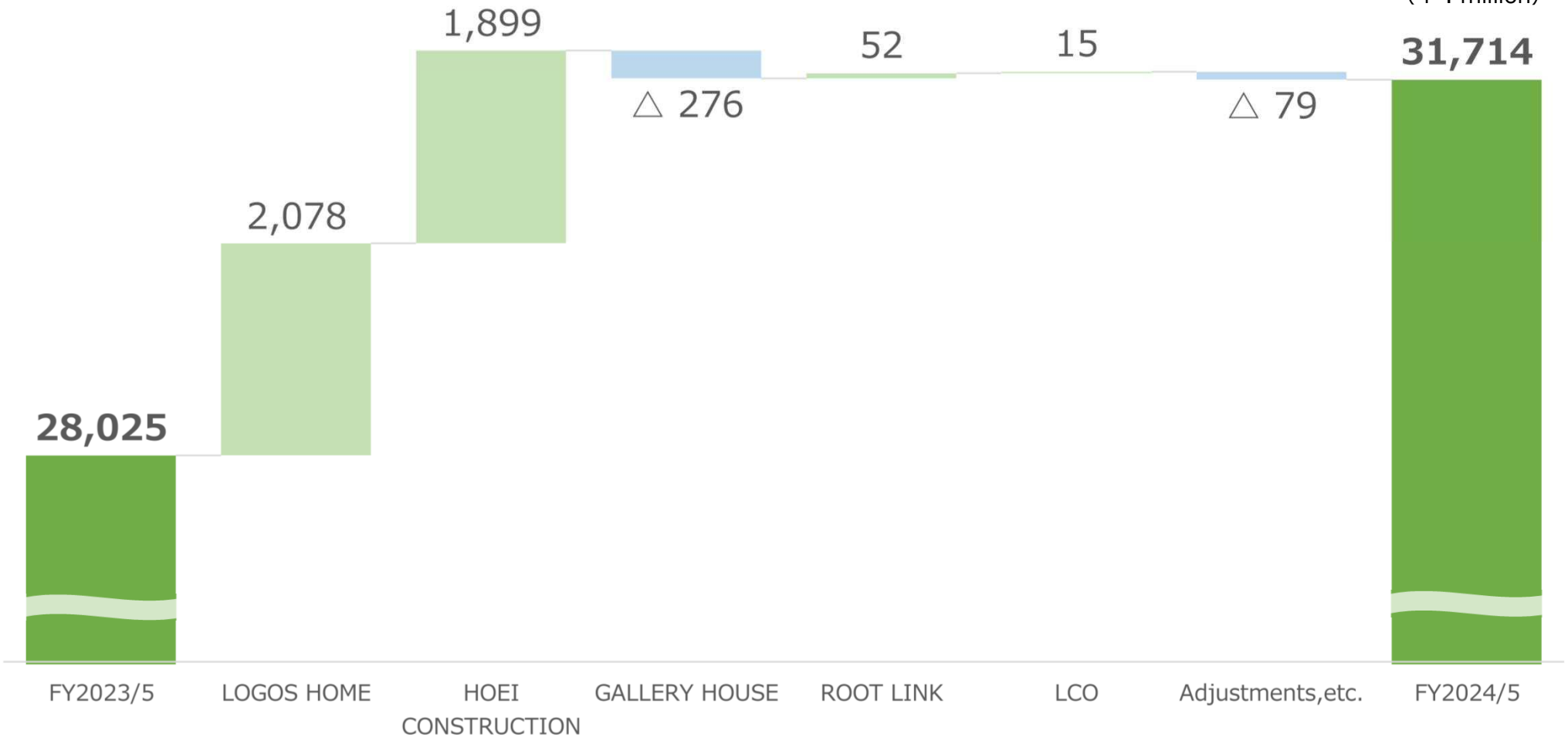
(Operating loss due to the impact of the Wood Shock, etc.)

Sales and operating income were concentrated in the first quarter (March, April, May)

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Sales Change Factors（Year on Year）

（¥：million）

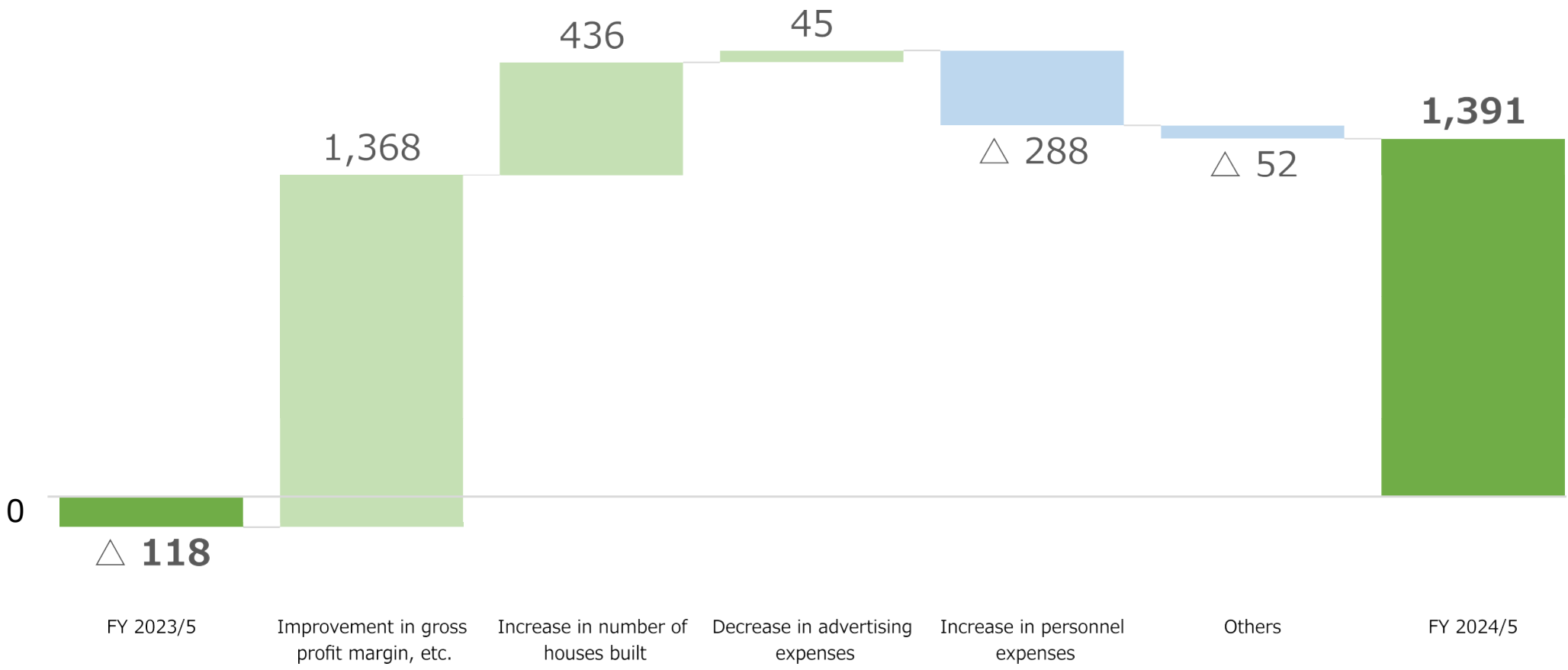


Sales increased due to steady growth in the number of houses delivered by group companies*. *See p. 6 for group companies

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Operating Income Change Factors（Year on Year）

（¥：million）



In addition to the effect of increased revenue, gross profit margin improved due to price revisions, etc., returning to profitability and a significant improvement.

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Balance Sheet

Assets

(¥ : million)	FY2024/5	FY2023/5 Incr.Decr
Current Assets	**9,517**	-1,528
Cash and deposits	**4,484**	-461
Real estate for sale (including work in process)	**4,156**	-489
Noncurrent assets	**3,872**	+226
Property, plant and equipment	**2,375**	+232
Intangible assets	**1,171**	-45
Investments and other assets	**3 2 5**	+39
Total assets	**13,390**	**-1,302**

Liabilities and net assets

(¥ : million)	FY2024/5	FY2023/5 Incr.Decr
Current liabilities	**8,014**	-764
Accounts payable for construction contracts	**2,297**	+353
Short-term loans payable	**2,163**	+229
Noncurrent liabilities	**2,283**	-439
Long-term loans payable	**2,122**	-447
Net assets	**3,092**	-98
Shareholders' equity	**3,075**	-109
Total liabilities and net assets	**13,390**	**-1,302**

Decrease in current assets (real estate for sale and costs on uncompleted construction contracts) and in long-term liabilities (long-term borrowing)

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Cash Flows

(¥ : million)	FY2023/5	FY2024/5	Incr.Decr	Major Factors
Cash and cash equivalents at beginning of period	5,325	**4,945**	-379	
Cash flows from operating activities	-1,523	**1,087**	+2,610	• Due to decrease in inventories
Cash flows from investing activities	-534	**-428**	+106	• Acquisition of property, plant and equipment
Free cash flow	-2,058	**658**	+2,716	
Cash flows from financing activities	1,677	**-1,131**	-2,809	• Due to dividend payments
Cash and cash equivalents at end of Period	4,945	**4,484**	-461	

Significant improvement in free cash flow

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FY2025/5 Earnings Forecast

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FY2025/5 Earnings Forecast

(¥ : million)	FY2024/5	Composition (%)	FY2025/5	Composition (%)	Year on Year (%)	Amount Difference
Sales	31,714	100.0	**37,164**	100.0	+17.2	+5,450
Operating Income	1,391	4.4	**2,108**	5.7	+51.6	+717
Ordinary Income	1,358	4.3	**2,060**	5.5	+51.7	+702
Net Income Attributable to Owners of Parent	890	2.8	**1,337**	3.6	+50.3	+447

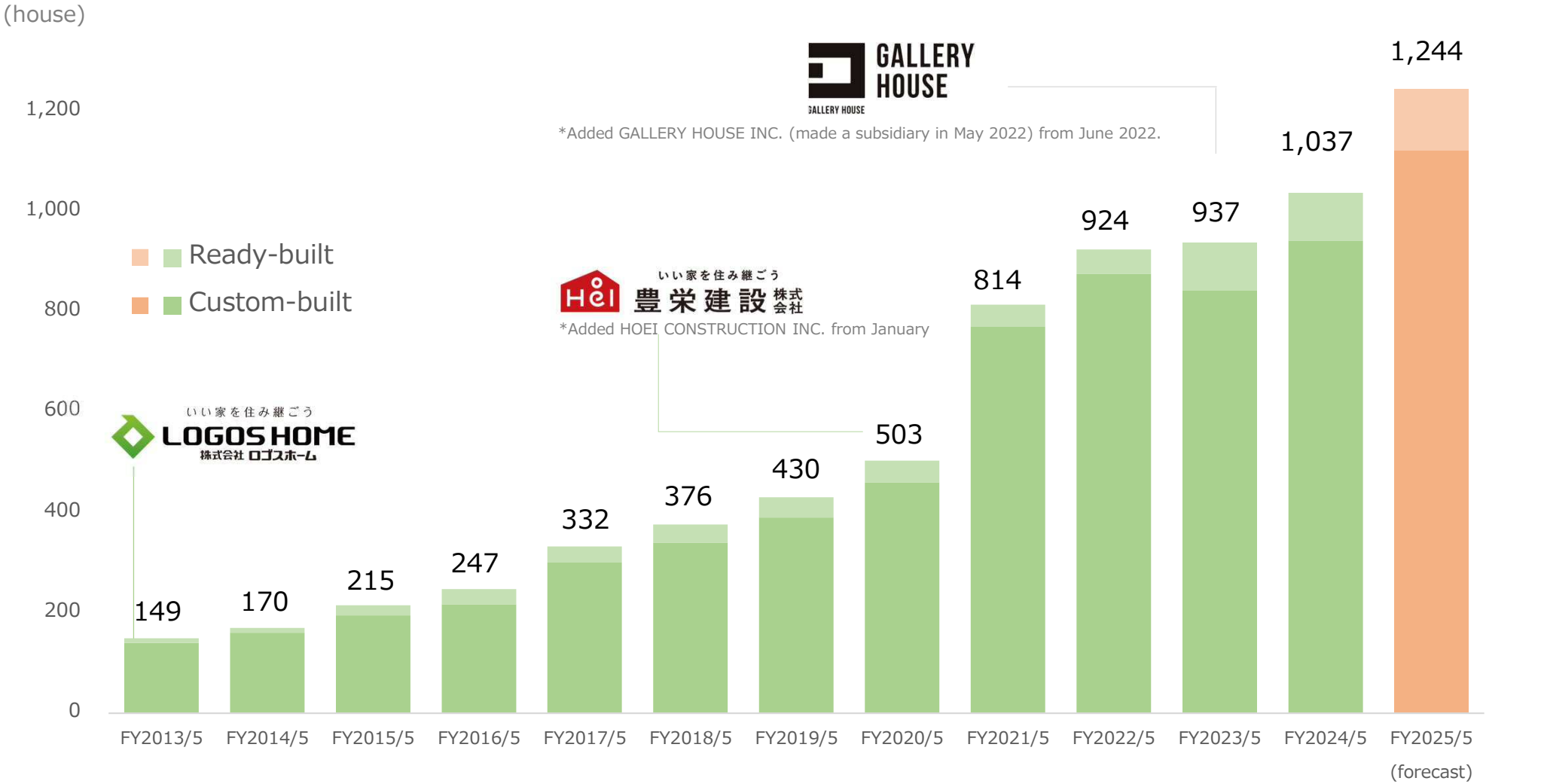
Aiming for a significant increase in sales and profit through further improvement of gross profit margin by increasing the number of new stores, strengthening sales force and support system, and implementing price revisions, etc.

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Forecast for number of houses delivered

Number of Units Delivered

LOGOS HOLDINGS sets “Number of houses delivered”, “Operating income" and “Net income" as KPIs.



Aim to deliver 1,244 detached houses in FY2025/5

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Store opening plans and expected events in the future

✓ Expansion of sales area

FY2025/5（1st half）

- Saitama　Opening in Fujimino
- Fukushima　Plans to open 2 stores
- Kanto region　Plans to open 1 stores

FY2025/5（2nd half）～FY2026/5

- Kanto region
- Tokai region
- Hokuriku region

Plans to open multiple stores

Aiming for 50offices

✓ Expansion of Rapidus semiconductor plant

Land development has begun in Chitose City, Hokkaido,
is scheduled to be completed as a large-scale subdivision in the summer of 2025

Recruitment is progressing well, especially among new graduates, and the business area is expected to expand rapidly

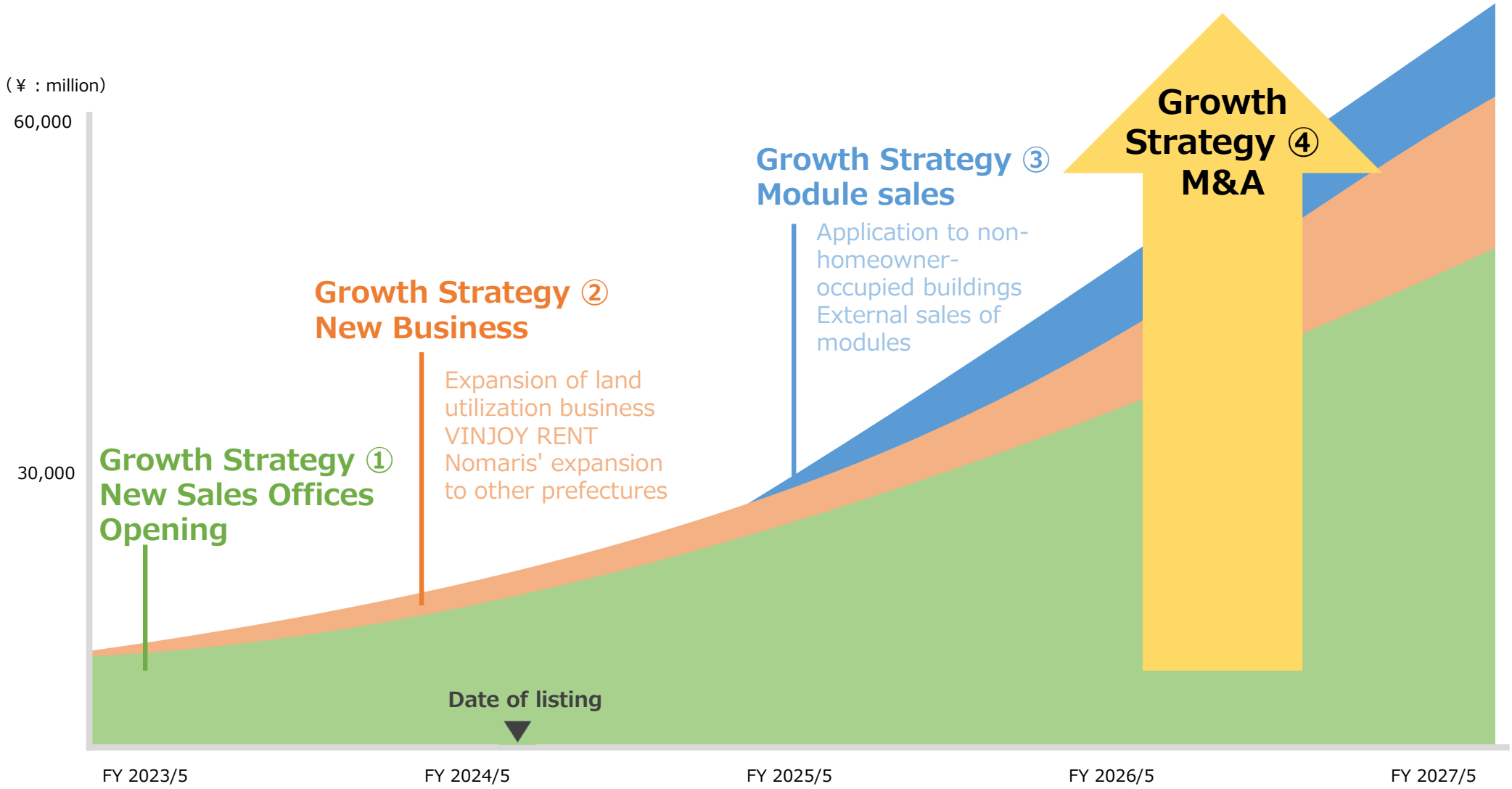
Rapidus semiconductor plant to move into the area

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Growth Strategy

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Growth Strategy （Image）



① New Sales Offices Opening, ② New Business, ③ Module sales, and ④ M&A

*The above figures are intended to illustrate an image of the contribution of each strategy. There is no guarantee that actual sales growth will match the above image.

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① New Sales Offices Opening

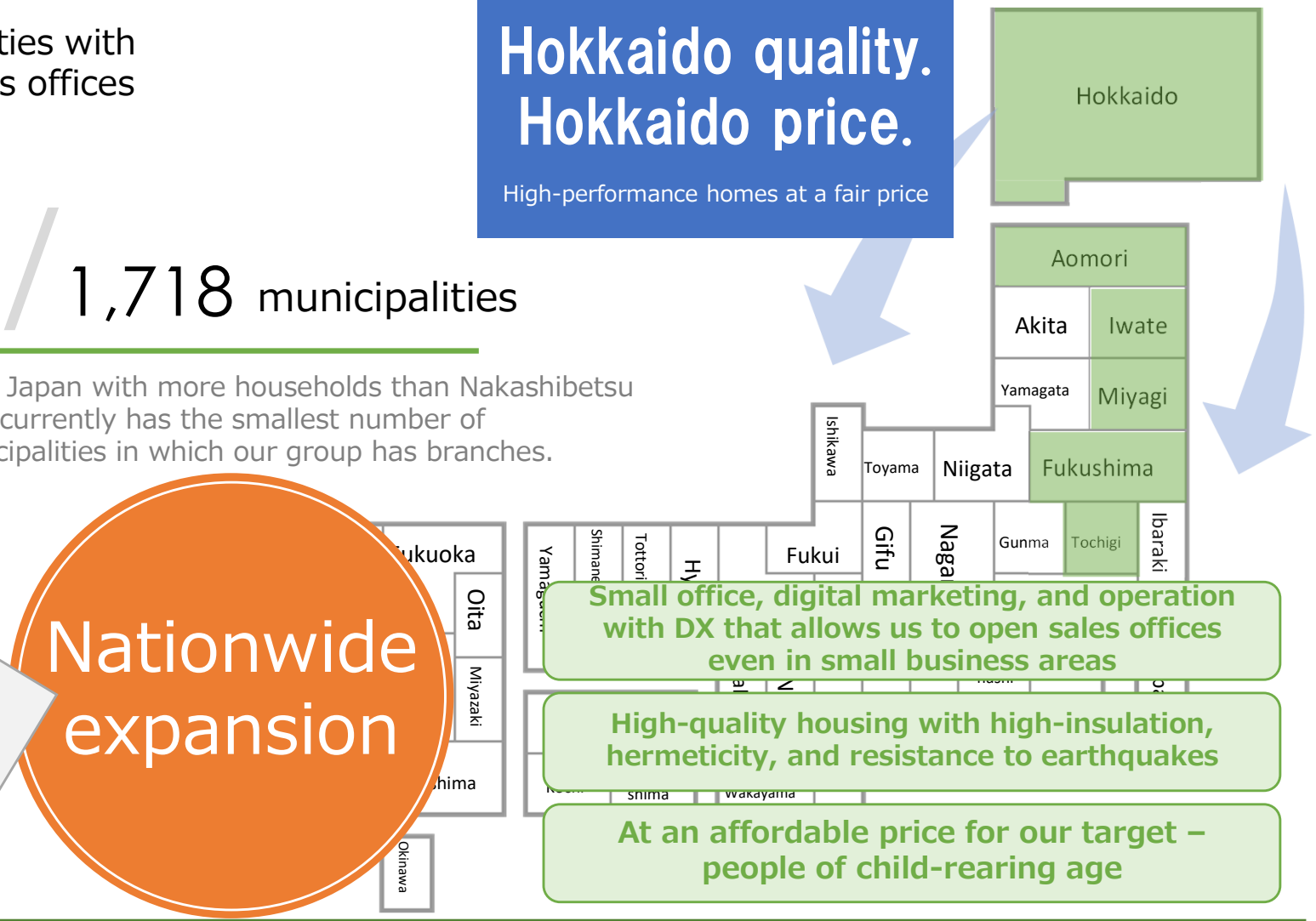
Number of municipalities with potential to open sales offices

779 / 1,718 municipalities

*Number of municipalities in Japan with more households than Nakashibetsu (11,456 households), which currently has the smallest number of households among the municipalities in which our group has branches.

Hokkaido quality. Hokkaido price.

High-performance homes at a fair price



29 offices
As of June 28, 2024

Opening new stores

Nationwide expansion

Small office, digital marketing, and operation with DX that allows us to open sales offices even in small business areas

High-quality housing with high-insulation, hermeticity, and resistance to earthquakes

At an affordable price for our target – people of child-rearing age

There is room for expansion throughout the country due to a format of opening new sales offices that is profitable even in areas with a small number of households

*Number of households based on the Basic Resident Ledger as of January 1, 2023. Municipalities only. Excluding wards and counties.
*Logos Home Nakashibetsu operates on a profitable structure with one person each in [Sales, Design IC, Construction Management, and Administration]. Even in areas with a smaller number of households and a lower annual number of construction starts, there is a track record of profitability.

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① New Sales Offices Opening - showrooms

宿泊型ハウジングミュージアム
HOKKAIDO CLASSIUM
北海道クラシアム

Overnight stay Experience Showroom
Open in September 2023



Just like “trying on clothes,” “trying on houses” is also a common practice

Hokkaido Classium‘s center house has a “temperature experience room” and “earthquake experience room” where visitors can experience the difference in performance, making it easy to understand home building. There are six model houses for various life stages, all of which can be experienced for free. By staying for an extended period of time, visitors can check out every detail of the house and confirm the comfort of the house, which is impossible with catalogs. There is few companies to have model houses where visitors can “trying on houses" which differentiates the company from its competitors.

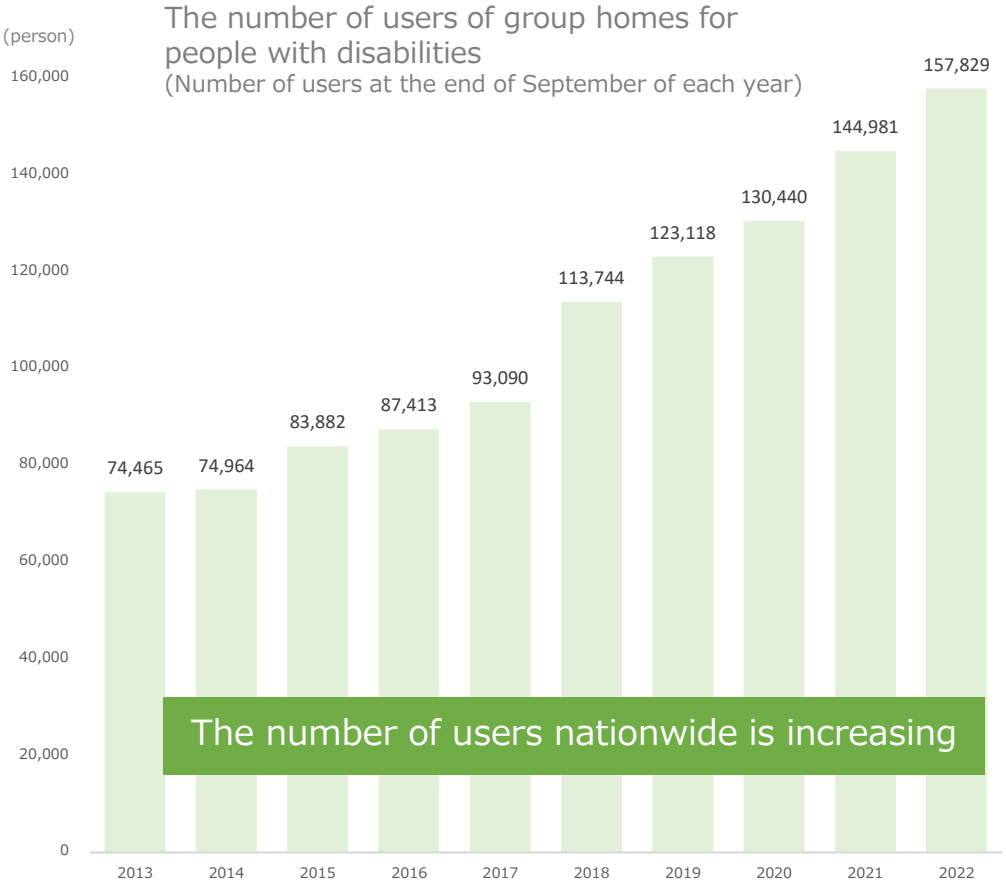
Overnight stay Experience Showroom opened in Sapporo, Hokkaido.
Currently operating as a facility to increase closing rates

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② New business - land use

GALLERY HOUSE

GALLERY HOUSE



もっともっと明るい暮らしを NOMARIS

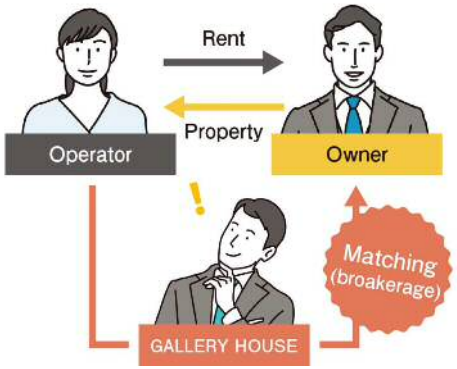
| Construction of a new group home for people with disabilities

Group homes for people with disabilities are a form of communal living for people with disabilities in a house or apartment with a maximum capacity of 10 people or less. Staff called "caretakers" or "support staff" provide assistance in daily living, such as preparing meals, bathing, and using the toilet.
GALLERY HOUSE INC. builds group homes for people with disabilities.

Cutting costs by designing and constructing by ourselves

Comfortable group homes for people with disabilities at a reasonable price

Separating the operation from the ownership







Quality group home

A unique feature of this scheme is that by introducing the operator to the owner, the lessee becomes confirmed

Source: “Survey of Social Welfare Facilities in Reiwa 4" Ministry of Health, Labor and Welfare

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② New business -renovation

GALLERY HOUSE

Renovation business is expanding as a new business in Tochigi Prefecture.

VINJOY | Concept Design Existing House

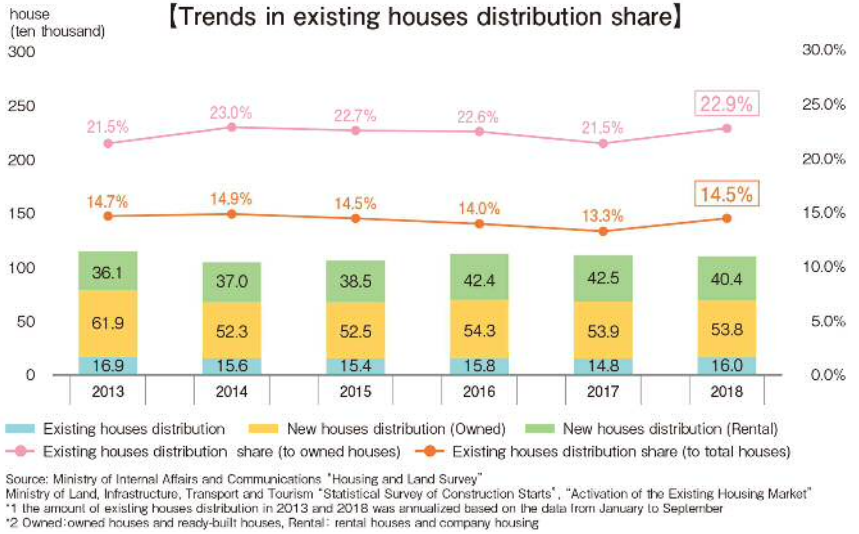
We renovate existing house and condominiums with distinctive concepts and designs. The company differentiates them not only through design, but also by offering a quality guarantee for all buildings. In addition to renovating owner-occupied housing, the company is also engaged in the apartment purchase and resale business, in which it buys old apartment buildings with many vacancies, renovates them with designs that meet the tenant's target, move them in, and then resells them.



According to the Ministry of Internal Affairs and Communications' "Housing and Land Survey (2023 Preliminary Figures)," the number of vacant houses in Japan has reached 8.995 million, updating the record for the highest number ever. On the other hand, according to the Ministry of Land, Infrastructure, Transport and Tourism's survey, the share of existing housing in the total housing distribution volume (existing distribution + new construction starts) has been hovering around 14% in recent years. One of the factors preventing the growth of the existing housing distribution share is the consumer's anxiety when purchasing an existing house, due to hidden defects and concerns about quality, leading to information asymmetry between sellers and buyers.

To alleviate buyers' concerns, VINJOY offers a "comprehensive quality guarantee" backed by a third-party organization. An increase in sales from the business of purchasing and reselling renovated used homes is expected.

【Trends in existing houses distribution share】



Source: Ministry of Internal Affairs and Communications "Housing and Land Survey"
Ministry of Land, Infrastructure, Transport and Tourism "Statistical Survey of Construction Starts", "Activation of the Existing Housing Market"
*1 the amount of existing houses distribution in 2013 and 2018 was annualized based on the data from January to September
*2 Owned:owned houses and ready-built houses, Rental: rental houses and company housing

Differentiating existing house Renovations through existing house, design, quality assurance

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③ MCB method

【Under patent application】

The MCB method* is a method in which the walls and floors of a house are assembled into boxes (modules), transported by truck, and installed by crane on top of the foundation.

*MCB is from the initials of the construction process - "Manufacturing" from making the main components in a factory, "Carrying" from carrying components by truck, "Build" from assembling on a site









Module factory in operation since February 2022

Advantages of MCB method

(1) Eliminate the shortage of skilled workers

It does not require skilled workers and is an effective solution to the future shortage of craftsmen due to the aging of the workforce.

(2) Cost Reduction

Compared to the general construction method of assembling from scratch on site, the construction period of the carpentry site is reduced by approximately 50%, reducing the costs by significantly shortening the construction period

(3) Improvement of quality

High-quality housing due to unaffected by weather conditions such as temperature changes, rain, and snow

Shortening construction period **by approx. 50%**

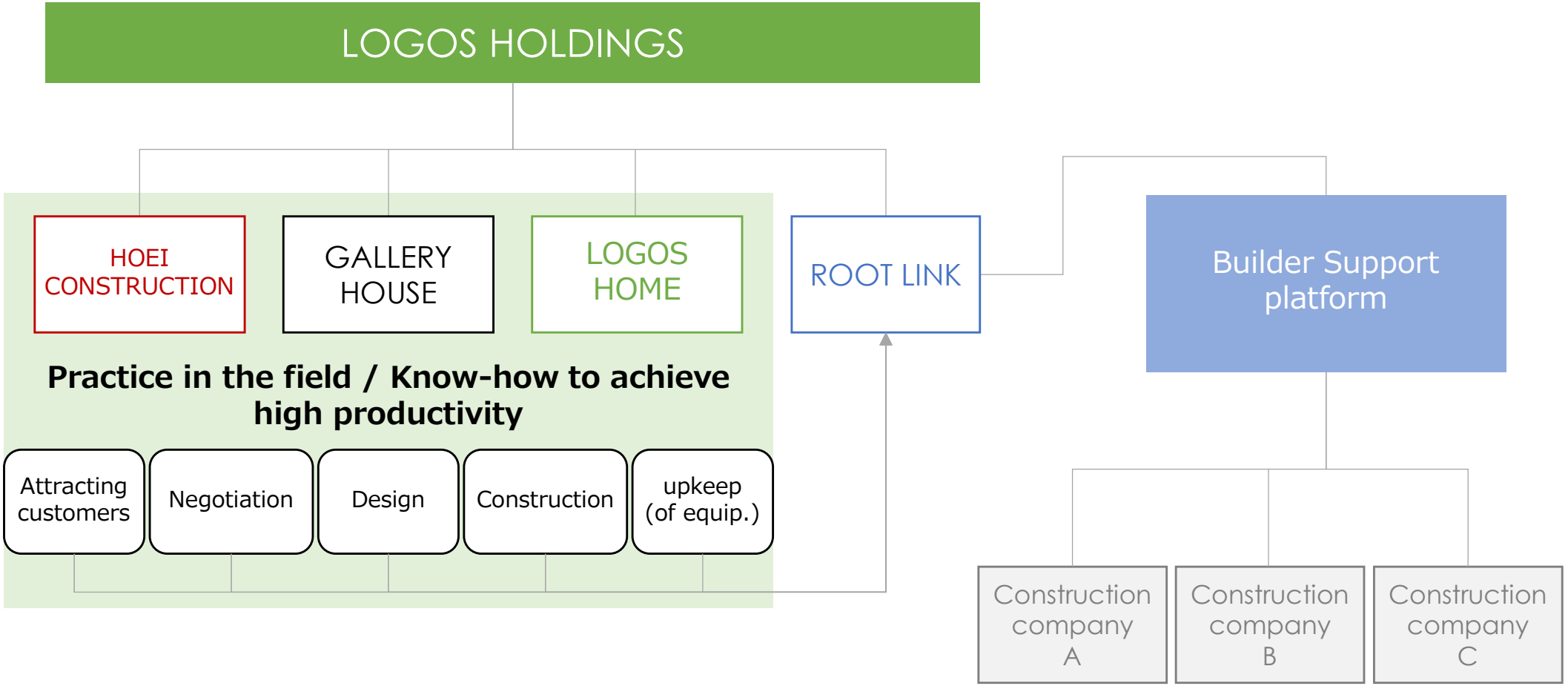
Factory production will improve the work environment and make it easier to recruit workers

*Reduction rate is calculated by comparing durations for project at sites, where MCB method was used and where MCB method was not used and averaging data from June 2023 to May 2024 in LOGOS HOLDINGS.

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④ M&A

With the market expected to shrink over the medium to long term, the company will not only open new sales offices, but also expand the scale of its business through M&A of local construction companies nationwide. In addition, the company will absorb the features and know-how of each subsidiary, and through ROOTLINK's builder support platform, promote alliances with housing companies nationwide, and create future M&A candidates.



*Builder support consulting mainly provides support for the introduction and operation of sales support software and CAD (drawing and perspective creation) services.
Providing CAD drawing and perspective creation services (CAD operations) in Philippines

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Topics

Listed on the Growth Market of the Tokyo Stock Exchange
(June 28, 2024)







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Inquiries

E-mail ir@logos-holdings.jp

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