Phil Company, Inc.

Financial results presentation material for the 2Q of the fiscal year ending November 30, 2024

Thursday, July 11, 2024



Phil Company, Inc.

TSE Standard
Securities Cord : 3267

Agenda

Ⅰ 2Q Highlights

Ⅱ Company Profile and Business Overview

Ⅲ 2Q Topics

Ⅳ 2Q Results

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2Q Highlights

① The stacking of the sales pipeline is progressing smoothly

- Balance of orders contracted : Approximately 3.7 billion yen
  ～ 2.5 times the level of the same period last year
- Balance of development projects : Approximately 4.5 billion yen
  ～ Acquisition of 5 development sites in the first half

② Recruitment activities are going well

- The number of employees as of 2Q is 73, below the initial plan level.
- Recruitment efforts are accelerating, and the retention rate is improving, with an expected reach of around 80 employees in 3Q.

③ KPI exceeds the target level

- Inquiries, proposals, and orders contracted are progressing smoothly.
- In particular, the number of proposals is strong, with an uplift of about 50% compared to the first half plan.

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Company Profile

Company Name	Phil Company, Inc.
Established	June 3, 2005
Share Capital	789,647,000 yen (as of November 30, 2023)
Headquarters address	1-12, 3-chome, Tsukiji, Chuo-ku, Tokyo, Japan
Nature of business	The Space Solutions business, which includes Phil Park aerial shop and other businesses
Qualifications and Certifications	Real Estate Transaction Business License from the Governor of Tokyo(4) No.87090 First-class Architectural Office Registration from the Governor of Tokyo No.55919 Construction Business License from Governor of Tokyo(General-5) No.131403
Listed market	Tokyo Stock Exchange Standard Market（Security Code : 3267）
Executive	Chairman and Representative Director — Nobuaki Takahashi President and Representative Director — Mari kaneko Outside Director — Daisuke Yanasawa Outside Director（Audit Committee Member） — Naoto Matsumoto Outside Director（Audit Committee Member） — Kohei Kawanaka Outside Director（Audit Committee Member） — Hironori Yamoto Executive Vice President — Shingo Toyama Executive Officer, Head of Management Administration Division — Tsuyoshi Takeuchi Executive Officer, Head of Planning and Development Division — Masataka Koezuka Executive Officer, Deputy Head of Planning and Development Division — Hiroaki Fukushima Executive Officer, Head of Strategic Business Department — Shinya Azusawa Executive Officer, Head of Human Resources Department — Masahiro Yoshimizu Executive Officer of Phil Company and President of Phil Construction — Takashi Takano

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Phil Company

“Phil Company”
PURPOSE · VISION · VALUE

PURPOSE ▶ Filling the “SUKIMA” in the town with “creation”.

VISION ▶ “Community development” tailored to your needs.

VALUE ▶ Dedicate all our efforts to the community and our customers.

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The Phil Park aerial shop



Creating vibrancy and revenue in underutilized spaces above parking lots-that’s our ‘Space Solution Services’.

"What is the best land utilization plan for landowners?"

"What type of building space is needed in this location right now?"

With our unique perspective and approach, we guide landowners, tenants, and local residents to optimal solutions, while also handling the entire process from planning, design, construction, tenant recruitment, to management, all under one roof."

※Key tenants: Food and beverage, beauty, clinics, offices, and more."

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The Premium Garage House



Creating a wide range of lifestyles for residents while generating stable income even in suburban areas through our rental housing with garages business.

Our rental housing with garages business is ideal for utilizing land in suburban areas that are far from stations and difficult to utilize with typical apartments or condominiums. With an occupancy rate of over 95% and a waiting list of more than 7,000 registrations[*1], we offer high profitability based on strong tenant demand, low investment hurdles, tax benefits, and numerous advantages.

※ Main purposes include residential use and second homes.

*1 : As of the end of May 2024

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Strengths and Business Model

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Tailored planning ability

Designing optimal plans tailored to the characteristics of the space and the needs of landowners(“Space on Demand”)

Execution power to realize tailored planning

From planning to property management, commitment to realizing the proposed solutions through one-stop services

One-stop services

Planning

Analyzing all factors and devising the optimal plan
- ✓ Location characteristics
- ✓ Customer needs
- ✓ Various regulations
- ✓ Foot traffic and surrounding environment
- ✓ Market rent

Construction

(Design･Construction)

Realize the optimal plan

Leasing

Carry out swift tenant leasing and occupancy to promptly achieve the planned investment yield

Management

Through post-construction property management, support the sustainability of investment returns

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Policy for each product and style going forward

Phil Company

Phil Park

Contracted orders

■Cumulative results: 225 buildings
■ Main locations: Urban **business districts** of Tokyo, Kanagawa, Saitama, Aichi, Kyoto, Osaka, Fukuoka, etc.

Our Core Business

Land utilization products mainly in urban areas. Specializing in locations that are conventionally difficult to design for, such as spaces above parking lots, land along side streets, and narrow lots. We intend to continue to assign human resources and allocate management resources to this business.

Development and sales

■Cumulative results: 45 buildings
■ Main locations: same as above

Positioned to Complement Phil Park Contracted Orders

We purchase the land and do the planning. This model lists buildings as inventory on the balance sheet until sales are made. Planning and designing is relatively easy because we carefully select and acquire the most suitable land for Phil Park. Also, since we can make proposals to investors other than landowners, this contributes to expanding the base of who we sell to. We intend to expand selectively going forward.

Premium Garage House

■Cumulative results: 100 buildings (excluding pre-acquisition results)
■ Main locations: Suburbs of Tokyo, Kanagawa, Saitama, Chiba, Osaka, etc.

Innovative Land-Use Product in Suburbs

This is a land-use product that can provide high yields even on land in suburban areas far from train stations, and has a unique system called “waiting list registration” that pools applicants for PGH. Demand is expected to grow and we intend to aggressively pursue this product.

■Cumulative results: 11 buildings
■ Main locations: Areas within the above prefectures where financing is available

A Style that can be Offered Under Limited Conditions

In general land in suburban areas is more difficult to finance than land in urban areas because it is more difficult for financial institutions to evaluate the value of the land. This means there might be a limited number of buyers. When acquiring land for PGH we do so only in limited cases where there is sufficient potential for tenants and sales.

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The potential market

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■ The Phil Park aerial shop and Premium Garage House businesses each have significant potential markets.

Overall industry market size (TAM)*1

Approximately 26.7 trillion yen

The annual total construction cost of buildings nationwide*2

Target market size (SAM)*3

Phil Park

Approximately 2.9 trillion yen

<The method of calculation>
Annual total construction cost of buildings in key areas × Percentage of plots based on PP standards (from 15 to 120 tsubo, within a 10-minute walk from the station).
*4

Premium Garage House

Approximately 2 trillion yen

<The method of calculation>
Number of new construction starts for rental homes (row houses and apartment buildings) nationwide *5
× Proportion of plots meeting PGH standards (quadrilateral or larger, 50-300 tsubo) *6
× Unit price per PGH unit (22 million yen).

※1 : TAM : Total Addressable Market
※2 : Using the Construction Starts Statistics Survey (Ministry of Land, Infrastructure, Transport and Tourism), the potential overall market size is calculated based on the total planned construction cost of buildings that commenced construction in Japan in 2022.
※3 : SAM : Serviceable Available Market
※4 : Using Miyagi, Tokyo, Saitama, Chiba, Kanagawa, Aichi, Kyoto,Hyogo, Osaka, and Fukuoka as the target areas, the proportion of PP standard plots is multiplied to calculate the result.
(PP standard plots refer to the proportion of small-sized plots (15-120 tsubo) within a 10-minute walk from a train station (within a straight-line distance of up to 800m), using land data from G Space Information Center, and the estimation is expanded to other areas).
※5 : Using the 2022 Housing Starts Statistics Survey (Ministry of Land, Infrastructure, Transport and Tourism), the number of row houses and apartment units among newly constructed rental homes is calculated.
※6 : Using land data from G Space Information Center, the proportion of plots in the Tokyo Metropolitan Area and the three prefectures (Saitama, Chiba, and Kanagawa) that have a quadrilateral or larger shape and range in size from 50 to 300 tsubo is estimated and expanded to the entire country.

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Summary of mid-term management plan ～Leap to the next stage

Phil Company

■ Goal of the Mid-term Management Plan: 'Establishing a foundation and framework for sustainable growth'

- ➢ **Scaling existing businesses through business process reform and organizational restructuring.**
- ➢ **At the same time, laying the groundwork for the next stage of growth.**

1st Reform
Business Process Reform
～Scaling the Business Model

- Sales Reform
- Creating a mechanism to generate responses
- Efficiency improvement in cost management and estimation process
- Strengthening Property Management

2nd Reform
Organizational Restructuring
～Improving Employee Engagement

- Organizational Development
- Talent Development

3rd Reform
Business Portfolio Transformation
～Laying the Foundation for Further Growth

- Business Portfolio Transformation and Expansion
- Overview of New Business
- M&A and Alliance Strategy

November 2026 Fiscal Year

Revenue	15 billion yen
Operating profit	1.2 billion yen
ROE	20%
Number of inquiries	4,000
Number of proposals	450
Number of orders contracted	90
Number of employees	130

Improvement of Growth Potential
(Enhancement of Valuation)

Improvement of shareholder value

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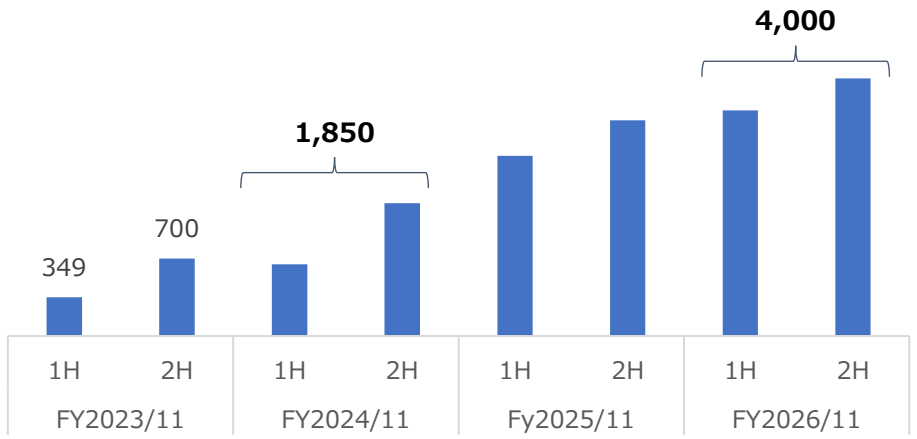
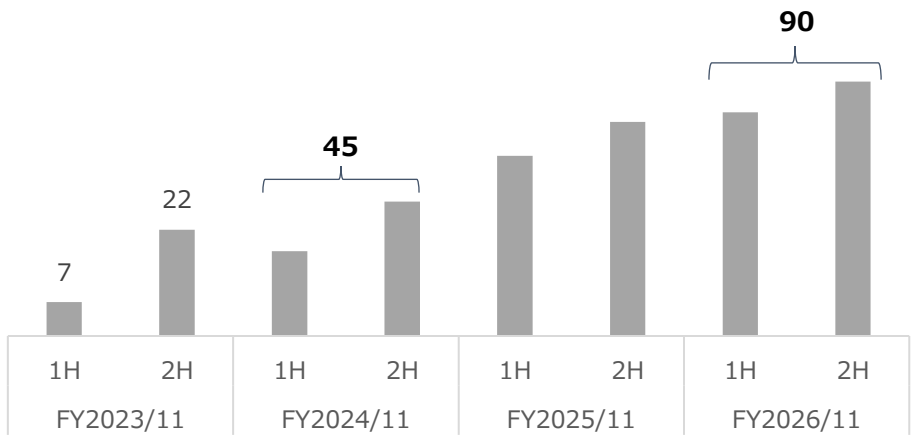
KPI planning

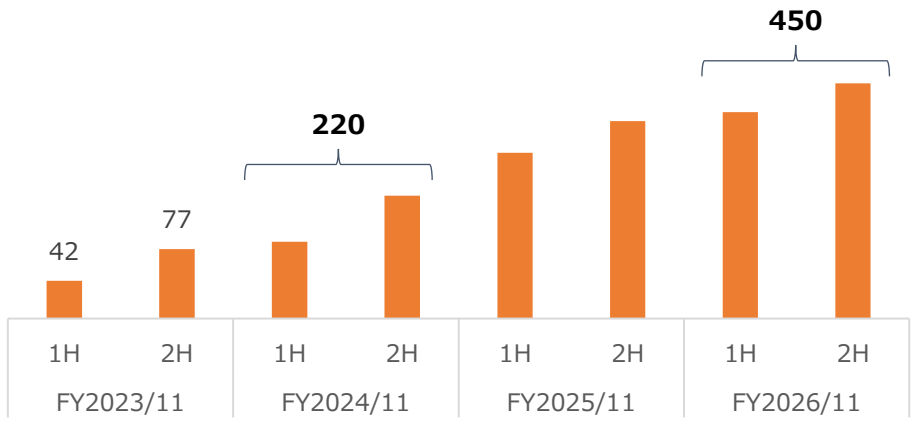
Number of inquiries



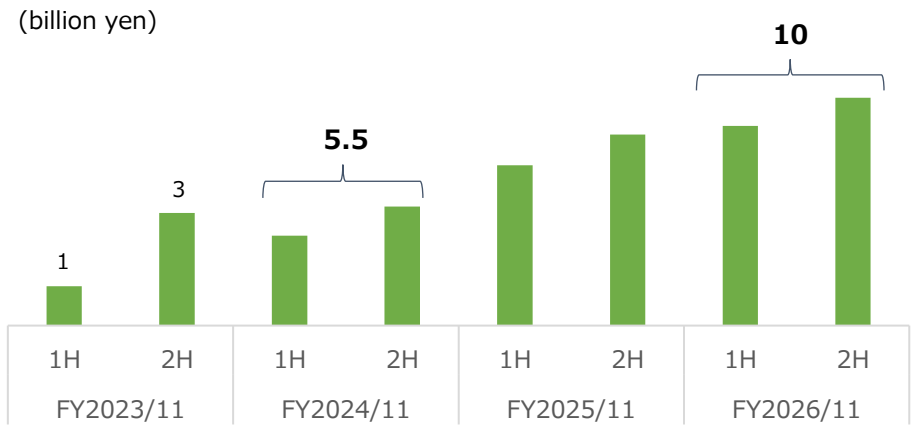
Number of orders contracted



Number of proposals



Estimated amount of orders contracted (when KPI target is achieved)



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Personnel staffing plan

- Over the next 3 years, the number of employees will expand to 130.
- To strengthen recruitment and enhance employee engagement, reducing turnover rate.



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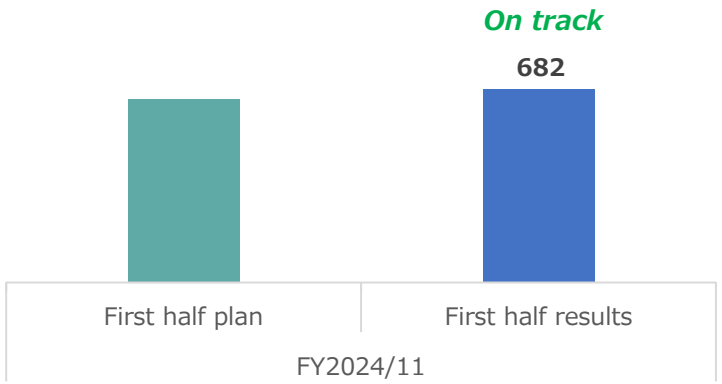
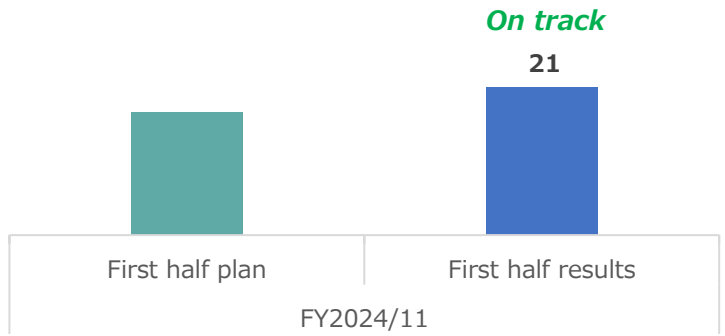
Progress of the mid-term management plan

- Number of inquiries, number of proposals, and number of orders contracted are progressing smoothly.
  - In particular, the number of proposals is about 50% higher than the first-half plan.
- While the number of employees is progressing behind the initial plan, recruitment at present is strong, and there is an expectation of catching up to a certain extent in the second half.

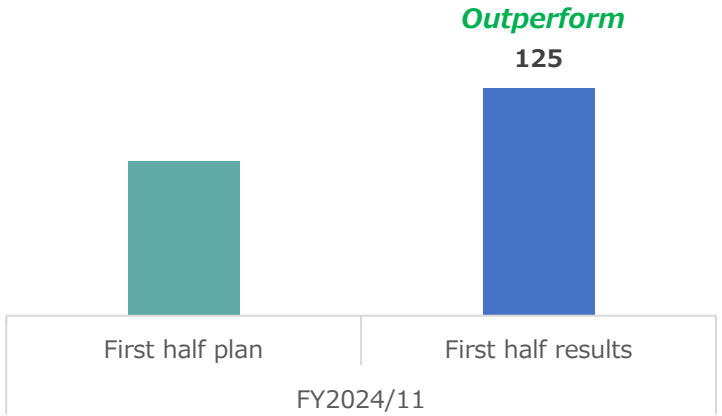
Number of inquiries



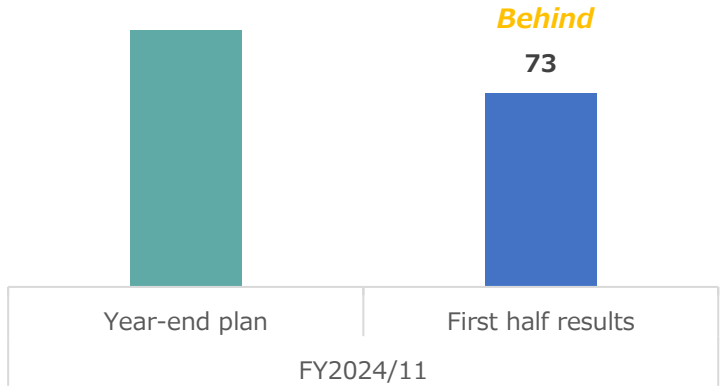
Number of orders contracted



Number of proposals



Number of employees



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Refresh the design of the corporate logo & service logo

Phil Company



Phil Company

Phil Company has been building history with everyone while expanding its business areas from “Phil Park" to "Premium Garage House."

As a form that embodies and symbolizes **the philosophy of Phil (= coexistence and mutual prosperity)**, which is the origin of the company name, and **the purpose** set in January of this year, **the corporate and service logo designs have been renewed.**

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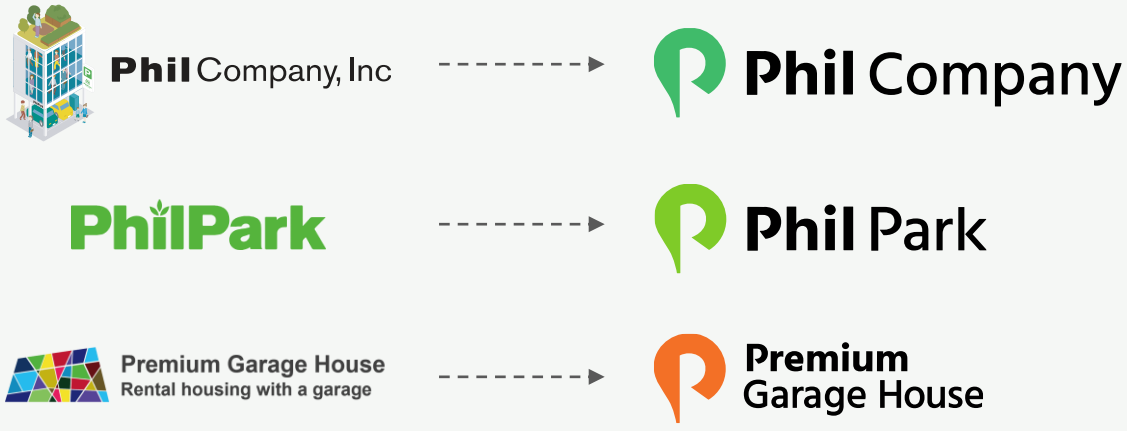
Feelings embedded in the logo design



Unify all corporate and business logos with the same design.

The design is based on the founding philosophy of Phil (= coexistence and mutual prosperity), as well as the initials "P" of Phil Company / Phil Park / Premium Garage House. By unifying the logo designs for the company and business, we aim to strongly emphasize the brand as a symbol of value while rooted in the purpose of “Filling the “SUKIMA” in the town with “creation”" across all businesses and services.

Logo Symbol Design Intent

The new symbol mark embodies four design essences.



Essence 1

Slit

Symbol of “SUKIMA in the town”



Essence 3

Creative Balloon

Symbol of “creation”



Essence 2

Spot Mark

Symbol of “filling and expanding”



Essence 4

Speech Balloon

Symbol of “activation”

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Summary at 2Q, results

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2Q Results

Sales : 720 million yen

Gross profit : 216 million yen

Operating profit : △95 million yen

2Q Highlights

- Sales decreased of 35% YoY, and gross profit decreased of 8% YoY.
  - Both contracted orders and development and sales saw a decrease YoY.
  - The amount of orders contracted 870 million yen and 11 orders contracted are the highest for the 2Q.
  - The balance of orders contracted has increased by approximately 2.5 times compared to the same period last year, reaching a record high.
- Selling, general, and administrative expenses increased by 8% YoY.
  - With organizational restructuring and business promotion, outsourcing expenses increased by 32% YoY.
  - Advertising expenses increased by 140% YoY due to the renewal of the corporate website and logo.

The contracted orders scheme– PP *1

No. of orders contracted : 2
Amount of orders contracted : 363 million yen

The contracted orders scheme– PGH *2

No. of orders contracted : 9
Amount of orders contracted : 509 million yen

The development and sales scheme

No. of units sold and delivered : 0
Balance of development projects : 4,475 million yen

1. *PP : Phil Park aerial shop*
2. *PGH : Premium Garage House*

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2Q consolidated performance

(Thousands of yen)	2Q Result (2024.3～2024.5) Results	YoY	Cumulative for 2Q (2023.12～2024.5) Results	YoY
Sales	720,625	△35%	1,326,709	△28%
Cost of sales	503,783	△43%	902,179	△36%
Gross profit	216,842	△8%	424,530	△1%
Gross profit margin	30.1%	—	32.0%	—
SG&A	312,201	+8%	608,544	+7%
—Personnel	157,718	+1%	309,396	+6%
—Outsourcing expenses	36,426	+32%	78,631	+23%
—Advertising exponses	25,390	+140%	31,996	+59%
—Others	92,666	△2%	188,520	△1%
Operating profit	△95,359	△81%	△184,014	△30%
Ordinary profit	△100,478	△74%	△197,068	△33%
Profit	△72,222	△74%	△143,632	△31%

Prior investment

Employee reinforcement
※Personnel expenses include recruitment costs.

Investment for promoting business process reform and organizational restructuring.

Renewal of corporate website and corporate logo.

Other SG&A remained at the same level as the same period of the previous year.

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Financial performance

- The quarterly gross profit margin has generally been in the range of 20% to 30%.
- In the 2Q, while there were many orders contracted, the number of completed projects was low, resulting in a high gross profit margin of 30%.

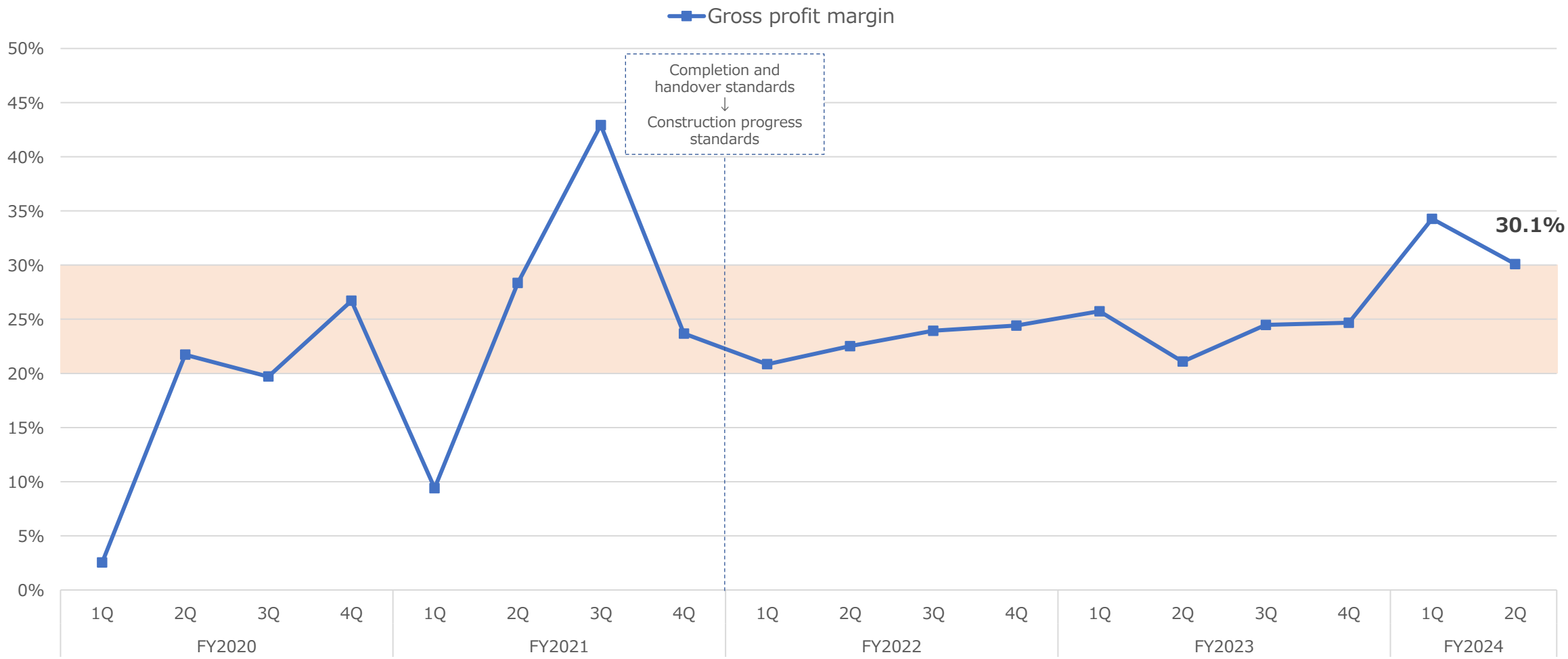

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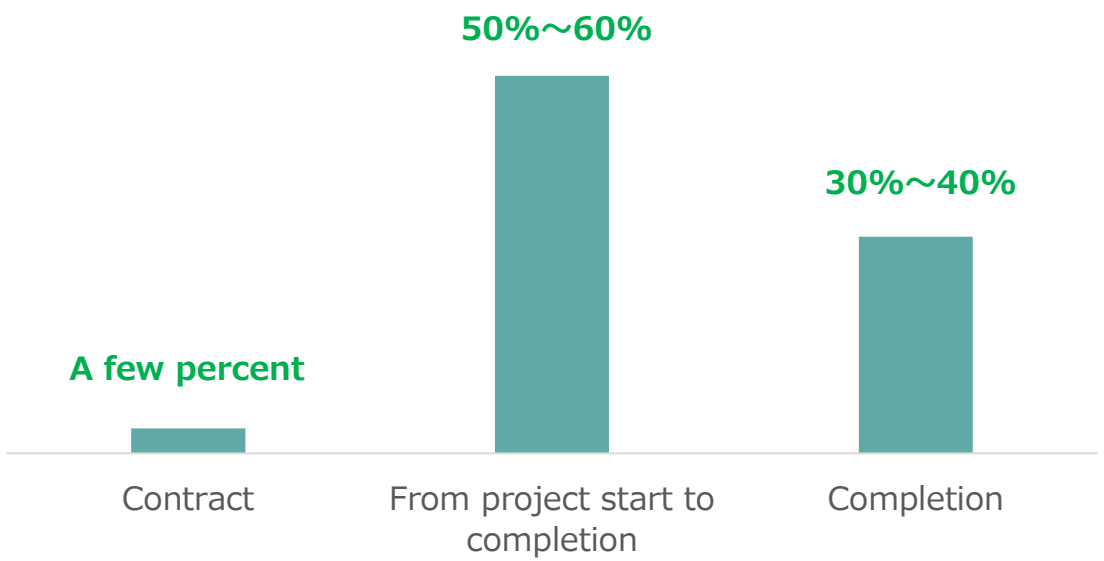
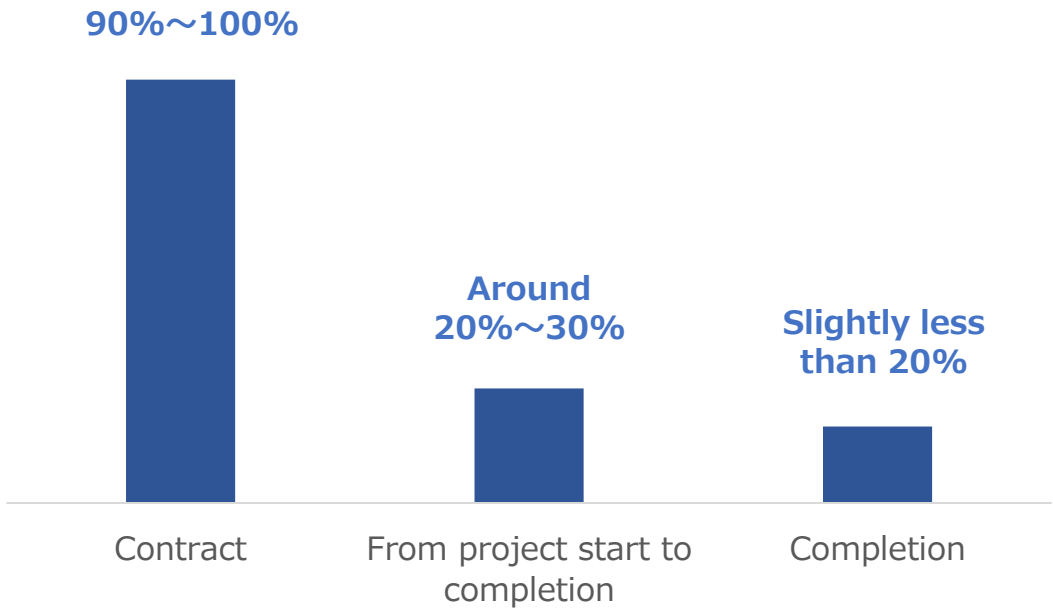
Image of revenue recognition for contracted orders

- Recognize revenue based on the progress of the project in accordance with the construction progress criteria.
- The cost varies depending on each process and service, resulting in differences in profit margins.
  - At the time of contract: Planning and design (low sales, low cost)
  - From project start to completion: Building design and supervision (low sales, low cost), Construction (high sales, high cost), and others
  - At completion: Construction (high sales, high cost) and others

Example of revenue recognition ratio for each process



Example of gross profit margin for each process



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Sales breakdown

- Sales from contracted orders declined YoY.
  - Impact of few completed projects
    (Number of completed projects - Previous period 2Q: 8 projects, Current period 2Q: 2 projects)
- In development and sales, there were no projects delivered and no sales recorded.

Changes in sales breakdown



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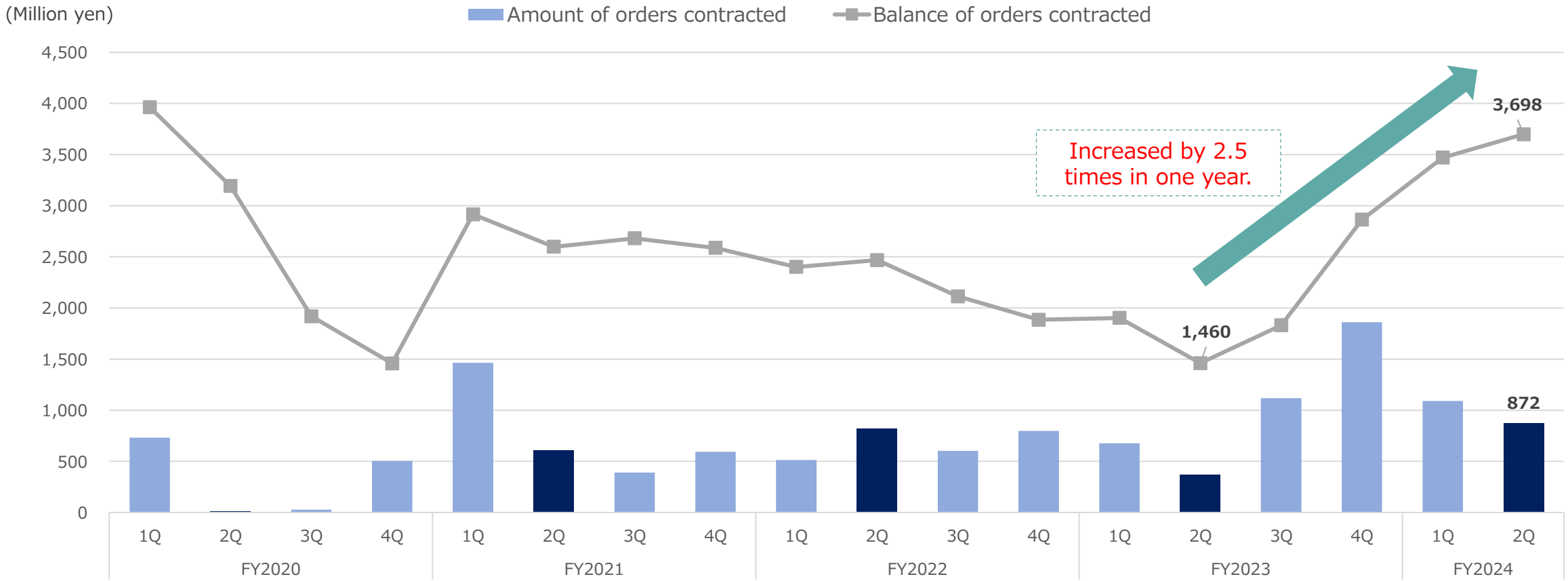
Status of contracted orders contracted

- The amount of orders contracted (870 million yen) and number of orders contracted (11) are both **the highest ever for the 2Q.**
- For 3 consecutive quarters, the number of orders contracted has been more than 10.
- The balance of orders contracted has also **increased by 2.5 times** compared to the same period last year, achieving the level since the November 2020 period.

No. of orders contracted																				
	5	0	1	9	7	5	7	12	5	10	5	9	3	4	9	13	10	11		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q		
	FY2020				FY2021				FY2022				FY2023				FY2024			



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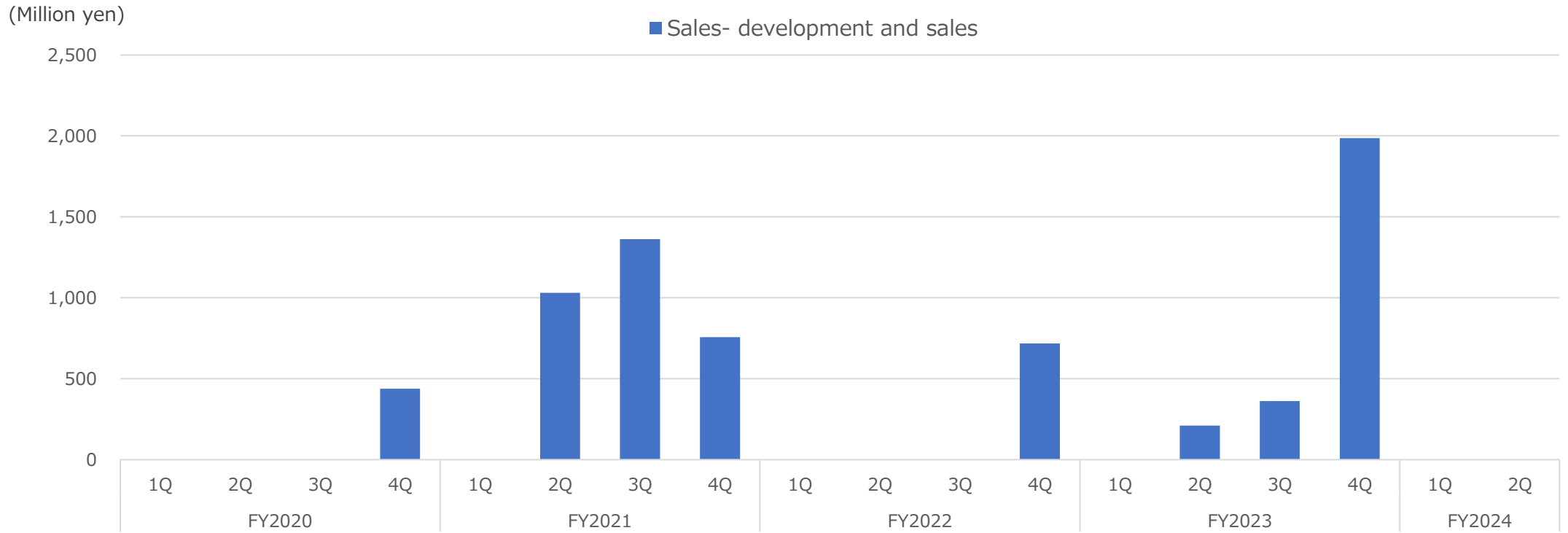
The trend in sales from the development and sales scheme

- There were no sales deliveries in the 2Q, but we conducted a total of 2 land acquisitions.
  - The delay in sales is due to a shortage of personnel in the development sales department, and the workforce is being strengthened through mid-career recruitment and internal transfers.
- Volatility in development and sales is an issue :
  - Aiming for a certain degree of leveling off mainly by increasing the number of numbers in the future.

Balance of development projects(Billion yen)	2.0	2.4	2.5	2.2	2.2	1.4	0.9	0.4	2.1	1.9	2.2	1.7	2.0	3.1	4.5	2.9	3.9	4.5
Remaining no. of development projects	6	6	6	5	5	4	4	3	8	9	10	7	8	8	8	4	7	9
No. of units sold and delivered	0	0	0	1	0	1	1	1	0	0	0	4	0	1	1	5	0	0



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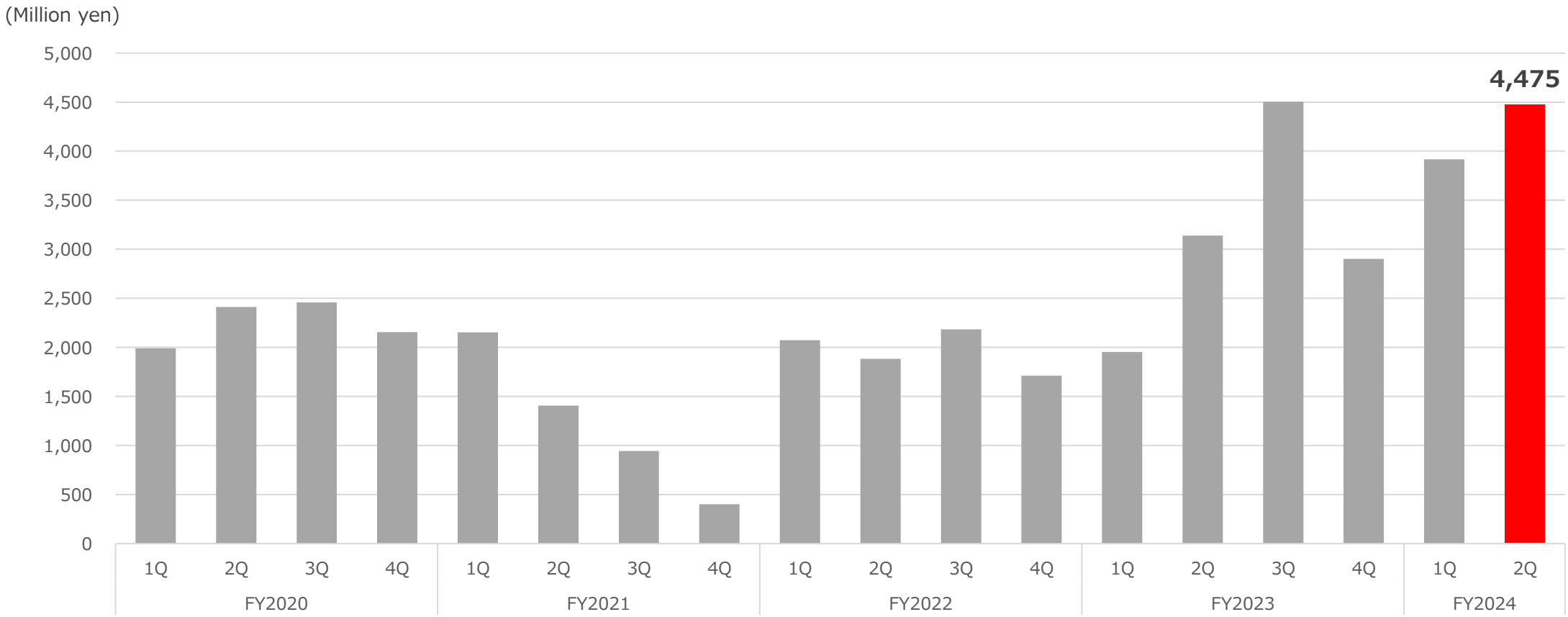
Status of development and sales scheme

- Acquired 2 land properties in the 2Q, and the balance of development projects increased to 4.5 billion yen.
- Continuous acquisition of land to expand the sales pipeline for the next fiscal year and beyond.

Balance of development projects

Remaining no. of development projects	6	6	6	5	5	4	4	3	8	9	10	7	8	8	8	4	7	9



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Comparison with performance forecast

(Thousands of yen)	FY2024/11 First half			FY2024/11 Full year
	Results	Revised forecast	Pre-revised forecast	Forecast
Sales	1,326,709	1,300,000	3,000,000	7,500,000
Operating profit	△184,014	△190,000	50,000	300,000
Ordinary profit	△197,068	△210,000	40,000	280,000
Profit attributable to owners of parent	△143,632	△150,000	30,000	190,000

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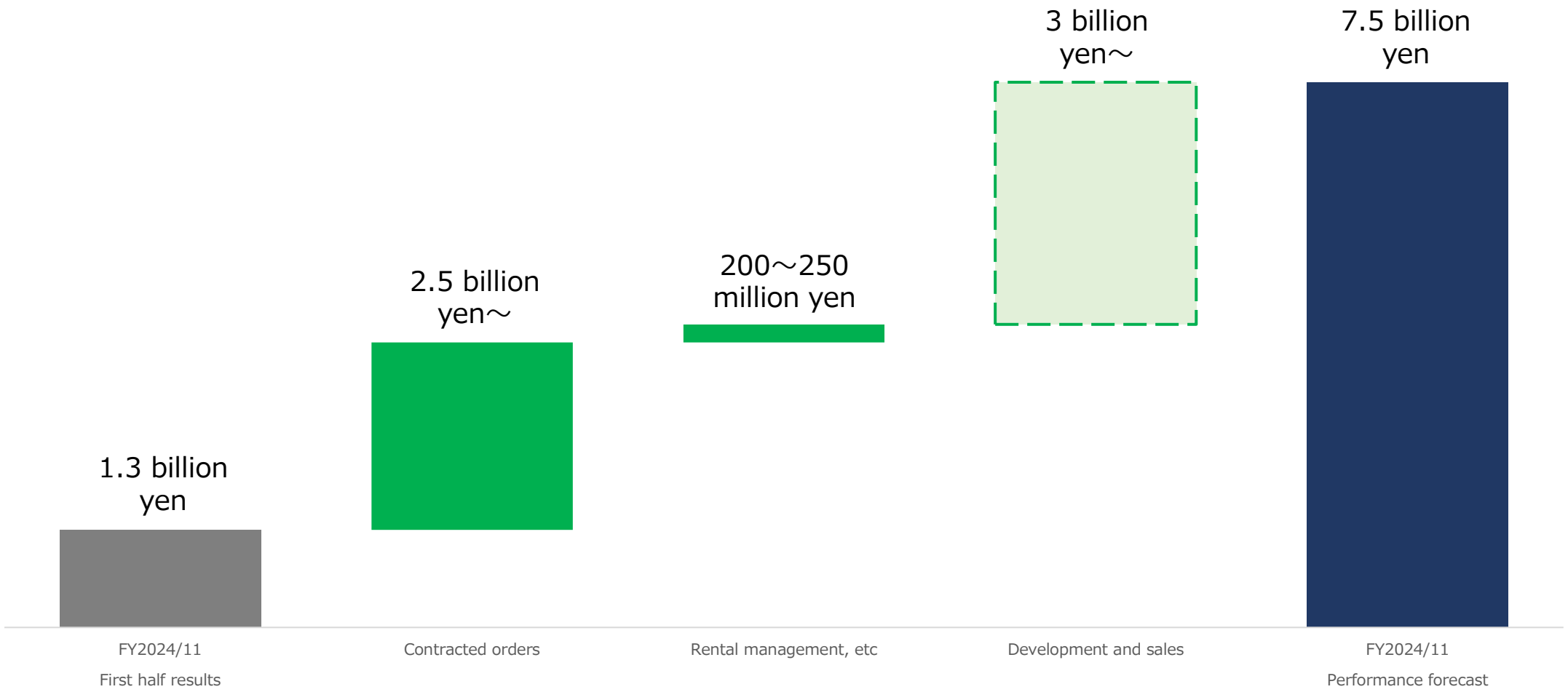
Path to achieving the full year forecast

- contracted orders: Sales are recorded mainly based on the progress of existing projects.
- rental management, etc.: Rental management fees, rental income, etc., are slightly over 100 million yen per quarter.
- development and sales: We anticipate delivering and selling 6 units within this fiscal year.



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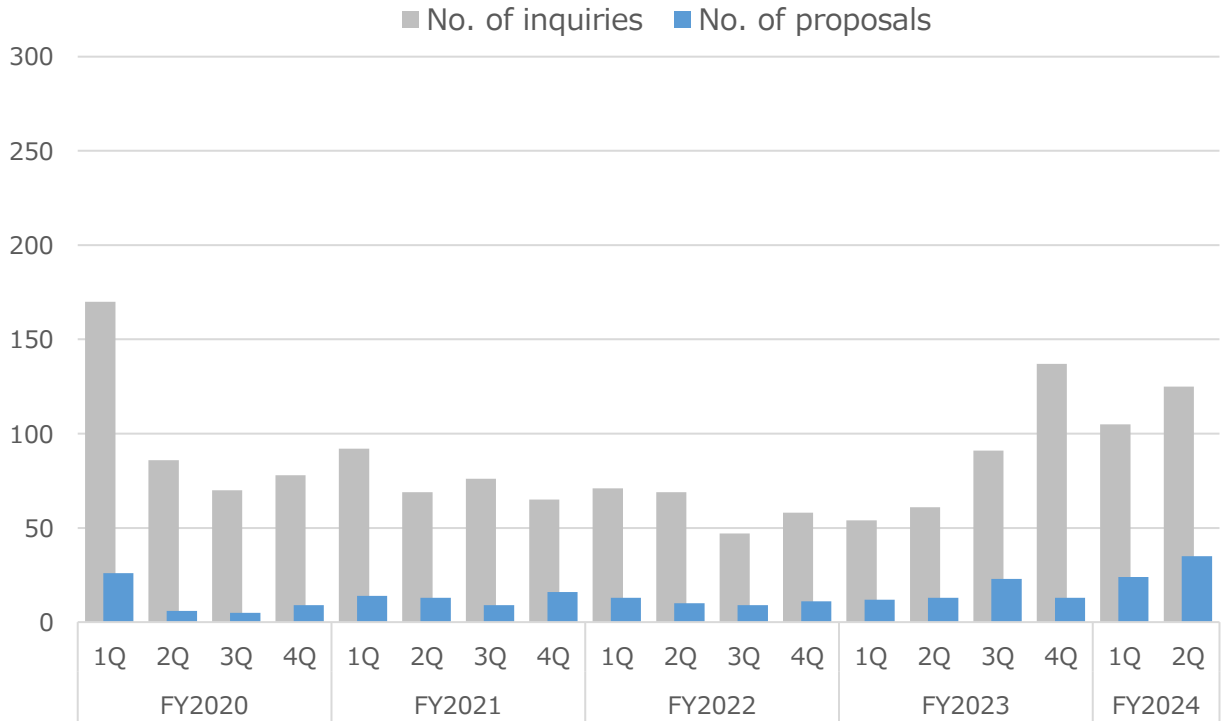
Sales KPI related to contracted orders

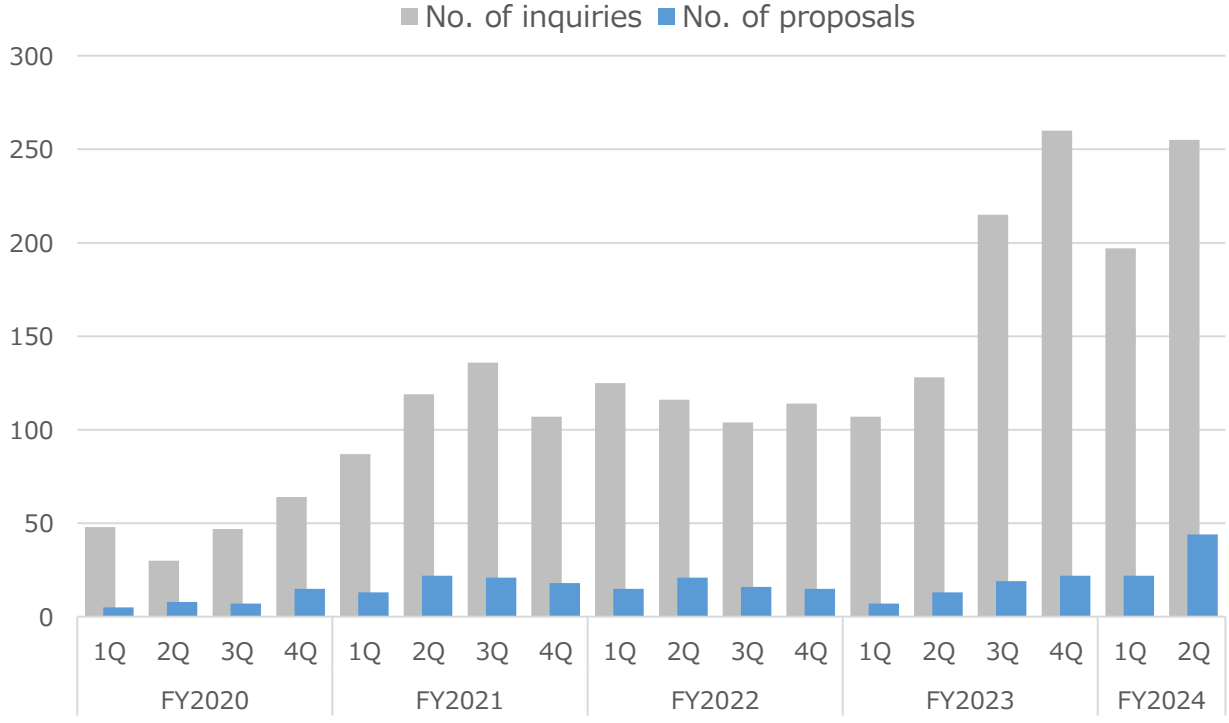
- Phil Park and Premium Garage House have seen an increase in the number of inquiries and proposals compared to the previous quarter.
  - Expansion of sales personnel, improvement in productivity, and expansion of business matching partnerships.
- With the increase in the number of proposals, the conversion from proposal to contract has decreased.
  - There is a certain time lag from proposal to contract (if it leads to contracts after the 3rd quarter, the conversion will improve).

Phil Park



	FY2020	FY2021	FY2022	FY2023	FY2024
No.of orders contracted	8	5	13	11	7
Proposal⇒Contracted	17%	10%	30%	19%	12%

Premium Garage House



	FY2020	FY2021	FY2022	FY2023	FY2024
No.of orders contracted	7	22	16	18	14
Proposal⇒Contracted	20%	30%	24%	29%	21%

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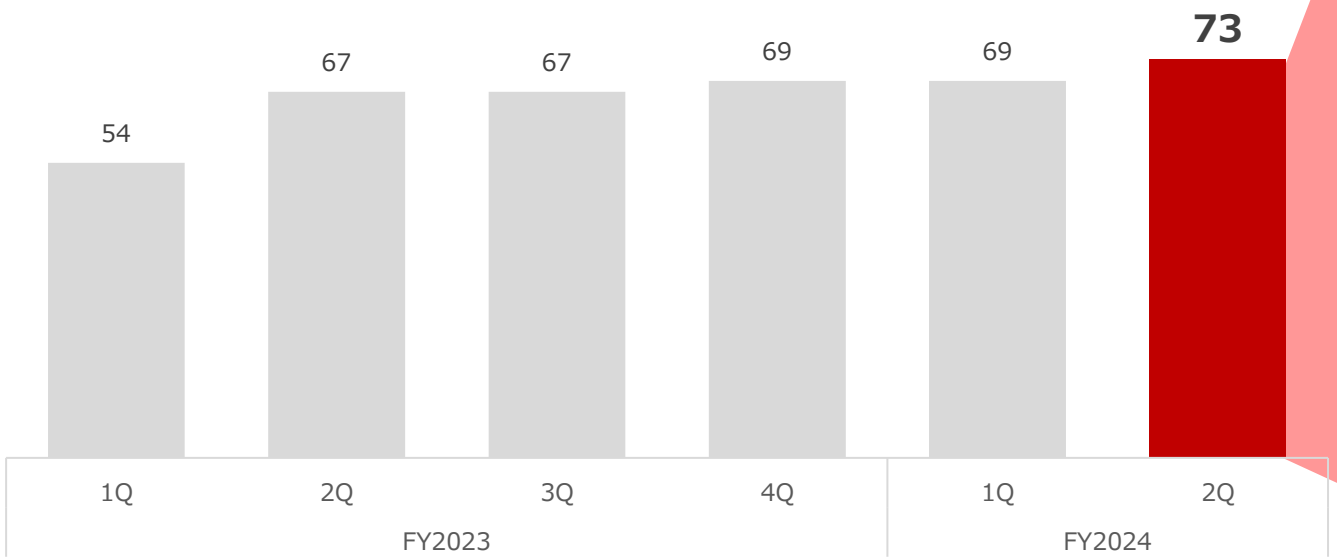
Status of employees

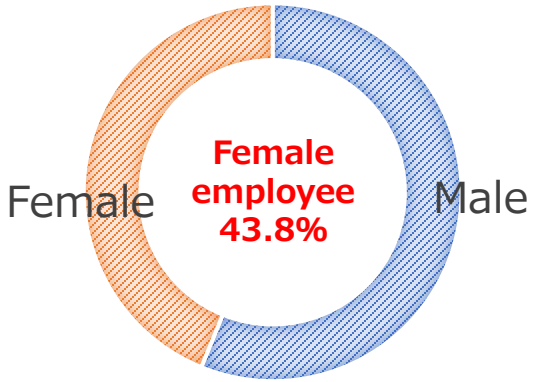
- **We will continue to focus on mid-career recruitment, mainly in the sales.**
- More than half of the employees are assigned to sales and construction, creating a stable Contracted Orders structure.

Employees	February 29, 2024	**May 31, 2024**
Sales*1	34 people	**39 people↑**
Construction	14 people	**15 people↑**

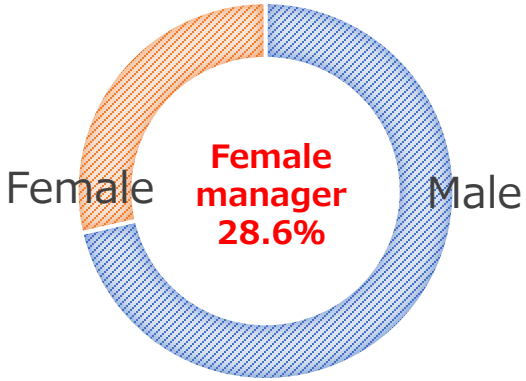
Consolidated number of employees



Percentage of male and female employees among all employees



Percentage of male and female managers



1. *Sales refers to employees working on sourcing projects, planning and proposing, and leasing

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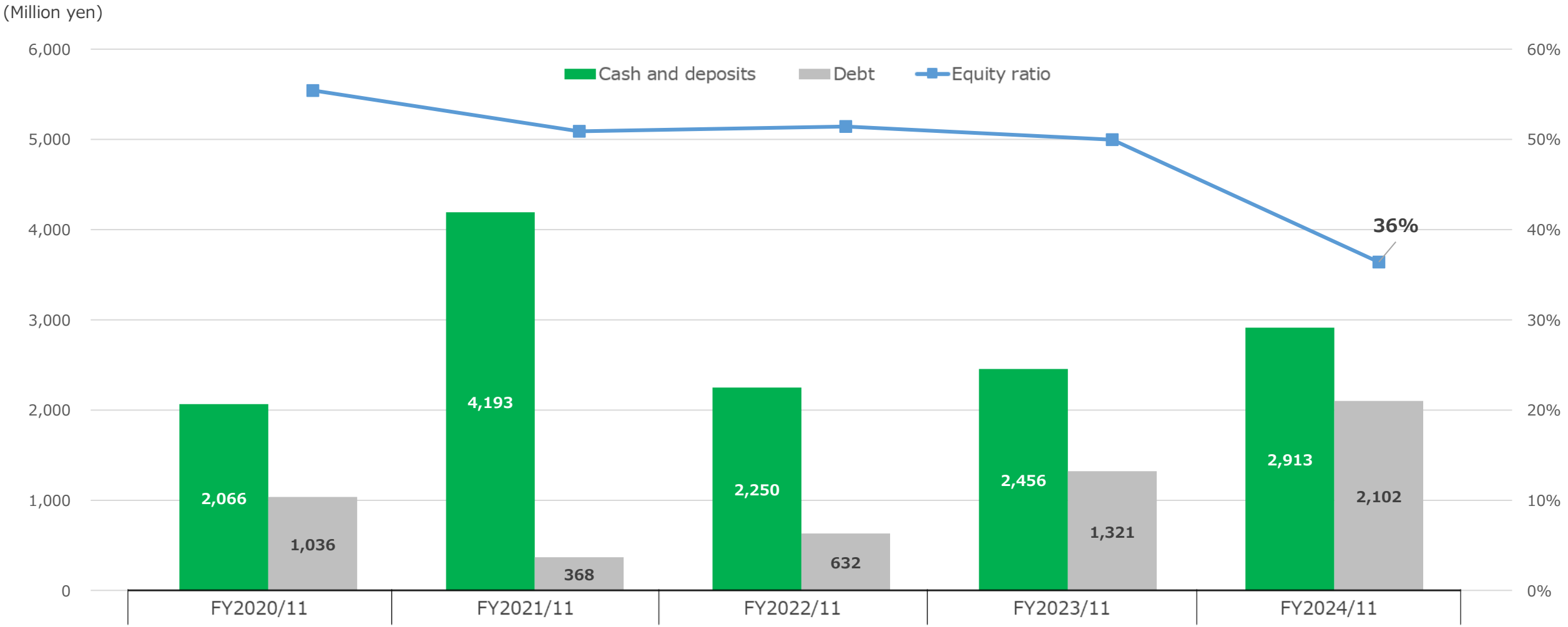
Financial condition ①

■ Land acquisition for development projects has led to an increase in debt.



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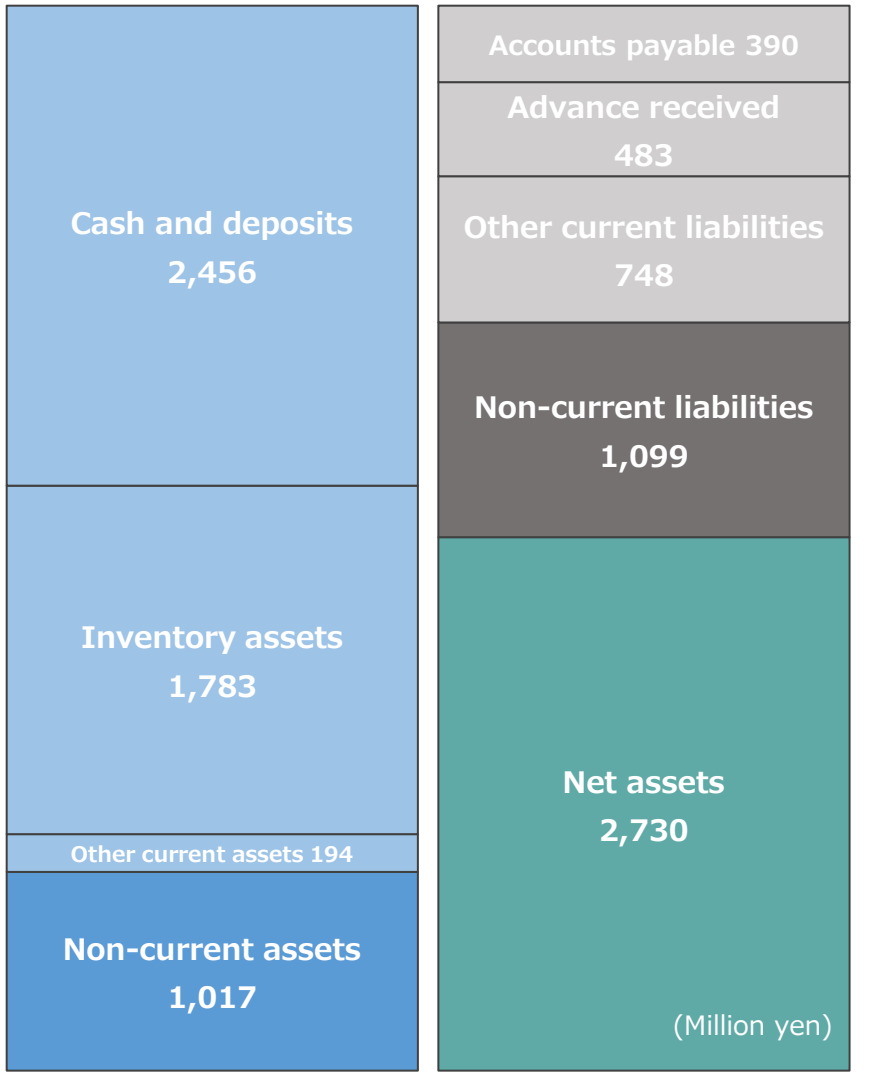
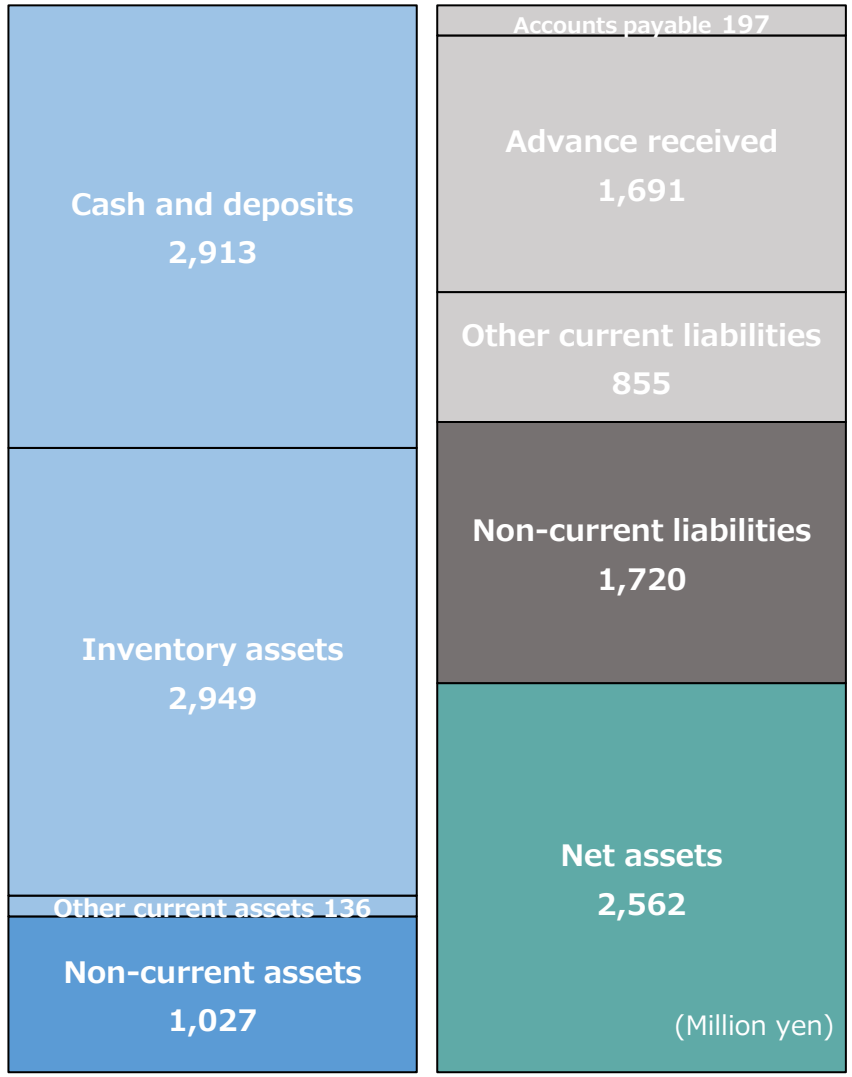
Financial condition ②

November 30, 2023
Total assets : 5,450 million yen



May 31, 2024
Total assets : 7,025 million yen



- ✓ The increase in development projects has led to an increase in inventory assets.
- ✓ The increase in interest-bearing debt resulting from the above has led to an increase in non-current liabilities and current liabilities.
- ✓ With the increase in the number of orders contracted, cash and deposits and advance received have increased.

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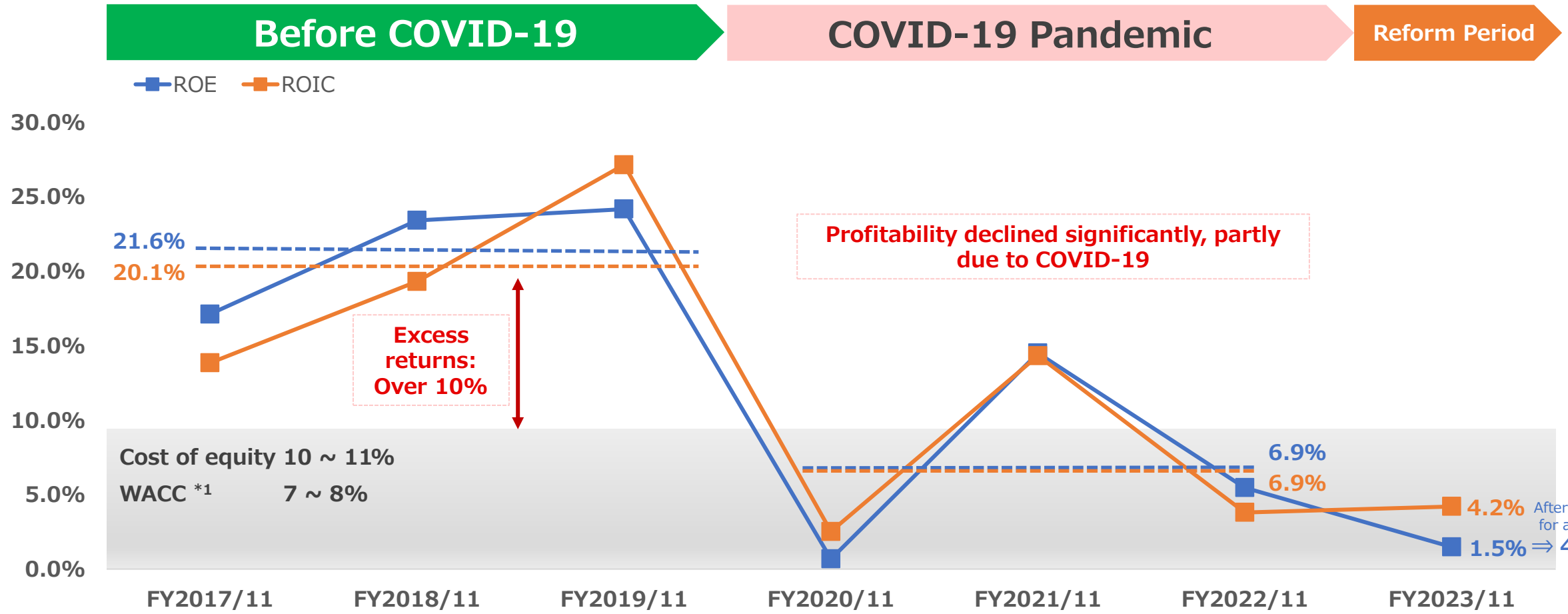
Return on capital

Phil Company, Inc

Prior to COVID-19, the company generated returns well in excess of its cost of capital.
Going forward, capital efficiency will be improved by improving profitability.



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1. *WACC: Weighted Average Cost of Capital (As of end of November 2023)*

Stock prices

By improving performance (ROE), we aim to increase stock price (PBR) and enhance shareholder value (stock price) improvement.



1. *Source: QUICK、as of July 10, 2024*

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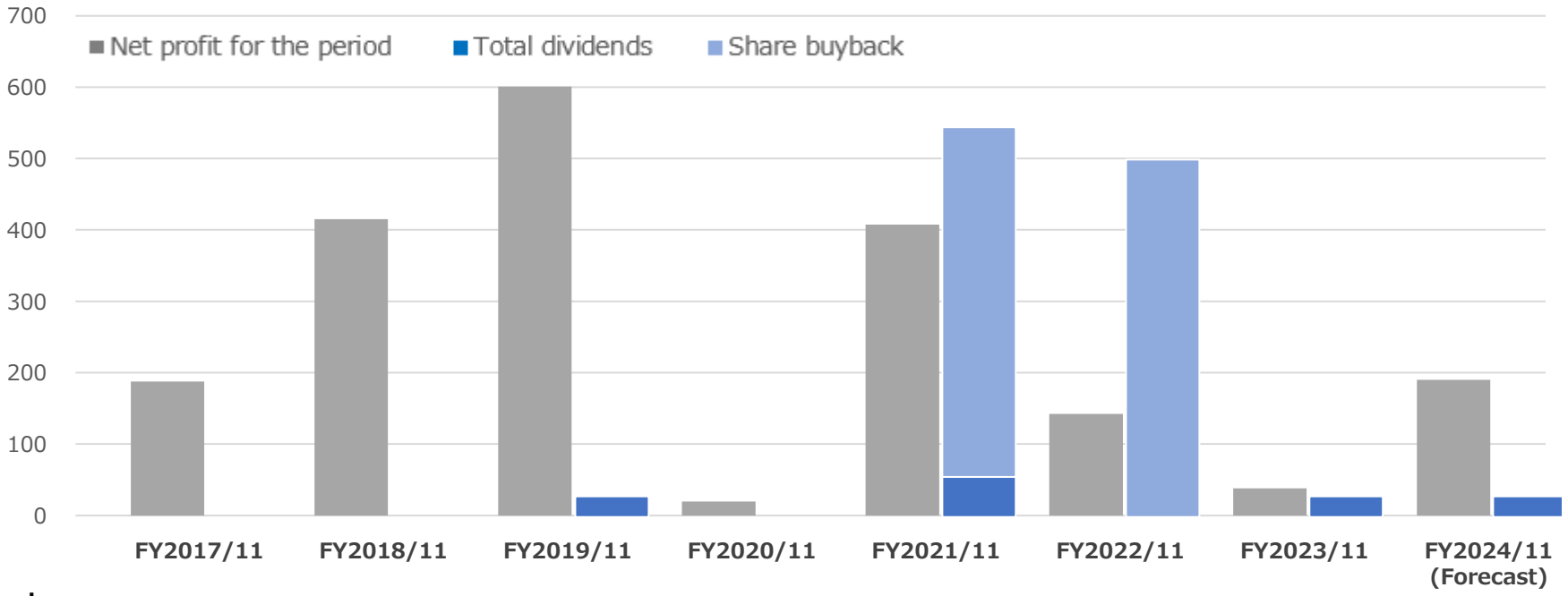
Shareholder returns

Shareholder Return Policy

- Regarding dividends, we will strive to pay stable dividends while securing the capital necessary for financial soundness and growth.
- Share buybacks are determined on a case-by-case basis based on comprehensive consideration of business performance, business environment, and growth investment opportunities.
- Provide returns that contribute to sustainable enhancement of corporate value and maximization of shareholder returns over the medium to long term.

(Million yen)



	FY2017/11	FY2018/11	FY2019/11	FY2020/11	FY2021/11	FY2022/11	FY2023/11	FY2024/11 (Forecast)
Dividend per share (yen)	0	0	5	0	10	0	5	5
			(Commemorative dividend for being listed on the First Section of TSE)		(Appreciation dividend for support during COVID-19)		(Year-end dividend)	(Year-end dividend forecast)

Seven-Year Period

Total cumulative amount of redemption Approx. 1.1 billion yen

Accumulated profit Approx. 1.8 billion yen

Total return: 60%

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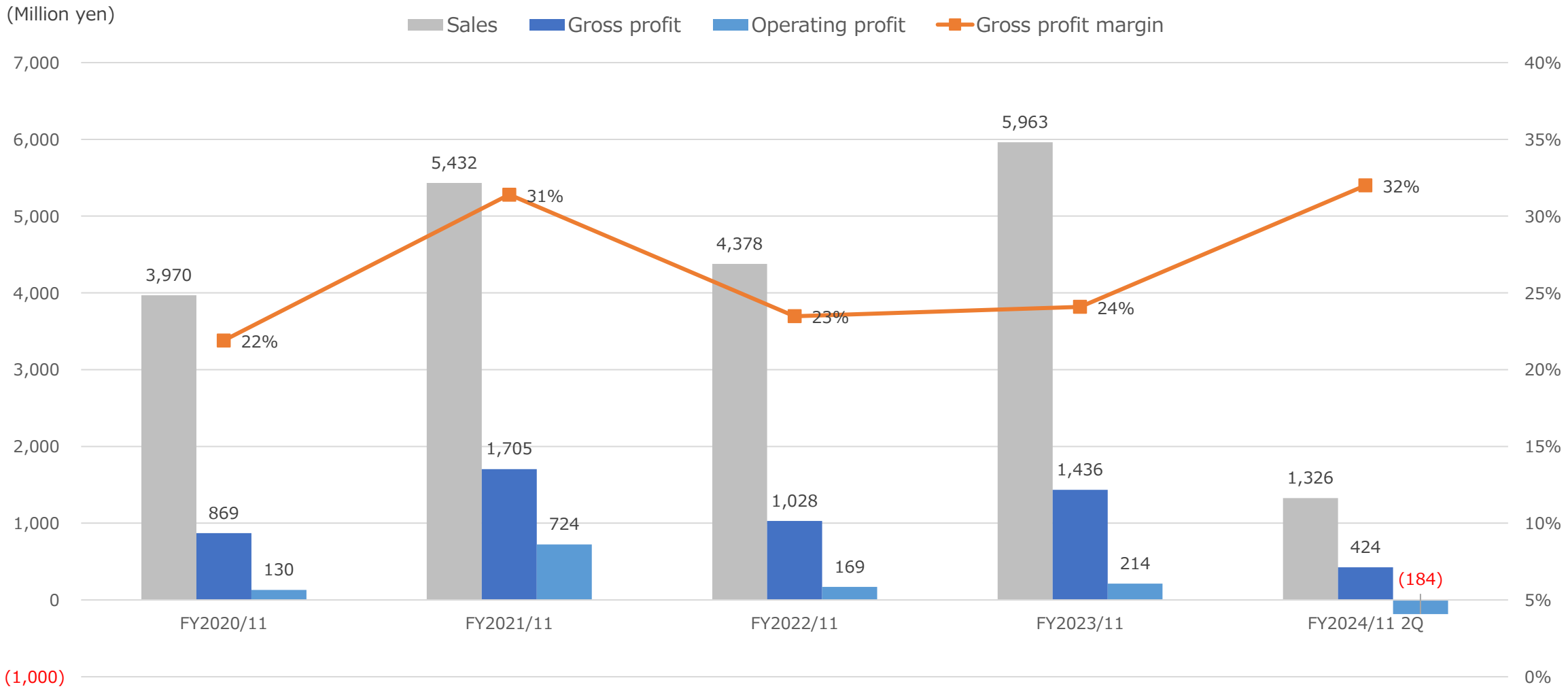
Appendix

Business performance



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Quarterly data

		unit	FY2020/11				FY2021/11				FY2022/11				FY2023/11				FY2024/11	
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Financial performance	Contracted orders	Million yen	120	778	1,310	965	6	874	311	693	450	757	956	1,079	623	770	693	822	488	597
	Development and sales	Million yen	0.0	0.0	0.0	437	0.0	1,030	1,362	756	0.0	0.0	0.0	717	0.0	209	361	1,985	0.0	0.0
	Others	Million yen	84	84	91	97	98	102	96	99	95	96	108	116	109	141	125	118	117	123
	Sales	Million yen	205	863	1,401	1,500	105	2,006	1,771	1,549	545	853	1,065	1,913	733	1,122	1,181	2,927	606	720
	Cost of sales	Million yen	200	675	1,125	1,099	95	1,437	1,010	1,183	431	661	810	1,446	544	885	892	2,204	398	503
	Gross profit	Million yen	5	187	276	400	9	568	760	366	113	192	255	467	188	236	289	722	207	216
	Gross profit margin	Percent	2.6%	21.7%	19.7%	26.7%	9.4%	28.3%	42.9%	23.7%	20.9%	22.5%	23.9%	24.4%	25.7%	21.1%	24.5%	24.7%	34.3%	30.1%
	Personnel	Million yen	106	107	106	99	94	104	104	312	112	133	129	170	135	156	176	199	151	157
	Outsourcing expenses	Million yen	49	15	12	11	19	12	11	23	20	16	28	17	35	27	27	31	42	36
	Advertising expenses	Million yen	6	2	2	3	0.9	0.5	0.7	20	1	1	1	1	9	10	3	8	6	25
	Others	Million yen	63	45	49	55	48	62	63	99	51	45	53	73	95	94	92	116	95	92
	SG&A	Million yen	226	170	171	170	164	179	180	456	185	197	213	262	276	289	300	355	296	312
	Operating	Million yen	-221	17	104	229	-154	389	579	-89	-72	-5	41	205	-88	-52	-11	366	-88	-95
	Ordinary	Million yen	-223	13	100	207	-157	385	576	-91	-75	-2	41	235	-90	-57	-76	360	-96	-100
	Profit	Million yen	-154	5	48	119	-109	256	388	-128	-46	-3	24	167	-67	-41	-75	222	-71	-72
KPI of Contracted Orders	Phil Park	Million yen	730	11	16	222	1,227	370	78	17	320	346	443	522	613	249	758	1,250	721	363
	Premium Garage House	Million yen	1	-1	12	282	236	234	311	577	193	474	158	274	64	116	358	611	368	509
	Amount of orders contracted	Million yen	731	9	28	505	1,463	605	390	595	513	821	602	797	677	366	1,117	1,861	1,090	872
	Phil Park	No. of	5	0	0	3	2	2	1	0	3	2	3	5	2	2	3	4	5	2
	Premium Garage House	No. of	0	0	1	6	5	3	6	12	2	8	2	4	1	2	6	9	5	9
	No. of orders contracted	No. of	5	0	1	9	7	5	7	12	5	10	5	9	3	4	9	13	10	11
	Balance of orders contracted	Million yen	3,963	3,192	1,918	1,458	2,915	2,598	2,681	2,587	2,400	2,467	2,113	1,884	1,902	1,460	1,830	2,863	3,470	3,698
KPI of Development and Sales	**No. of units sold and delivered**	No. of	0	0	0	1	0	1	1	1	0	0	0	4	0	1	1	5	0	0
	No. of contracts to acquire land for development	No. of	1	1	0	0	0	0	1	0	5	1	1	1	1	1	2	1	3	2
	Balance of development projects	Million yen	1,991	2,412	2,413	2,155	2,155	1,405	945	403	2,073	1,883	2,183	1,711	1,953	3,139	4,504	2,903	3,916	4,475
	Remaining no. of development projects	No. of	6	6	6	5	5	4	4	3	8	9	10	7	8	8	8	4	7	9

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Annual data

		unit	FY2020/11	FY2021/11	FY2022/11	FY2023/11	FY2024/11 2Q YTD
Financial performance	Contracted orders	Million yen	3,175	1,885	3,244	2,910	1,085
	Development and sales	Million yen	437	3,149	717	2,557	0.0
	Others	Million yen	357	397	416	495	240
	Sales	Million yen	3,970	5,432	4,378	5,963	1,326
	Cost of sales	Million yen	3,101	3,726	3,350	4,526	902
	Gross profit	Million yen	869	1,705	1,028	1,436	424
	Gross profit margin	Percent	21.9%	31.4%	23.5%	24.1%	32.0%
	Personnel	Million yen	420	616	545	667	309
	Outsourcing expenses	Million yen	89	67	83	122	78
	Advertising expenses	Million yen	15	23.0	4	32	31
	Others	Million yen	213	273	224	399	188
	SG&A	Million yen	739	980	858	1,221	608
	Operating	Million yen	130	724	169	214	-184
	Ordinary	Million yen	98	713	200	135	-197
	Profit	Million yen	19	407	142	37	-143
KPI of Contracted Orders	Phil Park	Million yen	981	1,693	1,632	2,872	1,085
	Premium Garage House	Million yen	294	1,360	1,101	1,151	878
	Amount of orders contracted	Million yen	1,275	3,054	2,734	4,023	1,963
	Phil Park	No. of	8	5	13	11	7
	Premium Garage House	No. of	7	26	16	18	14
	No. of orders contracted	No. of	15	31	29	29	21
	Balance of orders contracted	Million yen	1,458	2,587	1,884	2,863	3,698
KPI of Development and Sales	**No. of units sold and delivered**	No. of	1	3	4	7	0
	No. of contracts to acquire land for development	No. of	2	1	8	5	5
	Balance of development projects	Million yen	2,155	403	1,711	2,903	4,475
	Remaining no. of development projects	No. of	5	3	7	4	9

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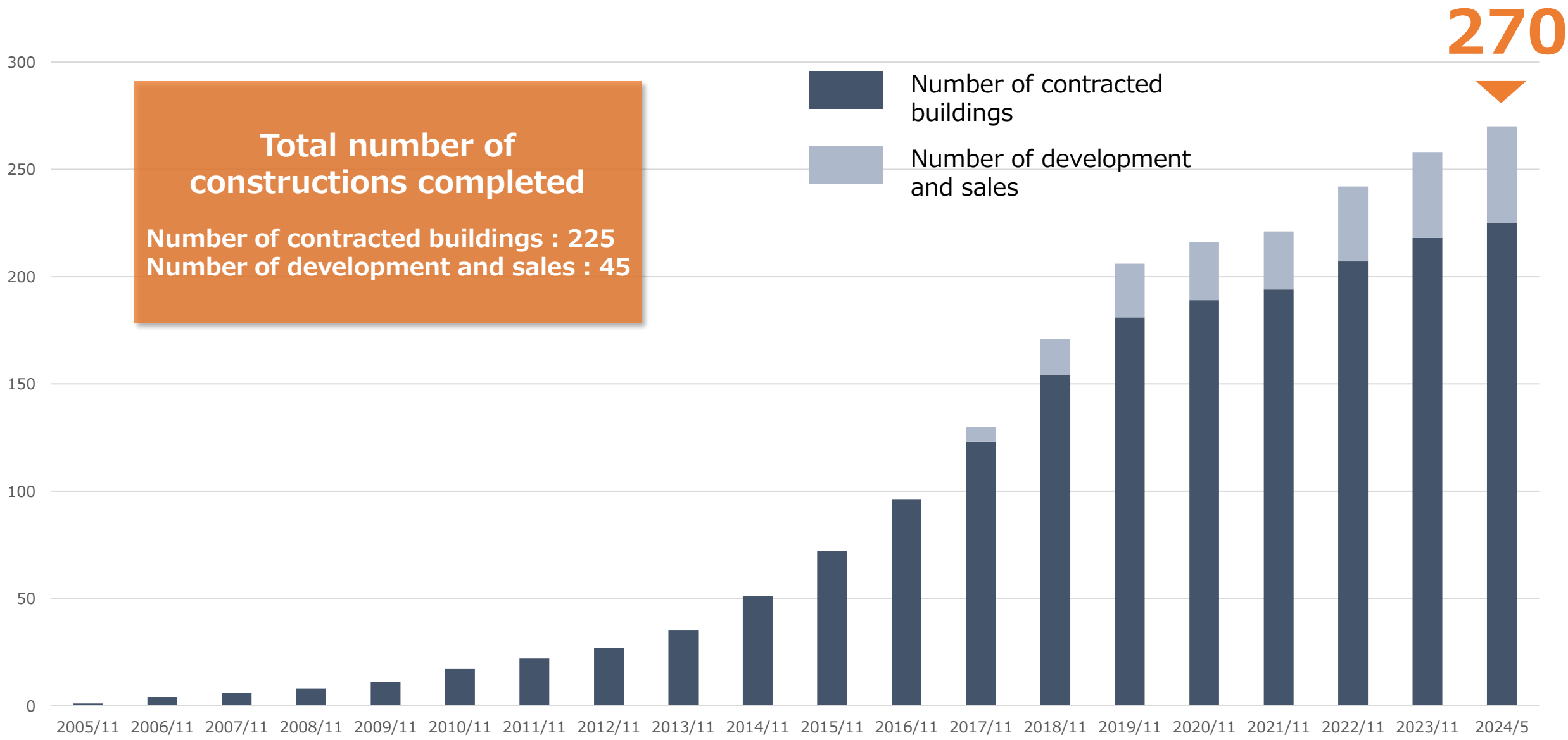
The achievements of Phil Park aerial shop

Phil Company

Total number of constructions completed

Number of contracted buildings : 225
Number of development and sales : 45



※Performance figures are as of the end of May 2024.

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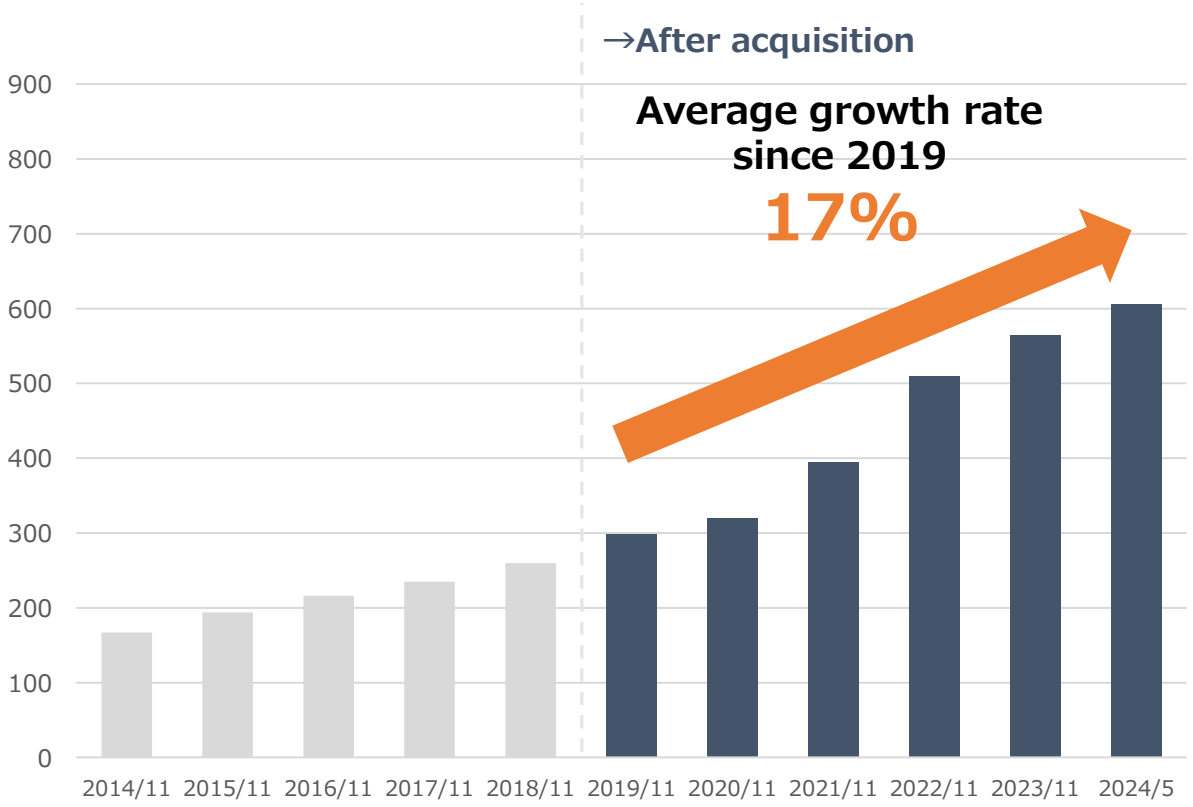
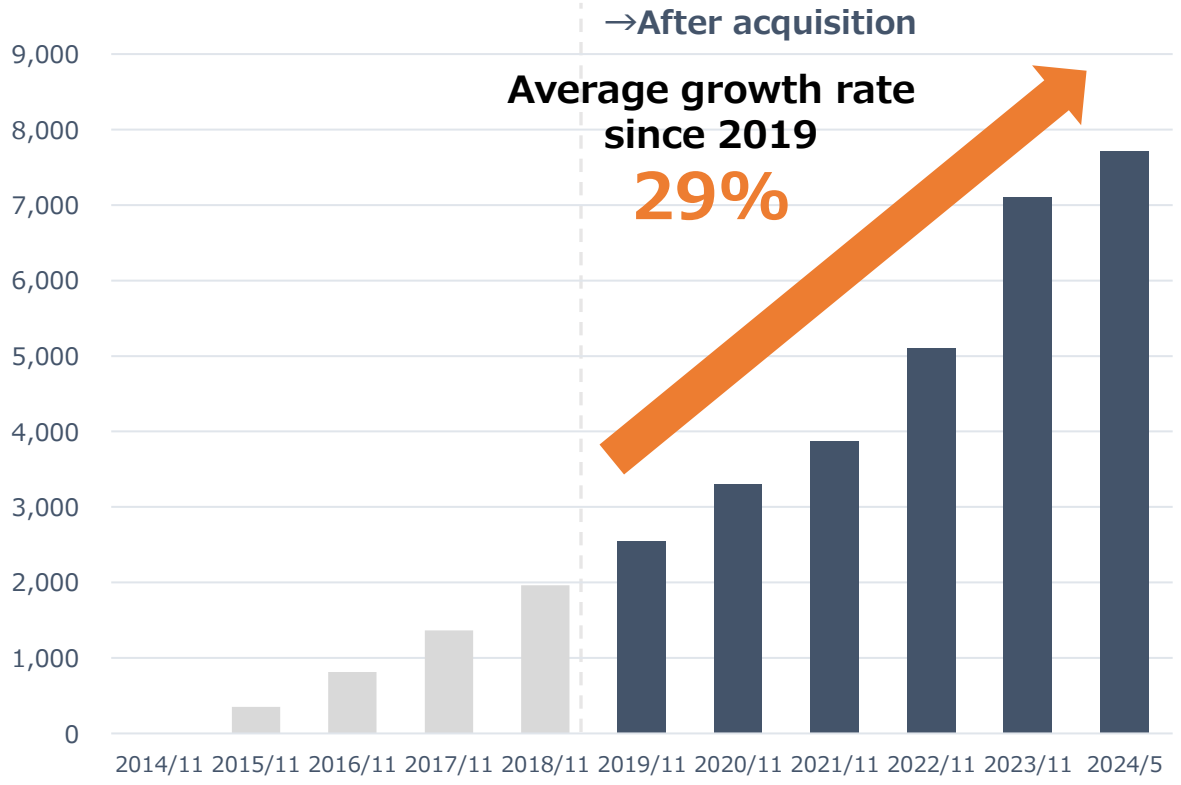
The achievements of Premium Garage House

- The Premium Garage House brand has accelerated its growth rate since its acquisition in 2019.
- Despite the challenges posed by the COVID-19 pandemic, we have been growing steadily and plan to further expand our business in the future.

Number of completed Premium Garage Houses (cumulative)



Number of waiting list registration for Premium Garage Houses (cumulative)



※Performance figures are as of the end of May 2024.

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Important points concerning future forecasts

These materials contain statements regarding the future prospectsof industry trends and our company’s business that are based on predictions, estimates, expectations, and forecasts which were created by our company at the current time.

Statements related to future prospects include a variety of risks and uncertainties. Actual outcomes may differ from future prospects listed in this documents as a result of known and unknown risks due to a variety of uncertainty and reasons in the future.

Our business and result may be different from what is written here.

All statements concerning future prospects in these materials were created by our company based on the available information.

The contents of any statements herein regarding future prospects will not be updated or revised based on future events and circumstances.

This is an English translation of the original Japanese report document that was prepared for your reference.

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