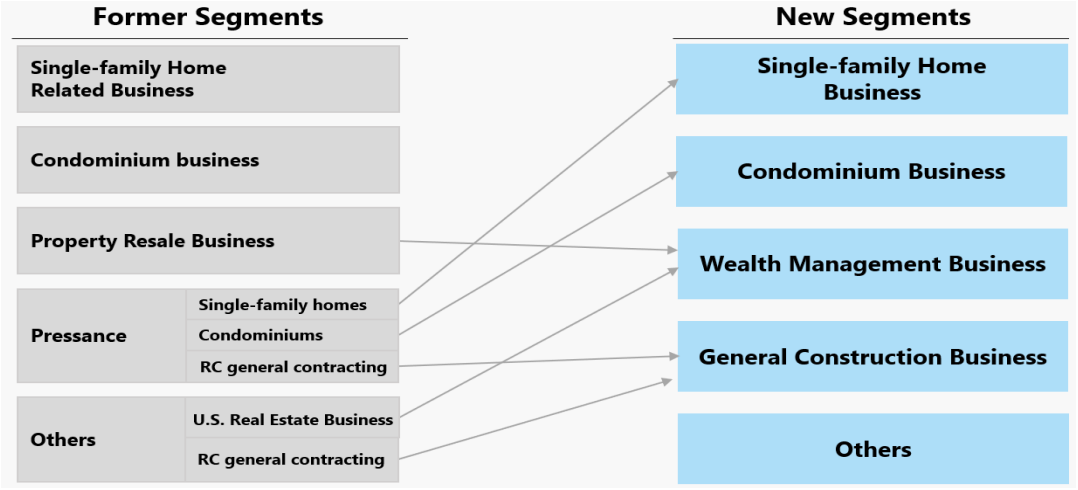
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Open House Group Co., Ltd.
Financial Results for the Fiscal Year Ended September 30, 2026
Conference Call and Financial Briefing Summary

- For the fiscal year ended September 30, 2026 (previous fiscal year), the single-family home related business and condominium business drove overall performance, achieving double-digit growth year-on-year and record highs in both net sales and all profit lines. An operating profit margin of over 10% was achieved across all segments.
- In the single-family home related business, sales of affordable single-family homes in urban areas were strong against the backdrop of skyrocketing condominium prices.
- In the condominium business, net sales exceeded 100.0 billion yen, and high-margin properties in prime locations within the 23 wards of Tokyo contributed to increased sales and profits.
- In the property resale business, demand from wealthy individuals and business corporations to hold properties remained high even under rising interest rates, resulting in solid sales.
- The U.S. real estate business performed well, driven by strong needs for asset diversification into dollar-denominated physical real estate among domestic wealthy individuals.
- The three-year plan up to the previous fiscal year was achieved, significantly exceeding targets with cumulative profit attributable to owners of parent of 312.8 billion yen (initial plan: 250.0 billion yen), shareholder returns of 132.3 billion yen (initial plan: 100.0 billion yen), and an equity ratio of 39.1% (initial plan: 35% or more). Investments were 382.5 billion yen (initial plan: 500.0 billion yen), with targets strictly selected.
- From the fiscal year ending September 30, 2027 (current fiscal year), when a new medium-term plan would normally be announced, the Company transitions to the disclosure of a single-year plan to place more emphasis on agility in response to changes in the business environment.
  - Financial discipline: Maintain an "Equity ratio of 35% or more" and a "Net D/E ratio of 1.0 times or less."
  - Capital efficiency: ROE for the current fiscal year is expected to be around 18%. Going forward, the Company positions an ambitious "ROE of 20% or more" as one of its important medium- to long-term management indicators as a major real estate company.
  - Capital allocation: The Company plans the use of funds for shareholder returns of 48.0 billion yen, inventory investments of 1.0 trillion yen (500.0 billion yen allocated from capital), and M&A investments of 300.0 billion yen (167.5 billion yen allocated from capital).

- Shareholder return: The Company continues its policy of a "Total return ratio of 40% or more". For the current fiscal year, the Company plans annual dividends per share of 220 yen (an increase of 15 yen year-on-year) and share buybacks of 25.0 billion yen.

■ The Company reorganized its segments from the current fiscal year to clarify the role and positioning of each business.



Conference Call for Analysts and Institutional Investors
Date and time: November 6, 2026, 16:00
Speaker: Kotaro Wakatabi, Senior Managing Director, CFO

<Q&A>

【Q.1】 What were the factors behind the decline in the gross profit margin of the single-family home related business in the previous 4Q? Why is the gross profit margin for the current fiscal year estimated conservatively?

【A.1】 In the previous 4Q, the Company reserved properties with high gross profit margins for deliveries in the current fiscal year. For the current fiscal year, assuming a rise in mortgage interest rates, the Company more carefully incorporated the impact of price adjustments made to prioritize inventory turnover.

【Q.2】 Is there any impact on customer trends, such as holding back on purchasing single-family homes, due to rising interest rates?

【A.2】 While there is a tendency for some customers to take time to consider before concluding a contract, the Company receives many inquiries about properties and

senses robust demand.

【Q.3】 What are the recent sales trends in the single-family home related business and the progress toward the sales target for the current fiscal year?

【A.3】 The number of sales contracts on a quarterly basis achieved a record high and is solid. Driven by the Kansai area, the accumulation of contracts toward achieving the plan for the current fiscal year is progressing smoothly.

【Q.4】 What are the sales scale and gross profit margin of pre-owned condominiums in the condominium business for the current fiscal year?

【A.4】 For OHD's standalone condominiums, the Company expects net sales of 15.0 billion yen and a gross profit margin of around 15%, which will contribute to profit stabilization.

【Q.5】 What are the contract trends for high-priced condominiums and the impact of reports of a softening market on actual-demand users?

【A.5】 As the Company mainly targets actual-demand users, there is no particular impact from the softening market for ultra-high-priced properties for investment purposes. Contracts for the high-priced properties developed by the Company are also solid.

【Q.6】 What is the business environment for the Wealth Management business under rising interest rates?

【A.6】 Against the backdrop of an increasing number of wealthy individuals in Japan, purchases by domestic customers are offsetting the decline in overseas investors in investment properties. The U.S. real estate business also maintains strong performance, boosted by customers' asset diversification needs.

【Q.7】 What are the details of the 6.2 billion yen in share of loss of entities accounted for using equity method under non-operating expenses, and what is the future policy?

【A.7】 These are primarily valuation losses related to investments in new multi-family housing development projects in the U.S. (These are different projects from the U.S. real estate business that handles existing pre-owned single-family homes). Going forward, under high interest rates, the Company will refrain from hasty sales and aim for recovery from a long-term perspective while monitoring market trends.

Consolidated Financial Highlights Briefing
Date and Time: November 11, 2026, 10:00 AM
Speakers: Ryosuke Fukuoka, President & CEO
Kotaro Wakatabi, Senior Managing Director, CFO

■ **Real Estate Strategy for Actual Demand**

The Company will develop its business centered on its unique vertically integrated business model capable of responding swiftly to changes in the operating environment. By accurately capturing actual demand for single-family homes and condominiums at affordable prices, the Company will generate stable cash flows through high inventory turnover. Furthermore, the Company will promote reliable cost control and strengthen its earnings base through the independence of the General Construction business and in-house construction.

■ **Business for High-Net-Worth Individuals (Wealth Management Business)**

Integration of domestic property resale and U.S. real estate businesses. The Company will promote cross-selling of Group products such as domestic property resale to the customer base of over 7,000 U.S. real estate owners. The Company aims to acquire continuous recurring revenue without relying on external brokerages, thereby achieving a multi-layered revenue structure.

■ **Ouchi Value Business**

The Company will fully launch proactive, direct proposals (inspections, renovations, and purchases) leveraging relationships of trust with the existing customer base of over 240,000. The Company will nurture this new recurring-revenue business that earns with high capital efficiency.

■ **Expansion and Value Maximization of Human Capital**

As human resources are the greatest source of growth for the Company, it will secure excellent personnel who will drive future growth and strengthen organizational capabilities by raising the starting salary to 400,000 yen.

■ **Deepening Compliance**

The complete separation of sales and contract execution operations introduced in 2023 has taken root, realizing improved productivity of sales personnel and a reduction in the number of cancellations. Under thorough compliance, the Company will continue to foster a corporate culture that pursues results based on appropriate procedures.

■ **AI x DX Initiatives**

Through DX promotion, initiatives leading to the stable operation of 3,000 sites at all times, shortened construction periods, and cost suppression are building a competitive advantage for the single-family home business.

■ **Promotion of Sustainability**

The Company will promote environmental initiatives, such as aligning with the ZEH standard for all new single-family homes and surpassing 10,000 cumulative contracts for "Ouchi Link Denki".

<Q&A>

【Q.1】 What was the intention behind transitioning from a medium-term plan to a single-year plan?

【A.1】 Under an external environment with many variables such as rising interest rates, the Company shifted to disclosing a single-year plan to focus on strengthening the current business foundation and reliably achieving the budget for the current fiscal year. There is no change in the policy of continuing to realize high growth rates.

【Q.2】 What are the drivers for raising ROE (from an expected 18% in the current fiscal year to 20% or more in the medium to long term)?

【A.2】 To improve ROE, in addition to improving the asset turnover rate, the Company will increase the composition ratio of businesses with high capital efficiency, such as the Ouchi Value business. The Company will also flexibly combine shareholder returns such as share buybacks.

【Q.3】 What are the countermeasures against rising construction costs for single-family homes?

【A.3】 In addition to absorbing the rise in construction costs by suppressing land acquisition prices, the Company will maintain profit margins through price pass-throughs in the contracting division and procurement leveraging the Group's economies of scale.

【Q.4】 What are the differentiating factors from competitors in the property resale business for pre-owned condominiums?

【A.4】 For property resale, the Company's greatest strength is its customer attraction capability, which allows it to make direct proposals and sales to the customer segment considering new condominiums without incurring additional advertising expenses.

【Q.5】 What is the policy for strengthening the Wealth Management business and the perspective on recurring revenue?

【A.5】 The Company will accelerate the cross-selling of domestic income properties and high-priced condominiums to the existing customer base of U.S. real estate. Also, the Company believes there is significant room for medium- to long-term growth regarding recurring revenues such as management.

【Q.6】 What are the initiatives and medium- to long-term scale expectations for the Ouchi Value business?

【A.6】 The Company has appointed top-class sales personnel as leaders and launched a specialized organization to make proactive proposals. By building long-term relationships with customers who have purchased Group housing, the Company expects it to grow into a significant revenue opportunity in the future.

End