



**OPEN HOUSE
GROUP**

Consolidated Financial Highlights

for the First Quarter of FY2024

(2023/10-2023/12)

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

FY2024 1Q Financial Results Topics

Business Performance 1Q FY2024

◆ Sales and profits increased led by Pressance Corporation in the single-family homes related business

FY2024 1Q Results

| | | |
|--|------------------------|-------------|
| Net sales | ¥ 304.8 billion | [122.8%YoY] |
| Operating profit | ¥ 32.6 billion | [106.4%YoY] |
| Profit attributable to owners of parents | ¥ 32.9 billion | [168.0%YoY] |

Financial Forecasts for FY2024

◆ Planning net sales of ¥ 1.3 trillion, profit attributable to owners of parent ¥ 92.5 billion

FY2024 Forecasts

| | | |
|--|------------------------|-------------|
| Net sales | ¥ 1.3 trillion | [113.2%YoY] |
| Operating profit | ¥ 124.0 billion | [87.1%YoY] |
| Profit attributable to owners of parents | ¥ 92.5 billion | [100.5%YoY] |

Shareholder Returns

| | | |
|-----------------------|-----------------------|---|
| Share buybacks | ¥ 10.0 billion | 2.2 Million shares (Percentage of issued shares : 1.82%) |
| Actual share buybacks | ¥ 4.6 billion | 1.0 |

M&A

◆ Name to be changed from Sanei Architecture Planning to Meldia in March 2024.

◆ Steady progress in establishing a system to normalize management.

1. 1Q FY2024 Consolidated Financial Summary



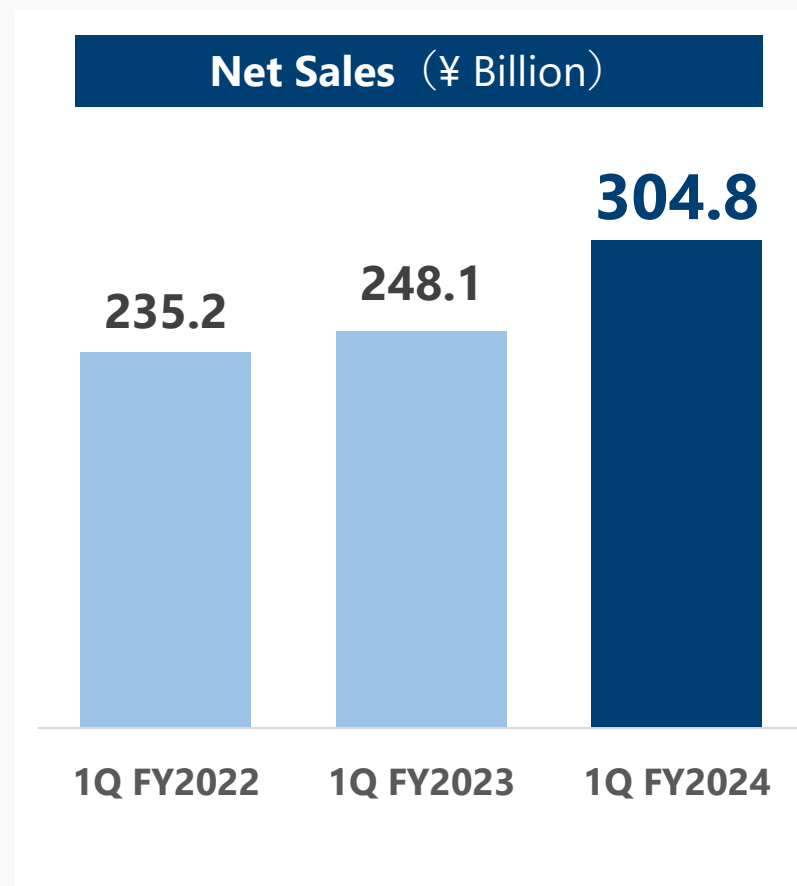
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Consolidated Statements of Income (Overview)

- Sales and profits increased in the 1Q as planned and operating profit margin maintained over 10%
- 12.7 billion yen of gain on negative goodwill was recorded as extraordinary profit due to M&A of Meldia

(¥ Million)

| | 1Q FY2023 (2022/10-2022/12) | | 1Q FY2024 (2023/10-2023/12) | | Inc. (Dec.) |
|--|--------------------------------|----------------|--------------------------------|----------------|----------------|
| | Result | % of net sales | Result | % of net sales | |
| Net sales | 248,198 | - | 304,846 | - | 122.8% |
| Operating profit | 30,668 | 12.4% | 32,643 | 10.7% | 106.4% |
| Ordinary profit | 29,514 | 11.9% | 32,262 | 10.6% | 109.3% |
| Net profit attributable to owners of parent | 19,643 | 7.9% | 32,994 | 10.8% | 168.0% |



Performance by Segment (Net Sales/Operating Profit)

- New Segment “Meldia” has been added due to the consolidation of the company
- Net sales and operating profits increased in existing businesses even without the inclusion of “Meldia”

| | Net sales | | | | |
|---|--------------------------------|--------|--------------------------------|--------|----------------|
| | 1Q FY2023 (2022/10-2022/12) | | 1Q FY2024 (2023/10-2023/12) | | Inc. (Dec.) |
| | Result | Ratio | Result | Ratio | |
| Total | 248,198 | 100.0% | 304,846 | 100.0% | 122.8% |
| Single-family home related business | 141,735 | 57.1% | 170,186 | 55.8% | 120.1% |
| Condominium | 3,347 | 1.3% | 3,730 | 1.2% | 111.4% |
| Property resale | 44,533 | 17.9% | 33,100 | 10.9% | 74.3% |
| Others (including U.S. real estate business) | 19,529 | 7.9% | 22,764 | 7.5% | 116.6% |
| Pressance Corporation | 39,199 | 15.8% | 40,999 | 13.4% | 104.6% |
| Meldia | - | - | 37,331 | 12.2% | - |
| Adjustments | (147) | - | (3,267) | - | - |

| | Operating profit | | | | |
|---|--------------------------------|----------------|--------------------------------|----------------|----------------|
| | 1Q FY2023 (2022/10-2022/12) | | 1Q FY2024 (2023/10-2023/12) | | Inc. (Dec.) |
| | Result | % of Net sales | Result | % of Net sales | |
| Total | 30,668 | 12.4% | 32,643 | 10.7% | 106.4% |
| Single-family home related business | 16,484 | 11.6% | 17,959 | 10.6% | 108.9% |
| Condominium | (432) | - | (731) | - | - |
| Property resale | 5,429 | 12.2% | 4,257 | 12.9% | 78.4% |
| Others (including U.S. real estate business) | 2,267 | 11.6% | 2,096 | 9.2% | 92.4% |
| Pressance Corporation | 6,827 | 17.4% | 8,031 | 19.6% | 117.6% |
| Meldia | - | - | 1,330 | 3.6% | - |
| Adjustments | 91 | - | (300) | - | - |

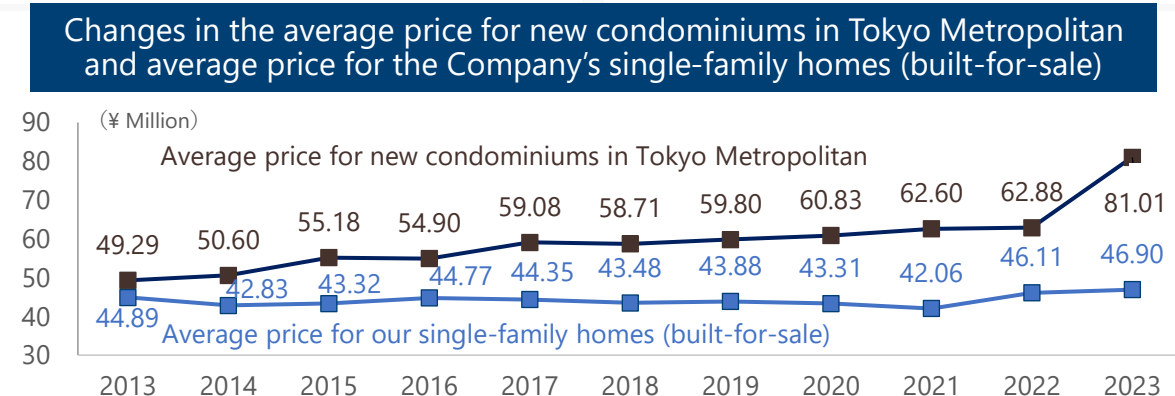
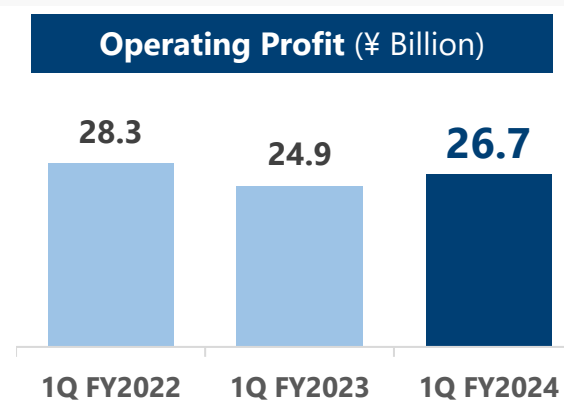
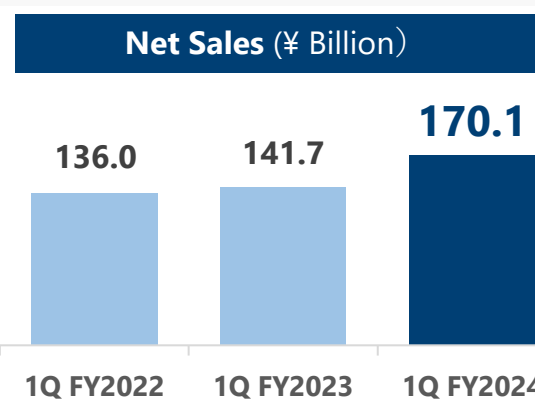
¥ Million

Single-family Home Related Business (Overall)

- Steady demand for single-family homes in urban areas, and sales and operating income are improving
- Although the gross profit margin has declined as market inventories are in an adjustment phase, the impact is within the expected range

(¥ Million)

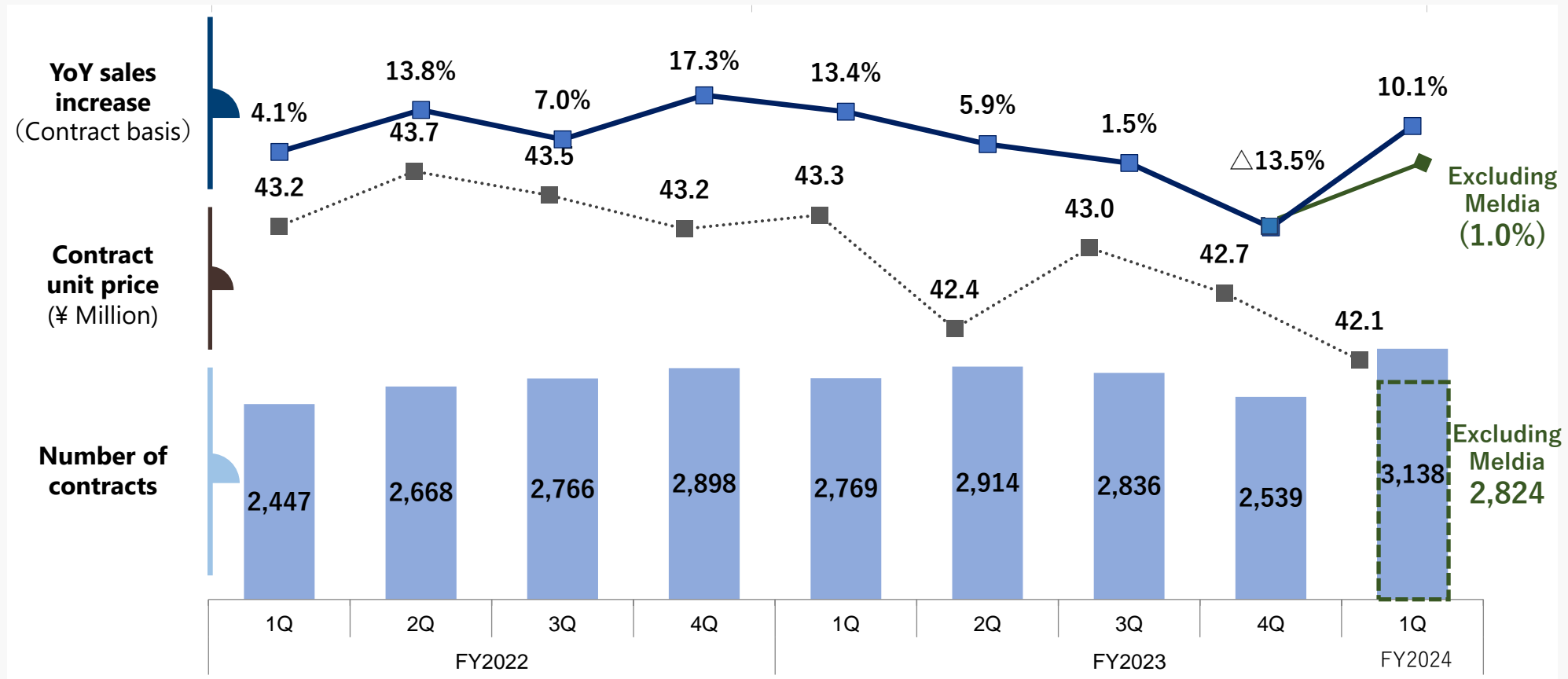
| | 1Q FY2022 (2021/10-2021/12) | 1Q FY2023 (2022/10-2022/12) | 1Q FY2024 (2023/10-2023/12) | Inc. (Dec.) |
|--------------------------------|--------------------------------|--------------------------------|--------------------------------|----------------|
| Net sales | 136,051 | 141,735 | 170,186 | 120.1% |
| Gross profit | 28,339 | 24,925 | 26,740 | 107.3% |
| Gross profit margin | 20.8% | 17.6% | 15.7% | (1.9)pt |
| Operating profit | 21,799 | 16,484 | 17,959 | 108.9% |
| Operating profit margin | 16.0% | 11.6% | 10.6% | (1.1)pt |



Source: Real Estate Economic Institute "Metropolitan Area Condominium Market Trends"
 Fiscal year: Calendar year (January-December) for condominiums, October of the previous year to September of the current year, for our single-family homes, in the Tokyo metropolitan area.

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

- The data from Meldia is included in the total starting from the first quarter
- Sales contracts recovered and improved to the level as the previous year, even excluding Meldia

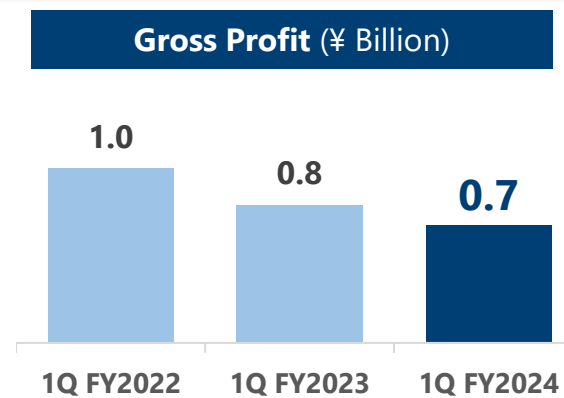
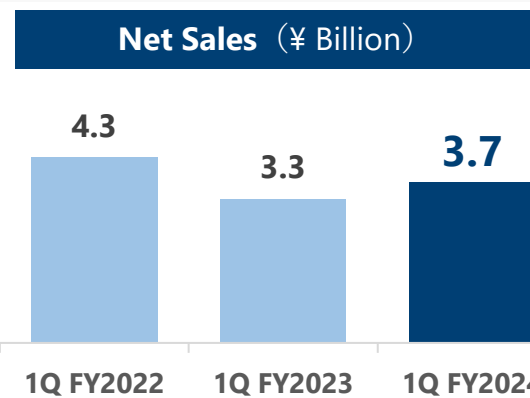


Operating companies : Open House Development Co.,Ltd. (OHD) & Hawk One Corporation (HO)
 Scope : Sales (built-for-sale + land), not including contracted work

Condominium Business

- In the Condominium business, deliveries will be concentrated in the fourth quarter for the fiscal year ending September 2024
- Sales of properties scheduled for delivery above, are progressing smoothly

| | 1Q FY2022 (2021/10-2021/12) | 1Q FY2023 (2022/10-2022/12) | 1Q FY2024 (2023/10-2023/12) | Inc. (Dec.) |
|--------------------------------|--------------------------------|--------------------------------|--------------------------------|----------------|
| | (¥ Million) | | | |
| Net sales | 4,374 | 3,347 | 3,730 | 111.4% |
| Gross profit | 1,008 | 804 | 684 | 85.2% |
| Gross profit margin | 23.1% | 24.0% | 18.4% | (5.7)pt |
| Operating profit | (118) | (432) | (731) | - |
| Operating profit margin | - | - | - | - |
| No. delivered | 73 | 59 | 68 | 9 |
| Unit price | 59.7 | 56.6 | 54.7 | (1.8) |



Major Condominiums Delivered in FY2024

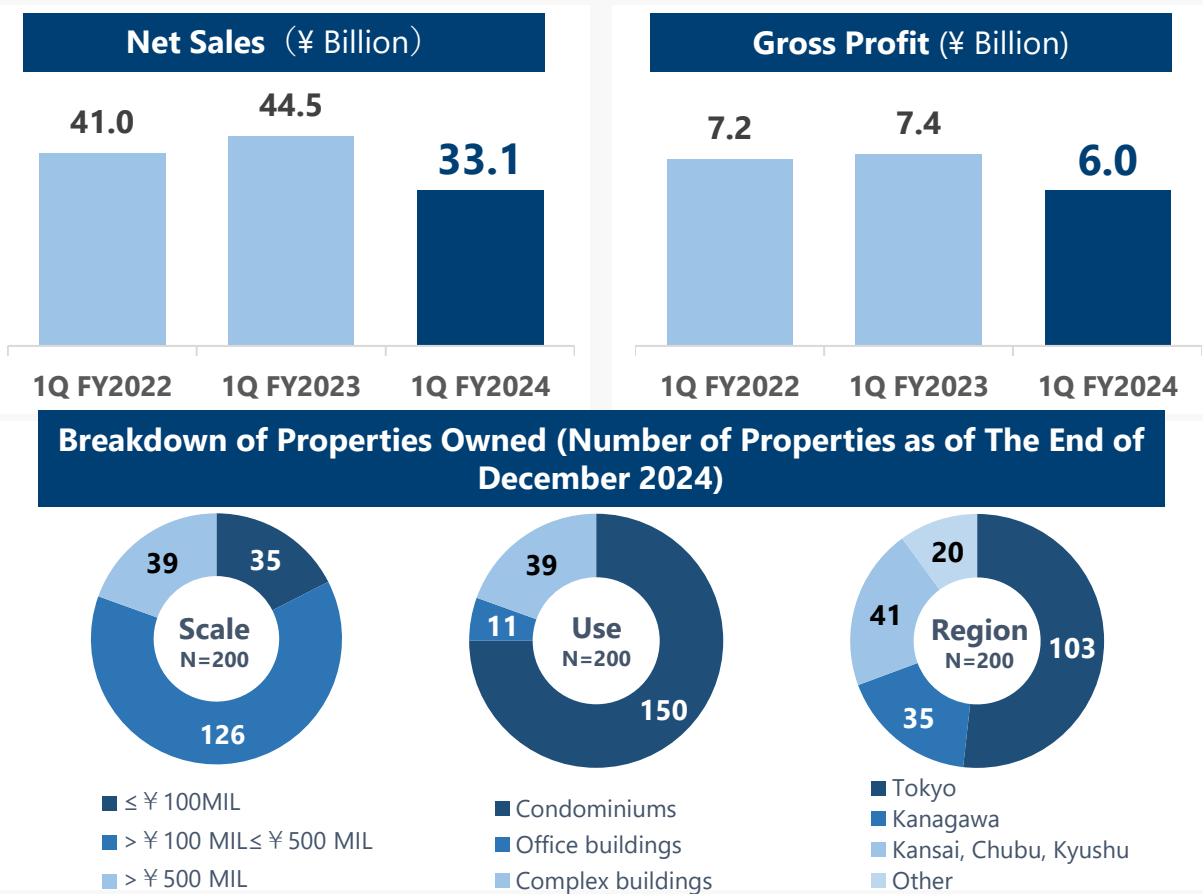
| Name | Units | Average Price |
|---|-------|-----------------|
| Open Residence Yutenji (Tokyo) | 17 | 100 million yen |
| Open Residencia Shimokitazawa Hills (Tokyo) | 18 | 90 // |
| Open Residencia Aoi The Place (Nagoya) | 42 | 40 // |
| Open Residencia Ohori Nishi (Fukuoka) | 25 | 40 // |

Property Resale Business

- The number of deliveries has increased. The wealthy continue to have a surplus of money, and property resale business maintains to be active
- Although sales in the first quarter were lower than the previous year, contracts are steady and are expected to increase from the second quarter onward

(¥ Million)

| | 1Q FY2022 (2021/10-2021/12) | 1Q FY2023 (2022/10-2022/12) | 1Q FY2024 (2023/10-2023/12) | Inc. (Dec.) |
|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------|
| Net sales | 41,064 | 44,533 | 33,100 | 74.3% |
| Gross profit | 7,232 | 7,422 | 6,063 | 81.7% |
| Gross profit margin | 17.6% | 16.7% | 18.3% | 1.7pt |
| Operating profit | 5,324 | 5,429 | 4,257 | 78.4% |
| Operating profit margin | 13.0% | 12.2% | 12.9% | 0.7pt |
| No. delivered | 69 | 80 | 90 | 10 |
| Unit price | 578 | 543 | 352 | (191) |



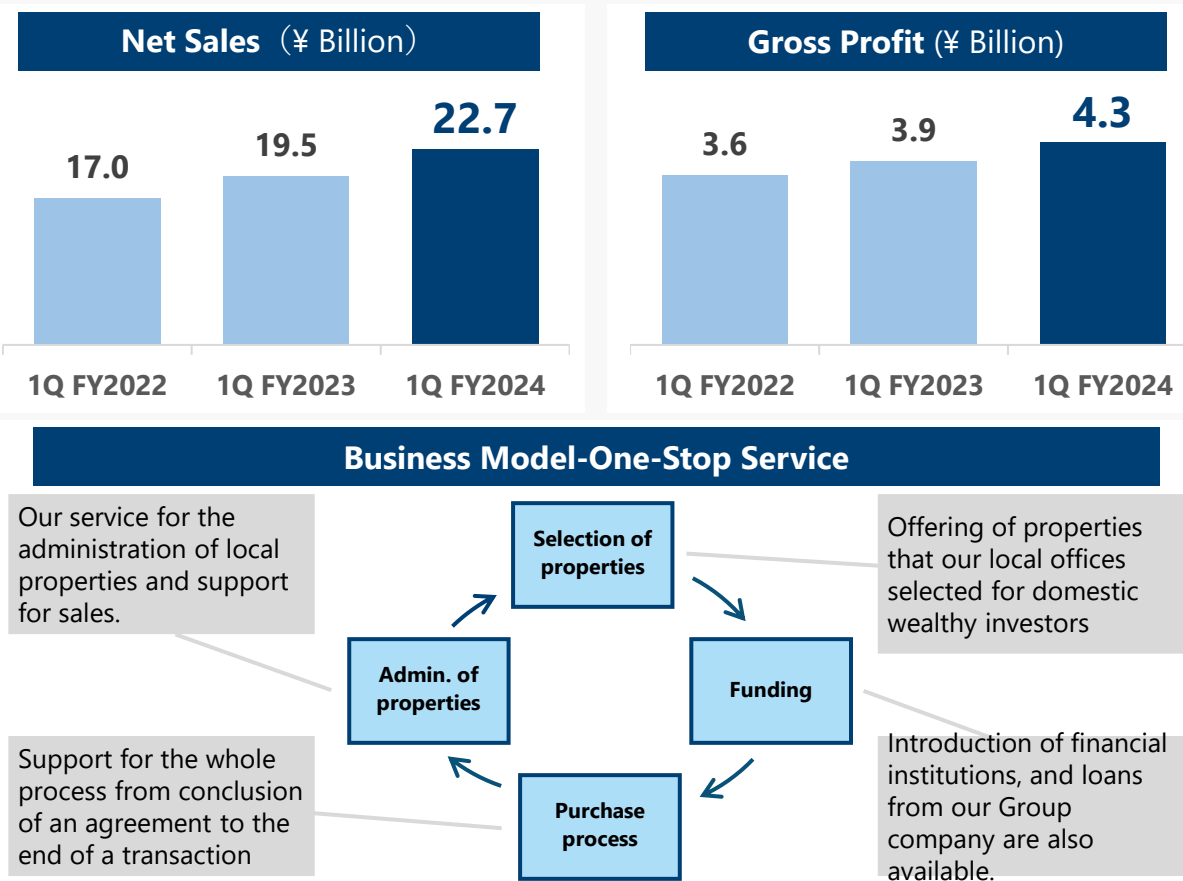
Other Segment (U.S. Real Estate Business)

- A steady increase in transactions with active wealthy individuals with high motivation to invest
- Strong appetite for diversified investment in dollar assets, regardless of exchange rates

(¥ Million)

| | 1Q FY2022 (2021/10-2021/12) | 1Q FY2023 (2022/10-2022/12) | 1Q FY2024 (2023/10-2023/12) | Inc. (Dec.) |
|----------------------------------|--------------------------------|--------------------------------|--------------------------------|----------------|
| Net sales | 17,042 | 19,529 | 22,764 | 116.6% |
| Gross profit | 3,687 | 3,992 | 4,389 | 109.9% |
| Gross profit margin | 21.6% | 20.4% | 19.3% | (1.2)pt |
| Operating profit | 2,202 | 2,267 | 2,096 | 92.4% |
| Operating profit margin | 12.9% | 11.6% | 9.2% | (2.4)pt |
| No. delivered* | 264 | 221 | 256 | 35 |
| No. of buildings managed* | 2,710 | 3,678 | 4,633 | 955 |

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

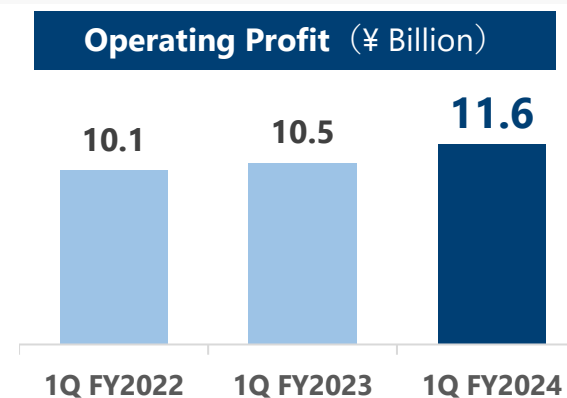
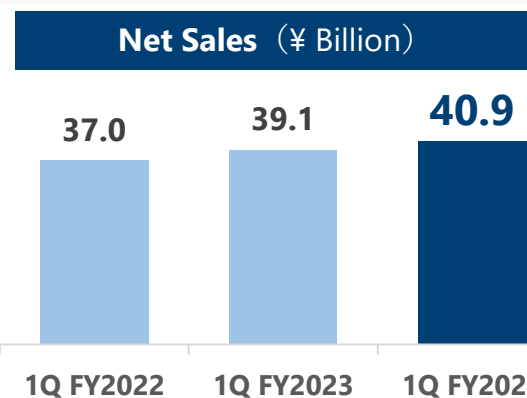


Pressance Corporation

- The demand for condominiums in the Kansai region was just as strong as Tokyo Metropolitan area, in terms of both investment and actual demand.

(¥ Million)

| | 1Q FY2022 (2021/10-2021/12) | 1Q FY2023 (2022/10-2022/12) | 1Q FY2023 (2022/10-2023/9) | Inc. (Dec.) |
|---------------------------------|--------------------------------|--------------------------------|-------------------------------|---------------|
| Net sales | 37,028 | 39,199 | 40,999 | 104.6% |
| Gross profit | 10,197 | 10,520 | 11,632 | 110.6% |
| Gross profit margin | 27.5% | 26.8% | 28.4% | 1.5pt |
| Operating profit | 6,272 | 6,827 | 8,031 | 117.6% |
| Operating profit margin | 16.9% | 17.4% | 19.6% | 2.2pt |
| No. delivered | 1,011 | 1,374 | 1,406 | 32 |
| Studio-type condominiums | 619 | 900 | 977 | 77 |
| Family-type condominiums | 392 | 474 | 429 | (45) |



Nationwide 2022 Condominium Supply Ranking (Units)

| rank | Company Name | Units | rank | Company Name | Units |
|----------|--------------------------------|--------------|----------|-------------------------------|--------------|
| 1 | Nomura Real Estate Development | 4,240 | 6 | MITSUBISHI ESTATE RESIDENCE | 2,153 |
| 2 | Pressance Corporation | 3,760 | 7 | Takara Leben | 2,134 |
| 3 | Mitsui Fudosan Residential | 3,420 | 8 | DAIWA HOUSE INDUSTRY | 2,022 |
| 4 | Sumitomo Realty & Development | 3,109 | 9 | Open House Development | 1,870 |
| 5 | ESLEAD CORPORATION | 2,214 | 10 | NIPPON STEEL KOWA REAL ESTATE | 1,850 |

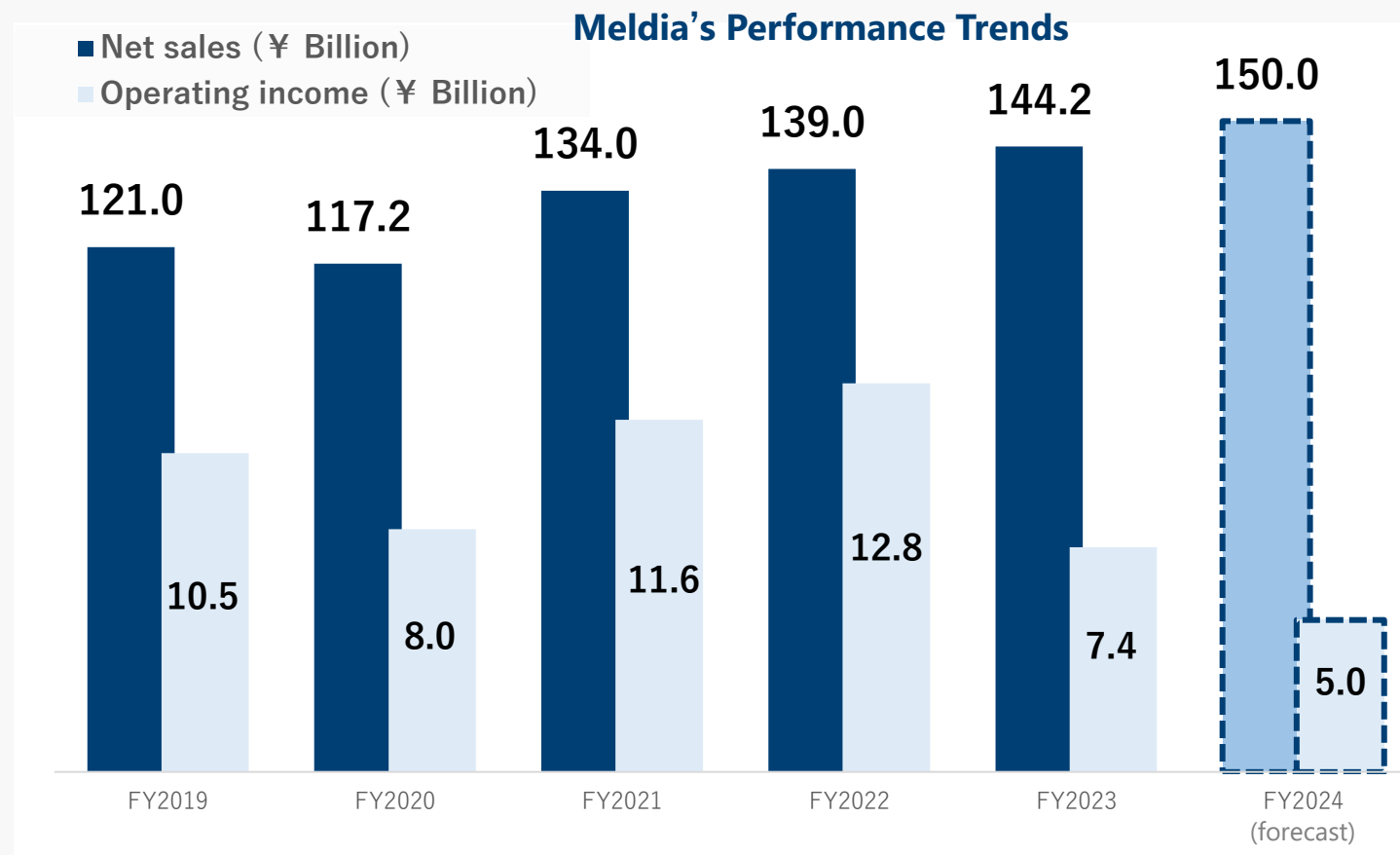
Source: Real Estate Economic Institute (As of 2023.2)

Meldia

- For 1Q FY2024, a new segment began after consolidation
- A smooth start to the full-year plan, aiming for early recovery of profit level

| | ¥ Million |
|--------------------------------|---------------------------------------|
| | 1Q FY2024 (2023/10-2023/12) |
| Net sales | 37,331 |
| Gross profit | 3,828 |
| Gross profit margin | 10.3% |
| Operating profit | 1,330 |
| Operating profit margin | 3.6% |
| No. delivered | 393 |

Melida's results from September 2023 to November 2023 are consolidated in 1Q FY2024



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

(¥ Million)

| SG&A Expenses | | | | | | Non-Operating Income / Expenses | | | | | |
|--------------------------|--------------------------------|----------------|--------------------------------|----------------|----------------|---|--------------------------------|----------------|--------------------------------|----------------|----------------|
| | 1Q FY2023 (2022/10-2022/12) | | 1Q FY2024 (2023/10-2023/12) | | Inc. (Dec.) | | 1Q FY2023 (2022/10-2022/12) | | 1Q FY2023 (2023/10-2023/12) | | Inc. (Dec.) |
| | Result | % of net sales | Result | % of net sales | | | Result | % of net sales | Result | % of net sales | |
| SG&A expenses | 16,951 | 6.8% | 19,739 | 6.5% | 2,788 | Non-Operating income | 479 | 0.2% | 1,496 | 0.5% | 1,016 |
| Personnel expenses | 5,385 | 2.2% | 7,171 | 2.4% | 1,785 | Share of profit of entities accounted for using equity method | 112 | 0.0% | - | - | (112) |
| Sales commissions | 1,911 | 0.8% | 2,079 | 0.7% | 167 | Dividend income | 58 | 0.0% | 665 | 0.2% | 607 |
| Office maintenance cost | 2,033 | 0.8% | 2,081 | 0.7% | 47 | Other | 308 | 0.1% | 830 | 0.3% | 521 |
| Advertising expenses | 890 | 0.4% | 1,015 | 0.3% | 124 | Non-operating expenses | 1633 | 0.7% | 1,877 | 0.6% | 243 |
| Promotion expenses | 542 | 0.2% | 521 | 0.2% | (21) | Interest expenses | 979 | 0.4% | 1,393 | 0.5% | 413 |
| Others | 6,186 | 2.5% | 6,871 | 2.3% | 684 | Commission expenses | 19 | 0.0% | 52 | 0.0% | 32 |
| | | | | | | Other | 633 | 0.3% | 431 | 0.1% | (201) |

Consolidated Balance Sheet

- Maintaining a sound financial position even after consolidation of Meldia
- Maintaining investment capacity to flexibly respond to M&A opportunities

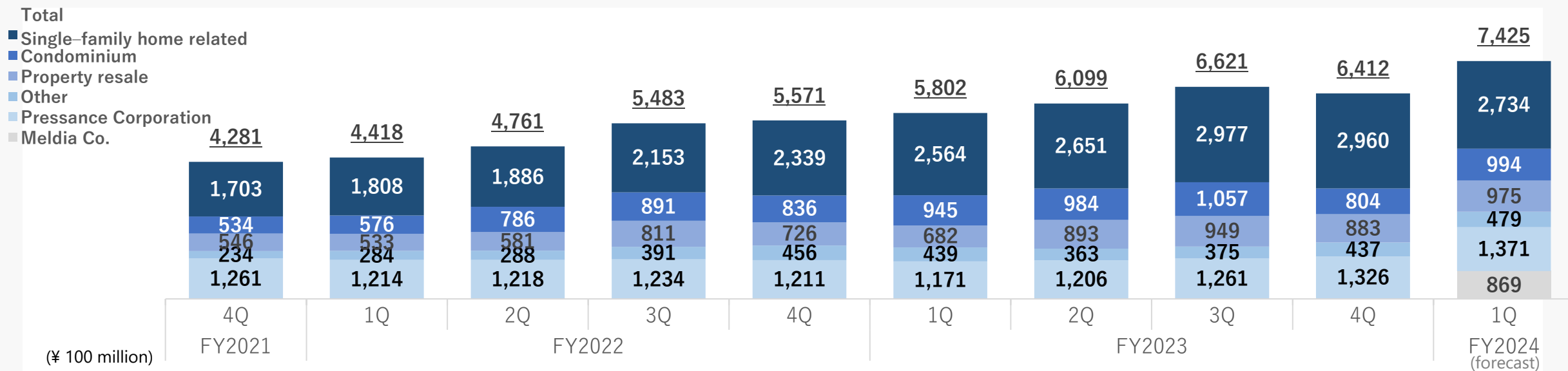
(¥ Million)

| | FY2023 | 1Q FY2024 | Inc. (Dec.) | | FY2023 | 1Q FY2024 | Inc. (Dec.) |
|-------------------------------|-----------------------------------|------------------|-------------|---|--------------------|------------------|-------------|
| | Consolidated balance sheet | | | | Liabilities | | |
| Current assets | 1,130,769 | 1,210,322 | 79,552 | Liabilities | 718,251 | 791,314 | 73,062 |
| Cash and deposits | 401,879 | 354,608 | (47,271) | Current liabilities | 373,526 | 424,985 | 51,458 |
| Inventories | 641,256 | 742,556 | 101,299 | Non-current liabilities | 344,725 | 366,328 | 21,603 |
| Others | 87,633 | 113,157 | 25,524 | Net assets | 480,416 | 499,948 | 19,532 |
| Non-current assets | 67,898 | 80,940 | 13,041 | Shareholders' equity | 401,443 | 420,392 | 18,949 |
| Property, plant and equipment | 28,456 | 33,830 | 5,374 | Valuation and translation adjustments | 15,163 | 10,968 | (4,195) |
| Intangible assets | 2,690 | 2,998 | 307 | Non-controlling interests | 63,808 | 68,587 | 4,778 |
| Investments and other assets | 36,751 | 44,111 | 7,359 | Total liabilities and net assets | 1,198,668 | 1,291,262 | 92,594 |
| Total asset | 1,198,668 | 1,291,262 | 92,594 | | | | |
| Safety index | | | | | | | |
| | FY2023 | 1Q FY2024 | Inc. (Dec.) | | FY2023 | 1Q FY2024 | Inc. (Dec.) |
| Net D/E ratio | 0.4 | 0.7 | 0.3 | Equity ratio | 34.7% | 33.3% | (1.3)pt |
| D/E ratio | 1.4 | 1.5 | 0.2 | Current ratio | 302.7% | 284.8% | (17.9)pt |

Inventory Details

(¥ Million)

| | FY2021 | FY2022 | FY2023 | 1Q FY2024 | Ratio | Inc. (Dec.) |
|-----------------------------------|---------|---------|---------|----------------|---------------|-----------------|
| Inventory | 428,129 | 557,105 | 641,256 | 742,556 | 100.0% | 101,299 |
| Single-family home related | 170,389 | 233,979 | 296,015 | 273,409 | 36.8% | (22,606) |
| Condominium | 53,496 | 83,632 | 80,443 | 99,434 | 13.4% | 18,990 |
| Property resale | 54,681 | 72,678 | 88,326 | 97,596 | 13.1% | 9,269 |
| Other | 23,452 | 45,639 | 43,798 | 47,989 | 6.5% | 4,191 |
| Pressance Corporation | 126,109 | 121,174 | 132,672 | 137,140 | 18.5% | 4,467 |
| Meldia Co. | - | - | - | 86,985 | 11.7% | 86,985 |



2. Consolidated Business Performance Forecasts for FY2024



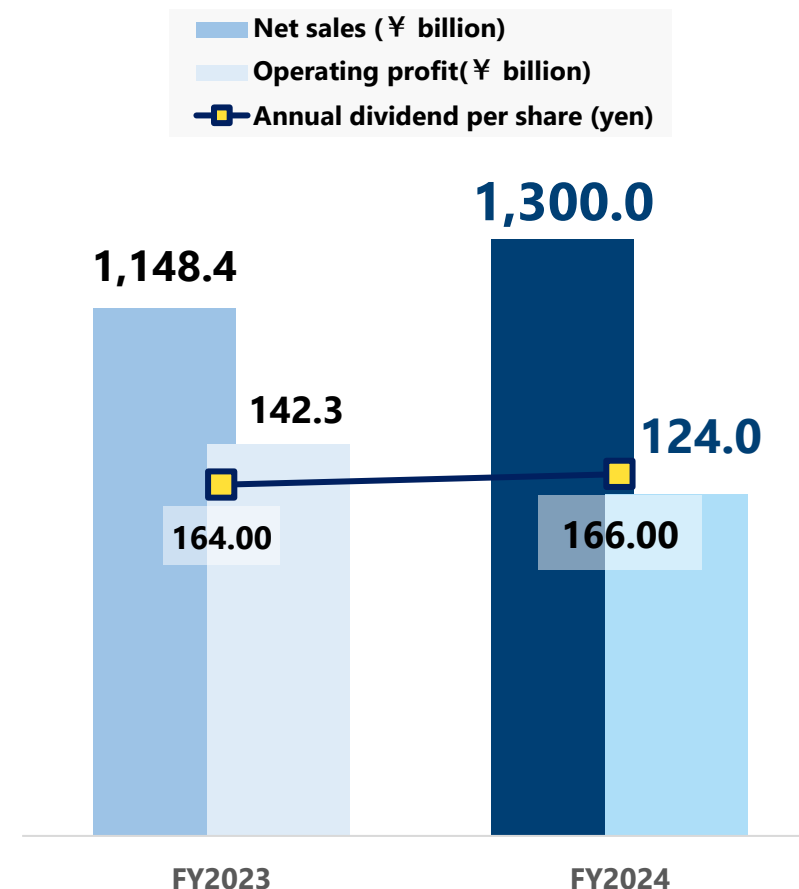
OPEN HOUSE GROUP

Consolidated Business Performance Forecasts

- A year that will test our ability to deliver business performance even without a tailwind environment
- Environment which enables us to differentiate ourselves from competitors.

(¥ Million)

| | FY2023 (2022/10-2023/9) | | FY2024 Forecasts (2023/10-2024/9) | |
|---|----------------------------|-------------|--------------------------------------|-------------|
| | Results | Inc. (Dec.) | Forecasts | Inc. (Dec.) |
| Net sales | 1,148,484 | 120.6% | 1,300,000 | 113.2% |
| Operating profit | 142,330 | 119.2% | 124,000 | 87.1% |
| Ordinary profit | 136,927 | 113.0% | 120,000 | 87.6% |
| Profit attributable to owners of parent | 92,050 | 118.2% | 92,500 | 100.5% |
| EPS (yen) | 763.72 | - | 768.45 | - |
| Annual dividends per share (yen) | 164.00 | 35.00 | 166.00 | 2.00 |
| Payout ratio | 21.5% | - | 21.6% | - |

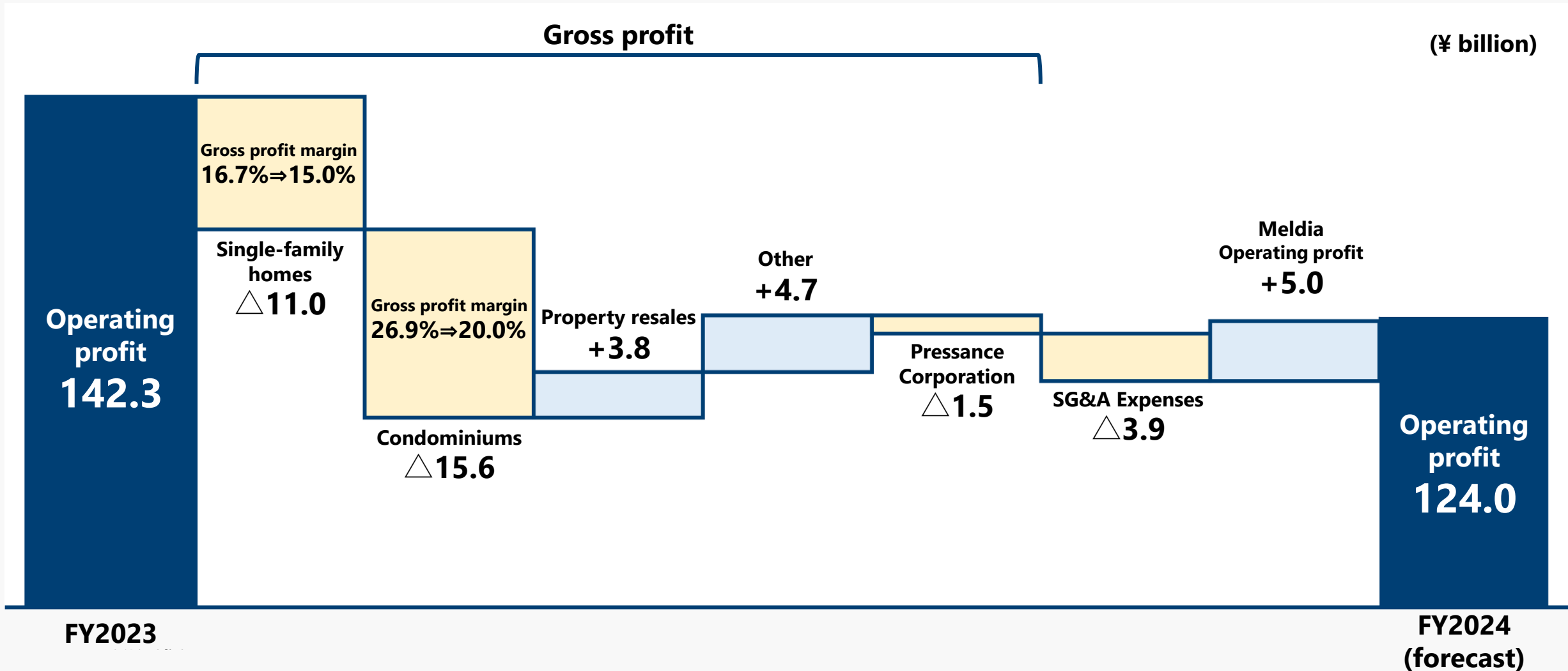


Consolidated Business Forecasts (Net Sales by Business Segment)

(¥ Million)

| | FY2023 (2022/10-2023/9) | | FY2024 Forecasts (2023/10-2024/9) | |
|---|----------------------------|-------------|--------------------------------------|---------------|
| | Results | Inc. (Dec.) | Forecast | Inc. (Dec.) |
| Total | 1,148,484 | 120.6% | 1,300,000 | 113.2% |
| Single-family home related business | 590,394 | 114.3% | 581,000 | 98.4% |
| Condominium | 124,984 | 200.4% | 90,000 | 72.0% |
| Property resale | 185,018 | 118.6% | 205,000 | 110.8% |
| Others (including U.S. real estate business) | 88,301 | 118.6% | 111,500 | 126.3% |
| Pressance Corporation | 161,476 | 111.1% | 167,000 | 103.4% |
| Meldia | - | - | 150,000 | - |
| Adjustments | (1,692) | - | (4,500) | - |

Factors Contributing to Changes in Operating Income

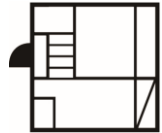


3. Positioning of FY2024

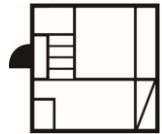


OPEN HOUSE GROUP

Positioning of FY2024



PMI (Normalize Management of Meldia)



Response to Important Issues (Materiality)

Reinforce our internal operations in preparation for the next stage

PMI (Strengthen the Management)

- Normalization of Meldia's management, renewed executive structure and strengthening governance
- Company name change on March 1, 2024, from Sanei Architecture Planning Co., Ltd. to MELDIA CO.,LTD.

| Post | Name | Main concurrent position etc. |
|--|---------------------------|---|
| President and Representative Director | Kenta Kikuchi | Open House Group Co., LTD. Managing Executive Officer Open House Development Co. LTD, Director Construction Business Manager Hawk One Corp., Director |
| Vide-president and Director | Rie Chiba | former present Sanei Architecture Planning Co. Ltd. President and Representative Director Sanei Architecture Planning Co. Ltd. Executive vice-president |
| Director | Yoshiaki Enomoto | former present Sanei Architecture Planning Co.,Ltd. Executive Officer, Head of Corporate Planning Headquarters Sanei Architecture Planning Co.,Ltd. Director, Executive Officer, Head of Corporate Planning Headquarters |
| Director | Kotaro Wakatabi | Open House Group Co.,LTD. Senior Managing Director, CFO Pressance Corporation Director |
| Director | Takayuki Koshizuka | Open House Group Co., LTD. Executive Officer, Head of Management Headquarters |
| Auditor | Hirotsugu Torii | Open House Group Co., LTD. Accounting manager of Corporate Planning Headquarters |
| Executive Adviser | Terushi Eimoto | Open House Group Co., LTD. Executive Adviser former Metropolitan Police Department |

PMI (Progress in Recurrence Prevention Measures)

- External advisor certified that the “Operation of Recurrence Prevention Measures are working effectively” for Meldia

Sept 2023: Began to implement the operation of recurrence prevention measures, based on recommendations of an External Advisor

Jan 2024: Received a confirmation/opinion letter from an External Advisor stating that “the operation of recurrence prevention measures are working effectively.”

⇒ Progress towards regaining new loan support from financial institutions

1. Implementation and operation of recurrence prevention measures

- ✓ Fostering compliance awareness among executives and employees
- ✓ Strengthening the monitoring function of the board of directors, etc.
- ✓ Establishing routes to share information for external officers
- ✓ Improving systems for anti-social check

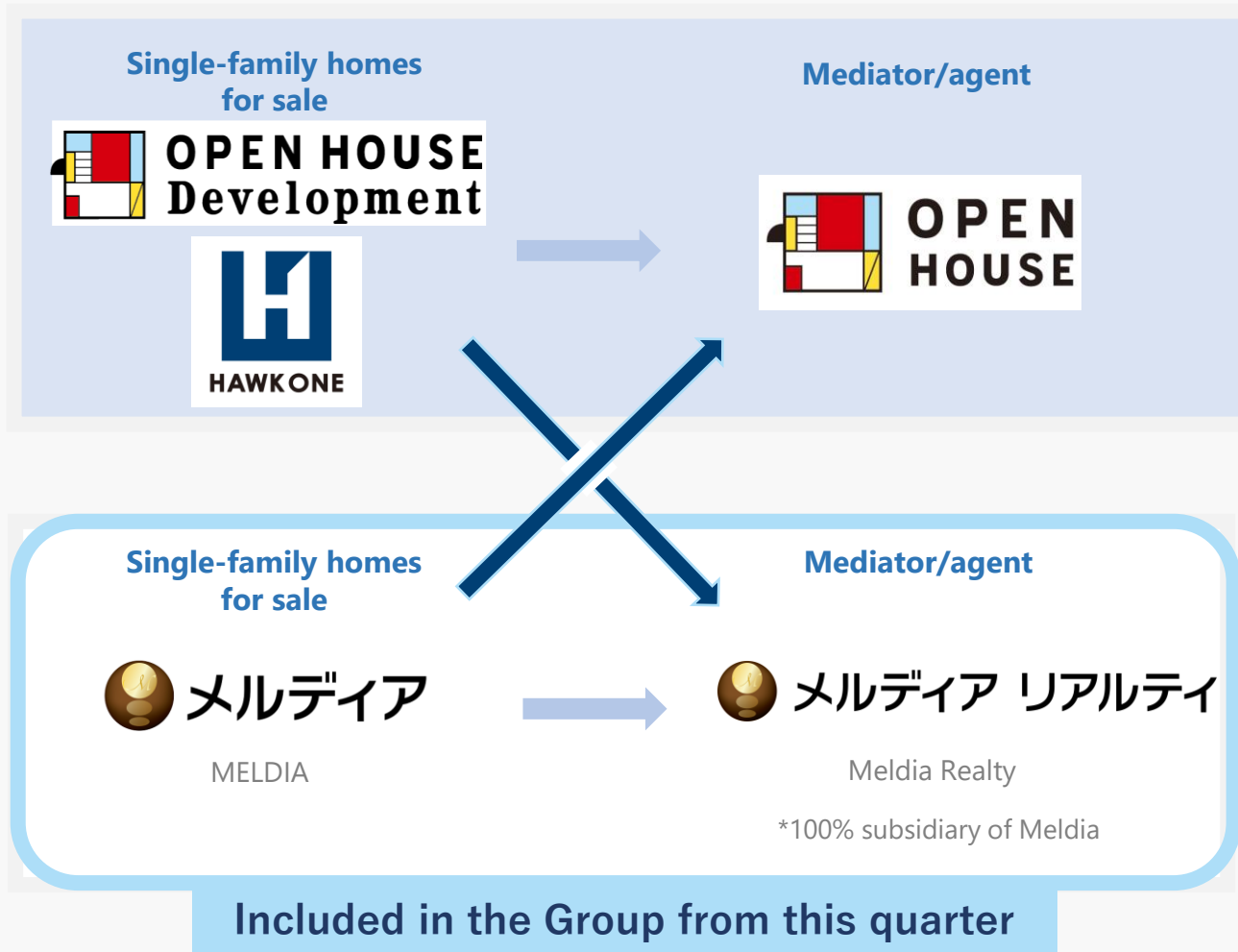
2. Thorough recurrence prevention measures by the “Recurrence Prevention Monitoring Committee”

3. Confirmation of recurrence prevention measures by external advisors

4. Blocking targets and relationships with antisocial organizations monitored by the “Elimination Monitoring Committee”

PMI (Strengthen the Sales System)

- Build a cross-group collaboration system and improve group-wide sales through cross-selling

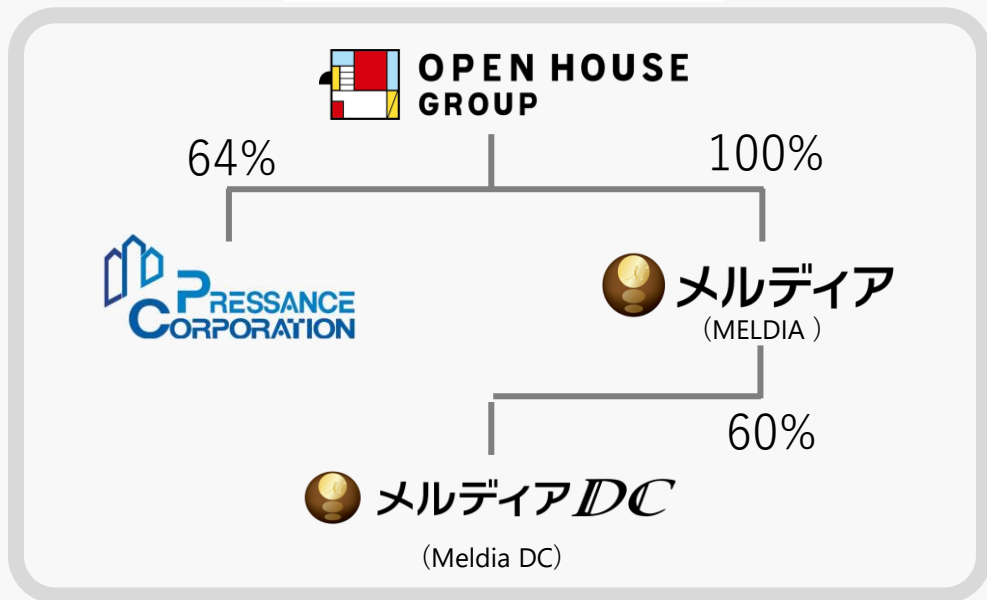


- Official launch in December 2023
- **Over 30%** of Meldia's properties were sold through Open House
- Meldia Realty to sell properties by Open House Development and Hawk One
- Building a cross collaboration system

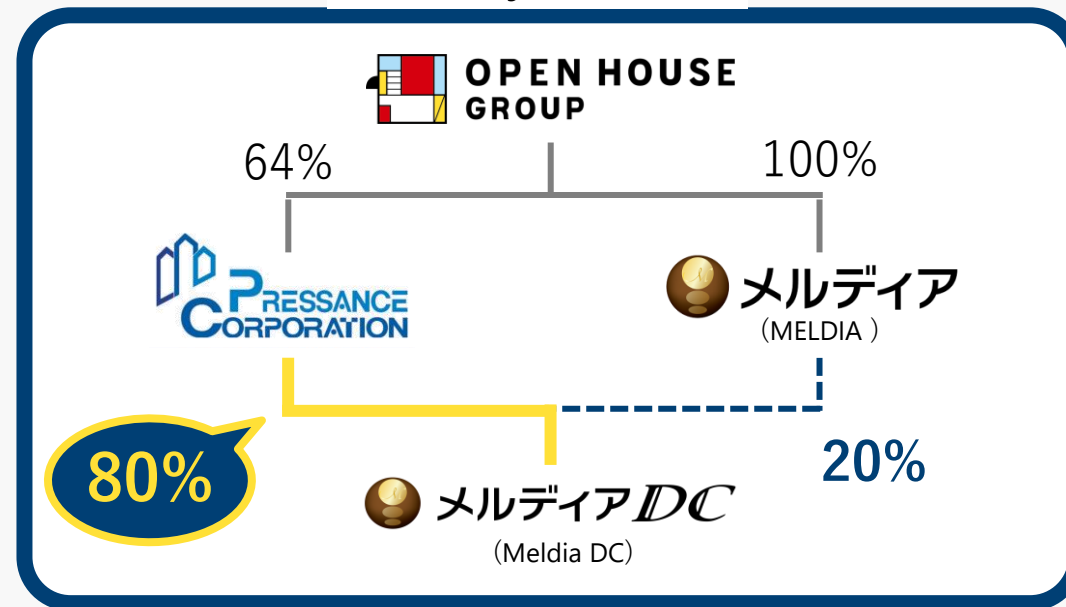
PMI (Group Synergy)

- Announced Pressance Corporation will make Meldia DC as a subsidiary
- Maximize group synergies through collaboration between the two companies, as both have strength in the Kansai region

December 2023



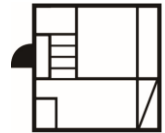
May 2024



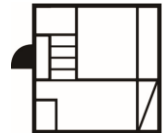
Company Profile

| | | | |
|----------------|---|-----------------------|--|
| Company name | MELDIA Development & Construction CO.,LTD. | Business details | Design, construction, and supervision of construction work, sale of condominiums and single-family homes, etc. |
| Main office | Osaka | Share Capital | 100 million yen (as of September 30, 2023) |
| Representative | Representative Director and President Kazuya Tanaka | Date of establishment | October 1, 1993 |

Important Issues (Materiality)



Governance and Compliance Reform



Enhance Customer Satisfaction



Strengthen Hiring of Key Talent

■ Governance and Compliance Reform, Enhance Customer Satisfaction

- Respond to issues faced and assess risks
- Restructure our systems to deliver greater customer satisfaction

(1) Training for senior management

Conducted training run by outside attorneys for senior management of OHG and major subsidiaries.

(2) Regular compliance testing

Conduct regular tests to improve employees' understanding of compliance

(3) Compliance risk assessments

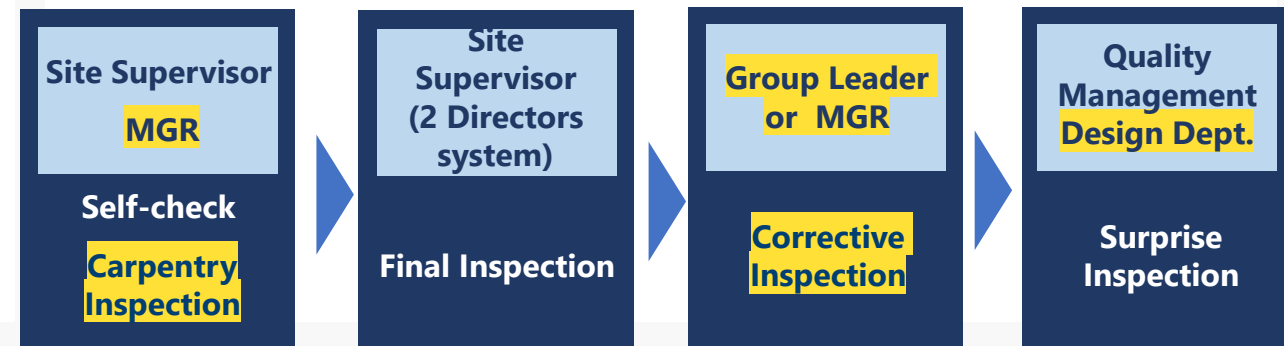
Introduce risk assessments by legal firms for critical workflows

(4) Separation of sales operations from contracting operations

From July 2023, explanation of important contract details will be performed by a dedicated specialist department (100% remote operation)

(5) Strengthening of quality control systems in construction of single-family homes

(Strengthened areas)



Improving Customer Satisfaction

- **Corporate Principles: “All decisions are made by customers”**
- **Instill a corporate culture that places customer satisfaction above all else**

Majority of customer complaints are related to (1) sales, or (2) construction.

(1) Matters Related to Sales

In the Brokerage Sales Division, the Customer Satisfaction Promotion Office has traditionally served as a central contact point for customer response.

(2) Matters Related to Construction

so far

The Construction Division's construction offices and site personnel handled matters on an individual basis, which meant that varied responses may have occurred.

October 2023

**Establishment of a single point of contact
Customer Service Department**

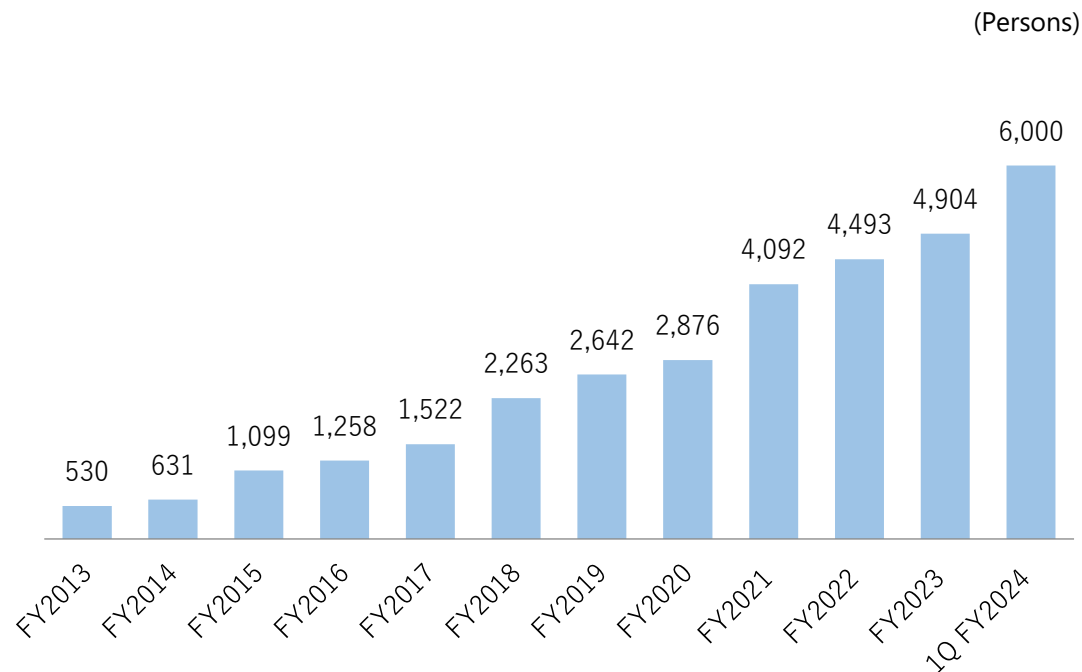
- ✓ **Acknowledge total number of complaints**
- ✓ **Manage response status of complaints and time reduction**

We have centralized customer service contact point to improve customer convenience

Strengthening Human Resource Recruitment

- Our people are the source of the Group's growth.
- Hiring key talent is one of our key management priorities.

Changes in the Number of Personnel



Note: Includes personnel from Meldia

■ Corporate Philosophy

“Attract a wide range of motivated people and create an organization that rewards results.”

■ The President & CEO takes the lead in hiring

- Assigned top salespeople from each business division to serve as recruiting staff.
- Strengthen motivation to join the company through interviews with top executives

5. Sustainability



OPEN HOUSE GROUP

Sustainability

Realization of a **Sustainable Society**, Made Possible by Open House Group

**Regional
cocreation**

**Providing
affordable housing
in
Metropolitan areas**

**Popularizing
wooden
houses**

**Promoting
decarbonization
for the next
generation**

**Promotion of
women's
participation
in workplace**

**Corporate culture in
which motivated
people can find
fulfillment
in their work**

Important Issues (Materiality)

- **Promotion of Sustainability**
(Realization of a Sustainable Society and Company)
 - **Maximization of the Value of Human Capital**
 - **Creation of Safe and Healthy Lifestyles**
 - **Contribution to a Carbon-free Society**

Maximizing the Value of Human Capital (Diversity)

■ New initiatives to promote women's empowerment

- Established free AMH tests and a pregnancy consultation desk available to our employees and their spouses
- Introduced the "Laurier in the Workplace", an initiative by Kao, to stock sanitary products in workplace washrooms
- Changed the age of eligibility for partial cost subsidies for optional gynecological examinations from 30 and over, to 25 and over.

■ The "Japan Telework Award" was granted to the Operation Center, which was created as an environment where persons with disabilities can work comfortably.

- Received the Honorable Mentions Award in the Social Contribution Category at the "24th Japan Telework Award" hosted by the Japan Telework Association.
- Praised for the ability to choose from multiple satellite offices in Hachioji, Yokohama, and Kashiwa as work locations, other than the head office.



Maximizing the Value of Human Capital (Childcare Support)

■ Baby Bonus



Note*

First child: 200,000 yen

Second child: 300,000 yen

Third child: 1,000,000 yen

■ Childcare and Work Balance Support

- Subsidies for babysitting expenses up to 300,000 yen per month



■ Single-Parent Allowance



- 50,000 yen per month per household
- Single-parent employees with children under elementary school age are eligible for said allowance

■ Shared Use of Company-Led Childcare Facilities

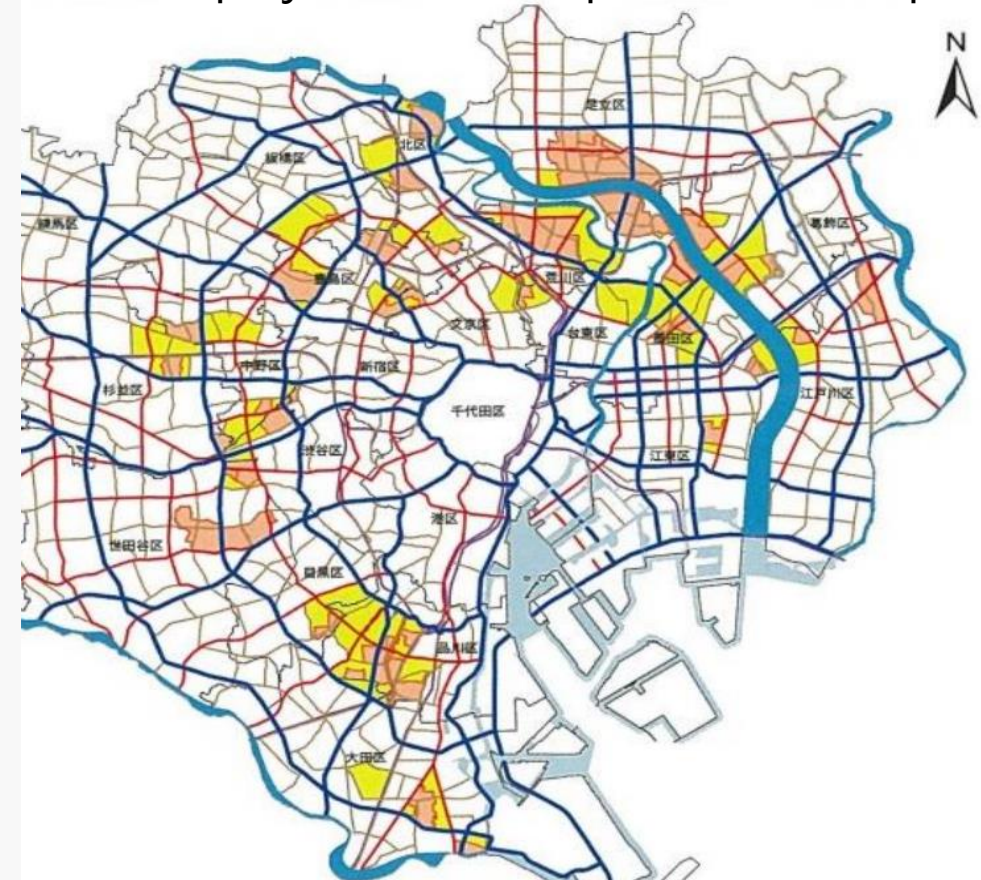
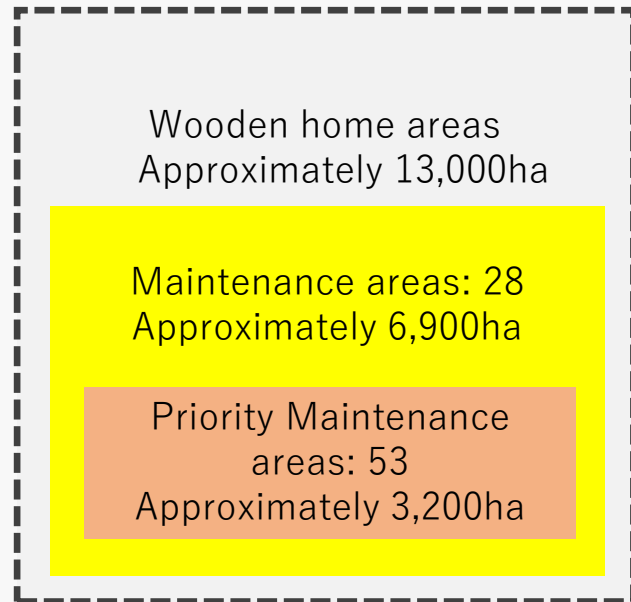
- A system where our Company enters into a joint use agreement with another company which established and runs childcare facilities, allowing our employees to apply using their employee's slot to join these facilities
 - Usually a few spots are kept open, making it possible to enroll even during the school year

Creation of Safe and Healthy Lifestyles

■ Status of Areas with High Density of Wooden Homes

- Tokyo has concentrated areas with aging wooden buildings which, in the event of an earthquake, are expected to suffer major damage from collapses, fires, etc.
- The Tokyo Metropolitan Government will carry out maintenance projects, etc. and promote earthquake-proofing and fire-resistance of buildings.

Status of Maintenance and Priority Maintenance Areas

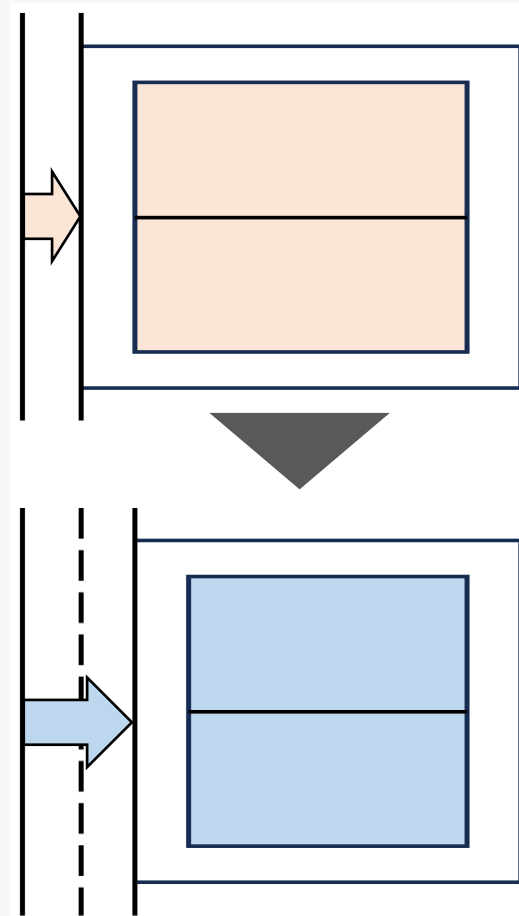


Creation of Safe and Healthy Lifestyles

■ Improving disaster prevention through redevelopment of single-family homes

- The non-combustible area ratio has improved by replacing non-fireproof buildings with quasi-fireproof buildings
- By setting back, this widens the street allowing access for emergency vehicles

BEFORE



AFTER



Contribution to a Carbon-free Society

■ Supplying Renewable Energy Electricity

Cumulative number of Ouchi Link

Denki contracts

2,874
December 2022



5,442
December 2023

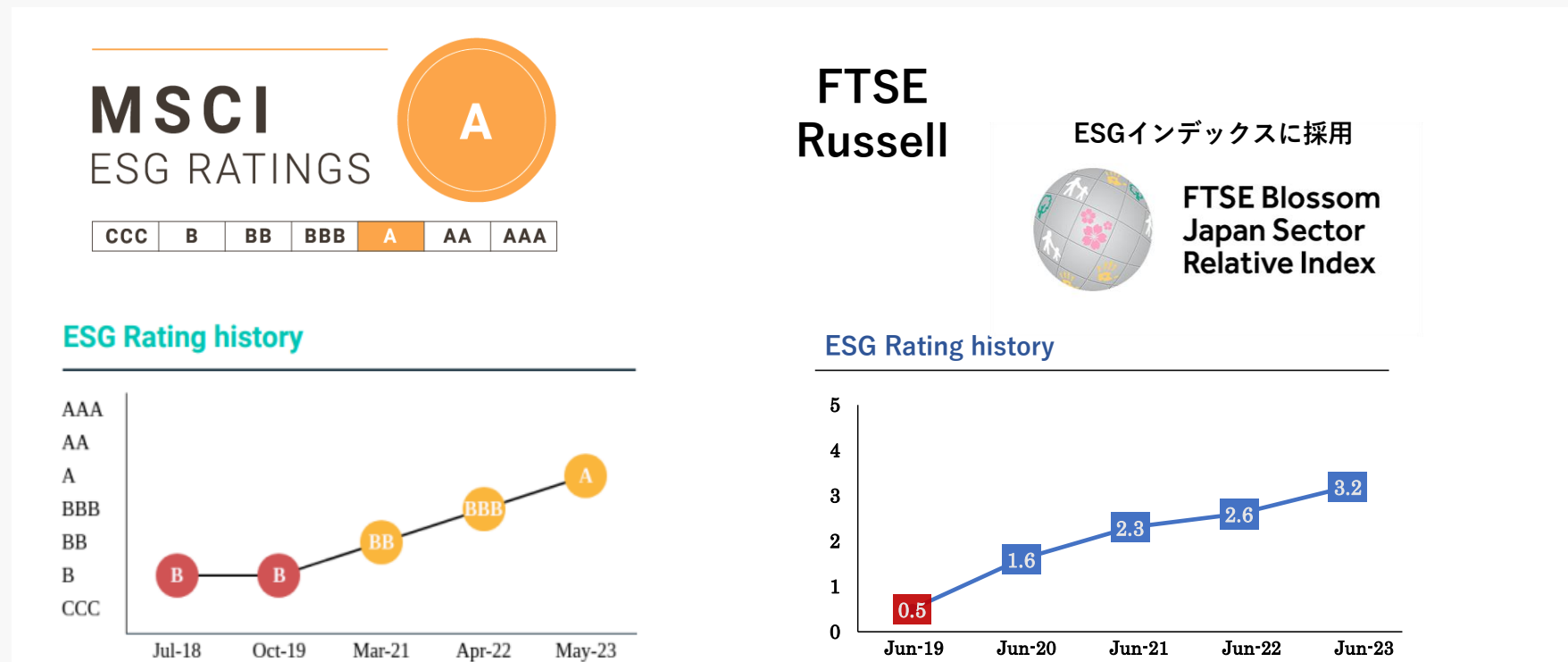
 **OPEN HOUSE GROUP**

おうちリンク **でんき** ご利用で
電力のCO2排出量

実質ゼロ

Improving Corporate Image

- Evaluations by rating agencies regarding ESG are improving year by year
- Our aim for the future, is to improve the brand image among business-persons



6. Supplemental Financial Data



OPEN HOUSE GROUP

Consolidated Financial Results Trend

(\$ Million)

| | | FY2022 | | | | FY2023 | | | | FY2024 | FY2021 | FY2022 | FY2023 | FY2024 | |
|------------------------------------|-------------------------|-----------------------|---------|---------|---------|---------|---------|---------|---------|----------------|--------------|---------|---------|----------------|--------------|
| | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | Actual | Actual | Actual | Plan | |
| Single-family homes related | Net sales | 136,051 | 124,719 | 115,787 | 139,995 | 141,735 | 154,042 | 136,227 | 158,389 | 170,186 | 446,959 | 516,554 | 590,394 | 581,000 | |
| | Gross profit | 28,339 | 21,576 | 20,194 | 23,801 | 24,925 | 26,845 | 22,590 | 23,981 | 26,740 | 87,252 | 93,912 | 98,343 | 87,300 | |
| | Gross Profit margin | 20.8% | 17.3% | 17.4% | 17.0% | 17.6% | 17.4% | 16.6% | 15.1% | 15.7% | 19.5% | 18.2% | 16.7% | 15.0% | |
| | Operating Profit | 21,799 | 14,153 | 12,634 | 14,426 | 16,484 | 18,692 | 13,902 | 14,098 | 17,959 | 62,294 | 63,014 | 63,178 | - | |
| | Operating Profit margin | 16.0% | 11.3% | 10.9% | 10.3% | 11.6% | 12.1% | 10.2% | 8.9% | 10.6% | 13.9% | 12.2% | 10.7% | - | |
| Open House Development | Net sales | 86,733 | 81,974 | 80,171 | 87,623 | 98,829 | 105,090 | 92,299 | 101,185 | 120,303 | 294,169 | 336,502 | 397,405 | 385,600 | |
| | Gross profit | 18,626 | 14,862 | 14,982 | 15,212 | 17,822 | 18,923 | 15,785 | 15,245 | 18,759 | 57,705 | 63,683 | 67,778 | 58,000 | |
| | Gross Profit margin | 21.5% | 18.1% | 18.7% | 17.4% | 18.0% | 18.0% | 17.1% | 15.1% | 15.6% | 19.6% | 18.9% | 17.1% | 15.0% | |
| | Number delivered | Built-for-sale houses | 787 | 837 | 919 | 1,081 | 1,184 | 1,267 | 1,145 | 1,333 | 1,642 | 3,396 | 3,624 | 4,929 | 4,960 |
| | | Lands | 1,042 | 849 | 725 | 786 | 833 | 940 | 816 | 844 | 915 | 3,088 | 3,402 | 3,433 | 3,730 |
| | | Built-to order houses | 408 | 444 | 553 | 513 | 544 | 474 | 382 | 402 | 503 | 1,814 | 1,918 | 1,802 | 1,560 |
| Unit price | Built-for-sale houses | 43.4 | 43.1 | 43.1 | 42.8 | 44.0 | 43.6 | 42.9 | 42.3 | 43.1 | 40.9 | 43.1 | 43.2 | 41.8 | |
| | Lands | 44.3 | 46.1 | 44.4 | 42.7 | 45.6 | 44.3 | 44.5 | 44.8 | 44.6 | 41.5 | 44.4 | 44.8 | 40.6 | |
| Hawk One | Net sales | 36,429 | 28,207 | 24,547 | 36,168 | 28,992 | 35,637 | 29,572 | 41,161 | 35,999 | 105,329 | 125,352 | 135,363 | 141,000 | |
| | Gross profit | 7,316 | 4,907 | 4,117 | 5,484 | 4,702 | 5,018 | 4,086 | 5,297 | 4,214 | 19,783 | 21,825 | 19,105 | 19,800 | |
| | Gross Profit margin | 20.1% | 17.4% | 16.8% | 15.2% | 16.2% | 14.1% | 13.8% | 12.9% | 11.7% | 18.8% | 17.4% | 14.1% | 14.0% | |
| | Number delivered | Built-for-sale houses | 665 | 546 | 433 | 639 | 524 | 647 | 506 | 726 | 671 | 2,150 | 2,283 | 2,403 | 2,430 |
| | | Lands | 106 | 64 | 67 | 109 | 83 | 112 | 100 | 118 | 83 | 292 | 346 | 413 | 530 |
| | | Built-to order houses | 63 | 13 | 40 | 52 | 32 | 43 | 40 | 42 | 52 | 82 | 168 | 157 | 210 |
| Unit price | Sales | 46.4 | 45.2 | 47.7 | 47.2 | 46.8 | 46.1 | 47.6 | 48.0 | 46.7 | 42.5 | 46.6 | 47.1 | 46.5 | |
| Open House Architect | Net sales | 13,382 | 16,974 | 14,669 | 22,469 | 18,267 | 19,990 | 20,662 | 22,795 | 18,112 | 57,800 | 67,495 | 81,715 | 73,000 | |
| | Gross profit | 1,135 | 1,612 | 1,058 | 2,323 | 1,898 | 2,471 | 2,685 | 3,094 | 2,777 | 7,926 | 6,130 | 10,149 | 9,800 | |
| | Gross Profit margin | 8.5% | 9.5% | 7.2% | 10.3% | 10.4% | 12.4% | 13.0% | 13.6% | 15.3% | 13.7% | 9.1% | 12.4% | 13.4% | |
| | Number delivered | to outside customers | 694 | 690 | 684 | 808 | 679 | 644 | 697 | 744 | 615 | 2,631 | 2,876 | 2,764 | 2,600 |
| to OHD | | 337 | 475 | 411 | 658 | 529 | 686 | 649 | 731 | 540 | 1,634 | 1,881 | 2,595 | 2,290 | |

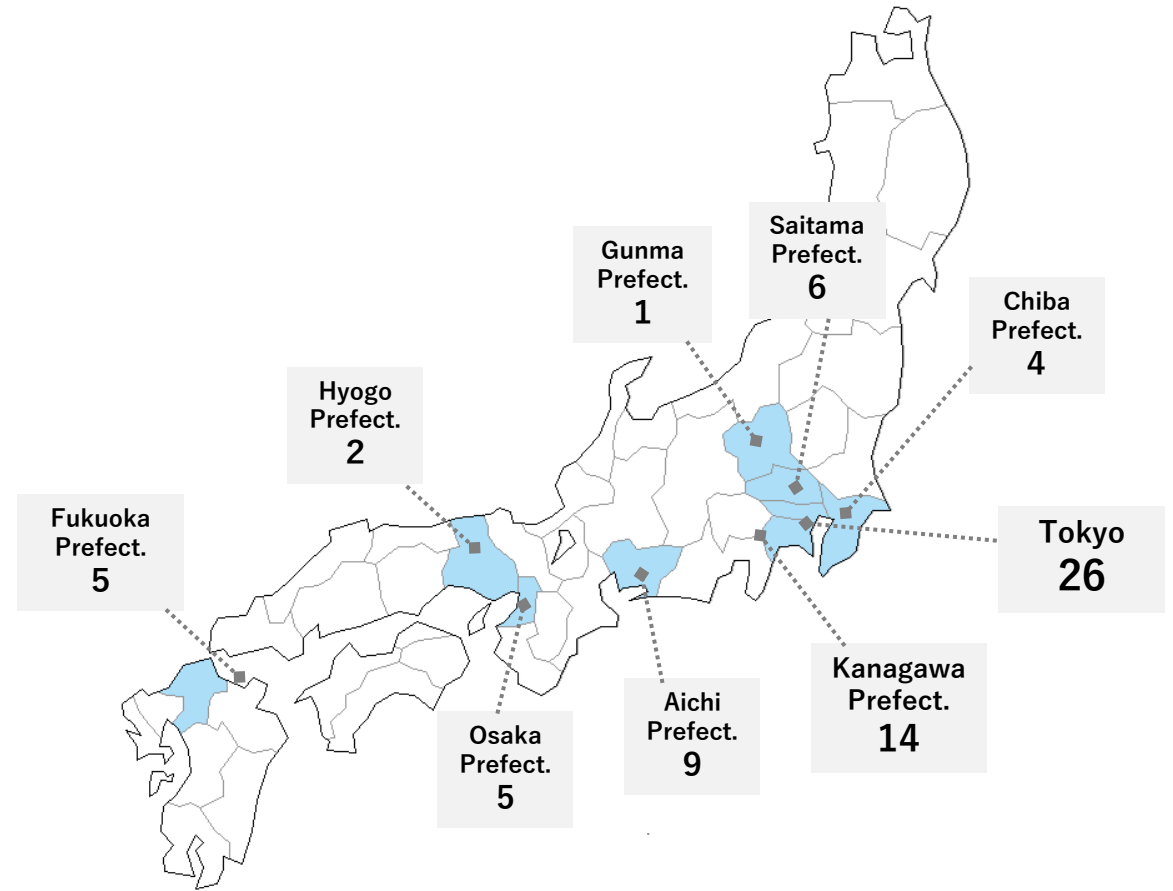
Consolidated Financial Results Trend

(Million)

| | | FY2022 | | | | FY2023 | | | | FY2024 | FY2021 | FY2022 | FY2023 | FY2024 |
|---|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------------|---------|---------|---------|----------------|
| | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | Actual | Actual | Actual | Plan |
| Condominiums | Net sales | 4,374 | 7,092 | 13,390 | 37,503 | 3,347 | 23,126 | 13,481 | 85,029 | 3,730 | 47,147 | 62,362 | 124,984 | 90,000 |
| | Gross profit | 1,008 | 1,846 | 2,977 | 10,553 | 804 | 6,927 | 3,275 | 22,675 | 684 | 11,133 | 16,385 | 33,683 | 18,000 |
| | Gross Profit margin | 23.0% | 26.0% | 22.2% | 28.1% | 24.0% | 30.0% | 24.3% | 26.7% | 18.3% | 23.6% | 26.3% | 26.9% | 20.0% |
| | Operating Profit | -118 | 537 | 1,512 | 8,721 | -432 | 4,561 | 1,218 | 19,791 | -731 | 6,507 | 10,654 | 25,139 | - |
| | Operating Profit margin | - | 7.6% | 11.3% | 23.3% | - | 19.7% | 9.0% | 23.3% | - | 13.8% | 17.1% | 20.1% | - |
| | Number delivered | 73 | 112 | 317 | 714 | 59 | 399 | 303 | 1,634 | 68 | 1,081 | 1,216 | 2,395 | 1,740 |
| | Unit price | 59.7 | 61.1 | 42.7 | 52.3 | 56.6 | 57.9 | 44.2 | 51.9 | 54.7 | 43.0 | 51.1 | 52.0 | 51.6 |
| Property resales | Net sales | 41,064 | 35,140 | 31,566 | 48,189 | 44,533 | 48,140 | 35,643 | 56,701 | 33,100 | 123,061 | 155,961 | 185,018 | 205,000 |
| | Gross profit | 7,232 | 5,687 | 5,204 | 6,571 | 7,422 | 6,892 | 6,337 | 7,747 | 6,063 | 17,918 | 24,695 | 28,400 | 32,200 |
| | Gross Profit margin | 17.6% | 16.2% | 16.5% | 13.6% | 16.7% | 14.3% | 17.8% | 13.7% | 18.3% | 14.6% | 15.8% | 15.3% | 15.7% |
| | Operating Profit | 5,324 | 3,805 | 3,725 | 4,813 | 5,429 | 5,456 | 4,300 | 5,036 | 4,257 | 12,285 | 17,669 | 20,222 | - |
| | Operating Profit margin | 13.0% | 10.8% | 11.8% | 10.0% | 12.2% | 11.3% | 12.1% | 8.9% | 12.9% | 10.0% | 11.3% | 10.9% | - |
| | Number delivered | 69 | 91 | 71 | 97 | 80 | 115 | 99 | 140 | 90 | 292 | 328 | 434 | 480 |
| | Unit price | 578 | 368 | 427 | 482 | 543 | 408 | 347 | 396 | 352 | 411 | 458 | 415 | 415 |
| Others (U.S. real estate business) | Net sales | 17,042 | 19,235 | 18,026 | 20,167 | 19,529 | 22,239 | 23,005 | 23,526 | 22,764 | 45,159 | 74,471 | 88,301 | 111,500 |
| | Gross profit | 3,687 | 3,851 | 4,233 | 2,757 | 3,992 | 4,283 | 5,218 | 3,183 | 4,389 | 9,459 | 14,530 | 16,679 | 21,400 |
| | Gross Profit margin | 21.6% | 20.0% | 23.5% | 13.7% | 20.4% | 19.3% | 22.7% | 13.5% | 19.3% | 20.9% | 19.5% | 18.9% | 19.2% |
| | Operating Profit | 2,202 | 2,362 | 2,595 | 1,045 | 2,267 | 2,224 | 3,194 | 980 | 2,096 | 5,232 | 8,205 | 8,667 | - |
| | Operating Profit margin | 12.9% | 12.3% | 14.4% | 5.2% | 11.6% | 10.0% | 13.9% | 4.2% | 9.2% | 11.6% | 11.0% | 9.8% | - |
| | Number delivered | 264 | 300 | 240 | 267 | 221 | 290 | 303 | 281 | 256 | 827 | 1,071 | 1,095 | 1,330 |
| Pressance Corporation | Net sales | 37,028 | 34,798 | 33,288 | 40,208 | 39,199 | 46,497 | 35,596 | 40,183 | 40,999 | 149,337 | 145,324 | 161,476 | 167,000 |
| | Gross profit | 10,197 | 8,565 | 8,260 | 8,515 | 10,520 | 13,023 | 9,506 | 9,356 | 11,632 | 29,424 | 35,539 | 42,407 | - |
| | Gross Profit margin | 27.5% | 24.6% | 24.8% | 21.2% | 26.8% | 28.0% | 26.7% | 23.3% | 28.4% | 19.7% | 24.5% | 26.3% | - |
| | Operating Profit | 6,272 | 4,713 | 3,780 | 5,961 | 6,827 | 8,588 | 5,205 | 5,169 | 8,031 | 16,502 | 20,727 | 25,791 | - |
| | Operating Profit margin | 16.9% | 13.5% | 11.4% | 14.8% | 17.4% | 18.5% | 14.6% | 12.9% | 19.6% | 11.1% | 14.3% | 16.0% | - |
| | Number delivered | 619 | 969 | 590 | 844 | 900 | 1,338 | 674 | 637 | 977 | 4,963 | 3,022 | 3,549 | - |
| | Studio-type condominiums | | | | | | | | | | | | | |
| Family-type condominiums | | | | | | | | | | | | | | |
| Total | | | | | | | | | | | | | | |
| | | 392 | 310 | 401 | 379 | 474 | 435 | 443 | 478 | 429 | 1,205 | 1,482 | 1,830 | - |
| | | 1,011 | 1,279 | 991 | 1,223 | 1,374 | 1,773 | 1,117 | 1,115 | 1,406 | 6,168 | 4,504 | 5,379 | - |

Number of Open House Sales Centers

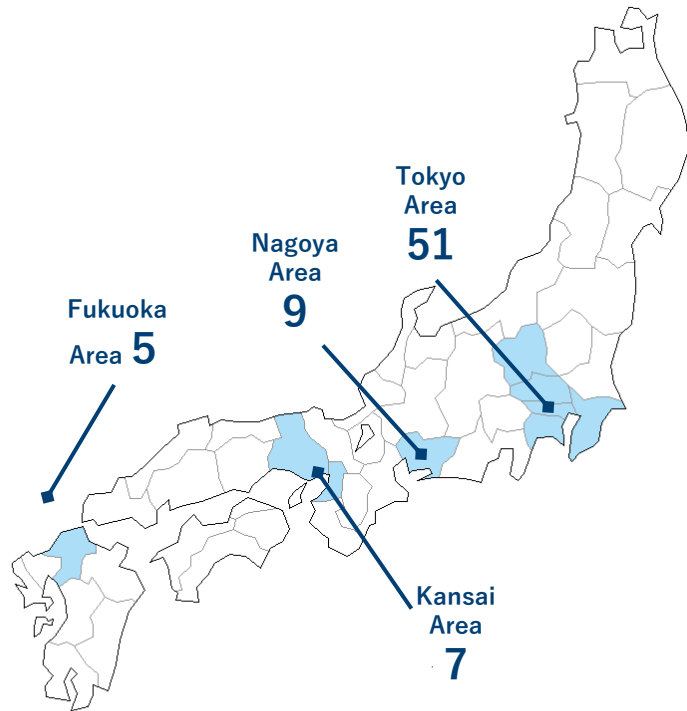
| Region | | FY 2019 | FY2020 | FY2021 | FY2022 | FY2023 | Feb 14. 2024 Present |
|--------|----------|---------|--------|--------|--------|--------|----------------------------|
| Kanto | Tokyo | 19 | 21 | 23 | 25 | 26 | 26 |
| | Kanagawa | 12 | 12 | 13 | 15 | 14 | 14 |
| | Saitama | 4 | 4 | 5 | 5 | 6 | 6 |
| | Chiba | 1 | 2 | 4 | 4 | 4 | 4 |
| | Gunma | - | - | - | 1 | 1 | 1 |
| | Subtotal | 36 | 39 | 45 | 50 | 51 | 51 |
| Chubu | Aichi | 5 | 7 | 8 | 8 | 9 | 9 |
| | Subtotal | 5 | 7 | 8 | 8 | 9 | 9 |
| Kinki | Osaka | - | - | - | 2 | 4 | 5 |
| | Hyogo | - | - | - | 2 | 2 | 2 |
| | Subtotal | - | - | - | 4 | 6 | 7 |
| Kyushu | Fukuoka | 1 | 3 | 4 | 4 | 5 | 5 |
| | Subtotal | 1 | 3 | 4 | 4 | 5 | 5 |
| Total | | 42 | 49 | 57 | 66 | 71 | 72 |



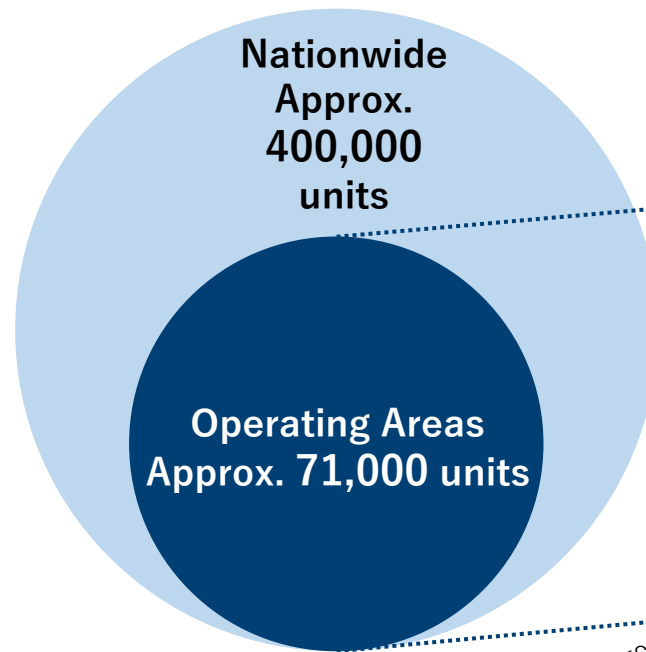
Single-family Homes Market share

■ Market share in existing areas is still around 11% with room for further expansion

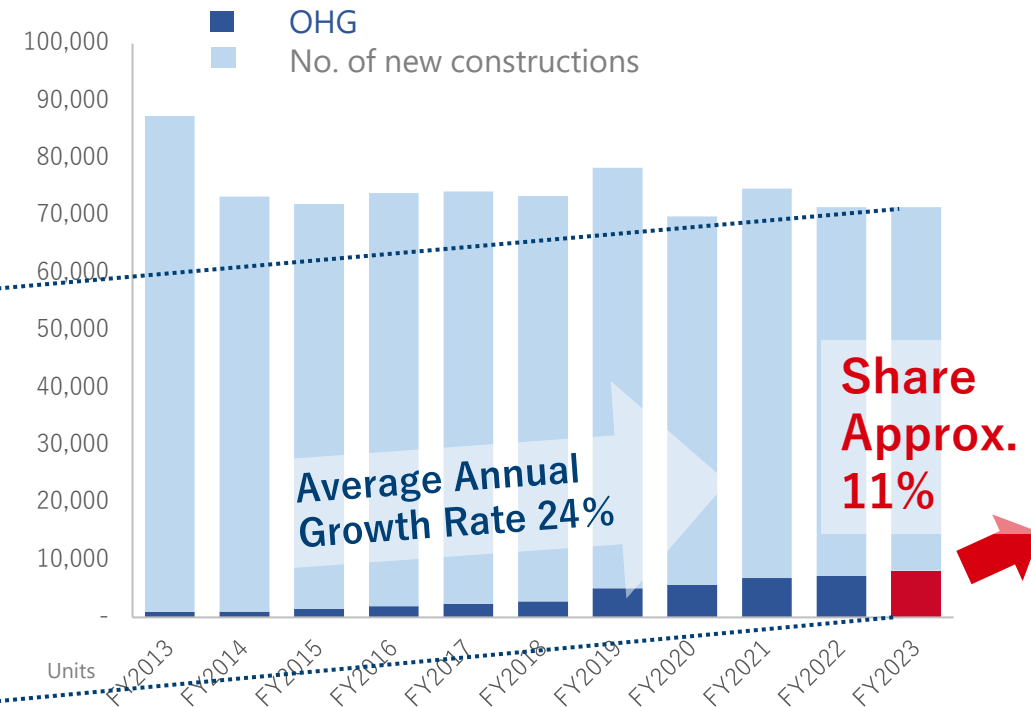
Number of Sales Centers by Area



Market Share in Operating Areas

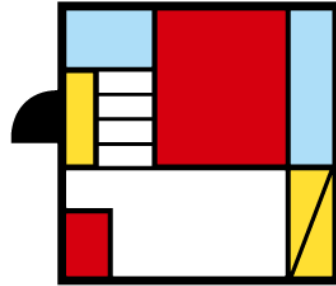


Trends in Number of New Constructions



<Source>

Number of new construction starts: Ministry of Land, Infrastructure, Transport and Tourism "Housing Construction Starts Statistics" Single-family homes (owner-owned homes + condominiums)
 OHG : OHD, Number of Hawk One buildings delivered (built + contracted)



OPEN HOUSE GROUP

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

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