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August 14, 2023

## Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending September 30, 2023 (Based on Japanese GAAP)

Company name: Open House Group Co., Ltd.  
 Listing: Tokyo Stock Exchange  
 Securities code: 3288  
 URL: <https://openhouse-group.co.jp/ir>  
 Representative: Masaaki Arai, President and CEO  
 Inquiries: Kotaro Wakatabi, Senior Managing Director and CFO  
 Scheduled date to file quarterly securities report: August 14, 2023  
 Scheduled starting date of dividend payments: -  
 Supplementary material on quarterly financial results: Yes  
 Quarterly financial results briefing: No

(Yen amounts are rounded down to millions, unless otherwise noted.)

### 1. Consolidated financial results for the nine months ended June 30, 2023

(October 1, 2022 to June 30, 2023)

#### (1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended								
June 30, 2023	785,330	17.7	96,809	15.3	94,509	8.6	61,415	9.2
June 30, 2022	667,133	14.3	83,969	15.3	87,016	23.0	56,229	10.3

Note: Comprehensive income For the nine months ended June 30, 2023: ¥ 67,089 million [(2.7) %]  
 For the nine months ended June 30, 2022: ¥ 68,971 million [27.3%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
June 30, 2023	509.60	508.70
June 30, 2022	447.66	446.62

#### (2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
As of	Millions of yen	Millions of yen	%
June 30, 2023	1,136,237	445,597	33.7
September 30, 2022	1,031,174	395,702	32.7

Reference: Equity As of June 30, 2023: ¥ 382,932 million  
 As of September 30, 2022: ¥ 337,620 million

## 2. Cash dividends

	Annual dividends per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY 2022	—	62.00	—	67.00	129.00
FY 2023	—	72.00	—		
FY 2023 (Forecast)				92.00	164.00

Note1: Revisions to the forecast of cash dividends most recently announced: None

Note2: Breakdown of the year-end dividend for the fiscal year ending September 30, 2023 (forecast):

Ordinary dividend 82.00 yen Special dividend 10.00 yen

The special dividend is due to the commemoration of the 10th anniversary of the Company's listing and the achievement of 1 trillion yen in net sales.

## 3. Forecast of consolidated operating results for FY2023 (October 1, 2022 to September 30, 2023)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	1,130,000	18.6	141,000	18.1	136,500	12.7	92,000	18.1	763.39

Note: Revision to the forecast of consolidated results most recently announced: None

**\* Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: None

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(4) Number of issued shares (common shares)

(i) Number of issued shares at the end of the period (including treasury shares)

As of June 30, 2023	120,567,900 shares
As of September 30, 2022	120,487,900 shares

(ii) Number of treasury shares at the end of the period

As of June 30, 2023	3,485 shares
As of September 30, 2022	3,485 shares

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Nine months ended June 30, 2023	120,515,477 shares
Nine months ended June 30, 2022	125,607,915 shares

\* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

The forecasts and other forward-looking statements contained in this summary are based on assumptions from information available to the Company at the time of disclosure and those deemed to be reasonable. Actual results may differ significantly from the forecast due to various factors.

## Consolidated Quarterly Financial Statements

### 1) Consolidated Quarterly Balance Sheets

(Millions of yen)

	End of FY2022 (as of September 30, 2022)	End of 3Q FY2023 (as of June 30, 2023)
<b>Assets</b>		
Current assets		
Cash and deposits	349,305	320,419
Securities	—	3,000
Trade accounts receivable and contract assets	2,198	2,410
Real estate for sale	95,717	123,804
Real estate for sale in process	461,388	538,307
Operating loans	43,262	60,880
Other	30,128	24,603
Allowance for doubtful accounts	(344)	(469)
<b>Total current assets</b>	<b>981,656</b>	<b>1,072,957</b>
Non-current assets		
Property, plant and equipment	21,123	27,185
Intangible assets	2,925	2,695
Investments and other assets	25,470	33,399
<b>Total non-current assets</b>	<b>49,518</b>	<b>63,280</b>
<b>Total assets</b>	<b>1,031,174</b>	<b>1,136,237</b>
<b>Liabilities</b>		
Current liabilities		
Notes payable - trade	1,238	1,553
Trade accounts payable	31,220	35,474
Electronically recorded obligations - operating	8,104	7,133
Short-term borrowings	144,309	177,985
Current portion of bonds payable	242	242
Current portion of long-term borrowings	39,262	46,551
Income taxes payable	20,292	11,477
Provisions	5,808	3,935
Other	59,017	55,770
<b>Total current liabilities</b>	<b>309,495</b>	<b>340,124</b>
Non-current liabilities		
Bonds payable	10,363	10,242
Long-term borrowings	314,784	339,414
Retirement benefit liability	318	348
Asset retirement obligations	211	224
Other	298	286
<b>Total non-current liabilities</b>	<b>325,976</b>	<b>350,515</b>
<b>Total liabilities</b>	<b>635,472</b>	<b>690,640</b>

(Millions of yen)

	End of FY2022 (as of September 30, 2022)	End of 3Q FY2023 (as of June 30, 2023)
Net assets		
Shareholders' equity		
Share capital	20,070	20,101
Capital surplus	19,882	19,881
Retained earnings	286,286	330,948
Treasury shares	(18)	(18)
Total shareholders' equity	326,221	370,914
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(34)	35
Foreign currency translation adjustment	11,434	11,982
Total accumulated other comprehensive income	11,399	12,018
Share acquisition rights	474	781
Non-controlling interests	57,606	61,883
Total net assets	395,702	445,597
Total liabilities and net assets	1,031,174	1,136,237

**2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income**  
**Consolidated Quarterly Statements of Income**

(Millions of yen)

	Nine months ended June 30, 2022 (from October 1, 2021 to June 30, 2022)	Nine months ended June 30, 2023 (from October 1, 2022 to June 30, 2023)
Net sales	667,133	785,330
Cost of sales	534,715	633,398
Gross profit	132,418	151,932
Selling, general and administrative expenses	48,448	55,123
Operating profit	83,969	96,809
Non-operating income		
Interest income	84	507
Dividend income	1,748	135
Rental income from buildings	120	168
Foreign exchange gains	3,427	298
Share of profit of entities accounted for using equity method	407	49
Gain on sale of investment securities	—	144
Other	500	322
Total non-operating income	6,288	1,624
Non-operating expenses		
Interest expenses	2,626	2,912
Commission expenses	370	285
Other	245	726
Total non-operating expenses	3,242	3,924
Ordinary profit	87,016	94,509
Extraordinary losses		
Loss on sale of shares of subsidiaries and associates	119	—
Total extraordinary losses	119	—
Profit before income taxes	86,896	94,509
Income taxes	26,254	28,049
Profit	60,641	66,460
Profit attributable to non-controlling interests	4,412	5,045
Profit attributable to owners of parent	56,229	61,415

## Consolidated Quarterly Statements of Comprehensive Income

(Millions of yen)

	Nine months ended June 30, 2022 (From October 1, 2021 to June 30, 2022)	Nine months ended June 30, 2023 (From October 1, 2022 to June 30, 2023)
Profit	60,641	66,460
Other comprehensive income		
Valuation difference on available-for-sale securities	3	76
Foreign currency translation adjustment	8,314	546
Share of other comprehensive income of entities accounted for using equity method	13	5
Total other comprehensive income	8,330	628
Comprehensive income	68,971	67,089
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	64,570	62,054
Comprehensive income attributable to non- controlling interests	4,401	5,035

### 3) Notes to consolidated quarterly financial statement

(Notes on going concern assumptions)

Not applicable

(Notes on significant changes in the amount of shareholders' equity)

Not applicable

(Changes in significant subsidiaries during the period)

Not applicable

(Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements)

Tax expenses were calculated by multiplying income before income taxes by an effective tax rate that was reasonably estimated by applying tax effect accounting to estimated profit before income taxes for the fiscal year ending September 2023 including the second quarter. However, in case where calculation tax expenses using the estimated effective tax rate would result in a significant lack of rationality, tax expenses were calculated by taking into account significant additions and subtractions and tax deduction items.

(Changes in accounting policies)

Not applicable



(Segment and other information)

【Segment information】

I. Nine months ended June 30, 2022 (October 1, 2021 to June 30, 2022)

1. Information on net sales, profit or loss, and other items by reportable segments

(Millions of yen)

	Reportable Segment						Adjustment (Note1)	Amount recorded in the consolidated quarterly statements of income (Note2)
	Single-family homes related	Condominiums	Property resale	Others	PRESSANCE CORPORATION	Total		
Net sales								
Net sales from contracts with customers	371,794	24,858	88,282	51,607	102,820	639,363	4	639,367
Other income	4,764	—	18,120	2,584	2,296	27,765	—	27,765
Net sales from outside customers	376,558	24,858	106,403	54,192	105,116	667,129	4	667,133
Intersegment net sales and transfers	—	—	1,368	112	—	1,480	(1,480)	—
Total	376,558	24,858	107,772	54,304	105,116	668,610	(1,476)	667,133
Segment profit (loss)	48,588	1,932	12,855	7,159	14,766	85,302	(1,332)	83,969

(NOTE)

1. Adjustment of ¥ (1,332) million for segment profit (loss) includes intersegment elimination of ¥ (688) million and corporate expenses of ¥ (648) million that are not distributed to the reportable segments. Corporate expenses are primarily general and administrative expenses that do not belong to the reportable segments.
2. Segment profit (loss) has been adjusted to operating profit described in the consolidated quarterly statements of income.

II. Nine months ended June 30, 2023 (October 1, 2022 to June 30, 2023)

1. Information on net sales, profit or loss, and other items by reportable segments

(Millions of yen)

	Reportable Segment						Adjustment (Note1)	Amount recorded in the consolidated quarterly statements of income (Note2)
	Single-family homes related	Condominiums	Property resale	Others	PRESSANCE CORPORATION	Total		
Net sales								
Net sales from contracts with customers	394,332	39,955	111,253	60,975	118,365	724,882	14	724,897
Other income	37,672	–	16,913	3,130	2,716	60,433	–	60,433
Net sales from outside customers	432,005	39,955	128,167	64,105	121,082	785,315	14	785,330
Intersegment net sales and transfers	–	–	150	669	210	1,030	(1,030)	–
Total	432,005	39,955	128,317	64,774	121,293	786,346	(1,015)	785,330
Segment profit (Loss)	49,080	5,347	15,186	7,687	20,621	97,923	(1,113)	96,809

(NOTE)

1. Adjustment of ¥ (1,113) million for segment profit (loss) includes intersegment elimination of ¥2,243 million and corporate expenses of ¥ (3,357) million that are not distributed to the reportable segments. Corporate expenses are primarily general and administrative expenses that do not belong to the reportable segments.
2. Segment profit (loss) has been adjusted to operating profit described in the consolidated quarterly statements of income.

(Significant subsequent events)

Not applicable