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Open House Group Co., Ltd.
Financial Results for Third Quarter of FY2026
Conference Call Summary

■In 3Q, net sales exceeded 1 trillion yen, setting new record highs along with profit.

■Considering steady progress in the Single-family home related business, range-format earnings forecasts were consolidated to the upside.

■Based on the shareholder return policy of a "Total return ratio of 40% or more," the year-end dividend per share was revised upward from 100 yen to 105 yen. The annual dividend will be 205 yen, an increase of 27 yen year on year.

■In single-family home related business, high-level sales contracts continued for four consecutive quarters, and the buildup of inventories also progressed smoothly.

■The condominium business progressed smoothly with a contract progress rate exceeding 98%, and deliveries are scheduled to be concentrated in 4Q.

■In the property resale business, solid demand from domestic and overseas investors continued.

■In the U.S. real estate business, sales remained solid even amid historic yen depreciation.

■Maintained a sound financial base with an equity ratio of 38.4% and a net D/E ratio of 0.7 times. The interest coverage ratio remained at a high level of 16.4 times, maintaining absorption capacity in a rising interest rate environment.

Date and time: August 7, 2026, 16:00

Speaker: Kotaro Wakatabi, Senior Managing Director, CFO

Q&A:

【Q.1】The gross profit margin of Open House Development (OHD) is on an improving trend. Considering the impact of the Middle East situation on rising material prices and the status of sales prices, is there room for further increases? What are the factors behind the decline in Open House Architect's (OHA) gross profit margin and what is the future outlook?

【A.1】Deliveries for OHD have been progressing smoothly in 3Q, and we expect the full-year gross profit margin to be in the 17% range. For OHA, we are appropriately implementing price revisions in response to cost increases caused by environmental changes, and we expect an improvement in the gross profit margin in the next fiscal year.

<Impact of the situation in the Middle East>

Regarding the impact of the situation in the Middle East, as the outlook for material procurement and post-completion deliveries has been established, we have unified our earnings forecast to the upside. From the next fiscal year onward, while passing on expected material price increases to construction costs, we will be more selective in land acquisition. Through these measures, we will secure a gross profit margin at the same level as the current fiscal year while keeping sales prices unchanged.

【Q.2】What is the background behind the improving gross profit margins for Hawk One and Meldia?

【A.2】For Hawk One, the primary factor is the increased ratio of land sales. For Meldia, the primary factors are steady progress in post-merger integration (PMI), concentration in highly profitable areas, and cost reductions. We expect its future gross profit margin to be at the same level as OHD.

【Q.3】Inventories in the single-family home related business have increased year on year. Do you expect the number of units sold to reach the 4,000 unit level for the next fiscal year?

【A.3】The current increase in inventories includes the steady accumulation of sales contracts. Going forward, we aim to raise our land acquisition levels and grow steadily.

【Q.4】In the condominium business, do higher-priced properties tend to have higher gross profit margins? Also, what is the status of future land acquisition?

【A.4】The high-end INOVACIA line generally tends to have a higher gross profit margin, although there are individual property variations. Regarding the future lineup, in addition to properties currently on sale, we are planning developments in central Tokyo areas.

【Q.5】The condominium business seems to be performing well this fiscal year, but how will you respond to concerns about a revenue decrease in the next fiscal year?

【A.5】As we have communicated previously, net sales and other figures are temporarily expected to decrease next fiscal year due to the timing of land acquisitions. However, as a countermeasure, the used condominium purchase and resale business we launched is progressing smoothly. Taking advantage of

its short business period of six months, we will promote this business to compensate for the decrease in new condominiums next fiscal year. We expect the gross profit margin to be equal to or higher than that of the single-family home related business.

【Q.6】The operating profit margin of the property resale business is on a downward trend. What are the factors behind this? Also, is the full-year operating profit margin target of 10% achievable?

【A.6】The operating profit margin in 1Q was exceptionally high, which makes it appear to be on a relative downward trend. Deliveries will be concentrated in 4Q, and we expect the operating profit margin to recover. Therefore, we believe achieving the full-year operating profit margin plan of 10% is possible.

【Q.7】Could you tell us about the status of business development for wealthy individuals by asset class? What is the scale of the apartment business and the image for the next fiscal year?

【A.7】We established a new department that intensively handles products for wealthy individuals, and we are promoting the sales of domestic apartments, newly built luxury condominiums, resale properties, etc., and our track record is accumulating smoothly. For the apartment business, we expect net sales of 20 billion yen this fiscal year, and we believe there is a potential of approximately 30 billion yen annually from the next fiscal year onward.

【Q.8】Regarding the law in the U.S. restricting home purchases by institutional investors, what will be the impact on the U.S. real estate business and what are your countermeasures?

【A.8】We are aware of the law and are exchanging information with local lawyers and institutional investors engaged in the single-family home rental business in the U.S. Since the detailed legal interpretations for actual operations have not yet been solidified, we will continue to confirm details such as exception provisions and will respond appropriately to ensure stable business operations can continue.

【Q.9】Could you tell us the purpose, future strategy, and synergy effects of Pressance's M&A of an investment condominium sales company in the Kansai region?

【A.9】The acquired company, "Shinsei Trust Co., Ltd.," is an established investment condominium sales company that holds an excellent customer base due to its post-sale property management services. Integrating them and expanding our

scale is part of our strategy. In addition, we have decided that OHA's RC construction department will expand into the Kansai region. By strengthening the general contractor functions within the Group, we expect to improve construction capabilities and achieve cost reduction effects, which we believe will lead to enhanced competitiveness.

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