

**OPEN
HOUSE
GROUP**

Consolidated Financial Highlights for the Third Quarter Ended September 30, 2022

(2021/10-2022/06)

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



JPX-NIKKEI 400

2017-2021



FY2022 3Q Topics

Business performance FY2022 2Q

■ Achieved record highs in revenue and income for the third quarter.

Revenue:	¥ 667.1 billion [14.3% YOY]
Operating income:	¥ 83.9 billion [15.3% YOY]
Profit attributable to owners of parent :	¥ 56.2 billion [10.3% YOY]

Consolidated financial forecast FY2022

■ Business performance remained strong in order to achieve record highs in revenue and income for the tenth consecutive year.

Revenue:	¥ 935 billion [15.4% YOY]
Operating income:	¥ 116 billion [14.7% YOY]
Profit attributable to owners of parent :	¥ 115 billion [17.8% YOY]

Shareholder returns

■ Treasury share acquisition (up to ¥ 30 billion) was concluded, and cancellation of the shares is scheduled at the end of August

Total number of shares to be acquired:	5,796,000 shares (4.81% of total number of shares outstanding)
Total cost of shares to be acquired:	¥ 30 billion

Shareholder Returns

- ☑ Acquisition of treasury shares totaling approximately ¥30 billion concluded early; moving up scheduled cancellation date
- ☑ As part of shareholder returns, maintain policy for agile acquisition of treasury shares

1. Details of Acquisition

(1) Total number of shares to be acquired

5,796,800 shares (maximum: 7.5 million shares)
(4.81% of total number of shares outstanding)

(2) Total amount for share acquisition

¥ 29,999 million (maximum: ¥ 30 billion)

(3) Acquisition period

May 16, 2022 to **August 1, 2022**
(Initially scheduled period: May 16, 2022 to September 30, 2022)

(4) Acquisition method

Purchases through Off-Auction Own Share Repurchase Trading (ToSTNeT-3) of the Tokyo Stock Exchange and open market purchases on the Tokyo Stock Exchange

2. Details of Cancellation

(1) Total number of shares to be cancelled

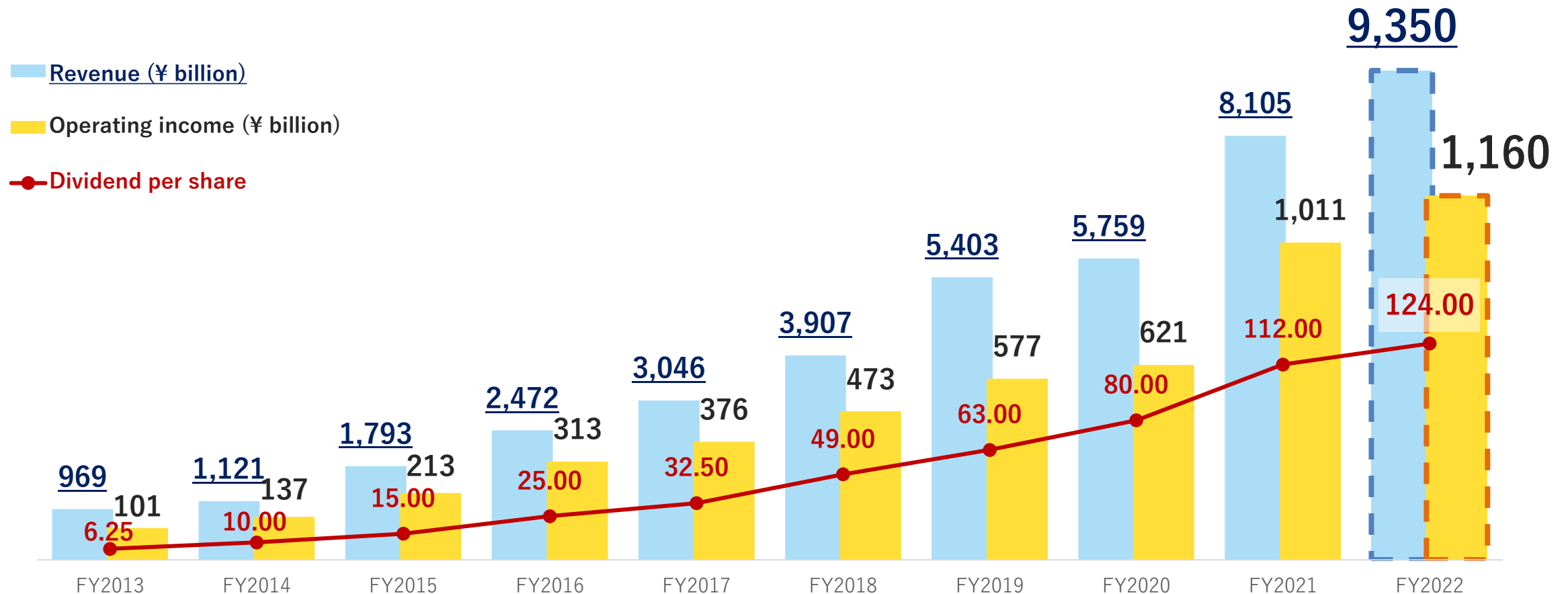
5,796,800 shares

(2) Date of cancellation

August 31, 2022 (Initially scheduled date: September 30, 2022)

Business Performance and Shareholder Returns

- ☑ Aiming to achieve record highs in revenue and income for the tenth consecutive year since its listing in FY2013
- ☑ Revenue expanded 10 times, operating income was up 11 times, and dividend per share grew 20 times (compared with FY2013).



*Since the Company executed a two-for-one stock split in FY2015 and FY2019, the stock price and dividend are calculated on the assumption that the stock split took place in FY2013.

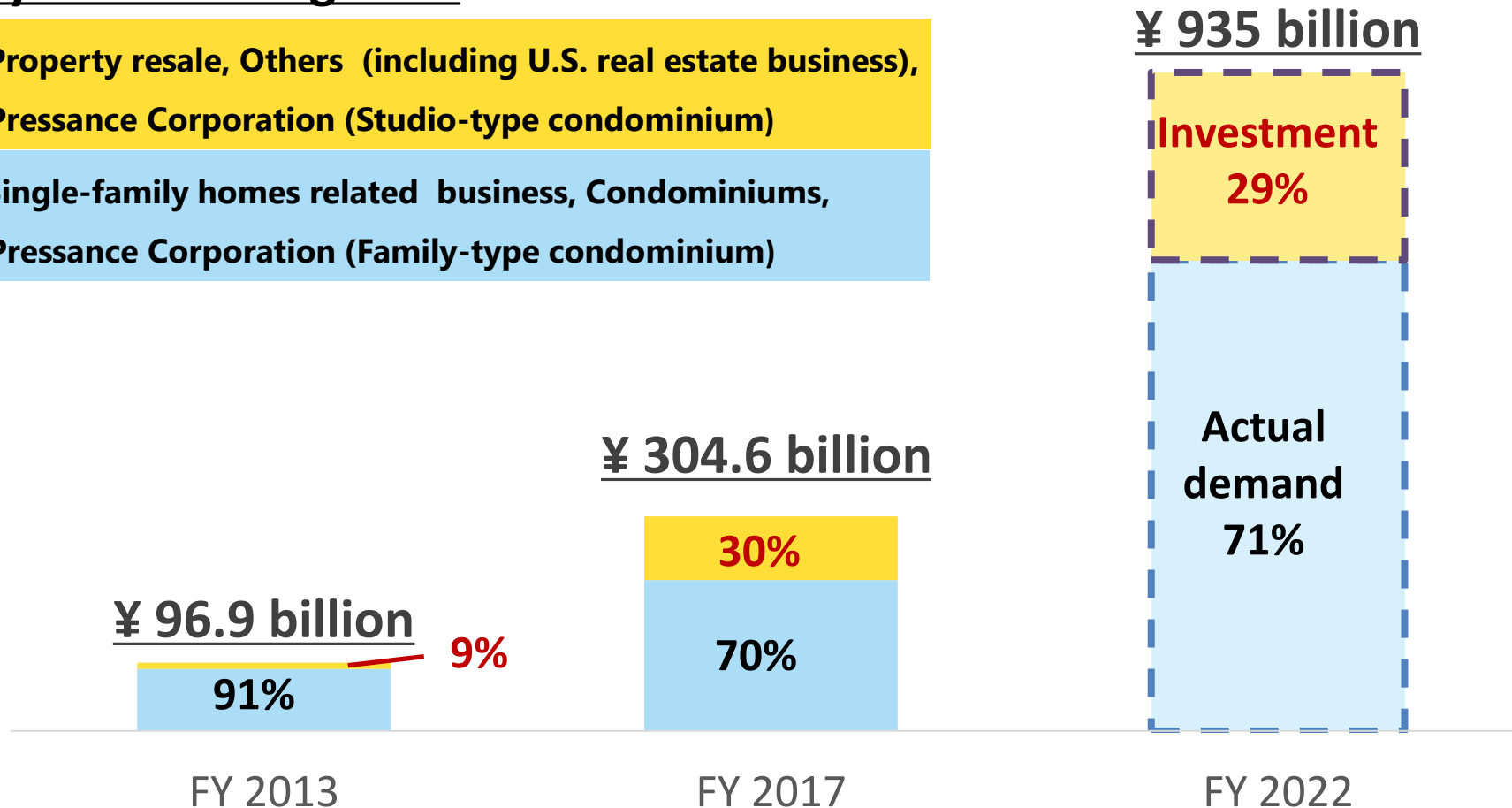
Growth and Discipline (Portfolio)

- ☑ Responding to the environmental changes to achieve steady growth
- ☑ Balanced investment based on actual demand

Revenue by business segment

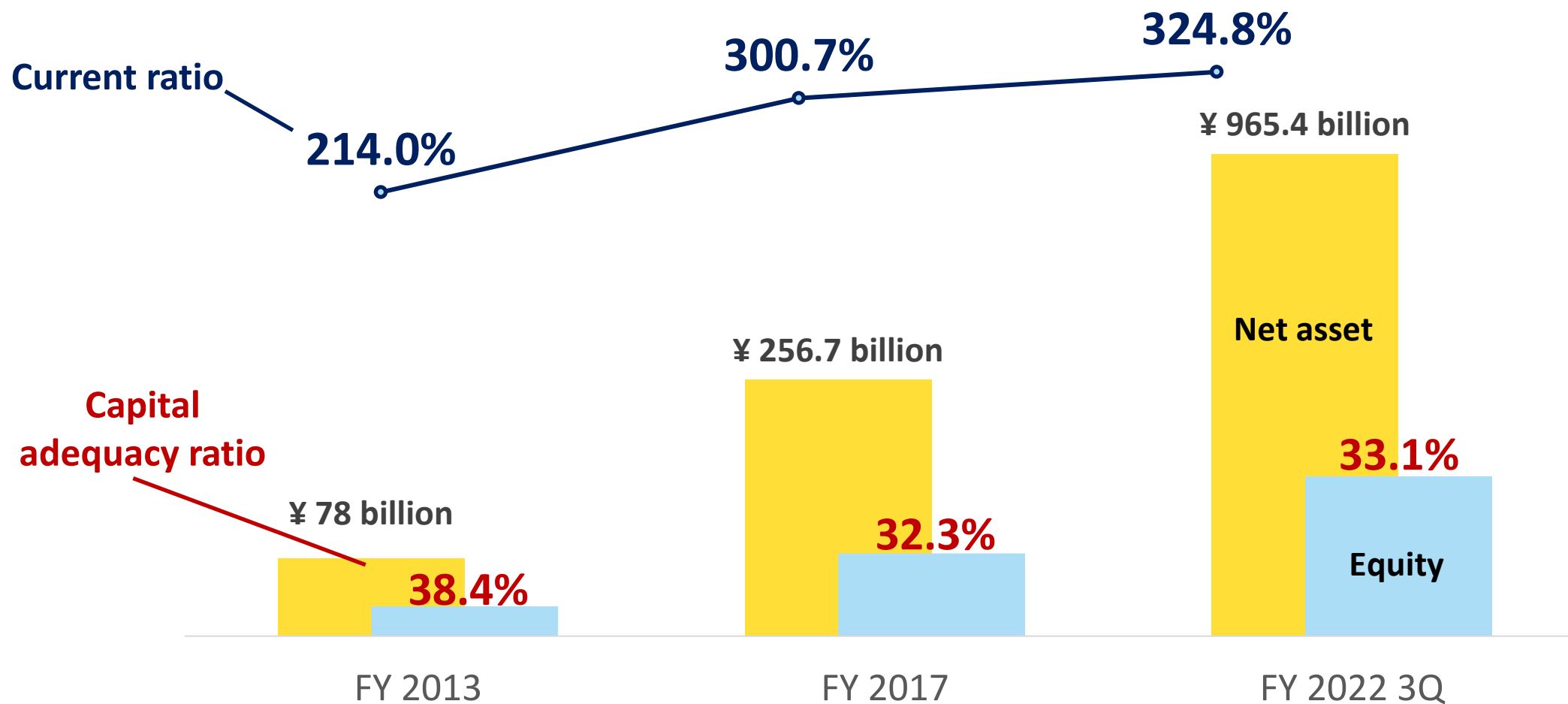
Investment: Property resale, Others (including U.S. real estate business),
Pressance Corporation (Studio-type condominium)

Actual demand: Single-family homes related business, Condominiums,
Pressance Corporation (Family-type condominium)



Growth and Discipline (Finance)

- ☑ Maintaining healthy financial structure while growing
- ☑ Short-term business period, long-term borrowing period



Corporate Philosophy and Our Mission

Corporate Philosophy

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

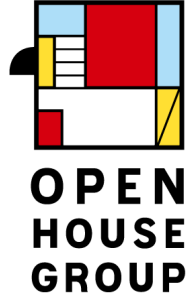
Our Mission

Supplying Affordable Housing in the Tokyo Metropolitan Area

Views on Sustainability

The OPEN HOUSE Group promotes sustainability aiming to contribute to the realization of a sustainable society through our business activities while achieving sustainable corporate growth.

ESG	Material Issues
Environment	Environmental conservation
Social	Product safety and security, and customer satisfaction
	Talent development
	Work-style reforms
	Supply chain management
Governance	Compliance



FY2022 3Q Consolidated Financial Summary

Overview of Consolidated Income Statement

- ☑ Achieved record highs in revenue and income for the third quarter.
- ☑ Sound progress in business toward achieving full-year results

(Million yen)

	FY2021 3Q <2020/10-2021/6>		FY2022 3Q <2021/10-2022/6>		Inc.(Dec.)
	Actual	% of revenue	Actual	% of revenue	
Revenue	583,758	-	667,133	-	14.3%
Operating income	72,842	12.5%	83,969	12.6%	15.3%
Ordinary income	70,720	12.1%	87,016	13.0%	23.0%
Profit attributable to owners of parent	51,001	8.7%	56,229	8.4%	10.3%

Performance by Segment (Revenue/Operating Income)

- ☑ The property resales business and the U.S. real estate business, in particular, were robust.

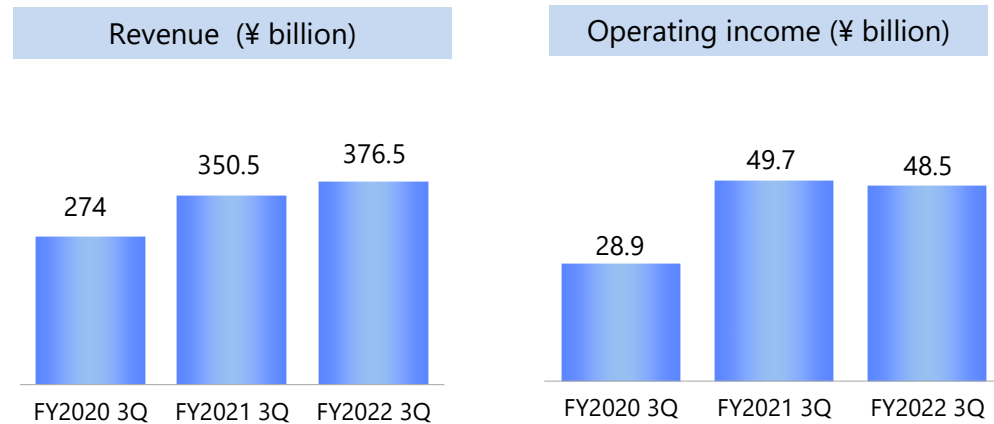
(Million yen)

	FY2021 3Q <2020/10-2021/6>		FY2022 3Q <2021/10-2022/6>		Inc.(Dec.)
	Actual	Ratio	Actual	Ratio	
Revenue	583,758	100.0%	667,133	100.0%	14.3%
Single-family homes related business	350,547	60.1%	376,558	56.4%	7.4%
Condominiums	13,500	2.3%	24,858	3.7%	84.1%
Property resales	85,354	14.6%	107,772	16.2%	26.3%
Others (including U.S. real estate business)	31,586	5.4%	54,304	8.1%	71.9%
Pressance Corporation	103,506	17.7%	105,116	15.8%	-
Adjustments	(736)	-	(1,476)	-	-
	Actual	% of revenue	Actual	% of revenue	Inc.(Dec.)
Operating Income	72,842	12.5%	83,969	12.6%	15.3%
Single-family homes related business	49,745	14.2%	48,588	12.9%	(2.3)%
Condominiums	286	2.1%	1,932	7.8%	575.4%
Property resales	9,431	11.0%	12,855	11.9%	36.3%
Others (including U.S. real estate business)	3,655	11.6%	7,159	13.2%	95.9%
Pressance Corporation	10,857	10.5%	14,766	14.0%	-
Adjustments	(1,133)	-	(1,332)	-	-

* Since Pressance Corporation was included in the scope of consolidation from the second quarter of FY2021, full-year revenue and operating income is not indicated.

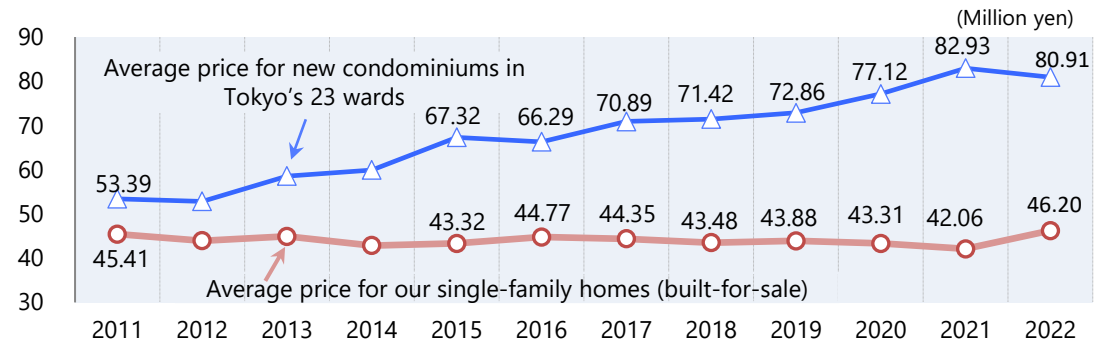
Single-family Homes Related Business as a Whole

☑ The average price of single-family homes for 2022 rose due to high demand.



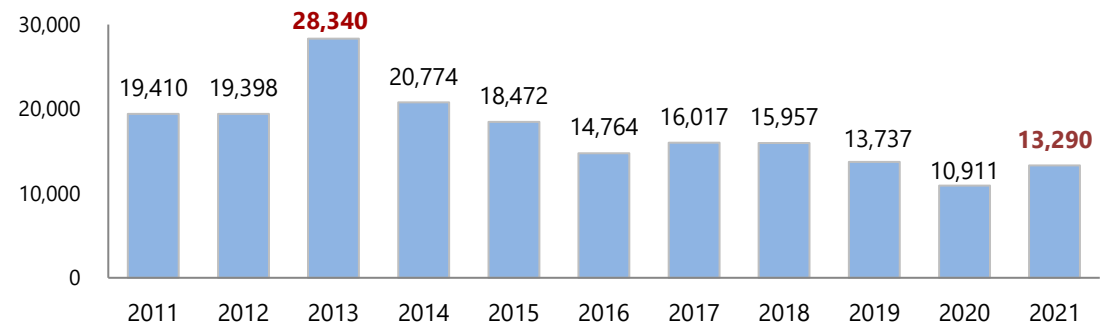
	FY2020 3Q 19/10-20/6	FY2021 3Q 20/10-21/6	FY2022 3Q 21/10-22/6	Inc. (Dec.)
Revenue (¥ million)	274,021	350,547	376,558	7.4%
Gross profit (¥ million)	44,089	68,457	70,110	2.4%
Gross profit margin	16.1%	19.5%	18.6%	(0.9)pt
Operating income (¥ million)	28,969	49,745	48,588	(2.3)%
Operating income margin	10.6%	14.2%	12.9%	(1.3)pt

Changes in the average price for new condominiums in Tokyo's 23 wards and average price for our single-family homes (built-for-sale)



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.

Changes in the number of new condominiums supplied in Tokyo's 23 wards



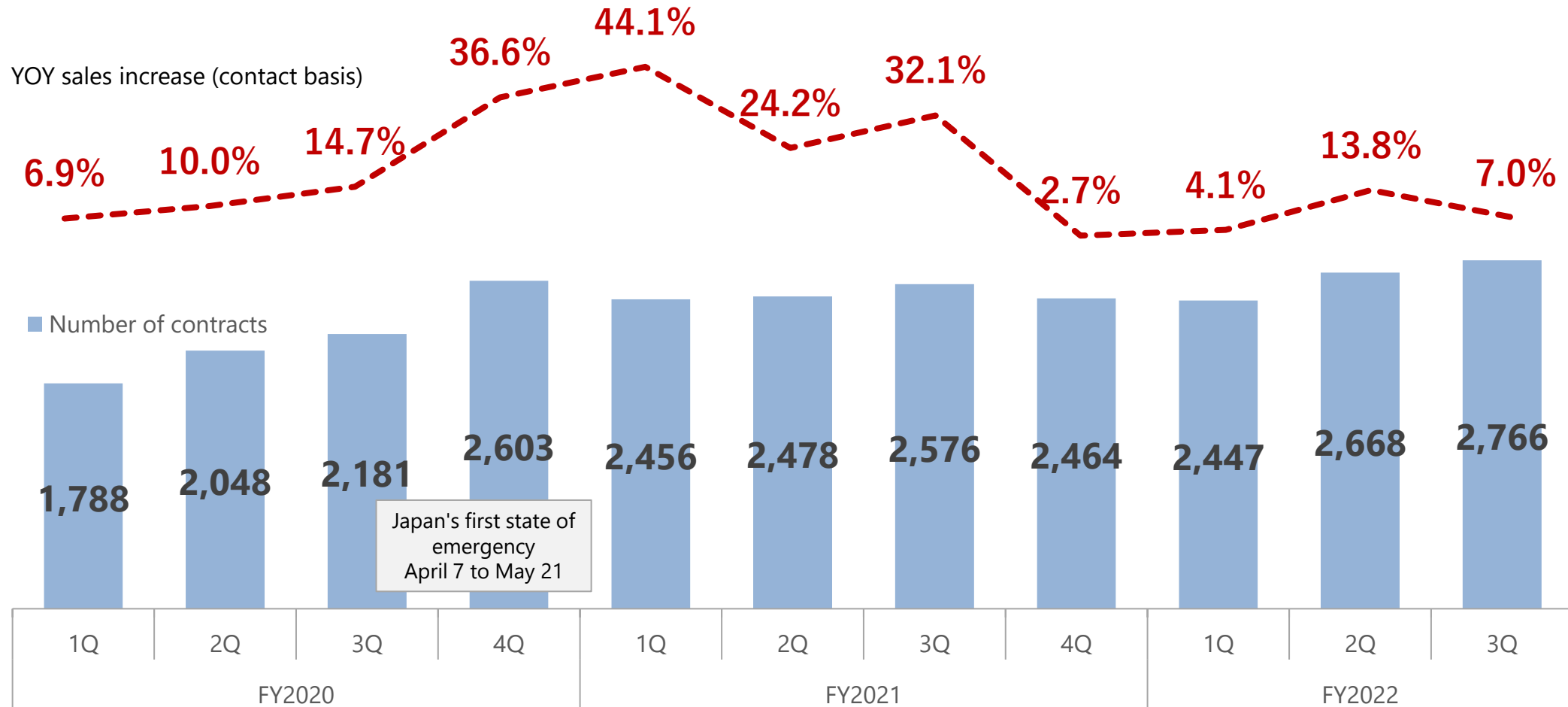
Source: MLIT, "Monthly marketing report of lands"
 Fiscal years: : Calendar-year basis for the Jan-Dec period

Single-family Homes Related Business (Revenue by Sub-business Segment / Number delivered)

		Revenue / Gross profit (¥ million)			Number delivered / Unit price (¥ million)			
		FY2020 3Q 19/10-20/6	FY2021 3Q 20/10-21/6	FY2022 3Q 21/10-22/6	FY2020 3Q 19/10-20/6	FY2021 3Q 20/10-21/6	FY2022 3Q 21/10-22/6	
Open House Development (Sale)	Revenue	178,469	225,844	248,879	Built-for-sale houses	1,888	2,612	2,543
	Gross profit	29,779	44,262	48,471	Lands	1,960	2,412	2,616
	Gross profit margin	16.7%	19.6%	19.5%	Built-to-order houses	1,172	1,342	1,405
					Built-for-sale houses (unit price)	42.3	40.6	43.2
					Lands (unit price)	41.3	41.3	44.9
Hawk One (Sale)	Revenue	63,127	88,138	89,184	Built-for-sale houses	1,528	1,820	1,644
	Gross profit	8,973	16,188	16,341	Lands	90	225	237
	Gross profit margin	14.2%	18.4%	18.3%	Built-to-order houses	29	68	116
					Sales (unit price) *	38.5	42.6	46.4
					* Sales (unit price) : Average unit price of built-for-sale houses and lands			
Open House Architect (Construction)	Revenue	39,776	43,367	45,026	Built-to-order houses except number delivered to OHD	1,978	2,043	2,068
	Gross profit	4,520	6,201	3,807	Number delivered to OHD	1,055	1,214	1,223
	Gross profit margin	11.4%	14.3%	8.5%				

Single-family Homes Related Business (Sales Trend)

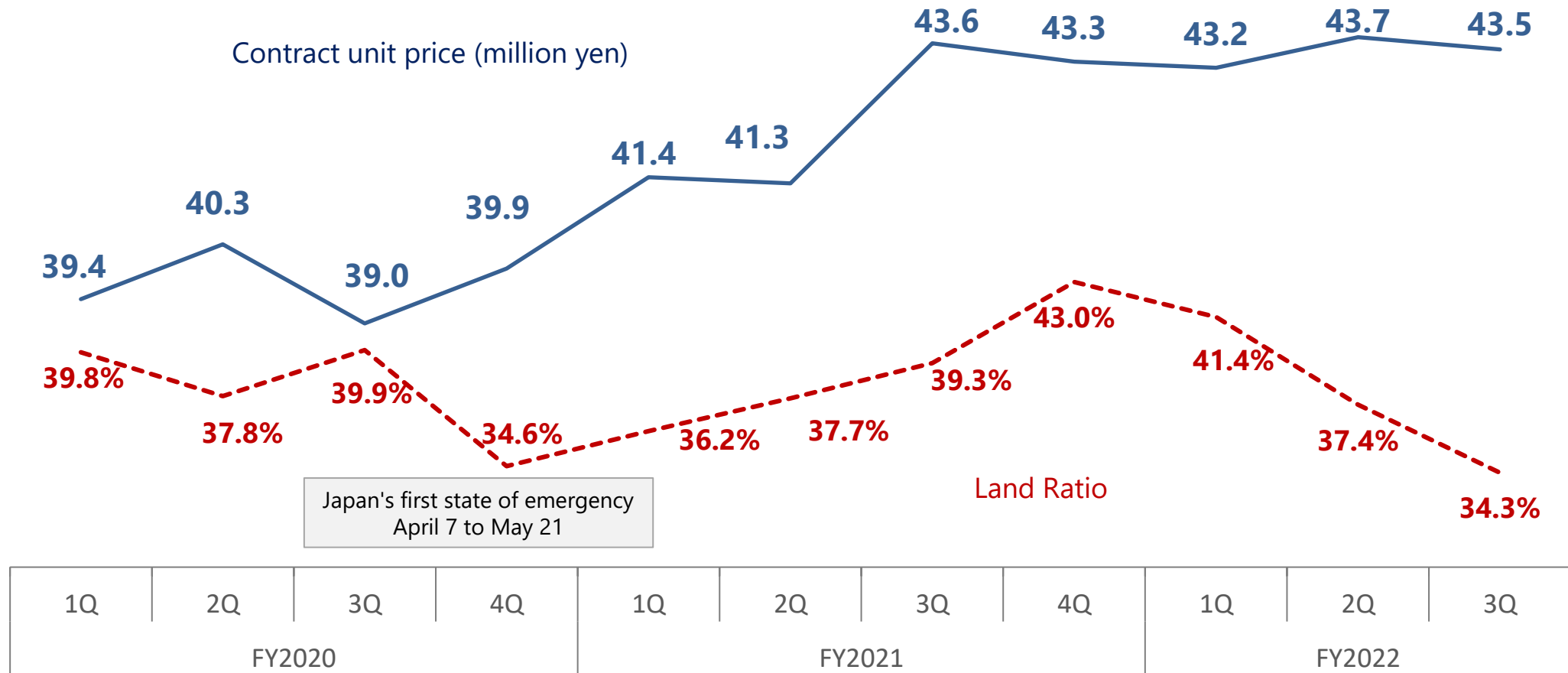
- ☑ Steady growth in the number of contracts, although the YOY sales increase remained in the single digits
- ☑ Sales of single-family homes in the Kansai area and rental single-family homes for funds also made a positive contribution.



Scope: Combined number of built-for-sale houses and lands of Open House Development and Hawk One, not included number of built-to-order houses.

Single-family Homes Related Business (Contract Unit Price)

Contract unit price also remained high



Scope: Combined number of built-for-sale houses and lands of Open House Development and Hawk One, not included number of built-to-order houses.

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

☑ In July 2022, sales centers were opened one each in the Tokyo metropolitan area and the Kansai area.

Number of sales centers of each area

	FY2018	FY2019	FY2020	FY2021 20/10-21/9	As of 2022.8.12
Tokyo	17	19	21	23	25
Kanagawa	10	12	12	13	15
Aichi	3	5	7	8	8
Saitama	2	4	4	5	5
Fukuoka	-	1	3	4	4
Chiba	-	1	2	4	4
Osaka	-	-	-	-	2
Hyogo	-	-	-	-	2
Gunma	-	-	-	-	1
Total	32	42	49	57	66

Sales centers opened in July 2022

Chigasaki sales center

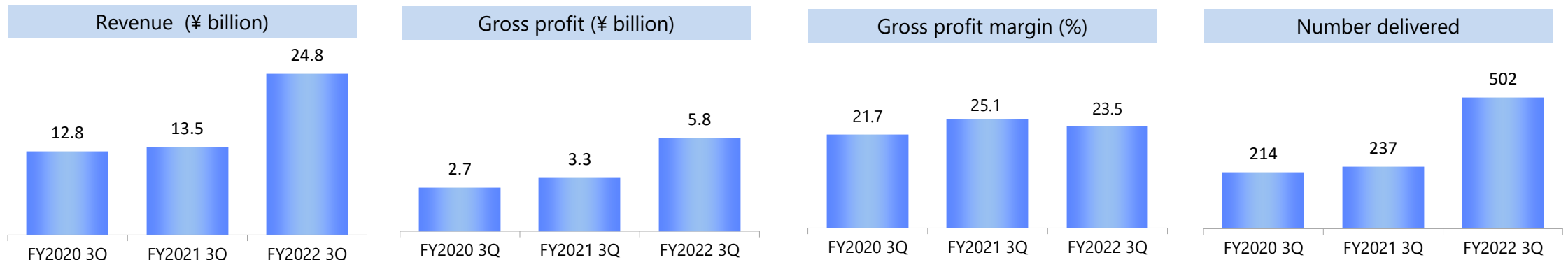


Rokkomichi sales center



Condominiums Business

- ☑ The contract rate of condominiums scheduled to be delivered during the current fiscal year was 99%; actual deliveries will be concentrated in 4Q.
- ☑ Purchases also progressed smoothly in the Tokyo metropolitan area, looking toward regrowth in FY2022.



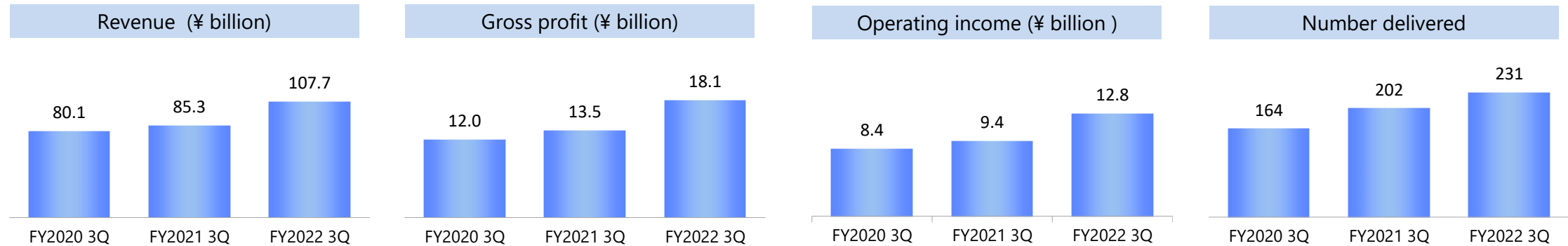
	FY2020 3Q 19/10-20/6	FY2021 3Q 20/10-21/6	FY2022 3Q 21/10-22/6	Inc. (Dec.)
Revenue (¥ million)	12,848	13,500	24,858	84.1%
Gross profit (¥ million)	2,782	3,386	5,832	72.2%
Gross profit margin	21.7%	25.1%	23.5%	(1.6) pt
Operating income (¥million)	489	286	1,932	575.4%
Operating income margin	3.8%	2.1%	7.8%	5.7pt
Number delivered	214	237	502	265
Unit price (¥million)	59.5	54.7	49.3	(5.4)

— Major condominiums delivered in FY2022 —

Name	Units	Average price
Open Residencia Takanawa THE HOUSE (Tokyo)	34	¥ 110 million
Open Residencia Yokohama (Kanagawa)	86	¥ 50 million
Open Residencia Meieki Minami THE COURT (Nagoya)	62	¥ 30 million
Open Residencia Yakuin Minami (Fukuoka)	45	¥ 30 million

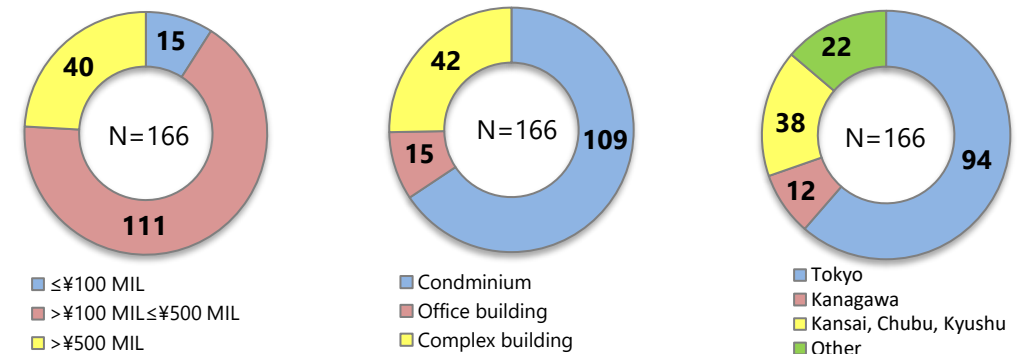
Property Resale Business

- ☑ Sales were robust on the back of strong demand for property investment.
- ☑ Accelerated growth by utilizing its overwhelming amount of information on properties in the metropolitan areas.



	FY2020 3Q 19/10-20/6	FY2021 3Q 20/10-21/6	FY2022 3Q 21/10-22/6	Inc. (Dec.)
Revenue (¥ million)	80,169	85,354	107,772	26.3%
Gross profit (¥ million)	12,012	13,524	18,123	34.0%
Gross profit margin	15.0%	15.8%	16.8%	1.0pt
Operating income (¥ million)	8,444	9,431	12,855	36.3%
Operating income margin	10.5%	11.0%	11.9%	0.9pt
Number delivered	164	202	231	29
Unit Price (¥million)	478	412	448	36

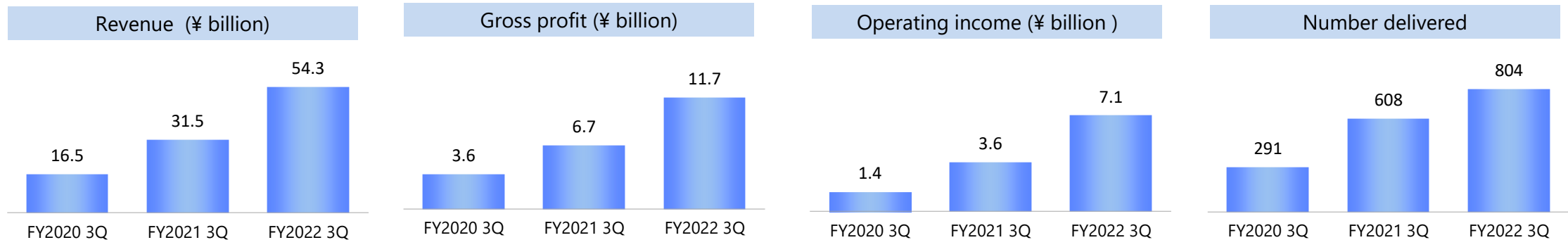
Breakdown of properties owned (as of the end of June 2022)



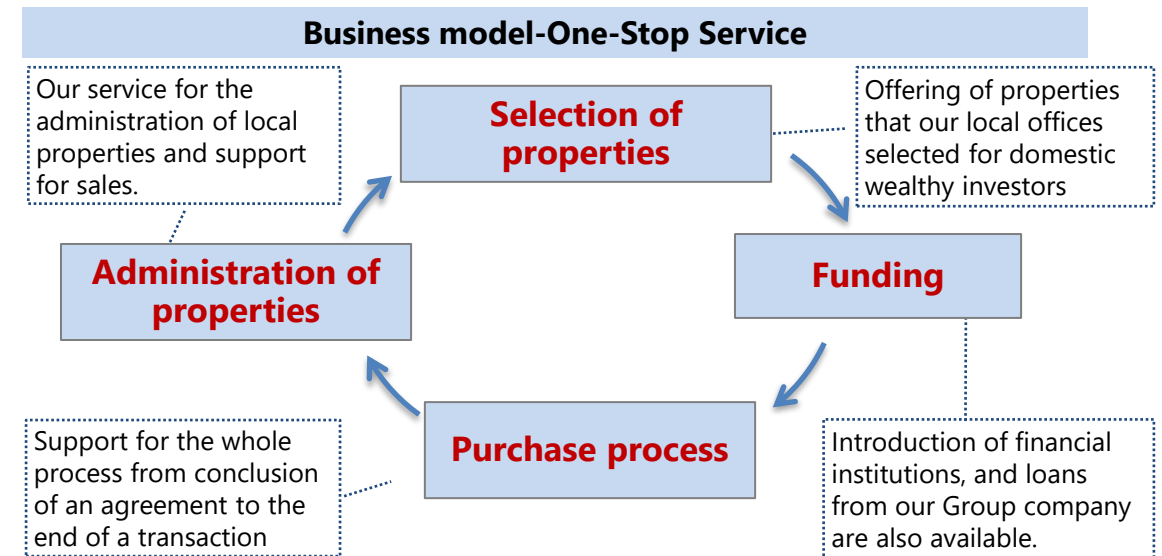
* Based on book values as of the end of June 2022

Other Segment (U.S. Real Estate Business)

- ☑ Providing U.S. real estate to Japanese investors through one-stop services
- ☑ Sales remained healthy due to strong demand for pure investment and asset diversification by corporations and wealthy individual investors



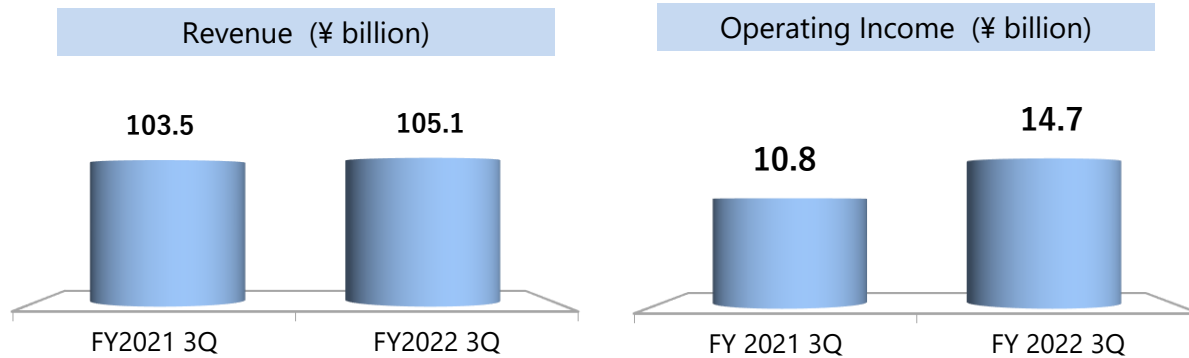
	FY2020 3Q 19/10-20/6	FY2021 3Q 20/10-21/6	FY2022 3Q 21/10-22/6	Inc. (Dec.)
Revenue (¥million)	16,589	31,586	54,304	71.9%
Gross profit (¥million)	3,659	6,716	11,772	75.3%
Gross profit margin	22.1%	21.3%	21.7%	0.4pt
Operating income (¥million)	1,402	3,655	7,159	95.9%
Operating income margin	8.5%	11.6%	13.2%	1.6pt
Number delivered*	291	608	804	196
Multi family homes included above	9	15	19	4



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

Pressance Corporation

- ☑ Pressance Corporation was included in the scope of consolidation in January 2021
- ☑ Both revenue and operating income remained healthy



Actual by Products		
Products	FY2021 3Q 21/1-21/6	FY2022 3Q 21/10-22/6
Studio-type condominium	3,714	2,178
Family-type condominium	797	1,103
Total	4,511	3,281



	FY2021 3Q 21/1-21/6	FY2022 3Q 21/10-22/6
Revenue (¥million)	103,506	105,116
Gross profit (¥million)	19,442	27,024
Gross profit margin	18.8%	25.7%
Operating income (¥million)	10,857	14,766
Operating income margin	10.5%	14.0%

* Since Pressance Corporation was included in the scope of consolidation from the second quarter of FY2021, full-year actual is not indicated.

Complementary Areas	<ul style="list-style-type: none"> ■ Strong in the Tokyo metropolitan area 	<ul style="list-style-type: none"> ■ Strong in the Kinki, Tokai and Chukyo regions
Complementary Products	<ul style="list-style-type: none"> ■ Single-family homes ■ Condominiums ■ Property resales ■ U.S. real estate 	<ul style="list-style-type: none"> ■ Condominiums for investment ■ Condominiums for families ■ Management of condominiums
Major Synergies	<ul style="list-style-type: none"> ■ 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 Income / Expenses

(Million yen)

	FY2021 3Q 2020/10-2021/6		FY2022 3Q 2021/10-2022/6		Inc. (Dec.)		FY2021 3Q 2020/10-2021/6		FY2022 3Q 2021/10-2022/6		Inc. (Dec.)
	Actual	% of revenue	Actual	% of revenue			Actual	% of revenue			
SG&A expenses	38,763	6.6%	48,448	7.3%	9,684	Non-operating income	2,266	0.4%	6,288	0.9%	4,022
Personnel expenses	12,059	2.1%	15,194	2.3%	3,135	Share of profit of entities accounted for using equity method	1,435	0.2%	407	0.1%	(1,028)
Sales commissions	4,023	0.7%	5,237	0.8%	1,213	Dividend income	13	0.0%	1,748	0.3%	1,734
Office maintenance cost	3,836	0.7%	5,012	0.8%	1,176	Other	816	0.1%	4,132	0.6%	3,315
Advertising expenses	2,513	0.4%	2,798	0.4%	284	Non-operating expenses	4,387	0.8%	3,242	0.5%	(1,145)
Promotion expenses	1,038	0.2%	1,494	0.2%	456	Interest expenses	2,248	0.4%	2,626	0.4%	377
Others	15,293	2.6%	18,711	2.8%	3,418	Commission expenses	724	0.1%	370	0.1%	(354)
						Other	1,414	0.2%	245	0.0%	(1,168)

Dividend income from U.S. real estate cases

Foreign exchange profit
¥ 3,427 million

Consolidated Balance Sheet

	Sep 30, 2021	June 30, 2022	Inc. (Dec.)		Sep 30, 2021	June 30, 2022	Inc. (Dec.)
Current assets	830,727	915,467	84,740	Liabilities	532,769	589,393	56,624
Cash and deposits	337,731	309,802	(27,929)	Current liabilities	256,237	281,838	25,600
Inventories	428,129	548,306	120,177	Non-current liabilities	276,532	307,555	31,023
Others	64,867	57,359	(7,507)				
Non-current assets	49,185	49,994	808	Net Assets	347,143	376,068	28,925
Property, plant and equipment	21,297	22,290	993	Shareholders' equity	293,256	310,802	17,546
Intangible assets	3,031	3,001	(30)	Valuation and translation adjustments	1,104	9,299	8,194
Investments and other assets	24,856	24,702	(154)	Non-controlling interests	52,782	55,967	3,184
Total assets	879,913	965,462	85,549	Total liabilities and net assets	879,913	965,462	85,549
<Safety index>							
(times)	Sep 30, 2021	June 30, 2022	Inc. (Dec.)		Sep 30, 2021	June 30, 2022	Inc. (Dec.)
D/E ratio	1.5	1.5	0.0	Equity ratio	33.4%	33.1%	(0.3) pt
Net D/E ratio*	0.3	0.6	0.2	Current ratio	324.2%	324.8%	0.6pt

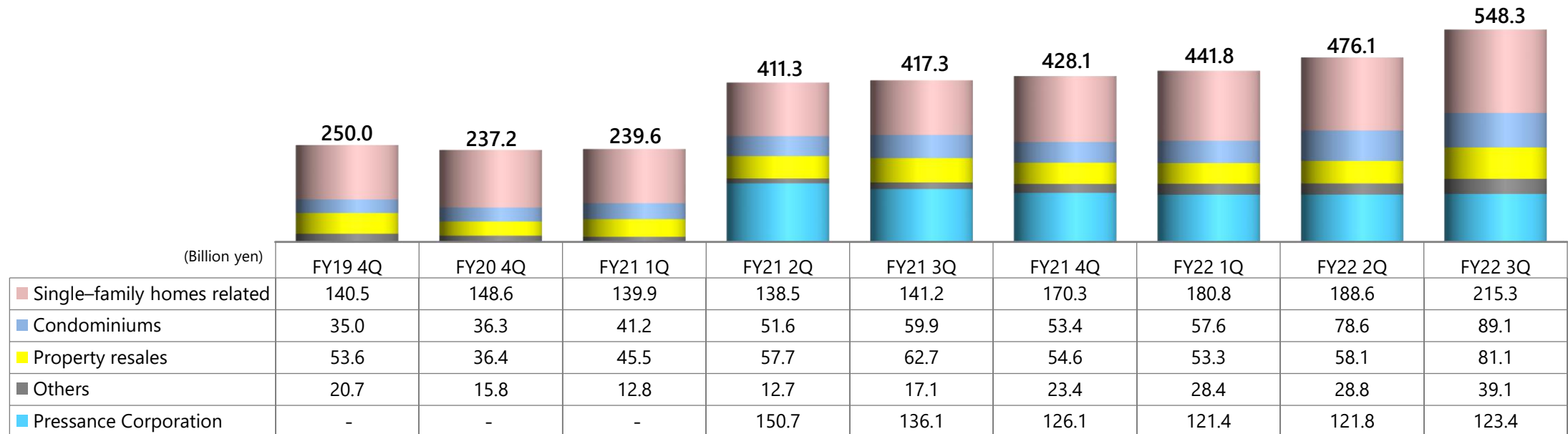
*Net debt/equity ratio:
(loans payable + corporate bonds-cash & deposits) / net assets

Net D/E ratio one time or less/Equity ratio 30% or more
Investment capacity Solid financial structure

Inventory Details

(Million yen)

	FY2019 (Sep 30, 2019)	FY2020 (Sep 30, 2020)	FY2021 (Sep 30, 2021)	FY2022 3Q (June 30, 2022)	Ratio	Inc. (Dec.)
Single-family homes related	140,560	148,676	170,389	215,373	39.3%	44,983
Condominiums	35,065	36,339	53,496	89,144	16.3%	35,648
Property resales	53,691	36,445	54,681	81,153	14.8%	26,472
Others	20,735	15,825	23,452	39,149	7.1%	15,696
Pressance Corporation	-	-	126,109	123,485	22.5%	(2,623)
Total	250,054	237,287	428,129	548,306	100.0%	120,177





Consolidated Business Performance Forecasts for FY2022

Consolidated Business Performance Forecasts

☑ Aiming to achieve record highs in revenue and income for the tenth consecutive year.

(Million yen)

	FY2021 (2020/10-2021/9)		FY2022 forecast (2021/10-2022/9)	
	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)
Revenue	810,540	40.7%	935,000	15.4%
Operating income	101,103	62.7%	116,000	14.7%
Ordinary income	97,590	26.2%	115,000	17.8%
Profit attributable to owners of parent	69,582	17.0%	75,700	8.8%
EPS* (yen)	552.40	—	602.67	—
Annual dividends per share (yen)	112.00	32.00	124.00	12.00
Payout ratio	20.3%	—	20.6%	—

Substantial growth of 16.1% if excluding the impact of negative goodwill in the previous fiscal year

Consolidated Business Forecasts (Revenue by Business Segment)

- Double-digit growth expected for the entire portfolio, centered on the single-family homes related business

(Million yen)

	FY2021 (2020/10-2021/9)		FY2022 forecast (2021/10-2022/9)	
	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)
Revenue	810,540	40.7%	935,000	15.4%
Single-family homes related business	446,959	17.7%	513,700	14.9%
Condominiums	47,147	(18.9)%	62,000	31.5%
Property resales	123,061	9.7%	151,500	23.1%
Others (U.S. real estate business)	45,159	73.5%	65,300	44.6%
Pressance Corporation	149,337	—	142,500	—
Adjustments	(1,126)	—	—	—

* Since Pressance Corporation was included in the scope of consolidation from the second quarter of FY2021, full-year increase/decrease is not indicated.

Consolidated Business Performance Forecasts (Revenue by Sub-business Segment/Number Delivered)

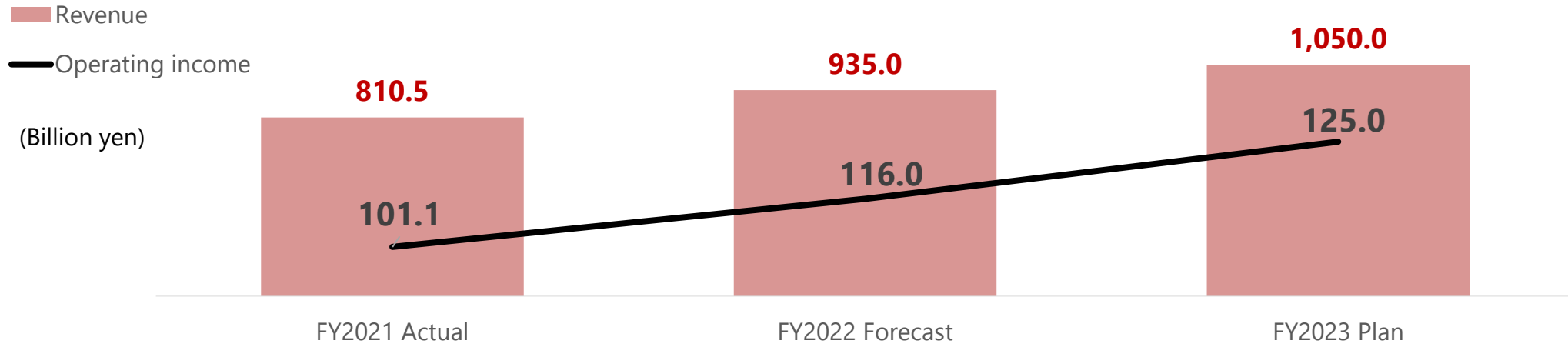
		Revenue (¥ billion)			Number delivered			
		FY2020 (19/10-20/9) Actual	FY2021 (20/10-21/9) Actual	FY2022 (21/10-22/9) Plan	FY2020 (19/10-20/9) Actual	FY2021 (20/10-21/9) Actual	FY2022 (21/10-22/9) Plan	
Open House Development	Built-for-sale houses	116.6	138.7	152.8	Built-for-sale houses	2,804	3,396	3,690
	Lands	108.0	128.1	152.3	Lands	2,645	3,088	3,730
	Built-to-order houses	23.6	26.6	30.8	Built-to-order houses	1,597	1,814	2,070
Open House Architect		55.5	57.8	66.8	Built-to-order houses	4,158	4,265	4,740
					Number delivered to OHD	1,535	1,634	1,860
Hawk One		87.0	105.3	124.0	Built-for-sale houses	2,063	2,150	2,440
	Lands				145	292	360	
	Built-to-order houses				39	82	170	
Condominiums		58.1	47.1	62.0	Units	1,224	1,081	1,210
Property resales		112.2	123.0	151.5	Buildings	230	292	340
U.S. real estate business		26.0	45.1	65.2	Homes	501	827	980
					Multi family homes included above	12	24	20



The Mid-term Business Plan

Profit/Loss Plan

☑ No change to the final year (FY2023) forecast – to be reviewed at the end of the current fiscal year.



(Million yen)	FY2021 (2020/10-2021/9)		FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)	
	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)	Plan	Inc. (Dec.)
Revenue	810,540	40.7%	935,000	15.4%	1,050,000	12.3%
Operating income	101,103	62.7%	116,000	14.7%	125,000	7.8%
Ordinary income	97,590	26.2%	115,000	17.8%	120,000	4.3%
Profit attributable to owners of parent	69,582	17.0%	75,700	8.8%	80,000	5.7%

Substantial growth of 16.1% if excluding the impact of negative goodwill in the previous fiscal year

Plan by Business Segment

No change to the final year (FY2023) forecast – to be reviewed at the end of the current fiscal year.

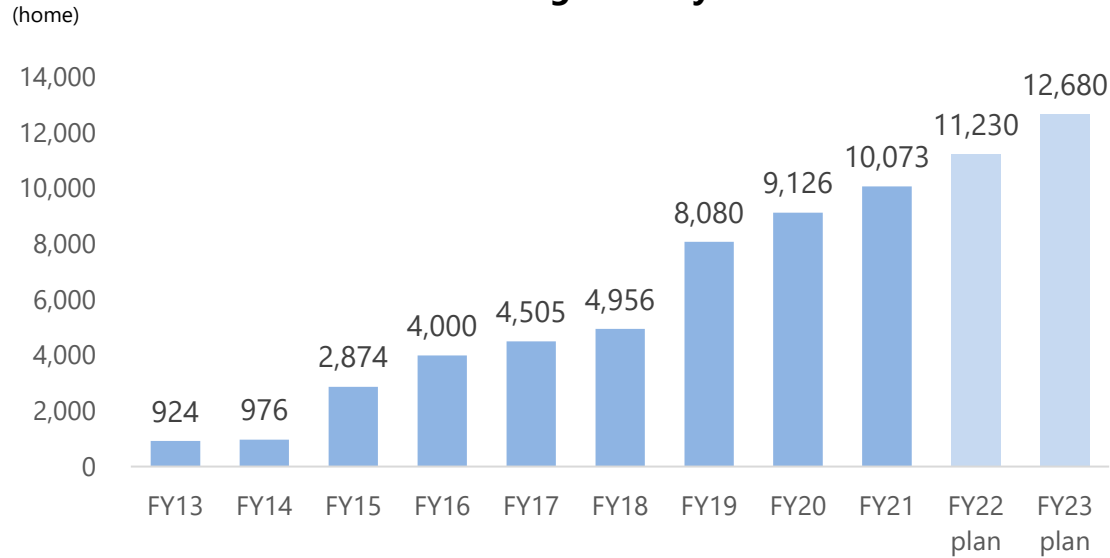
(Million yen)

	FY2021 (2020/10-2021/9)		FY2022 (2021/10-2022/9)		FY2023 (2022/10-2023/9)	
	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)	Plan	Inc. (Dec.)
Revenue	810,540	40.7%	935,000	15.4%	1,050,000	12.3%
Single-family homes related business	446,959	17.7%	513,700	14.9%	561,500	9.3%
Condominiums	47,147	(18.9)%	62,000	31.5%	100,000	61.3%
Property resales	123,061	9.7%	151,500	23.1%	157,500	4.0%
Others (including U.S. real estate business)	45,159	73.5%	65,300	44.6%	60,800	(6.9)%
Pressance Corporation	149,337	—	142,500	—	170,200	19.4%
Adjustments	(1,126)	—	—	—	—	—

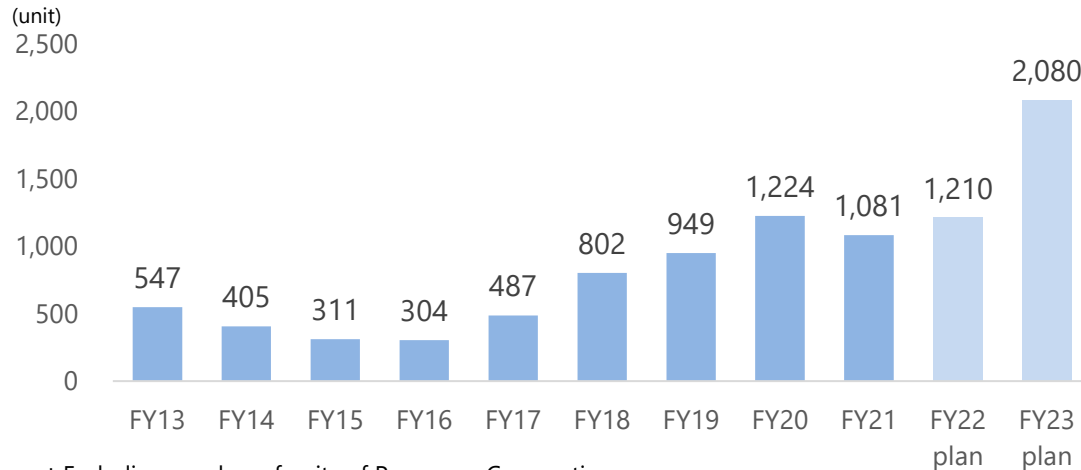
* Since Pressance Corporation was included in the scope of consolidation from the second quarter of FY2021, full-year increase/decrease is not indicated.

Quantitative Goals

Number of units of single family homes delivered

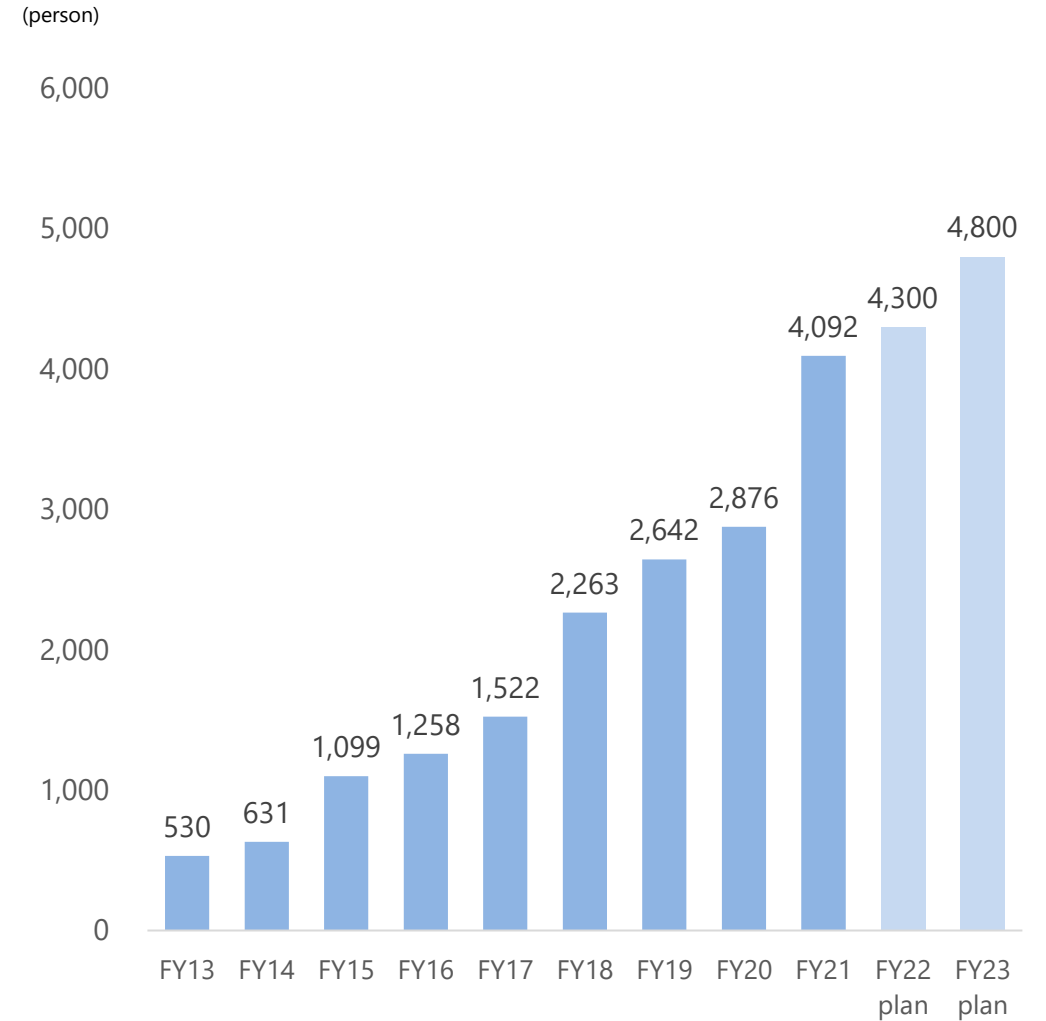


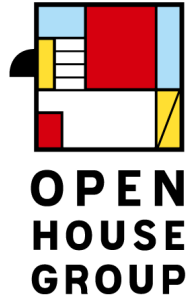
Number of units of condominiums delivered *



* Excluding number of units of Pressance Corporation

Number of employees



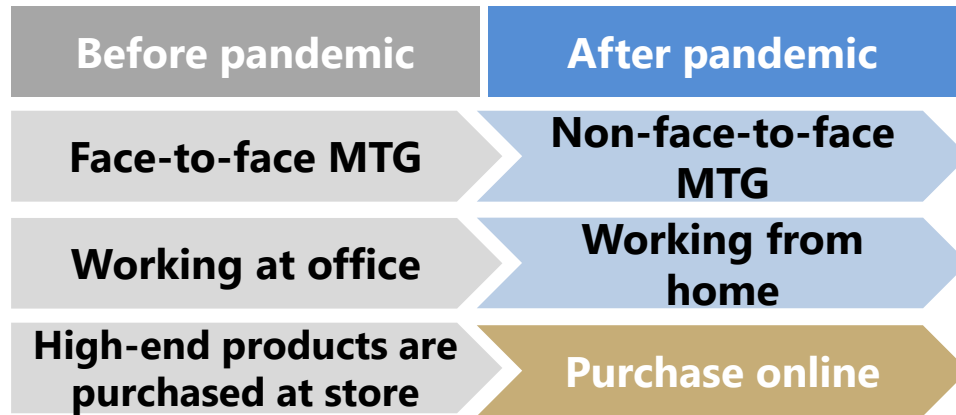


DX (Digital Transformation)

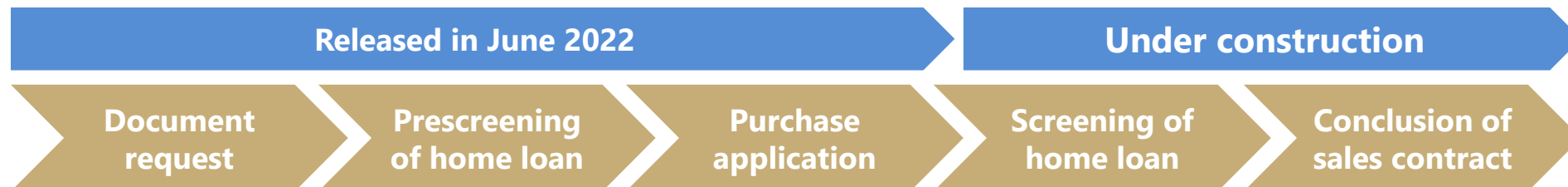
OHD's Online Store for Condominiums

- ☑ Launched "OPEN RESIDENCIA ONLINESTORE"
- ☑ Enabled online process from viewing properties to applying to purchase

➤ Responding to new normal of life with COVID-19



- Currently, the service includes up to "purchase application"
- Planning to offer a complete online transaction following the lifting of a ban on electronic contracts due to the revised Real Estate Brokerage Act



OHA's Unique On-site Construction Management App

- ☑ A smartphone-specific construction management app designed for convenience of use on site
- ☑ Reduce field supervisor's work and carpenters' joint loss. 97% penetration among carpenters

Main features of the app

- Controlling process and sharing design drawings
- Checking the list of contractors and carpenters for each job site
- Sharing information in chat
- Managing ordering and payment



In-house development for field-centric specifications

- **Smartphone-specific app**
Designed as a smartphone-specific app for simple and easy viewing

- **Customizing notifications**
In response to feedback from the field that "there are too many notifications that we don't need, and the information we need gets buried," it was designed so that users can receive notifications only for the information they need.



Sustainability



OPEN HOUSE GROUP

Our mission

**Supplying Affordable Housing in
the Tokyo Metropolitan Area**

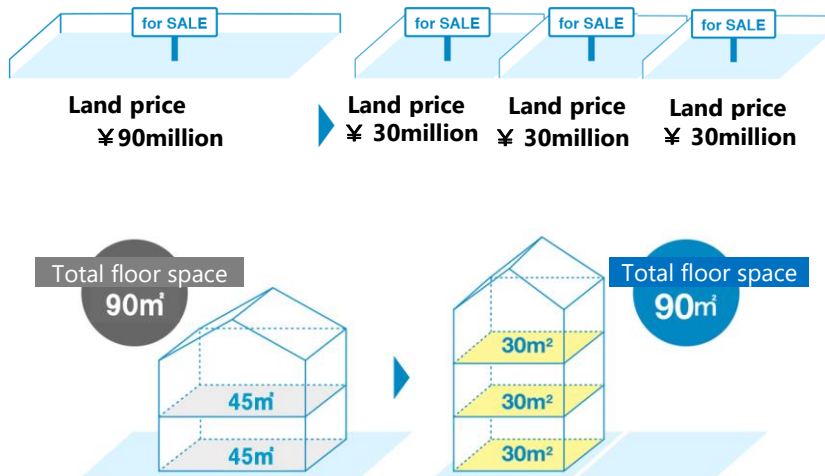
Approach to Sustainability

The OPEN HOUSE Group promotes sustainability aiming to contribute to the realization of a sustainable society through our business activities while achieving sustainable corporate growth.

- Sustainable society is essential for sustainable corporate growth**
- Balancing our mission and social responsibility is the key**

Contribution to solving social issues related to housing purchase

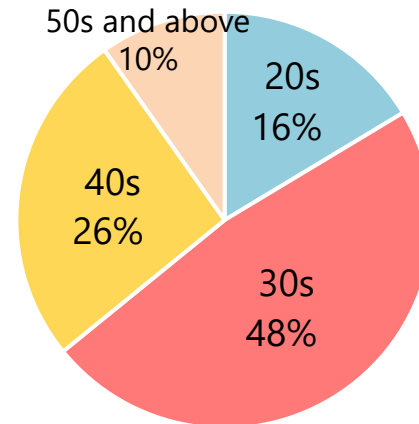
01 Affordable housing supply in great locations



- Effective use of limited premises
- Total floor space secured by building three stories
- Comfortable living space even in a compact size realized by know-how and technical capabilities based on our experience
- Easy to change specifications to suit lifestyles, such as adding a workspace

02 Town development for younger generations

Percentage of our single-family home buyers by age*



- Older homes tend to be lived in by elderly residents
- 90% of purchasers are in their 20–40s.
- Contributing to revitalization of local communities
- Locations in central Tokyo close to stations contribute to the continued employment of women in dual-earner/child-rearing households

* Ages of householders of our customers that contracted from January to December 2019.

03 Compact wooden houses with low environmental burden



- Thermal insulation performance equivalent to the highest grade 4 (Top Runner Standard)
- Providing comfortable living as well as contributing to decarbonization
- Resistance against disasters (earthquakes, fires, etc.) can be improved by rebuilding old houses
- Compared with large-scale development such as earthworks, the impact on nature from wooden construction in residential areas is minimal

Contribution to SDGs through business activities

November 2021

Signed on to TCFD



January 2022

Signed the UN Global Compact



February 2022

Concluded a Positive Impact Finance Agreement
with Mizuho Bank, Ltd.



March 2022

Certified as DX Business Operator by METI



April 2022

Included “FTSE Blossom Japan Sector Relative Index”



April 2022

Received rating of BBB by MSCI ESG ratings



(Practical Example 1) Environmental Conservation

- ☑ Launched a subscription service of solar power
- ☑ Contributing to the timber forest cycle in Japan by donating seedlings through the Association



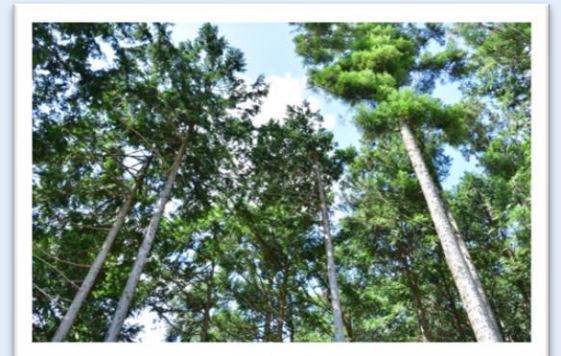
Launched “Zuttomo Solar (flat plan)” for newly built custom homes

Benefits for our customers

- Reduction of initial costs:
Enabling installation of solar power generation equipment for only the cost of installation
- Reduction of electric bill:
Hold down monthly electricity costs by reducing electricity purchased from the power company
- Risk hedge against natural disasters:
During a power outage, electricity can be used if it is generated by solar power
- Environmentally friendly:
Solar power generation does not emit CO₂, contributing to the prevention of global warming



- The Company, as a full member of the “Japan Wood-Housing Association,” presented a total of 28,500 seedlings to Aomori and Akita prefectures
- In addition to the continued donation of seedlings, the Company will contribute to maintaining the multifaceted functions of Japan’s forests, including the reduction of greenhouse gases, by providing support for afforestation and tending

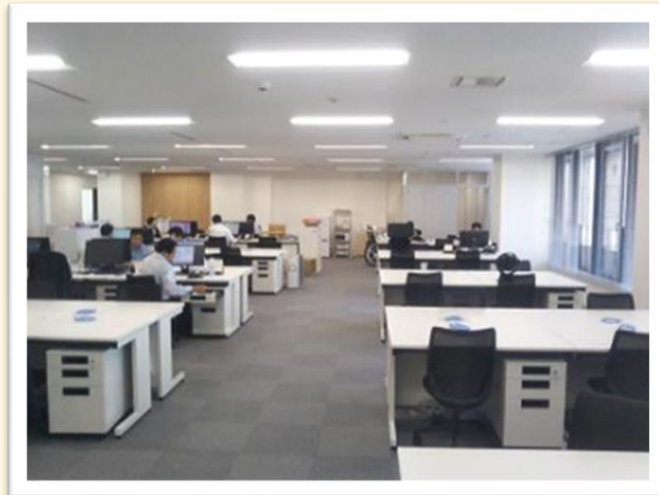


(Practical Example 2) Work style reform

- ☑ Maintaining organizational structure that attracts a wide range of motivated people
- ☑ Promoting employment of people with disabilities and improving working environment for them

The employment record and expansion of barrier-free satellite office

- Number of employees with disabilities (consolidates): **85 persons** Employment rate: **2.45%** (surveyed by the company as of June 2022)
By continuously expanding employment, exceeded the **2.3%** rate stipulated by the Act to Facilitate the Employment of Persons with Disabilities
- Expanded the barrier-free satellite offices to **3 locations** convenient for commuting, and stationed full-time employment support staff dedicated to providing employment support and business guidance for the disabled



Hachioji office
(1 min walk from the station)
Area: 311m²
Capacity: 46 persons

Tokyo's 23 wards

Kashiwa office
(4 mins walk from the station)
Area: 197m²
Capacity: 24 persons

Yokohama office
(4 mins walk from the station)
Area: 284m²
Capacity: 36 persons

(Practical Example 3) Regional Co-creation Project

- ☑ Maintaining regional co-creation projects in Gunma prefecture
- ☑ Promoting a wide range of CSR activities in various areas in Gunma prefecture

CSR activity in Kiryu city

- Agreed Kiryu city's "Kyuto Kiryu Project"
- Considering regional revitalization based on public-private partnership through corporate version of Hometown Tax Donation Program and revitalization projects

CRANE THUNDERS ONGAESHI Project

- Supporting CSR activities of Gunma Crane Thunders
- Carrying out CSR activities in various areas as opening campaigns of the team's new arena



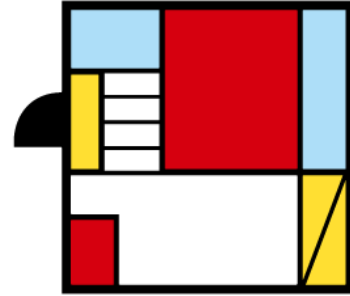
Donated basketballs to a wheelchair basketball team (Maebashi city)



Served as the one-day chief of a police station and carried out public education activity (Kiryu city)



Joined a traffic safety activity at Ohta station (Ohta city)



OPEN HOUSE GROUP

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

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