



February 14, 2024

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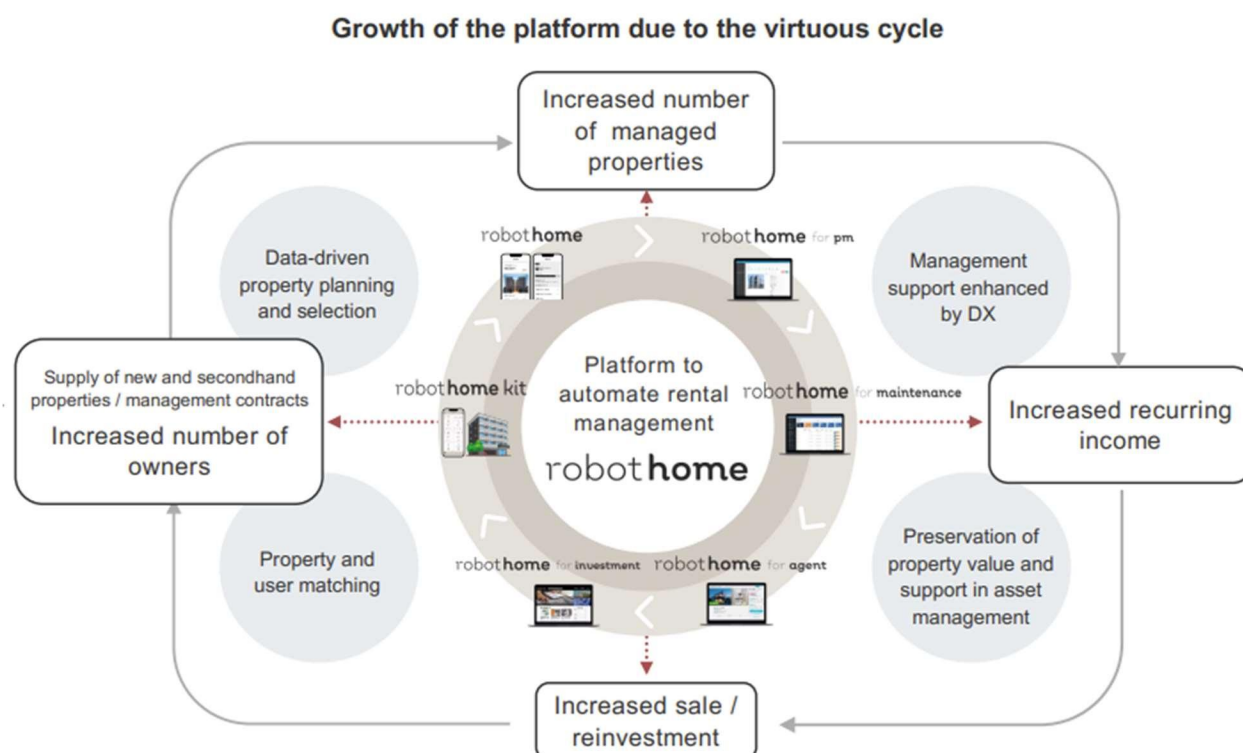
Notice Regarding the Formulation of a Medium-Term Management Policy

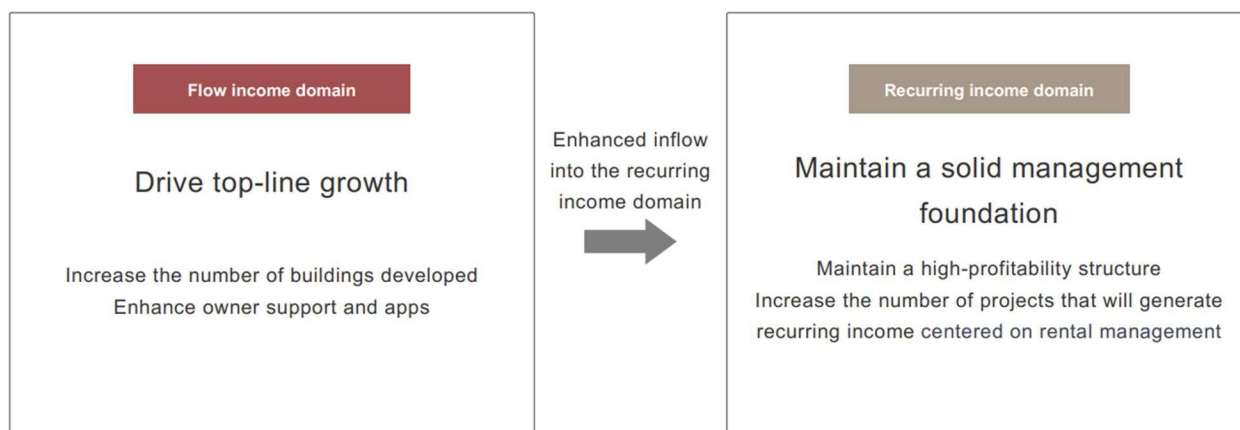
Robot Home, Inc. (the “Company”) hereby announces that, at the meeting of the Board of Directors held today, the Company formulated a Medium-Term Management Policy for 2024 to 2027 to aim for future growth. The details are described below.

1. Overview of the Medium-Term Management Policy

The Group has positioned the expansion of income from its recurring income-based business as its basic policy for the business strategy, assuming an increase in the number of managed properties and the number of properties to which IoT has been introduced. The establishment of the platform has created a virtuous cycle in which top-line growth in the flow income domain leads to further expansion of the income base in the recurring income domain. Driving top-line growth in the flow income domain and maintaining a high-profitability structure in the recurring income domain will thus be essential for further enhancing corporate value in future.

Therefore, the Company will promptly establish a development system of real estate for investment by accelerating its investment in human resources and IT in the flow income domain and aim for income expansion in the recurring income domain based on top-line growth in the flow income domain.





2. Overview of the Medium-Term Management Policy (Numerical targets)

We have established numerical targets in the flow income domain and the recurring income domain * as presented below.

	FY2024	FY2025	FY2026	FY2027	
Flow income domain	Number of buildings developed	60building	100building	140building	200building
	Net sales from flow income	9,000million	15,000million	21,000million	30,000million
Recurring income domain	Increase in the number of managed properties (Fiscal year)	600units	1,000units	1,400units	2,000units
	Increase in the number of managed properties (Cumulative)	600units	1,600units	3,000units	5,000units
	Increase in the amount of gross profit from recurring income (Fiscal year)	54million	90million	126million	180million
	Increase in the amount of gross profit from recurring income (Cumulative)	54million	144million	270million	450million

*Calculated on the assumption of ¥150 million in sales per building and ¥90,000 in gross profit per unit.

* For the definition of the flow income domain and the recurring income domain, please refer to page 5 of the "FY2023 Financial Results Briefing Materials" disclosed on February 14, 2024. (<https://corp.robothome.jp/en/ir>)

The forward-looking statements in this document are based on information currently available, and the Company does not guarantee their realization. Actual financial results and other outcomes may differ significantly due to a variety of factors.