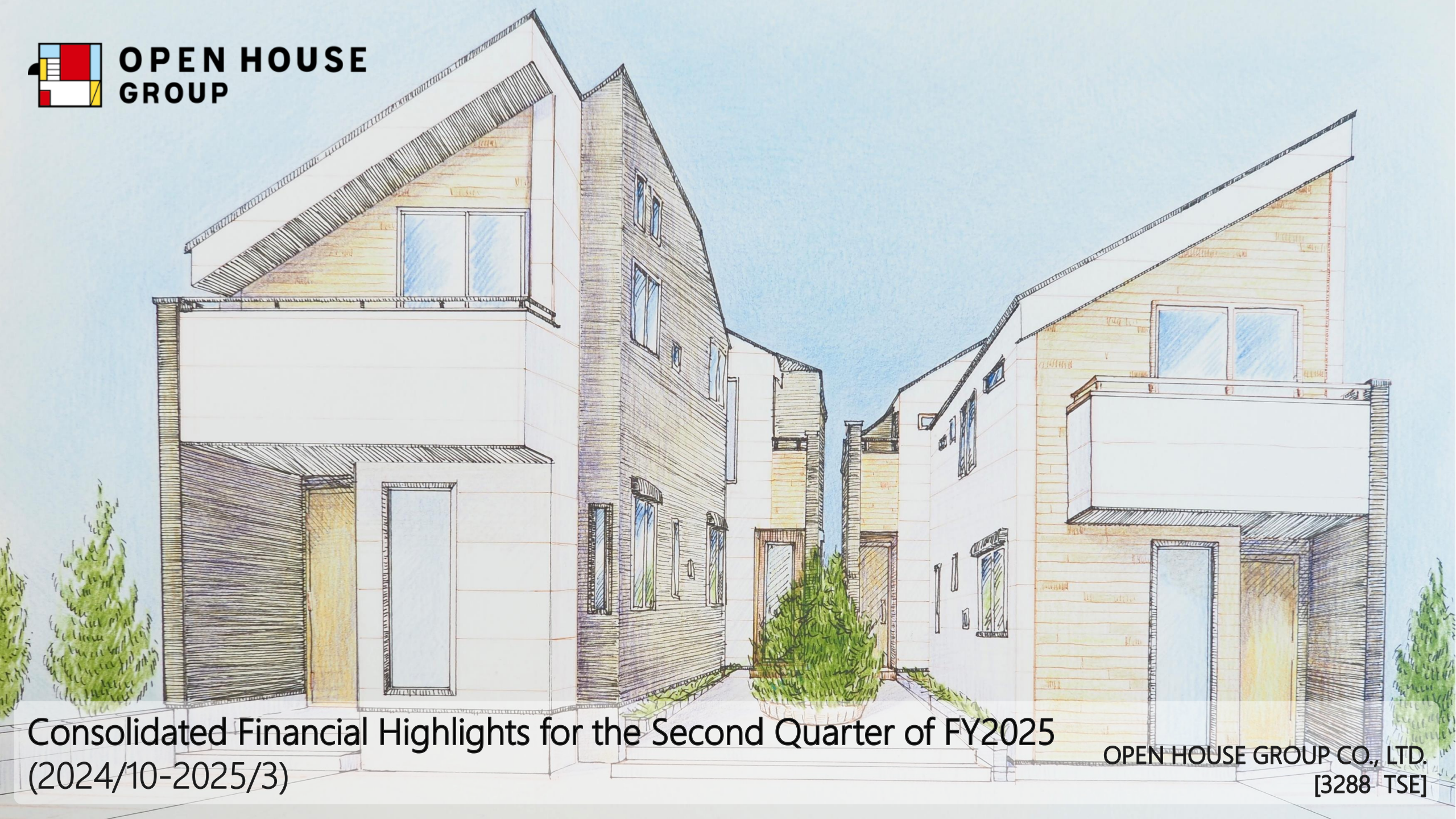


Consolidated Financial Highlights for the Second Quarter of FY2025
(2024/10-2025/3)

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.**

	FY2025 2Q Results	Surplus Amount	
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.**

	FY2025 Forecasts	Revised Forecast		OPM
Net sales	¥ 1.31 trillion	+¥10 billion	[101.1%YoY]	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-subsidiary 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

OPEN HOUSE GROUP

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)**

(¥ Million)

	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)	Surplus Amount	2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)
	Actual	% of net sales	Initial forecast		Actual	% of net sales	
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.**

(¥ Million)

	Net sales					Operating profit				
	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)	2Q FY2024 (2023/10-2024/3)		2Q FY2025 (2024/10-2025/3)		Inc. (Dec.)
	Result	Ratio	Result	Ratio		Result	% of Net sales	Result	% of Net sales	
Total	602,756	100.0%	**643,433**	100.0%	106.7%	55,723	9.2%	**73,776**	11.5%	132.4%
Single-family home related business	359,648	59.7%	**363,028**	56.4%	100.9%	31,342	8.7%	**40,960**	11.3%	130.7%
Condominium	5,545	0.9%	**6,061**	0.9%	109.3%	(1,917)	-	**(1,808)**	-	-
Property resale	88,299	14.6%	**95,985**	14.9%	108.7%	4,727	5.4%	**10,946**	11.4%	231.5%
Others (including U.S. real estate business)	56,987	9.5%	**73,392**	11.4%	128.8%	5,125	9.0%	**8,954**	12.2%	174.7%
Pressance Corporation	96,091	15.9%	**107,227**	16.7%	111.6%	16,610	17.3%	**14,179**	13.2%	85.4%
Adjustments	(3,814)	-	**(2,261)**	-	-	(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.

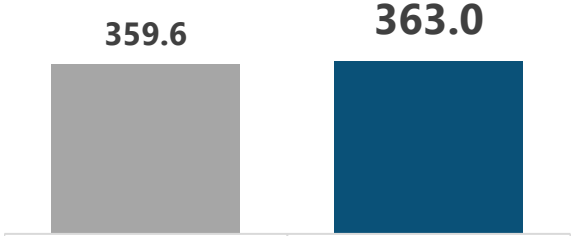
Single-family Home Related Business (Overall)

- **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.**

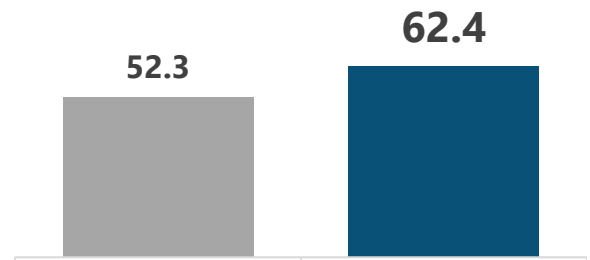
(¥ Million)

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
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**

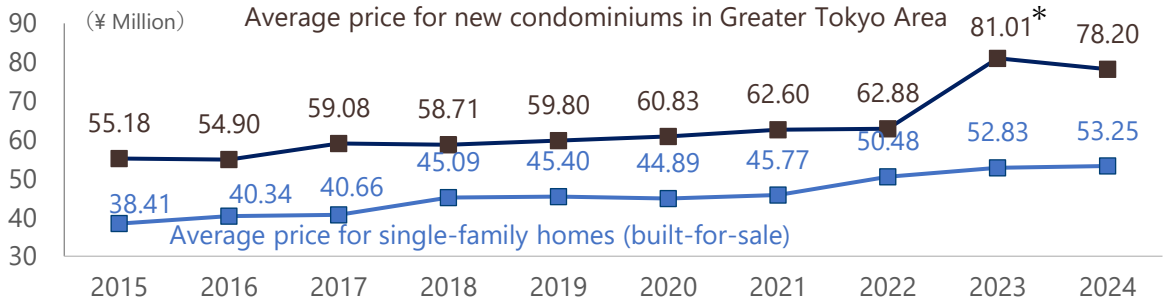
Net sales (¥ Billion)



Gross profit (¥ Billion)



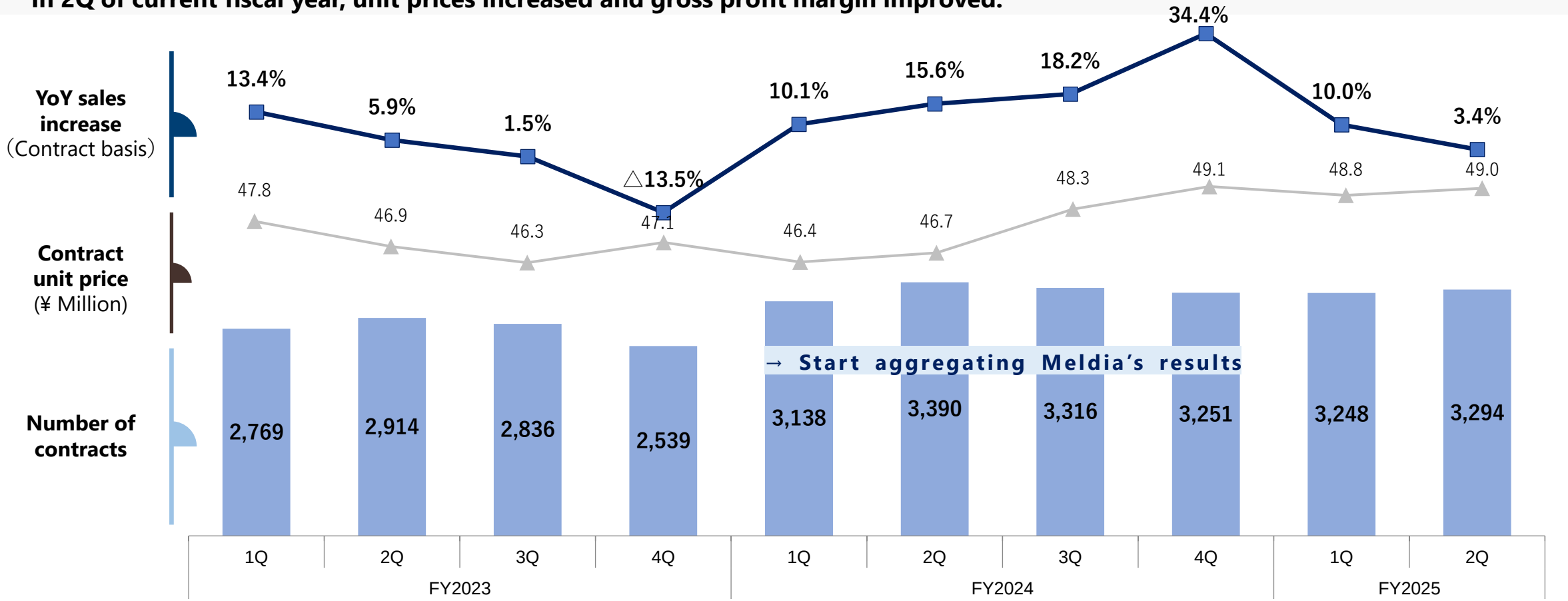
Trends in Average Price of New Condos in the Tokyo Metropolitan Area And Wooden Single-Family Homes



Source: Real Estate Economic Institute "Trends in the Greater Tokyo Condominium Market", *the average price in 2023 was affected by high-priced properties in Minato Ward.
Tokyo Kantei "Average Price of Newly Built (Small-Scale) Single-Family Homes", both on a calendar year basis.

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

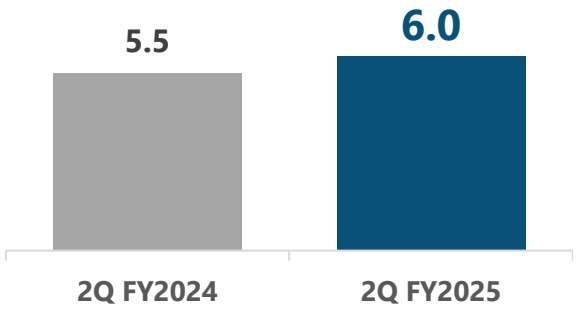
Condominium Business

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

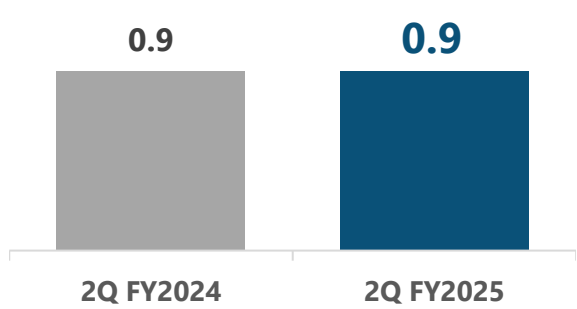
(¥ Million)

	2Q FY2024 (2023/10-2024/4)	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)

Net sales (¥ Billion)



Gross profit (¥ Billion)



Major Condominiums to be Delivered in FY2025

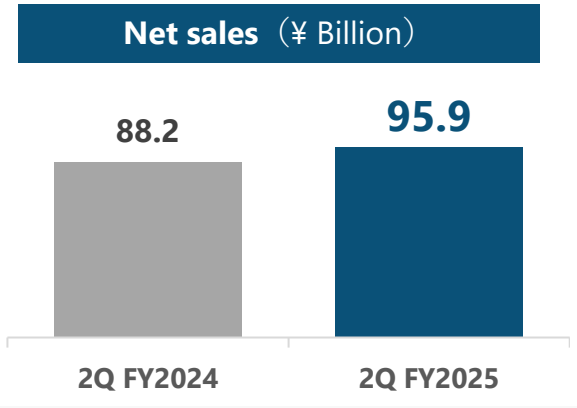
Name	Units	Average Price
Open Residencia Bunkyo Nishikata（Tokyo）	16	130 million yen
Open Residencia Kagurazaka Place（Tokyo）	64	80 〃
Open Residencia Mizuho Hills（Nagoya）	36	40 〃
Open Residencia Nishijin（Fukuoka）	33	30 〃

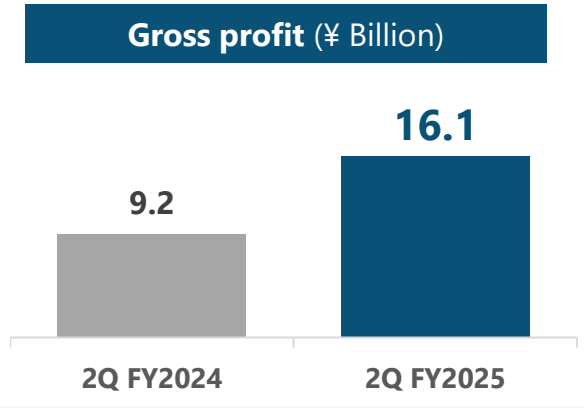
Property Resale Business

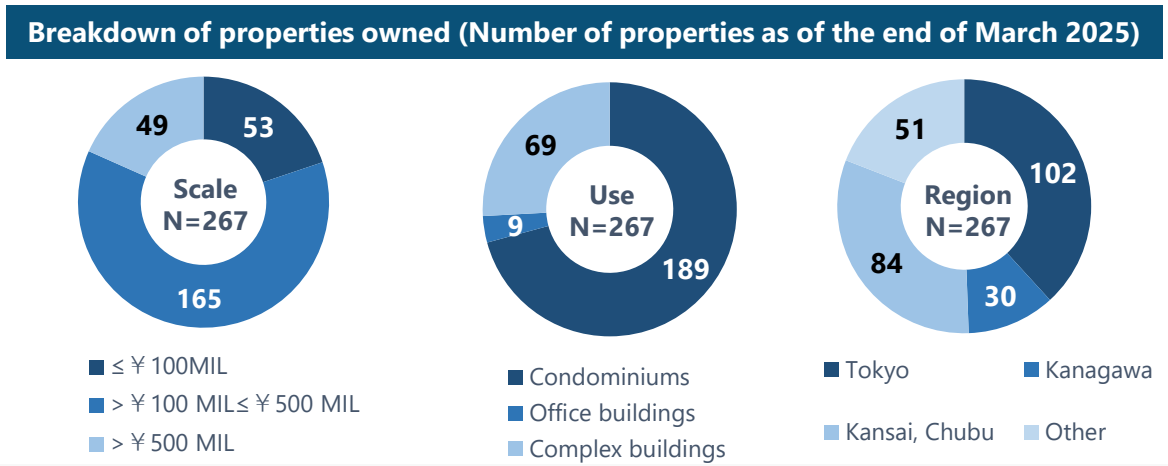
- **Gross profit margin improved due to high demand for investment properties.**
- **Domestic and international demand for investment properties under 1 billion yen remains strong.**

(¥ Million)

	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







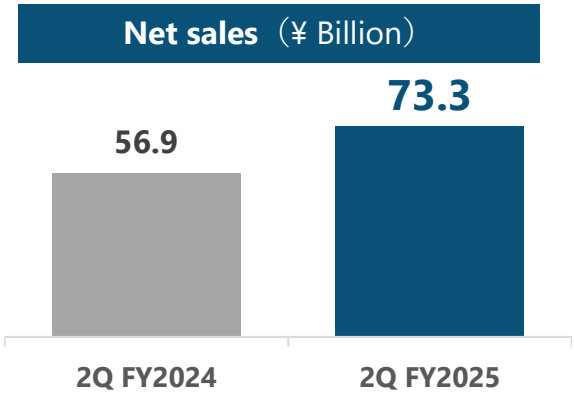
Other (U.S. Real Estate Business etc.)

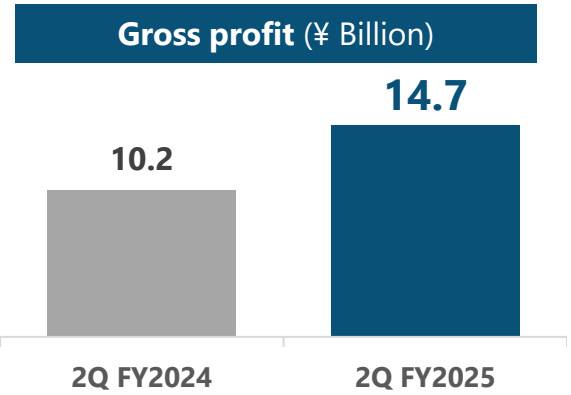
- **Strong housing demand in the US and expectations of economic growth are driving high demand for diversified investment in dollar-denominated assets.**
- **Active wealthy individuals with high investment appetite are the core customers.**

(¥ Million)

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
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.

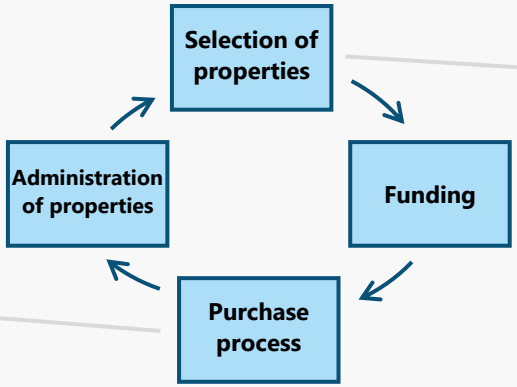




Business model-One-Stop Service

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

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



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

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

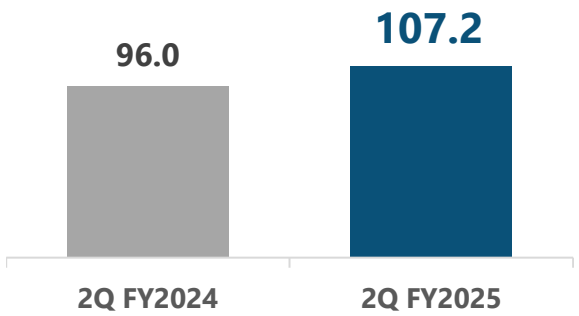
Pressance Corporation

- **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.**

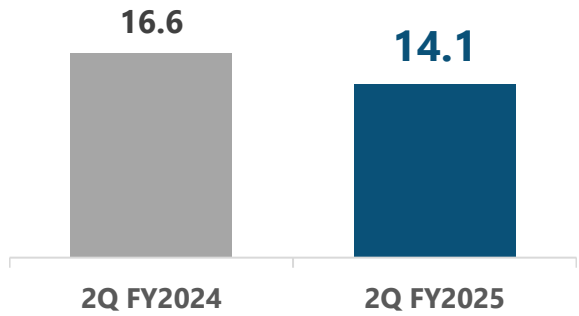
(¥ Million)

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Inc. (Dec.)
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

Net sales (¥ Billion)



Operating profit (¥ Billion)



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) Result	2Q FY2024 (2023/10-2024/3) % of net sales	2Q FY2025 (2024/10-2025/3) Actual	2Q FY2025 (2024/10-2025/3) % of net sales	Inc. (Dec.)
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 (2023/10-2024/12) Result	2Q FY2024 (2023/10-2024/12) % of net sales	2Q FY2025 (2024/10-2025/3) Actual	2Q FY2025 (2024/10-2025/3) % of net sales	Inc. (Dec.)
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.)
Current assets	1,198,602	**1,275,337**	76,735
Cash and deposits	409,957	**427,146**	17,188
Inventories	684,179	**723,310**	39,130
Others	104,466	**124,881**	20,415
Non-current assets	83,488	**91,972**	8,484
Property, plant and equipment	31,221	**31,226**	4
Intangible assets	2,493	**2,591**	97
Investments and other assets	49,773	**58,155**	8,381
Total asset	1,282,090	**1,367,310**	85,219

	FY 2024	2Q FY2025	Inc. (Dec.)
Liabilities	746,171	**846,174**	100,002
Current liabilities	348,758	**373,312**	24,553
Non-current liabilities	397,412	**472,862**	75,449
Net assets	535,919	**521,135**	(14,783)
Shareholders' equity	453,243	**495,284**	42,041
Valuation and translation adjustments	11,477	**15,680**	4,203
Non-controlling interests	71,198	**10,170**	(61,028)
Total liabilities and net assets	1,282,090	**1,367,310**	85,219

Safety index

	2Q FY2024	2Q FY2025	Inc. (Dec.)
* **Interest coverage ratio**	21.2	**23.0**	1.8

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

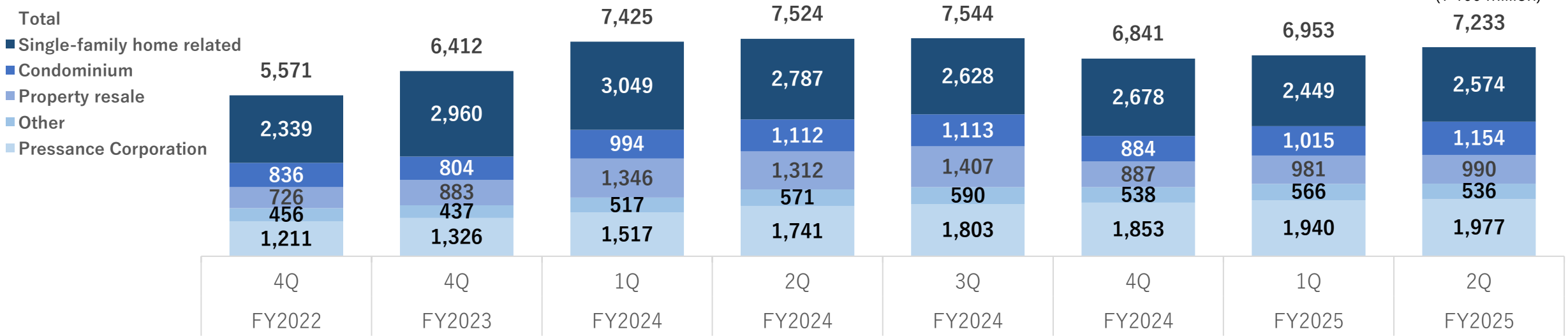
	FY2024	2Q FY2025	Inc. (Dec.)
Equity ratio	36.2%	**37.3%**	+1.1pt
Net D/E ratio	0.4	**0.6**	+0.1

Inventory Details

(¥ Million)

	FY2022	FY2023	FY2024	2Q FY2025	Ratio	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**

(¥ 100 million)



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

(¥ Million)

	2Q FY2024 (2023/10-2024/3)	2Q FY2025 (2024/10-2025/3)	Main Factors etc.
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

OPEN HOUSE GROUP

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

OPEN HOUSE GROUP

Consolidated Financial Results Trend

(¥ Million)

			FY2024 1Q	FY2024 2Q	FY2024 3Q	FY2024 4Q	FY2025 1Q	FY2025 2Q	FY2024 Actual	FY2025 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 delivered *1	Built-for-sale houses	1,642	1,483	1,399	984	**1,637**	**849**	5,508	**4,490**
		Lands	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 delivered	Built-for-sale houses	671	718	623	569	**796**	**617**	2,581	**2,390**
		Lands	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 delivered	to ouside customers	615	627	661	753	**524**	**604**	2,656	**2,460**
		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.

Consolidated Financial Results Trend

(¥ Million)

			FY2024 1Q	FY2024 2Q	FY2024 3Q	FY2024 4Q	FY2025 1Q	FY2025 2Q	FY2024 Actual	FY2025 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

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 1st	As of October 1st
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	

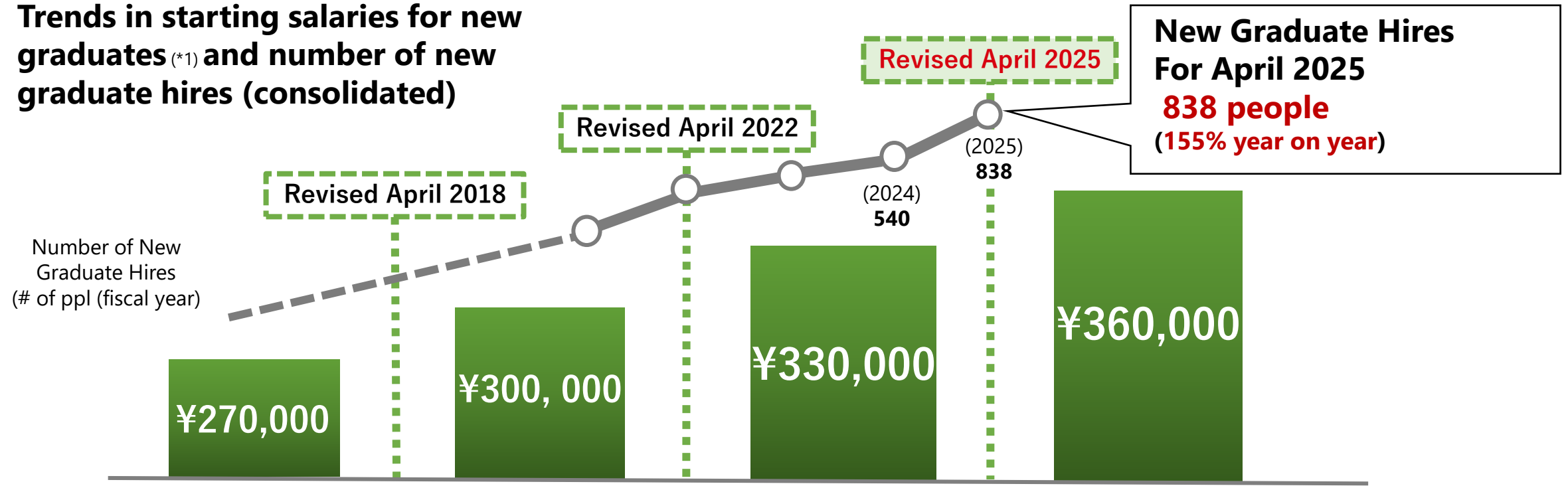
6. Sustainability

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 (*1) and number of new graduate hires (consolidated)



(*1) Target: General career track employees of the company and major subsidiaries

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

2025 健康経営優良法人
KENKO Investment for Health
大規模法人部門

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

Employee Benefits Promotion Organization

ハタラクエール2025
福利厚生推進法人

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).**

IT賞
Japan Institute of Information Technology
Information Technology Award



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.**



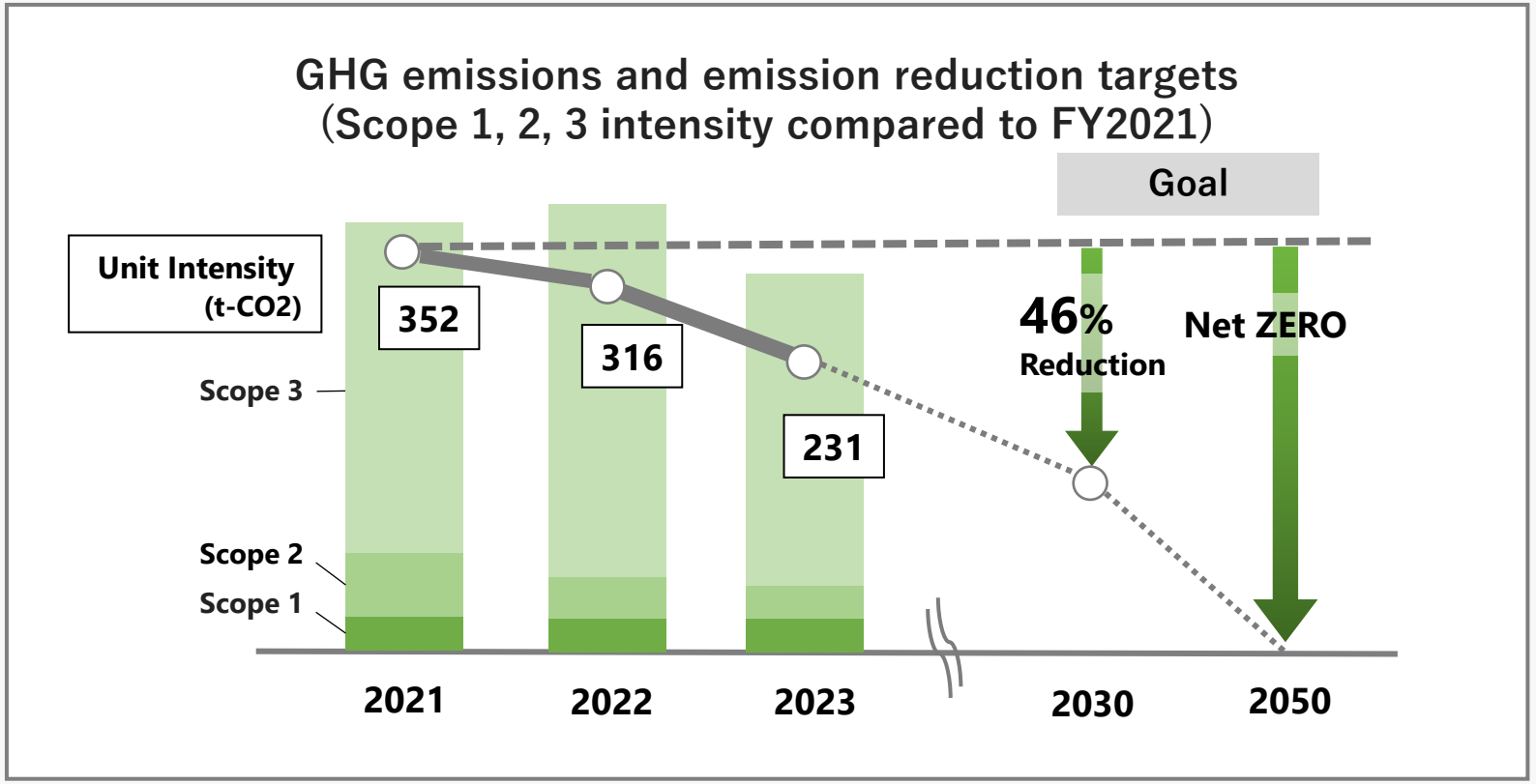
Ski event with your dog
“The DOG DAY in HO-DAIGI”



Trailer house with private sauna
(Accomodation 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.**

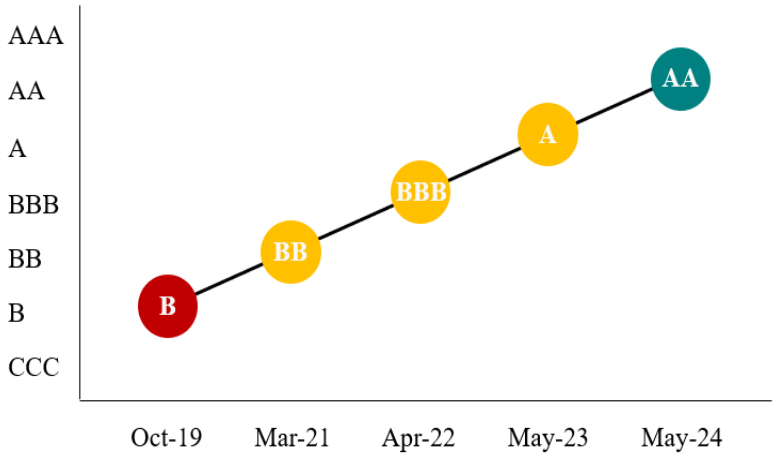


•Calculation scope: Open House Group Co., Ltd. and its consolidated subsidiaries (excluding overseas operations, etc.)
•Unit intensity is CO2 emissions per 100 million yen of sales

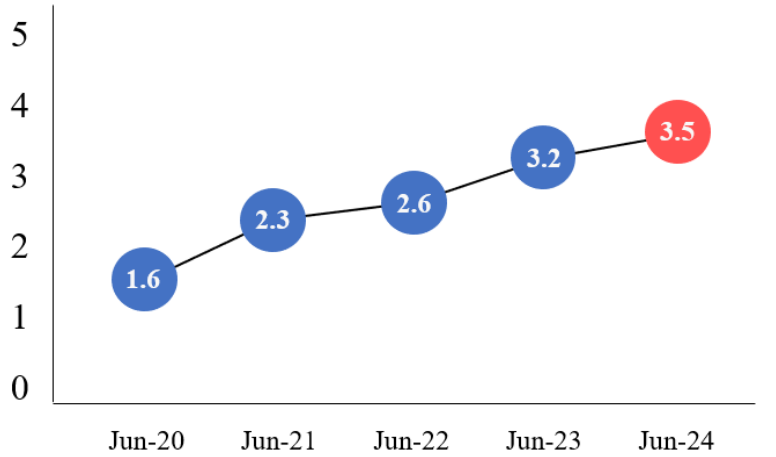
Third Party Evaluation

- **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)

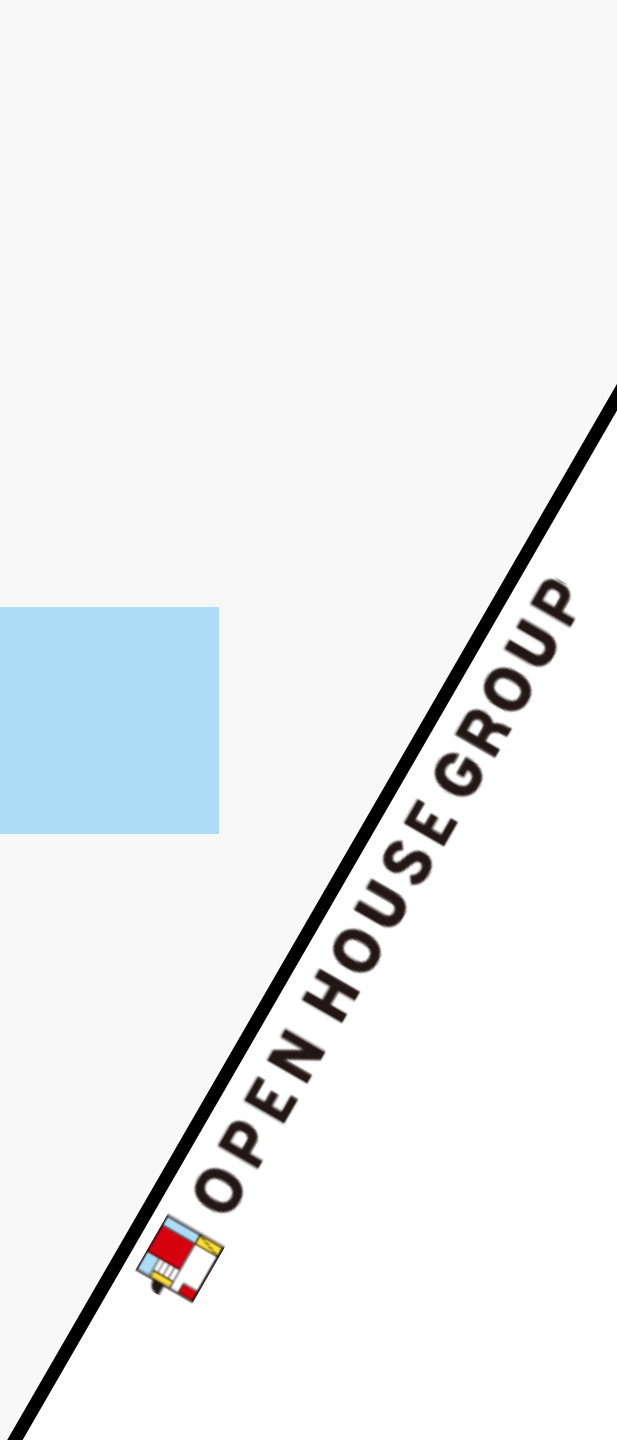
FTSE4Good

FTSE Blossom Japan Index

FTSE Blossom Japan Sector Relative Index

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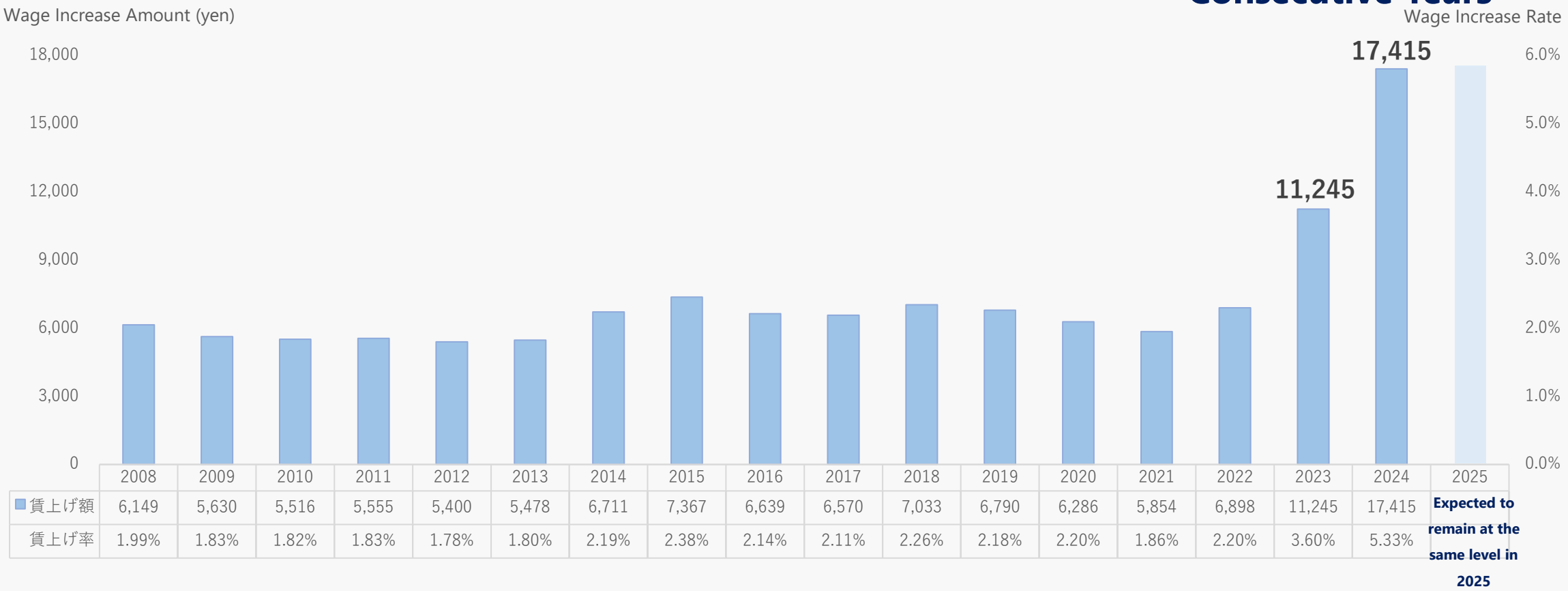
7. Supplementary Market Data



Significant Wage Increase

Trends in Wage Increase Amount and Rate

Substantial Wage Increases for 2 Consecutive Years

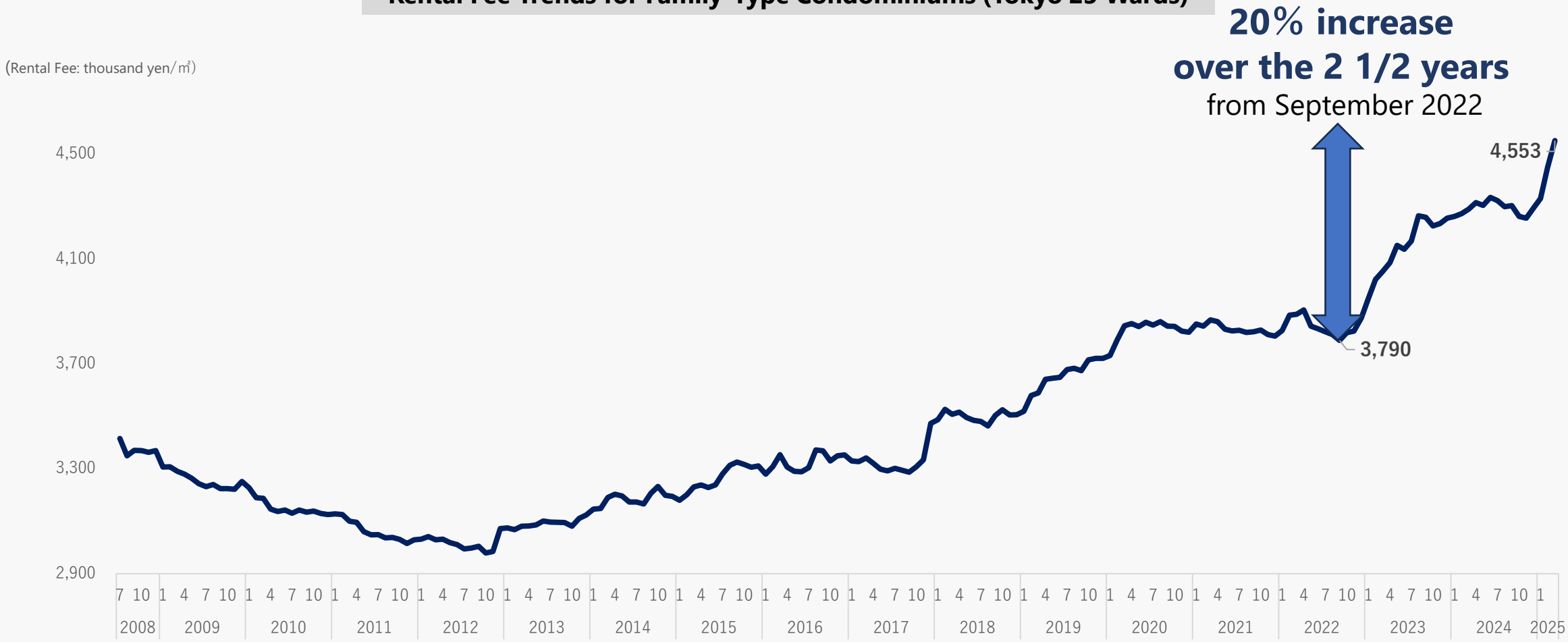


	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
賃上げ額	6,149	5,630	5,516	5,555	5,400	5,478	6,711	7,367	6,639	6,570	7,033	6,790	6,286	5,854	6,898	11,245	17,415	
賃上げ率	1.99%	1.83%	1.82%	1.83%	1.78%	1.80%	2.19%	2.38%	2.14%	2.11%	2.26%	2.18%	2.20%	1.86%	2.20%	3.60%	5.33%	

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

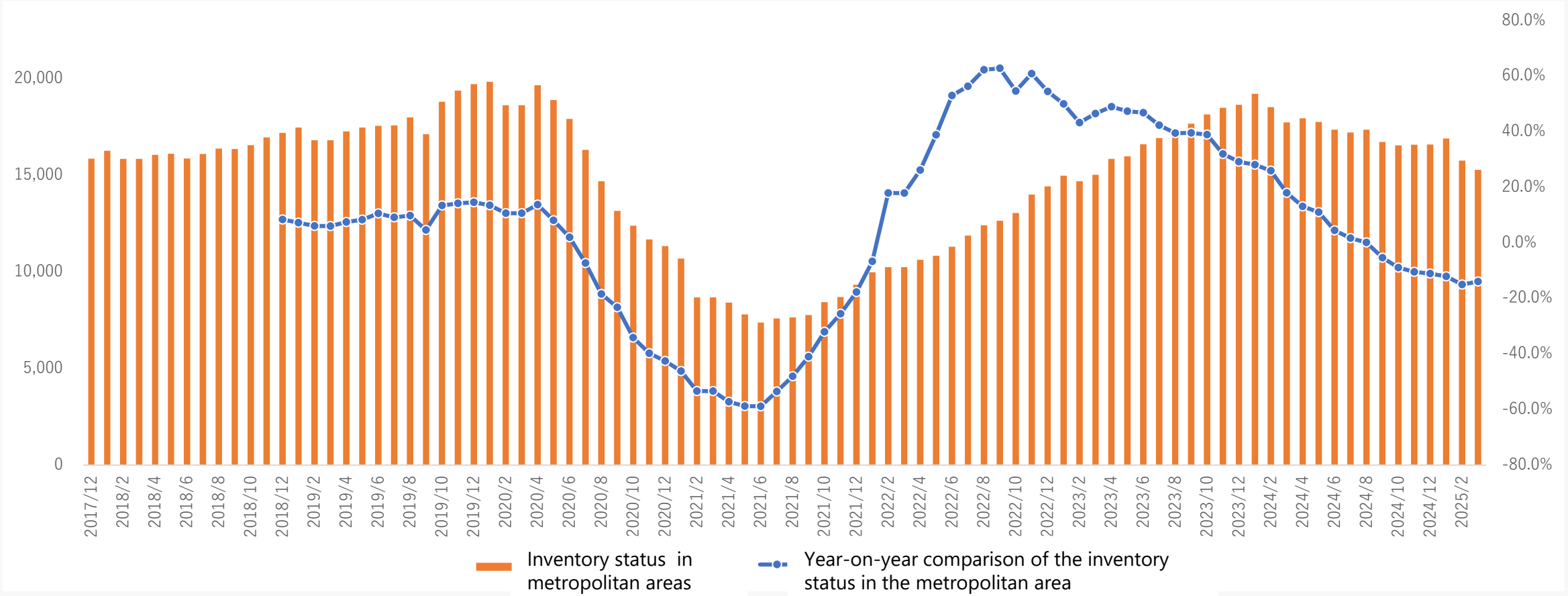
Rental Fee Trends for Family-Type Condominiums (Tokyo 23 Wards)



Source: Tokyo Kantei "Rental Fee Trends for Condominiums"
Target: Tokyo 23 Wards, family-type condominiums (excluding those under 30㎡)
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.

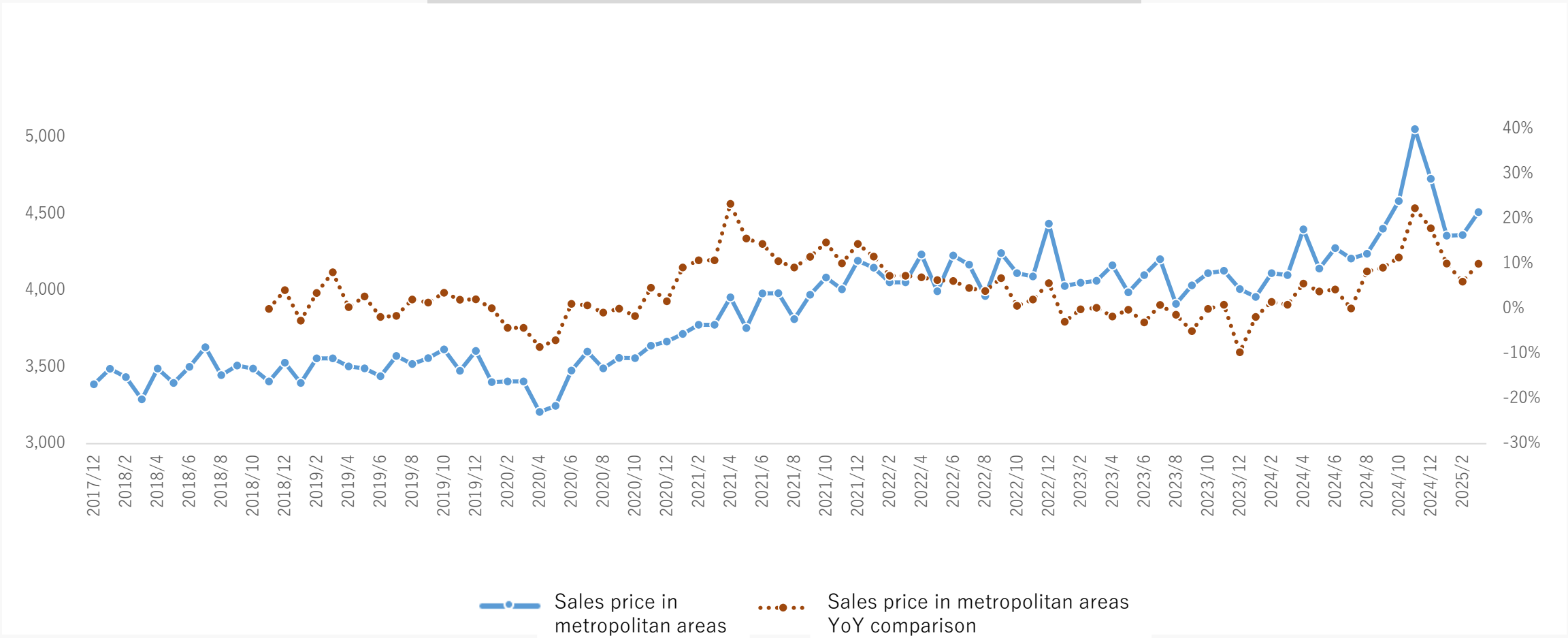
Inventory in Metropolitan Areas - YoY Comparison



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.

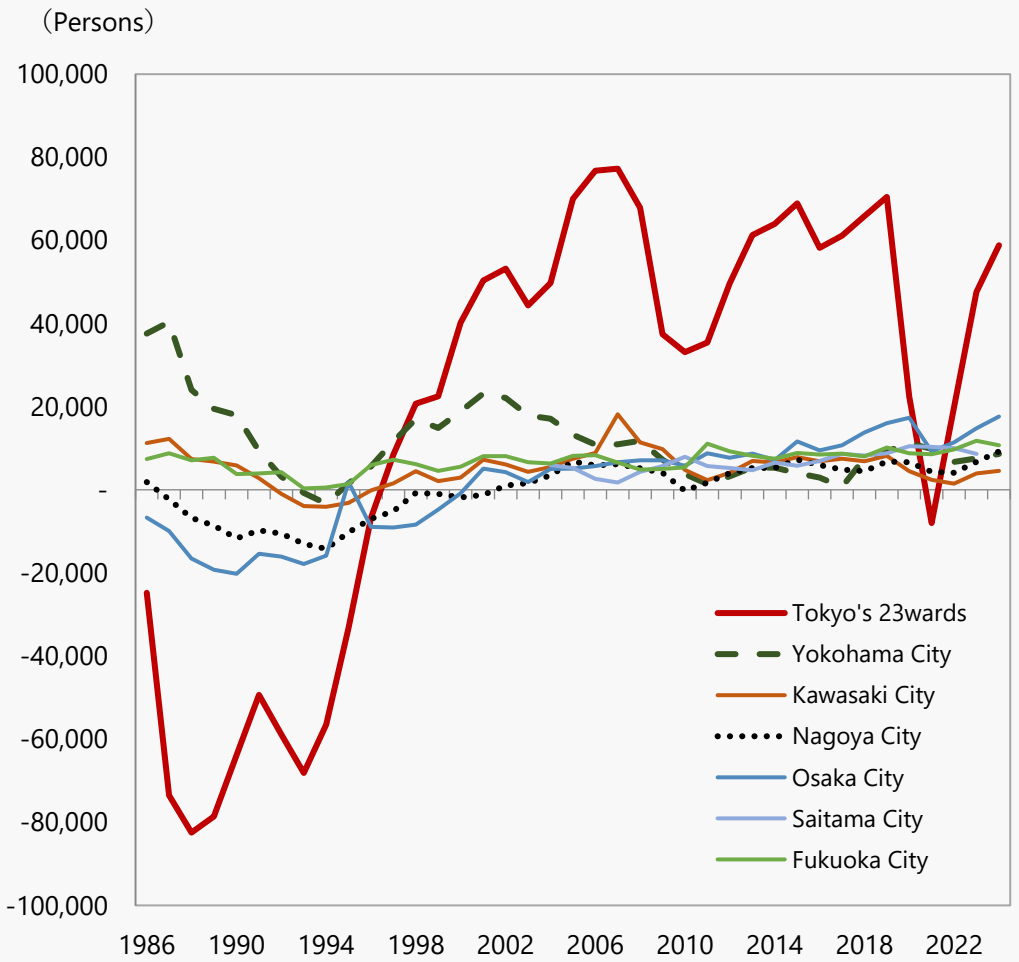
Sales Price in Metropolitan areas – YoY Comparison



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

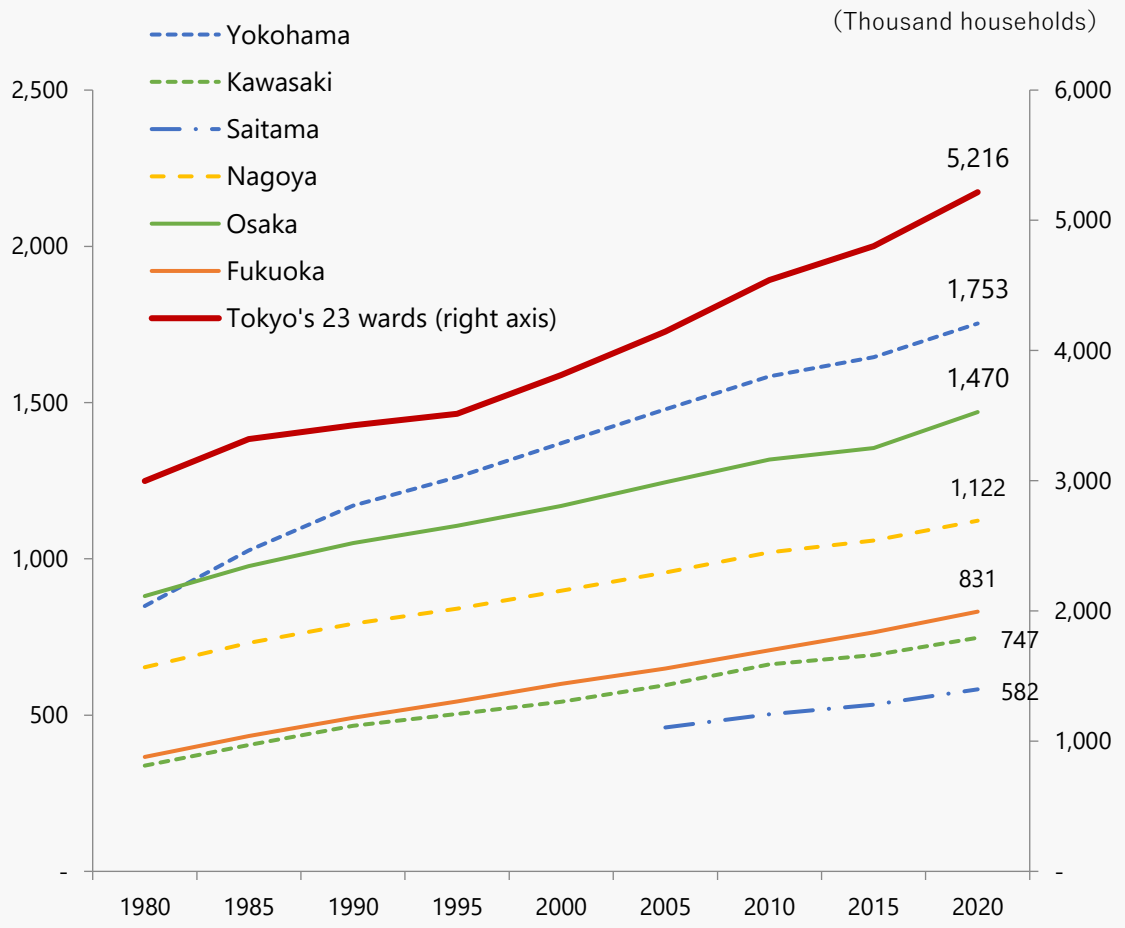
The population has been concentrating and the number of households has been increasing in urban areas.

Net migration into urban cities



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

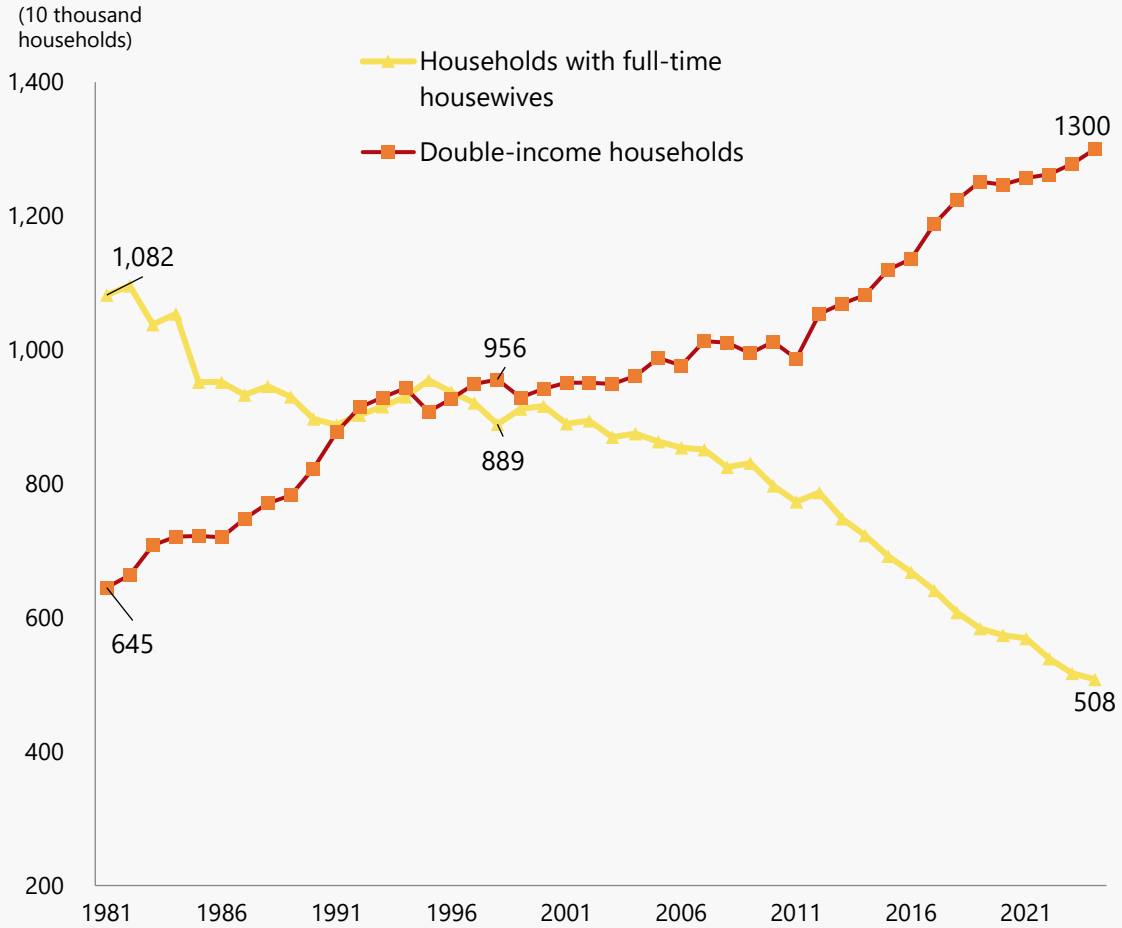
Number of households in major cities



Source: MIC, "Population Census of Japan"

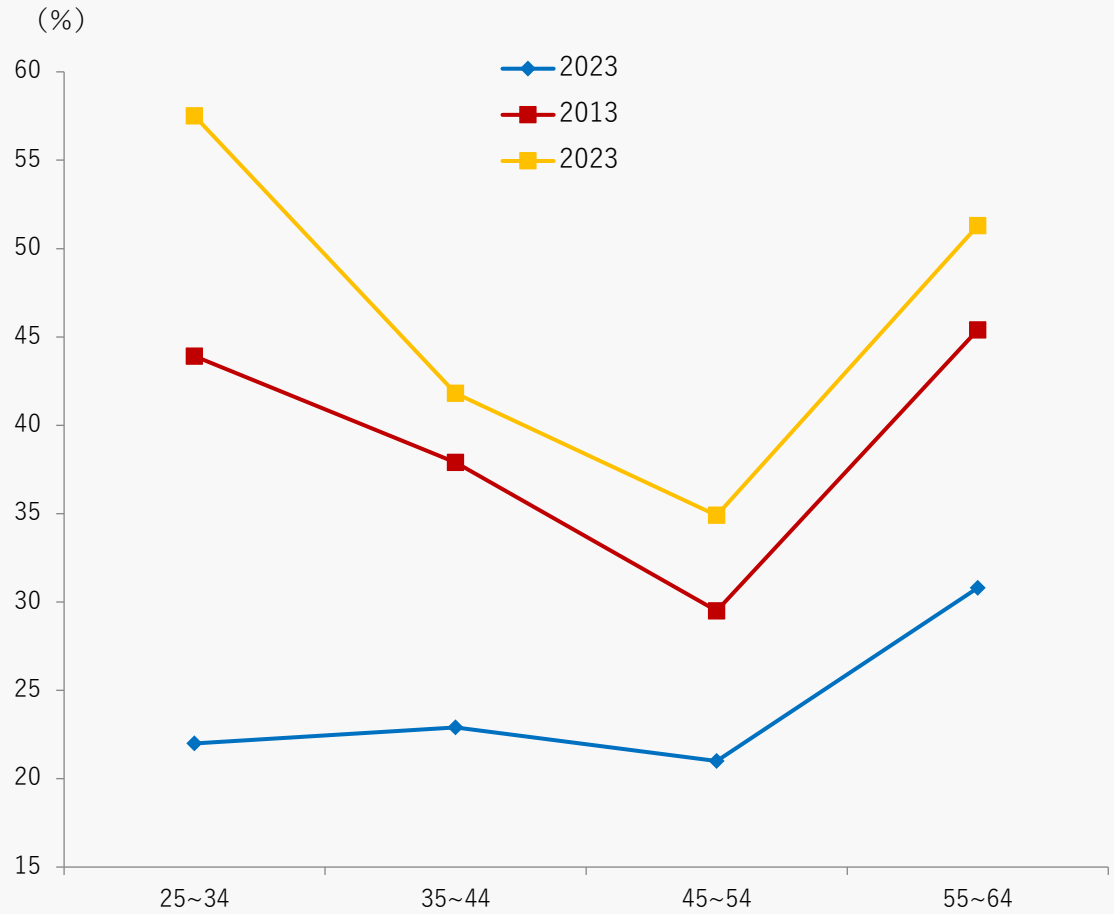
Double-income households and child-rearing households are turning their eyes to urban areas, where they can reduce commuting time.

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

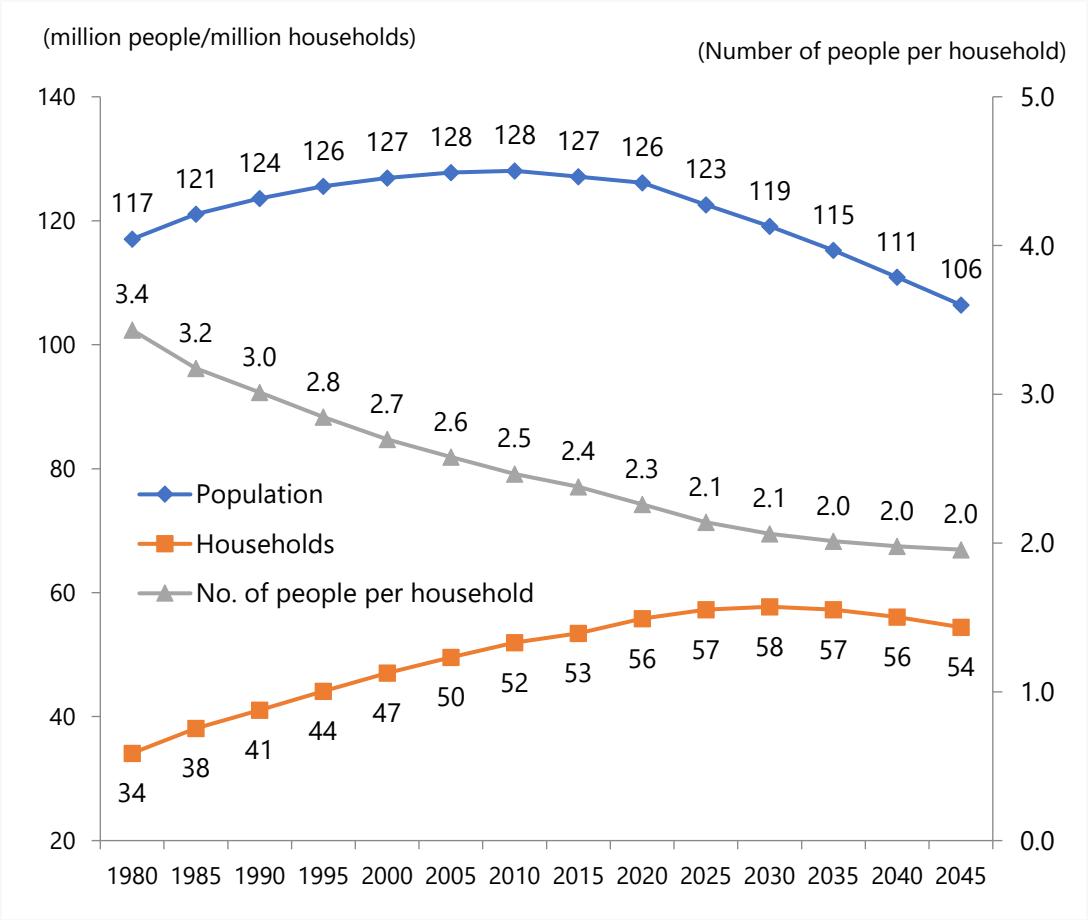
Trends in the Proportion of Full-Time Housewives (by Age Group)



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

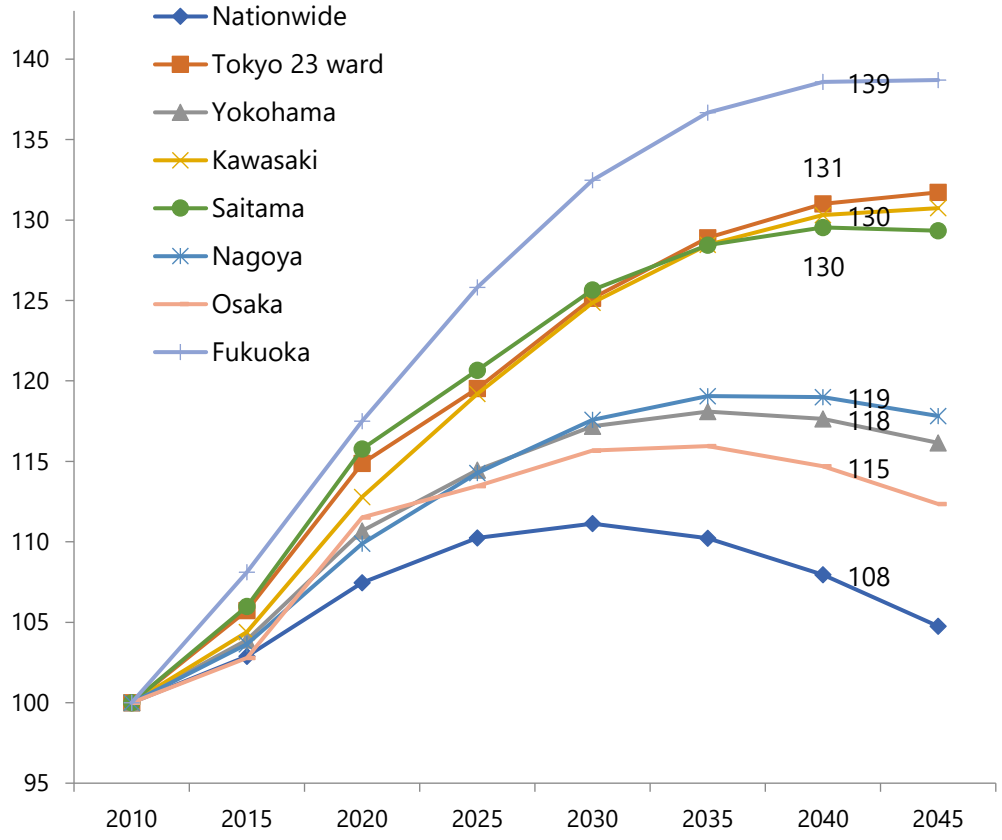
The number of households in urban areas is expected to continue increasing, despite a total population decline in Japan.

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.

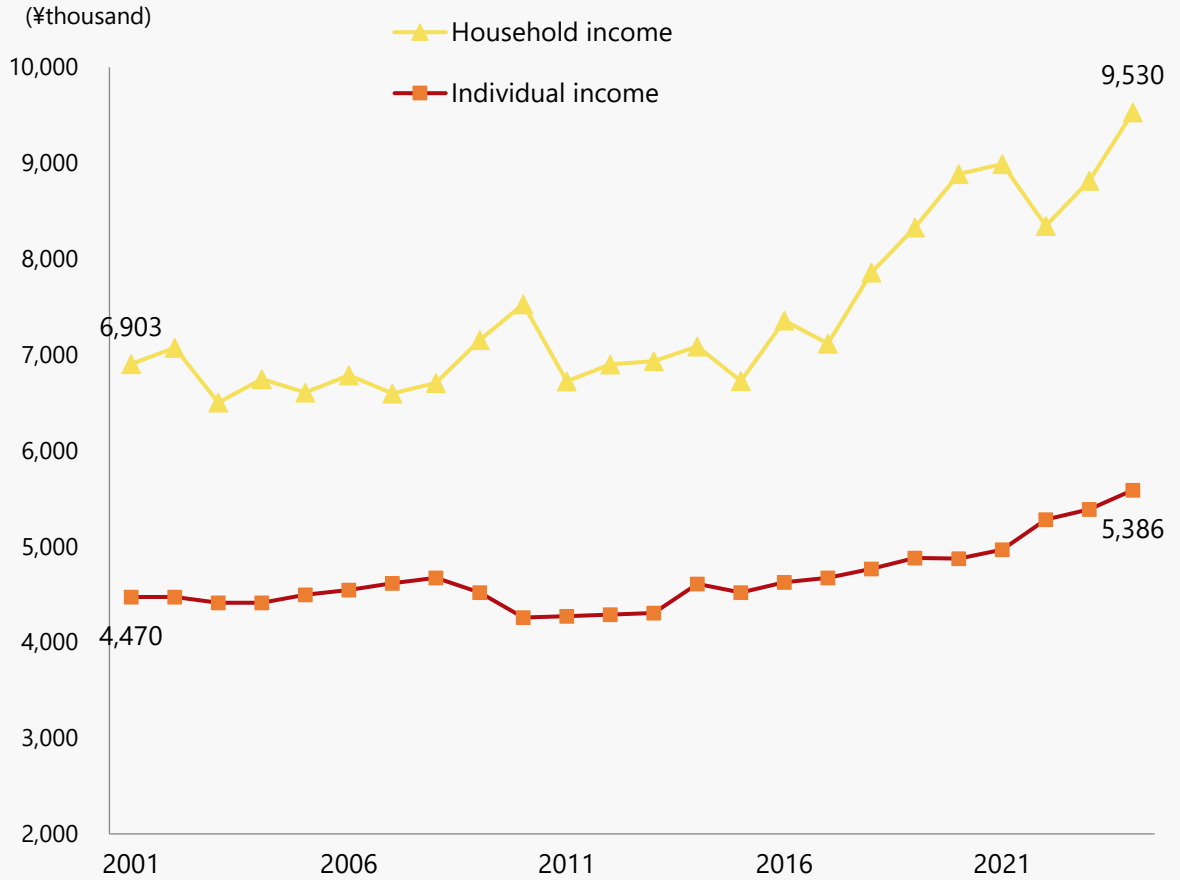
Future household estimates for urban areas (index)



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.

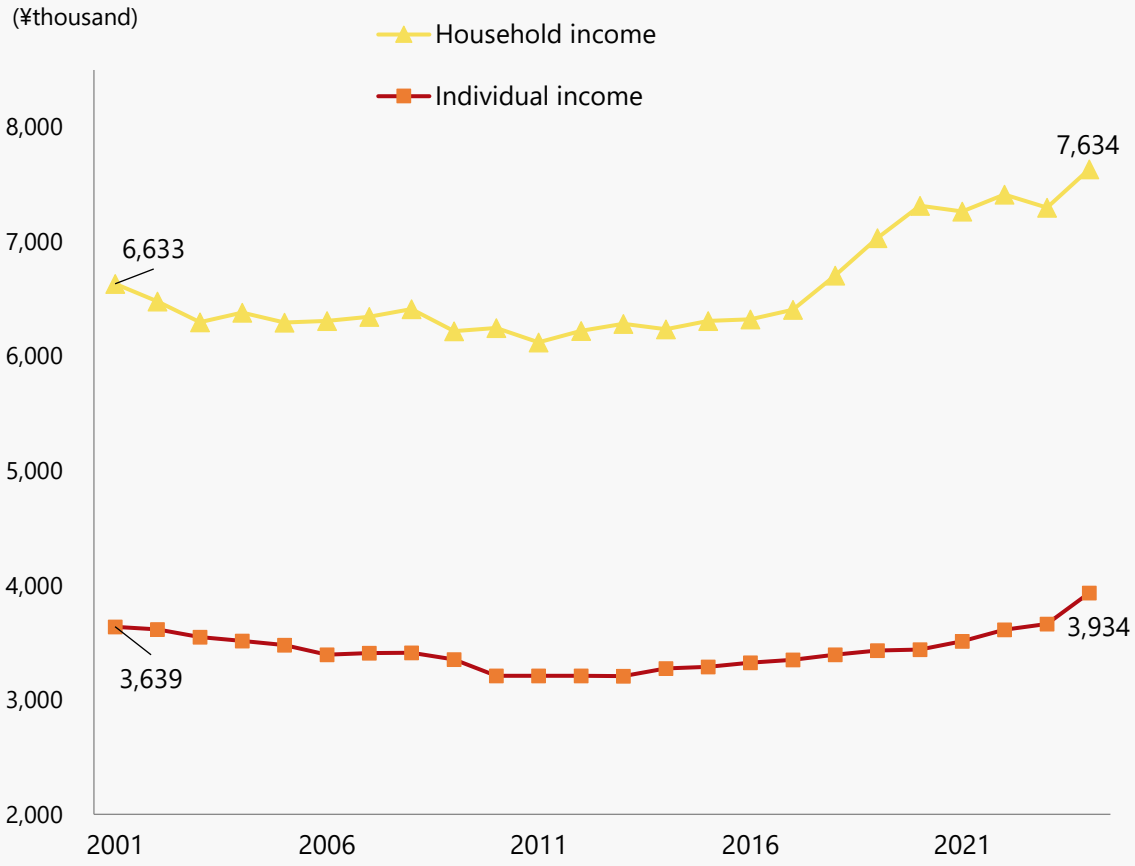
In urban areas, incomes are rising more rapidly, offering promising potential for purchasing power in the housing market.

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



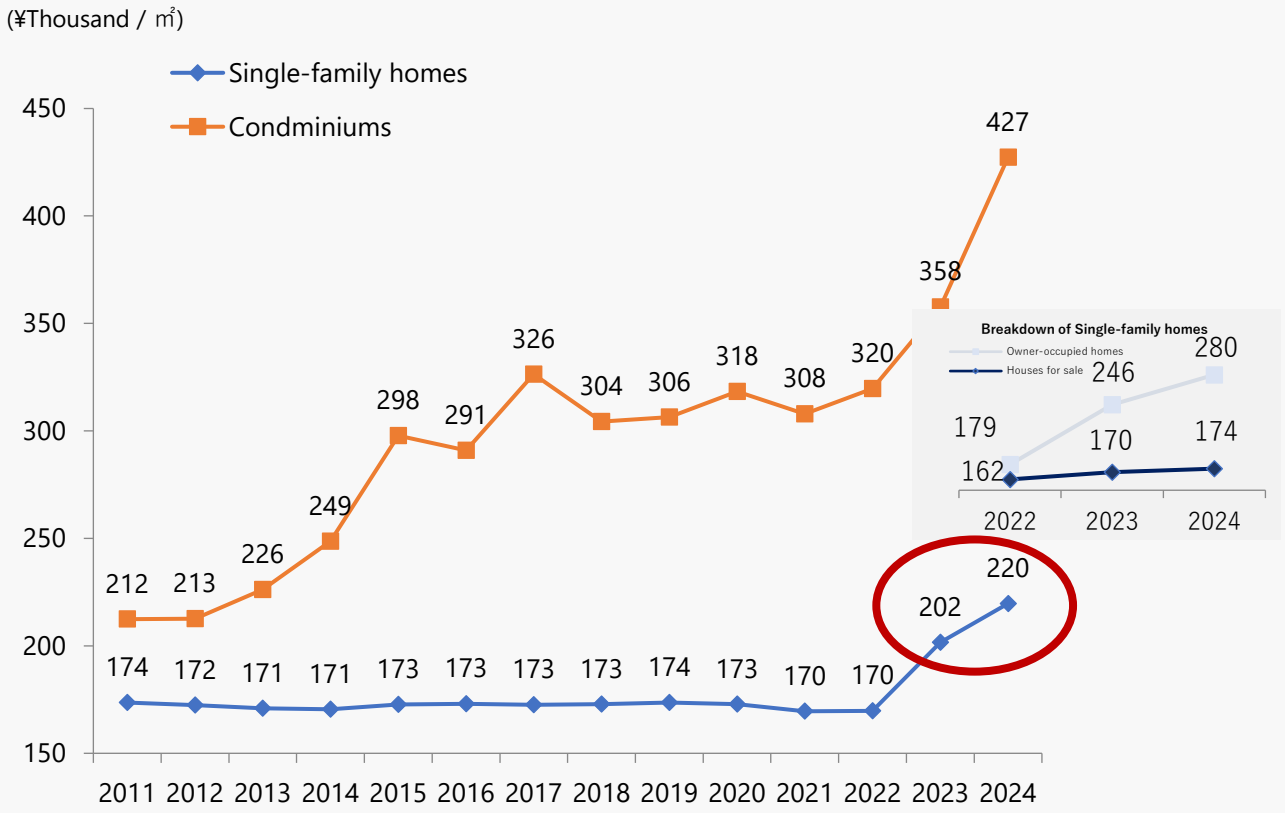
Source: Annualized based on the actual monthly income of households (working families) with two-or-more person household, obtained from the report "Family Income and Expenditure Survey," the Ministry of Internal Affairs and Communications
Calculated by diving taxable income by the number of taxpayers,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



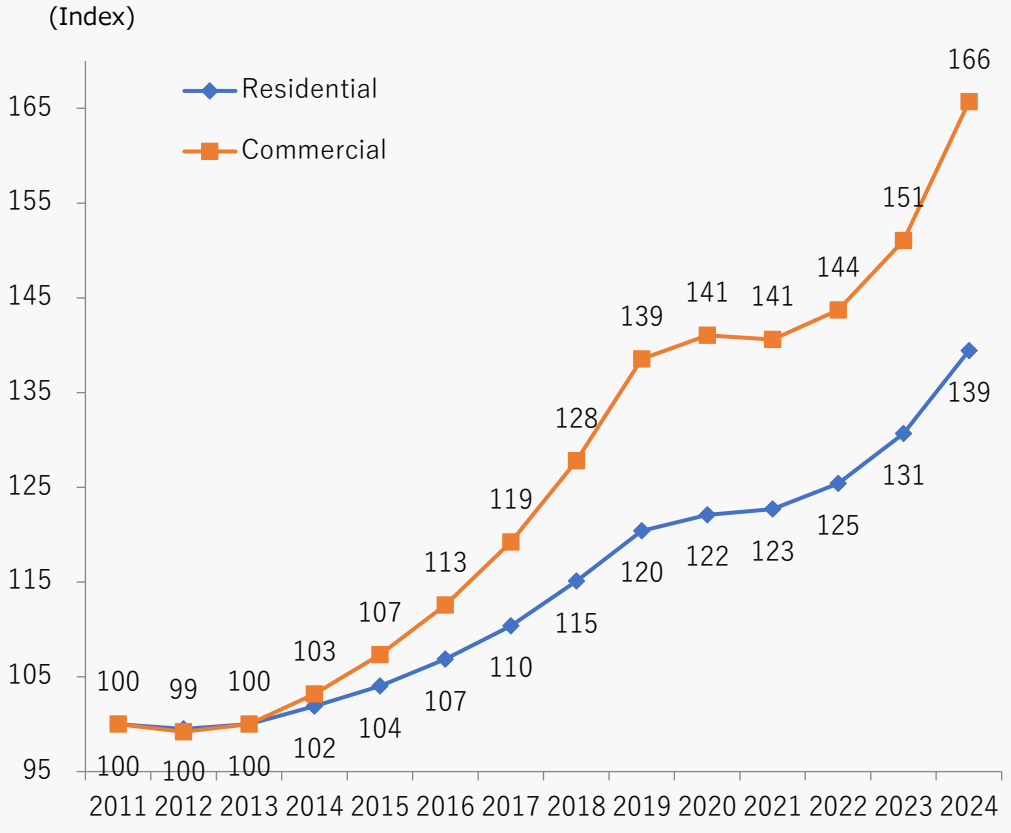
Price gaps between condominiums and single-family homes are due to the difference between construction costs and land cost.

Construction costs per ㎡ (in Tokyo)



Source: MLIT "Housing Starts"
The average construction cost per ㎡ 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.

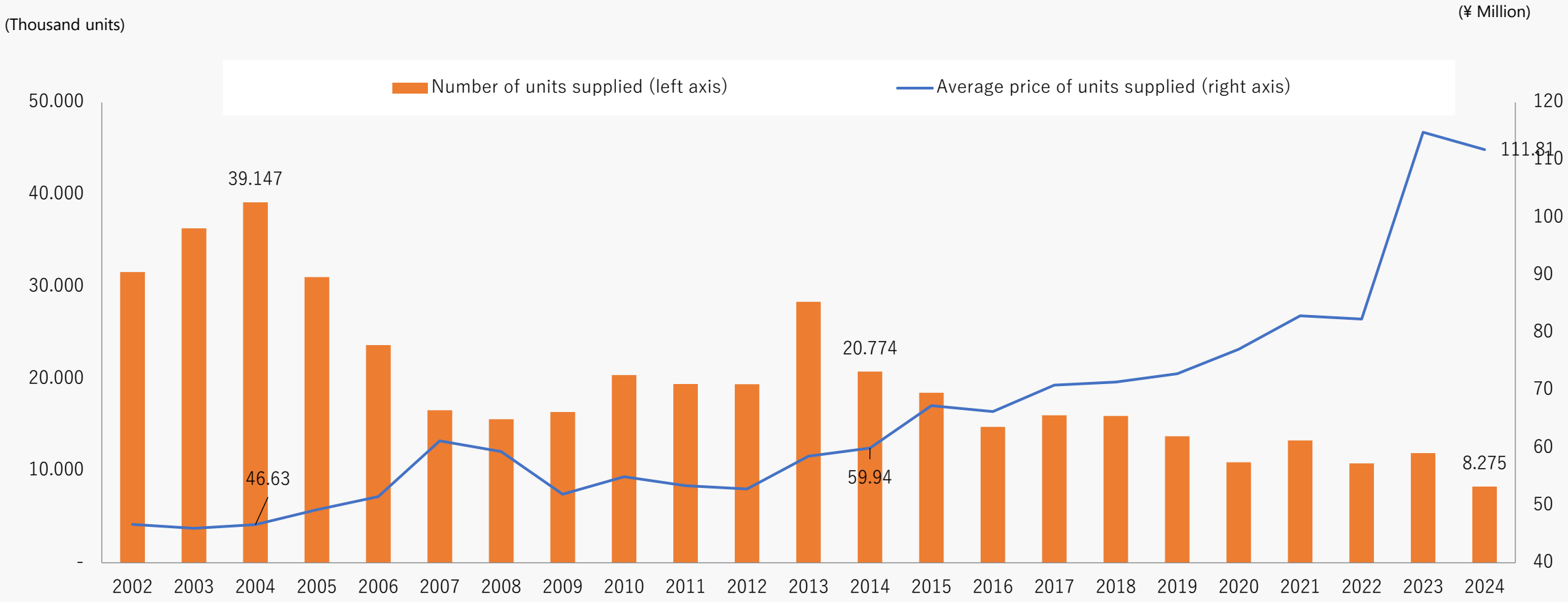
Land price by use (in Tokyo's 23 wards)



Source: MILT "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.

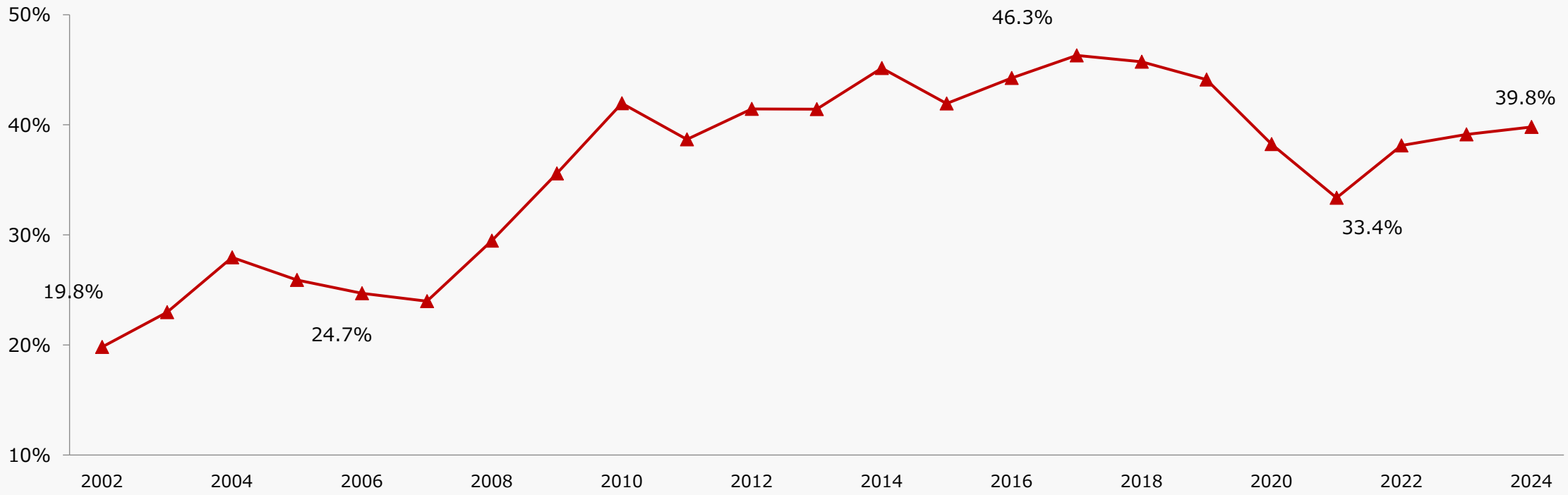
Number and average price of new condominiums supplied in Tokyo's 23 wards



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.

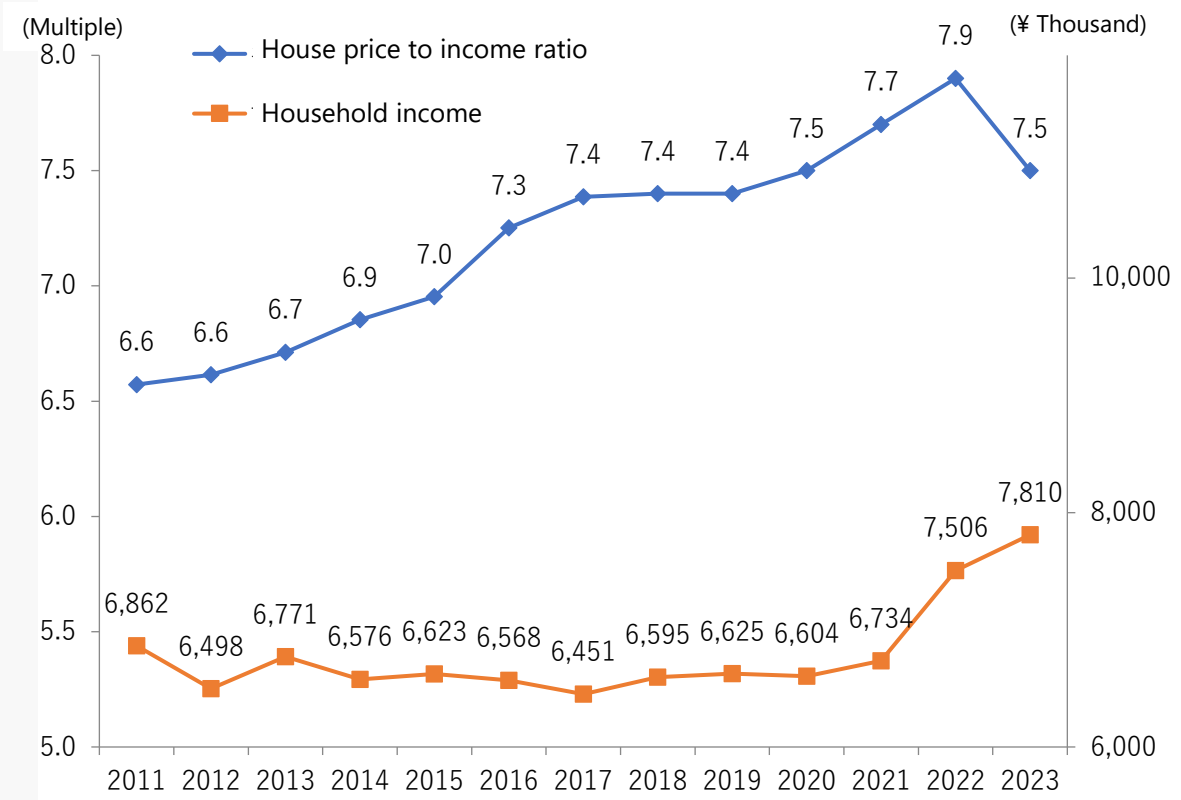
Trends in the market share of seven major real estate companies in new condominiums in the Tokyo metropolitan area



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

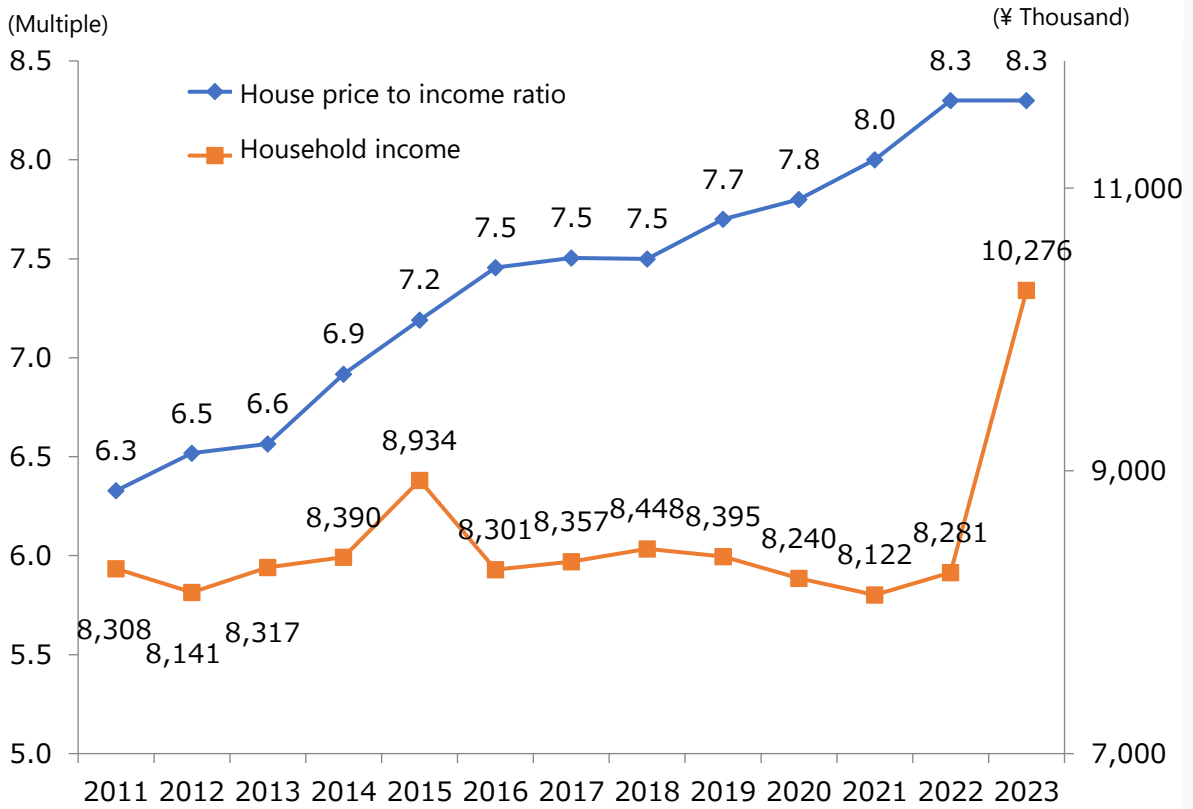
The income multiplier has increased, leading to significant disparities in household income.

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



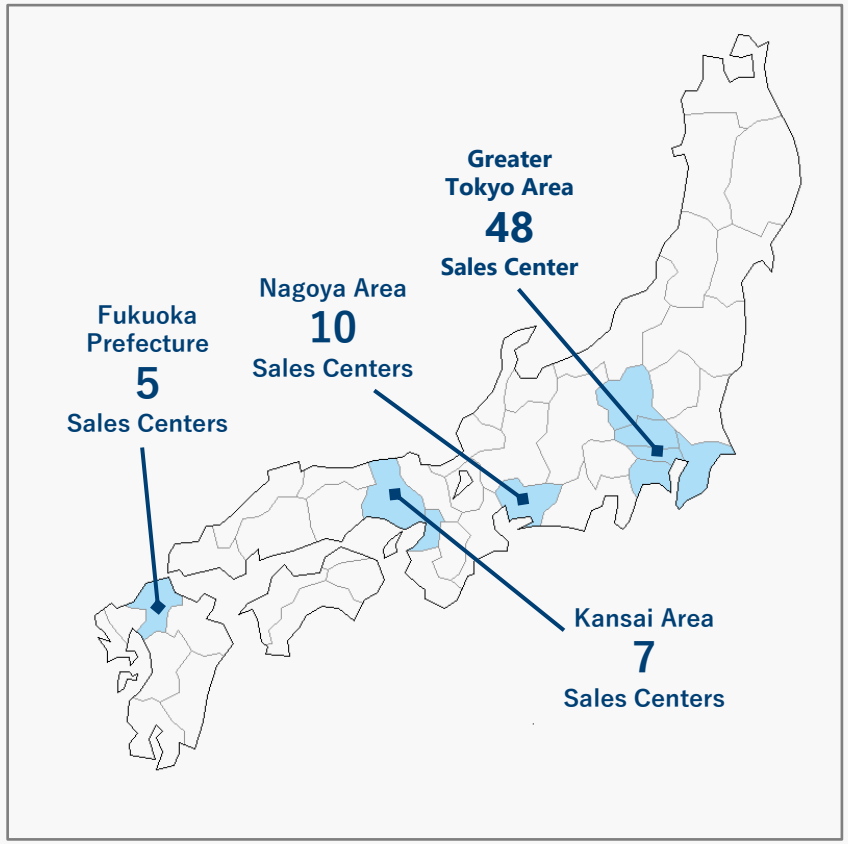
Source: "Customer Survey on Flat 35 Users" by Japan Housing Finance Agency
Compiled using data of housing loans approved from April through March of the following year
Single-family homes: New home purchase funds (detached house, etc.); Condominiums: New condominium purchase funds (apartment buildings)
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)

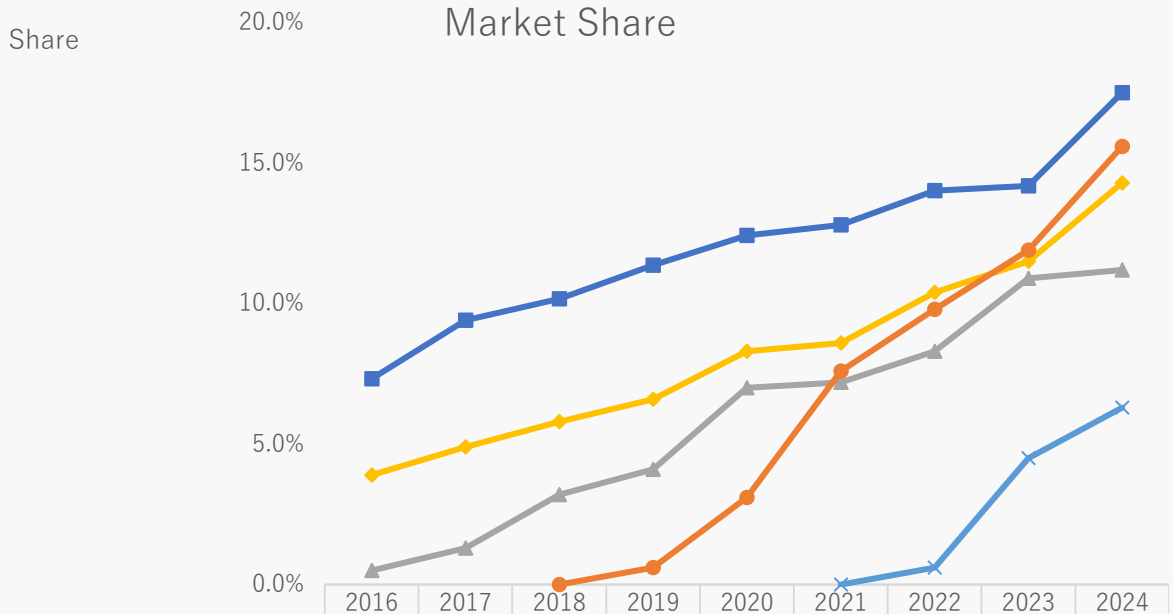


Our single-family homes are deploying a dominant strategy in urban areas, steadily increasing market share.

Number of Sales Centers by Areas



The Group's Market Share by Service Area

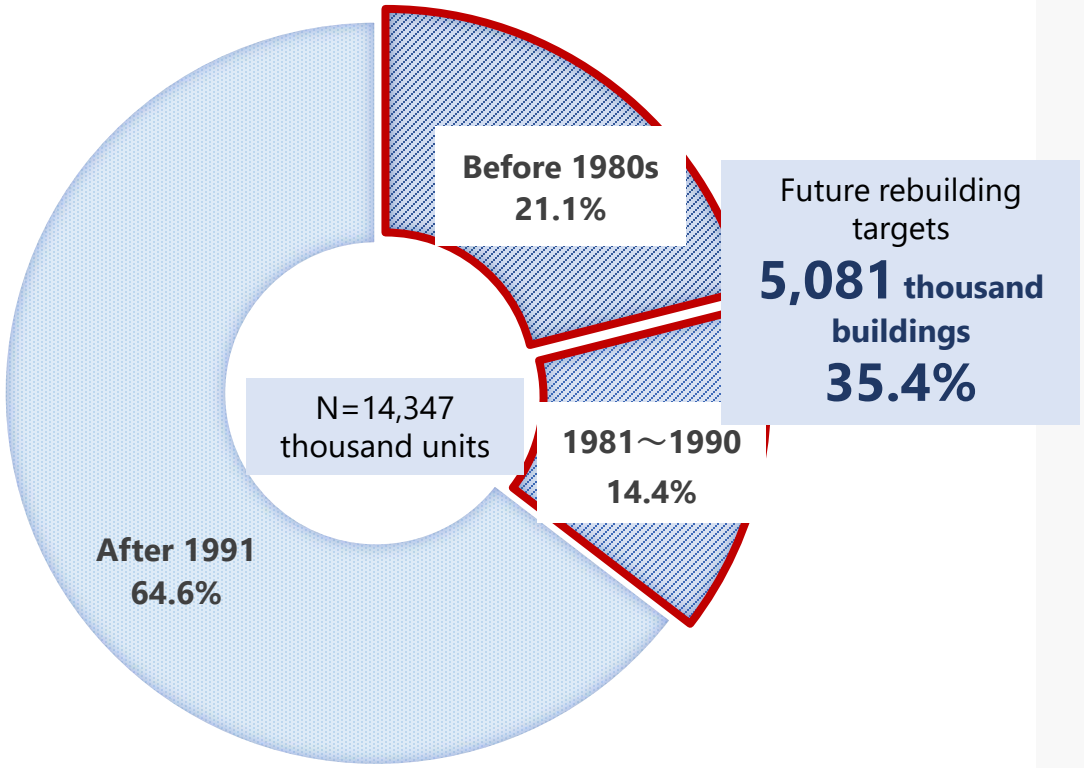


	2016	2017	2018	2019	2020	2021	2022	2023	2024
Tokyo 23 wards	7.3%	9.4%	10.2%	11.4%	12.4%	12.8%	14.0%	14.2%	17.5%
Tokyo metropolitan area	3.9%	4.9%	5.8%	6.6%	8.3%	8.6%	10.4%	11.5%	14.3%
Chubu	0.5%	1.3%	3.2%	4.1%	7.0%	7.2%	8.3%	10.9%	11.2%
kansai						0.0%	0.6%	4.5%	6.3%
Fukuoka			0.0%	0.6%	3.1%	7.6%	9.8%	11.9%	15.6%

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)

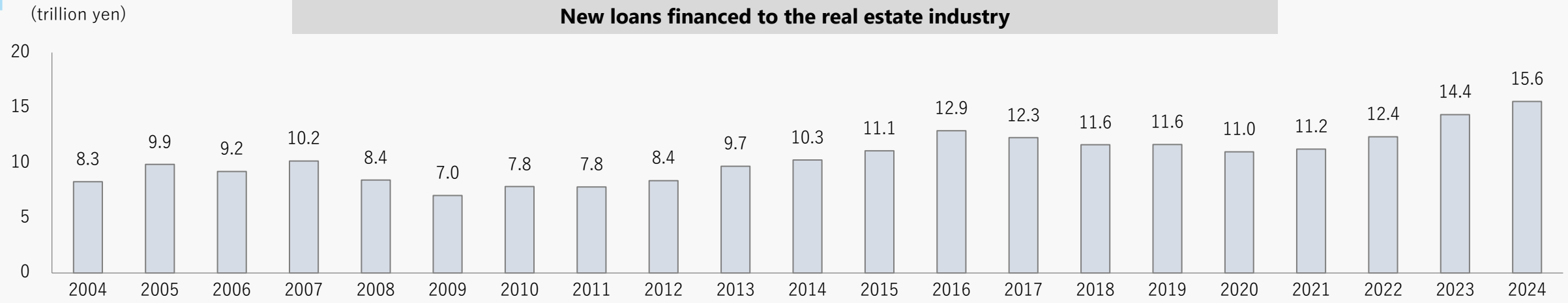
Housing situation in Japan

- 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.

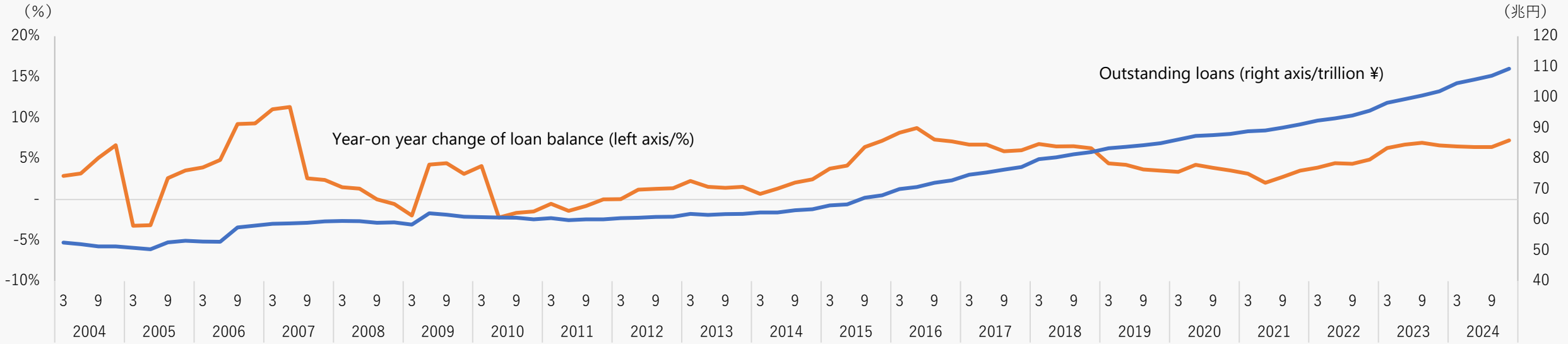
Sources:
*1 "Customer Survey Report on the Purchase of Detached Houses in the Fiscal Year 2017" by Japan Federation of Housing Organizations
*2 "Housing and Land Survey in 1988" by the Ministry of Internal Affairs and Communications

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

New loans financed to the real estate industry



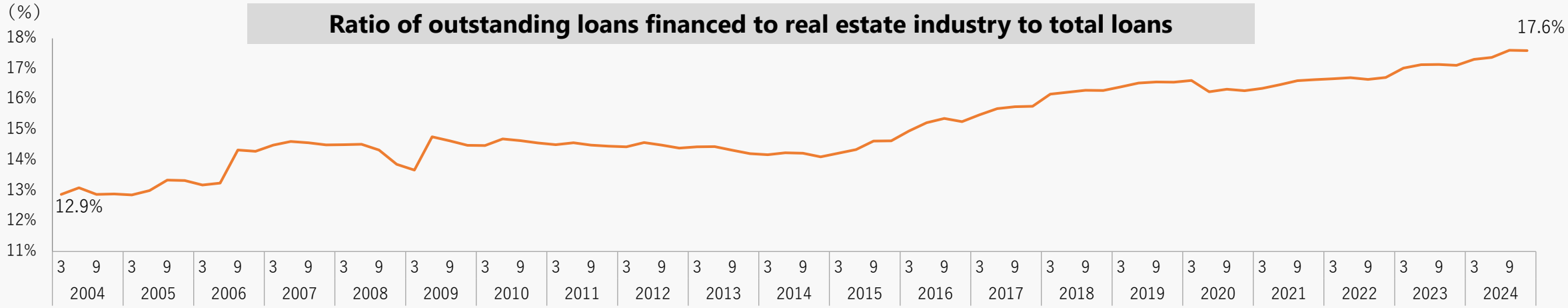
Outstanding loans financed to the real estate industry and year-on-year change thereof



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

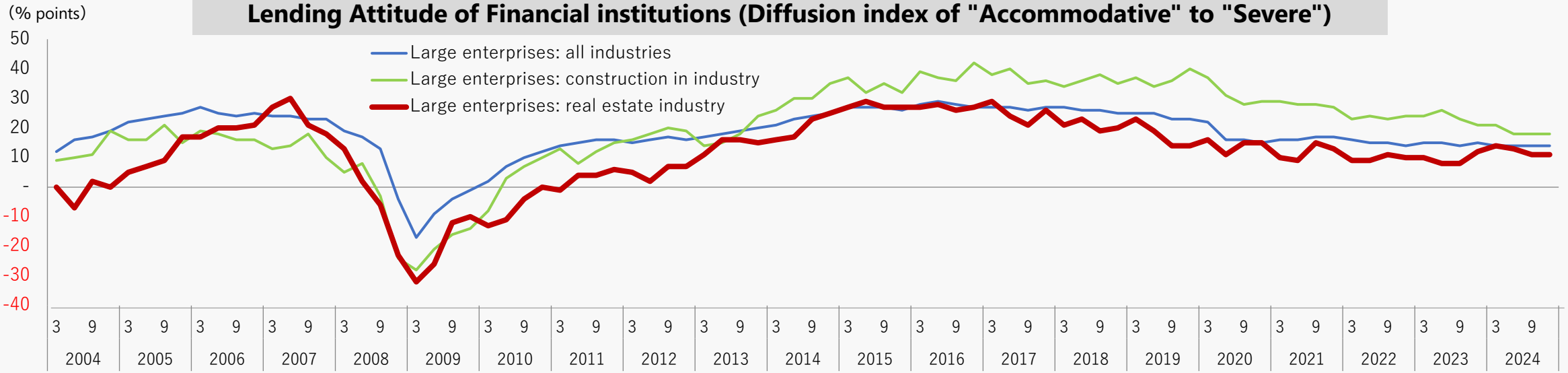
The ratio of outstanding loans financed to the real estate industry to total loans has increased.

Ratio of outstanding loans financed to real estate industry to total loans



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

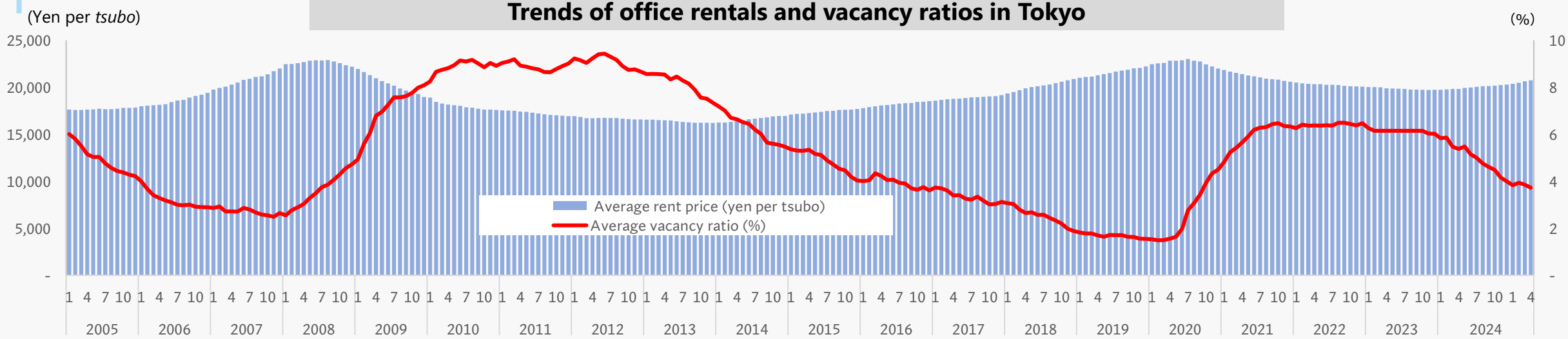
Lending Attitude of Financial institutions (Diffusion index of "Accommodative" to "Severe")



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

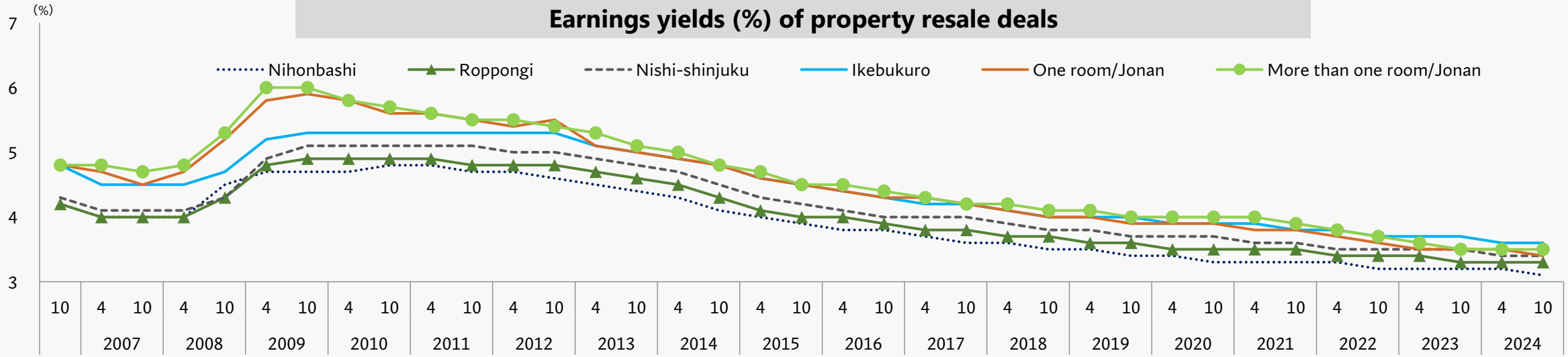
Demand for property resale real estate remains strong, driven by rising rental costs and decline in yields.

Trends of office rentals and vacancy ratios in Tokyo



Source: MIKI OFFICE REPORT TOKYO

Earnings yields (%) of property resale deals



Source: Japan Real Estate Institute, "The Japanese Real Estate Investor Survey"

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