

**OPEN HOUSE  
GROUP**

# Consolidated Financial Highlights

for the fourth Quarter of FY2023

(2022/10-2023/09)

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

# FY2023 Topics

## Business performance 4Q FY2023

◆ Achieved exceeded The mid-term management plan “*Ikoze iccho! 2023*” by a large margin

### FY2023 Actual results

Net sales	¥ <b>1,148.4</b> billion	[120.6%YoY]
Operating profit	¥ <b>142.3</b> billion	[119.2%YoY]
Profit attributable to owners of parents	¥ <b>92.0</b> billion	[118.2%YoY]

## Forecasts of the financial results FY2024

◆ Planning Net sales ¥ 1.13 trillion, Profit attributable to owners of parents ¥ 92.5 billion

### FY2024 Forecasts

Net sales	¥ <b>1.13</b> trillion	[113.2%YoY]
Operating profit	¥ <b>124</b> billion	[87.1%YoY]
Profit attributable to owners of parents	¥ <b>92.5</b> billion	[100.5%YoY]

## Shareholder Returns

Annual dividends ¥ **166.00** [¥2.00YoY]

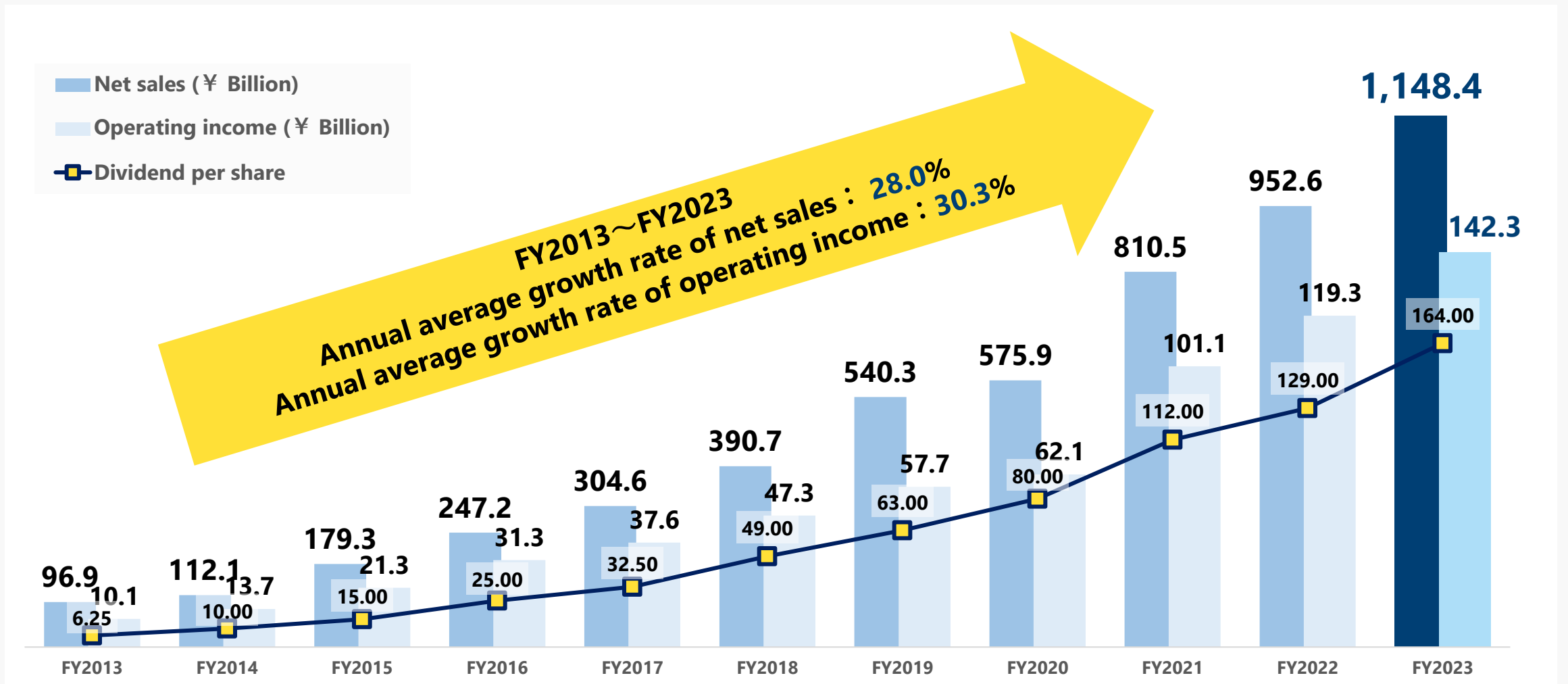
Share buybacks ¥**10** billion **2.2** Million shares (Percentage of issued shares : 1.82%)

## M&A

◆ Sanei Architecture Planning Co., Ltd. became a wholly-owned subsidiary in November 2023. As Open house group, M&A will also be a major growth driver.

# Business Performance and Shareholder Returns since Listing

- Updated the record high in net sales and profit for the eleventh consecutive year since listing in FY2013.



Note: Since the Company conducted a 2-for-1 stock split in FY2015 and FY2019, the dividends are calculated on the assumption that the stock split was conducted in FY2013.

# 1. FY2023 Consolidated Financial Summary



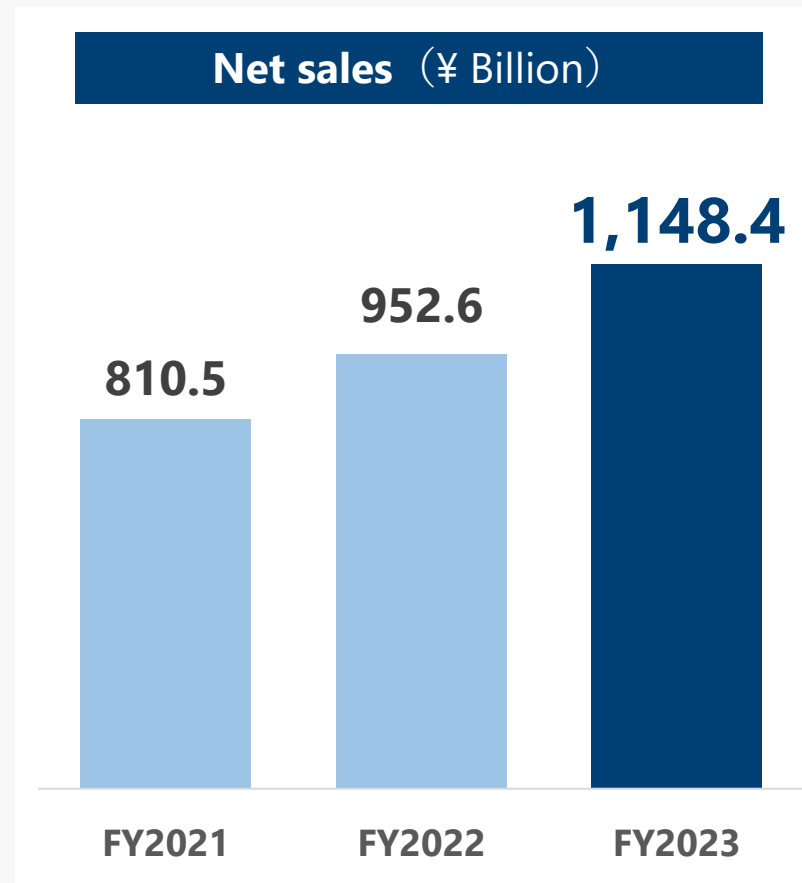
**OPEN HOUSE GROUP**

# Consolidated Statements of Income (Summary)

- Updated the record high in net sales and profit for the eleventh consecutive year.

(¥ Million)

	FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Inc. (Dec.)
	Actual	% of net sales	Actual	% of net sales	
<b>Net sales</b>	952,686	-	<b>1,148,484</b>	-	<b>120.6%</b>
<b>Operating profit</b>	119,358	12.5%	<b>142,330</b>	12.4%	<b>119.2%</b>
<b>Ordinary profit</b>	121,166	12.7%	<b>136,927</b>	11.9%	<b>113.0%</b>
<b>Profit attributable to owners of parent</b>	77,884	8.2%	<b>92,050</b>	8.0%	<b>118.2%</b>



# Performance by Segment (Net Sales/Operating Profit)

- Sales and profit increased in all segments.

	Net sales				
	FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Inc. (Dec.)
	Actual	Ratio	Actual	Ratio	
<b>Total</b>	952,686	100.0%	<b>1,148,484</b>	100.0%	<b>120.6%</b>
<b>Single-family home related business</b>	516,554	54.2%	<b>590,394</b>	51.4%	<b>114.3%</b>
<b>Condominium</b>	62,362	6.5%	<b>124,984</b>	10.9%	<b>200.4%</b>
<b>Property resale</b>	155,961	16.4%	<b>185,018</b>	16.1%	<b>118.6%</b>
<b>Others (including U.S. real estate business)</b>	74,471	7.8%	<b>88,301</b>	7.7%	<b>118.6%</b>
<b>Pressance Corporation</b>	145,324	15.3%	<b>161,476</b>	14.1%	<b>111.1%</b>
<b>Adjustments</b>	△1,987	-	△ <b>1,692</b>	-	-

	Operating profit <small>(¥ Million)</small>				
	FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Inc. (Dec.)
	Actual	% of Net sales	Actual	% of Net sales	
	119,358	12.5%	<b>142,330</b>	12.4%	<b>119.2%</b>
	63,014	12.2%	<b>63,178</b>	10.7%	<b>100.3%</b>
	10,654	17.1%	<b>25,139</b>	20.1%	<b>236.0%</b>
	17,669	11.3%	<b>20,222</b>	10.9%	<b>114.4%</b>
	8,205	11.0%	<b>8,667</b>	9.8%	<b>105.6%</b>
	20,727	14.3%	<b>25,791</b>	16.0%	<b>124.4%</b>
	△913	-	△ <b>668</b>	-	-

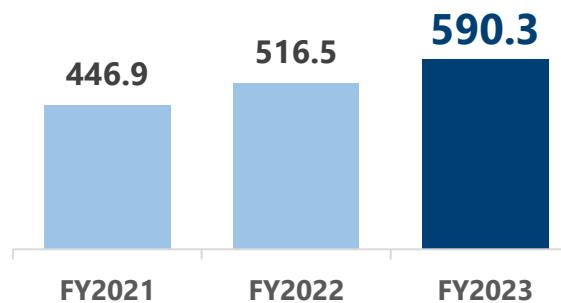
# Single-family Home Related Business (Overall)

- Business performance was in line with plans due to strong demand for family housing in urban areas.

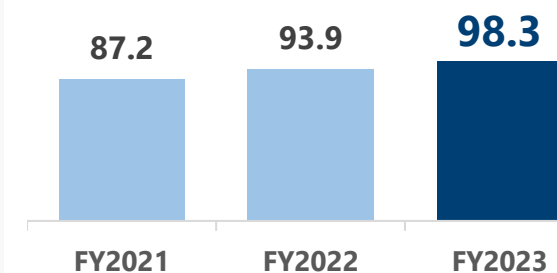
(¥ Million)

	FY2021 (2020/10-2021/9)	FY2022 (2021/10-2022/9)	FY2023 (2022/10-2023/9)	Inc. (Dec.)
<b>Net sales</b>	446,959	516,554	<b>590,394</b>	<b>114.3%</b>
<b>Gross profit</b>	87,252	93,912	<b>98,343</b>	<b>104.7%</b>
<b>Gross profit margin</b>	19.5%	18.2%	<b>16.7%</b>	<b>△1.5pt</b>
<b>Operating profit</b>	62,294	63,014	<b>63,178</b>	<b>100.3%</b>
<b>Operating profit margin</b>	13.9%	12.2%	<b>10.7%</b>	<b>△1.5pt</b>

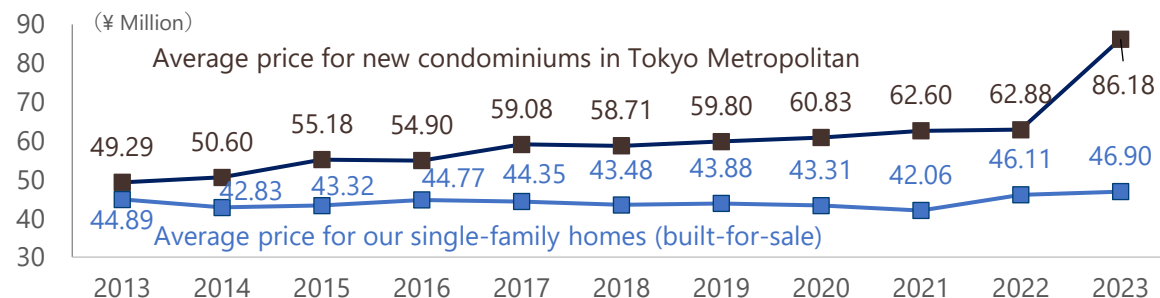
## Net sales (¥ Billion)



## Operating profit (¥ Billion)



## Changes in the average price for new condominiums in Tokyo Metropolitan and average price for the Company's single-family homes (built-for-sale)

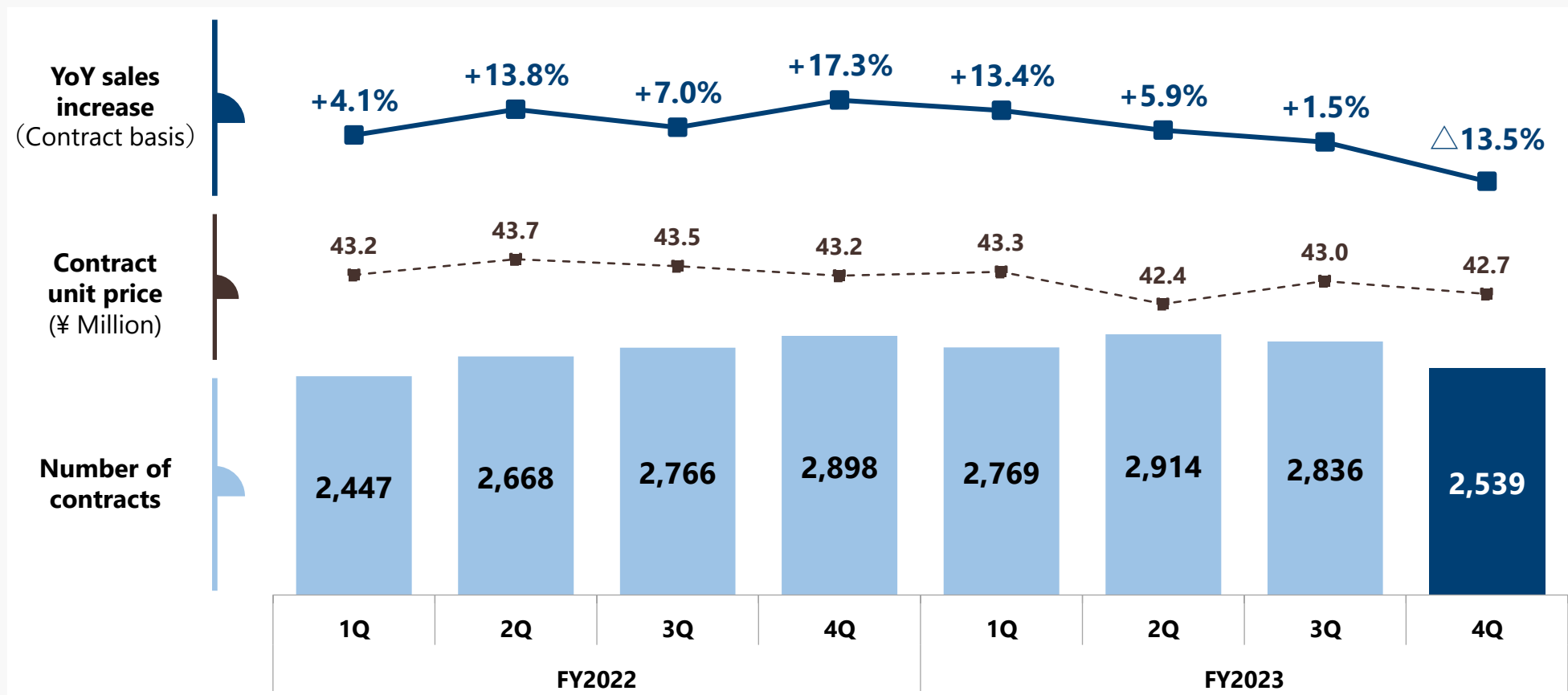


Source: Real Estate Economic Institute "Metropolitan Area Condominium Market Trends"  
Fiscal year: Calendar year (January-December) for condominiums.

For our detached houses, the period is from October of the previous year to September of the current year, for the Tokyo metropolitan area.

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

- Tailwind factors receded, resulting in price increases and shortages in central Tokyo area and inventory adjustments in surrounding areas due to excess stock.
- Uncompetitive and weak companies likely to be eliminated from the market in future.



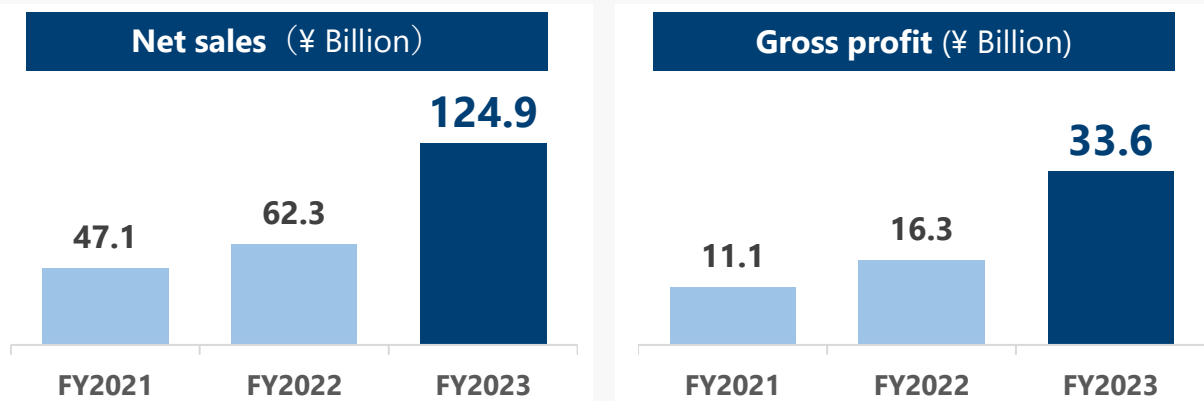
Operating companies : Open House Development Co., Ltd. (OHD) & Hawk One Corporation (HO)  
 Scope : Sales (built-for-sale + land), not including contracted work



# Condominium Business

- Sales and operating income doubled on the back of strong demand for condominiums. Building completion and deliveries implemented as planned.
- Affordable condominiums for small households are in high demand amid a shortage of condominiums in central Tokyo.

	FY2021 (2020/10-2021/9)	FY2022 (2021/10-2022/9)	FY2023 (2022/10-2023/9)	Inc. (Dec.)
(¥ Million)				
Net sales	47,147	62,362	<b>124,984</b>	<b>200.4%</b>
Gross profit	11,133	16,385	<b>33,683</b>	<b>205.6%</b>
Gross profit margin	23.6%	26.3%	<b>26.9%</b>	<b>0.7pt</b>
Operating profit	6,507	10,654	<b>25,139</b>	<b>236.0%</b>
Operating profit margin	13.8%	17.1%	<b>20.1%</b>	<b>3.0pt</b>
No. delivered	1,081	1,216	<b>2,395</b>	<b>1,179</b>
Unit price	43.0	51.1	<b>52.0</b>	<b>0.9</b>

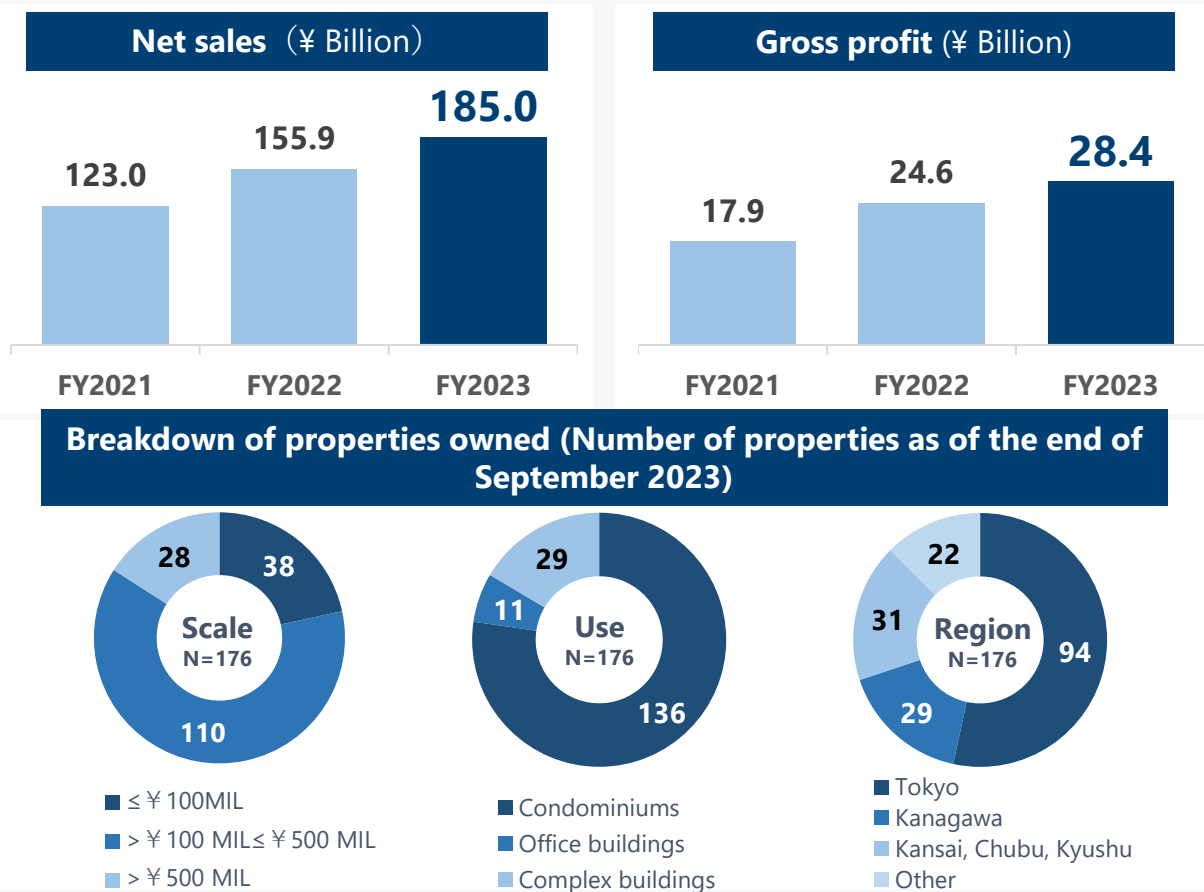


Major condominiums delivered in FY2023		
Name	Units	Average Price
Open Residencia Kagurazaka First (Tokyo)	25	9,000万円台
Open Residencia Omiya Front (Saitama)	87	5,000 //
Open Residencia Sakaehushimi THE COURT (Nagoya)	70	3,000 //
Open Residencia Ohorikoen (Fukuoka)	44	3,000 //

# Property Resale Business

- Achieved sustainable growth through superior information volume. Affordable price range for both individuals and companies to invest in.
- Wealthy consumers continue to seek investment opportunities for surplus funds. Expanding client base beyond Japan to other Asian investors.

	FY2021 (2020/10-2021/9)	FY2022 (2021/10-2022/9)	FY2023 (2022/10-2023/9)	Inc. (Dec.)
(¥ Million)				
Net sales	123,061	155,961	<b>185,018</b>	<b>118.6%</b>
Gross profit	17,918	24,695	<b>28,400</b>	<b>115.0%</b>
Gross profit margin	14.6%	15.8%	<b>15.3%</b>	△0.5pt
Operating profit	12,285	17,669	<b>20,222</b>	<b>114.4%</b>
Operating profit margin	10.0%	11.3%	<b>10.9%</b>	△0.4pt
No. delivered	292	328	<b>434</b>	<b>106</b>
Unit price	411	458	<b>415</b>	△43

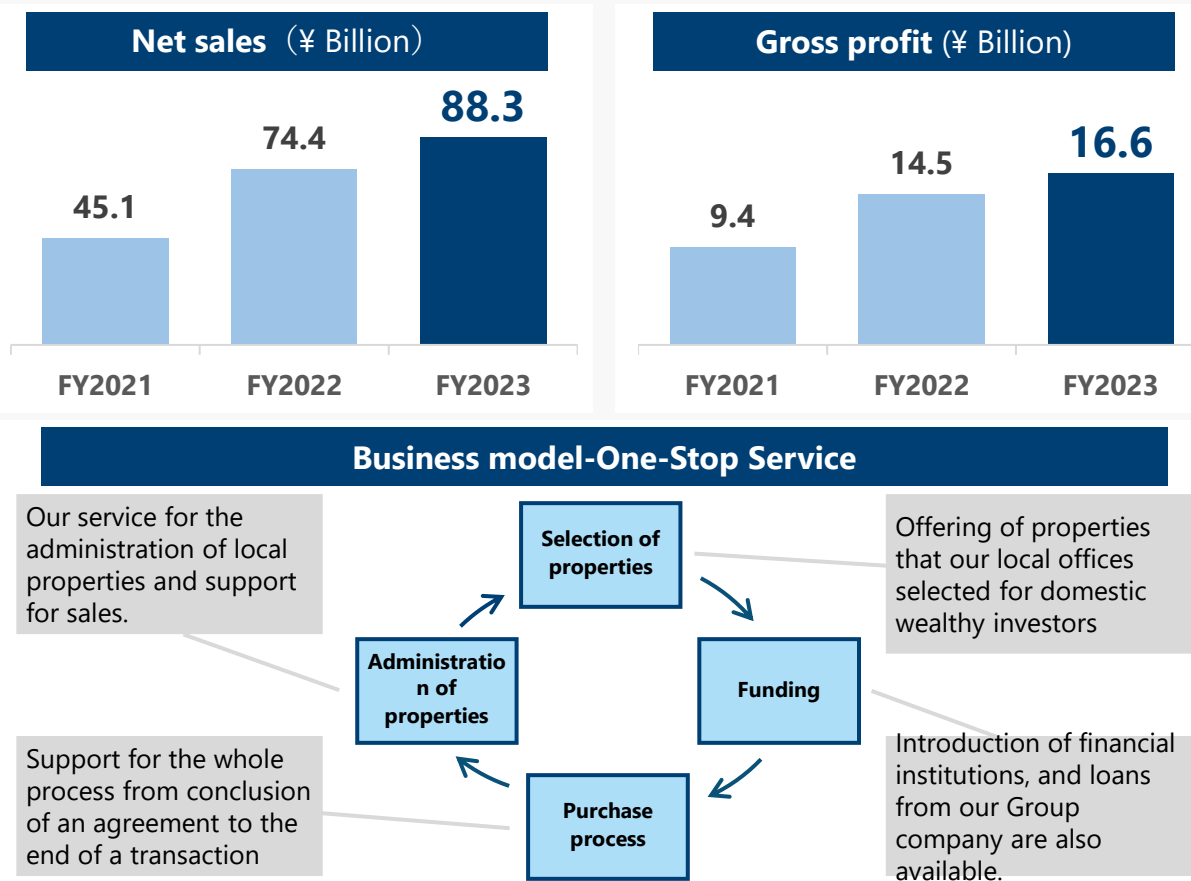


## Other Segment (U.S. Real Estate Business)

- Definite increase in transactions with active wealthy individuals with high motivation to invest
- Solid motivation to diverge into dollar-denominated assets, even with weak yen

	(¥ Million)			
	FY2021 (2020/10-2021/9)	FY2022 (2021/10-2022/9)	FY2023 (2022/10-2023/9)	Inc. (Dec.)
<b>Net sales</b>	45,159	74,471	<b>88,301</b>	<b>118.6%</b>
<b>Gross profit</b>	9,459	14,530	<b>16,679</b>	<b>114.8%</b>
<b>Gross profit margin</b>	20.9%	19.5%	<b>18.9%</b>	△0.6pt
<b>Operating profit</b>	5,232	8,205	<b>8,667</b>	<b>105.6%</b>
<b>Operating profit margin</b>	11.6%	11.0%	<b>9.8%</b>	△1.2pt
<b>No. delivered*</b>	827	1,071	<b>1,095</b>	<b>24</b>
<b>No. of buildings managed*</b>	2,473	3,471	<b>4,419</b>	<b>948</b>

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



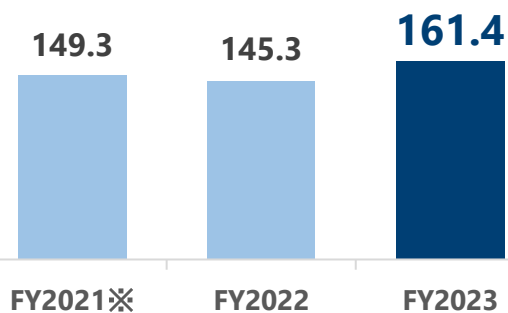
# Pressance Corporation

- As well as in the Tokyo Metropolitan area, demand for condominiums in the Kansai area was strong in terms of both investment and actual demand.
- The company continued to grow and achieve high profit margins after joining the Group.

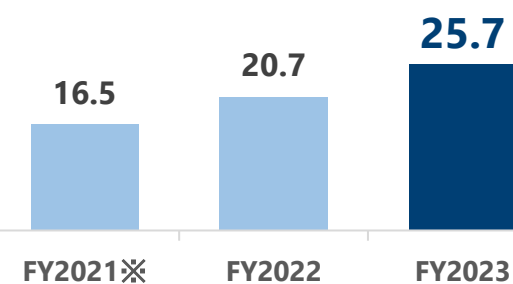
(¥ Million)

	FY2021※ (2021/1-2021/9)	FY2022 (2021/10-2022/9)	<b>FY2023</b> (2022/10-2023/9)	<b>Inc. (Dec.)</b>
<b>Net sales</b>	149,337	145,324	<b>161,476</b>	111.1%
<b>Gross profit</b>	29,424	35,539	<b>42,407</b>	119.3%
<b>Gross profit margin</b>	19.7%	24.5%	<b>26.3%</b>	+1.8pt
<b>Operating profit</b>	16,502	20,727	<b>25,791</b>	124.4%
<b>Operating profit margin</b>	11.1%	14.3%	<b>16.0%</b>	+1.7pt
<b>Actual by products</b>	6,168	4,504	<b>5,379</b>	+875戸
<b>Studio-type condominiums</b>	4,963	3,022	<b>3,549</b>	+527戸
<b>Family-type condominiums</b>	1,205	1,482	<b>1,830</b>	+348戸

Net sales (¥ Billion)



Operating profit (¥ Billion)



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
<b>2</b>	<b>Pressance Corporation</b>	<b>3,760</b>	7	Takara Leben	2,134
3	Mitsui Fudosan Residential	3,420	8	DAIWA HOUSE INDUSTRY	2,022
4	Sumitomo Realty & Development	3,109	<b>9</b>	<b>Open House Development</b>	<b>1,870</b>
5	ESLEAD CORPORATION	2,214	10	NIPPON STEEL KOWA REAL ESTATE	1,850

\*Since Pressance Corporation became consolidated subsidiary in January 2021, the results for FY2021 are for the nine months from January to September 2021.

Source: Real Estate Economic Institute (As of 2023.2)

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

(¥ Million)

SG&A Expenses						Non-Operating Income / Expenses					
	FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Inc. (Dec.)		FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Inc. (Dec.)
	Actual	% of net sales	Actual	% of net sales			Actual	% of net sales	Actual	% of net sales	
<b>SG&amp;A expenses</b>	65,210	6.8%	<b>76,026</b>	6.6%	<b>+10,815</b>	<b>Non-Operating income</b>	8,291	0.9%	<b>2,636</b>	0.2%	<b>△5,654</b>
Personnel expenses	21,157	2.2%	<b>23,774</b>	2.1%	<b>+2,616</b>	Share of profit of entities accounted for using equity method	383	0.0%	<b>69</b>	0.0%	<b>△314</b>
Sales commissions	7,288	0.8%	<b>7,574</b>	0.7%	<b>+286</b>	Dividend income	1,853	0.2%	<b>137</b>	0.0%	<b>△1,716</b>
Office maintenance cost	6,993	0.7%	<b>7,815</b>	0.7%	<b>+822</b>	Profit on currency exchange	5,069	0.5%	<b>471</b>	0.0%	<b>△4,598</b>
Advertising expenses	3,874	0.4%	<b>4,718</b>	0.4%	<b>+843</b>	Other	983	0.1%	<b>1,958</b>	0.2%	<b>+974</b>
Promotion expenses	2,045	0.2%	<b>3,247</b>	0.3%	<b>+1,202</b>	<b>Non-operating expenses</b>	6,482	0.7%	<b>8,039</b>	0.7%	<b>+1,556</b>
Others	23,851	2.5%	<b>28,895</b>	2.5%	<b>+5,044</b>	Interest expenses	3,531	0.4%	<b>3,965</b>	0.3%	<b>+433</b>
						Commission expenses	601	0.1%	<b>687</b>	0.1%	<b>+86</b>
						Other	2,350	0.2%	<b>3,385</b>	0.3%	<b>+1,035</b>

# Consolidated Balance Sheet

- Maintained a sound financial position. Completed M&A of SANEI ARCHITECTURE PLANNING CO., LTD. in an agile manner by maintaining investment capacity.

(¥ Million)

	FY2022	FY2023	Inc. (Dec.)		FY2022	FY2023	Inc. (Dec.)
	<b>Consolidated balance sheet</b>				<b>Liabilities</b>		
<b>Current assets</b>	981,656	<b>1,130,769</b>	+149,113	<b>Liabilities</b>	635,472	<b>718,251</b>	+82,779
Cash and deposits	349,305	<b>401,879</b>	+52,574	Current liabilities	309,495	<b>373,526</b>	+64,031
Inventories	557,105	<b>641,256</b>	+84,151	Non-current liabilities	325,976	<b>344,725</b>	+18,748
Others	75,245	<b>87,633</b>	+12,387	<b>Net assets</b>	395,702	<b>480,416</b>	+84,714
<b>Non-current assets</b>	49,518	<b>67,898</b>	+18,380	Shareholders' equity	326,221	<b>401,443</b>	+75,222
Property, plant and equipment	21,123	<b>28,456</b>	+7,333	Valuation and translation adjustments	11,874	<b>15,163</b>	+3,289
Intangible assets	2,925	<b>2,690</b>	△234	Non-controlling interests	57,606	<b>63,808</b>	+6,202
Investments and other assets	25,470	<b>36,751</b>	+11,281	<b>Total liabilities and net assets</b>	1,031,174	<b>1,198,668</b>	+167,493
<b>Total asset</b>	1,031,174	<b>1,198,668</b>	+167,493				
<b>Safety index</b>				<b>Equity ratio</b>			
<b>Net D/E ratio</b>	0.5	<b>0.4</b>	△0.1	<b>Equity ratio</b>	32.7%	<b>34.7%</b>	+2.0pt
<b>D/E ratio</b>	1.5	<b>1.4</b>	△0.1	<b>Current ratio</b>	317.2%	<b>302.7%</b>	△14.5pt

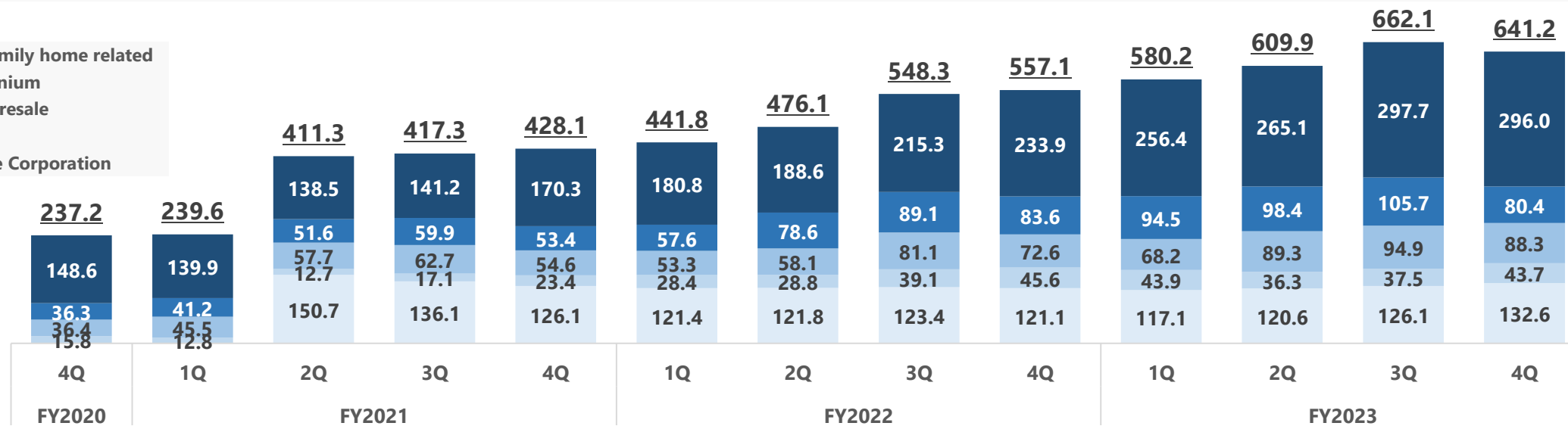
# Inventory Details

(¥ Million)

	FY2020	FY2021	FY2022	<b>FY2023</b>	Ratio	Inc. (Dec.)
<b>Inventory</b>	237,287	428,129	557,105	<b>641,256</b>	<b>100.0%</b>	<b>+84,151</b>
Single-family home related	148,676	170,389	233,979	<b>296,015</b>	<b>46.2%</b>	<b>+62,036</b>
Condominium	36,339	53,496	83,632	<b>80,443</b>	<b>12.5%</b>	<b>△3,188</b>
Property resale	36,445	54,681	72,678	<b>88,326</b>	<b>13.8%</b>	<b>+15,648</b>
Other	15,825	23,452	45,639	<b>43,798</b>	<b>6.8%</b>	<b>△1,841</b>
Pressance Corporation	-	126,109	121,174	<b>132,672</b>	<b>20.7%</b>	<b>+11,497</b>

(¥ Billion)

- Single-family home related
- Condominium
- Property resale
- Other
- Pressance Corporation



# Consolidated cash flow statement

(¥ Million)

	FY2022 (2021/10-2022/9)	FY2023 (2022/10-2023/9)	Main factors etc.
Cash flow from operating activities	△16,353	<b>17,393</b>	<ul style="list-style-type: none"> <li>• Recording of net income before taxes and other adjustments</li> <li>• Increase in inventory</li> <li>• Payment of corporate taxes etc</li> </ul>
Cash flow from investment activities	△4,367	△ <b>35,575</b>	<ul style="list-style-type: none"> <li>• Net expenditures from time deposits</li> <li>• Expenditures due to payment of capital invested in affiliated companies</li> <li>• Acquisition of tangible fixed assets etc</li> </ul>
Cash flow from financing activities	24,694	<b>49,103</b>	<ul style="list-style-type: none"> <li>• Increase in borrowings</li> <li>• Dividend payment etc</li> </ul>
Effect of exchange rate changes on cash and cash equivalents	6,858	<b>1,641</b>	
Net increase (decrease) in cash and cash Equivalent	10,832	<b>32,562</b>	
Cash and cash equivalents at beginning of Period	334,506	<b>346,080</b>	
Cash and cash equivalents resulting from change in scope of consolidation	741	-	
Cash and cash equivalents at end of period	346,080	<b>378,643</b>	



## 2. Management policy of three years



**OPEN HOUSE GROUP**

# Corporate Philosophy and Our Mission

## — Corporate Philosophy

- Remain committed to pursuing "Houses that customers want" honestly and constantly.
- Attract a wide range of motivated people and create an organization that rewards results.
- Increase performance and expand the scale of our business, and be a real estate company needed by society.

## — Our Mission

**Supplying Affordable Housing in the Metropolitan Areas.**

## Profit assumption and Policy of three years(FY2024~FY2026)

### Profit assumption

**Net income**  
(Cumulative total for three years)

**¥ 250 billion**

- Assuming net income of ¥80.0 billion per year for 3 consecutive years, plus negative goodwill of ¥12.5 billion in FY2024.
- Excludes increase in profit due to M&A activity conducted after acquisition of SANEI ARCHITECTURE PLANNING CO., LTD.

### Policy

(1)  
**Financial  
Policy**

Capital adequacy ratio **35%**

Net D /E Ratio **1 time** or less

(2)  
**Investment  
and Growth  
Policy**

Investment amount  
(Cumulative total for three years)

**¥ 500 billion**

(3)  
**Shareholder  
Return Policy**

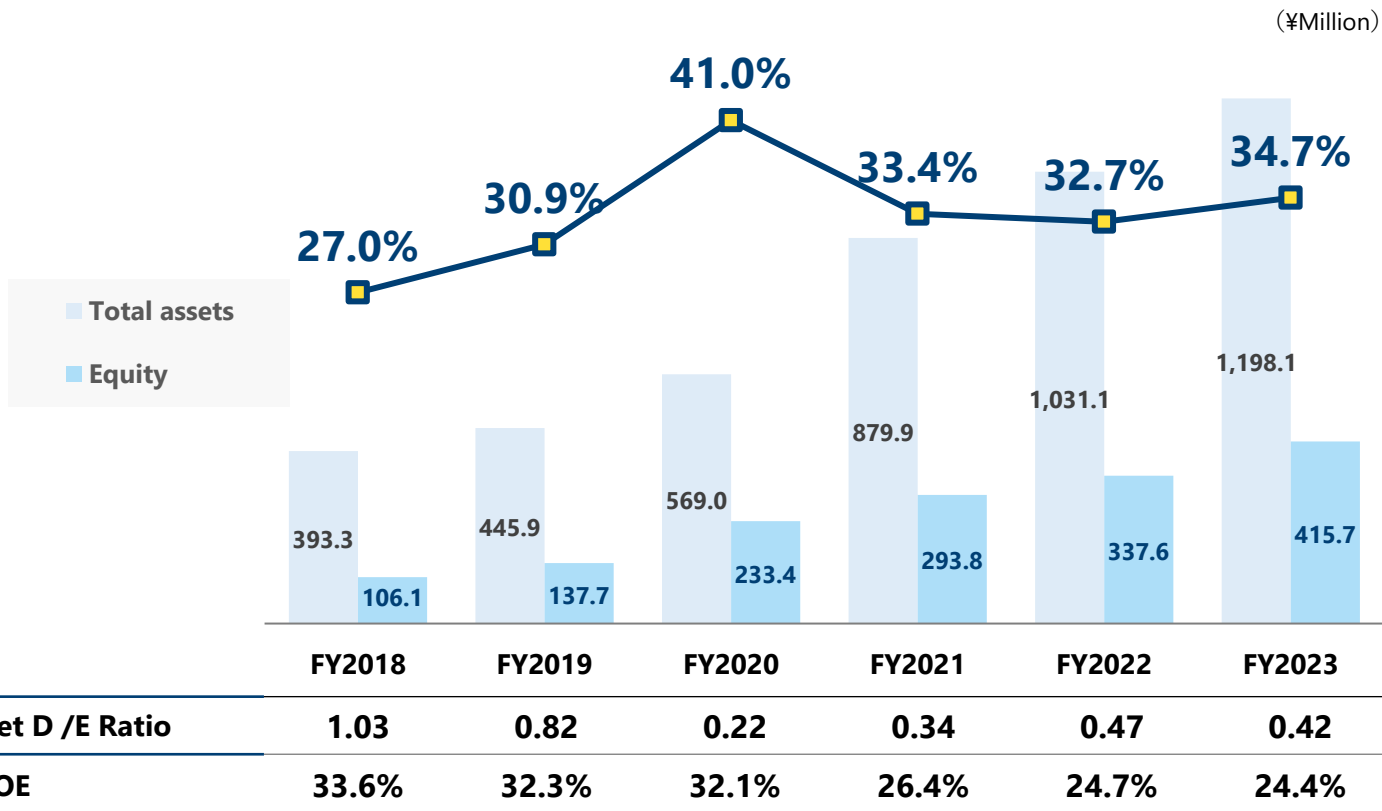
Shareholder return amount  
(Cumulative total for three years)

**¥ 100 billion**

# (1) Financial policy

- Increase equity ratio to 35% or more in preparation for diversifying financing methods, such as corporate bonds.

## Changes in capital adequacy ratio



## Indicators to focus on

### Capital adequacy ratio

30% ⇒ **35%** or more

### Net D /E Ratio

**1 time** or less

### ROE

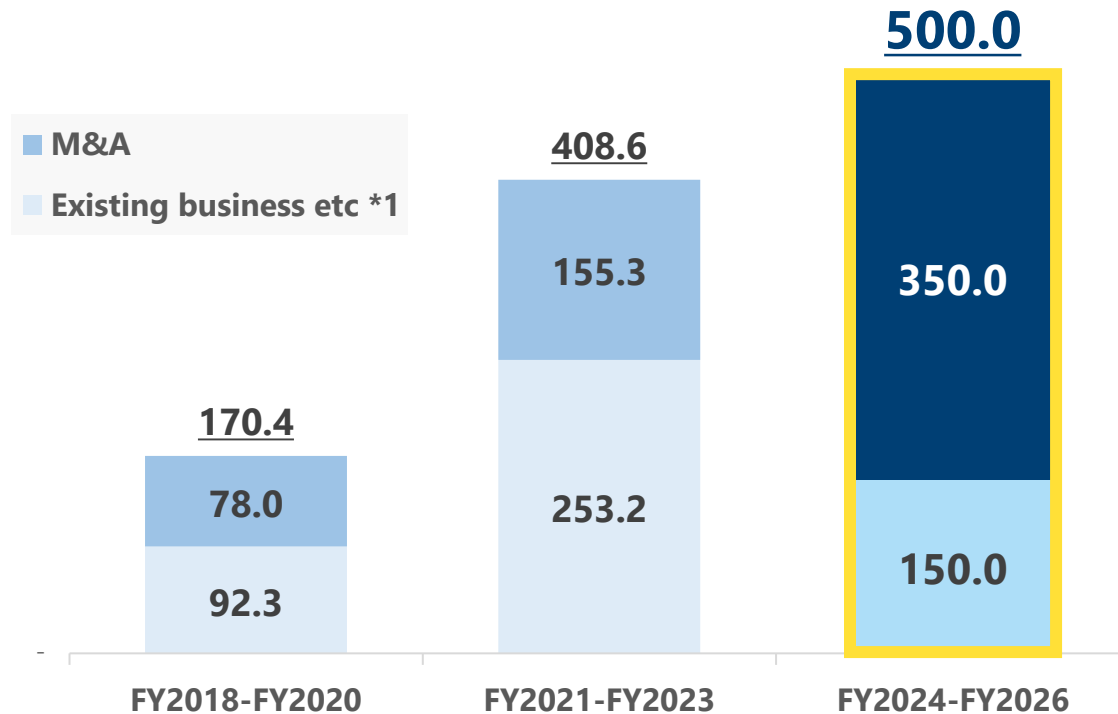
FY2024 **20%**

FY2025~ **15%**

## (2) Growth investment policy

- Expect to invest 500 billion yen in total over the next 3 years.

### Changes in investment amount(¥ Billion)



\*1 Existing businesses, etc. include the increase in inventories, and M&A includes the increase in interest-bearing debt.

### Investment breakdown

#### M&A

**Domestic (Multiple projects)**      **¥ 300billion**  
 Including Sanei Architecture Planning (¥ 100billion)

**U.S.A.**      **¥ 50billion**

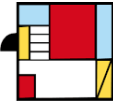



#### Existing business investment

**Increase in inventory (Domestic/Overseas)**      **¥ 100billion**

**US development business, DX, sustainability etc**      **¥ 50billion**

## (2) Growth investment policy (actual of M&A)

- Our M&A activities to date have delivered a steady track record of success.

company	Investment period	Investment amount *1	Actual etc	
 OPEN HOUSE Architect	January 2015	¥7.9billion	Net sales	Immediately before M&A → FY2023 ¥29.1billion*2 → ¥102.5billion
 HAWKONE	October 2018	¥27.3billion	Net sales	Immediately before M&A → FY2023 ¥65.3billion*3 → ¥135.3billion
 PRESSANCE CORPORATION	May 2020 January 2021	¥64.4billion	Negative goodwill ¥18.1billion	FY2023 Net sales ¥161.4billion*4 Operating income ¥25.7billion
 Design Your Life MELDIA GROUP 三栄建築設計	October 2023	¥42.9billion	Negative goodwill ¥12.5billion (Expected)	FY2023 Net sales ¥144.2billion Operating income ¥74billion

\*1 Amount paid for acquisition of stock (excluding increase in interest-bearing debt)

\*2 Results for FY2014 (full year)

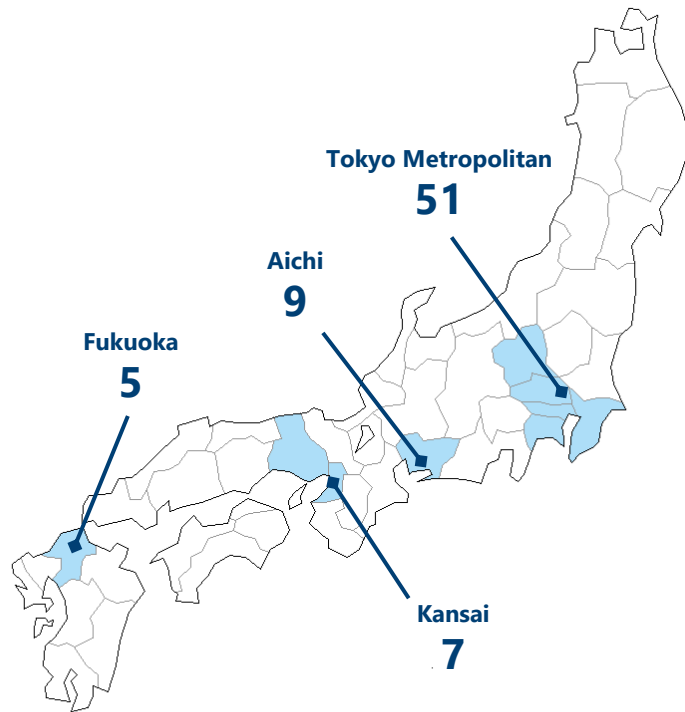
\*3 Results for FY2018 (11-month financial results)

\*4 Our consolidated results for the fiscal year ending September 2023

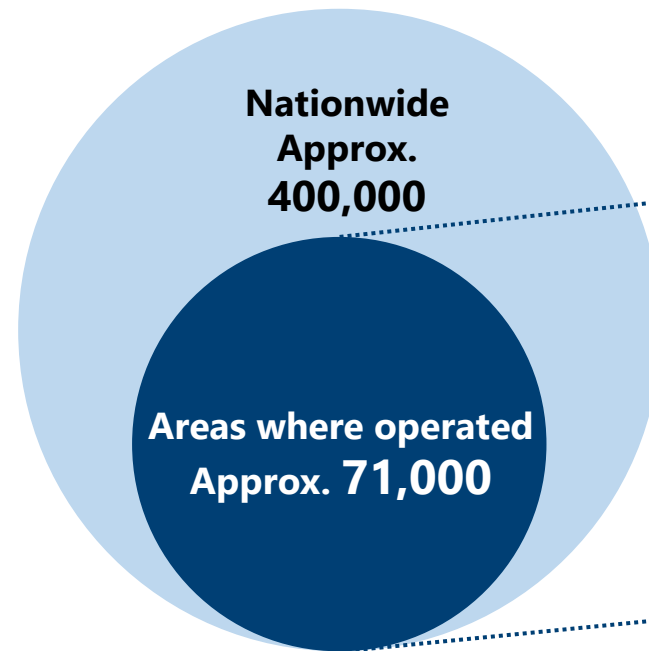
## (2) Growth investment policy (market size of Single-family home related business)

- Market share in existing expansion areas are about 11%, room for further expansion
- Market share in operating areas is still about 10%, with room for further expansion.

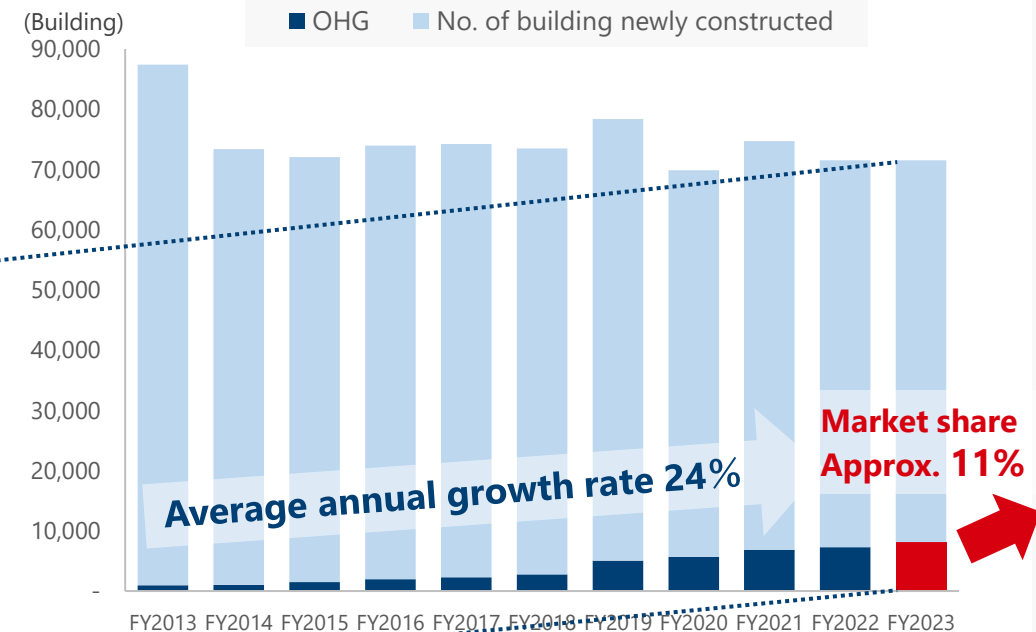
Number of sales centers by area



Market size in our area



Trends in the number of new construction starts



Source

No. of buildings newly constructed :

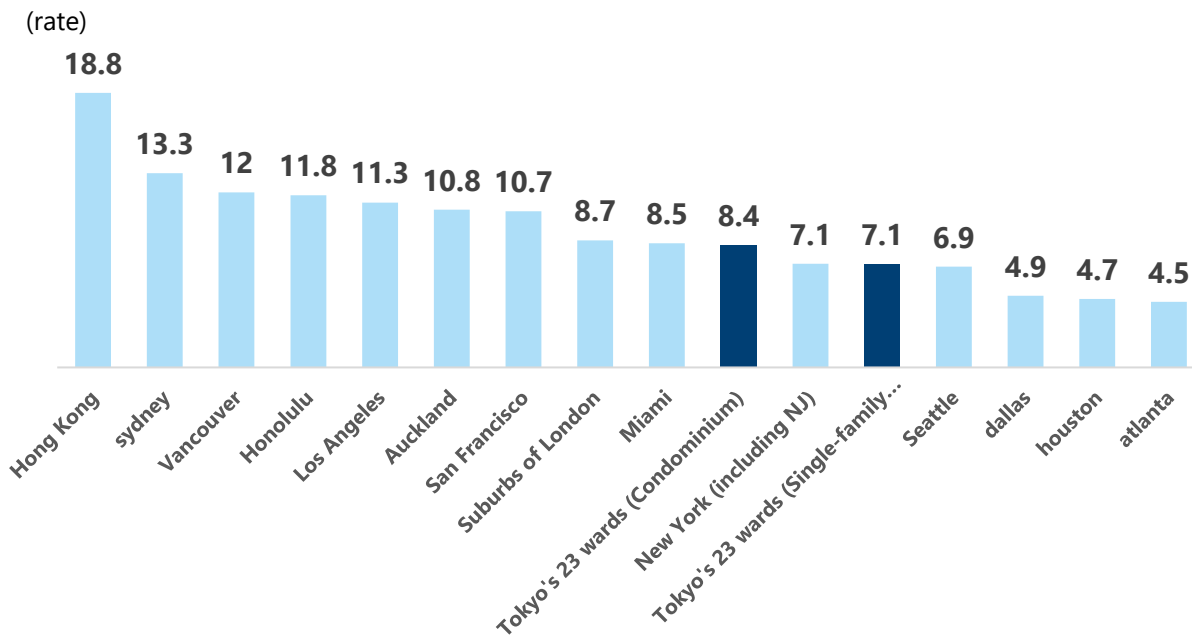
"Construction Statistics", "Statistics on Building Construction Started",  
Ministry of Land, Infrastructure, Transport and Tourism.

OHG : No. of buildings delivered (built for sale + contracted)

## (2) Growth investment policy(Supplying Affordable Housing)

- Housing-price-to-income ratios are also rising in major cities worldwide, creating a societal problem.
- Our efforts have made it possible for us to offer high-quality, affordable housing, even in central urban areas.

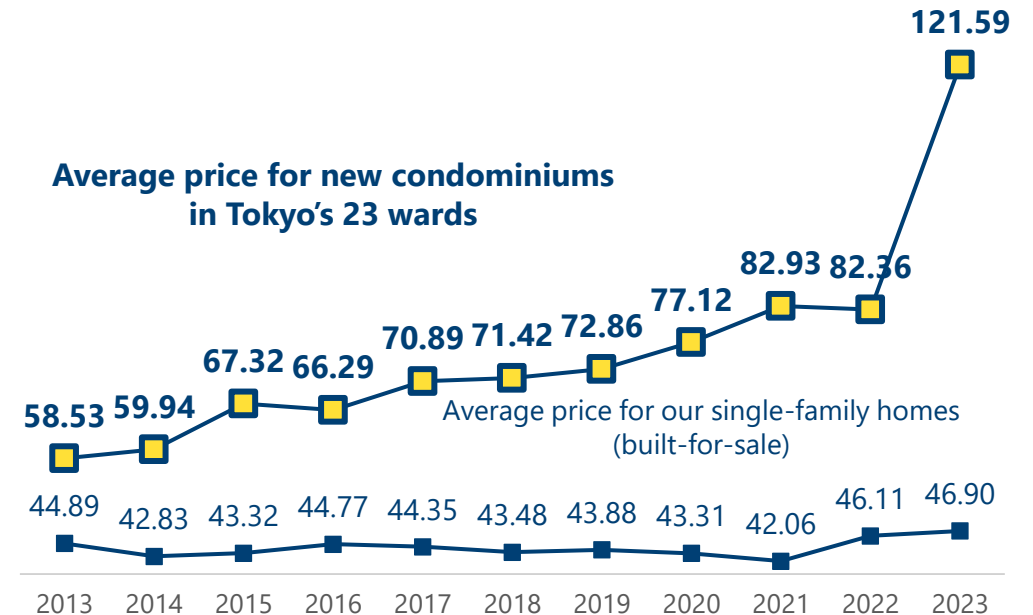
Ratio of house prices to annual household income in major cities around the world



source:  
 「DEMOGRAPHIA INTERNATIONAL HOUSING AFFORDABILITY 2023 EDITION」  
 Real Estate Economic Research Institute "Nationwide new condominium market trends 2022"  
 Tokyo Kantei "Average Price of Newly Built (Small) Single-Family Houses" (2022)  
 Daiwa Institute of Research: "In Tokyo's 23 wards, the median annual income for households with children in their 30s approaches 10 million yen."

Trends in the average price of new condominiums in Tokyo's 23 wards

(¥million)

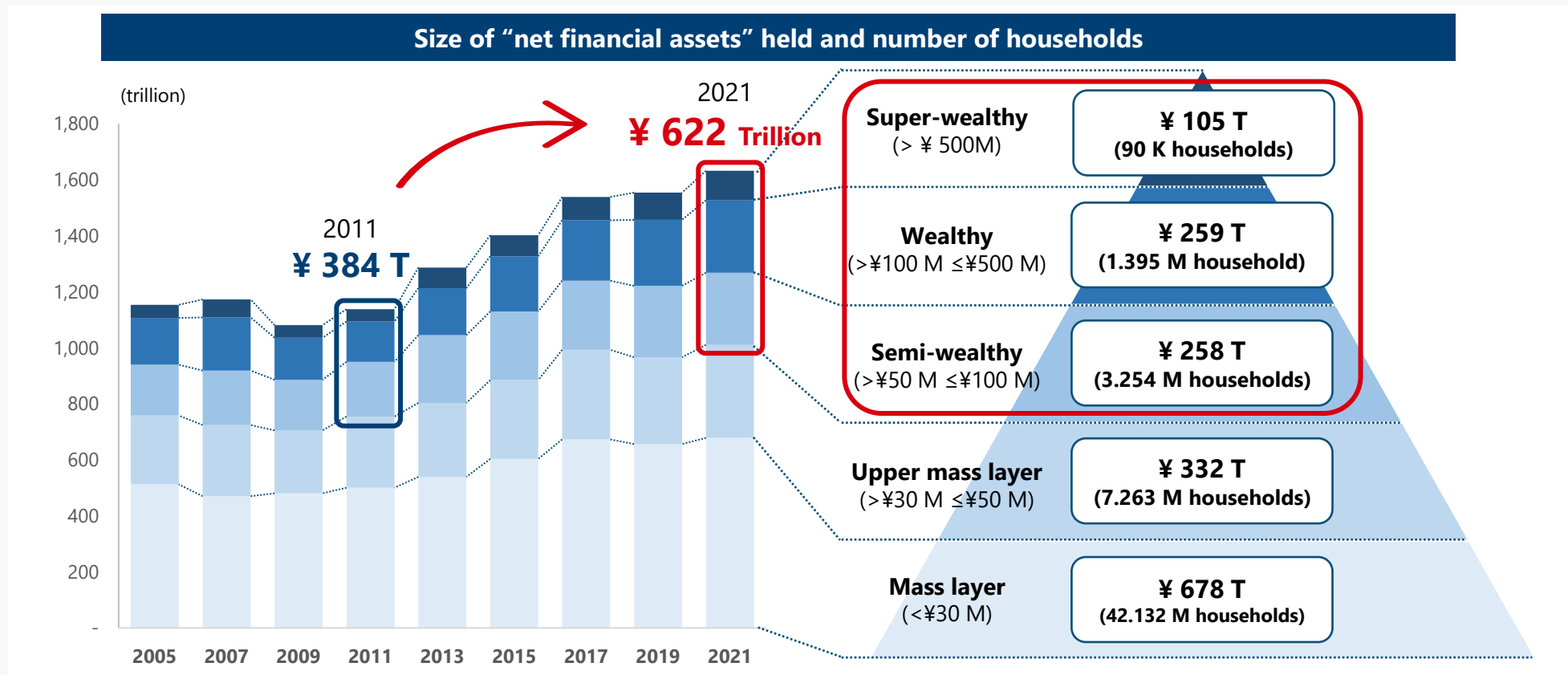


Source:  
 Real Estate Economic Research Institute "Nationwide new condominium market trends 2022"



## (2) Growth investment policy (investment real estate)

- Financial assets held by Japanese people are on the rise, Developing a “622 trillion yen” wealthy market with demand for asset diversification
- Capture investment demand for inflation-resistant, leveraged physical real estate.

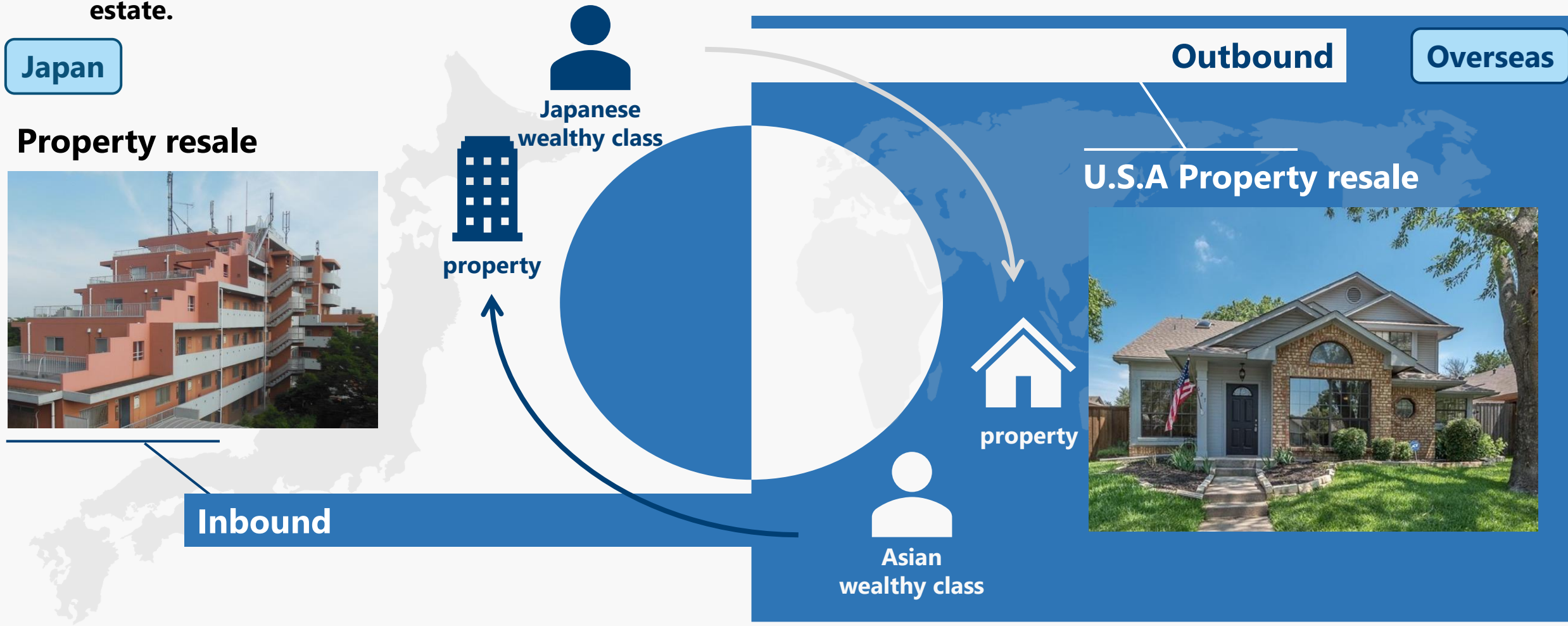


Source: Nomura Research Institute, Ltd. News release

“News Release “Nomura Research Institute estimates that there are 1.49 million affluent households in Japan with total net financial assets of 364 trillion yen.”

## (2) Growth investment policy (investment real estate)

- Provide U.S. real estate to wealthy Japanese clients and Japanese real estate to wealthy Asian clients.
- In addition to our property sourcing capabilities, we also have strong operational capabilities in U.S. real estate.



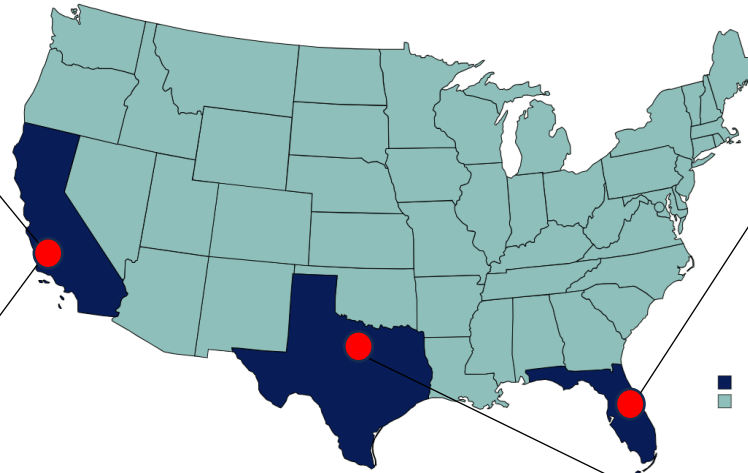
## (2) Growth investment policy(U.S. development project investment)

- Invest US\$30 million per project and US\$100 million per year, primarily in rental housing
- Provide affordable housing in U.S. metropolitan areas where economic growth is expected due to population and employment growth.
- Utilize experience gained in the U.S. real estate business and plant seeds for future development of investment products for wealthy clients.

Los Angeles(apartment)



Los Angeles(apartment)



suburbs of Orlando (apartment)



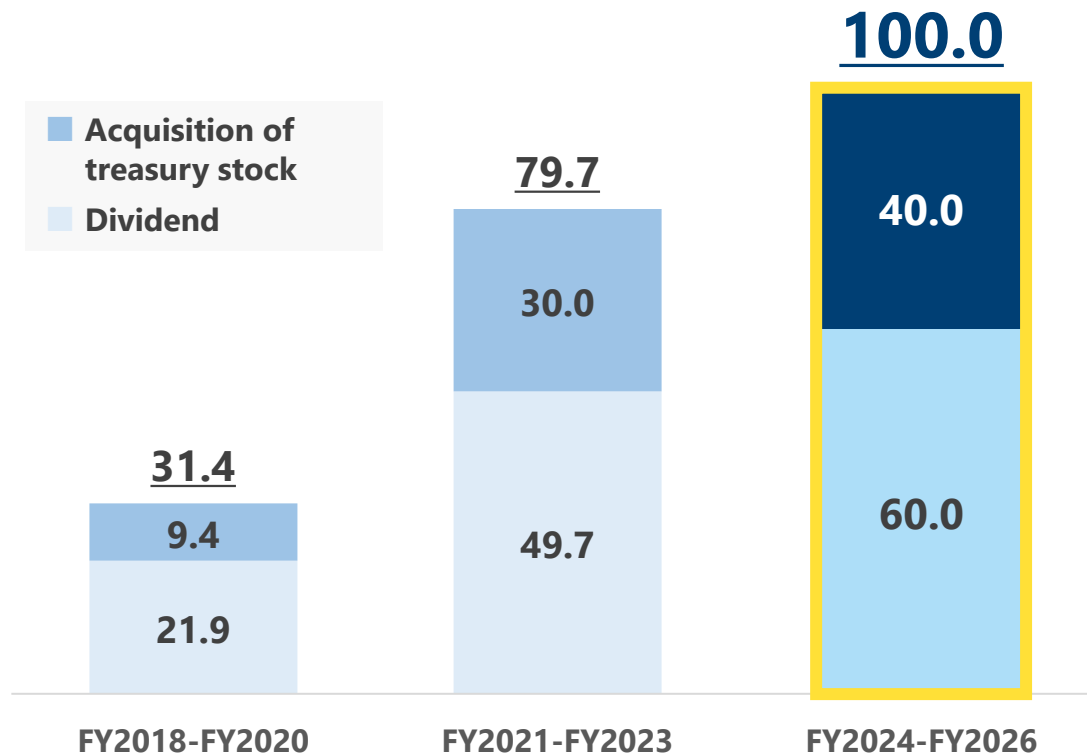
suburbs of Dallas(mixed community)



### (3) Shareholder return policy

- Expect to shareholder return 100 billion yen in total over the next 3 years.
- In addition to providing stable dividends, we will also consider share buybacks in a flexible manner.

Changes in shareholder return amount (¥billion)



Indicators to focus on

- Stable dividend  
(Dividend payout ratio over **20%**)
- Flexible stock acquisition

Acquisition of treasury stock

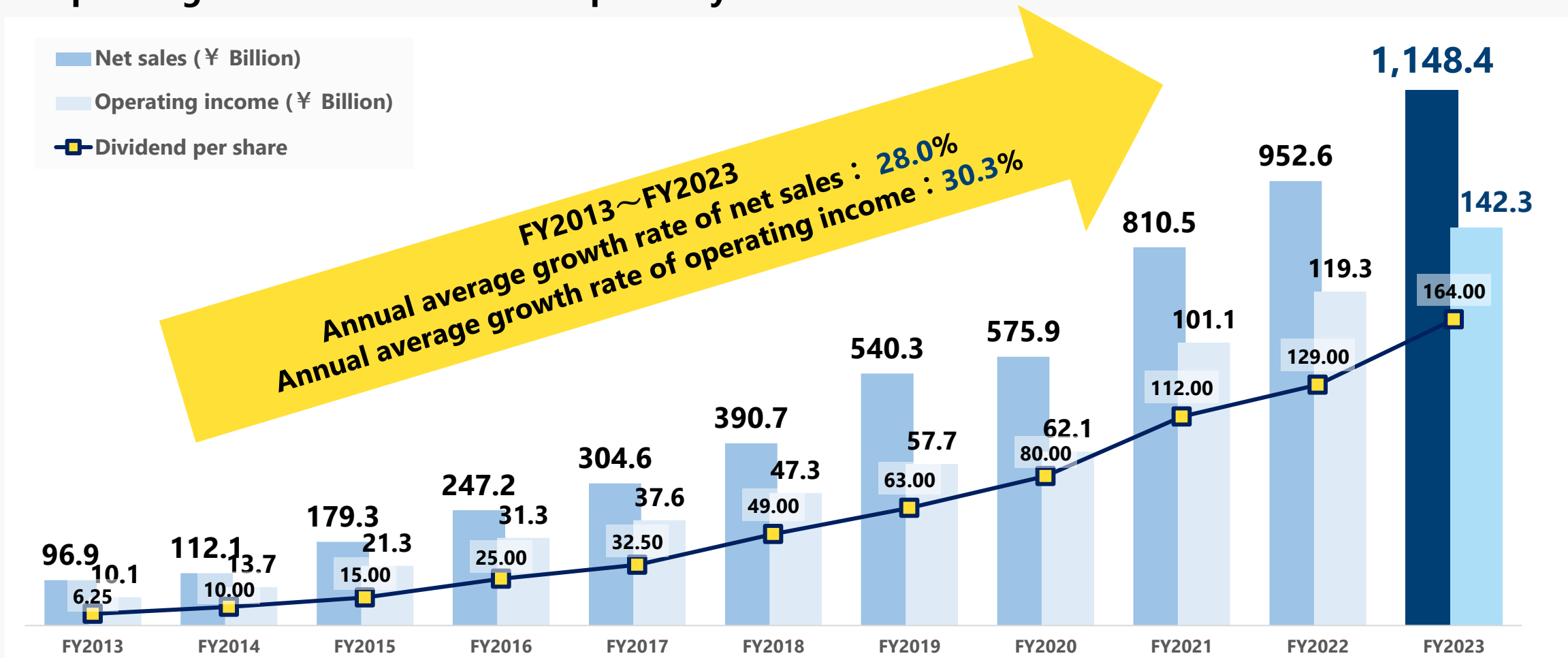
Total amount acquired **¥100 billion**

Number of shares acquired **2,2 million**  
(Percentage of total number of issued shares : 1.84%)

Acquisition period **November 2023~April 2024**

# Business Performance and Shareholder Returns since Listing

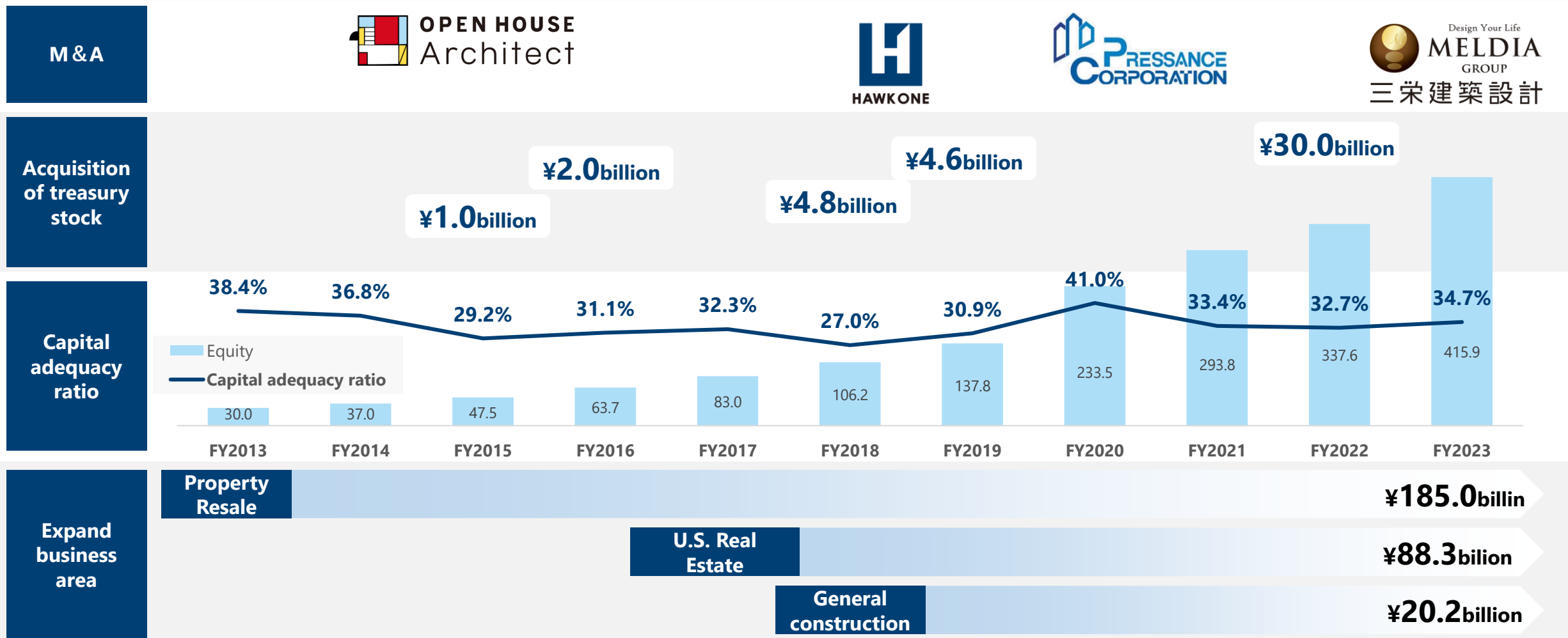
- Achieved continued growth since our listing in FY2013. Our sales have grown 11-fold and operating income 14-fold over the past 10 years



Note: Since the Company conducted a 2-for-1 stock split in FY2015 and FY2019, the dividends are calculated on the assumption that the stock split was conducted in FY2013.

# Track record

- Continue expanding our business domain, pursuing M&A, and conducting share buybacks while maintaining a sound financial position.



### 3. Consolidated Business Performance Forecasts for FY2024



**OPEN HOUSE GROUP**

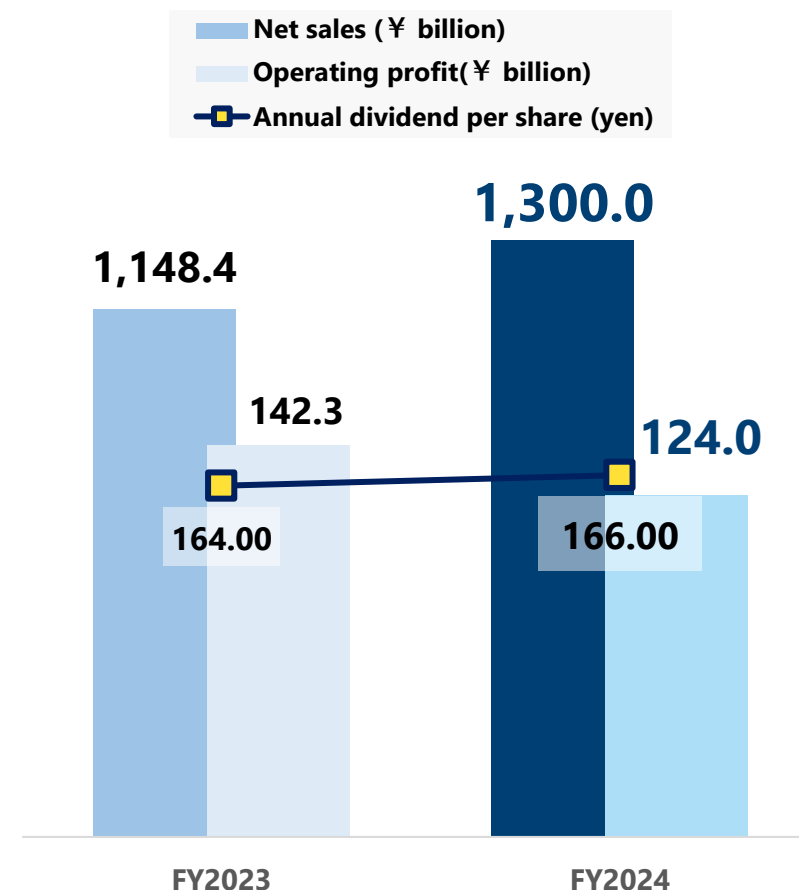


# Consolidated Business Performance Forecasts

- A year that will test our ability to deliver business performance 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)	
	Actual	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	-	767.10	-
Annual dividends per share (yen)	164.00	+35.00	166.00	+2.00
Payout ratio	21.5%	-	21.6%	-



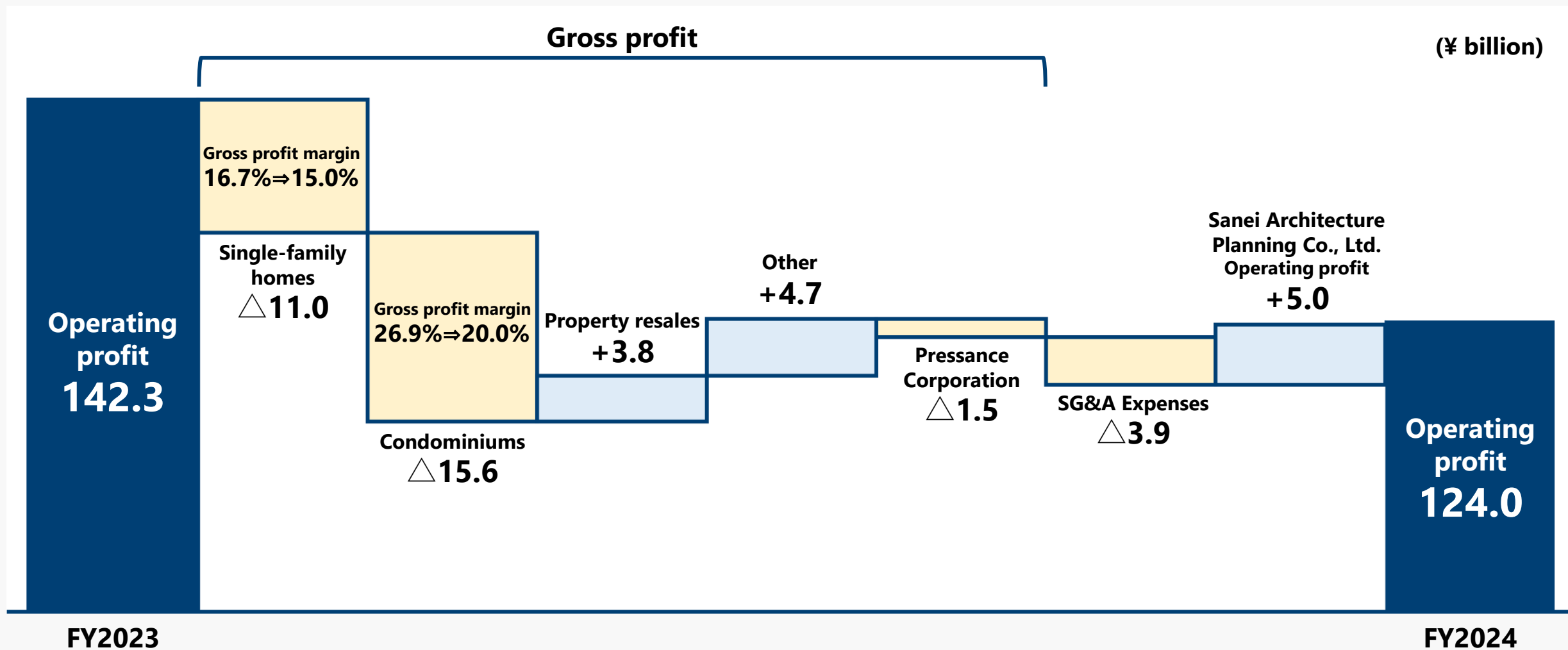


# Consolidated Business Forecasts (Net Sales by Business Segment)

(¥ Million)

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

# Factors contributing to changes in operating income

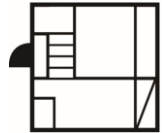


## 4. Positioning of FY2024

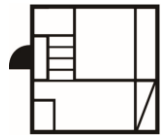


**OPEN HOUSE GROUP**

## Positioning of FY2024



**PMI** (Normalize management of SANEI ARCHITECTURE PLANNING CO., LTD.)



**Response to Important issues (Materiality)**

**Reinforce our internal operations in preparation for the next stage**

## PMI(Strengthen the system of Sanei Architecture Planning)

- Restore creditworthiness of SANEI ARCHITECTURE PLANNING CO., LTD and normalize management by making it a wholly-owned subsidiary.
- Achieve synergies between Open House and SANEI ARCHITECTURE PLANNING CO.,LTD to increase the corporate value of both companies.



## PMI(Strengthen the system of Sanei Architecture Planning)

### ■ Renewed management structure of SANEI ARCHITECTURE PLANNING CO., LTD to normalize management

Post	Name	Main concurrent position etc
<b>President and Representative Director</b>	<b>Kenta Kikuchi</b>	Open House Group Co.,LTD. Managing Executive Officer Open House Development Co.,LTD Director Construction Business Manager Hawk One Corp. Director
<b>president and director</b>	<b>Rie Sakuma</b>	ex Sanei Architecture Planning Co., Ltd. President and Representative Director at present Sanei Architecture Planning Co., Ltd. Executive vice-president
<b>Director</b>	<b>Yoshiaki Enomoto</b>	ex Sanei Architecture Planning Co., Ltd. Executive Officer,Head of Corporate Planning Headquarters at present Sanei Architecture Planning Co., Ltd. Director,Executive Officer, Head of Corporate Planning Headquarters
<b>Director</b>	<b>Kotaro Wakatabi</b>	Open House Group Co.,LTD. Senior Managing Director C F O Pressane Corporation Director
<b>Director</b>	<b>Takayuki Koshizuka</b>	Open House Group Co.,LTD. Executive Officer, Head of Management Headquarters
<b>Auditor</b>	<b>Hirotsugu Torii</b>	Open House Group Co.,LTD. Accounting manager of Corporate Planning Headquarters
<b>Executive Adviser</b>	<b>Terushi Eimoto</b>	Open House Group Co.,LTD. Executive Adviser ex Metropolitan Police Department

# PMI(Strengthen the system of Sanei Architecture Planning)

## ■ Expected synergies



### Open House Group

Supplying Affordable Housing  
in the Tokyo Metropolitan Area.

- Procurement of convenient and desirable locations
- Strong sales capabilities
- Ability to develop communities for the next generation and solve related challenges



### Sanei Architecture Planning

Realizing both public aesthetics  
and customers' dreams

- Industry-leading design quality
- Supply capability via integrated in-house structure
- High performance and quality

### Synergy

- ◆ Leverage housing supply capabilities of SANEI ARCHITECTURE PLANNING CO., LTD and sales expertise of Open House to enhance the single-family home business of both companies.
- ◆ Enhance product lineup by adding SANEI ARCHITECTURE PLANNING CO., LTD's design-oriented single-family homes.
- ◆ Increase cost competitiveness by leveraging economies of scale for procurement.
- ◆ Foster further collaboration between MELDIA Development & Construction CO., LTD., a subsidiary of SANEI ARCHITECTURE PLANNING CO., LTD, and Pressance Corporation, primarily in the Kansai region.
- ◆ Stabilize and facilitate transactions with financial institutions for SANEI ARCHITECTURE PLANNING CO., LTD

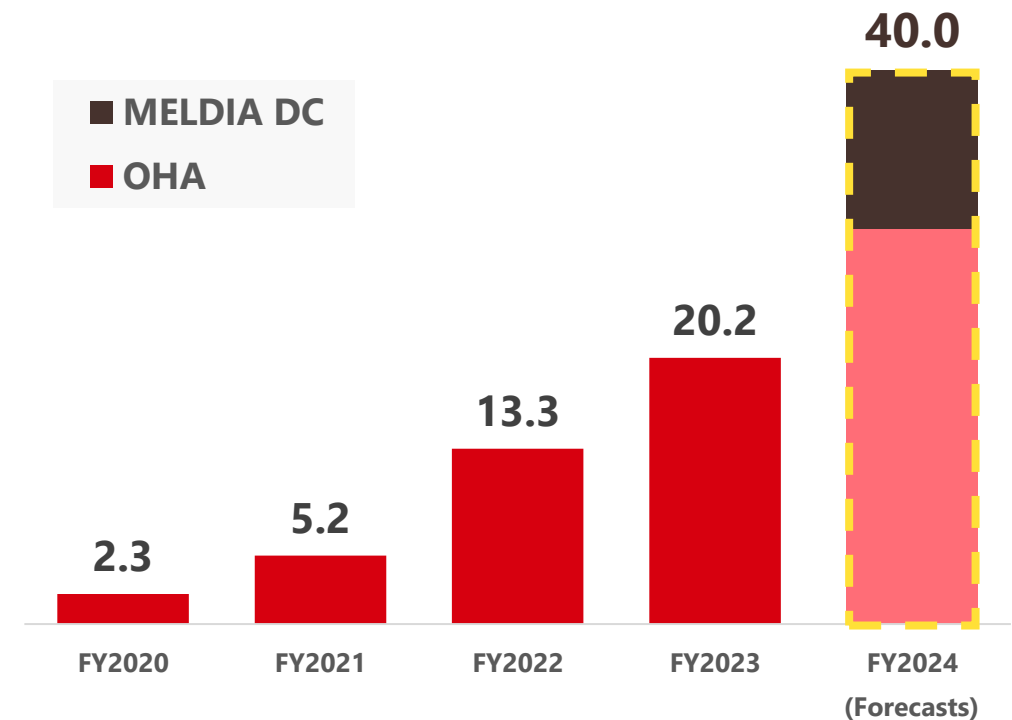


# PMI(Strengthen the system of Sanei Architecture Planning)

- Addition of MELDIA Development & Construction CO., LTD. strengthens Group's general construction function for RC buildings.



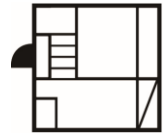
Sales trends of RCgroup (¥ billion)





## Important issues(Materiality)

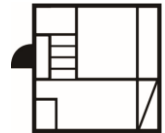
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**Reform governance and compliance framework**



**Enhance customer satisfaction**



**Strengthen hiring of key talent**

## ■ Innovation of governance and compliance ,Improving 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

Site supervisor	Two site supervisor System	Group leader (MGR)	Quality management · Building design
Self-check	Completion inspection	Corrective check	surprise check

# 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 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 differences in response provided may occur.**

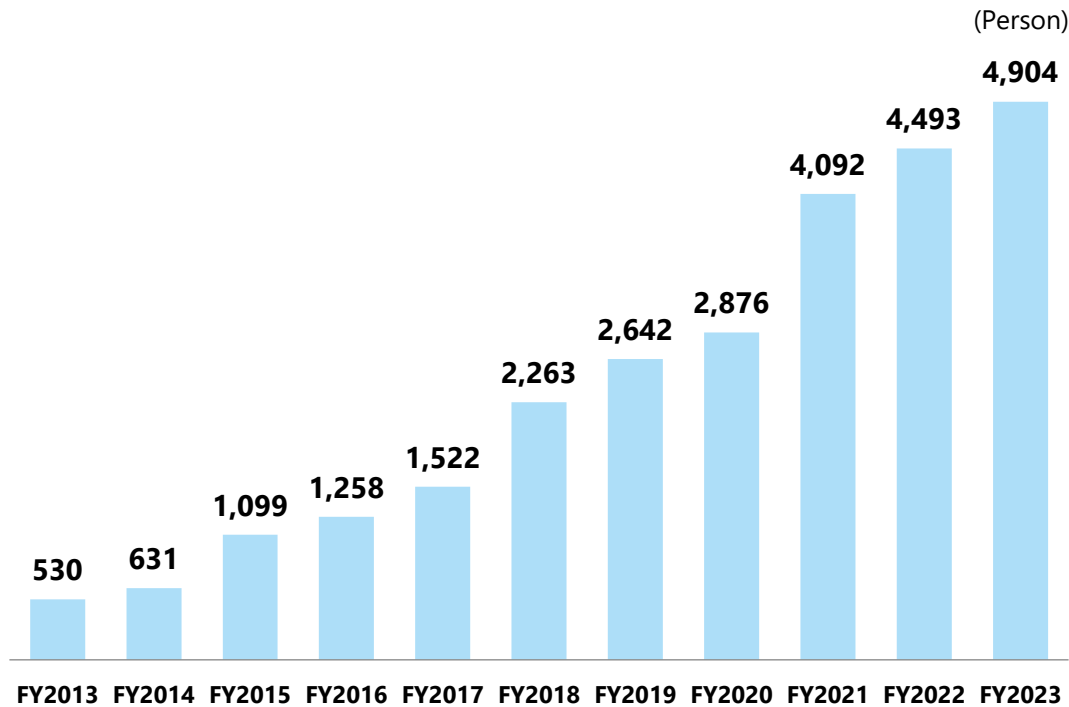
**October 2023**

**The Customer Service Department was established within the Construction Division to serve as a central contact point for construction-related customer comments. This will allow us to improve the speed and quality of our customer response by consolidating all information and managing response progress centrally.**

# 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



### ■ Corporate Philosophy

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

- **The President & CEO takes the lead in hiring efforts and has assigned top salespeople from each business division to serve as recruiting staff.**

Reference: Sanei Architectural Design Co., Ltd.: 1,165 people (consolidated as of the end of August 2023) is not included

## 5. Sustainability



**OPEN HOUSE GROUP**

# Sustainability

Realization of a **sustainable society**, made possible by **Open House Group**

**Regional  
cocreation**

**Supplying  
affordable housing  
in the Tokyo  
Metropolitan area**

**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 )

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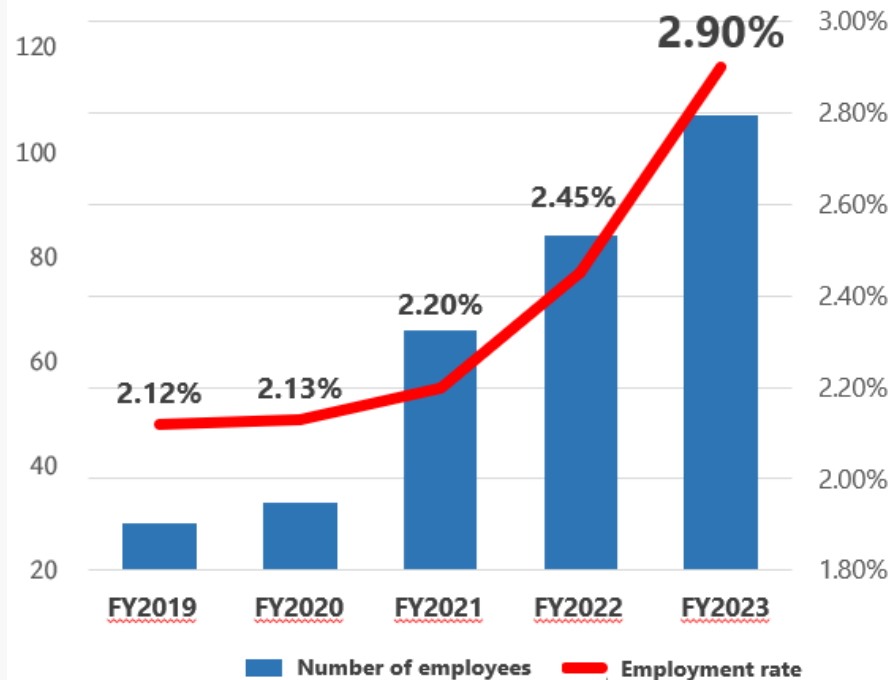
- **Promotion of sustainability**  
(realization of a sustainable society and company)
  - **Maximization of the value of our human capital**
  - **Creation of safe and healthy lifestyles**
  - **Contribution to a carbon neutral society**

## Maximizing the value of human capital( diversity)

- Employment rate of people with disabilities reached 2.9%.
- The Group's initiatives have received awards from the government and local municipalities.

Chiba prefecture 「Full of smiles ! Friendly office」 (Excellent establishments that employ people with disabilities)  
Yokohama city 「Introduction of good examples of employment of people with disabilities」

Changes in the number of employees and employment rate



Developed "operation centers" at three locations to handle the transfer of administrative work within the group.

【Hachioji Office】  
Capacity: 50 people



【Yokohama Office】  
Capacity: 70 people



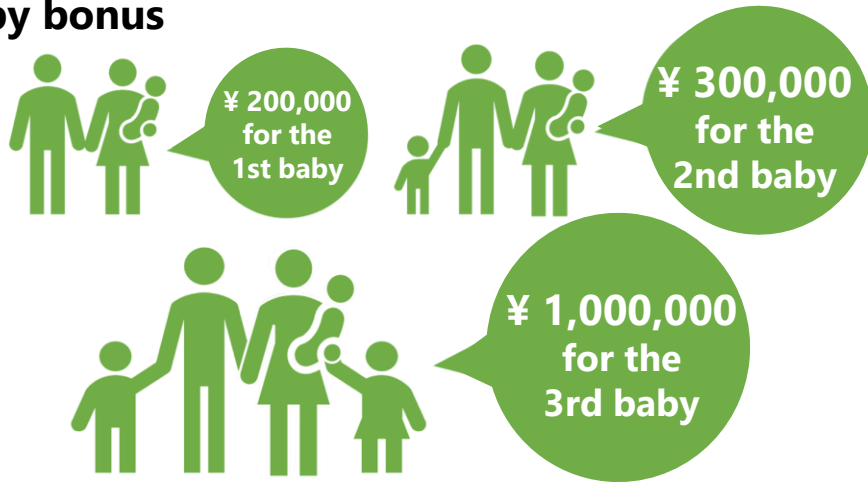
【Kashiwa office】  
Capacity: 30 people





# Maximizing the value of human capital(Child care support)

## ■ Baby bonus



- Support for balancing childcare and work  
Babysitter allowance up to ¥300,000 per month.

April 2023

- Launched "Single Parent Allowance"  
Eligible employees:  
Employees who are single parents and have children of elementary school age or younger as dependents.  
Amount paid:  
**¥50,000** per family per month



## Realizing health and safe living

- 「Corporate Health and Wellness Declaration」 We aim to achieve sustainable business growth while ensuring a healthy and fulfilling life for our employees.
- 「Promotion Framework」 We are establishing a framework for improving the mental and physical health of employees as well as the work environment.

< Health management related data >

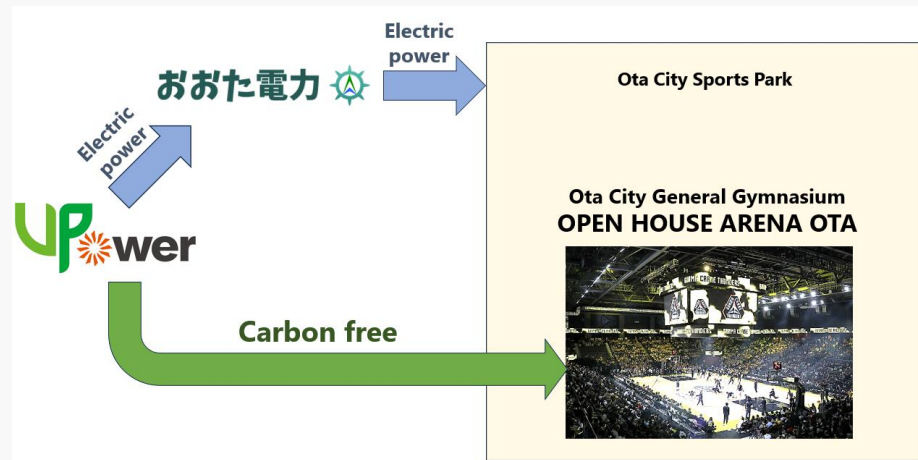
	FY2020	FY2021	FY2022	Target value
Health checkup participation rate	74.8%	85.6%	99.9%	100%
Stress check consultation rate	99.9%	99.2%	91.1%	100%
Rate of people maintaining appropriate weight (BMI : 18.5~less than25.0)	57.7%	62.5%	60.8%	65.0%
Percentage of people who get enough rest through sleep	56.2%	59.4%	61.7%	63.0%

\* Scope : OHG、OH、OHD

## Contributing to a decarbonized society

- Launched a decarbonization initiative at OPEN HOUSE ARENA OTA, which is part of a regional development initiative.
- Achieved carbon-free energy use at Gunma Crane Thunder's home games during the 2023-24 season.

### (1) Carbon-free at OPEN HOUSE ARENA



### (2) Supply of renewable energy electricity through Ouchi Link



① Environmental value :  
**Really 100% renewable energy**  
 (Carbon-free using non-fossil value designated as renewable energy)

② Target :  
**Home games held at OPEN HOUSE ARENA OTA**  
 (23 games from October 2023 to March 2024)

③ Related parties :  
**V-Power Co., Ltd., Ota Electric Power Co., Ltd.,  
 Ota City, Gunma Prefecture**

① Commenced service in the Kanto area in October 2022.  
**Customers who purchase a single-family home and enter into a contract for electricity provided by OuchiLink are supplied with 100% renewable energy.**

② **More than 4,600 contracts in total have been concluded as of September 2023.**

## External Evaluation

- The second positive impact financing will be implemented by Mizuho Bank in September 2023
- Set KPI for sustainability initiatives and obtain third-party evaluation

### Positive Impact Finance\*<sup>1</sup> (Mizuho Bank, Ltd.)

<b>Loan amount</b>	<b>¥10 billion</b>
<b>Loan period</b>	<b>10 years</b>
<b>Use of fund</b>	<b>Business fund</b>
<b>Issue date</b>	<b>September 22, 2023</b>

<b>Loan amount</b>	<b>¥10 billion</b>
<b>Loan period</b>	<b>10 years</b>
<b>Use of fund</b>	<b>Business fund</b>
<b>Issue date</b>	<b>February 28, 2022</b>

\*<sup>1</sup>: Positive Impact Finance is borrowing in line with the Positive Impact Finance Principles proposed by the United Nations Environment Programme and Finance Initiative (UNEP FI) (a common framework for finance to achieve SDGs, which involves both positive and negative impact assessment of the three dimensions of sustainable development (environmental, social and economic)).

### Positive Impact Finance (Resona Bank, Limited)

<b>Loan amount</b>	<b>¥5 billion</b>
<b>Loan period</b>	<b>10 years</b>
<b>Use of fund</b>	<b>Business fund</b>
<b>Issue date</b>	<b>March 20, 2023</b>

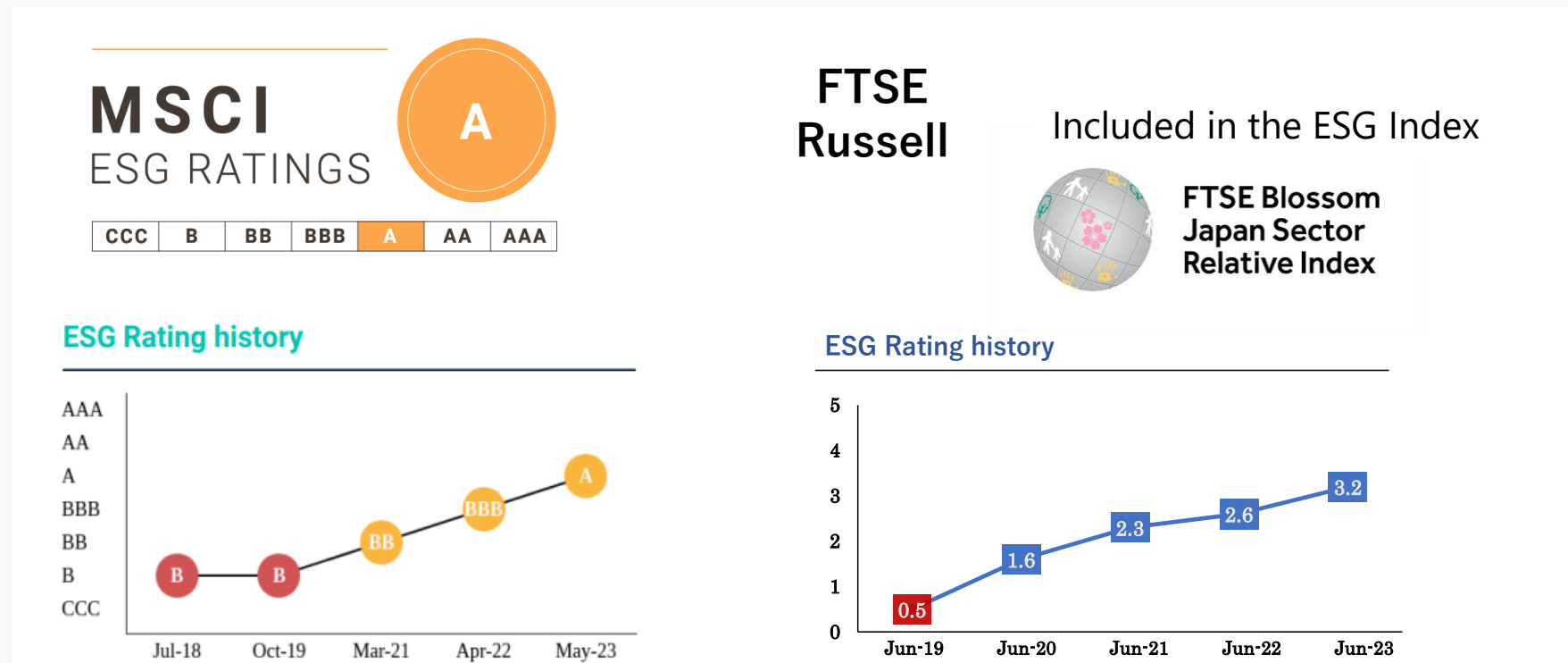
### Syndicated loans under ESG/SDGs Assessment\*<sup>2</sup> (Sumitomo Mitsui Banking Corporation)

<b>Loan amount</b>	<b>¥20.5 billion</b>
<b>Loan period</b>	<b>10 years</b>
<b>Use of fund</b>	<b>Business fund</b>
<b>Issue date</b>	<b>September 28, 2022</b>

\*<sup>2</sup>: It is a syndicated loan whereby a borrower's ESG/SDG related activities and information disclosure are assessed at the time of syndication, in accordance with certain standards developed jointly by SMBC and The Japan Research Institute, Limited (JRI).

## Improving corporate image

- Our rating has improved every year in the prominent ESG Ratings.
- In the future, we aim to improve the brand image among business people.



## 6. DX ( digital transformation )



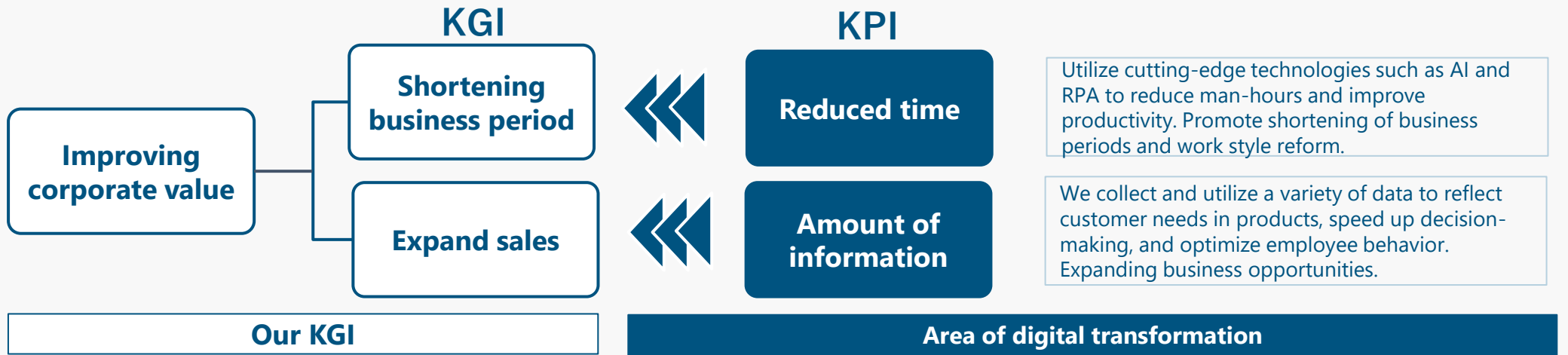
**OPEN HOUSE GROUP**

## Reducing time and increasing information volume through digital transformation (DX)

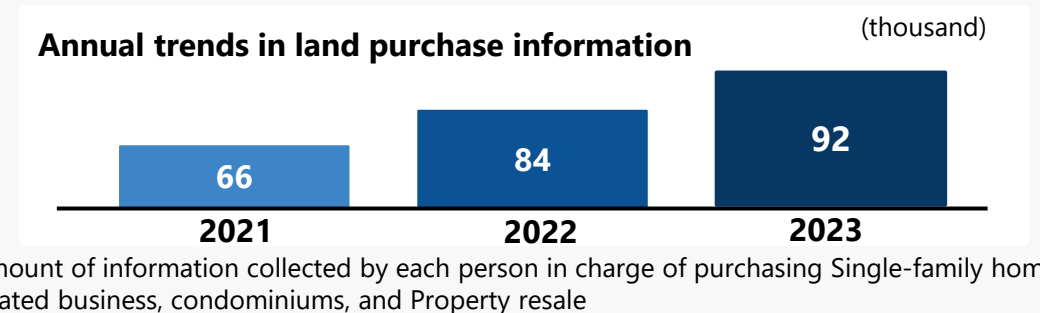
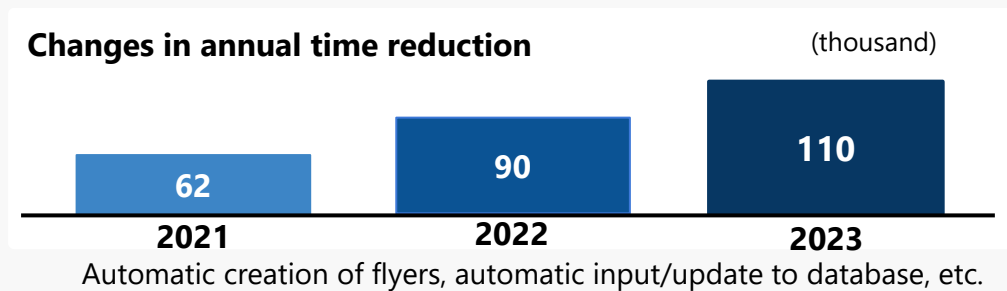
- In our DX strategy created in 2021, we have set KPIs for “time reduced” and “information volume” (\*).
- DX supports our KGIs of “sales growth” and “shorter business term” , increasing our corporate value.

### ✓ Positioning of KPI in our KGI and DX promotion

\*1 DX Strategy September 17, 2021 “Notice regarding formulation of digital transformation strategy”



### ✓ Status of DX promotion



## Enhancing our framework for DX promotion and hiring/training of digital talent

- Our IT Systems Department and Digital Strategy Department oversee DX promotion across the Group.
- Developing measures for hiring and training digital talent, a key element of DX promotion, to contribute to our further growth.

✓ **Strengthening DX promotion system and digital human resources**



DX promotion at major group companies is overseen and managed by IT Systems Department and Digital Strategy Department to optimize processes Group-wide.

Open House Group	Open House	Open House Development	Open House Real Estate	Etc.
------------------	------------	------------------------	------------------------	------

✓ **Measures for recruiting and training digital human resources**  
**“DX promotion program”**

 <p><b>digital human resourcesStrengthen recruitment</b></p> <p>Formation of specialized recruitment organizationManagement of recruitment specialized website</p>	 <p><b>digital human resourcesTraining support</b></p> <p>Attending various seminarsTraining by external instructors, etc.</p>	 <p><b>digital qualificationAcquisition support</b></p> <p>Qualification acquisition reward system(Expansion of eligible qualifications)</p>
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✓ **Recruit and develop digital human resources to grow the group**



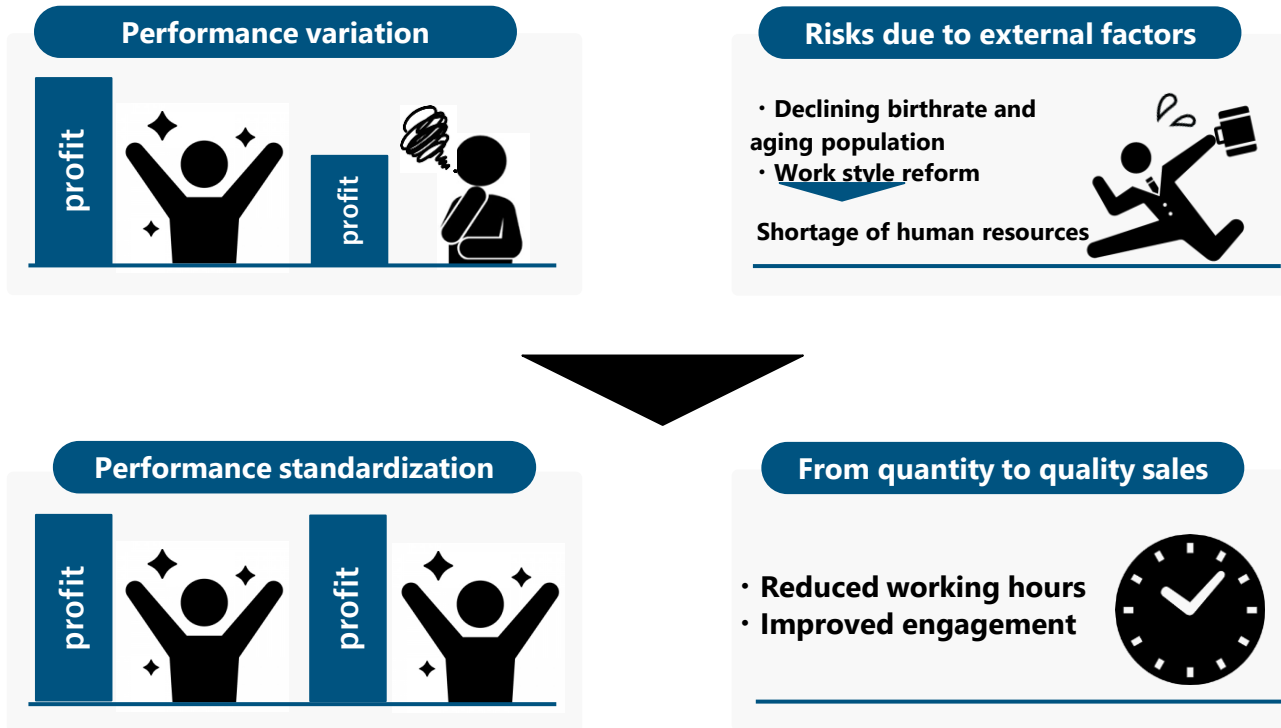
For the growth of our group,Developing measures for recruiting and training digital human resources



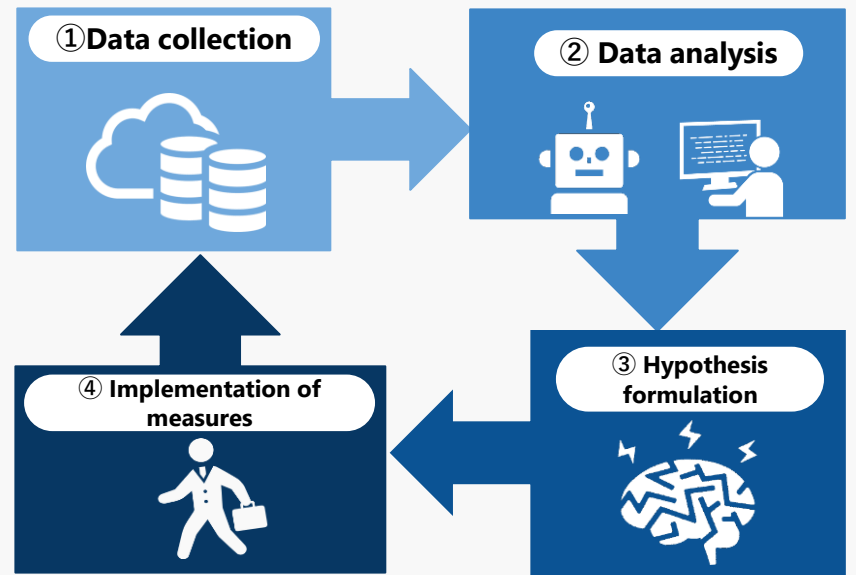
# Demonstration experiment using data science and AI

- Conducting in-depth analysis of sales activities, an area of strength, using data science and AI.
- Launched a pilot project to investigate factors that lead to contract closure and identify best practices.

## ✓ Examples of challenges and expected effects



## ✓ Execution image



- ① Collect and quantify sales activities in more detail
- ② Analyzing the collected data
- ③ Formulate a hypothesis
- ④ Reflect and implement in sales activities

Examples of data to be collected and analyzed: Content of contact, Property characteristics, Number of contacts, Duration of contact, Interval of contact, Characteristics of sales staff, Promotional activities, etc.

## 7. Supplemental Financial Data



**OPEN HOUSE GROUP**

## Consolidated Financial Results Trend

(\$ Million)

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

## Consolidated Financial Results Trend

(\$ Million)

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

## 8. References

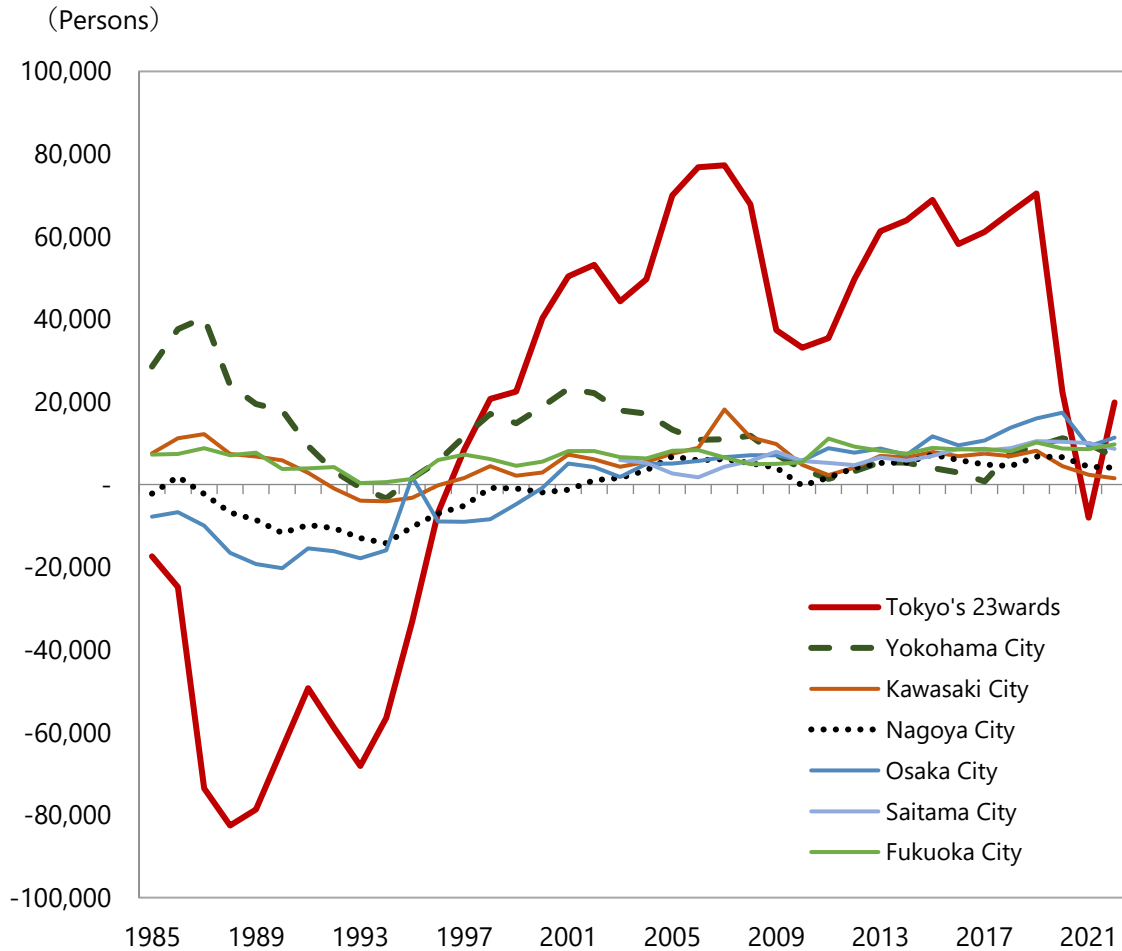


**OPEN HOUSE GROUP**

## 8. References

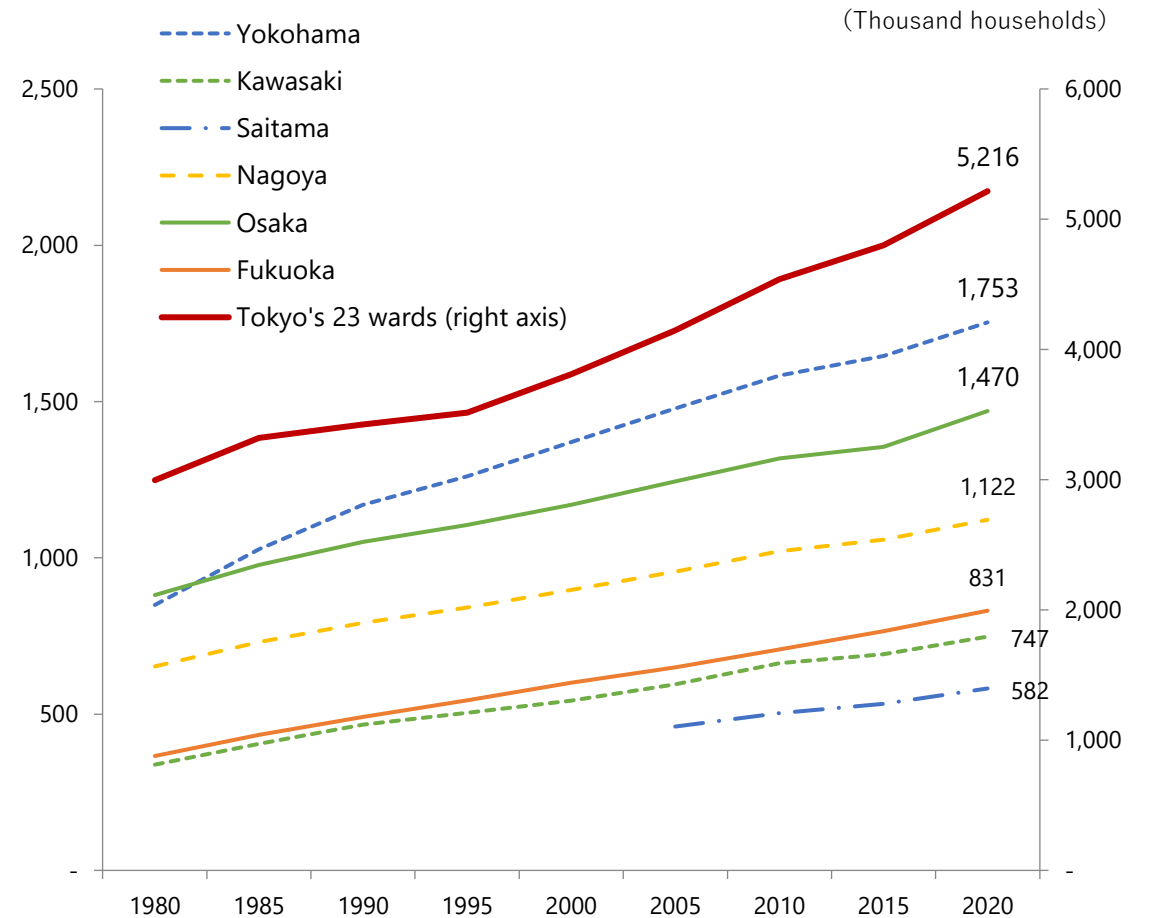
The population has been concentrating and the number of households has been increasing in urban areas.

### Net migration into urban cities



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

### Number of households in major cities



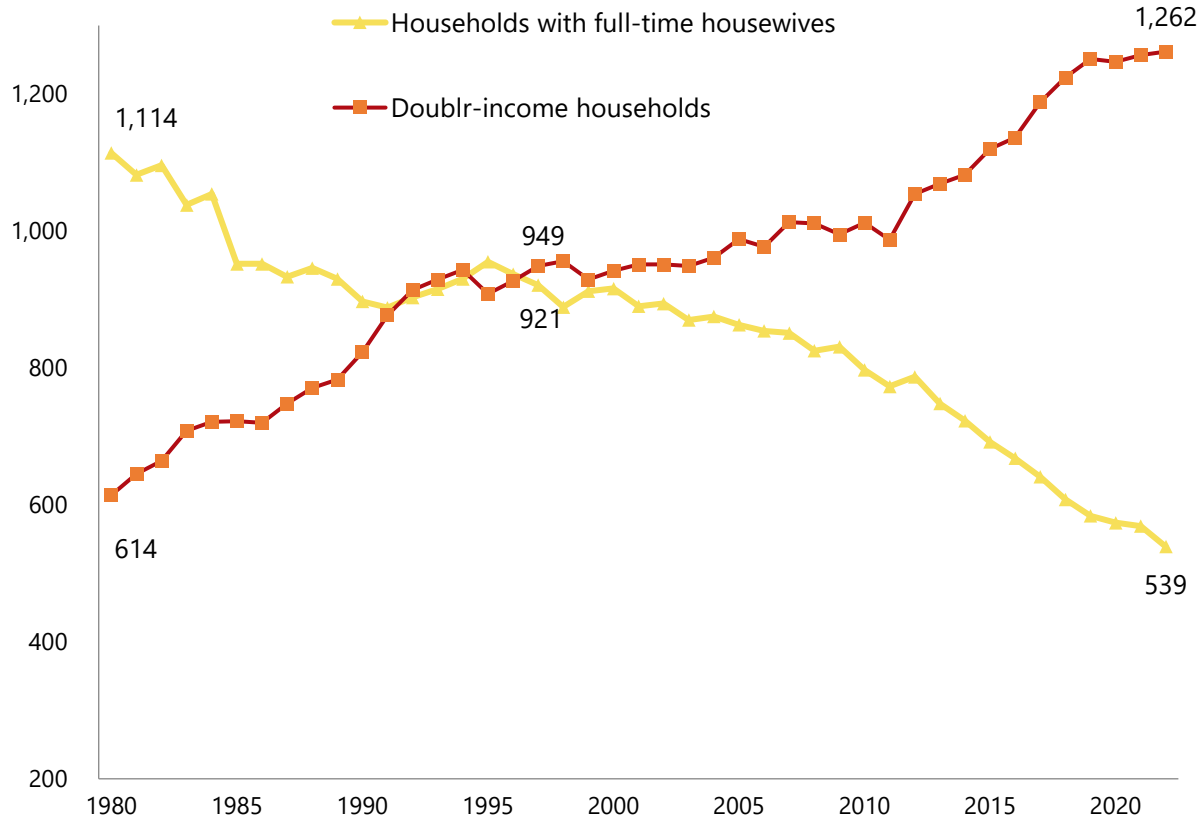
Source: MIC, "Population Census of Japan"

## 8. References

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

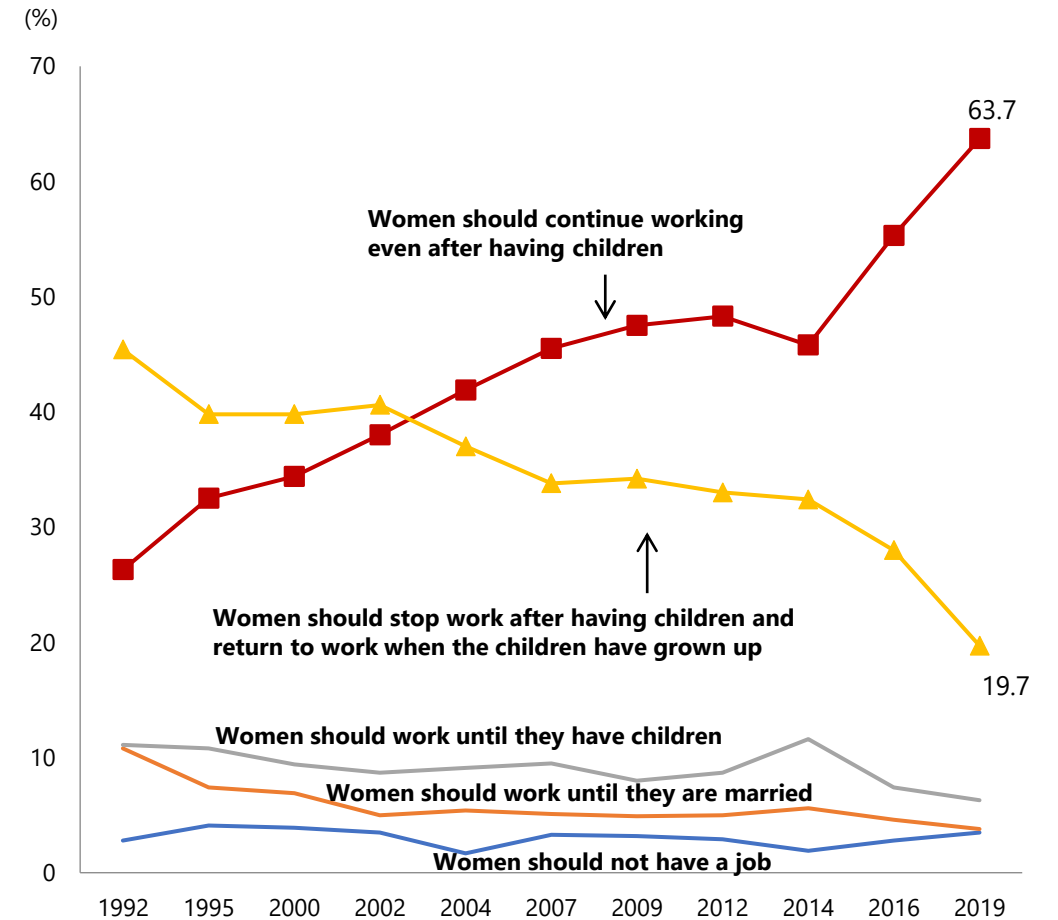
### Trends in double-income households/households with full-time housewives (nationwide)

(10 thousand households)



Source: "White Paper on Gender Equality 2020", Cabinet Office, Government of Japan  
Labor force survey, the Ministry of Internal Affairs and Communications

### Changes in attitude toward work among women (nationwide)

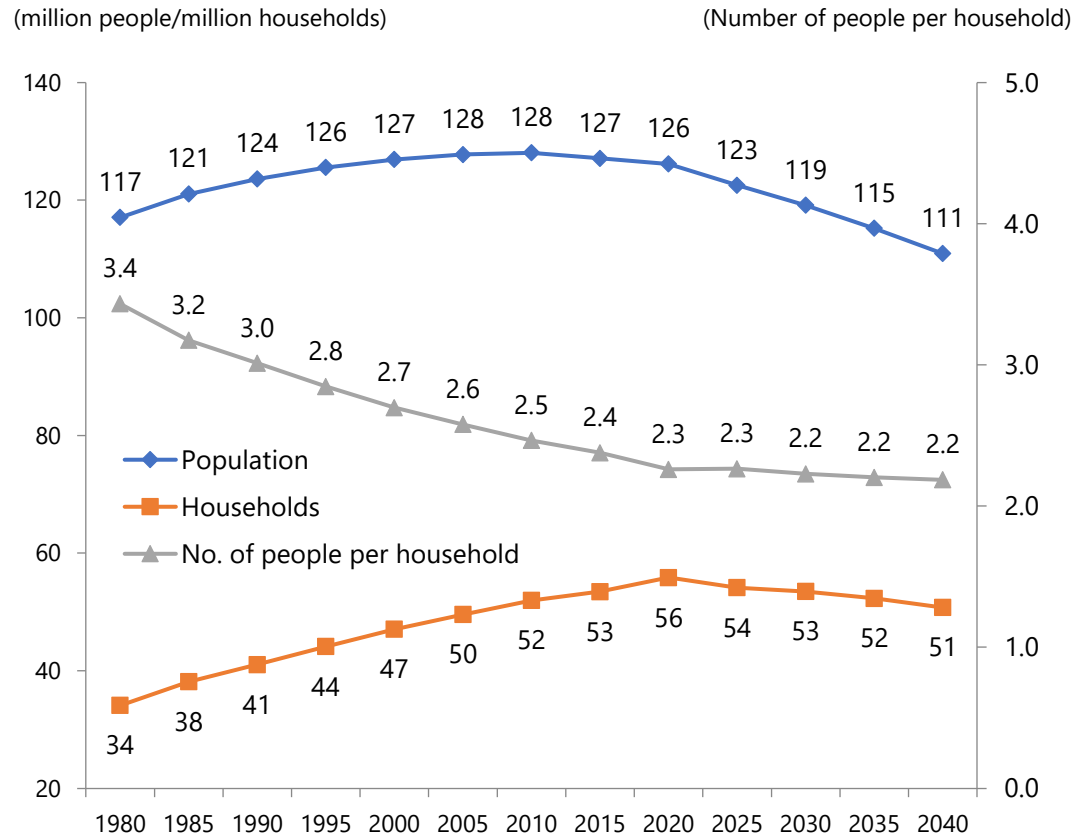


Source: "White Paper on Gender Equality 2020," Cabinet Office, Government of Japan

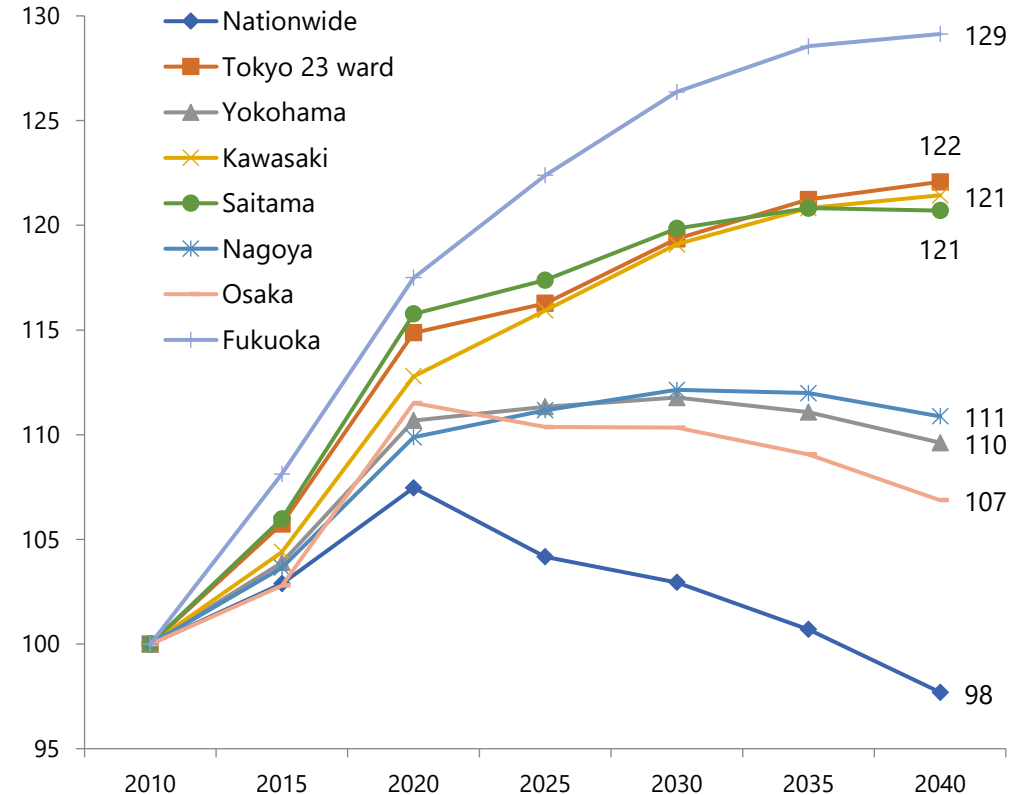
## 8. References

# 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



### Future household estimates for urban areas (index)



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.

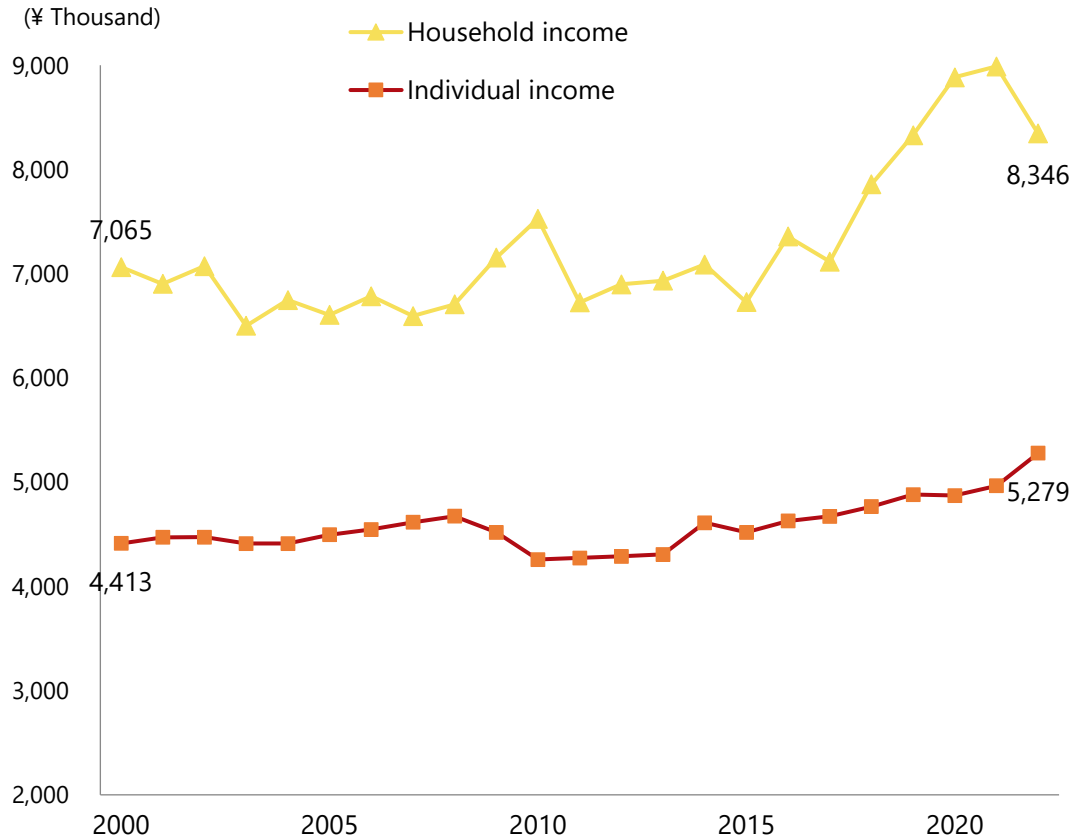
Sources: Numbers of households by city were projected with reference to "Household Projection for Japan (National Projection)" and "Population Projection for Japan by Prefectures" for 2018 projection, published by the National Institute of Population and Social Security Research, and were converted to indicators with actual results of 2010 set at 100.



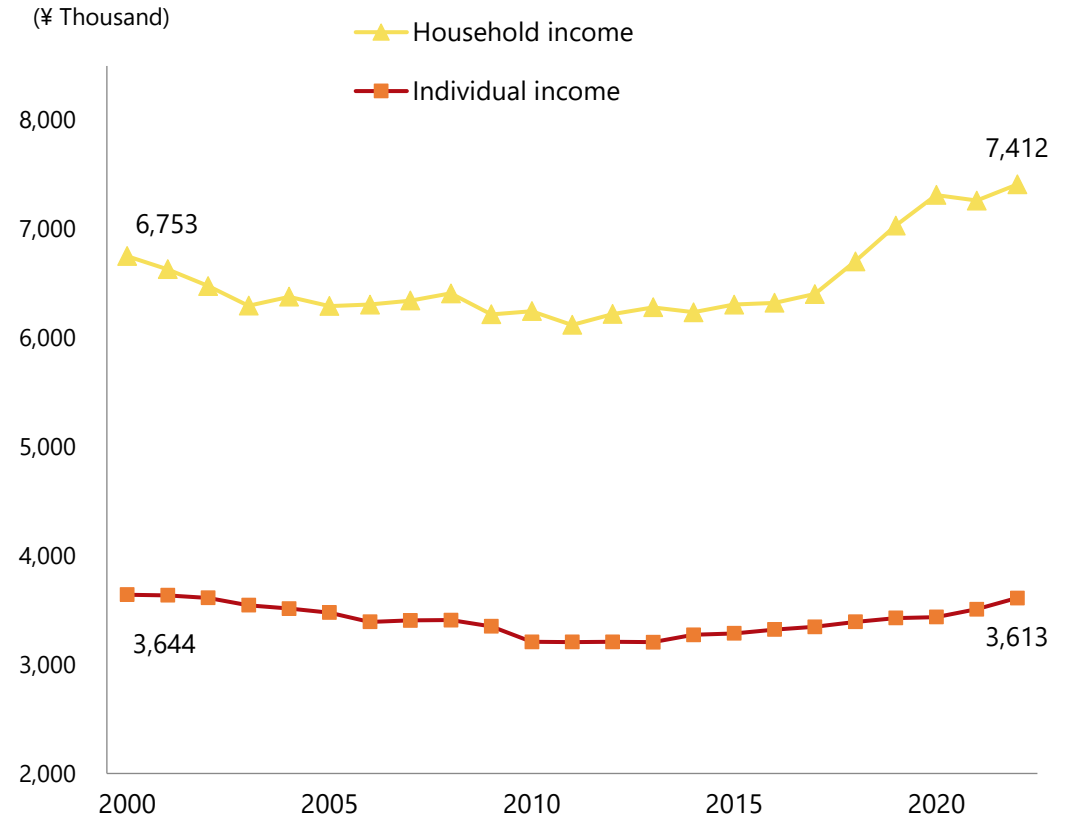
## 8. References

# The pace of income recovery is faster for people in urban areas, showing promise for growth in spending power.

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



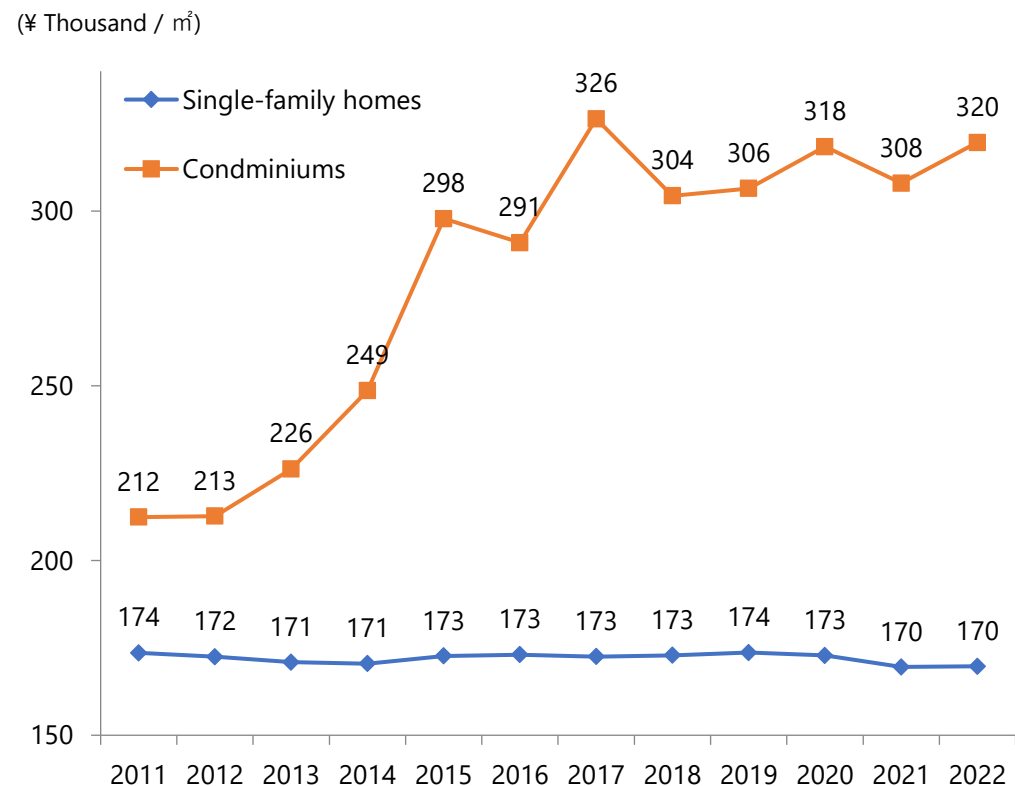
### Household income and Individual income (nationwide)



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 dividing 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

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

### Construction costs per m<sup>2</sup> (in Tokyo)

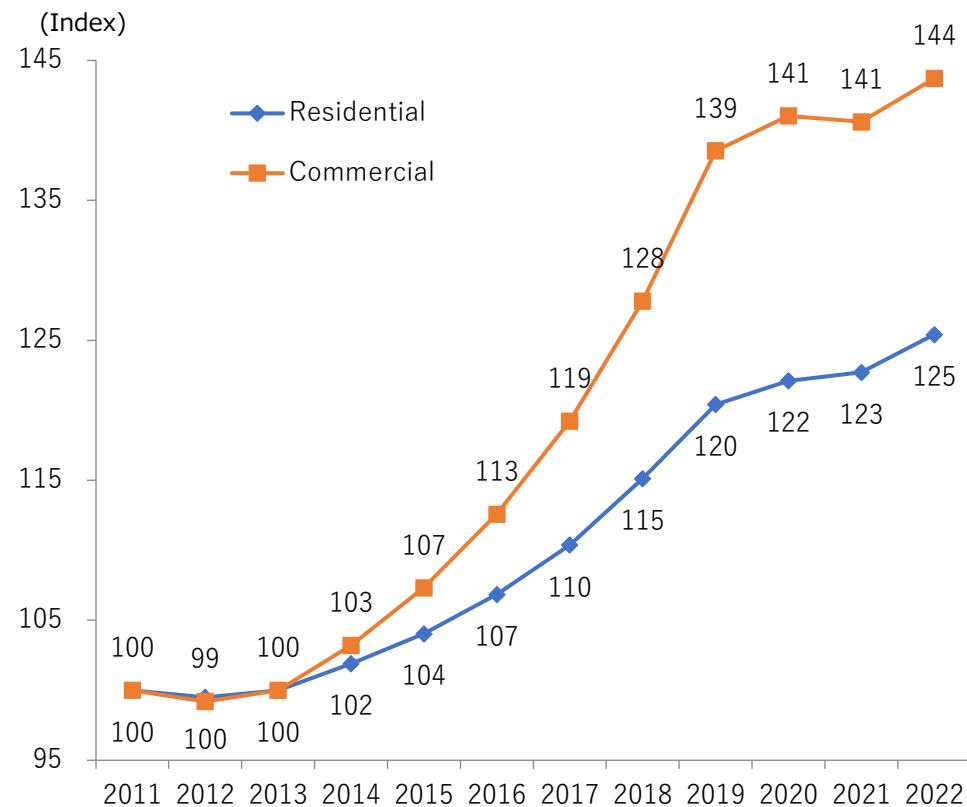


Source: MLIT "Housing Starts"

The average construction cost per m<sup>2</sup> 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)



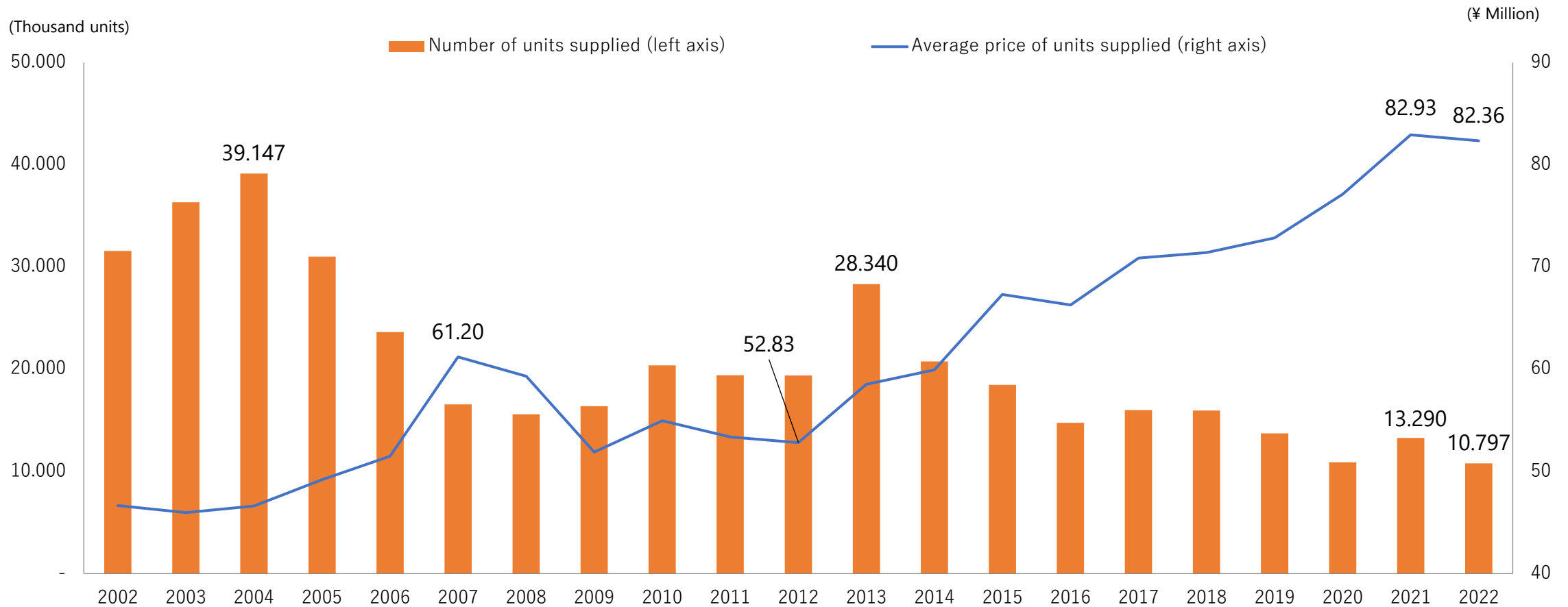
Source: MLIT "Prefectural Land Price"

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.**

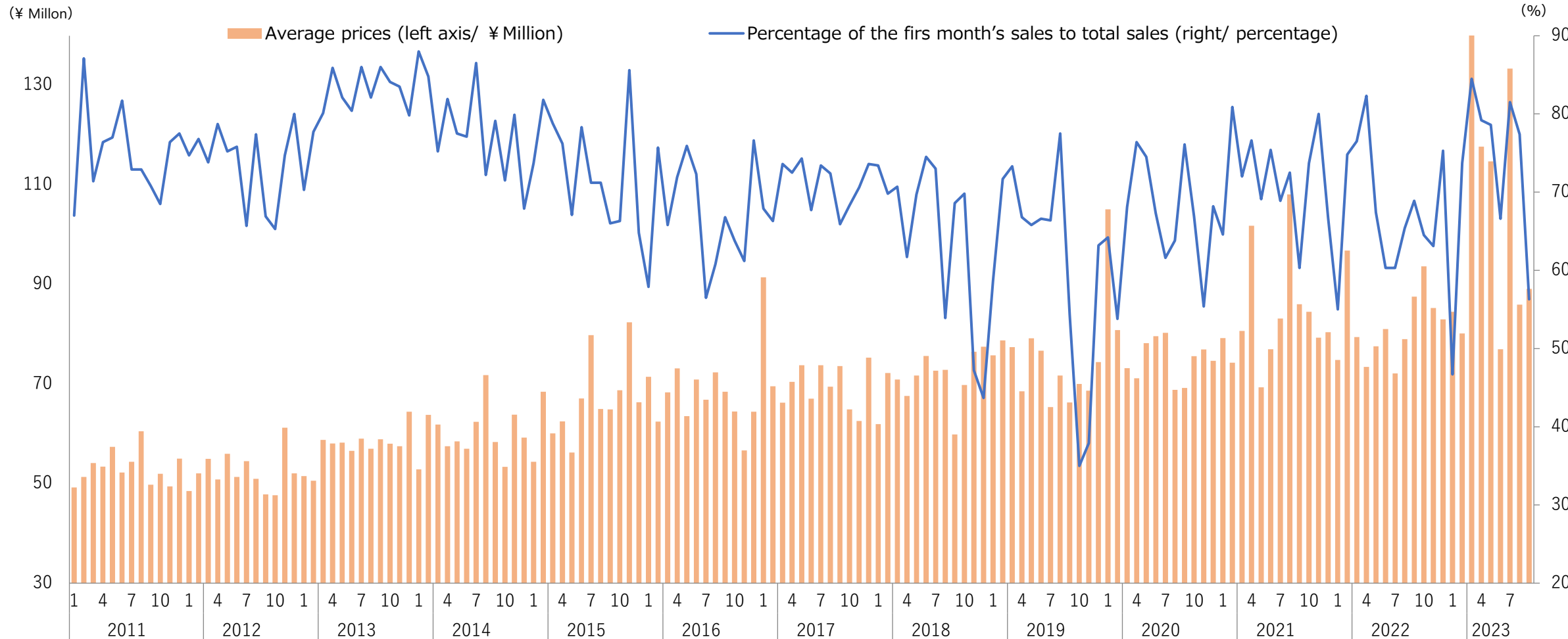
### Number and average price of new condominiums supplied in Tokyo's 23 wards



Source: MILT, "Monthly Report of Real Estate Market Trend"

# Contract ratios have been declining with the increase in prices of new condominiums.

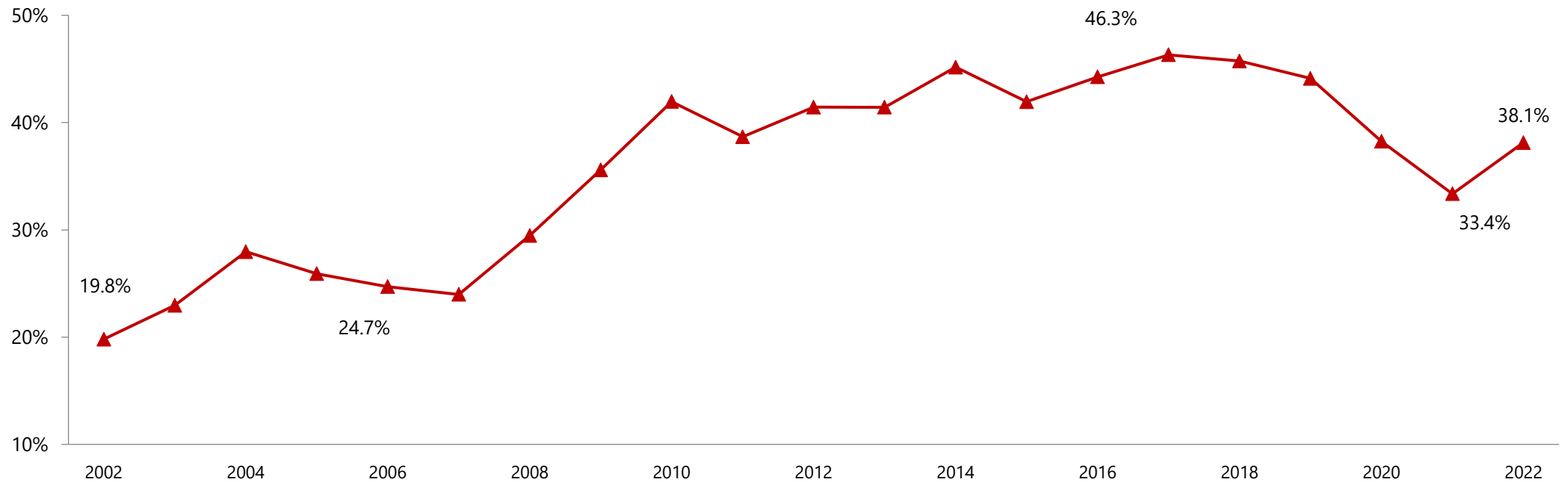
Trends of average prices of new condominiums and ratios of the first month's sales to total sales in Tokyo's 23 wards



Source: "Monthly Report of Real Estate Market Trend" published by Land General Information Library of the Ministry of Land, Infrastructure, Transport and Tourism.

## 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



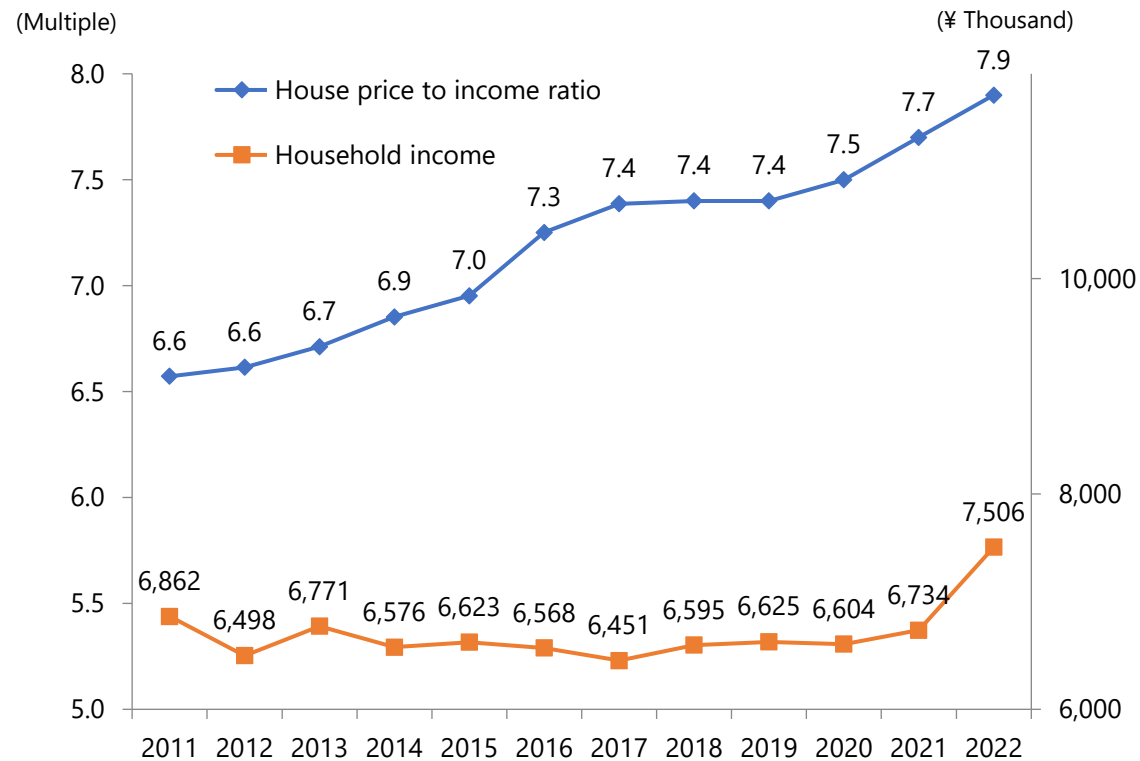
Source: The share of new condominium sales in the Tokyo Metropolitan area in "Condominium Market Trends" by Real Estate Economic Institute Co., Ltd.

\* Seven major real estate companies:

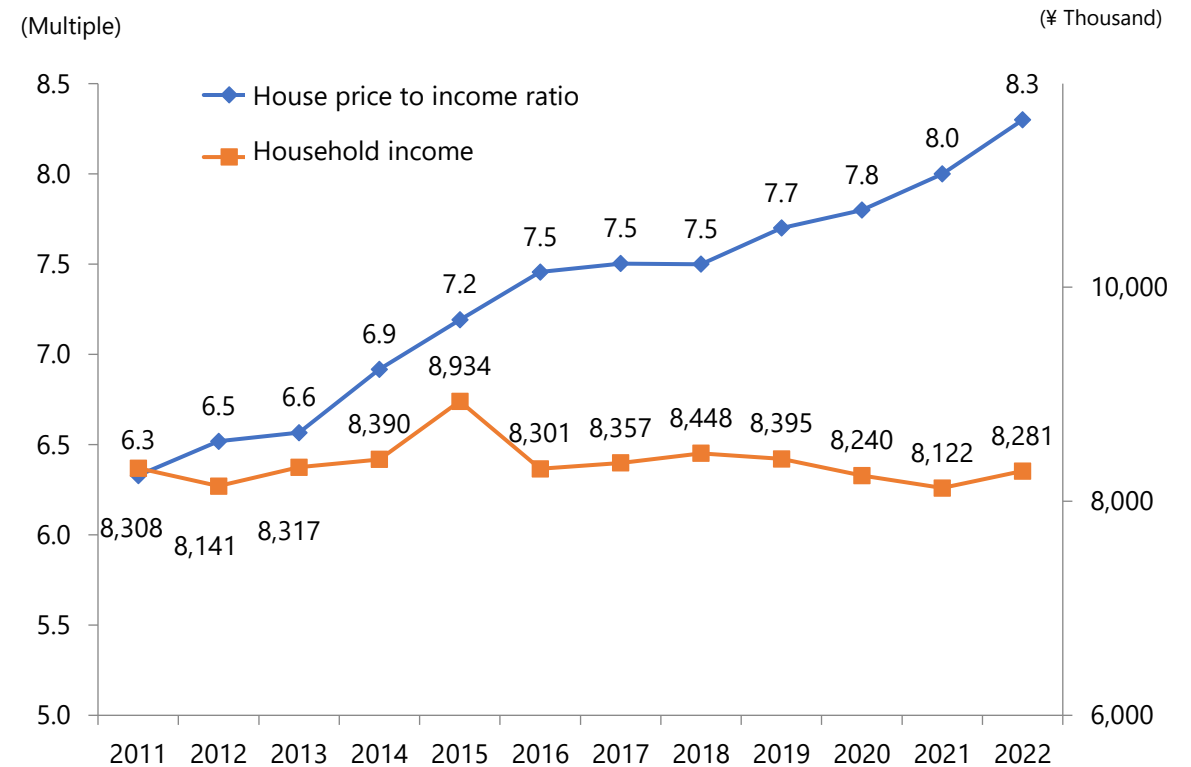
Sumitomo Realty & Development, Daikyo, Tokyu Land, Tokyo Tatemono, Nomura Real Estate Holdings, Mitsui Fudosan, Mitsubishi Estate

# Annual income multiplier increased, with a large gap in household income.

House price to income ratio and household income of single-family home purchasers (in Tokyo)



House price to income ratio and household income of condominium purchasers (in Tokyo)

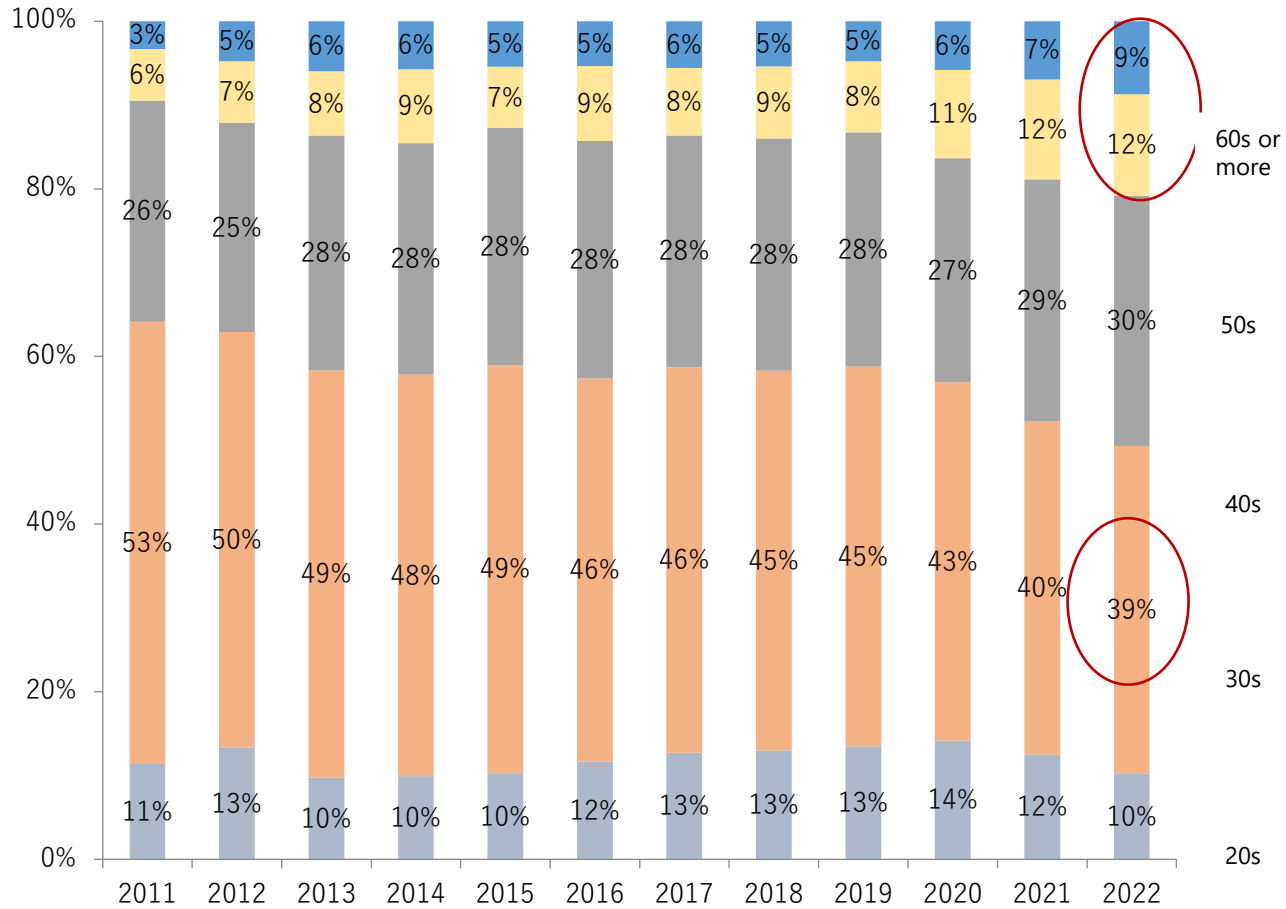


Source: "Customer Survey on Flat 35 Users" by Japan Housing Finance Agency  
 Compiled using data of housing loans approved from April through March of the following year  
 Single-family homes: New home purchase funds (detached house, etc.); Condominiums: New condominium purchase funds (apartment buildings)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

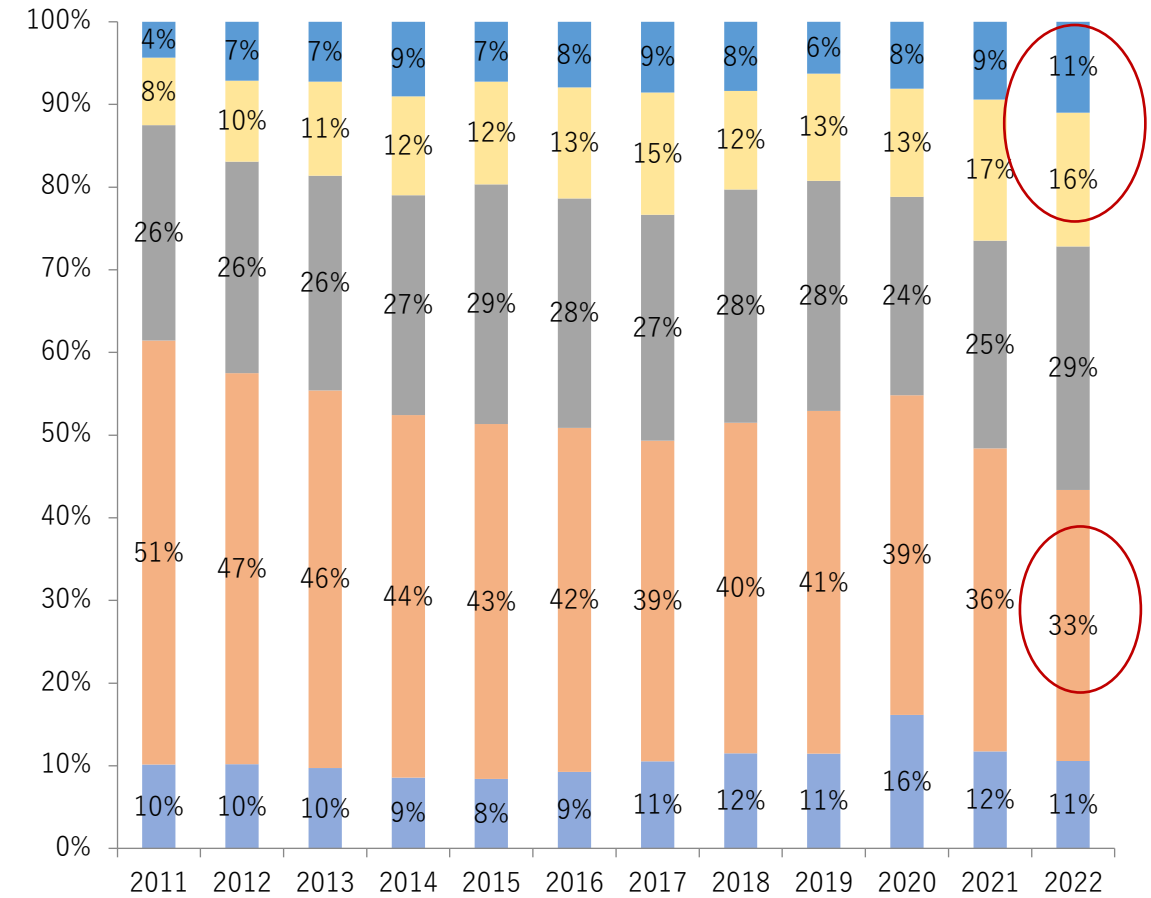
## 8. References

**Among the people who purchased condominiums, the percentage of people in their 50s has been on the rise and that of people in their 30s has been on the decline.**

**Age distribution of single-family home purchasers (in Tokyo)**



**Age distribution of condominium purchasers (in Tokyo)**

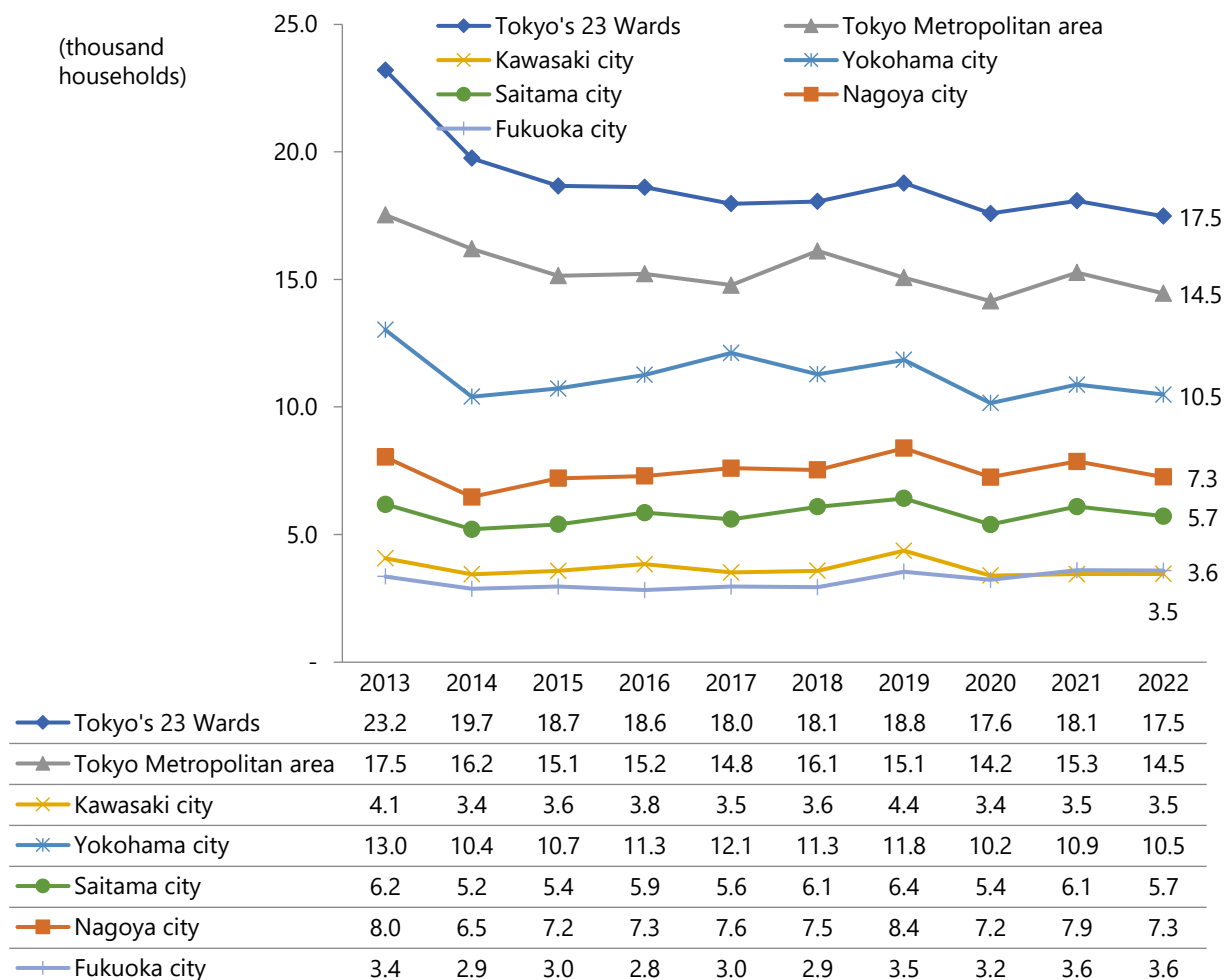


Source : Japan Housing Finance Agency

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)

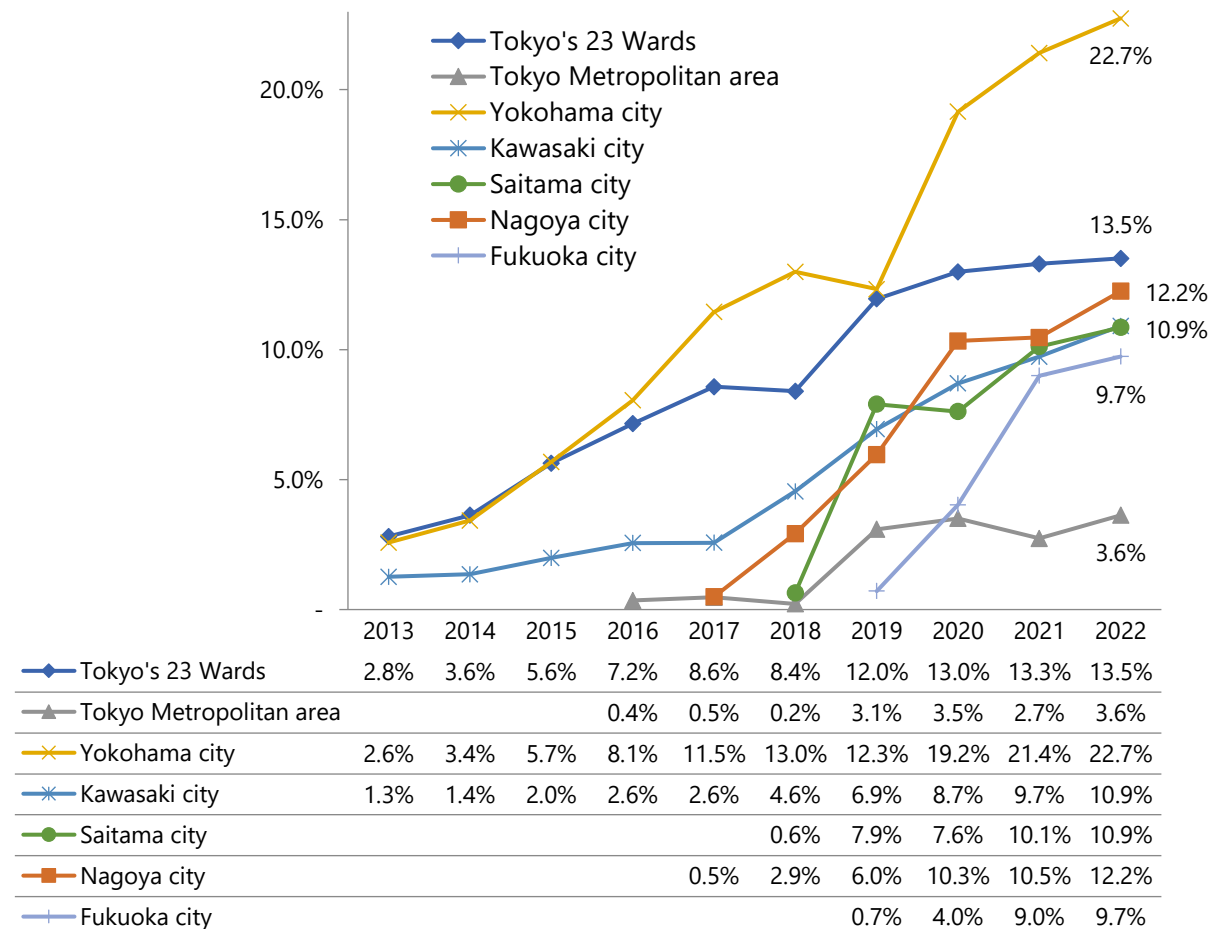
# Open House has been steadily acquiring shares in the single-family home market in urban areas by adopting a dominant strategy.

### New single-family housing starts in our service areas



Sources: "Construction Statistics", "Housing Starts", the Ministry of Land, Infrastructure, Transport and Tourism.

### The Group's market share by service area

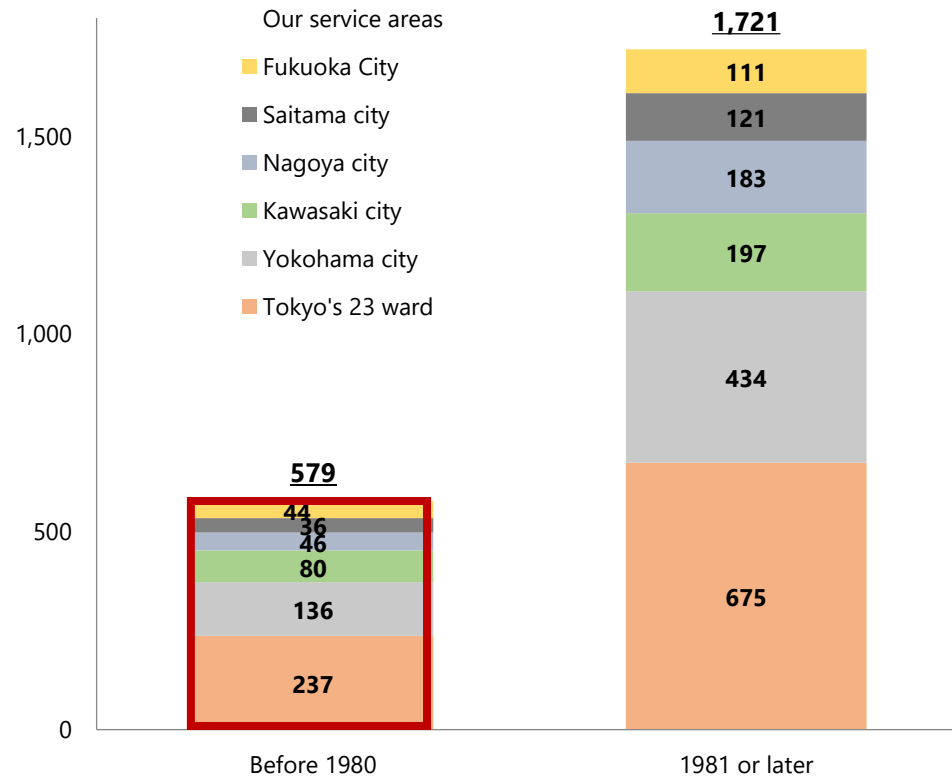


Calculated by dividing number of properties delivered in each period of the Group by the number of construction starts by area in each year.  
 Until FY2018: Only Open House Development is included  
 From FY2019: Hawk One is included.  
 FY2021 figures are estimates divided by the number of housing starts by area in 2020 due to the period for statistical.



# Housing stock that can be used as land for development is available in large volumes.

**Building stock of wooden single-family homes by construction period**



Sources:  
 "Housing and Land Survey in 2018" by the Ministry of Internal Affairs and Communications

**Housing situation in Japan**

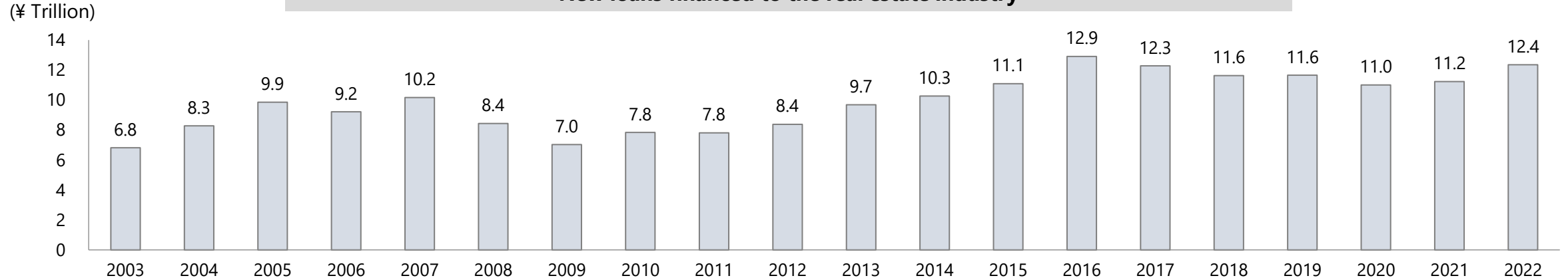
- The average age of homes rebuilt in Japan is **37.0 years.** \*1
- The average site area per single-family home lot in Tokyo's 23 wards in 1988 was **40.3 tsubo** (1,431.6 sq. ft). \*2
- The average site area of single-family homes developed by Open House is **17-18 tsubo** (600-640 sq. ft), enabling 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

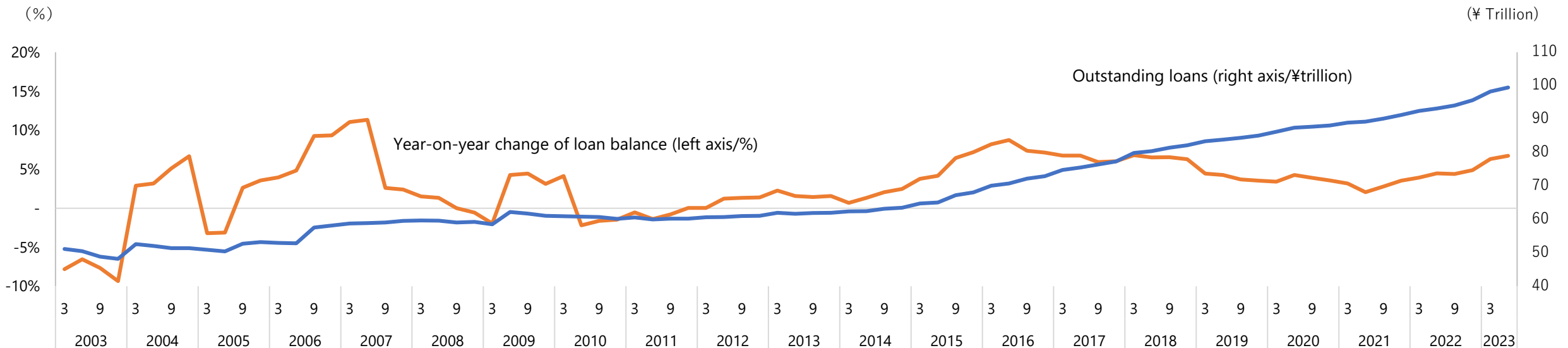
## 8. References

# Outstanding loans have been increasing although new loans financed to the real estate industry have declined slightly.

New loans financed to the real estate industry



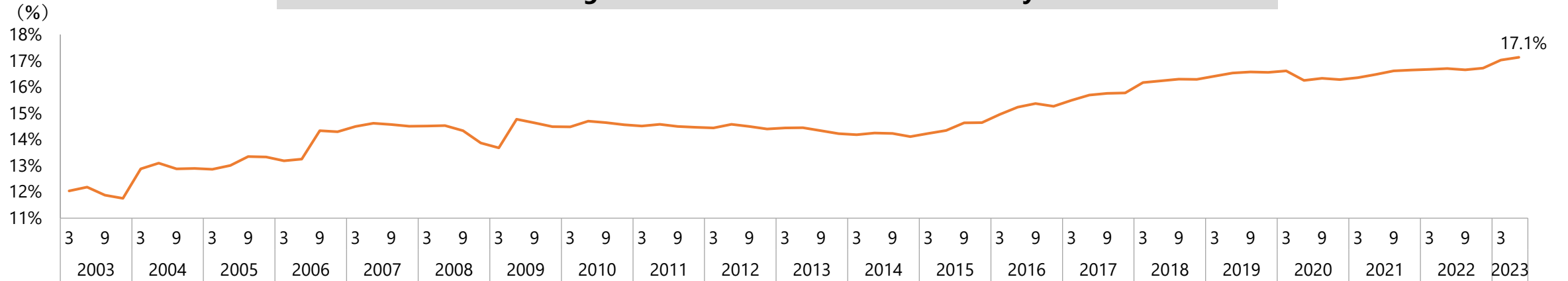
Outstanding loans financed to the real estate industry and year-on-year change thereof



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

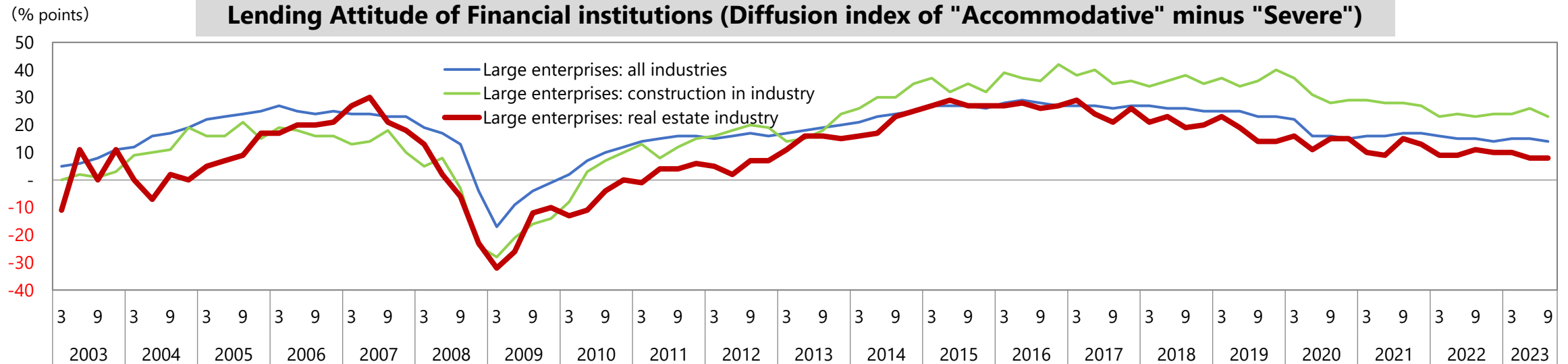
# The ratio of outstanding loans financed to the real estate industry to total loans has increased.

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



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

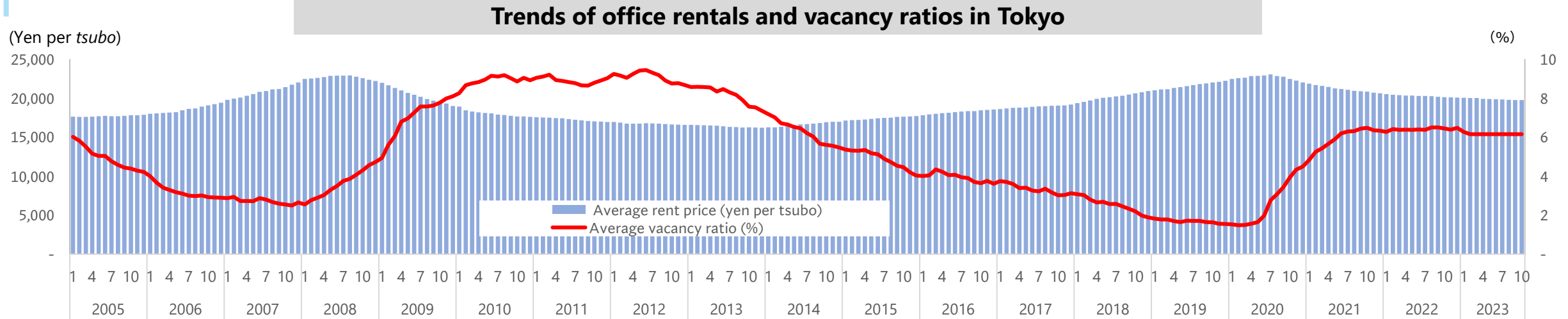
Lending Attitude of Financial institutions (Diffusion index of "Accommodative" minus "Severe")



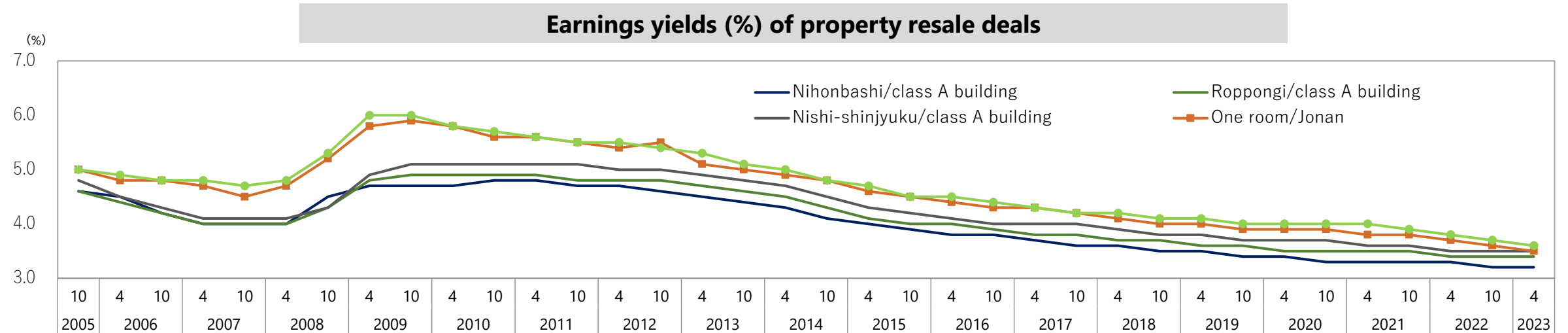
Source: "Short-Term Economic Survey of Enterprises in Japan" published by the Bank of Japan

## 8. References

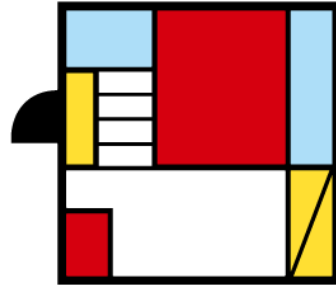
**Demand for property resale transactions is strong as shown by an increase in rent price and a decline in returns from property resale transactions.**



Source: MIKI OFFICE REPORT TOKYO



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



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

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