November 26, 2026

# First Nine Months of Fiscal Year 2026
# Major Questions and Answers at Financial Results Briefings, etc.

**Presentation Materials, p.3: Progress towards Full-year Financial Forecast**

**Q: Net sales and profit have remained solid through the third quarter. Why has the Company left its full-year financial forecast unchanged, and what is the outlook for the fourth quarter?**

A: Results for the nine months ended September 30, 2026 remained solid in terms of both net sales and profit, mainly due to higher installation unit prices and an increase in the number of installations in the Single-family Homes Division.

On the other hand, the Company's financial plan is weighted toward the fourth quarter, and we believe it is necessary to continue carefully monitoring performance trends in each division. Accordingly, we have left our full-year financial forecast unchanged at this time. If we determine that a revision is necessary, we will promptly disclose it.

**Presentation Materials, p.8: Trends in Installation Capacity**

**Q: Will the Company be able to secure sufficient installation personnel to meet growing demand for installation work as large-scale projects increase and demand for higher insulation performance expands?**

A: The Company is expanding its installation structure by utilizing its in-house installation employees, including technical interns, as well as certified contractors nationwide.

Looking ahead to the full-scale commencement of installation work for large-scale projects and growing demand for highly insulated homes, we will continue to strengthen the recruitment and development of installation personnel while maintaining and improving installation quality.

**Presentation Materials, p.9: Sensitivity to Raw Material Prices**

**Q: Although raw material prices remained elevated in the third quarter, the Company's profit margin improved. What is the outlook for raw material prices, and what impact do you expect them to have on financial results?**

A: In the second quarter, the Company was able to mitigate the impact of higher raw material prices to a certain extent by utilizing stockpiled raw materials. In the third quarter, price revisions implemented for installation work from June onward became more fully reflected, largely absorbing the increase in raw material costs and contributing to an improvement in the Company's overall profit margin.

Raw material prices may continue to fluctuate depending on factors such as foreign exchange rates and overseas supply and demand conditions. The Company will continue to

work to ensure stable supply and control costs through procurement from multiple overseas suppliers and the utilization of stockpiled raw materials.

**Presentation Materials, p.12: Single-family Homes Division**

**Q: Installation unit prices and the gross profit margin increased significantly in the Single-family Homes Division in the third quarter. What were the main factors, and how sustainable is this improvement?**

A: The main factors were the increased impact of price revisions implemented for installation work from June onward, as well as higher installation unit prices resulting from increased adoption of Insulation Grade 6 specifications and wider use of airtightness measurement services.

We have not seen any significant adverse impact from the price revisions on the number of installations. By continuing to capture growing demand for highly insulated and airtight homes, we will work to maintain stable profitability.

**Presentation Materials, p.14: U-MAX Market Launch and Business Expansion**

**Q: What customer segments will the Company target to achieve its U-MAX sales plan, and how does it plan to expand sales?**

A: Initially, we will focus on sales to existing customers for highly insulated homes with Insulation Grade 6 or higher. Sales of floor insulation boards are scheduled to begin in December 2026, followed by wall insulation boards around spring 2027. We aim to capture demand for double insulation by combining U-MAX with our core AQUA FOAM product.

In addition, the manufacturing and sales of U-MAX will further strengthen the proposal capabilities of "Marutto AQUA FOAM," which provides all insulation materials required for an entire home as a one-stop solution, while expanding sales per home.

**Presentation Materials, p.15: Buildings Division**

**Q: Profitability in the Buildings Division declined again in the third quarter. What were the main reasons, and what is the outlook for improvement?**

A: The main factors behind the decline in profitability were a higher proportion of small- and medium-sized projects during a lull between large-scale projects, as well as intensified price competition with competitors. In addition, the Buildings Division has a relatively long lead time from order receipt to installation, meaning that it takes time for the price revisions implemented from June to be fully reflected.

Meanwhile, installation work for large-scale projects has gradually begun and is expected to move into full swing in 2027. We will work to improve profitability through an increase in large-scale projects, the increased impact of price revisions, and wider adoption of high-value-added products.

**Presentation Materials, p.19: Waterproofing Division**

**Q: The Waterproofing Division remained below plan in the third quarter. What were the reasons, and what is the outlook for recovery?**

A: Delays in preceding construction work resulting from the worsening situation in the Middle East in the second quarter, together with supply constraints on related materials such as adhesive primers, pushed back the timing of installation work and continued to affect third-quarter performance. In addition, weather-related installation delays resulted in performance falling below plan.

Meanwhile, supply conditions for related materials have recently returned to normal, and installation work at nationally important facilities has begun. Going forward, we will steadily carry out installation work for projects that were postponed and work to restore performance by leveraging this track record to secure new projects.

**Presentation Materials, pp.22-23: Raw Materials Sales / Other Product Sales**

**Q: Temporary special demand resulting from the situation in the Middle East appears to be subsiding. What is the outlook for sales of raw materials and auxiliary materials?**

A: The temporary surge in demand resulting from the situation in the Middle East that occurred in the second quarter has now largely subsided. Meanwhile, in raw material sales, not only the temporary increase in demand but also the development of new customers and expansion of sales channels that we have pursued to date have steadily contributed to higher sales, and performance remained solid for the nine months ended September 30, 2026.

With respect to auxiliary materials, temporary supply shortages of consumable products such as breathable waterproof sheets and masking materials in the second quarter led to increased inquiries to the Company, which has diverse procurement channels. Although these supply disruptions have recently eased, sales of auxiliary materials remain solid, supported by the increase in the number of installations in the Single-family Homes Division. Going forward, we will continue to expand our customer base, including through ongoing transactions with customers newly acquired during this period, and aim to achieve sustainable business growth.

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Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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