

**OPEN HOUSE
GROUP**

Consolidated Financial Highlights for the First Quarter of FY2023

(2022/10-2022/12)

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

1Q FY2023 Topics

Business performance 1Q FY2023

◆ 1Q for FY2023 progressed beyond expectations; profit decline factored in

Net sales:	¥ 248.1 billion	[5.5% YoY]
Operating profit:	¥ 30.6 billion	[(12.5)% YoY]
Profit attributable to owners of parents:	¥ 19.6 billion	[(13.3)% YoY]

Revised financial forecast 2Q FY2023

◆ Upward revision of financial forecast for 2Q FY2023, reflecting good progress in reportable segments including single family homes

	<u>Revised forecast</u>	<u>Increase</u>	<u>Previous forecast</u>
Net sales:	¥ 520.7 billion [14.3% YoY]	¥ 25 billion	¥ 495.7 billion
Operating profit:	¥ 65.3 billion [8.8% YoY]	¥ 5 billion	¥ 60.3 billion
Profit attributable to owners of parents:	¥ 41.1 billion [4.0% YoY]	¥ 3.5 billion	¥ 37.6 billion

Consolidated financial forecast FY2023

◆ Aiming to hit the record high in net sales and profit for the eleventh consecutive year

Net sales:	¥ 1.1 trillion	[15.5% YoY]
Operating profit:	¥ 134 billion	[12.3% YoY]
Profit attributable to owners of parents:	¥ 86 billion	[10.4% YoY]

Corporate Philosophy and Our Mission

— Corporate Philosophy

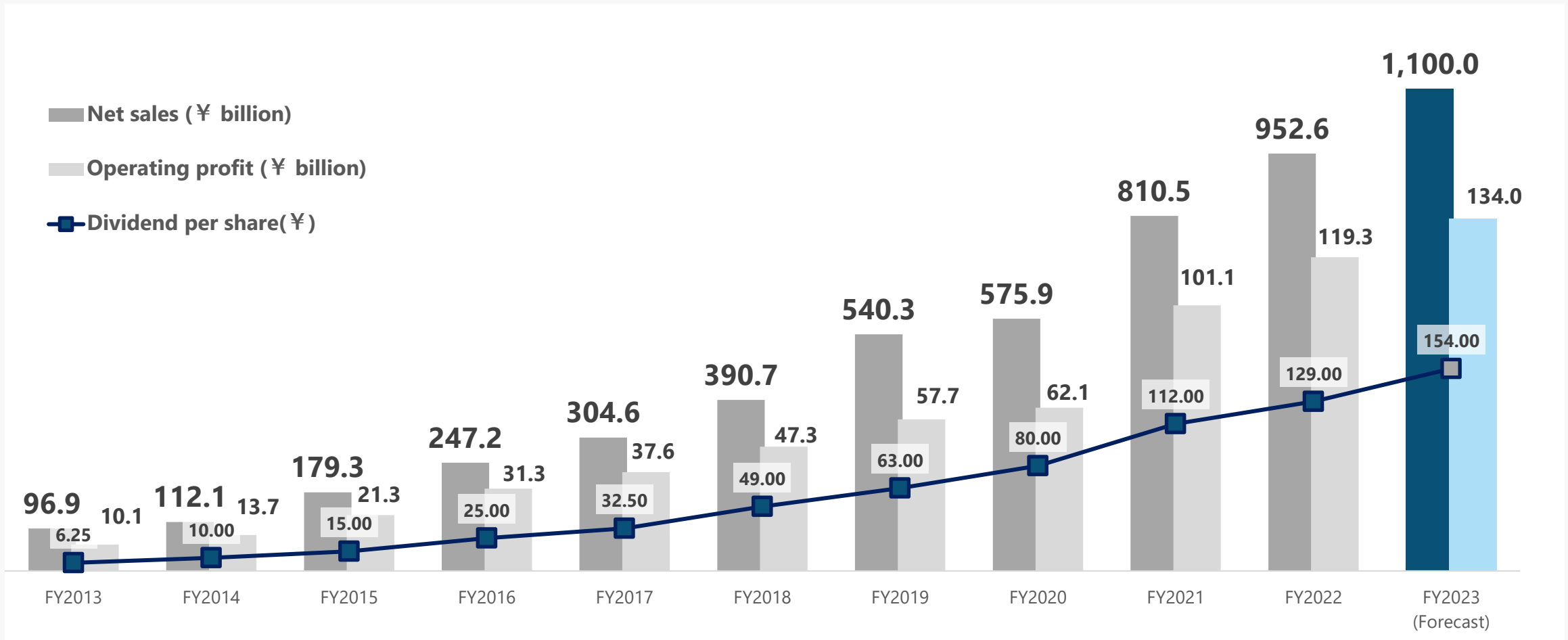
- Remain committed to pursuing "Houses that customers want" honestly and constantly.
- Attract a wide range of motivated people and create an organization that rewards results.
- Increase performance and expand the scale of our business, and be a real estate company needed by society.

— Our Mission

Supplying Affordable Housing in the Tokyo Metropolitan Area

Business Performance and Shareholder Returns since Listing

- Aiming to hit the record high in net sales and profit for the eleventh consecutive year since listing in FY2023



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

1. 1Q FY2023 Consolidated Financial Summary



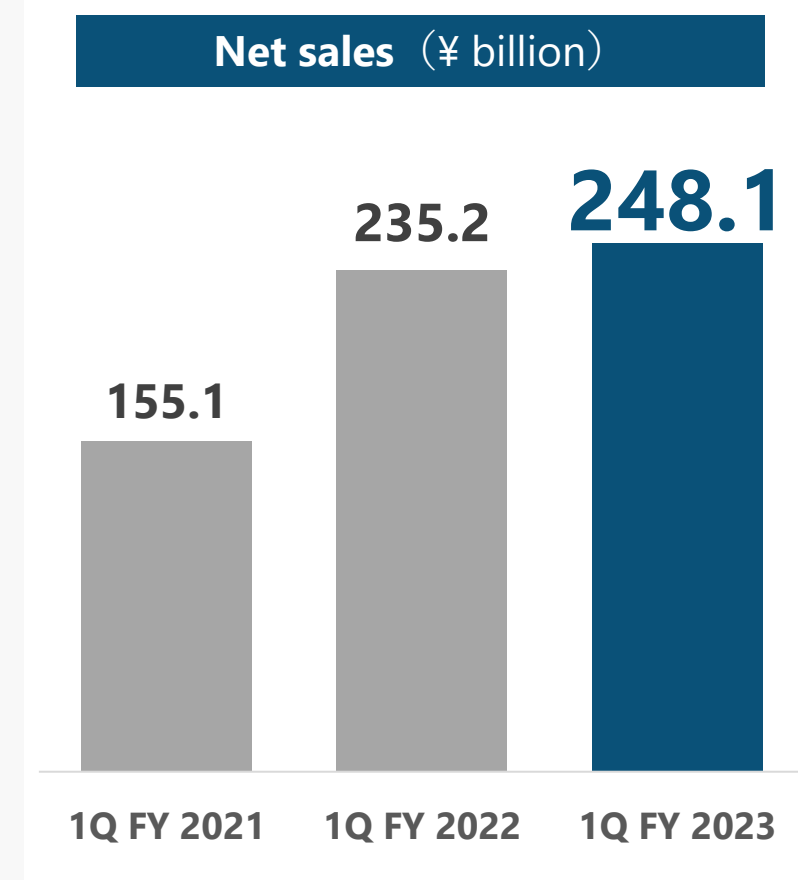
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Consolidated Statements of Income (Summary)

- Toward the full year forecast, 1Q FY2023 progressed beyond expectations

(¥ Million)

	1Q FY2022 (2021/10-2021/12)		1Q FY2023 (2022/10-2022/12)		Inc. (Dec.)
	Actual	% of net sales	Actual	% of net sales	
Net sales	235,255	-	248,198	-	+5.5%
Operating profit	35,041	14.9%	30,668	12.4%	(12.5)%
Ordinary profit	35,418	15.1%	29,514	11.9%	(16.7)%
Profit attributable to owners of parent	22,653	9.6%	19,643	7.9%	(13.3)%



Performance by Segment (Net sales/Operating profit)

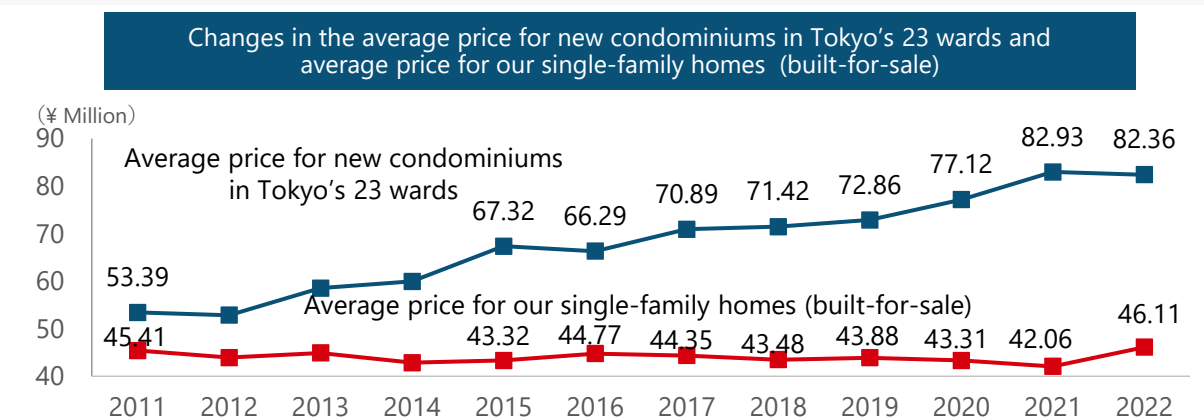
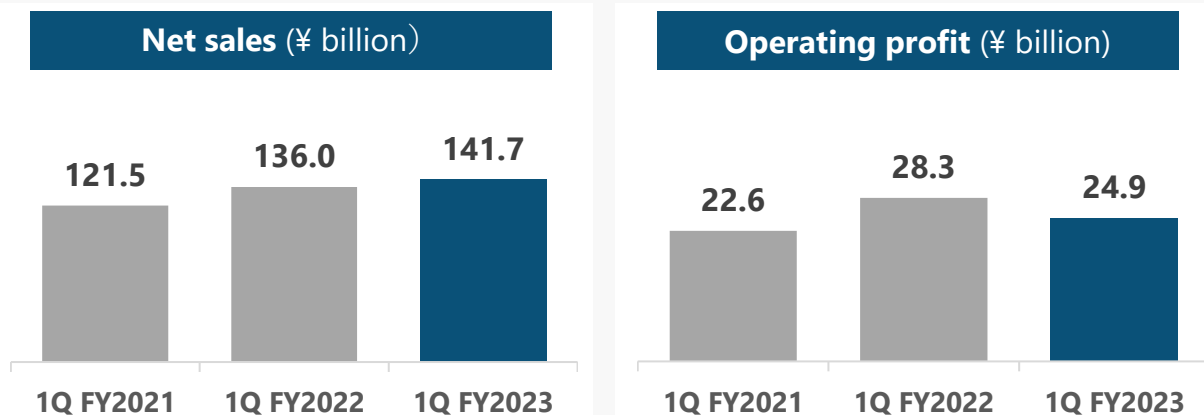
- Despite a decrease in operating profit, performance in our single family homes related business was beyond expectations while other reportable segments also remained healthy

	Net sales					Operating profit (¥ Million)				
	1Q FY2022 (2021/10-2021/12)		1Q FY2023 (2022/10-2022/12)		Inc. (Dec.)	1Q FY2022 (2021/10-2021/12)		1Q FY2023 (2022/10-2022/12)		Inc. (Dec.)
	Actual	Ratio	Actual	Ratio		Actual	% of Net sales	Actual	% of Net sales	
Total	235,255	100.0%	248,198	100.0%	5.5%	35,041	14.9%	30,668	12.4%	(12.5)%
Single-family homes related business	136,051	57.8%	141,735	57.1%	4.2%	21,799	16.0%	16,484	11.6%	(24.4)%
Condominiums	4,374	1.9%	3,347	1.3%	(23.5)%	(118)	-	(432)	-	-
Property resales	41,064	17.5%	44,533	17.9%	8.4%	5,324	13.0%	5,429	12.2%	2.0%
Others (including U.S. real estate business)	17,042	7.2%	19,529	7.9%	14.6%	2,202	12.9%	2,267	11.6%	3.0%
Pressance Corporation	37,028	15.7%	39,199	15.8%	5.9%	6,272	16.9%	6,827	17.4%	8.9%
Adjustments	(306)	-	(147)	-	-	(439)	-	91	-	-

Single-family Homes Related Business as a Whole

- Gross profit margin has recovered since the previous quarter
- Business performance exceeded expectations due to strong demand in urban areas

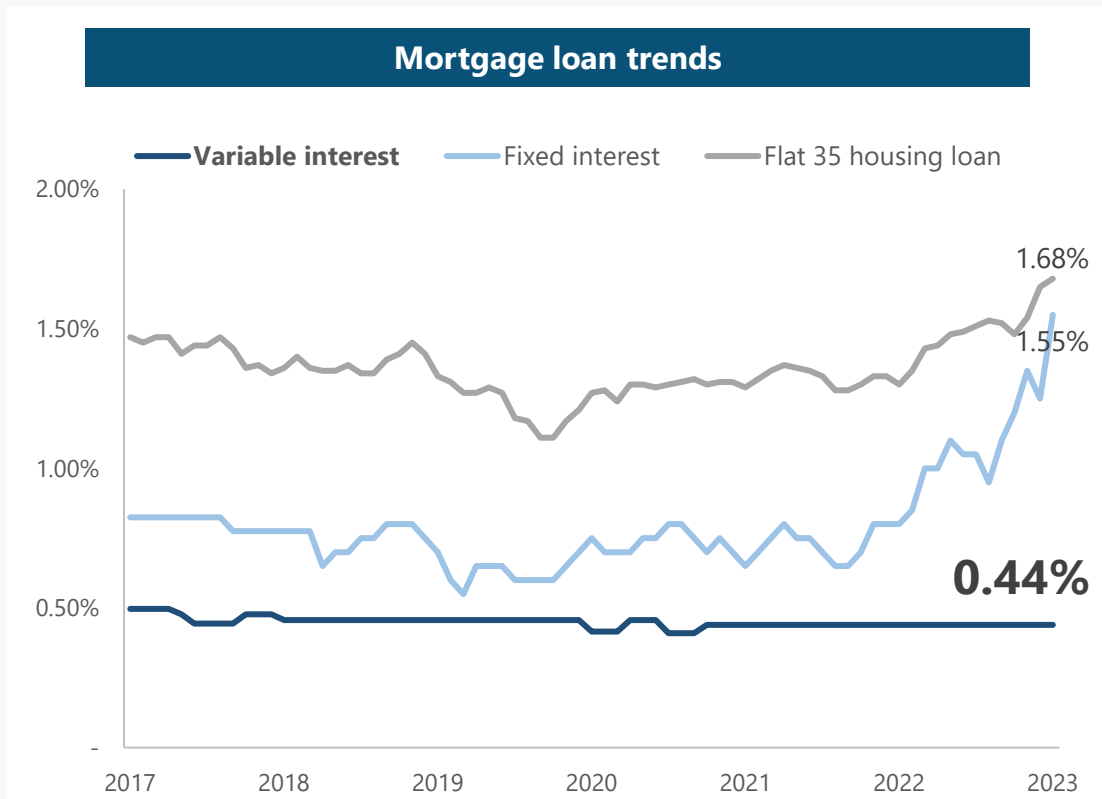
	1Q FY2021 (2020/10-2020/12)	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	Inc. (Dec.)
				(¥ Million)
Net sales	121,524	136,051	141,735	4.2%
Gross profit	22,656	28,339	24,925	(12.0)%
Gross profit margin	18.6%	20.8%	17.6%	(3.2)pt
Operating profit	17,045	21,799	16,484	(24.4)%
Operating profit margin	14.0%	16.0%	11.6%	(4.4)pt



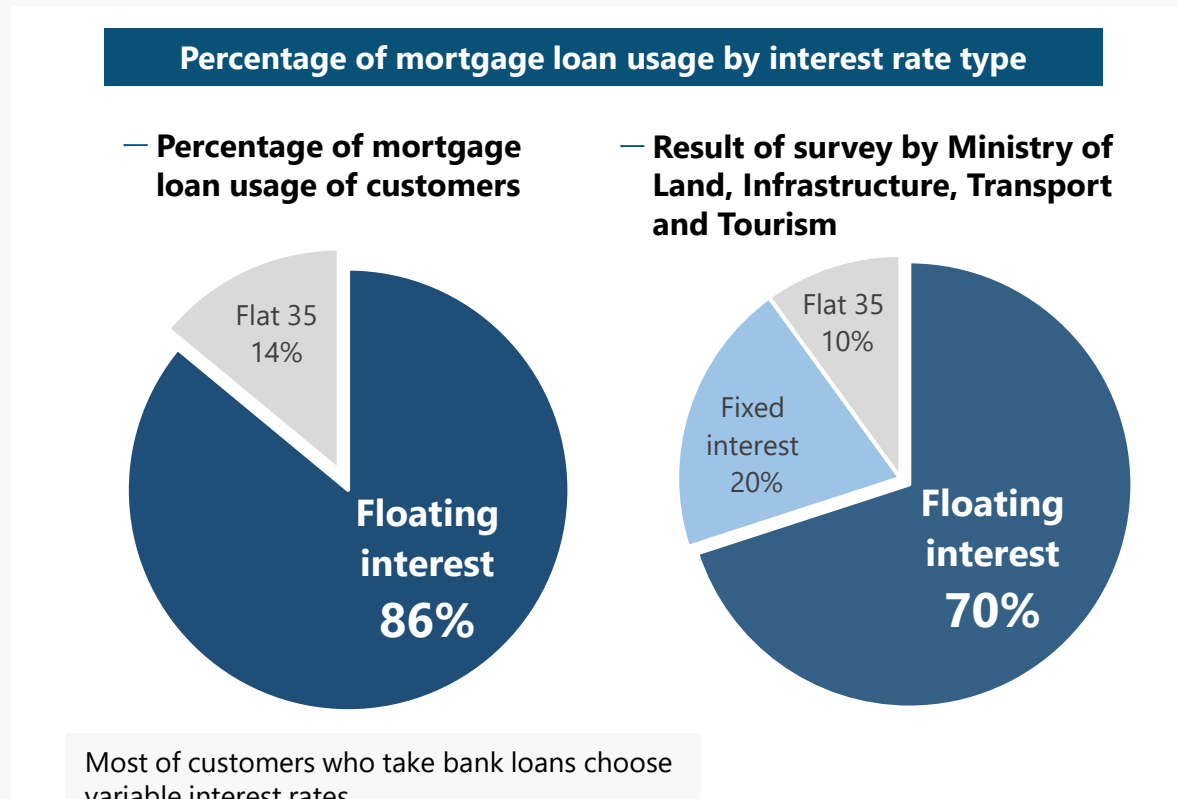
Source: MLIT, "Monthly marketing report of lands"
 Fiscal years: Condominium prices are on a calendar-year basis. Prices for our homes are for the period Oct.–Jun. Condominium prices for 2021 are for the Oct.–Sep. period.
 Prices of our homes for 2021 are for the Jan. 2021–Dec. 2021 period, and for 2022 are for the Oct. 2021–Mar. 2022 period in Tokyo metropolitan area.

Average price for new condominiums in Tokyo's 23 wards (Mortgage Rates and Usage Ratio Status)

- Variable-rate mortgage loan remained low
- Approx. 86% of customers choose variable interest rates; limited impact of rising long-term interest rates



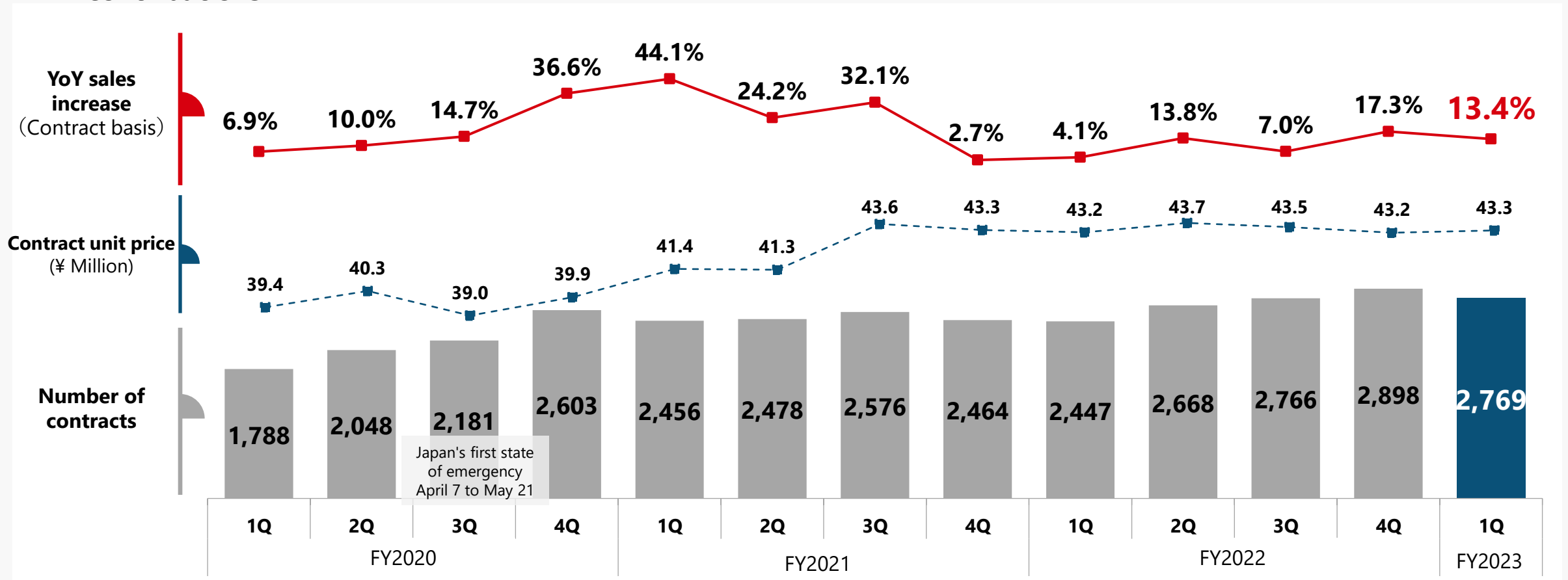
< Source > · Diamond Real Estate Institute, "What are the interest rates and trends in mortgage rates (132 banks and 1,000 products)?"
 · Variable interest rate: SBI Sumishin Net Bank "Full Year Reduction Plan"
 · Fixed interest rate: Mizuho Bank "Full Term Focus Plan"
 · 35-year fixed: "Flat 35 (borrowing period: 21 years or more, down payment: 10% or more)"



< Source > · OHG : Actual of Open House Co., Ltd. in 2022
 · Ministry of Land, Infrastructure, Transport and Tourism: "FY2021 Survey on Actual Conditions of Private-sector Mortgage Loans Result Report"

Single-family Homes Related Business (Trends in Sales Contract)

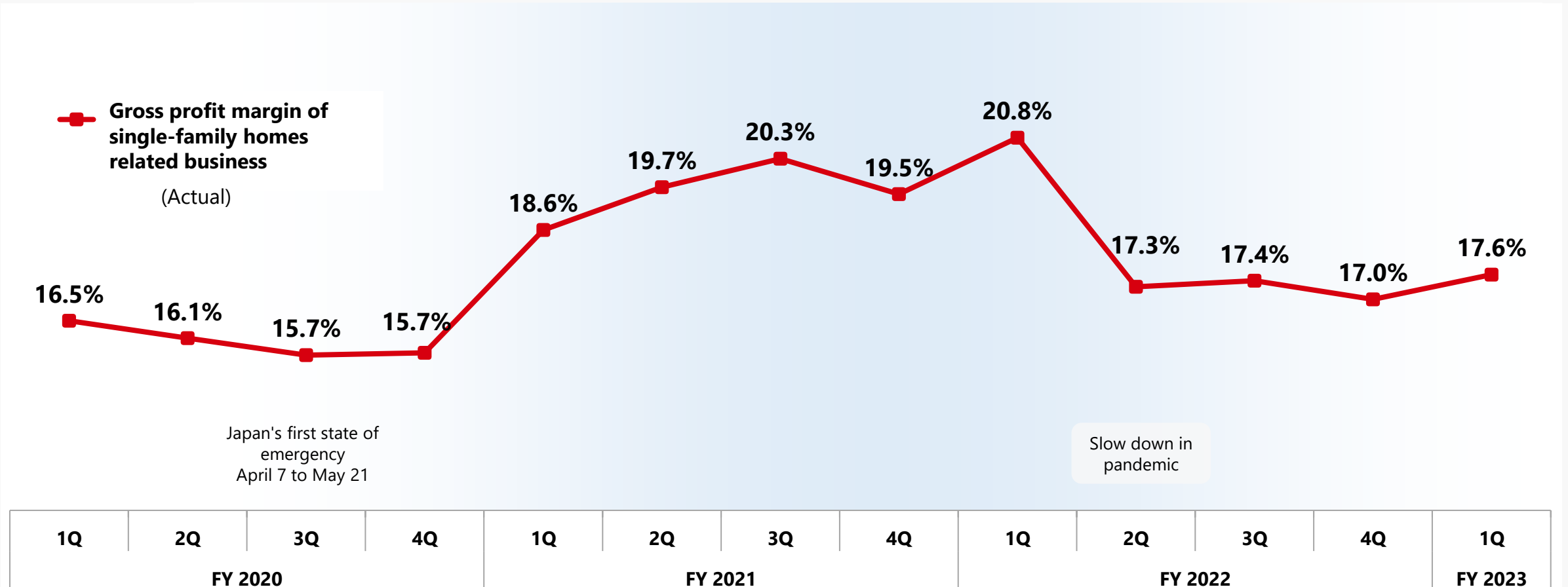
- Demand in the Tokyo Metropolitan areas was solid, maintaining double-digit growth
- Sales of single-family homes in the Kansai area and single-family investment rentals made a positive contributions



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

Single-family Homes Related Business (Trends in Gross Profit Margin)

- Profitability has stabilized in the wake of slow down in pandemic
- Our procurement and sales capabilities contributed stabilizing profit against a background of strong demand in the Tokyo Metropolitan areas



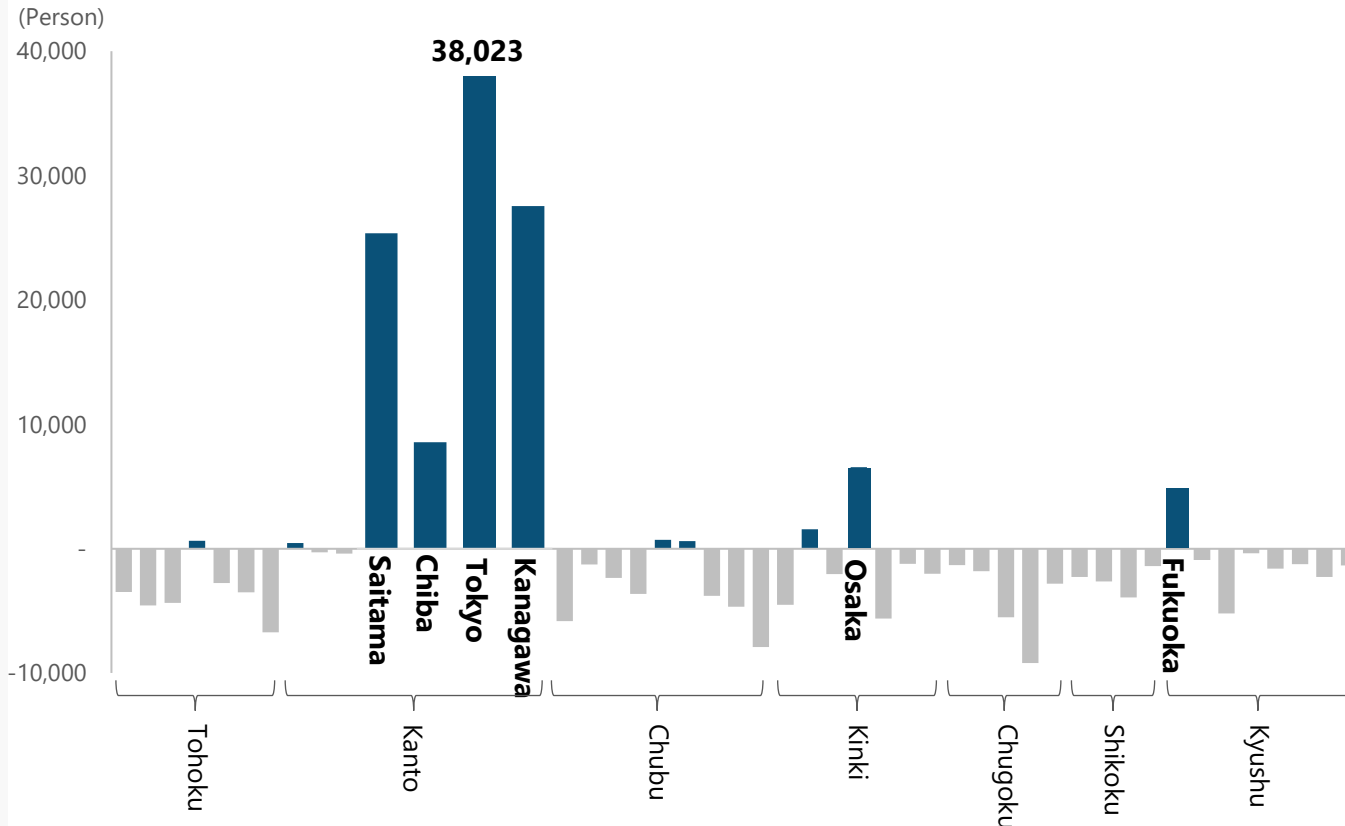
Single-family Homes Related Business (Market Trends in the Tokyo Metropolitan Area)

- The population concentrated in the Tokyo Metropolitan areas
- More couples do not have an ideal number of children because of "house size"

Supplying affordable housing in the Tokyo Metropolitan areas

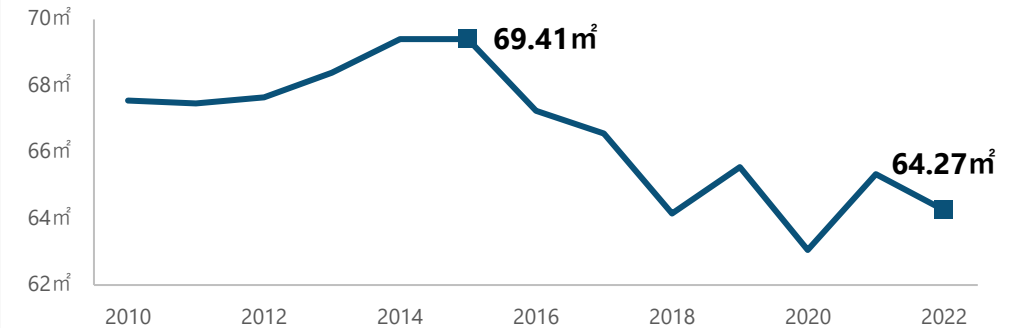
Most houses are 3 bedroom detached houses for families

Number of excess transfers by prefecture in 2022



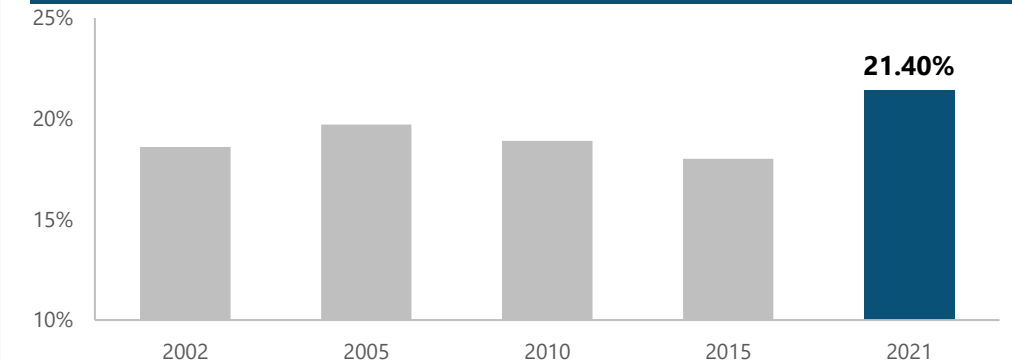
Source: Ministry of Internal Affairs and Communications "Basic Resident Ledger Population Movement Report,"

Average exclusive area of new condominiums in Tokyo



Source: Real Estate Economic Institute, "New Condominium Market Trends"

Ratio of couples who chose "house size" as a reason for not having an ideal number of children



※Please also refer to P.32-P.34

Source: National Institute of Population and Social Security Research, "The 16th Basic Survey on Birth Trends"

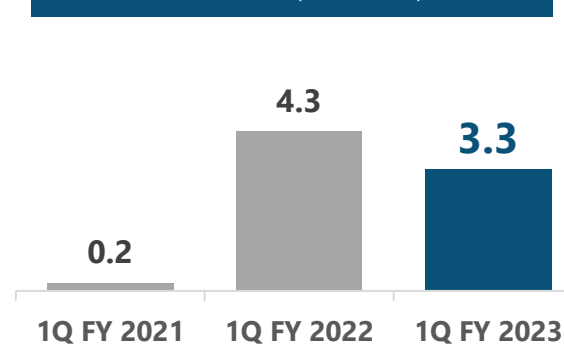
Condominium Business

- **Approx. 90% of condominium sales are scheduled to be delivered in this quarter**
- **Sales totalizing Approx. ¥ 22 billion are expected in the 2Q with an increase in net sales in the first half of the year**

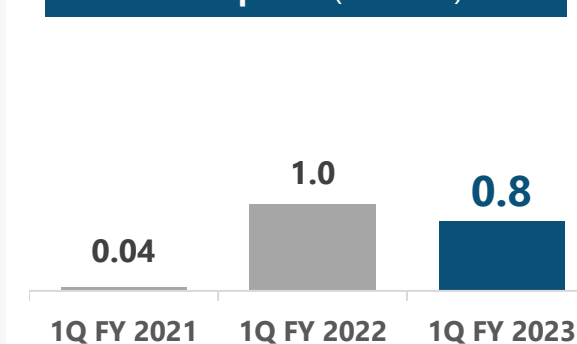
(¥ Million)

	1Q FY2021 (2020/10-2020/12)	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	Inc. (Dec.)
Net sales	262	4,374	3,347	(23.5)%
Gross profit	48	1,008	804	(20.3)%
Gross profit margin	18.6%	23.1%	24.0%	1.0pt
Operating profit	(808)	(118)	(432)	-
Operating profit margin	-	-	-	-
Number delivered	9	73	59	(14)
Unit price	28.7	59.7	56.6	(3.2)

Net sales (¥ billion)



Gross profit (¥ billion)



Major condominiums delivered in FY2023

Name	Units	Average Price
Open Residencia Kagurazaka First (Tokyo)	25	¥ 90 million
Open Residencia Omiya Front (Saitama)	87	¥ 50 million
Open Residencia Sakaehushimi THE COURT (Nagoya)	70	¥ 30 million
Open Residencia Ohorikoen (Fukuoka)	44	¥ 30 million

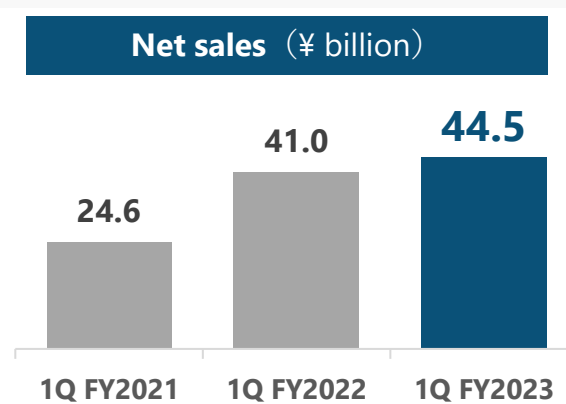
Property Resale Business

- Appetite for investment properties was strong on the back of easing monetary policy
- Growth through the effective use of real estate information group-wide

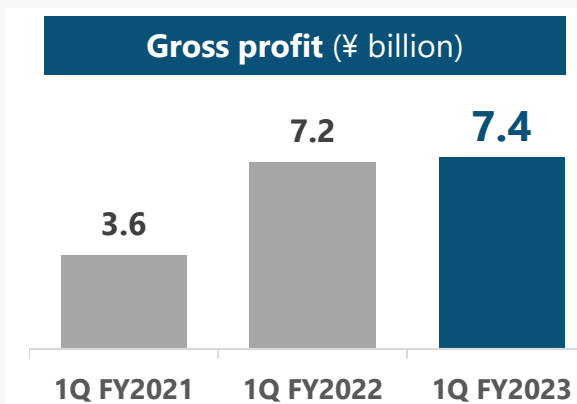
(¥ Million)

	1Q FY2021 (2020/10-2020/12)	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	Inc. (Dec.)
Net sales	24,633	41,064	44,533	8.4%
Gross profit	3,642	7,232	7,422	2.6%
Gross profit margin	14.8%	17.6%	16.7%	(0.9)pt
Operating profit	2,579	5,324	5,429	2.0%
Operating profit margin	10.5%	13.0%	12.2%	(0.8)pt
Number delivered	54	69	80	11
Unit price	447	578	543	(34)

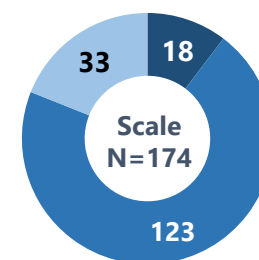
Net sales (¥ billion)



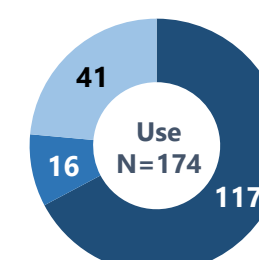
Gross profit (¥ billion)



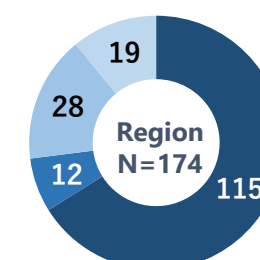
Breakdown of properties owned (as of the end of December 2022)



■ ≤¥100MIL
 ■ >¥100 MIL≤¥500 MIL
 ■ >¥500 MIL



■ Condominiums
 ■ Office buildings
 ■ Complex buildings



■ Tokyo
 ■ Kanagawa
 ■ Kansai, Chubu, Kyushu
 ■ Other

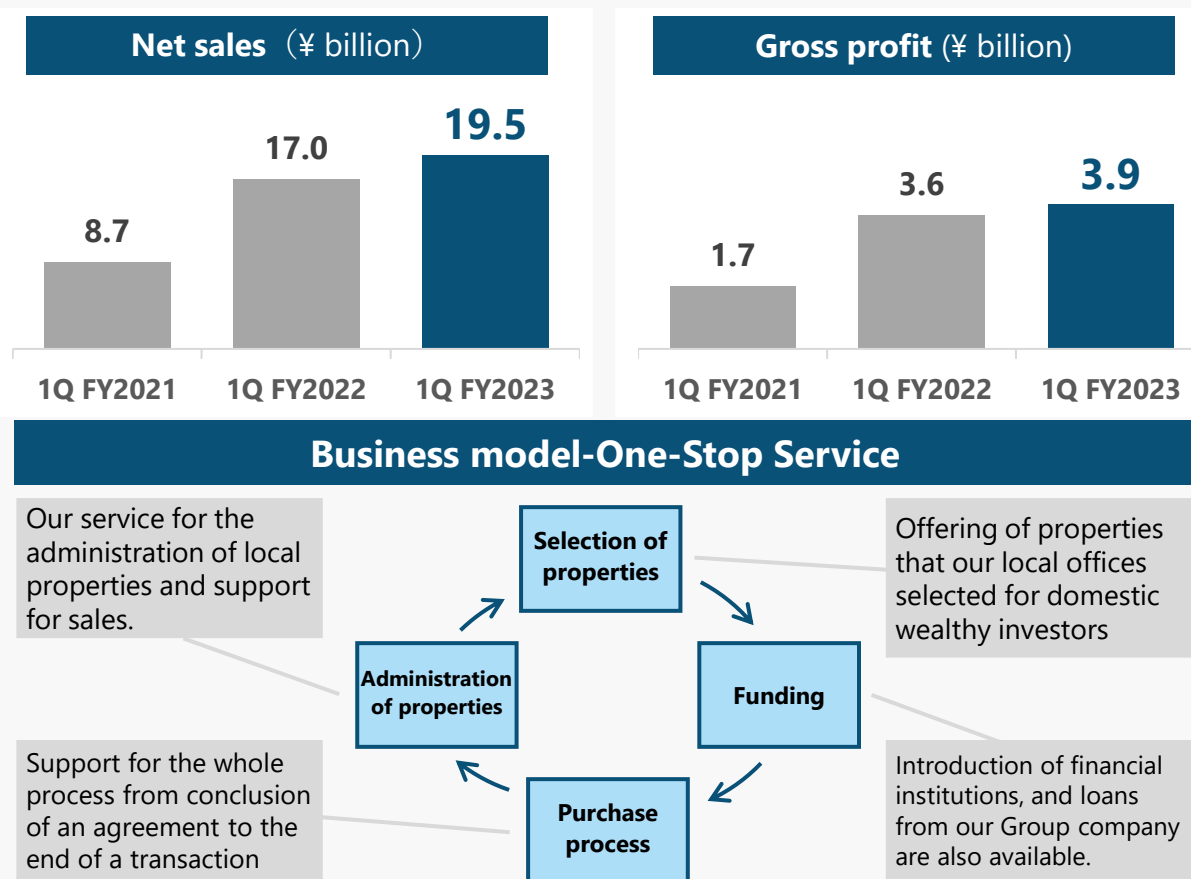
Other Segment (U.S. Real Estate Business)

- High demand for investments that meet asset diversification needs

(¥ Million)

	1Q FY 2021 (2020/10-2020/12)	1Q FY 2022 (2021/10-2021/12)	1Q FY 2023 (2022/10-2022/12)	Inc. (Dec.)
Net sales	8,766	17,042	19,529	14.6%
Gross profit	1,779	3,687	3,992	8.3%
Gross profit margin	20.3%	21.6%	20.4%	(1.2)pt
Operating profit	887	2,202	2,267	3.0%
Operating profit margin	10.1%	12.9%	11.6%	(1.3)pt
Number delivered*	209	264	221	(43)
No. of buildings managed*	1,849	2,710	3,678	968

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



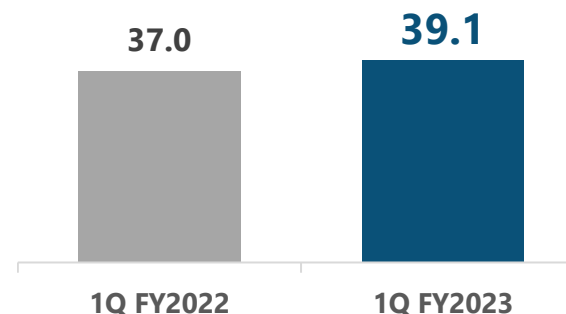
Pressance Corporation

- As well as in the Tokyo Metropolitan areas, demand for condominiums in the Kansai region was strong in terms of both investment and actual

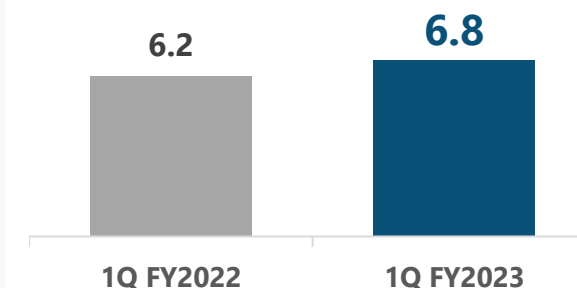
(¥ Million)

	1Q FY2022 (2021/10-2021/12)	1Q FY2023 (2022/10-2022/12)	Inc. (Dec.)
Net sales	37,028	39,199	5.9%
Gross profit	10,197	10,520	3.2%
Gross profit margin	27.5%	26.8%	(0.7)pt
Operating profit	6,272	6,827	8.9%
Operating profit margin	16.9%	17.4%	0.5pt
Actual by products	1,011	1,374	363
Studio-type condominiums	619	900	281
Family-type condominiums	392	474	82

Net sales (¥ billion)



Operating profit (¥ billion)



Complementary relationships and key synergies between OHG and PSC

Open House Group Co., Ltd.

Pressance Corporation

Regional Complementarity

- Strong in the Tokyo metropolitan area

- Strong in the Kinki, Tokai and Chukyo regions

Product Complementarity

- Single-family homes
- Condominiums
- Property resales
- U.S. real estate

- Condominiums for investment
- Condominiums for families
- Management of condominiums

Key Synergies

- Single-family home business to tap into Kansai region
- Develop a business line of new condominiums for investment in the Tokyo metropolitan area
- Develop a real estate fund business managing primarily residential properties

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

(¥ Million)

SG&A Expenses					Non-Operating Income / Expenses						
	1Q FY2022 (2021/10-2021/12)		1Q FY2023 (2022/10-2022/12)		Inc. (Dec.)		1Q FY2022 (2021/10-2021/12)		1Q FY2023 (2022/10-2022/12)		Inc. (Dec.)
	Actual	% of net sales	Actual	% of net sales			Actual	% of net sales	Actual	% of net sales	
SG&A expenses	15,594	6.6%	16,951	6.8%	1,356	Non-Operating income	1,437	0.6%	479	0.2%	(957)
Personnel expenses	4,857	2.1%	5,385	2.2%	527	Share of profit of entities accounted for using equity method	429	0.2%	112	0.0%	(316)
Sales commissions	1,852	0.8%	1,911	0.8%	58	Dividend income	715	0.3%	58	0.0%	(656)
Office maintenance cost	1,538	0.7%	2,033	0.8%	495	Profit on currency exchange	292	0.1%	308	0.1%	15
Advertising expenses	918	0.4%	890	0.4%	(27)	Other	1,059	0.5%	1,633	0.7%	573
Promotion expenses	389	0.2%	542	0.2%	153	Non-operating expenses	916	0.4%	979	0.4%	63
Others	6,036	2.6%	6,186	2.5%	149	Interest expenses	111	0.0%	19	0.0%	(91)
						Commission expenses	-	-	421	0.2%	421
						Others	32	0.0%	212	0.1%	180

Consolidated Balance Sheet

(¥ Million)

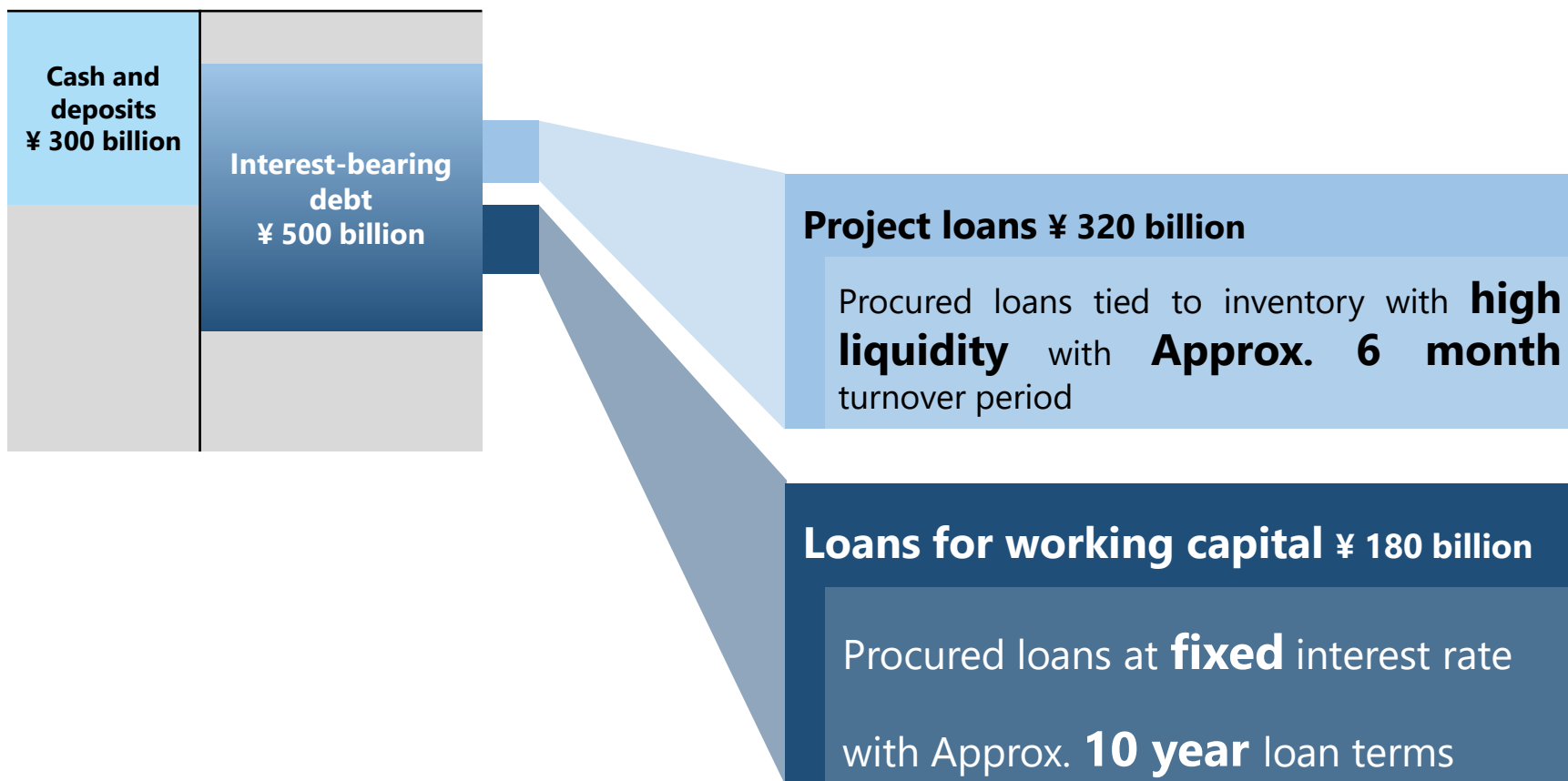
	FY2022	1Q FY2023	Inc. (Dec.)		FY 2022	1Q FY2023	Inc. (Dec.)
	Consolidated balance sheet						
Current assets	981,656	967,286	(14,370)	Liabilities	635,472	616,099	(19,373)
Cash and deposits	349,305	307,415	(41,890)	Current liabilities	309,495	300,017	(9,478)
Inventories	557,105	580,286	23,181	Non-current liabilities	325,976	316,082	(9,894)
Others	75,245	79,583	4,337	Net assets	395,702	402,543	6,841
Non-current assets	49,518	51,357	1,839	Shareholders' equity	326,221	337,791	11,569
Property, plant and equipment	21,123	21,733	610	Valuation and translation adjustments	11,874	5,908	(5,965)
Intangible assets	2,925	2,857	(67)	Non-controlling interests	57,606	58,844	1,237
Investments and other assets	25,470	26,766	1,296	Total liabilities and net assets	1,031,174	1,018,643	(12,531)
Total asset	1,031,174	1,018,643	(12,531)				
Safety index							
Net D/E ratio	0.5	0.6	0.1	Equity ratio	32.7%	33.7%	0.9pt
D/E ratio	1.5	1.5	(0.0)	Current ratio	317.2%	322.4%	5.2pt

■ Continued to maintain an equity ratio of 30+ % and a high level of financial stability

Consolidated Balance Sheet (Strong Procurement Base Resistant to Changes in Financial Conditions)

- Procurements of long-term, fixed interest rate loans for working capital
- Established a financial structure to limit the impact of changes in financial conditions

BS as of the end of
December 2022



Examples of working capital loans

Positive Impact Finance

Amount	¥ 10 billion
Lender	Mizuho
Period	10 years
Issue date	February 28, 2022

ESG/SDGs Assessment Syndication

Amount	¥ 20.5 billion
Arranger	Mitsui Sumitomo
Period	10 years
Issue date	September 28, 2022

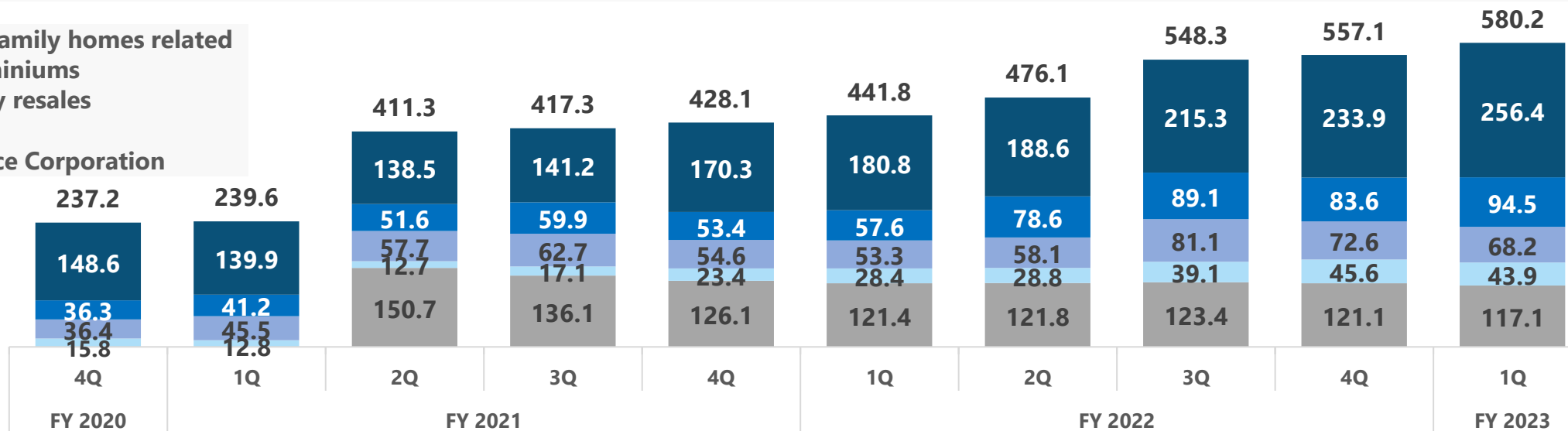
Inventory Details

(¥ Million)

	FY2020	FY2021	FY2022	1Q FY2023	Ratio	Inc. (Dec.)
Inventory	237,287	428,129	557,105	580,286	100.0%	23,181
Single-family homes related	148,676	170,389	233,979	256,474	44.2%	22,495
Condominiums	36,339	53,496	83,632	94,501	16.3%	10,869
Property resales	36,445	54,681	72,678	68,271	11.8%	(4,406)
Others	15,825	23,452	45,639	43,913	7.6%	(1,726)
Pressance Corporation	-	126,109	121,174	117,125	20.2%	(4,049)

(¥ Billion)

- Single-family homes related
- Condominiums
- Property resales
- Other
- Pressance Corporation



2. Consolidated Business Performance Forecasts for FY2023



OPEN HOUSE GROUP

Consolidated Business Performance Forecast

- Upward revision of financial forecast for the 2Q FY2023, reflecting a good performance in reportable segments including single family homes business
- Aiming to hit the record high in net sales and profit for the eleventh consecutive year

	FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Revision of consolidated financial forecast for the first half year of FY 2023 (2022/10-2023/3)			
	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)	Revised forecast	YoY changes	Inc. (Dec.)	Previous forecast
Net sales	952,686	17.5%	1,100,000	15.5%	520,700	14.3%	25,000	495,700
Operating profit	119,358	18.1%	134,000	12.3%	65,300	8.8%	5,000	60,300
Ordinary profit	121,166	24.2%	130,000	7.3%	63,100	2.4%	4,500	58,600
Profit attributable to owners of parent	77,884	11.9%	86,000	10.4%	41,100	4.0%	3,500	37,600
EPS (yen)	626.24	-	713.79	-	Ordinary dividend		Special dividend	
Annual dividends per share (yen)	129.00	17.00	154.00	25.00	144.00	+	10.00	
Payout ratio	20.6%	-	21.6%	-	20.2%		1.4%	

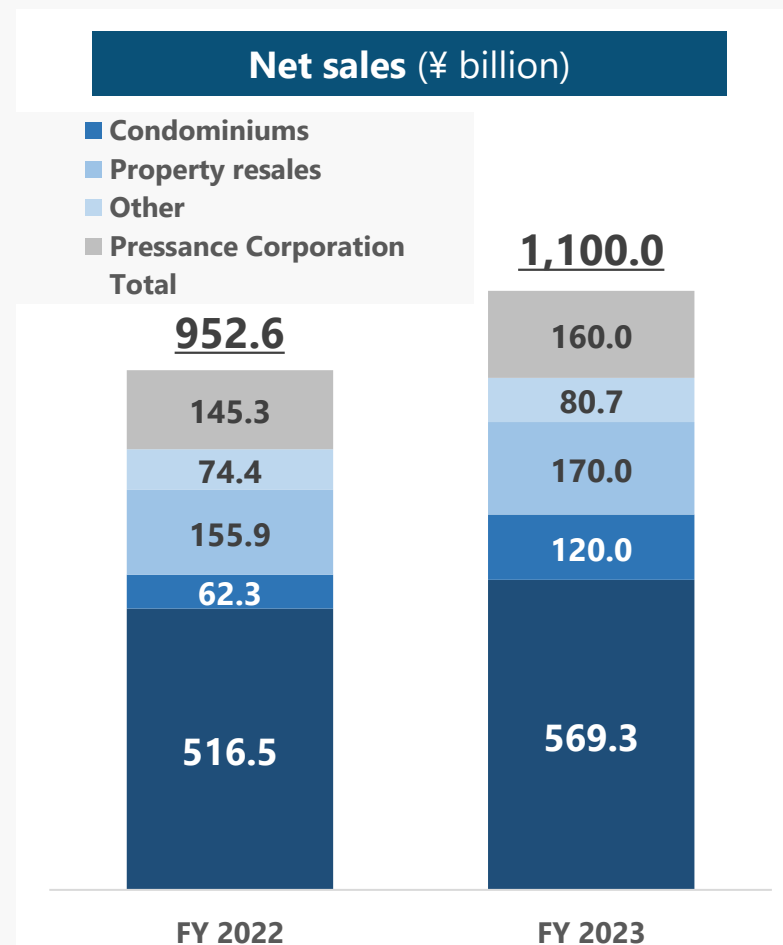
(¥ Million)

Consolidated Business Forecasts (Net Sales by Business Segments)

- Sales of condominium were also healthy with a significant increase in net sales, continuing to aim for double-digit growth overall

(¥ Million)

	FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)		Inc. (Dec.)
	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)	
Total	952,686	100.0%	1,100,000	100.0%	15.5%
Single-family homes related business	516,554	54.2%	569,300	51.8%	10.2%
Condominiums	62,362	6.5%	120,000	10.9%	92.4%
Property resales	155,961	16.4%	170,000	15.5%	9.0%
Others (including U.S. real estate business)	74,471	7.8%	80,700	7.3%	8.4%
Pressance Corporation	145,324	15.3%	160,000	14.5%	10.1%
Adjustments	(1,987)	-	-	-	-



Real Estate for Actual Demand (Single-family Homes Related Business)

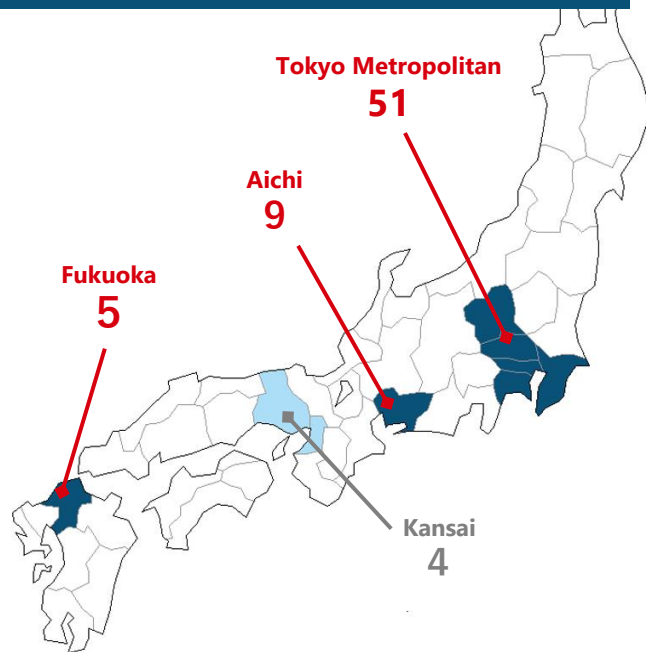
Single-family homes related

FY2023 Forecast

Net sales **¥ 569.3 billion**

Inc. (Dec.) **10.2%**

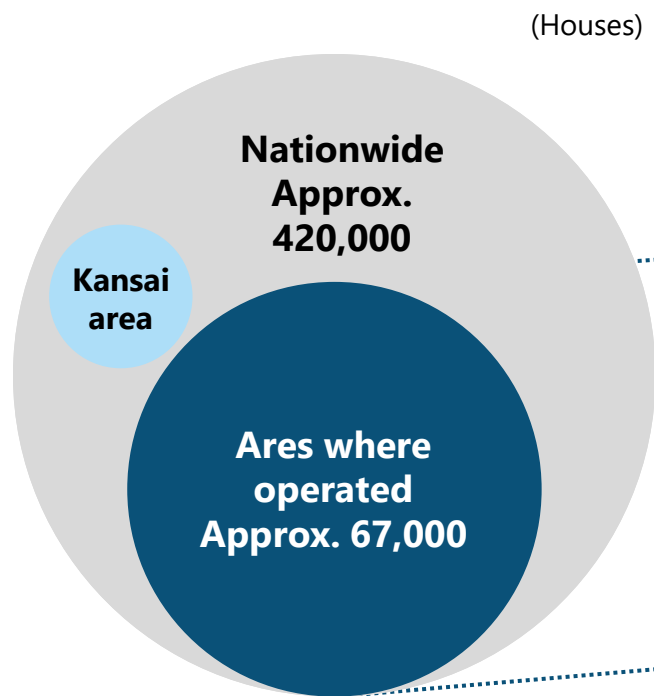
Number of sales centers of each area



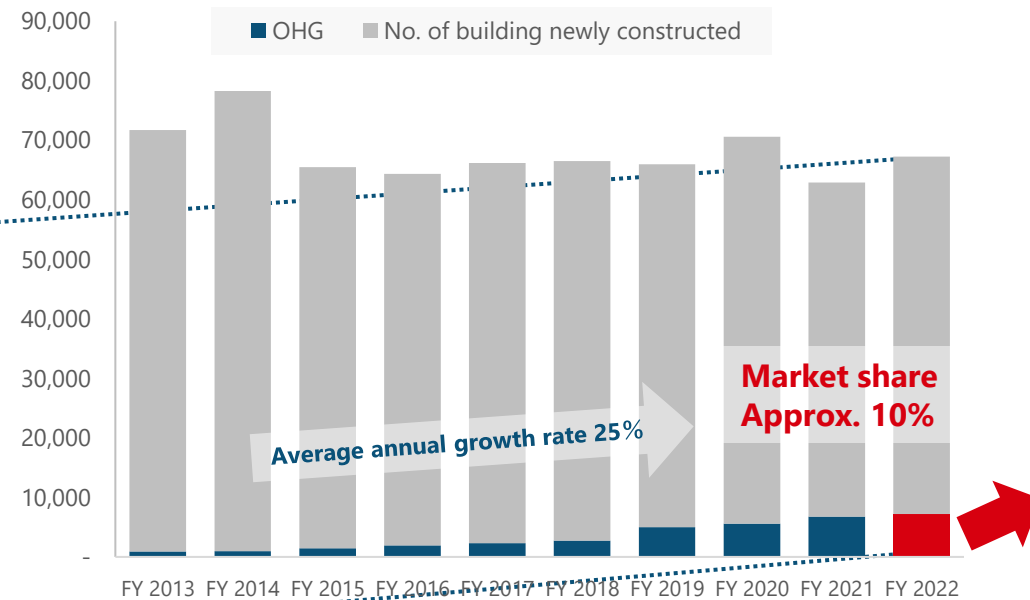
Nationwide market size

- Sales have trended at an average annual growth rate of 25% despite the market has remained flat
- Market share in existing business areas is still about 10%, with room for further expansion

Market size in the areas where operated



Trends in number of buildings newly constructed



Source

No. of buildings newly constructed :
"Construction Statistics", "Statistics on Building Construction Started",
Ministry of Land, Infrastructure, Transport and Tourism.

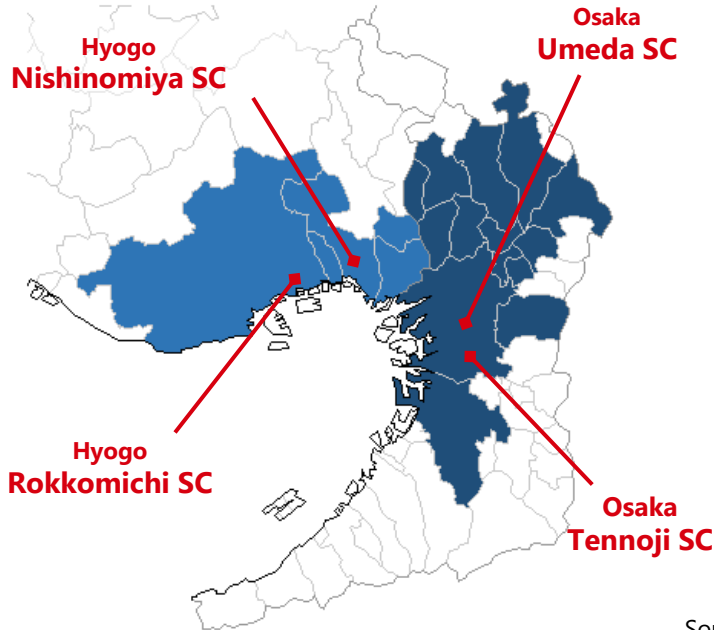
OHG : No. of buildings delivered (built for sale + contracted)

Real Estate for Actual Demand (Single-family Homes Related Business)

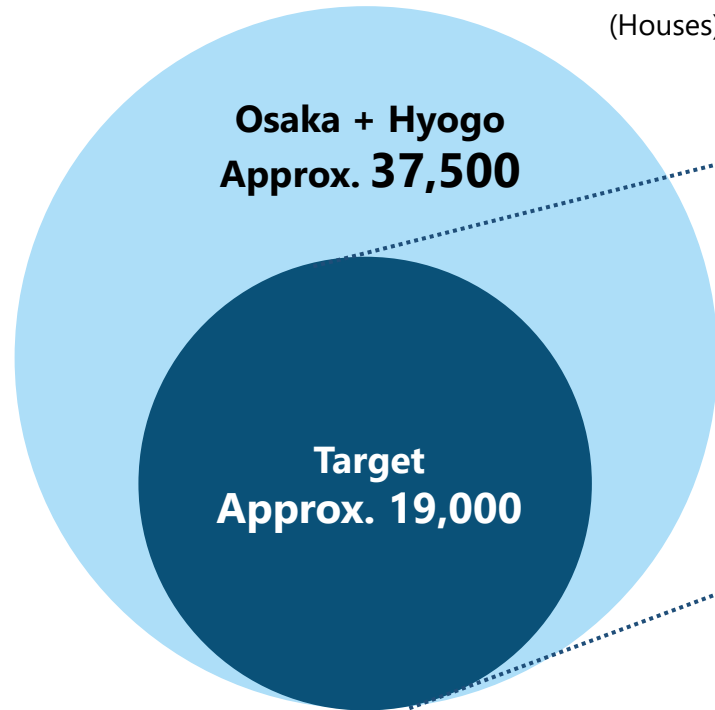
Market size in the Kansai area

- The company targets approx. half of the Osaka and Hyogo areas, expanding market share in the Kansai area with a dominant strategy.
- The target market size is about the same size as the one in Tokyo's 23 wards. Aiming for rapid business expansion.

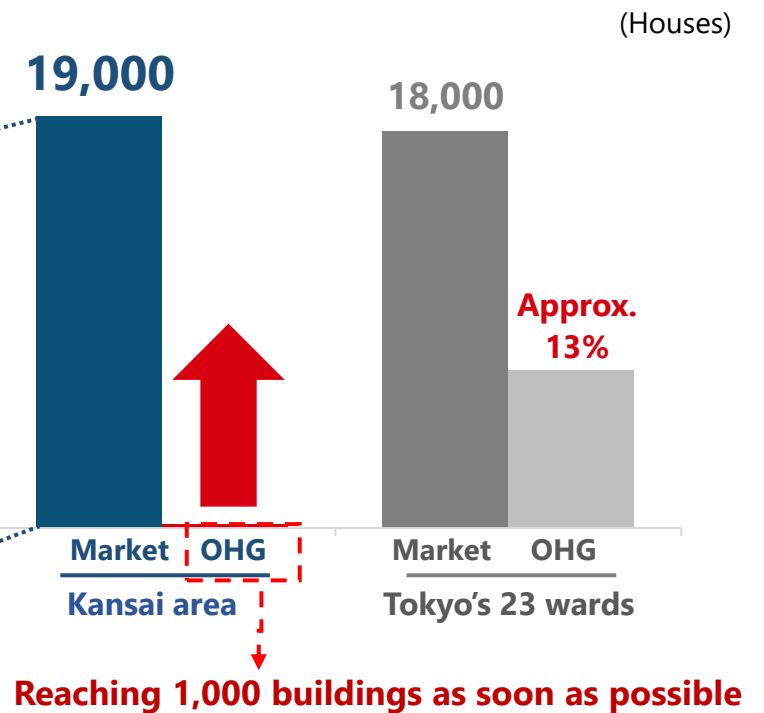
Target areas and existing sales centers



Target market size in the Kansai area



Comparison of target market & Tokyo's 23 wards



Source

No. of buildings newly constructed :

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

OHG : Number of buildings delivered by OHD and HO (built for sale + contracted)

Real Estate for Actual Demand (Condominium Business)

Condominiums

FY2023 forecast

Net sales **¥ 120 billion**

Inc. (Dec.) **92.4%**

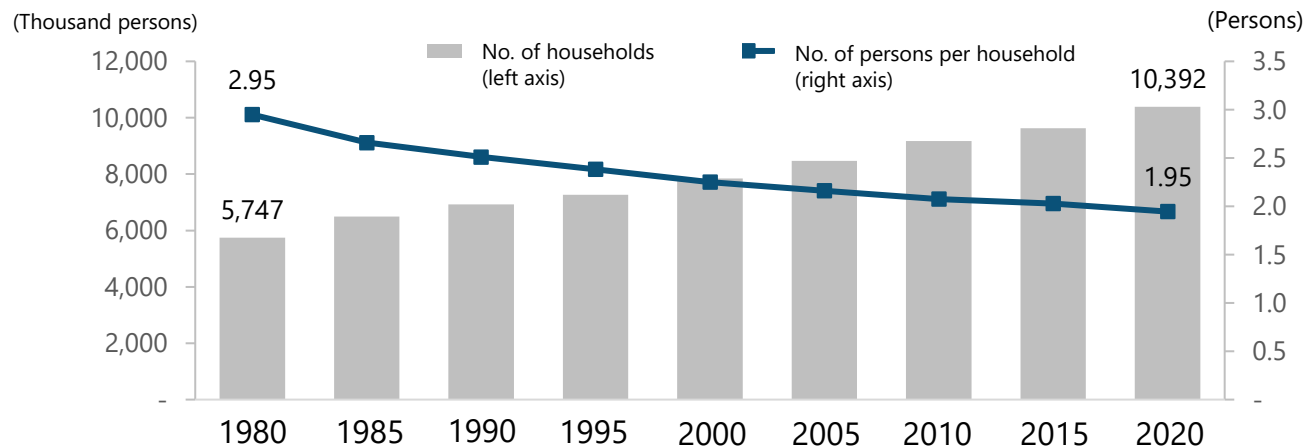
In urban area,

■ Increase in smaller households 

■ Decrease in condominium supply 

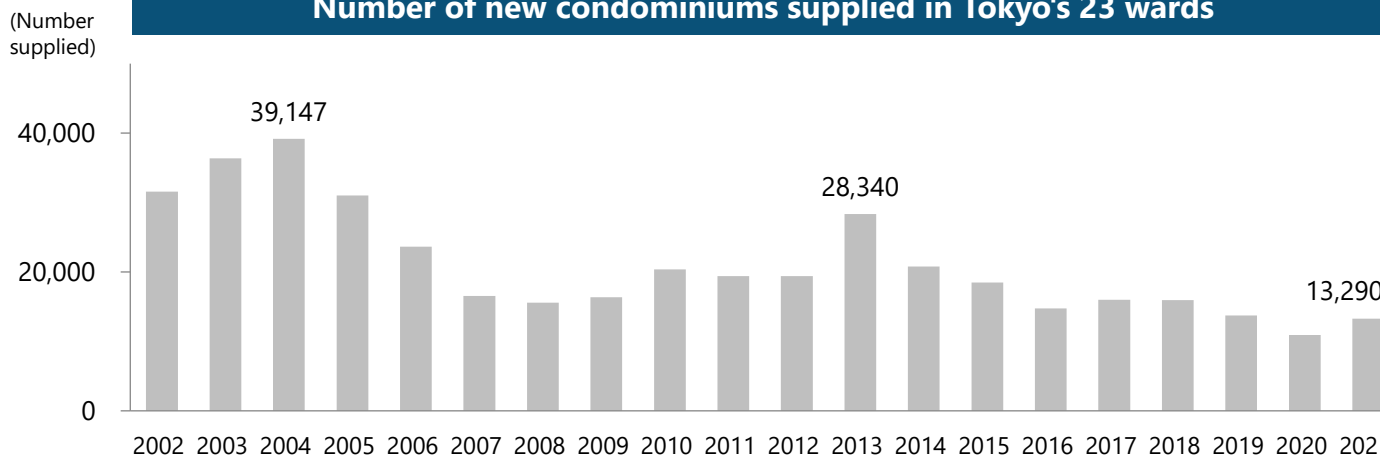
⇒ Demand exceeds supply

Number of households and persons per household in urban areas



Source: Census, Ministry of Internal Affairs and Communications Total of Tokyo 23 wards, Yokohama, Nagoya, Osaka, and Fukuoka

Number of new condominiums supplied in Tokyo's 23 wards



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

Real Estate for Investment

Property resale business

FY2023 forecast

Net sales **¥ 170 billion**

Inc. (Dec.) **9.0%**

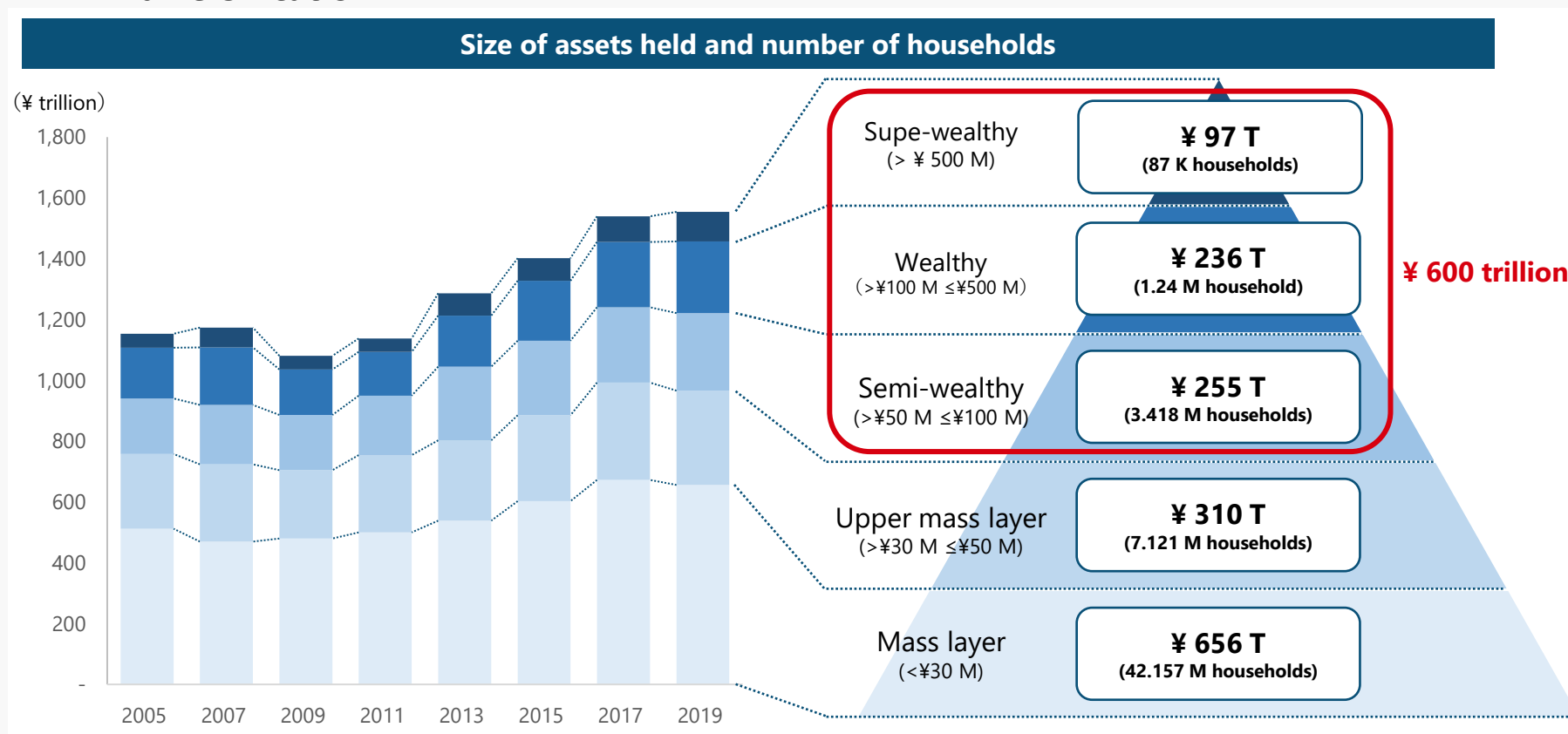
Others (U.S. real estate business)

FY2023 forecast

Net sales **¥ 80.7 billion**

Inc. (Dec.) **8.4%**

- Financial assets of the domestic wealthy have been on the rise
- Developing the **¥ 600 trillion** high-net-worth market with demand for asset diversification



Source: Nomura Research Institute, Ltd. News release

"Nomura Research Institute estimates that there are 1.33 million affluent households in Japan with total net financial assets of ¥ 333 trillion."

3. The Mid-term Business Plan



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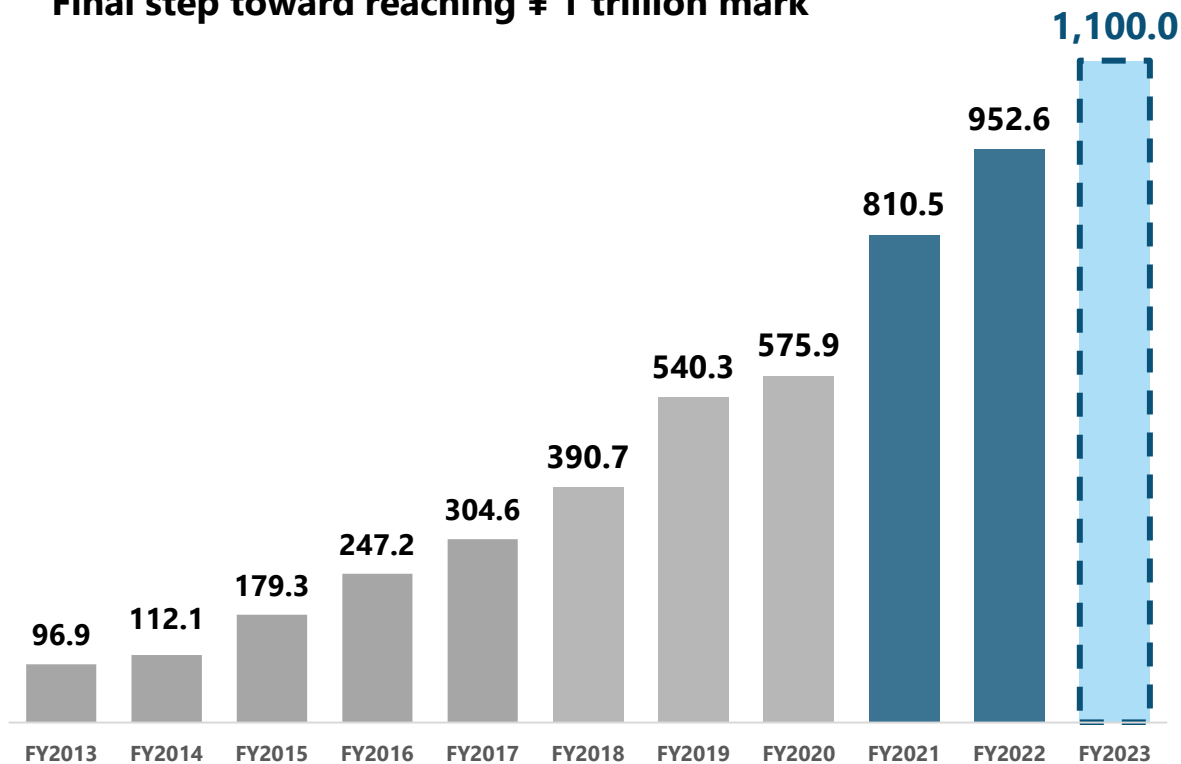
Sales Trends and Capital / Financial Policies

Net sales trends

The second mid-term management plan

"Ikoze iccho! 2023"

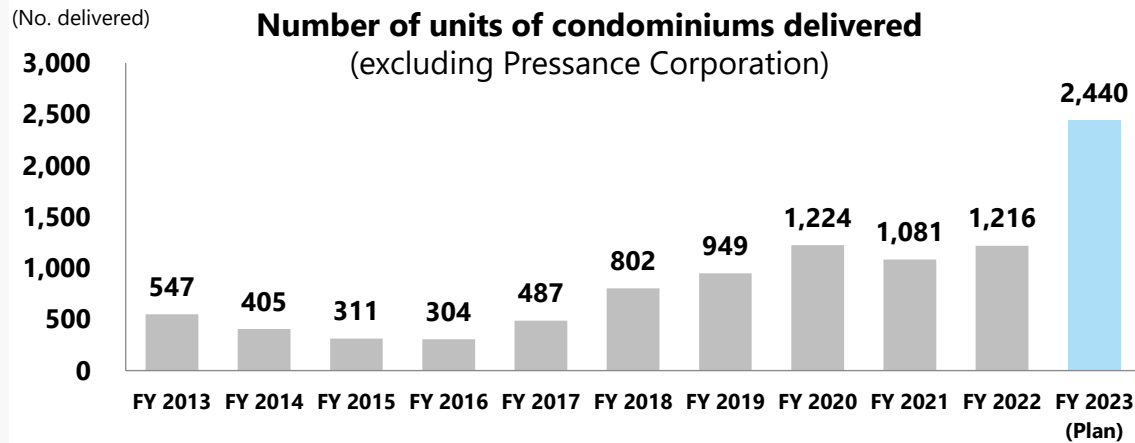
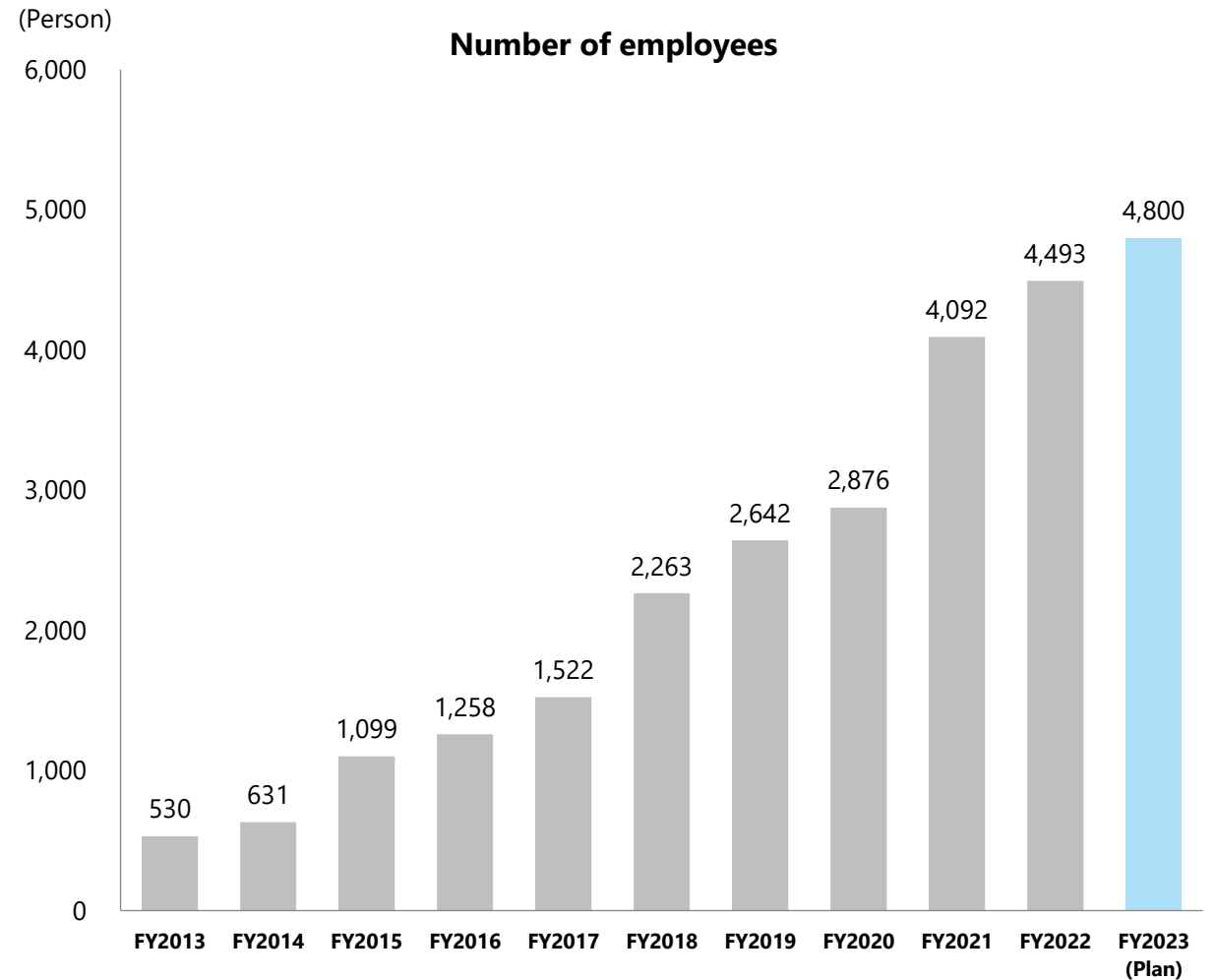
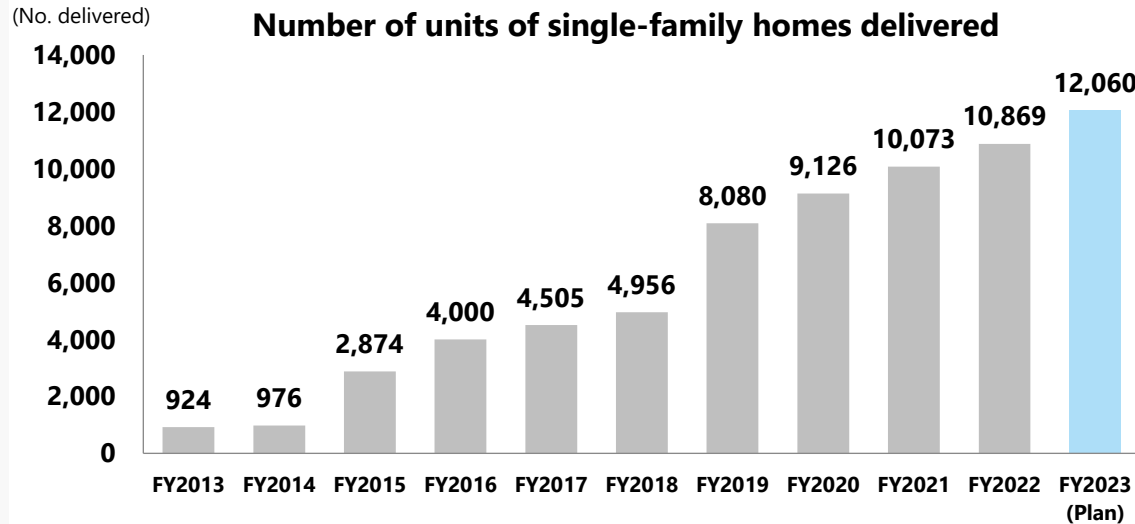
Final step toward reaching ¥ 1 trillion mark



Capital / financial policies

- Equity ratio of **30%** or more
- Net D/E ratio **1 time** or less
- ROE **20%** or more
- Dividend payout ratio **20%**
- Share buybacks in a flexible manner
- Proactive investment in growth opportunities

Mid-term Management Plan_Quantitative Targets



4. Sustainability



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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**

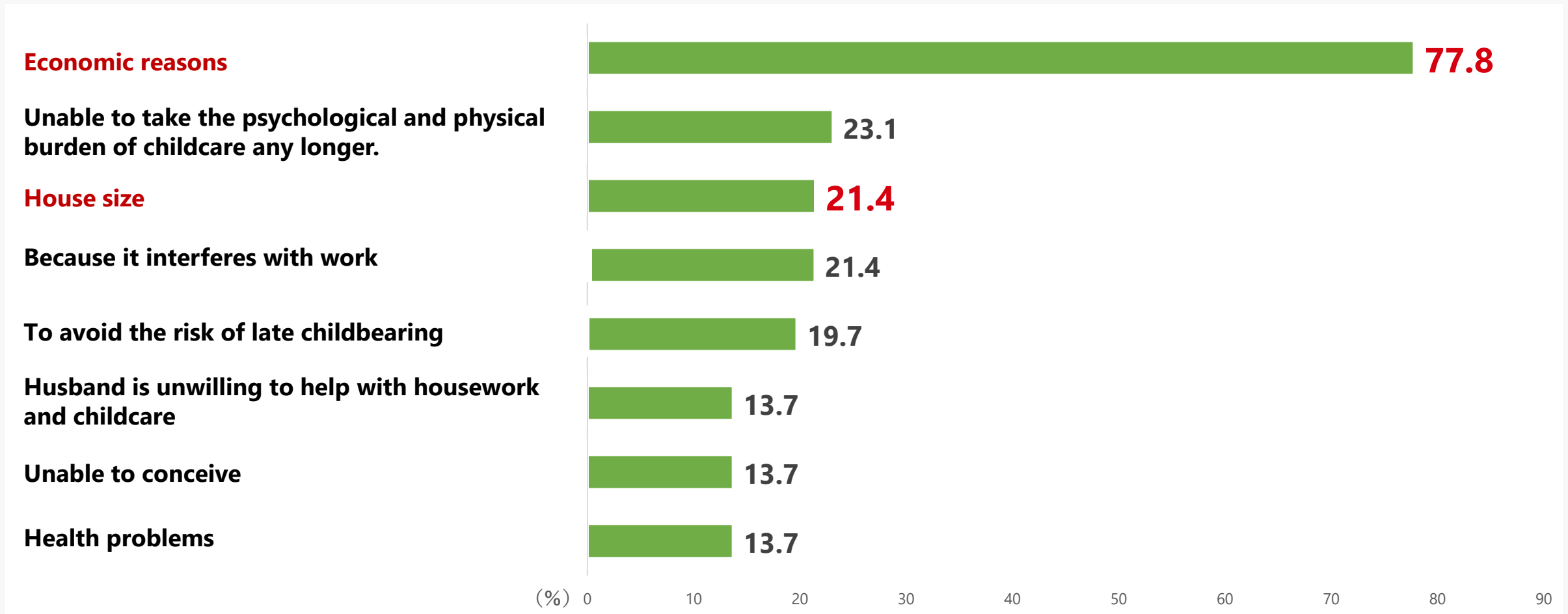
**Promotion of
women's
participation
in workplace**

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

Social Issues

Reasons for not having the ideal number of children

(Couples whose expected number of children is less than their ideal number of children, under 35 years old)



Source: "The 16th Japanese National Fertility Survey", National Institute of Population and Social Security Research

Supplying Affordable Housing in the Tokyo Metropolitan Areas



**Convenient
and good
location**

- ❑ Proactively procuring narrow and deformed land in convenient locations
- ❑ Planning for larger living spaces while maximizing the size of the land

**Compact but
comfortable
living space**

- ❑ Using design ingenuity to create larger living spaces despite site restrictions
- ❑ Design changes can be made to create workspaces to work from home

**Community
development
for the next
generation**

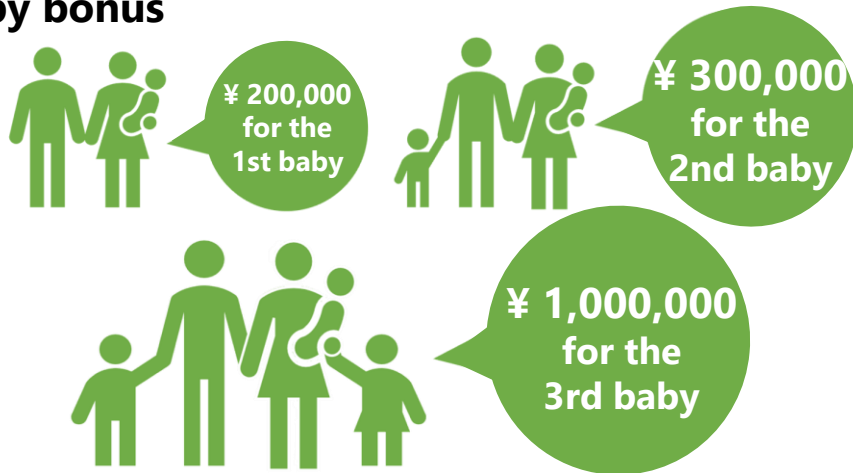
- ❑ 90% of customers are in their 20s~40s, revitalizing local communities through urban development tailored to the working generation
- ❑ Promoting the creation of greener environments by planting around the limited space at home

Corporate Culture in which Motivated People Can Find Fulfillment in Their Work^①

■ Continuous increase in starting salary for new graduates

	2017	⇒	2018	2021	⇒	2022
Starting salary (monthly)	¥ 270,000	⇒	¥ 300,000	¥ 300,000	⇒	¥ 330,000

■ Baby bonus



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

Responding to inflation, countermeasures to the declining birthrate, and reducing the burden of childcare...

Aggressive investment in human resources to resolve social issues

Corporate Culture in which Motivated People Can Find Fulfillment in Their Work ②

"Excellent company found by 13 million word-of-mouth"*

The Company was ranked in the following categories

"High Employee Morale" No. 1

"Appropriateness of Personnel Evaluation" 5th
"Overall Evaluation" 37th



* Published January 13, 2023
by Toyo Keizai Inc.

Our employee won the Para Snowboard World Cup for the first time



Center : Para Athlete Junta Kosuda

Employment initiatives for people with disabilities were introduced on local government websites

Employment initiatives for people with disabilities as part of diversity promotion were introduced on the websites of the following local governments

- Chiba Prefecture
<https://www.pref.chiba.lg.jp/sanjin/shougai/friendly/r4-jigyousho.html>
- Yokohama City
<https://www.city.yokohama.lg.jp/kurashi/fukushi-kaigo/fukushi/annai/shuro/sonota-syuro-koyo/jirei.html#fudosan>



Promoting Decarbonization for the Next Generation

■ Bolstered networks to achieve decarbonization goals

01 Joined JAPAN CLIMATE INITIATIVE (JCI*)

In January 2023, the Company aligned with companies, municipalities and NGOs actively working to combat climate change to bolster networks for the achievement of decarbonization goals.

*JCI : Japan Climate Initiative

02 Use of environmentally friendly materials at the new head office

1,005 m² of floor space at the new head office to which we relocated to in January 2023 is covered with flooring which is certified carbon-neutral.

JAPAN
CLIMATE
INITIATIVE

Interface®

Carbon
Neutral Floors™

Carpet Tile | LVT | nora® Rubber

Through Interface's Carbon Neutral Floors program

株式会社オープンハウス

Purchased
1,005 square metres
of carbon neutral flooring

This will result in the retirement of
9 metric tons of carbon dioxide

Equivalent of the emissions from a car traveling
35,957 kilometres*

By choosing our Carbon Neutral Floors you have ensured that there is less carbon in our atmosphere and we're a step closer to creating a climate fit for life.

*Based on US EPA Government Gas Equivalents Calculator - distance will vary


Erin Meenan
VP & Chief Sustainability Officer

Issued
25-October-2022
Certificate Number
NO 10252022- 1149


APEX
Interface's Carbon Neutral Floors
program is verified by Apex.

+Positive spaces™ Better products. Happier people. Healthier planet.

CLIMATE
TAKE BACK

<Current activities of decarbonization project>



Promotion of solar panels in cooperation with Tokyo Gas



Supplying renewable energy for buyers of single family homes



Creation of renewable energy by solar fund



Activities to promote domestic timber by Japan wood-housing association



Environmental conservation activities by employees

Regional Cocreation Project

- In April 2023, the new arena is scheduled to be completed in Ota City, Gunma Prefecture, hometown of our group, Gunma Crain Thunders
- Revitalizing area around the arena, and making the arena a new landmark symbolizing regional cocreation



5. Supplemental Financial Data



OPEN HOUSE GROUP

Consolidated Financial Results Trend

		FY2021				FY2022				FY2023	FY2021	FY2022	FY2023	
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Actual	Actual	Plan	
Single-family homes related	Net sales	121,524	113,679	115,344	96,411	136,051	124,719	115,787	139,995	141,735	446,959	516,554	569,300	
	Gross profit	22,656	22,345	23,455	18,795	28,339	21,576	20,194	23,801	24,925	87,252	93,912	96,600	
	Gross Profit margin	18.6%	19.7%	20.3%	19.5%	20.8%	17.3%	17.4%	17.0%	17.6%	19.5%	18.2%	17.0%	
	Operating Profit	17,045	15,864	16,834	12,549	21,799	14,153	12,634	14,426	16,484	62,294	63,014	-	
	Operating Profit margin	14.0%	14.0%	14.6%	13.0%	16.0%	11.3%	10.9%	10.3%	11.6%	13.9%	12.2%	-	
Open House Development	Net sales	75,568	73,229	77,046	68,324	86,733	81,974	80,171	87,623	98,829	294,169	336,502	377,000	
	Gross profit	14,075	14,763	15,423	13,442	18,626	14,862	14,982	15,212	17,822	57,705	63,683	-	
	Gross Profit margin	18.6%	20.2%	20.0%	19.7%	21.5%	18.1%	18.7%	17.4%	18.0%	19.6%	18.9%	-	
	Number delivered	Built-for-sale houses	881	853	878	784	787	837	919	1,081	1,184	3,396	3,624	4,970
	Lands	845	801	766	676	1,042	849	725	786	833	3,088	3,402	3,270	
	Built-to order houses	403	440	499	472	408	444	553	513	544	1,814	1,918	1,790	
	Unit price	Built-for-sale houses	40.3	39.7	41.8	41.6	43.4	43.1	43.1	42.8	44.0	40.9	43.1	-
	Lands	40.4	40.8	42.8	42.2	44.3	46.1	44.4	42.7	45.6	41.5	44.4	-	
Hawk One	Net sales	33,695	28,933	25,510	17,191	36,429	28,207	24,547	36,168	28,992	105,329	125,352	134,000	
	Gross profit	5,855	5,266	5,067	3,594	7,316	4,907	4,117	5,484	4,702	19,783	21,825	-	
	Gross Profit margin	17.4%	18.2%	19.9%	20.9%	20.1%	17.4%	16.8%	15.2%	16.2%	18.8%	17.4%	-	
	Number delivered	Built-for-sale houses	723	588	509	330	665	546	433	639	524	2,150	2,283	2,430
	Lands	80	77	68	67	106	64	67	109	83	292	346	390	
	Built-to order houses	15	22	31	14	63	13	40	52	32	82	168	190	
	Unit price	Sales	41.7	43.0	43.5	42.2	46.4	45.2	47.7	47.2	46.8	42.5	46.6	-
Open House Architect	Net sales	14,317	13,253	15,796	14,432	13,382	16,974	14,669	22,469	18,267	57,800	67,495	80,000	
	Gross profit	1,884	1,851	2,464	1,725	1,135	1,612	1,058	2,323	1,898	7,926	6,130	-	
	Gross Profit margin	13.2%	14.0%	15.6%	12.0%	8.5%	9.5%	7.2%	10.3%	10.4%	13.7%	9.1%	-	
	Number delivered	to outside customers	691	643	709	588	694	690	684	808	679	2,631	2,876	2,680
	to OHD	425	407	382	420	337	475	411	658	529	1,634	1,881	2,390	

(¥ Million)

Consolidated Financial Forecast for FY2023_Sales and Unit Plan by Segments

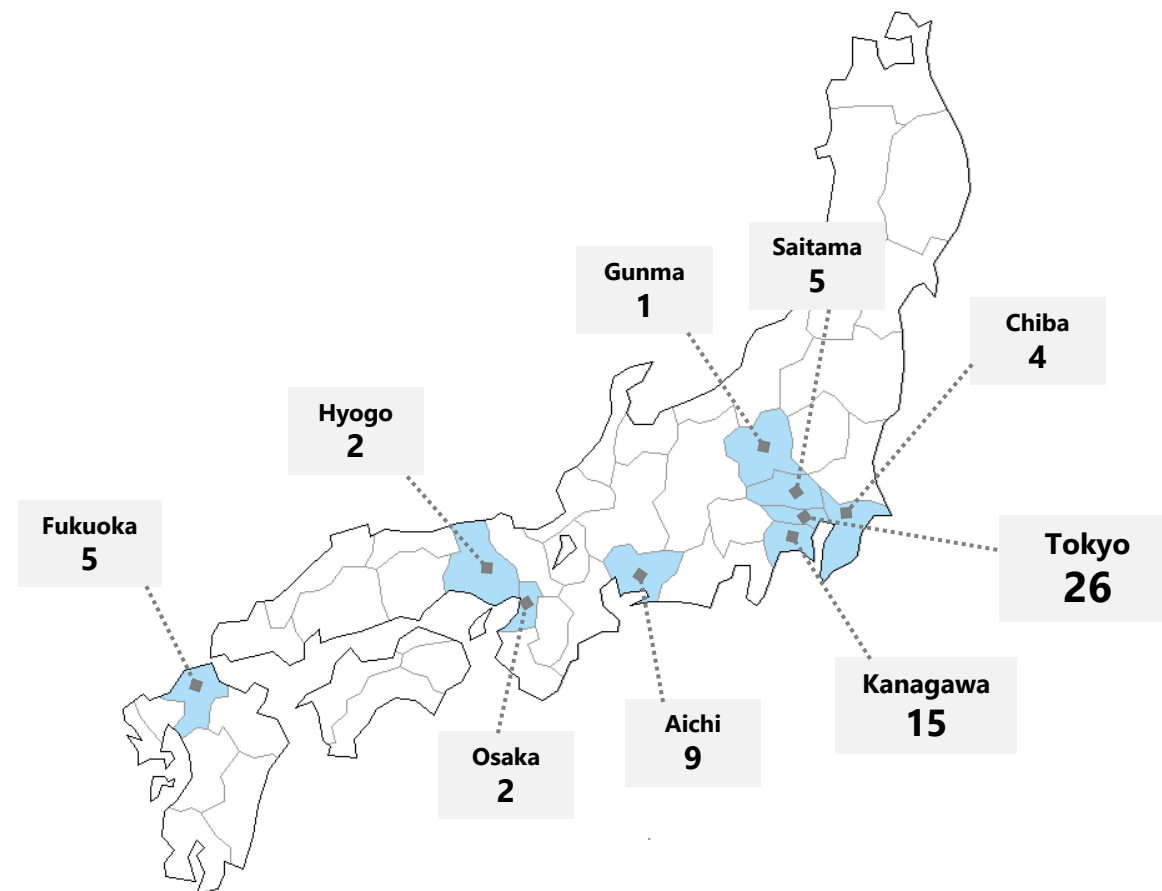
(¥ Million)

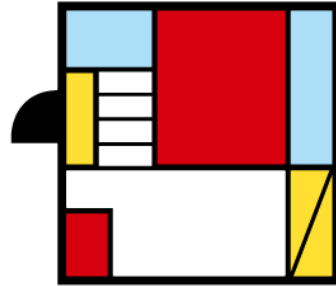
		FY2021				FY2022				FY2023	FY2021	FY2022	FY2023
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Actual	Actual	Plan
Condominiums	Net sales	262	4,381	8,856	33,646	4,374	7,092	13,390	37,503	3,347	47,147	62,362	120,000
	Gross profit	48	1,107	2,230	7,747	1,008	1,846	2,977	10,553	804	11,133	16,385	31,200
	Gross Profit margin	18.3%	25.3%	25.2%	23.0%	23.0%	26.0%	22.2%	28.1%	24.0%	23.6%	26.3%	26.0%
	Operating Profit	-808	-8	1,102	6,221	-118	537	1,512	8,721	-432	6,507	10,654	-
	Operating Profit margin	-	-	12.4%	18.5%	-	7.6%	11.3%	23.3%	-	13.8%	17.1%	-
	Number delivered	9	51	177	844	73	112	317	714	59	1,081	1,216	2,440
	Unit price	28.7	76.0	49.8	39.7	59.7	61.1	42.7	52.3	56.6	43.0	51.1	-
Property resales	Net sales	24,633	30,955	29,764	37,707	41,064	35,140	31,566	48,189	44,533	123,061	155,961	170,000
	Gross profit	3,642	5,299	4,582	4,393	7,232	5,687	5,204	6,571	7,422	17,918	24,695	25,900
	Gross Profit margin	14.8%	17.1%	15.4%	11.7%	17.6%	16.2%	16.5%	13.6%	16.7%	14.6%	15.8%	15.2%
	Operating Profit	2,579	3,545	3,306	2,854	5,324	3,805	3,725	4,813	5,429	12,285	17,669	-
	Operating Profit margin	10.5%	11.5%	11.1%	7.6%	13.0%	10.8%	11.8%	10.0%	12.2%	10.0%	11.3%	-
	Number delivered	54	77	71	90	69	91	71	97	80	292	328	410
	Unit price	448	394	406	407	578	368	427	482	543	411	458	-
Others (U.S. real estate business)	Net sales	8,766	10,863	11,957	13,572	17,042	19,235	18,026	20,167	19,529	45,159	74,471	80,700
	Gross profit	1,779	2,216	2,719	2,742	3,687	3,851	4,233	2,757	3,992	9,459	14,530	16,000
	Gross Profit margin	20.3%	20.4%	22.7%	20.2%	21.6%	20.0%	23.5%	13.7%	20.4%	20.9%	19.5%	19.8%
	Operating Profit	887	1,229	1,538	1,577	2,202	2,362	2,595	1,045	2,267	5,232	8,205	-
	Operating Profit margin	10.1%	11.3%	12.9%	11.6%	12.9%	12.3%	14.4%	5.2%	11.6%	11.6%	11.0%	-
Number delivered	209	205	194	219	264	300	240	267	221	827	1,071	1,110	
Pressance Corporation	Net sales	-	49,492	54,014	45,831	37,028	34,798	33,288	40,208	39,199	149,337	145,324	160,000
	Gross profit	-	6,647	12,794	9,981	10,197	8,565	8,260	8,515	10,520	29,424	35,539	-
	Gross Profit margin	-	13.4%	23.7%	21.8%	27.5%	24.6%	24.8%	21.2%	26.8%	19.7%	24.5%	-
	Operating Profit	-	2,160	8,696	5,644	6,272	4,713	3,780	5,961	6,827	16,502	20,727	-
	Operating Profit margin	-	4.4%	16.1%	12.3%	16.9%	13.5%	11.4%	14.8%	17.4%	11.1%	14.3%	-
	Number delivered												
	Studio-type condominiums	-	2,039	1,675	1,249	619	969	590	844	900	4,963	3,022	-
Family-type condominiums	-	339	458	408	392	310	401	379	474	1,205	1,482	-	
Total	-	2,378	2,133	1,657	1,011	1,279	991	1,223	1,374	6,168	4,504	-	

Single-family Homes Related Business (Open House-brokerage)

(Number of sales centers)

	FY2018	FY2019	FY2020	FY2021	FY2022	As of 2023.2.14	
Kanto	Tokyo	17	19	21	23	25	26
	Kanagawa	10	12	12	13	15	15
	Saitama	2	4	4	5	5	5
	Chiba	-	1	2	4	4	4
	Gunma	-	-	-	-	1	1
	Subtotal	29	36	39	45	50	51
Chubu	Aichi	3	5	7	8	8	9
	Subtotal	3	5	7	8	8	9
Kinki	Osaka	-	-	-	-	2	2
	Hyogo	-	-	-	-	2	2
	Subtotal	-	-	-	-	4	4
Kyushu	Fukuoka	-	1	3	4	4	5
	Subtotal	-	1	3	4	4	5
Total	32	42	49	57	66	69	





OPEN HOUSE GROUP

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

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