English Version

# KATITAS Co., Ltd.

## Financial Results Presentation

### For the First Six Months of the 49th Fiscal Year Ending March 31, 2027 (FY2026)

November 9, 2026

Before



After



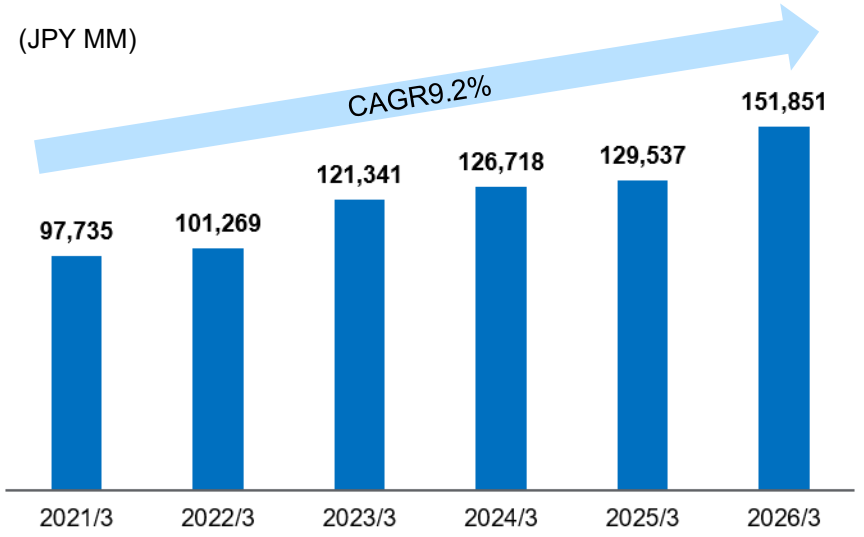
(Securities Code: 8919, Prime Market of TSE)

# Presentation Highlights

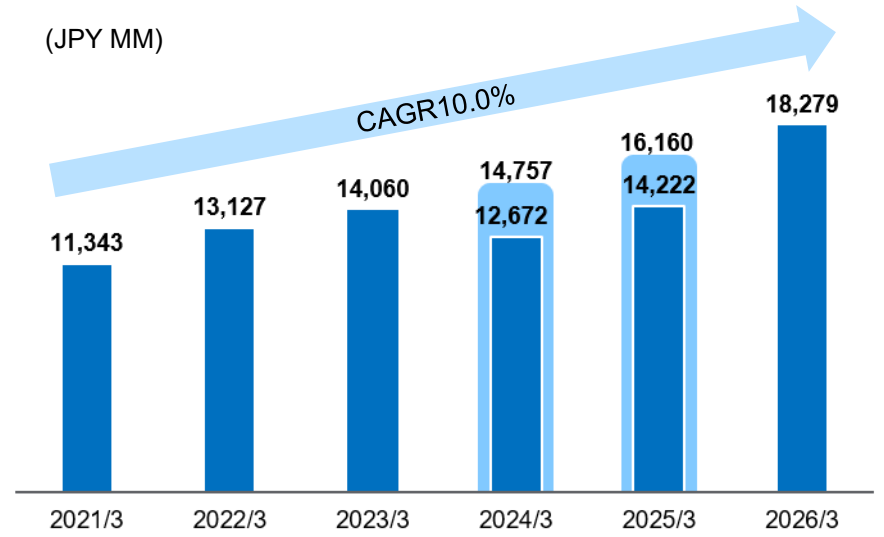

| | | |
|---|---|---|
| 1. | **Overview of Financial Results for the First Six Months of the FY2026 (Ending March 31, 2027)** | **P3-P13** |
| 2. | **Fourth Medium-Term Management Plan and Management Plan for FY2026 (Ending March 31, 2027)**<br>(Reposted from Financial Results Presentation For the 48th Fiscal Year Ending March 31, 2026) | **P15-P26** |
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| 4. | **APPENDIX** | **P45-P53** |

# 1. Sales and Operating Profit Trend

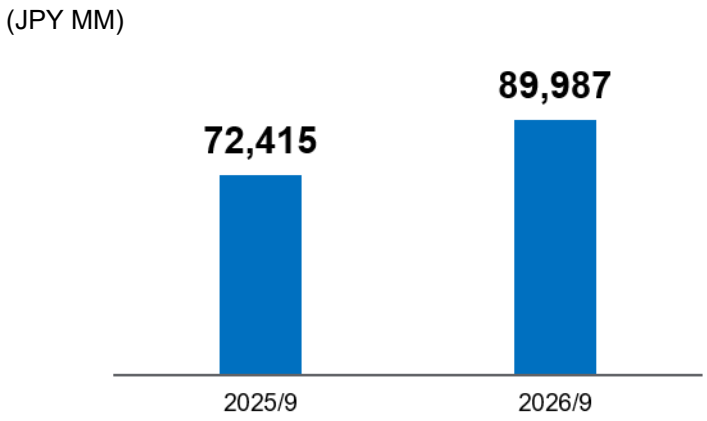
## Historical Net Sales (FY-base)



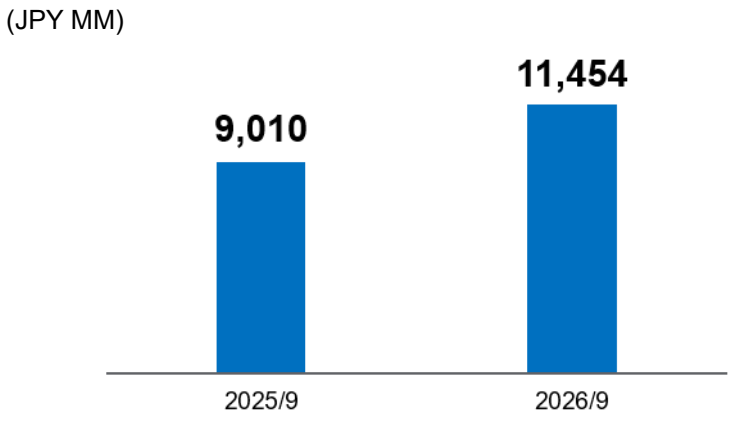

## Historical Operating Profit (FY-base)[1]




## Historical Net Sales (FY2026 2Q YTD)




## Historical Operating Profit (FY2026 2Q YTD)




[1] For 2024/3 and 2025/3, adjusted operating profit (adjusted for differences in consumption taxes, etc. resulting from the unfavorable outcome of the consumption tax litigation) is also presented.

# 1. Highlights of Financial Results for 2Q FY2026 (July - September 2026)

くらしに価値タス カチタス
(TSE Prime 8919)

| | (JPY MM) | FY2025 2Q | FY2026 2Q | YoY |
|---|---|---|---|---|
| Sales | Net sales | 37,352 | 46,025 | +23.2% |
| | **Number of properties sold** | **2,088** | **2,414** | **+15.6%** |
| | Gross profit margin (%) | 23.6% | 23.0% | -0.6pt |
| | (Ref) Gross profit per property sold (1) | 4.21 | 4.38 | +4.0% |
| Profit | SG&A expenses | 4,127 | 4,698 | +13.8% |
| | **Operating profit** | **4,679** | **5,891** | **+25.9%** |
| | Operating profit margin (%) | 12.5% | 12.8% | +0.3pt |
| Key indicators | Inventory real estates | 70,822 | 96,392 | +36.1% |
| | **ROE (LTM) (2)** | **23.8%** | **26.3%** | **+2.5pt** |
| | ROA (LTM) (3) | 19.8% | 20.9% | +1.1pt |

■ **Increased construction costs for new housing due to inflation and tighter environmental regulations are structural in nature, and the business environment remains favorable**
- KATITAS: Customer inquiries remained solid. In 2Q, we prioritized preparing properties for sale through renovation and sales activities aimed at securing more contracts over property deliveries.
- REPRICE: Deliveries of properties for which sales contracts were concluded before and after the July price increase progressed smoothly. Contract signings declined in 2Q in the aftermath of the July price increase.

■ **Gross profit margin declined slightly and remained within the anticipated range, reflecting higher average selling prices resulting from our strategic initiatives**
- KATITAS: We achieved further progress with our strategic inventory expansion efforts. Profitability was in line with initial expectations.
- REPRICE: Gross profit margin remained above plan. We also recognized revenue from some properties for which sales contracts were concluded after the July price increase, helping to raise gross profit per property sold.

■ **Operating profit reached a record high, supported by high gross profit per property sold and improved productivity**
- SG&A expenses increased mainly due to higher personnel costs associated with an increase in new graduate hires and greater profit-based incentives, as well as higher taxes and dues associated with increased inventory. In addition, human capital investment costs for the current fiscal year are being recognized monthly throughout the year, instead of in September and March as in the previous fiscal year (¥125 million in 2Q, compared with ¥200 million in 2Q FY2025).
- The Group's inventory is geographically dispersed across Japan, and impact from the 2026 Kumamoto earthquake was limited (extraordinary loss of ¥36 million). We incurred no losses from the August 2026 torrential rains in Chiba.

■ **Inventory increased substantially, reflecting growth in property purchases since FY2025, an increase in contracted inventory, and a higher average book value per property in inventory**
- Houses purchased in 2Q: 2,793 (+8.6% YoY)
- A 10% valuation loss is recognized for each property one year after acquisition. The unrealized gross profit margin of KATITAS's long-term inventory remains at a high level of over 20%
- Purchase prices have also risen due to an increase in newer inventory

(1) Gross profit per property sold = Gross profit / Number of properties sold
(2) ROE (LTM) = Total profit attributable to owners of parent (LTM) / average of balances of shareholders' equity at end-September of previous FY and end-September of current FY
(3) ROA (LTM) = Operating Profit (LTM) / average of balances of total asset at end-September of previous FY and end-September of current FY

# 1. Progress Versus Management Plan for FY2026 (Ending March 31, 2027)

- 1H results were strong and exceeded plan. We remain well positioned to achieve our full-year targets.
  - ✓ Properties sold: In line with target—Given the continued favorable external environment and inventory levels above initial plans, performance is expected to remain solid in 2H as well.
  - ✓ Gross profit per property sold: Slightly above target—Expected to decline slightly in 2H compared to 1H, as sales of long-term inventory tend to rise seasonally
  - ✓ Operating profit: Above target—We expect to book approximately ¥150 million in costs related to the acquisition of Toubujyuhan shares as SG&A expenses in 3Q FY2026. While the impact of consolidating Toubujyuhan on our results is still under review, we project full-year operating profit will exceed our management plan.
- Both the number of newly built detached houses on the market and housing starts for built-for-sale detached houses increased year on year but remained at low levels. Selling prices of newly built detached houses remain elevated, leaving a large price gap with our properties. Our properties also offer more living space than new detached homes. Given these factors, we expect trends in the new-build market to have only a limited impact on our results.
- Rising interest rates have not had a notable negative impact on demand for our properties. In addition, there has been no change in the rate of cancellations after contract signing due to mortgage loan application rejections
- In regional areas, the supply-demand balance for local construction contractors remains relaxed due to a continued decline in new housing starts, resulting in limited upward pressure on costs

| (JPY MM) | FY2026 2Q (ended September 30, 2026) | | FY2026 Plan (ended March 31, 2027) | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | 1H | | | 2H | | Full-year | | |
| | Results | vs sales (%) | Plan | % of plan | vs sales (%) | Plan | vs sales (%) | Plan | % of plan | vs sales (%) |
| Sales | 89,987 | 100.0% | 86,700 | 103.8% | 100.0% | 90,700 | 100.0% | 177,400 | 50.7% | 100.0% |
| **Number of properties sold** | **4,795** | **-** | **4,820** | **99.5%** | **-** | **4,880** | **-** | **9,700** | **49.4%** | **-** |
| Gross profit | 20,915 | 23.2% | 20,200 | 103.5% | 23.3% | 20,300 | 22.4% | 40,500 | 51.6% | 22.8% |
| (Ref) Gross profit per property sold (1) | 4.36 | - | 4.19 | - | - | 4.15 | - | 4.17 | - | - |
| **Operating profit** | **11,454** | **12.7%** | **10,700** | **107.1%** | **12.3%** | **10,300** | **11.4%** | **21,000** | **54.5%** | **11.8%** |
| Ordinary profit | 11,140 | 12.4% | 10,500 | 106.1% | 12.1% | 9,500 | 10.5% | 20,000 | 55.7% | 11.3% |
| Profit attributable to owners of parent | 7,608 | 8.5% | 7,300 | 104.2% | 8.4% | 6,700 | 7.4% | 14,000 | 54.3% | 7.9% |

(1) Gross profit per property sold = Gross profit / Number of properties sold

* The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. Please refer to the disclaimer on the last page of this presentation.

# 1. Progress of Various Initiatives under the Medium-Term Management Plan

## Capture new customer segments

Sales mix ratio of low-priced products

Note: Figures are approximate in 5% increments

| | FY2025 | | | | FY2026 | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| KATITAS | 20% | 20% | 25% | 25% | 20% | 25% | | |
| REPRICE | 20% | 20% | 20% | 20% | 15% | 15% | | |

Sales mix ratio of strategic inventory

| | FY2025 | | | | FY2026 | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| KATITAS | 0% | 2% | 5% | 5% | 5% | 6% | | |

## Increase sales staff

- We aim to accelerate the increase in sales staff by increasing the number of new graduate and mid-career hires

Number of new graduate hires

| | April 2024 | April 2025 | April 2026 | April 2027 |
|---|---|---|---|---|
| | Result | Result | Result | Forecast |
| KATITAS | 100 | 129 | **152** (plan 150) | 160 |
| REPRICE | 21 | 28 | **34** (plan 35) | 35 |

## Brokerage of properties between KATITAS Group companies

- An initiative through which sales representatives from KATITAS act as brokers for properties marketed by REPRICE
- Properties under construction, including low-priced products and properties under renovation that are difficult to sell through general brokerage firms, are also seeing improved sales

| | FY2025 | | | | FY2026 | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Group brokerage ratio(1) | 18% | 19% | 21% | 14% | 18% | 19% | | |

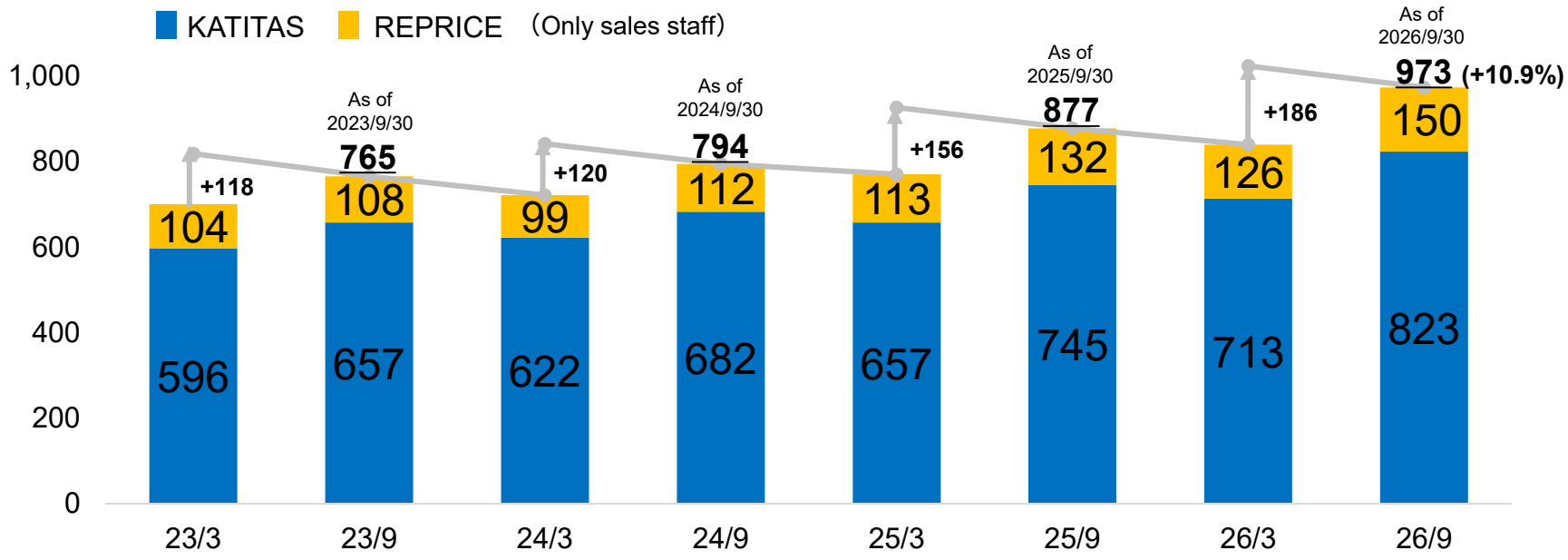
## Progress associated with other elements of our fourth medium-term management plan's basic strategy

| Basic Strategy | Progress |
|---|---|
| Advance into new markets (Open stores in untapped areas・Open small stores) | • New store openings planned in areas near major cities (Chiba, Kanagawa)<br>• Small stores: New store opening planned in Kuki (Saitama Prefecture)—Multiple other store openings are currently being prepared |
| Diversify purchasing channels | • Designated as a "Designated Corporation for the Management and Utilization of Vacant Houses, etc." by three municipalities(2)<br>• Concluded an agreement with Yamagata City, Yamagata Prefecture, to help bring vacant houses onto the market<br>• Joined Fukuoka Prefecture's "Vacant Home Revitalization and Child-Rearing Support Project" |
| M&A | Announced a tender offer for Toubujyuhan Co., Ltd. |

(1) Percentage of REPRICE sales unit brokered by KATITAS
(2) The three municipalities are Matsuura-shi, Nagasaki Prefecture; Saga-shi, Saga Prefecture and Iga-shi, Mie Prefecture.

# 1. Number of sales staff

- The number of sales staff increased 10.9% year on year as of September 2026, exceeding the growth assumed when our medium-term management plan was formulated.
- We expect 160 new graduates will join KATITAS in April 2027 (initial projection: 150), while 35 join REPRICE.




| | | FY2023 | FY2024 | FY2025 | FY2026 |
|---|---|---|---|---|---|
| New Graduates | KATITAS | +102 people | +100 people | +129 people (No. of back-office employees: 1) | +152 people |
| | REPRICE | +16 people | +21 people (No. of back-office employees: 1) | +28 people | +34 people |
| Monthly avg(1) | KATITAS | 652 people | 679 people | 739 people | - |
| | REPRICE | 108 people | 113 people | 132 people | - |

(1) Monthly avg = The total of the number of sales employees at the end of each month / 12

# Tender Offer Bid for Shares in Toubujyuhan Co., Ltd.

"(Summary) Announcement of Commencement of Tender Offer Bid for Shares in Toubujyuhan Co., Ltd. (Securities Code:3297)" dated October 13, 2026
"(Reference) Tender Offer Bid for Shares in Toubujyuhan Co., Ltd." (Reposted)

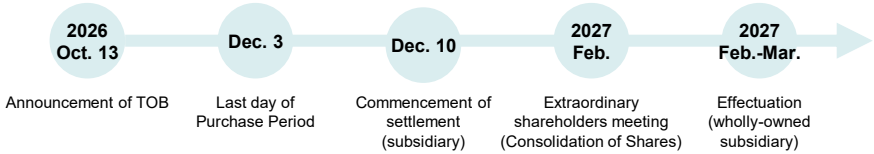
- On October 13, 2026, KATITAS decided to conduct the TOB to acquire Toubujyuhan Co., Ltd. (Securities Code: 3297) as a wholly-owned subsidiary
- Based primarily in the Chugoku and Kyushu regions, Toubujyuhan operates the purchase and resale of existing detached houses (No. 3 in the industry*1) and real estate brokerage
- Leveraging Toubujyuhan's community-based sales network to strengthen the procurement and sales base in the Chugoku and Kyushu regions

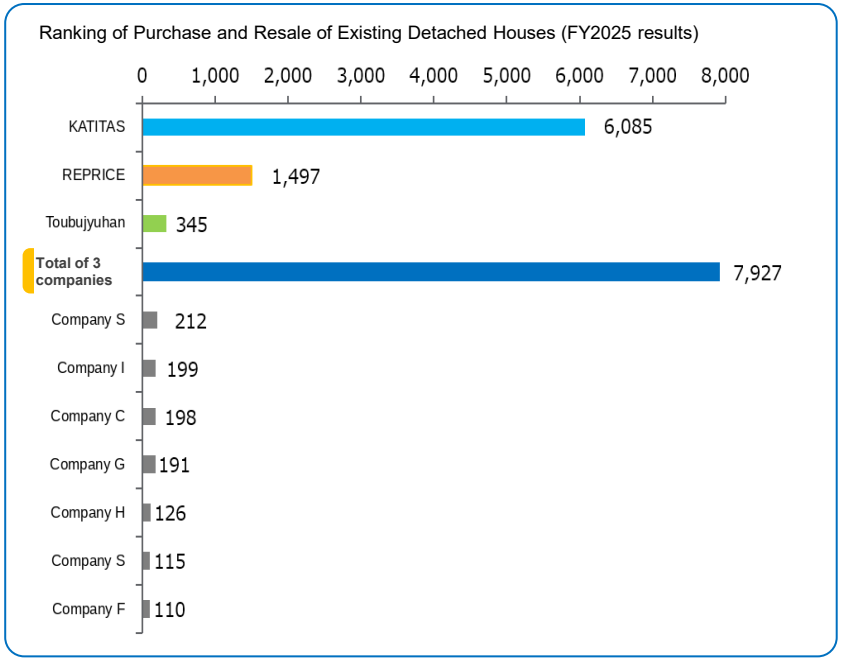
## Outline of Toubujyuhan Co., Ltd.

株式会社東武住販

| | |
|---|---|
| Trade name | Toubujyuhan Co., Ltd. |
| Date of establishment | September 1984 |
| Location | 11-46 Hanano-cho, Shimonoseki, Yamaguchi |
| Representative | President and Representative Director, Toshihiro Ogino |
| Listed markets | TSE Standard Market<br>FSE Q-Board |
| Business results | Fiscal year ended May 2026 (non-consolidated)<br>• Net sales: JPY 7,745 million<br>• Operating profit: JPY 587 million<br>• Ordinary profit: JPY 589 million<br>• Net income: JPY 395 million<br>• (Reference) Number of employees: 125 |
| Major shareholders (as of May 31, 2026) | • Toshihiro Ogino 38.65%<br>• OTC Co. 5.10%<br>• Toubujyuhan Employee Shareholding Association 1.85% |

## TOB Schedule (Planned) *2




*1: Prepared by KATITAS based on "Ranking of Annual Sales Units in Purchase and Resale 2026" (Reform Sangyo Shimbun, July 27, 2026) (existing detached houses sold, non-consolidated basis of each company)
*2: Assumes the Consolidation of Shares (extraordinary shareholders meeting scheduled for early February 2027) if the ownership ratio of voting rights is less than 90%; if 90% or more, demand for share cash-out promptly after the completion of settlement
Note: This supplementary material assumes that the TOB will be successfully completed.

# Outline of the TOB and Acquisition as a Wholly-owned Subsidiary

"(Summary) Announcement of Commencement of Tender Offer Bid for Shares in Toubujyuhan Co., Ltd. (Securities Code:3297)" dated October 13, 2026
"(Reference) Tender Offer Bid for Shares in Toubujyuhan Co., Ltd." (Reposted)

- KATITAS will conduct the TOB to acquire Toubujyuhan as a wholly-owned subsidiary. Toubujyuhan's board of directors resolved to express its opinion in favor of the TOB and to recommend that its shareholders tender their shares in the TOB
- Tender offer agreements executed with Mr. Toshihiro Ogino, OTC Co. and Mrs. Shitomi Ogino (total ownership ratio: 45.01%).
  The three Scheduled Tendering Shareholders have agreed, subject to certain conditions precedent, not to withdraw their tender and not to tender in any other tender offer, among other things (for details, see the Tender Offer Statement)

## Outline of the TOB

| | | | |
|---|---|---|---|
| Target Company | Toubujyuhan Co., Ltd. (Securities Code: 3297) | Purchase Price | JPY 2,000 per common share |
| Purpose of TOB | Acquisition of the Target Company as a wholly-owned subsidiary of KATITAS | Premium / PBR | • Premium to the closing price on October 9, 2026 (the business day preceding the announcement date): 72.56%<br>(Premium to the simple average closing price for the past 1, 3 and 6 months up to the same date: 69.64%, 70.65% and 67.22%, respectively)<br>• PBR approx. 1.15x (based on BPS as of May 31, 2026) |
| Purchase Period | From October 14, 2026 to December 3, 2026<br>(35 business days) | Purchase amount | Approx. JPY 5.42 billion |
| Number of Share Certificates, etc. to be Purchased | 2,709,886 shares<br>• Lower limit: 1,776,600 shares (65.56%)<br>• Upper limit: None | Funds | Own funds and borrowings from Mizuho Bank, Ltd. |
| Tender offer agreements | • Mr. Toshihiro Ogino (38.66%)<br>• OTC Co. (5.11%)<br>• Mrs. Shitomi Ogino (1.24%) Total: 45.01% | Commencement date of settlement | December 10, 2026 |
| Squeeze-Out Procedures | • 90% or more: Demand for share cash-out (promptly after settlement)<br>• Less than 90%: Consolidation of Shares (extraordinary shareholders meeting scheduled for early February 2027)<br>• After the successful completion of the TOB, the Target Company Shares are expected to be delisted through the prescribed procedures | Tender offer agent | Daiwa Securities Co. Ltd. |
| Target Company's Opinion | In favor of the TOB and recommends that shareholders tender their shares | Basis of ownership ratio | Number of shares (2,709,886 shares) equal to the total number of issued shares as of August 31, 2026 minus the number of treasury shares as of the same date |

Note: This supplementary material assumes that the TOB will be successfully completed.

# 1. Financial Highlights

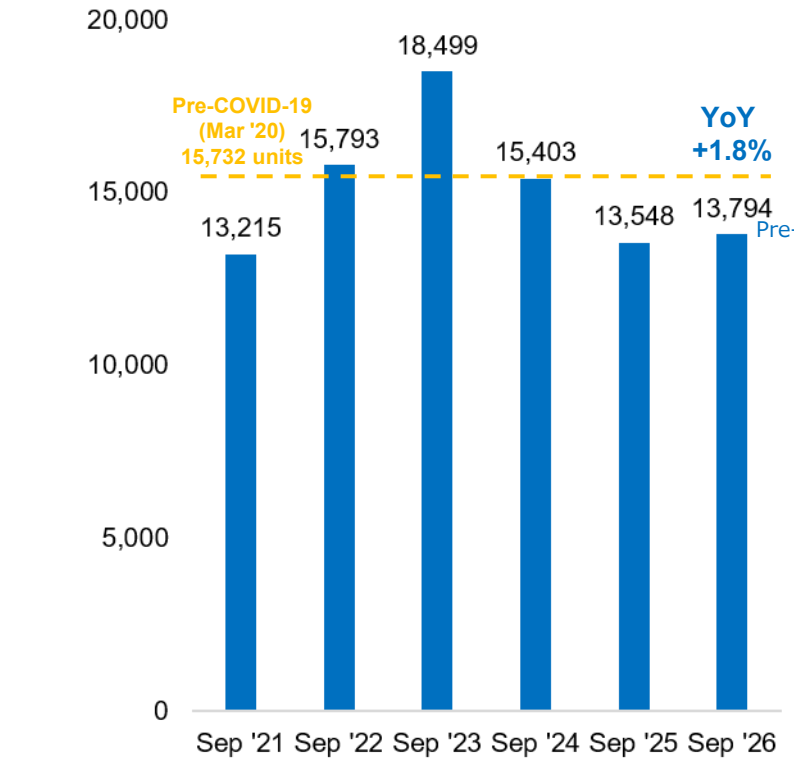
| (JPY MM) | FY2025 | | | | | | FY2026 | | | | | YoY | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | 2Q YTD | Full-year | 1Q | 2Q | 3Q | 4Q | 2Q YTD | vs Q | vs Q (%) | vs YTD | YTD(%) |
| Net sales | 35,063 | 37,352 | 39,998 | 39,437 | 72,415 | 151,851 | 43,961 | 46,025 | | | 89,987 | +8,673 | +23.2% | +17,571 | +24.3% |
| Number of properties sold | 1,976 | 2,088 | 2,220 | 2,096 | 4,064 | 8,380 | 2,381 | 2,414 | | | 4,795 | +326 | +15.6% | +731 | +18.0% |
| Number of properties purchased | 2,163 | 2,573 | 2,725 | 2,343 | 4,736 | 9,804 | 2,722 | 2,793 | | | 5,515 | +220 | +8.6% | +779 | +16.4% |
| Gross profit | 8,415 | 8,807 | 9,217 | 8,931 | 17,222 | 35,371 | 10,325 | 10,589 | | | 20,915 | +1,782 | +20.2% | +3,693 | +21.4% |
| Gross profit margin (%) | 24.0% | 23.6% | 23.0% | 22.6% | 23.8% | 23.3% | 23.5% | 23.0% | | | 23.2% | -0.6pt | | -0.5pt | |
| (Ref) Gross profit per property sold [1] | 4.25 | 4.21 | 4.15 | 4.26 | 4.23 | 4.22 | 4.33 | 4.38 | | | 4.36 | +0.16 | +4.0% | +0.12 | +2.9% |
| SG&A expenses | 4,083 | 4,127 | 3,980 | 4,900 | 8,211 | 17,091 | 4,762 | 4,698 | | | 9,461 | +570 | +13.8% | +1,249 | +15.2% |
| Operating profit | 4,331 | 4,679 | 5,237 | 4,031 | 9,010 | 18,279 | 5,562 | 5,891 | | | 11,454 | +1,212 | +25.9% | +2,443 | +27.1% |
| Operating profit margin (%) | 12.4% | 12.5% | 13.1% | 10.2% | 12.4% | 12.0% | 12.7% | 12.8% | | | 12.7% | +0.3pt | | +0.3pt | |
| Ordinary profit | 4,199 | 4,585 | 5,121 | 3,903 | 8,784 | 17,809 | 5,418 | 5,722 | | | 11,140 | +1,136 | +24.8% | +2,355 | +26.8% |
| Ordinary profit margin (%) | 12.0% | 12.3% | 12.8% | 9.9% | 12.1% | 11.7% | 12.3% | 12.4% | | | 12.4% | +0.2pt | | +0.2pt | |
| Net income | 2,857 | 3,128 | 3,499 | 2,984 | 5,986 | 12,470 | 3,678 | 3,929 | | | 7,608 | +800 | +25.6% | +1,621 | +27.1% |
| Net income margin (%) | 8.2% | 8.4% | 8.7% | 7.6% | 8.3% | 8.2% | 8.4% | 8.5% | | | 8.5% | +0.2pt | | +0.2pt | |
| EPS (JPY) | 36.55 | 40.01 | 44.73 | 38.14 | 76.56 | 159.43 | 47.01 | 50.20 | | | 97.21 | +10.19 | +25.5% | +20.65 | +27.0% |
| | | | | | | | | | | | | vs 25/9 | vs 25/9(%) | vs 26/3 | vs 26/3(%) |
| Cash and deposits | 13,646 | 12,919 | 10,156 | 8,228 | | | 7,871 | 10,739 | | | | -2,179 | -16.9% | +2,511 | +30.5% |
| Real estate for sale | 41,812 | 44,063 | 46,915 | 48,390 | | | 52,899 | 59,159 | | | | +15,095 | +34.3% | +10,768 | +22.3% |
| Real estate for sale in process | 23,186 | 26,758 | 30,285 | 32,813 | | | 35,692 | 37,233 | | | | +10,474 | +39.1% | +4,420 | +13.5% |
| Inventory real estates | 64,998 | 70,822 | 77,200 | 81,203 | | | 88,592 | 96,392 | | | | +25,570 | +36.1% | +15,189 | +18.7% |
| Inventory turnover ratio (LTM) | 1.74 | 1.69 | 1.63 | 1.63 | | | 1.61 | 1.56 | | | | -0.13 | | -0.07 | |
| Total assets | 81,682 | 87,085 | 90,566 | 93,245 | | | 100,397 | 111,007 | | | | +23,922 | +27.5% | +17,762 | +19.0% |
| ROA (LTM) (%) [2] | 19.7% | 19.8% | 20.9% | 20.7% | | | 21.4% | 20.9% | | | | +1.1pt | | +0.2pt | |
| Interest-bearing liabilities | 26,500 | 26,500 | 29,500 | 26,500 | | | 35,500 | 39,500 | | | | +13,000 | +49.1% | +13,000 | +49.1% |
| Shareholders' equity | 46,387 | 49,624 | 50,073 | 53,059 | | | 53,536 | 57,559 | | | | +7,934 | +16.0% | +4,500 | +8.5% |
| Equity-to-asset ratio (%) | 56.8% | 57.0% | 55.3% | 56.9% | | | 53.3% | 51.9% | | | | -5.1pt | | -5.1pt | |
| ROE (LTM) (%) [3] | 23.9% | 23.8% | 25.3% | 25.2% | | | 26.6% | 26.3% | | | | +2.5pt | | +1.0pt | |
| | | 1H | | 2H | | Full-year | | 1H | | 2H | Full-year | vs 1H | vs 2H | Full-year | |
| Decrease in Inventory real estates | | -9,291 | | -10,379 | | -19,670 | | -15,182 | | | | -5,890 | | | |
| Cash flows from operating activities | | -3,604 | | -1,592 | | -5,197 | | -7,247 | | | | -3,643 | | | |
| Cash flows from investing activities | | -52 | | -56 | | -108 | | -52 | | | | -0 | | | |
| Cash flows from financing activities | | -2,190 | | -3,041 | | -5,232 | | +9,811 | | | | +12,002 | | | |
| Net increase (decrease) in cash and cash equivalents | | -5,847 | | -4,690 | | -10,538 | | +2,511 | | | | +8,359 | | | |

[1] Gross profit per property sold = Gross profit / Number of properties sold
[2] ROA (LTM) = Total operating profit (LTM) / average of total assets at end-September of previous FY and end-September of current FY
[3] ROE (LTM) = Total profit attributable to owners of parent (LTM) / average of balances of shareholders' equity at end-September of previous FY and end-September of current FY

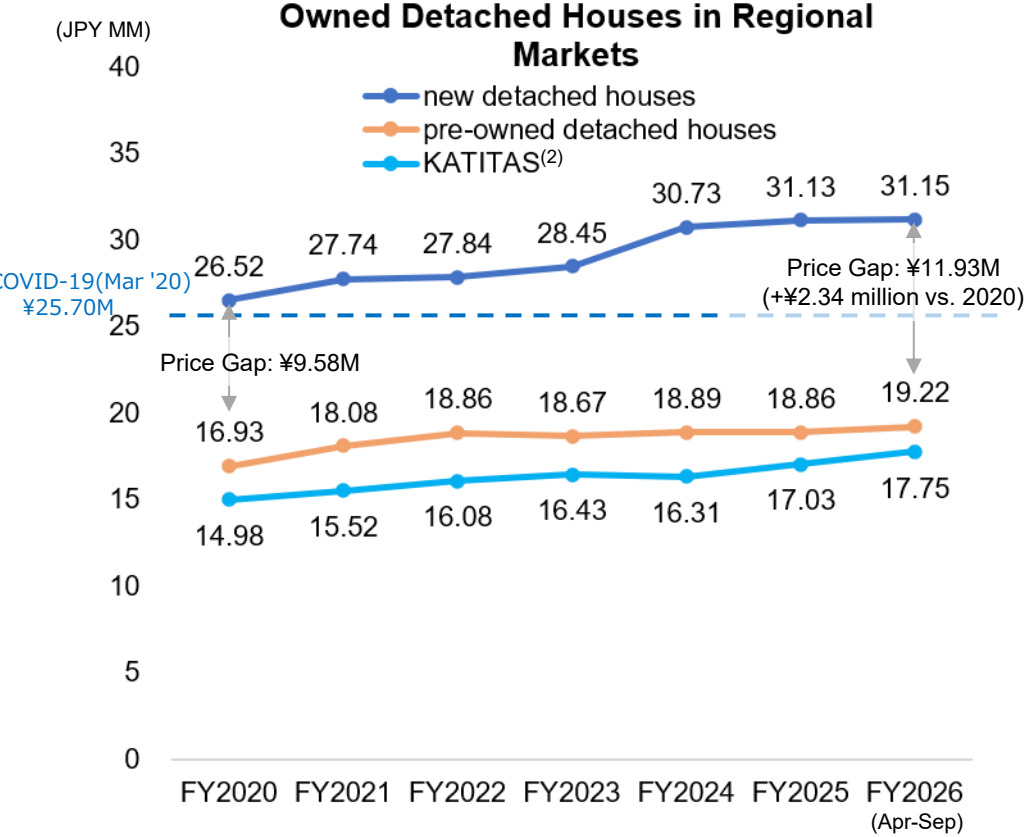
# 1. Market Conditions for New and Pre-owned Detached Houses in Regional Areas (KATITAS Areas)

- The inventory of newly built detached houses remains low in 2026, below pre-COVID-19 levels.
- From April to September 2026, newly built detached housing prices increased by 21% compared to pre-COVID-19 levels. Due to the sharp rise in construction costs for new housing, the impact of new housing market conditions on the Company's earnings has diminished. The average floor area of newly started built-for-sale housing nationwide in 2025 was 88.5 m², continuing a downward trend. This is nearly 30 m² smaller than the Company's houses.(1)
- Due to the decrease in new housing inventory, which limits customers' options, and the widening price gap between new and pre-owned detached houses, more customers are likely to choose pre-owned houses.

## New Detached Housing Inventory in Regional Markets



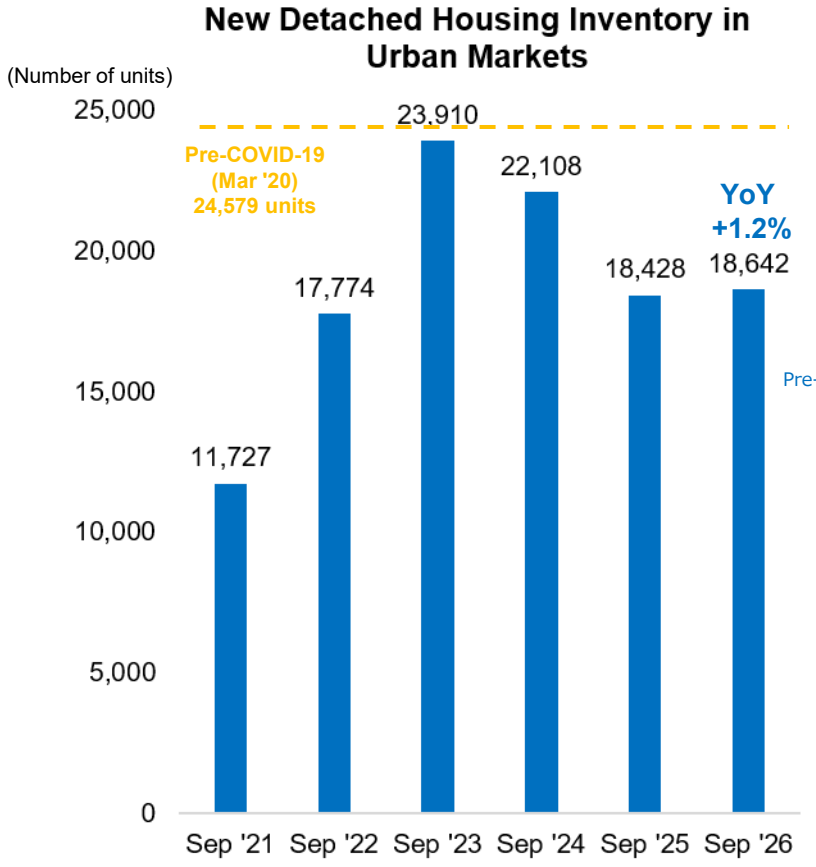

## Transaction Price Trends for New and Pre-Owned Detached Houses in Regional Markets

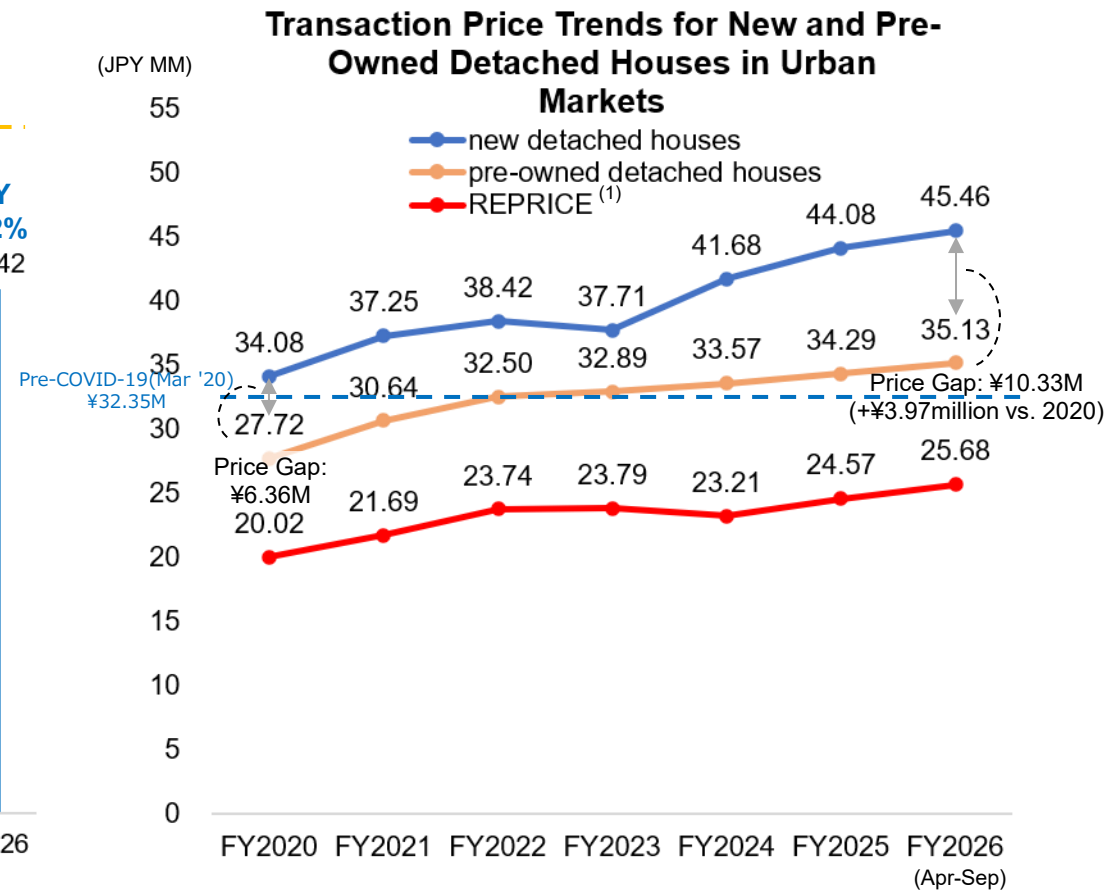



Source: Prepared by our company based on REINS Data Library (Real Estate Information Network System) and internal company data.
Regional markets: all areas other than Tokyo, Kanagawa, Saitama, Chiba, Aichi, and Osaka prefectures.
(1) Compiled by the Company based on the Ministry of Land, Infrastructure, Transport and Tourism's "Housing Starts Statistics (2025)" (2) Prices for KATITAS include tax.

# 1. Market Conditions for New and Pre-owned Detached Houses in Urban Areas (REPRICE Areas)

- The inventory of newly built detached houses remains low in 2026, below pre-COVID-19 levels.
- From April to September 2026, new housing prices increased substantially by 41% compared to pre-COVID-19 levels. Due to the sharp rise in construction costs for new housing, the impact of new housing market conditions on the Company's earnings has diminished.
- Due to the decrease in new housing inventory, which limits customers' options, and the widening price gap between new and pre-owned detached houses, more customers are likely to choose pre-owned houses

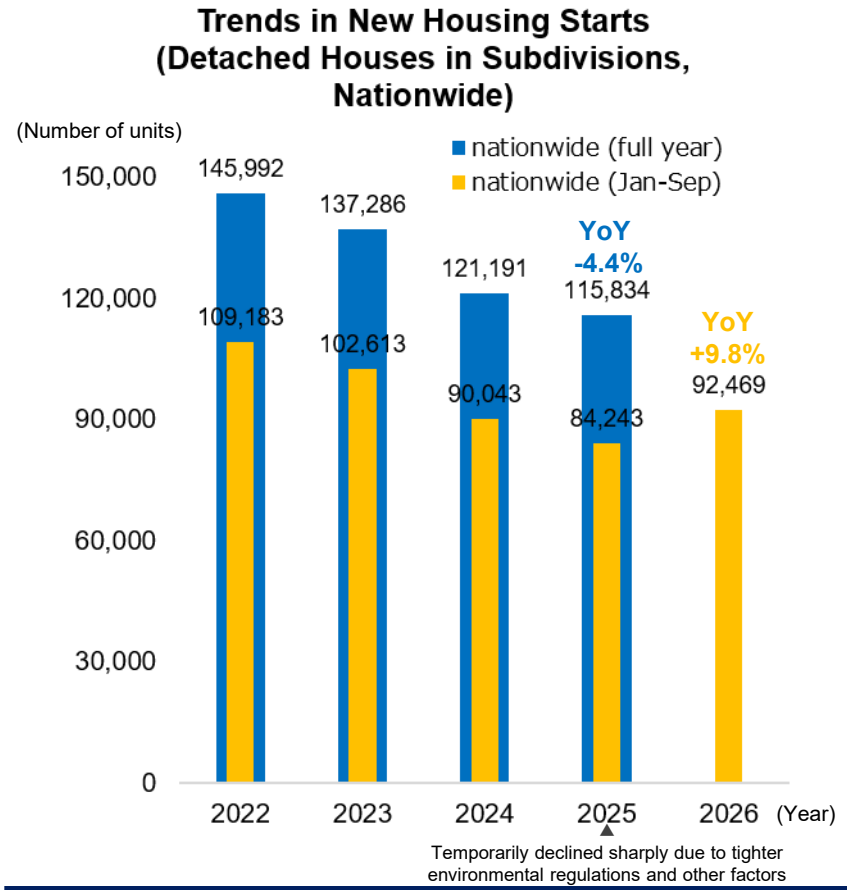


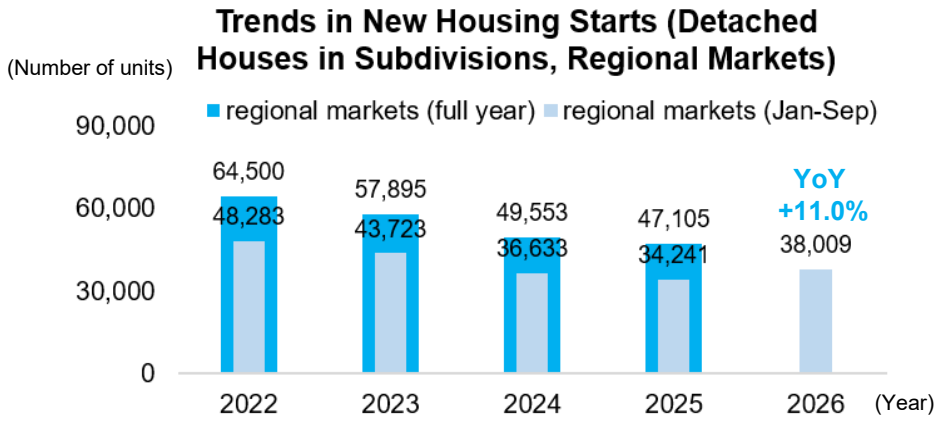



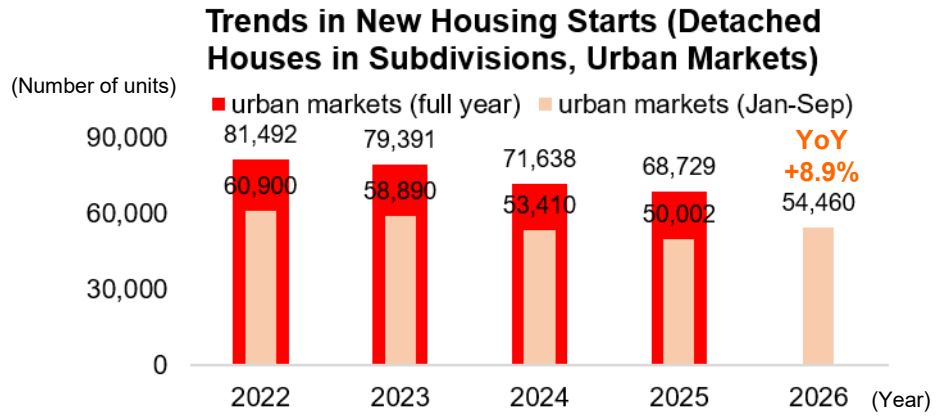

Source: Prepared by our company based on REINS Data Library (Real Estate Information Network System) and internal company data. Urban markets: Tokyo, Kanagawa, Saitama, Chiba, Aichi, and Osaka prefectures.
(1) Prices for REPRICE include tax.

# 1. Trends in New Housing Starts (Detached Houses in Subdivisions)

- The number of new housing starts is on a downward trend, driven by structural factors, including rising construction costs for new housing and stricter environmental regulations
- The number of housing starts (nationwide) in January–September 2026 increased year on year but remained at a low level
- The decline in the previous year reflected the impact of tighter environmental regulations and other factors. Even in terms of total housing starts, including housing other than built-for-sale detached houses, 2025 marked the lowest level in the past 61 years, amid soaring construction costs and other factors.(1)




Source: Prepared by our company based on the Building Starts Statistics Survey (Housing Starts Statistics) conducted by the Ministry of Land, Infrastructure, Transport and Tourism.
Regional markets: all areas other than Tokyo, Kanagawa, Saitama, Chiba, Aichi, and Osaka prefectures. Urban markets: Tokyo, Kanagawa, Saitama, Chiba, Aichi, and Osaka prefectures.
(1) Nihon Keizai Shimbun: "740,000 new housing starts in 2025, the lowest level in the past 61 years; the 'myth of new construction' collapses."

# Presentation Highlights


| | | |
|---|---|---|
| 1. | Overview of Financial Results for the First Six Months of the FY2026 (Ending March 31, 2027) | P3-P13 |
| 2. | **Fourth Medium-Term Management Plan and Management Plan for FY2026 (Ending March 31, 2027)**<br>(Reposted from Financial Results Presentation For the 48th Fiscal Year Ending March 31, 2026) | **P15-P26** |
| 3. | Overview of Business Model | P28-P43 |
| 4. | APPENDIX | P45-P53 |

# 2. Continuing Steady Business Growth Since Launch of Current Management Team

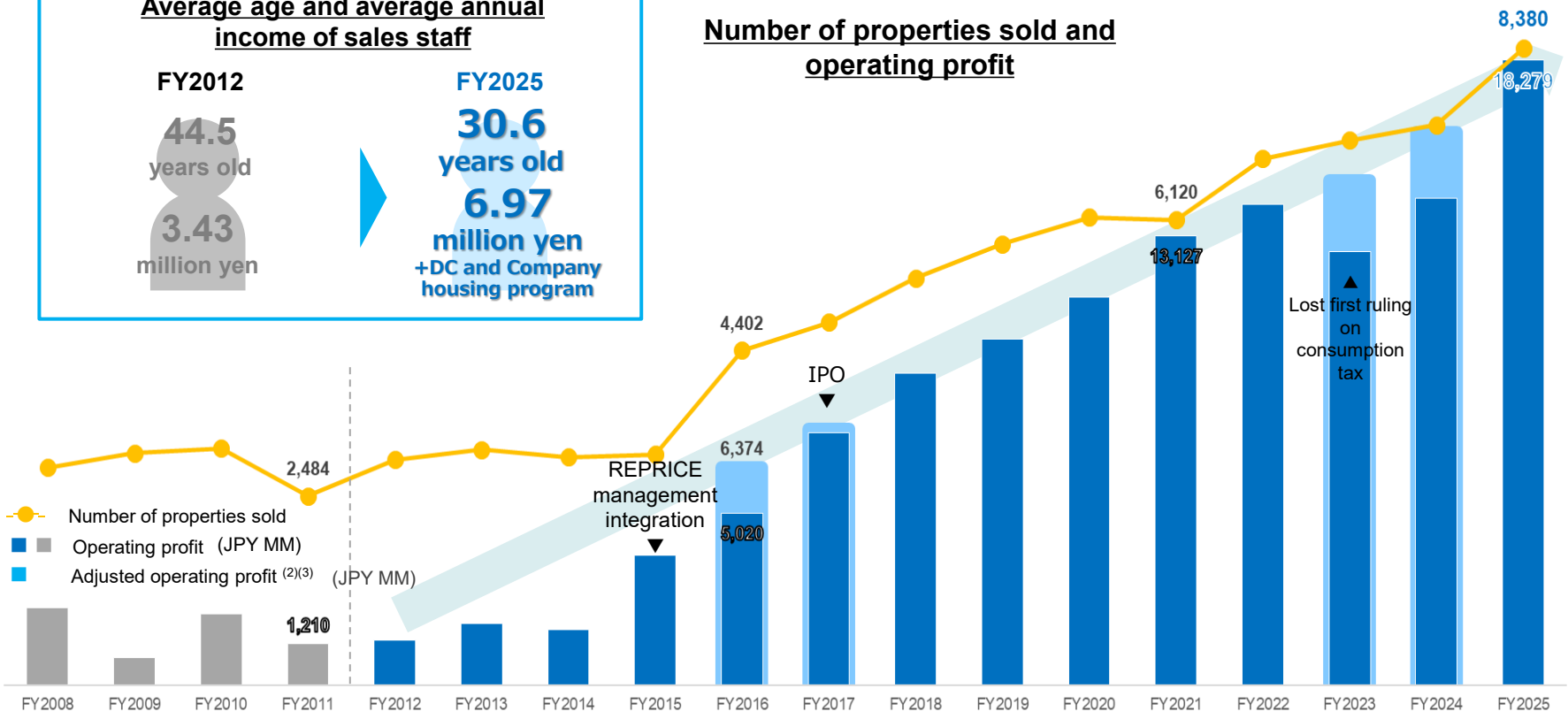
(Reposted from FY2025 4Q)

- Current management team established in FY2012. Achieved continuous growth while improving profitability
- Number of properties sold rose approx. 3x and operating profit rose approx. 15x (adjusted operating profit approx. 13x) compared to FY2011
- Substantially improved employee treatment, with average age of sales staff becoming 14 years younger and average annual income increasing by 103% compared to FY2012

## Average age and average annual income of sales staff[(1)]

| FY2012 | FY2025 |
|---|---|
| 44.5 years old | 30.6 years old |
| 3.43 million yen | 6.97 million yen +DC and Company housing program |

## Number of properties sold and operating profit




**Business operations under current management team**

(1) At KATITAS parent for second-year employees onward. Employees on leave are excluded.
(2) Conducted fair value assessment of inventory at the time of the REPRICE integration. Adjusted operating profit reflects operating profit assuming no such assessment had been made (FY2016–2017)
(3) Adjusted operating profit reflects the difference in consumption tax resulting from the loss of the consumption tax-related litigation (FY2023–2024)

# 2. Long-Term Vision and Positioning of Fourth Medium-Term Management Plan

(Reposted from FY2025 4Q)

- Our long-term vision is to become the company that enriches people's lives the most in Japan
- We achieved tangible results in our third medium-term management plan, which ended in FY2024, establishing a foundation for growth by improving the quantity and quality of human resources, etc.
- In the fourth medium-term management plan, we aim to achieve an operating profit CAGR of 17% and reach our medium-term target of 10,000 houses sold per year set in 2012

## Achievement of medium-term targets under current management team

**Medium-term targets set upon launch of current management team in 2012**

- Annual number of houses sold: 10,000
- Net sales: 100 billion yen * Achieved in FY2021
- Operating profit: 10 billion yen * Achieved in FY2019

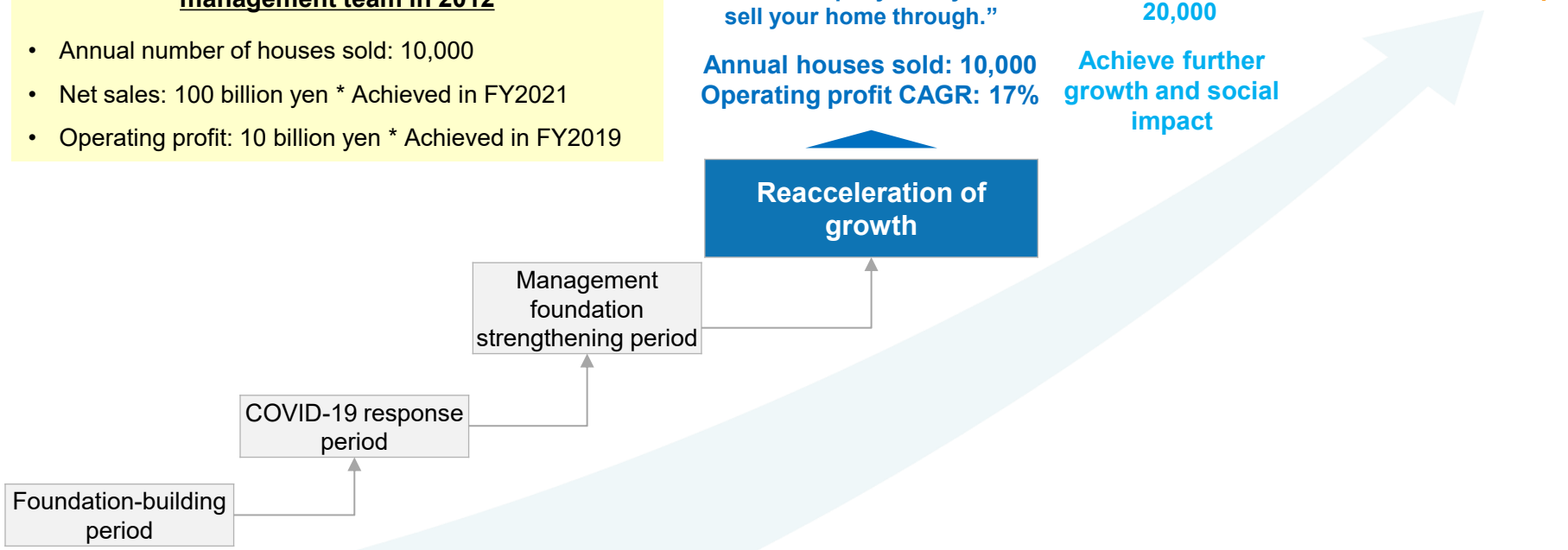
**Realized the vision of "The company to buy or sell your home through."**

**Annual houses sold: 10,000**
**Operating profit CAGR: 17%**

**Annual houses sold: 20,000**

**Achieve further growth and social impact**

**Become the company that enriches people's lives the most in Japan**

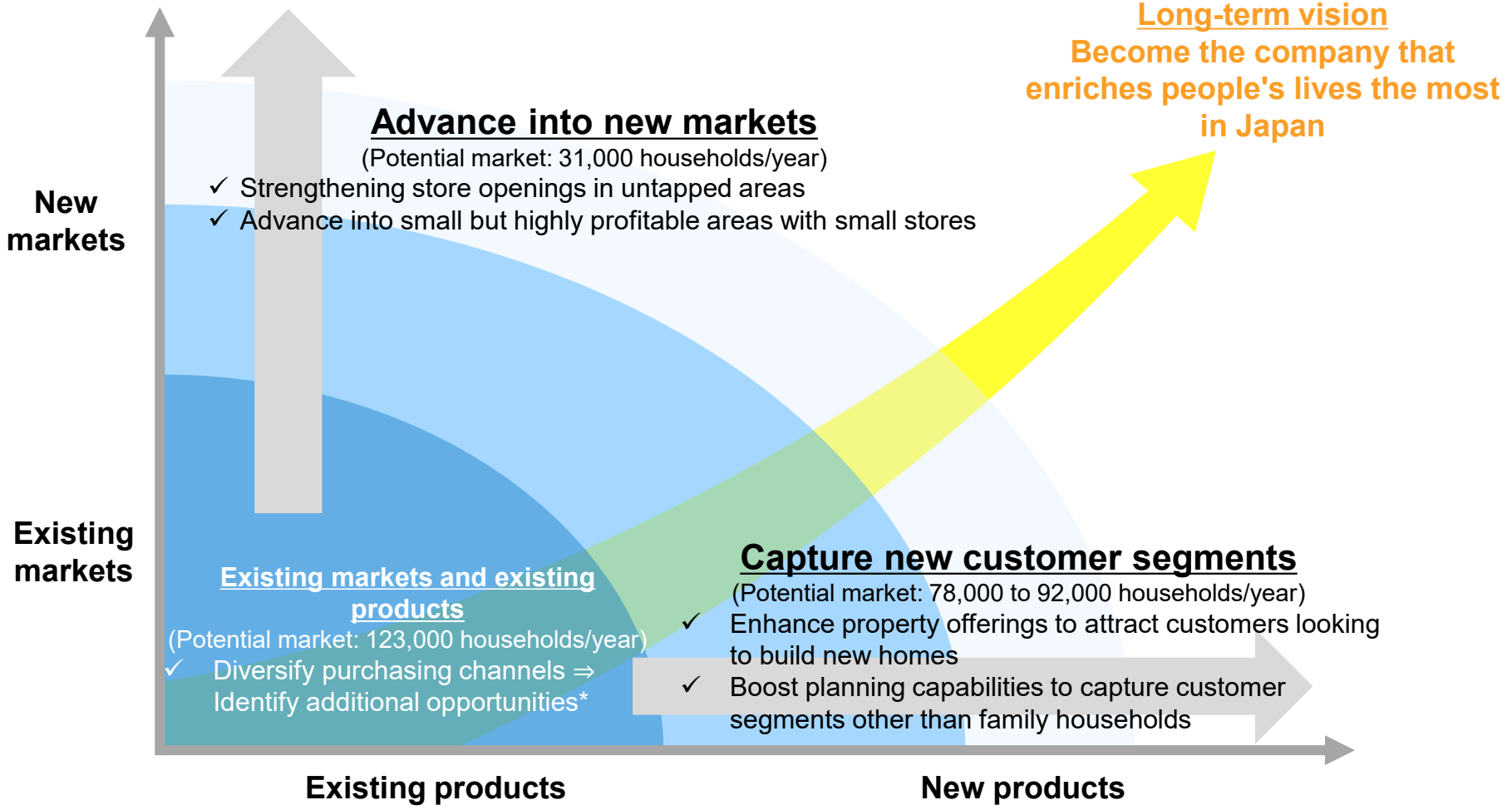



| First Medium-Term Management Plan | | | Second Medium-Term Management Plan | | | Third Medium-Term Management Plan | | | Fourth Medium-Term Management Plan | | | … | 2035 | … | Long-term Vision |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 17.3 | 18.3 | 19.3 | 20.3 | 21.3 | 22.3 | 23.3 | 24.3 | 25.3 | 26.3 | 27.3 | 28.3 | | | | |

# 2. Aiming to Expand Growth Potential and Accelerate Growth In the Fourth Medium-Term Management Plan

(Reposted from FY2025 4Q)

- We will deepen our existing businesses while advancing into new geographical markets and developing new products that enable us to reach new customer segments
- We will expand our growth potential and accelerate growth by developing new markets and new customer segments




*See page 31 for the definition and calculation method of the number of households in the potential market

# 2. Vision for the Fourth Medium-Term Management Plan (Financial KGI)

(Reposted from FY2025 4Q)

- With a focus on vacant houses, rural areas, and adding value to the lifestyle of middle- and low-income earners, our long-term vision is to become the company that enriches people's lives the most in Japan
- The earnings plan for FY2027 (ending March 2028) was revised upward to reflect structural changes in the external environment and an increase in personnel exceeding the initial plan
- Maintain ROE of at least 20% and target 25%
- The dividend payout ratio remains unchanged from the plan prior to revision

| | FY2024 | | FY2027 | | FY2027 | |
|---|---|---|---|---|---|---|
| | Results | | Plan | CAGR | Post-revision | CAGR |
| Number of properties sold | 7,372 | ・・・ | 10,000 | 10.7% | Over 10,000 | Over 10.7% |
| Operating profit | 14,222 Million yen | ・・・ | 20,000 Million yen | 12.0% | 23,000 Million yen | 17.4% |
| ROE | 22.2% | ・・・ | 20% or more | - | Maintain at least 20% Aim for 25% | - |
| Dividend payout ratio | 45.8% | ・・・ | 50.0% or more & progressive dividend payment | - | 50.0% or more & progressive dividend payment | - |

# 2. External Environment and Challenges in the Fourth Medium-Term Management Plan

(Reposted from FY2025 4Q)

- Industry and business structure remains resistant to the external environment. Furthermore, changes in the external environment (society and competitive environment) creates additional growth opportunities
- We identified the following challenges to be addressed in order to take advantage of growth opportunities and continue the initiatives from the previous medium-term plan

## Growth is driven by our own efforts as the external environment has limited impact

### Industry and business structure (permanent factors)

- **Many vacant houses resulting from declining birthrate and aging population**

  ⇒There will continue to be ample target properties available for purchase

- **High demand for low-priced, high-quality housing**

  ⇒There is substantial underlying demand

- **Difficulty in handling regional/pre-owned/detached houses**

  ⇒There are many new entrants, but most companies exit without scaling up, resulting in no increase in supply

## Growth opportunities driven by changes in external environment

### Changes in society

- **High cost of new housing**
  - Increased costs and reduced supply of new housing due to inflation, stricter environmental regulations, etc.
  - Rise in mortgage interest rates due to increase in policy interest rates
- **Increase in demand for low-priced products due to rising living expenses**
- **Changes in household composition (decline in family households, increase in single-person households)**

### Changes in competitive environment

- **Policies to promote market circulation of vacant houses**
  - Making inheritance registration mandatory
  - Revision of the Act on Special Measures for Vacant Houses
  - Relaxation of brokerage fee regulations for low-priced vacant houses

## Challenges to be addressed during the fourth medium-term management plan period + ongoing challenges from the previous medium-term management plan (third medium-term management plan)

- [Ongoing] Increase sales staff and improve productivity to fulfill substantial underlying demand
- Shrinking household sizes and diversifying lifestyles: Address diversifying customer needs (acquire customers other than traditional family households)
- Build a purchasing channel to acquire target properties as more vacant homes become available
- [Ongoing] Explore M&A opportunities
- Curb the impact of changes in the market for newly built detached houses on REPRICE business results

# 2. Basic Strategy in Response to Management Challenges

(Reposted from FY2025 4Q)

■ We formulated a basic strategy to address the challenges we will focus on during the fourth medium-term plan period and the ongoing challenges from the previous medium-term plan. We aim to accelerate growth by implementing this basic strategy.

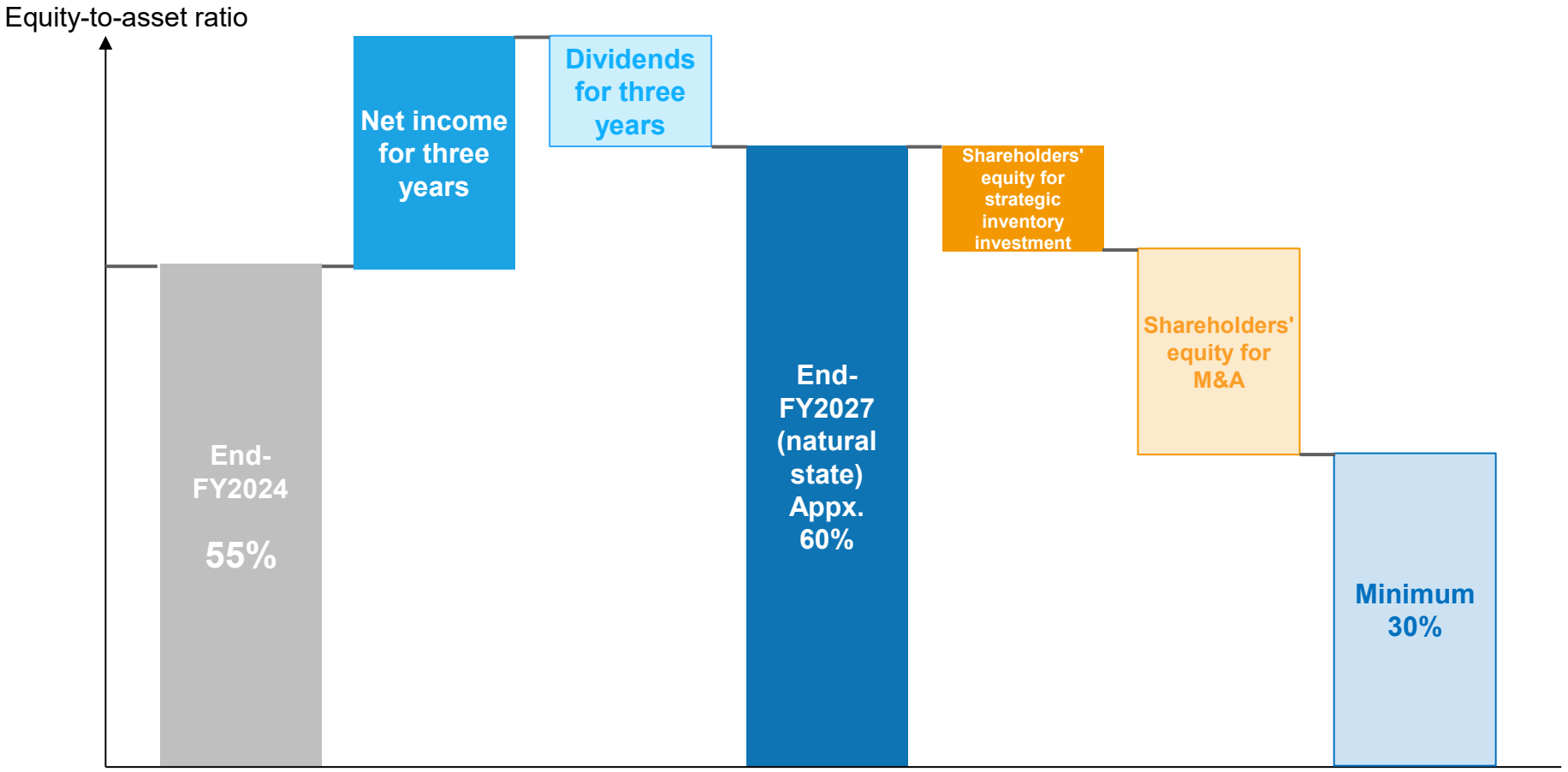
**Challenges to be addressed during the fourth medium-term management plan period + ongoing challenges from the previous medium-term management plan (third medium-term management plan)**

| | Fourth Medium-Term Management Plan: Basic Strategy | Overview |
|---|---|---|
| ① | **Increase sales staff and strengthen training**<br>∟Open stores in untapped areas<br>∟Open small stores | • Aim to accelerate personnel growth by increasing the number of new graduate hires and enhancing retention efforts<br>• Leverage our robust human capital to tap into areas without existing stores and small but highly profitable areas<br>• Establish a Organizational Strategy Promotion Office to strengthen organizational capabilities at stores facing challenges |
| ② | **Improve productivity**<br>∟Set strategic inventory budget | • Continue efforts to improve productivity by investing in various systems<br>• Set a strategic inventory budget for inventory with high turnover potential. Aim to boost the number of properties handled while keeping sales staff workload to a minimum |
| ③ | **Diversify renovation projects**<br>∟Capture new customer segments | • Shrinking household sizes and diversifying lifestyles: Enhance renovation projects that address customer needs<br>• Continue efforts to expand construction capacity by finding new contractors |
| ④ | **Diversify purchasing channels** | • Maintain brokerage channel while diversifying purchasing channels through collaboration with local governments and other industries |
| ⑤ | **M&A** | • Objective is to leverage KATITAS sales capabilities and diversify purchasing channels<br>• Currently reviewing multiple companies. Planning to fund M&A deals using debt |
| ⑥ | **Improve REPRICE earnings stability** | • Market impact on business results decreased due to various measures implemented in FY2024<br>• Aim to strengthen renovation cost control capabilities by finding new contractors |

# 2. Capital Allocation

(Reposted from FY2025 4Q)

- During the three-year-period of the fourth medium-term management plan, we will invest in strategic inventory (properties with high turnover potential) and pursue the possibility of M&A implementation
- Our minimum required equity-to-asset ratio is approximately 30%. We are currently reviewing multiple M&A opportunities and will retain the shareholders' equity necessary for these investments on our balance sheet for the time being (planning to fund investments through debt).



# 2. Management Plan for FY2026 (Ending March 31, 2027)

(Reposted from FY2025 4Q)

- We aim for growth of 15.8% in the number of properties sold and 14.9% in operating profit.
  The operating profit plan incorporates Human capital investment at the same level as in FY2025 from the outset.
  - ✓ Average selling price: Expected to increase slightly. The sales composition ratio of strategic inventory is expected to increase YoY, while the sales ratio of low-priced products is expected to remain flat compared with the previous year
  - ✓ Properties sold: Demand is expected to remain strong. We have ample initial inventory and expect growth of more than 15%
  - ✓ Gross profit per property sold: Expected to remain flat from the fiscal year ended March 2026. Gross profit margin is expected to decline due to rising selling prices
  - ✓ REPRICE: Inventory is sufficient for growth, but the YoY growth rate is lower than KATITAS. While maintaining a high gross profit per property sold, we do not expect the same level of improvement as in the fiscal year ended March 2026, and therefore expect operating profit growth of around 10%. We will continue to improve the ratio of group brokerage to enhance profitability across the group
- We expect inventory in the new housing market to gradually increase toward the second half of the fiscal year. However, we anticipate that the impact on the group will be minimal due to rising new housing costs associated with environmental regulations
- Mortgage interest rates for buyers are trending upward. However, the impact on the Company is expected to be neutral, as an inflow of prospective new-build homebuyers is anticipated
- The impact of cost increases due to inflation is minimal. This is due to the fact that we use few materials and that the supply and demand for carpenters is easing in regional areas due to a decline in new housing starts
- While there could be an impact from higher crude oil prices and order suspensions by housing equipment manufacturers due to concerns about the worsening situation in the Middle East, we are preparing countermeasures and expect the impact to be minor

| (JPY MM) | FY2025 (ended Mar 31, 2026) | | | | | | FY2026 (ended Mar 31, 2027) | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1H | | 2H | | Full-year | | 1H | | | 2H | | | Full-year | | |
| | Results | vs sales (%) | Results | vs sales (%) | Results | vs sales (%) | Plan | YoY (%) | vs sales (%) | Plan | YoY (%) | vs sales (%) | Plan | YoY (%) | vs sales (%) |
| Net Sales | 72,415 | 100.0% | 79,436 | 100.0% | 151,851 | 100.0% | 86,700 | +19.7% | 100.0% | 90,700 | +14.2% | 100.0% | 177,400 | +16.8% | 100.0% |
| **Number of properties sold** | **4,064** | **-** | **4,316** | **-** | **8,380** | **-** | **4,820** | **+18.6%** | **-** | **4,880** | **+13.1%** | **-** | **9,700** | **+15.8%** | **-** |
| Gross profit | 17,222 | 23.8% | 18,149 | 22.8% | 35,371 | 23.3% | 20,200 | +17.3% | 23.3% | 20,300 | +11.8% | 22.4% | 40,500 | +14.5% | 22.8% |
| **Operating profit** | **9,010** | **12.4%** | **9,268** | **11.7%** | **18,279** | **12.0%** | **10,700** | **+18.7%** | **12.3%** | **10,300** | **+11.1%** | **11.4%** | **21,000** | **+14.9%** | **11.8%** |
| Ordinary profit | 8,784 | 12.1% | 9,024 | 11.4% | 17,809 | 11.7% | 10,500 | +19.5% | 12.1% | 9,500 | +5.3% | 10.5% | 20,000 | +12.3% | 11.3% |
| Profit attributable to owners of parent | 5,986 | 8.3% | 6,483 | 8.2% | 12,470 | 8.2% | 7,300 | +21.9% | 8.4% | 6,700 | +3.3% | 7.4% | 14,000 | +12.3% | 7.9% |

* The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. Please refer to the disclaimer on the last page of this presentation.

# 2. Dividend Forecast

(Reposted from FY2025 4Q)

- The Fourth Medium-Term Management Plan stipulates a dividend payout ratio of 50% or more and a policy of progressive dividends
- The year-end dividend for the fiscal year ended March 2026 is expected to be ¥41.0 per share, an increase of ¥2.0 from the initial plan
- For the fiscal year ending March 2027, we plan to pay an interim dividend of ¥45.0 per share and a year-end dividend of ¥45.0 per share, for a total annual dividend of ¥90.0
  (The annual dividend of ¥90.0 per year is 3.5 times the dividend paid shortly after listing in 2017 (equivalent to ¥26.0 per year))

| | FY2024 | | FY2025 (Revised forecast for the first half) | | FY2025 (Finalized) | | FY2026 (Forecast for the new fiscal year) | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Interim | Year-end | Interim | Year-end | Interim | Year-end | Interim | Compared with initial forecast | Year-end | Compared with initial forecast |
| Dividends per share | 28.0円 | 28.0円 | 39.0円 | 39.0円 | 39.0円 | 41.0円 | 45.0円 | +6.0円 | 45.0円 | +4.0円 |
| Dividend payout ratio | 45.8% | | 51.3% | | 50.2% | | 50.3% | | | |

* The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. Please refer to the disclaimer on the last page of this presentation.

# 2. Growth Drivers for KATITAS (1): Enhance Sales Force (FY2025 Results)

(Reposted from FY2025 4Q)

- The potential market is sizable both for purchases and sales: A large number of vacant properties exist in Japan, and there is sufficient demand for low-priced housing
- Expansion of our supply capacity through an increase in sales personnel and the maintenance and improvement of productivity is a growth driver
- Under the current mid-term management plan, we plan to accelerate the increase in sales staff. Due to increased hiring, the number of sales staff as of April 2026 grew 10.1% YoY, representing a higher growth rate than before

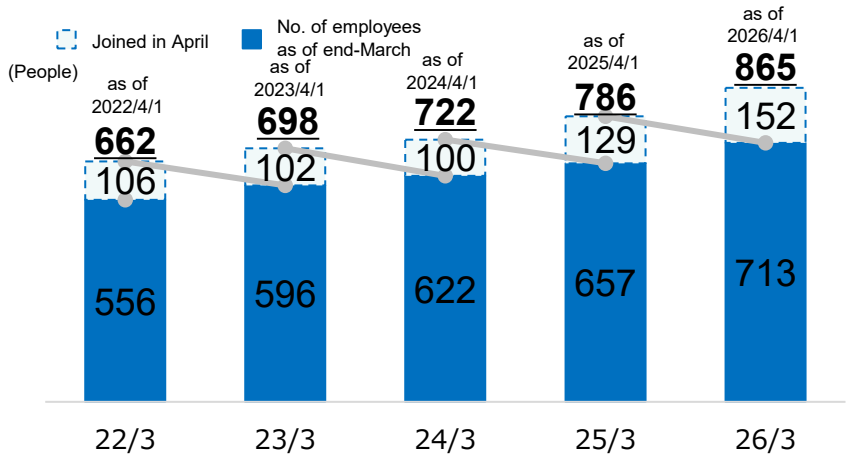
| Sales Staff | | Productivity | | Capacity (FY2025 Results) |
|---|---|---|---|---|
| Sales employees(1) (average during the fiscal year) 685.0 | × | Purchases 11.2 / sales employee | = | Number of properties purchased: 7,682 |
| | × | Sales 9.4 / sales employee | = | Number of properties sold: 6,422 |

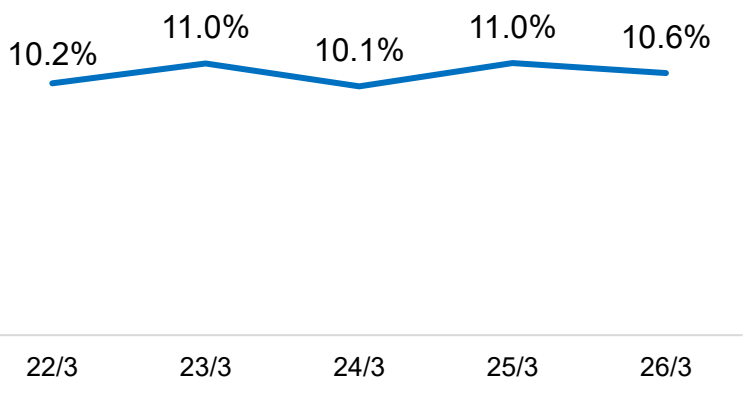
## Number of sales staff (1)

- ✓ As of April 1, 2026, our sales force had expanded 10.1% YoY.
- ✓ We continue to focus primarily on recruiting new graduates. Under the current mid-term management plan, we plan to accelerate the pace of personnel expansion compared with before

## Turnover rate(2)

- ✓ Turnover rate in FY2025 came in as expected at 10.6%.
- ✓ Employee engagement survey results exceeded the benchmark “BBB,” earning the company the BMC (Best Motivation Company Award) 2026.(3)




(1) Number of sales staff = Number of store staff (incl. contract and part-time) + number of deputy sales managers and section managers
(2) Turnover rate = number of employees who resigned or retired during the fiscal year / number of employees at the beginning of the fiscal year
(3) Award for companies with high employee engagement presented by Link and Motivation Inc.; KATITAS Co., Ltd. press release (4) Figures represent historical results of KATITAS (non-consolidated)

# 2. Growth Drivers for KATITAS (2): Productivity Improvement (FY2025 Results)

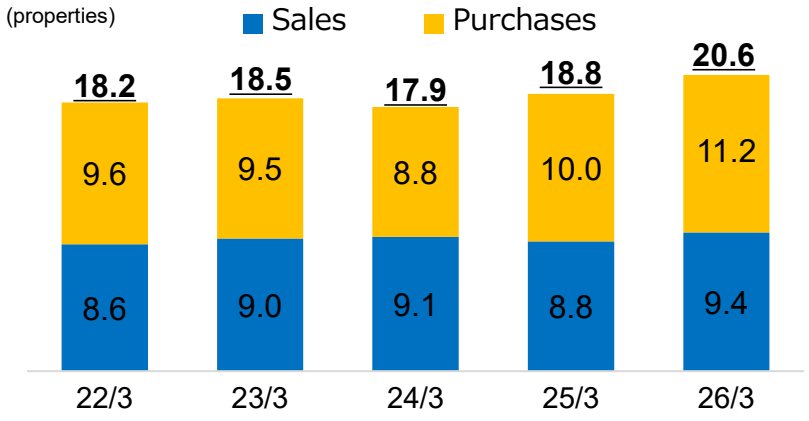
(Reposted from FY2025 4Q)

- Supported by a favorable business environment, strong sales and proactive purchasing drove productivity in the fiscal year ended March 2026 to a record high
- Going forward, we aim to improve productivity by reducing the administrative workload of sales staff through the use and automation of AI, allowing them to focus on customer negotiations and property viewings, which are difficult to replace with AI

| Sales Staff | | Productivity | | Capacity (FY2025 Results) |
|---|---|---|---|---|
| Sales employees(1) (average during the fiscal year) 685.0 | × | Purchases 11.2 / sales employee | = | Number of properties purchased: 7,682 |
| | × | Sales 9.4 / sales employee | = | Number of properties sold: 6.422 |

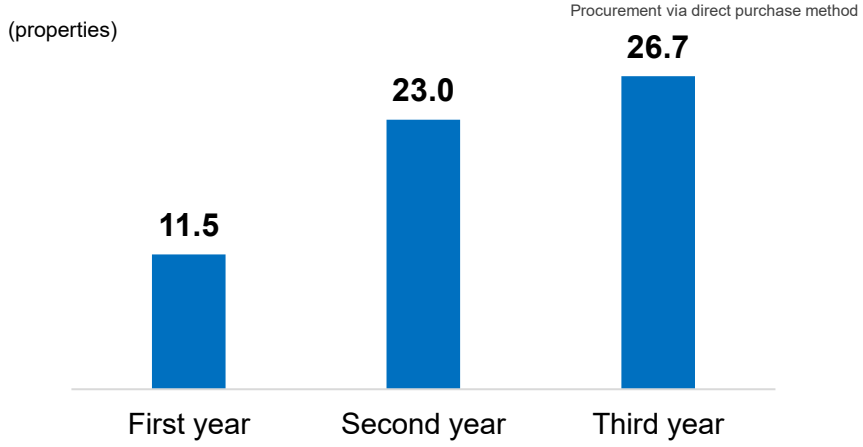
## Productivity of sales staff(2)

- ✓ Growth in contracts for which renovations are underway (and also those sold in the present condition) continued
- ✓ We will continue improving productivity while aiming to boost gross profit per property




## Productivity of new graduate employees(3)

- ✓ By increasing the number of employees at store-manager level, we increased capacity for training and accelerated the time it takes until new employees start contributing to the business.
- ✓ Effective from FY2023, the target productivity of sales employees raised from 24 properties (purchased and sold) to 32 properties.




(1) Number of sales staff = Number of store staff (incl. contract and part-time) + number of deputy sales managers and section managers
(2) Productivity= sum of the number of homes purchased and the number of homes sold by KATITAS over a period, divided by the average of the number of sales employees of KATITAS at the beginning and end of the period
(3) Average calculated from the results of the last three fiscal years (5) Figures represent historical results of KATITAS (non-consolidated)

# 2. Growth Drivers for REPRICE (FY2025 Results)

(Reposted from FY2025 4Q)

- As with KATITAS, an increase in sales staff and the maintenance and improvement of productivity are growth drivers
- Sales staff headcount increased significantly due to strengthened hiring
- Productivity remained at a high level. Low-priced products and changes in sales channel strategy continued to contribute

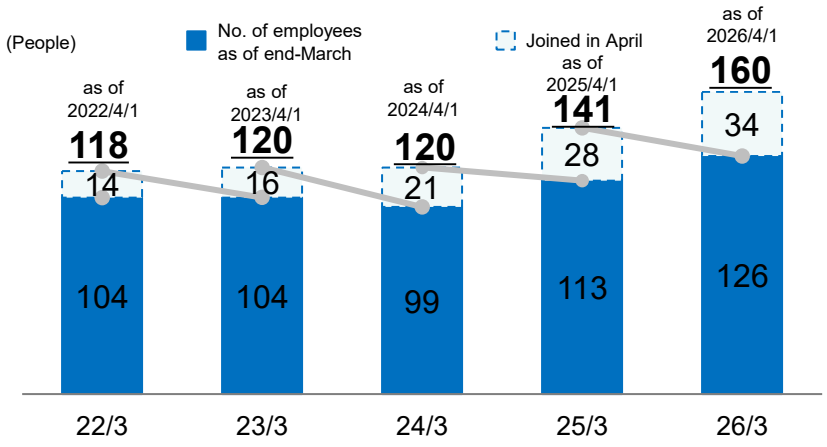
| Sales Staff | | Productivity | | Capacity (FY2025 Results) |
|---|---|---|---|---|
| Sales employees (1) (average during the fiscal year) 119.5 | × | Purchases 17.8 / sales employee | = | Number of properties purchased: 2,122 |
| | × | Sales 16.4 / sales employee | = | Number of properties sold: 1,958 |

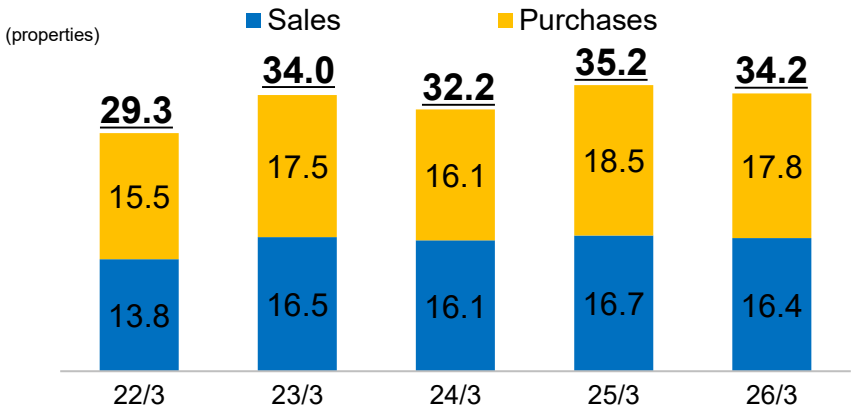
## Number of sales staff

- ✓ As of April 1, 2026, our sales force had expanded 13.5% YoY.
- ✓ Hired 34 new graduates in April 2026.
- ✓ Employee engagement survey results exceeded the benchmark “BBB,” and there were no resignations among new employees hired in April 2024

## Productivity(2)

- ✓ Maintained a high level in the fiscal year ended March 2026
- ✓ From the fiscal year ending March 2027 onward, a slight decline is expected as the ratio of new employees increases




(1) Number of sales staff = Number of sales representatives + Number of sales block managers and area managers
(2) Productivity= sum of the number of homes procured and the number of homes sold by REPRICE over a period, divided by the average of the number of sales employees of REPRICE at the beginning and end of the fiscal year

# Presentation Highlights


| | | |
|---|---|---|
| 1. | Overview of Financial Results for the First Six Months of the FY2026 (Ending March 31, 2027) | P3-P13 |
| 2. | Fourth Medium-Term Management Plan and Management Plan for FY2026 (Ending March 31, 2027)<br>(Reposted from Financial Results Presentation For the 48th Fiscal Year Ending March 31, 2026) | P15-P26 |
| 3. | **Overview of Business Model** | **P28-P43** |
| 4. | APPENDIX | P45-P53 |

# 3. Business Model of KATITAS

- KATITAS purchases pre-owned detached houses in regional areas, and renovate them to accommodate today's living styles before selling them at half the price of newly built houses.
- About 80% of properties we purchase are empty, vacant houses. We create social value by resolving the issue of vacant houses and providing affordable housing.

**Procurement** → **Renovation** → **Sale**

Seller

Ability to procure properties

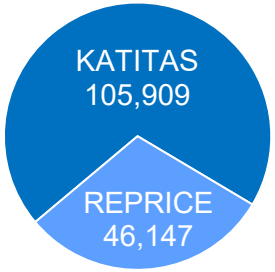
Ability to assess property purchase risks

**Before**



## KATITAS Group

FY2025 Revenue (JPY millions)




| | KATITAS | REPRICE |
|---|---|---|
| Operating areas | Suburban areas and Regional Cities | Cities and Suburban areas |
| Number of properties sold | 6,422 Houses | 1,958 houses |
| Ratio of single-family detached houses | 94.8% | 76.5% |
| Average price per property sold (1) | 16.48MM | 23.79M |

Large-volume orders

Price discounts

Price discount

Regular orders

**Building materials manufacturers**

**Contractors**

Buyer

**After**









Ability to plan renovation work

Ability to implement renovation work







(1) Excluding tax

# 3. Business Development Areas and Building Ages of the Group

- KATITAS focuses on regional cities (population 50,000-300,000) and buildings with an average 30 years. It has strengths in in-house sales ability, survey ability, renovation planning ability, and renovation implementation ability.
- REPRICE focuses on urban and suburban areas (population 300,000-500,000) and buildings with an average 20 years. It has strengths in its broker network, speed, and pricing accuracy

**Building age**

old | 50 years | 40 years | 30 years | 20 years | 10 years | New

**Area**

| | |
|---|---|
| Lightly populated areas, holiday home and sightseeing areas (1) | 985 municipalities<br>15.4 million people |
| Regional cities (2) | 236 municipalities<br>24.7 million people |
| Suburban (3) | 476 municipalities<br>48.6 million people |
| Cities (4) | 10 municipalities<br>10.6 million people |
| Metropolitan city centers (5) | 11 municipalities<br>27.0 million people |

**KATITAS**
**populations of 50,000-300,000**
**Average building age 30 years**
**Strengths: In-house sales ability, survey ability, renovation planning ability, and renovation implementation ability**

**REPRICE**
**populations of 300,000-500,000**
**Average building age 20 years**
**Strengths: Relationships with brokers, speed, pricing**

**Properties that are not eligible for purchasing**





Source: Created by KATITAS based on the Ministry of Internal Affairs and Communications' Population Census/ -Data Table by Prefecture and Municipality 2020

(1) Lightly populated areas, holiday home and sightseeing areas: Municipalities with populations under 50,000 excluding areas within the three metropolitan areas
(2) Regional cities: Municipalities with populations of 50,000-300,000 excluding areas within the three metropolitan areas
(3) Suburban areas : Areas within three metropolitan areas excluding Tokyo 23 wards, ordinance-designated cities same as above and municipalities with populations of 300,000-500,000
(4) Cities: Ordinance-designated cities outside the Tokyo 23 wards and three metropolitan areas (Sapporo-shi, Fukuoka-shi, Hiroshima-shi, Sendai-shi, Kitakyushu-shi, Niigata-shi, Hamamatsu-shi, Kumamoto-shi, Okayama-shi, Shizuoka-shi)
(5) Metropolitan city centers: Tokyo 23 wards and ordinance-designated cities within three metropolitan areas (Osaka-shi, Nagoya-shi, Kyoto-shi, Yokohama-shi, Kobe-shi, Kawasaki-shi, Chiba-shi, Saitama-shi, Sakai-shi, Sagamihara-shi)

# 3. Medium and Long Term Expansion with Opportunities for Procurement Based on Increased Supply of Vacant Houses

- There is a large number of vacant houses and the number is expected to increase, which provides KATITAS with procurement opportunities
- Although a large majority of such vacant houses cannot be distributed in the housing market on an "as-is" basis, KATITAS is capable of acquiring such houses with a low level of competition

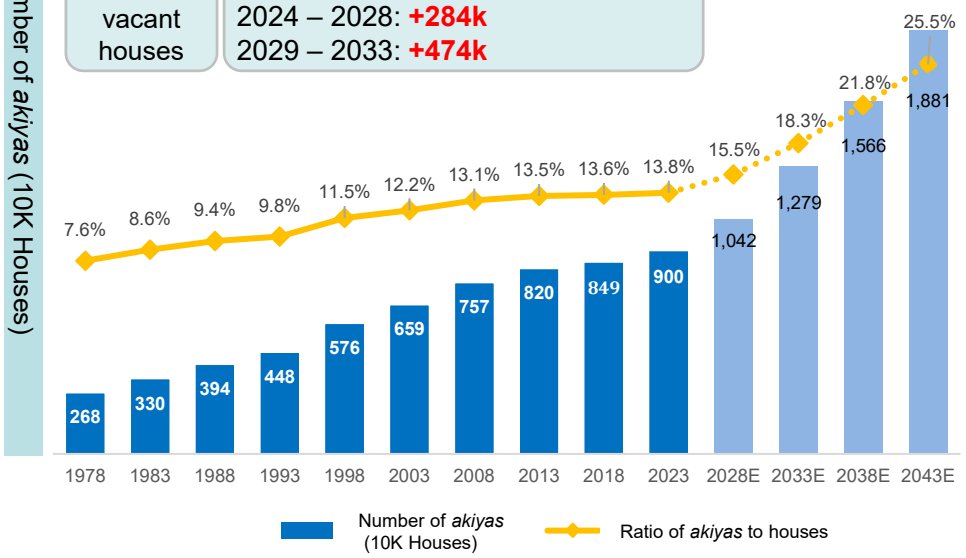
## Abundance in Stock and Flow of Vacant Houses(1) UPDATE

**Number and Predicted Rate of Increase of Vacant Houses**

Actual ⟷ Estimate

Number of *akiyas* (10K Houses)

| | |
|---|---|
| Stock of vacant houses | **Nationwide: 9.00MM**<br>Vacant detached houses (5): 3.04MM<br>Other areas than the three metropolitan areas (2)(including Condominium) (5): 2.49MM |
| Flow of vacant houses | Annual increase in houses(estimate base)<br>2024 – 2028: **+284k**<br>2029 – 2033: **+474k** |




Source: Ministry of Internal Affairs and Communications, "2023 Housing and Land Survey Approximate Tabulation of Dwellings (Final Figures)". Estimates prepared by KATITAS based on Nomura Research Institute, Ltd., "*The Housing Market in 2040 and Its Challenges: New Net Zero Energy Homes (ZEH) Are a Starting Point, with Further Efforts Needed to Improve the Energy Performance of Existing Housing*" (June 18, 2026; title translated from Japanese).

## Unique Business Segment

| | Metropolitan city centers (3) | Urban areas (4) | Regional cities / Regional areas (Areas excluding metropolitan city centers and suburban areas) |
|---|---|---|---|
| Single-family houses | # of vacant houses(4): 0.220 million | **# of vacant houses(5): 0.766 million** reprice | **# of vacant houses(5): 2.056 million** くらしに価値タス カチタス KATITAS |
| Condo-miniums | # of vacant houses (5) 0.363 million<br>Competitors' focused area | # of vacant houses(5): 0.345 million | # of vacant houses(5): 0.432 million |

**KATITAS Group's focused areas**

✓ **KATITAS Group's business domain is unique and has relatively high barriers to entry**

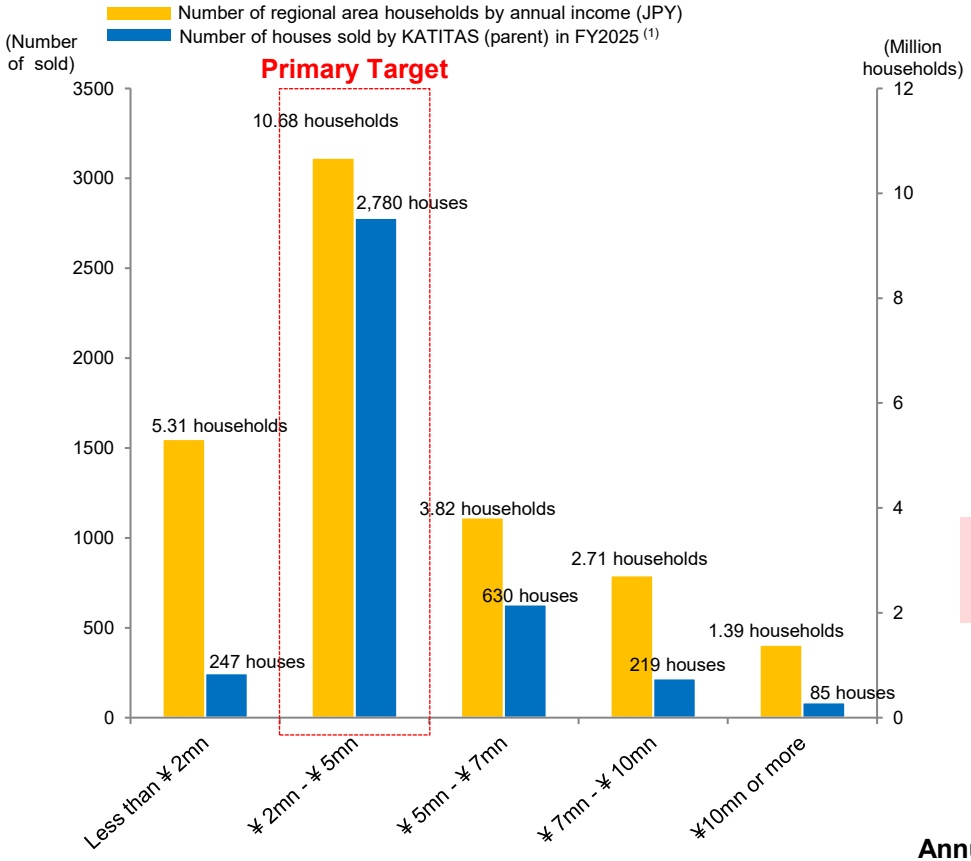
Source: Ministry of Internal Affairs and Communications,"2023 Housing and Land Survey (Revised Report)"

(1) Vacant houses include pre-owned properties and rental houses.
(2) Three Metropolitan Areas (defined by the Ministry of Internal Affairs and Communications): Tokyo area (Saitama, Chiba, Kanagawa and Tokyo prefectures), Nagoya area (Gifu, Aichi and Mie prefectures) and Osaka area (Osaka, Hyogo, Nara and Kyoto prefectures).
(3) Tokyo 23 wards and ordinance-designated cities within three metropolitan areas (Osaka-shi, Nagoya-shi, Kyoto-shi, Yokohama-shi, Kobe-shi, Kawasaki-shi, Chiba-shi, Saitama-shi, Sakai-shi, Sagamihara-shi).
(4) Areas within three metropolitan areas excluding Tokyo 23 wards and ordinance-designated cities same as above. (5) Pre-owned properties and rental houses are excluded from the calculation of vacant houses same as above.

# 3. Fourth Housing Option in Regional Areas: Pre-Owned and Renovated Single-Family Houses

- KATITAS' primary target customer base consists of approximately 1.23 million households currently living in rental houses in regional areas, with annual income of JPY2-5 million and the intention to own a house
- Based on the assumption that there is demand for 123,000 units if the duration of the abovementioned families considering the purchase of housing units is 10 years.
- The number of properties sold by KATITAS in FY2025 was 6,442, which is equivalent to around 5.2% of the estimated market and many potential customers still exist.

## Customer Group by Annual Income and Macro Environment




## Large Potential Customer Base

Number of households in Japan
55.67 million

Households in regional areas
25.14 million
Approx. 45% of nationwide households

Households with annual income of JPY 2-5 million
10.67 million
Approx. 43% of households in regional areas

Households living in rental houses
3.70 million
Approx. 35% of households with JPY2-5 million annual income are living in rental residence

**KATITAS' main target**

**Households with intention to own a house: 1.23 million**
Approx. 33% of the households living in a rental house have the intention to own a house

Based on the assumption that the duration of considering the purchase of housing units is **10 years**.
⇒The size of the market including potential demand is estimated at about **123,000 houses** per year.

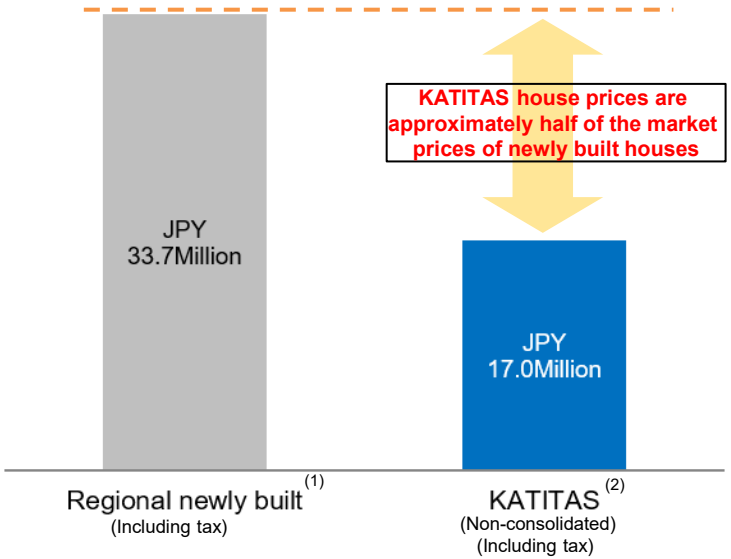
**Annual number of houses sold by KATITAS: 6,442(around 5.2% of target)**
⇒ There are still many potential customers

Sources: Ministry of Internal Affairs and Communications "2023 Housing and Land Survey (Revised Report)", Ministry of Land, Infrastructure, "Transport and Tourism 2023 Comprehensive Survey on Housing and Living Environments"
(1) Excludes unknown and corporate entities

# 3. Offering High-Quality Renovated Houses at Reasonable Prices

- KATITAS is able to offer renovated houses at roughly half the price of comparable newly built houses, that also offer lower monthly mortgage payments compared to renting
- Customers can purchase a home with a mortgage within their means, in accordance with the growth of their children and other life stages.
- Mortgage repayments will not increase as much as newly built houses even if interest rates were to rise.

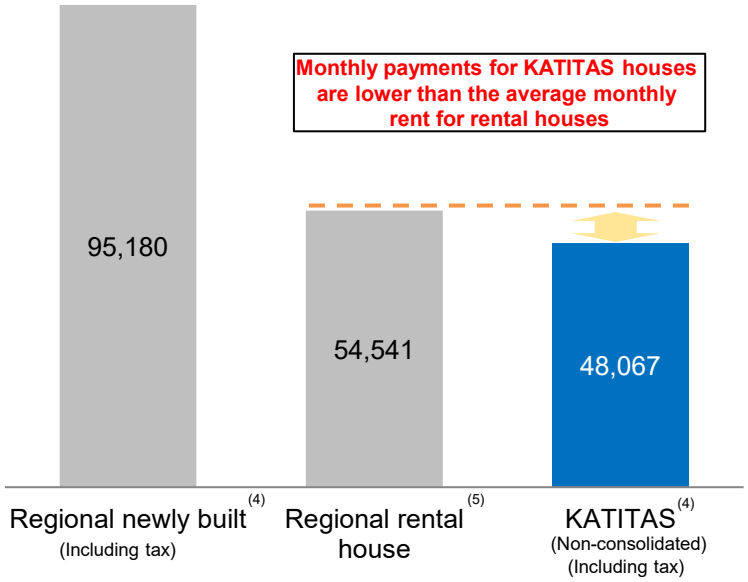
## Less Expensive than the Average Selling Price of Newly Built Houses




Monthly repayment amount when mortgage interest rate rise

| | | Regional newly built | KATITAS |
|---|---|---|---|
| Mortgage interest rates | 1.0% | ¥ 95,180 | ¥ 48,067 |
| | 1.5% | ¥ 103,238 | ¥ 52,136 |
| | 2.0% | ¥ 111,694 | ¥ 56,406 |

## Lower Payments than Rental Houses(3)




Comparison of Cost per Floor Area for Each Property (Illustrative)

| | Regional newly built house | Regional rental house | KATITAS |
|---|---|---|---|
| Total floor area ($m^2$) | 100～110 | 50～65 | 110～120 |
| Payment per square meter (KATITAS＝100) | 229 | 233 | 100 |

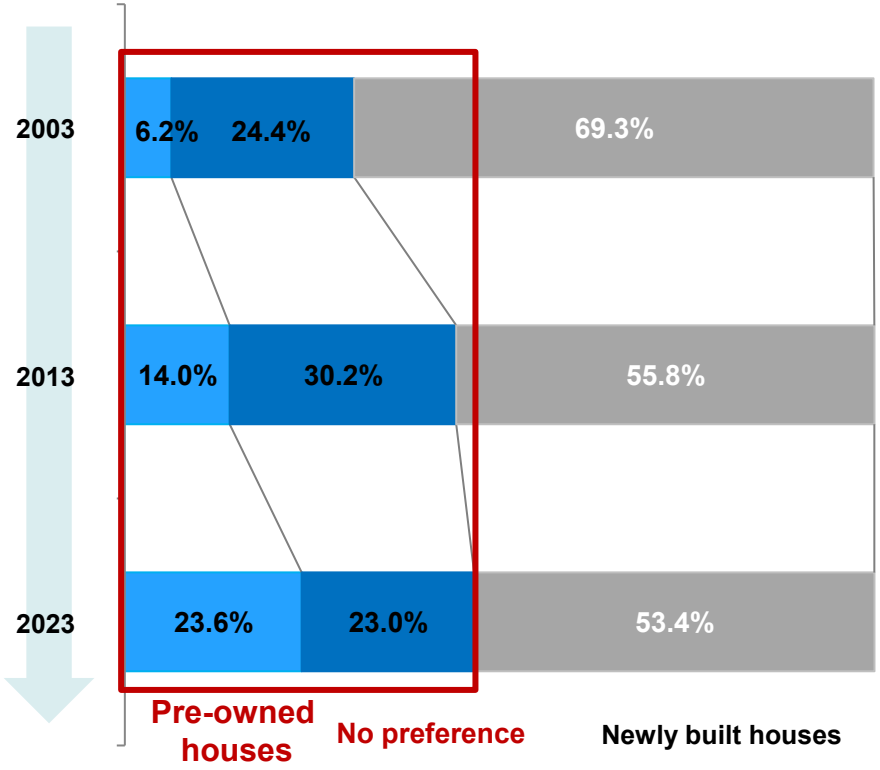
(1)Average prices (including tax) of newly built houses are surveyed under the screening method specified below, based on the "Integrated System of Land Information" operated by Ministry of Land, Infrastructure, Transport and Tourism
Timing of transaction: From April 2025 to March 2026／Timing of construction: In January 2025 and after／Type: Building lot (land and building)／Total floor area : Between 50㎡ and 200㎡ ／Use of building: Housing
(2)The average sales price is calculated based on the sale price of properties delivered during the period between April 2025 and March 2026.
(3) Monthly rent paid by households other than single-person households
(4) Payment amounts for Regional newly built and KATITAS are calculated based on the premise assuming that a buyer pays the average sale price under a 35-year loan with no initial down payment or other incentive payments at a fixed interest rate of 1.0% for the life of the loan
(5) Source: Ministry of Internal Affairs and Communications, "2023 Housing and Land Survey (Revised Report)"

# 3. Consumer Preferences Have Shifted Toward Accepting Pre-Owned Houses

- Increasing number of households with less preference for newly built houses and increasing preference for pre-owned houses even in the Japanese market where traditionally people tend to prefer newly built houses
- There is huge potential for more pre-owned houses to be distributed in the market if we can supply enough properties that are “clean and inexpensive.”
- The pre-owned housing market has been expanding in recent years and is expected to continue growing in the future.

## Mindset Change toward Ownership of Pre-owned Houses

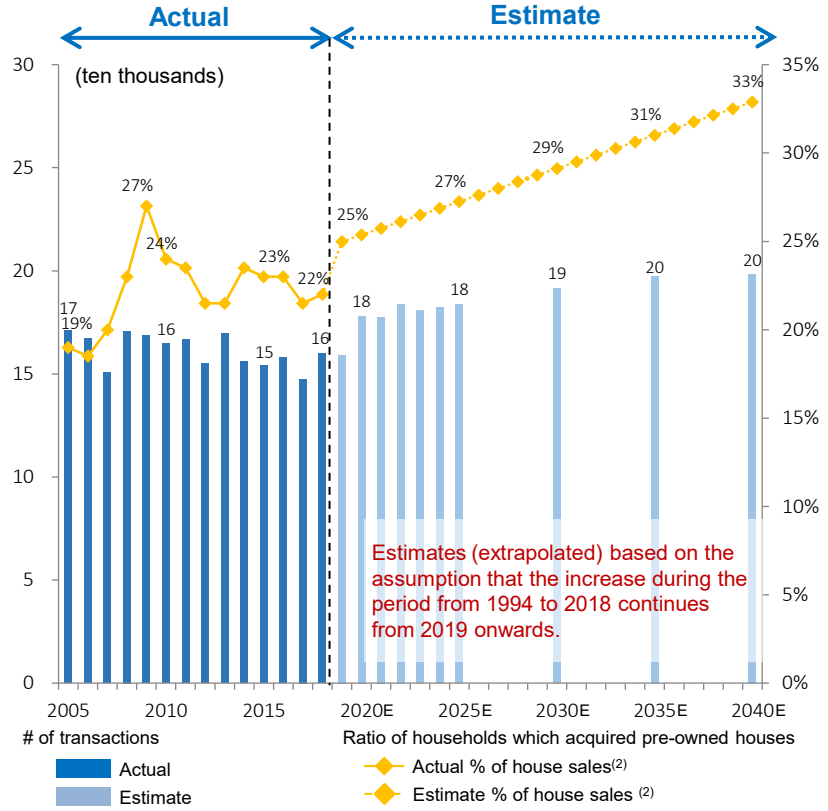
Survey of preference in moving to newly built or pre-owned houses from the current rental houses




Source: Housing Bureau of Ministry of Land, Infrastructure, Transport and Tourism, “Comprehensive Survey on Housing and Living Environments (2018)” and “Comprehensive Survey on Housing and Living Environments (2023)”

## Increase in Transactions of Pre-owned Houses

Actual and estimated figures of transactions of pre-owned houses and ratio of households which acquired pre-owned houses from 2005 to 2018



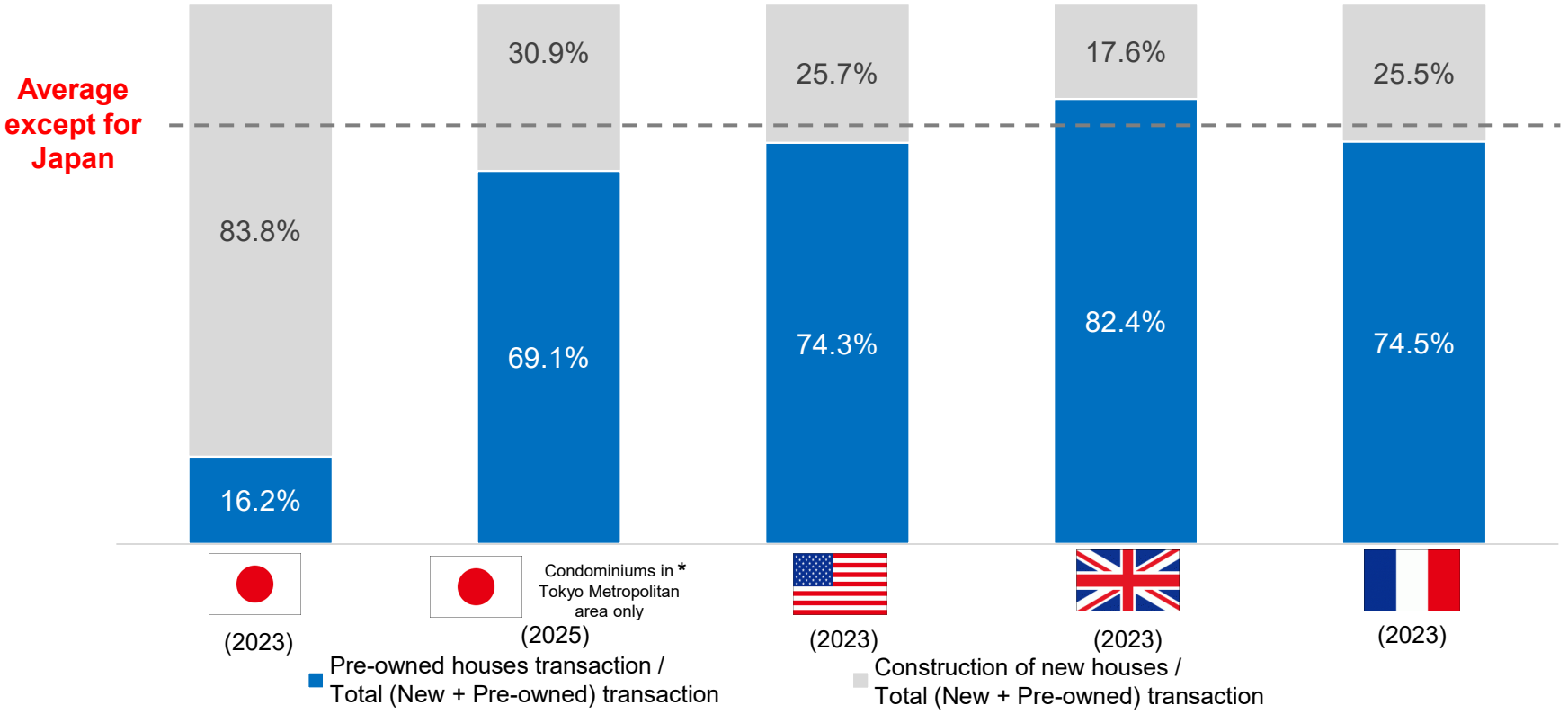

Source: Produced by KATITAS based on data in NRI’s June 9, 2022 press release claiming that new housing starts in 2040 are expected to decline to 490,000 units, while pre-owned houses in transactions will increase to 200,000 houses in 2040

(1) NRI estimates / forecasts based on Census, National Social Security and Population Research Institute "Forecast of number of Japan's households“, Ministry of Internal Affairs and Communications, “Housing and Land Survey”, and NRI Questionnaire on housing purchasers
(2) Questionnaire by NRI : Ratio of households which acquired pre-owned houses (excluding newly built houses) out of households which acquired a house

# 3. Room for Growth in the Share of Regional Pre-owned Houses in Distribution

- Lower market share of pre-owned houses compared with United States and Europe
- In the Tokyo Metropolitan area, there are many “clean and inexpensive” used condominiums being supplied that their distribution volume has already surpassed that of new condominiums.
- By supplying “clean and inexpensive” detached houses in rural areas, we have a chance of capturing the untapped market for pre-owned houses.

## Pre-owned houses Market Share - Japan vs United States and Europe




*Ratio of pre-owned condominium units under contract to new condominium units on the market.

Source: Ministry of Land, Infrastructure, Transport and Tourism “Organizations Utilizing Housing and the Distribution of Existing Housing (September 25, 2024)” / Real Estate Economic Institute “Nationwide New Condominium for Sale Market Trends 2025 (Annual Summary)” / Real Estate Information Network for East Japan “Trends in the Metropolitan Real Estate Distribution Market (2025)”

# 3. The Company's Customer Profile

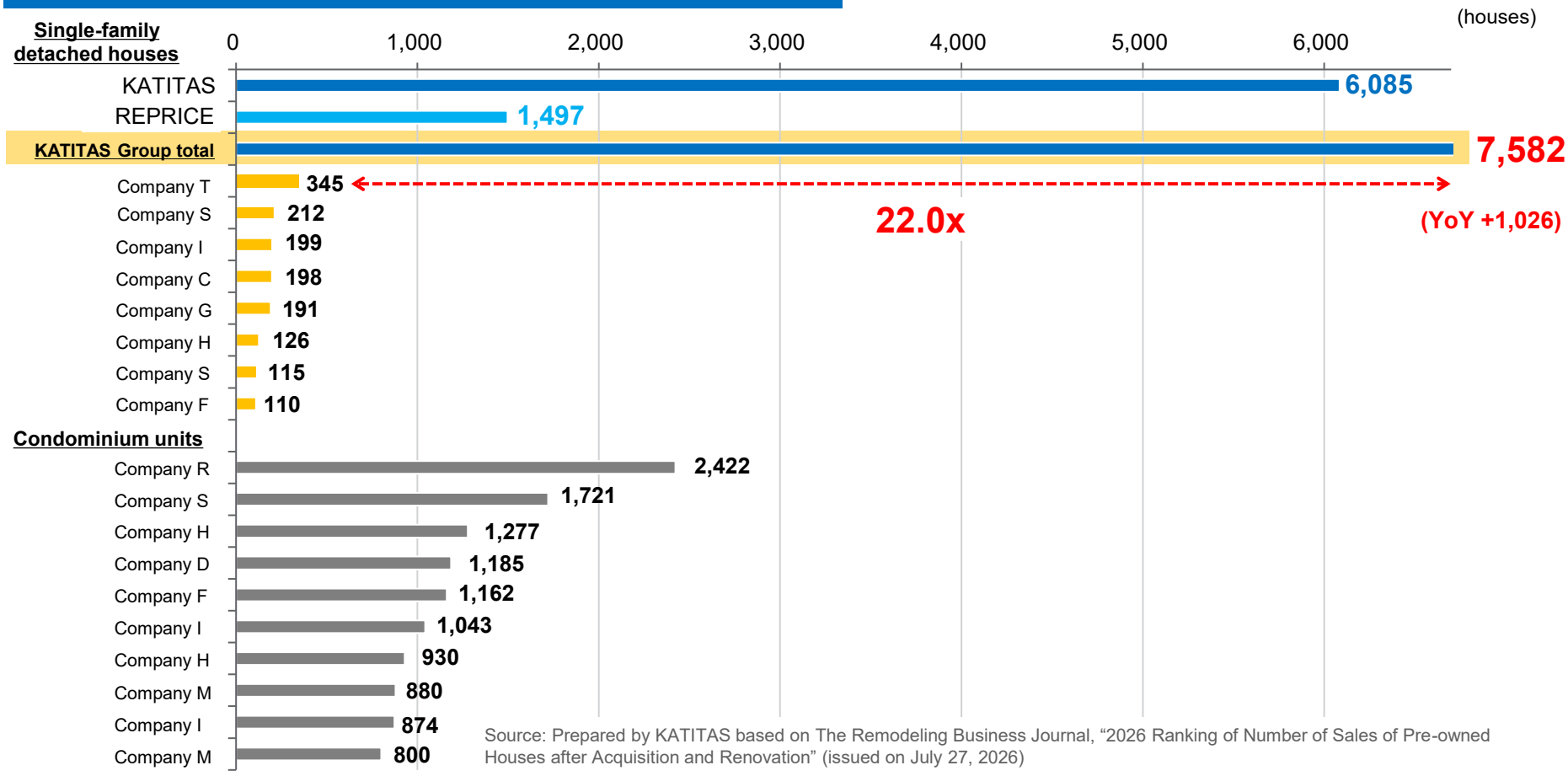
| | Customer profile |
|---|---|
| Business area | **Suburban areas surrounding regional cities**<br>(Targeting regions with populations of 50,000 – 300,000) |
| Properties handled | Mainly pre-owned single-family **detached houses** which have become vacant due to events such as inheritance |
| Average selling price | **JPY 17.0 million** (including tax) |
| Buyers' needs | **Actual demand**<br>(our customers purchase the properties to live in rather than for investment) |
| Buyers' age range | **30s–50s**<br>(68.2% of the Company's sales results) |
| Buyers' annual income | **JPY 2-5 million**<br>(62.7% of the Company's sales results)<br>(home loan to annual income ratio is 4.4)<br>* Households with annual incomes between JPY 2-5 million are the largest volume zones in rural areas, excluding the three major cities. |
| Type of buyers' loan | **Mortgage** |
| Financial institutions with loan transactions | **Nationwide** regional banks, shinkin banks, credit associations and labor banks, etc. |
| Source of loan payments | Buyer's **flow income** |

(1) Figures for average selling price, buyers' age range, and buyers' annual income are from cumulative results for the fiscal year ended March 31, 2026. Excludes customers with unknown information.
(2) Home loan to annual income ratio = selling price (including tax) / annual income
Annual income based on customer responses. Calculated excluding customers that pay in full in cash, customers with unknown income, and corporations.

# 3. Number of Houses Sold is Over 20 Times that of No.2 Ranked Company

- No.1 among House Reselling Businesses(1) in terms of number of units sold
- Established unique positioning by focusing on pre-owned single-family detached houses located in regional cities and regional areas that competitors find challenging to bring to the market

## Number of Units Sold by Major House Re-sellers (FY2025)




Source: Prepared by KATITAS based on The Remodeling Business Journal, "2026 Ranking of Number of Sales of Pre-owned Houses after Acquisition and Renovation" (issued on July 27, 2026)

(1) A "Housing Reselling Business" is defined as one conducted by certified "building lot and transactions" dealers with extensive know-how in renovation so as to efficiently and effectively improve the quality of existing house inventory (Requests for FY2016 Tax Reform (Special Measures Concerning Taxation))

## 3. Our Greatest Strength is the Know-How We Accumulated by Selling a Cumulative Total of 90,000 Houses. We Approach Even the Tedious Details with Persistent Care, While Managing Risks to Minimize Failures.

- KATITAS has accumulated a stock of “failure cases” through purchasing and selling more than 90,000 houses. These cases frequently occur as a result of errors made at the time of purchasing. The company ensures timely risk management by sharing actual failure cases with all stores nationwide through weekly company-wide morning video conferences.
- Before purchasing a property, we conduct "three-party on-site inspections" with our renovation partners and termite control specialists. Focusing on the three major risks specific to older detached houses, we thoroughly check from the crawlspace to the attic for structural deterioration, past water damage, and renovation feasibility. We also clarify property boundaries, which are a common source of disputes.
- To minimize failures and problems after property delivery, both the sales branches and headquarters, which draws on expertise gained from past cases, conduct thorough double and triple inspections of property rights and each stage of the renovation process (at the time of purchasing, before renovation starts, during renovation, and after completion)

### Examples of Pre-purchase Inspections: Inspections concerning Three Major Risks Associated with Older Detached Houses

#### Termite Risk



The termite exterminator performs an inspection of the underfloor space looking for evidence of termite damage. This avoids unexpected renovation costs, and reduces the risk of procuring a property that is difficult to renovate

#### Rain Leakage Risk



The renovation contractor will check the entire frame of the building including the roof space looking for evidence of roof leaks and pests. These inspections increase the accuracy of renovation cost estimates.

#### Risks Associated with Property Rights



A land survey is conducted on every project. This provides comfort to the buyer. Land surveys are unnecessary for pre-owned condominiums.

# 3. Examples of Post-Acquisition Failures

- Detached houses tend to have highly individual characteristics, and problems can still arise even after thorough inspection.
- In some failure cases, the holding period becomes extended, with some properties taking over 20 years from purchase to sale. To avoid adverse impact on the profit-and-loss statement at the time of sale, we record valuation losses after a certain period from purchase, in some cases writing down the book value to ¥1.
- The most common reason companies exit the market for purchasing and reselling detached houses is the difficulty in handling the highly individual nature of each property.

## Examples of cases which required major repair after purchasing or after sale



Unstable foundations were discovered after purchasing. This needed to be repaired before sale which led to additional costs.



Case in which subsidence under the floor was discovered after purchasing. A major rebuilding of the foundation was necessary.



An instance where termite damage was overlooked, resulting in major restoration work including replacement of parts of the wooden structure.



Case in which the roof leaked after sale. A full repair was carried out under the warranty against defects.



Case in which deterioration in roof materials was noticed after sale. As a partial repair was not possible, the entire roof had to be replaced.



A case where residential land damage caused by erosion from a nearby waterway was discovered after sale. Significant costs were incurred for erosion control measures.

- In some cases, unforeseen defects are discovered after purchase, and the property is deemed beyond repair, forcing the company to exclude it from resale.
- KATITAS regards these failure cases as the “assets of the company,”. They are shared with the entire company on a weekly basis to prevent recurrences (= minimize risk)

### Properties with Extended Turnover Periods

| | Branch | Turnover (days) | Cause |
|---|---|---|---|
| 1 | Tochigi | 7,245 | Ownership/legal rights-related issues |
| 2 | Hirosaki | 3,990 | Ownership/legal rights-related issues |
| 3 | Izumo | 2,979 | Building-related issues |
| 4 | Oita | 2,317 | Ownership/legal rights-related issues |
| 5 | Okinawa | 1,783 | Conditions in the surrounding area |
| 6 | Fukui | 1,757 | Building-related issues |
| 7 | Nobeoka | 1,483 | Conditions in the surrounding area |
| 8 | Tsuyama | 1,250 | Building-related issues |
| 9 | Niigata | 1,218 | Building-related issues |
| 10 | Nakatsu | 1,194 | Ownership/legal rights-related issues |

# 3. Barriers to Entry and Competitive Advantages of Our Business Model: Economies of Scale Do Not Apply Because Renovations Vary From One House to Another

## Entry Barrier

### Individual property characteristics

**Property conditions are extremely varied**
Even with properties built by the same home builder, the deterioration of properties differs based on the location and maintenance.

**Economies of scale do not apply**
In addition to the individual characteristics of the homes themselves, extreme differences in the levels of deterioration make standardized reforms difficult, and economies of scale do not easily apply.

### Regional characteristics

**Lifestyles by region**
Lifestyles differ throughout Japan with its heavy snowfall regions and hot and humid regions, meaning thorough regional knowledge is required to respond to customer needs.

**Differing business environments**
The presence of competition as well as the number and level of partner companies such as contractors and other licensed professionals differ by region.

**We will create our own unique positioning by properly managing the balance between "standardization" and "individual solutions"**

## Competitive Advantage

### Standardization policies

●**Preparation and weekly updates of manuals**
～Organize individual work processes including purchasing, reforms, and sales in detail.
Create manuals for renovation contractors as well.

●**Standardization of knowledge**
～Collect information on good knowledge and bad knowledge through weekly business condition reports.
Standardize and disseminate solution methods to workplaces through weekly company-wide morning video conferences.

●**Checking system at headquarters**
～Check the contents of contracts and reforms at headquarters from a third-party perspective.

### Individual solutions policies

●**Sales staff oversees every phase of the business flow**
～By overseeing every phase from the property acquisition to reform plans to sales, the sales staff takes responsibility for everything from property quality to customer support.

●**Hire personnel with ties to each region throughout Japan**
～Hire "exceptional students wishing to work for the region" at local universities and establish positioning as a company that works for the region.

●**Compensation system not reliant on results**
～Compensation system based on fixed salaries to allow employees to work for a long time and accumulate the benefits of experience.

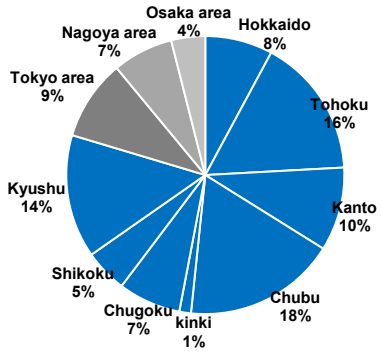
- Accumulate "experiences of success and failure" based on the results of more than 90,000 properties
- By focusing on regional cities and the middle-income range, we will build a platform that, unlike metropolitan city center and high-end markets, is resistant to market conditions
- Prevent employee attrition to competitors, supported by high employee engagement

# 3. Nationwide Branch Network and High Brand Recognition

- KATITAS maximizes purchasing and sales opportunities by covering geographic areas not or rarely accessed by competitors, including small- and medium-sized cities with populations between 50,000-300,000
- KATITAS has No.1 brand recognition in regional areas

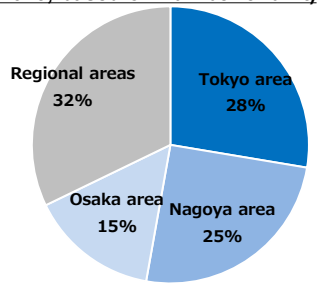
## Nationwide Branch Network

### KATITAS: Sales by area(1)
**(FY2025, based on number of units)**



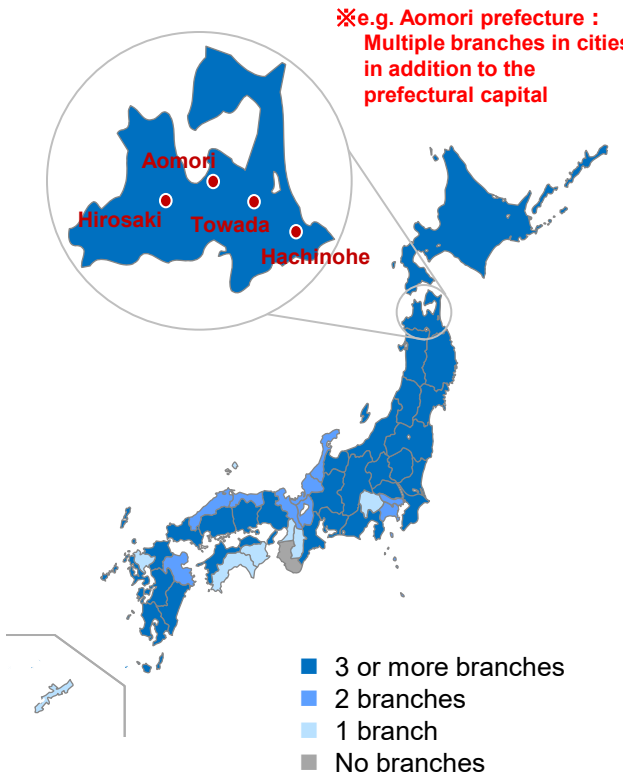

*Number of properties sold (FY2025): 6,422

### REPRICE: Sales by area
**(FY2025, based on number of unit)**




*Number of properties sold (FY2025): 1,958
*"Regional areas" are other areas than the "three metropolitan areas"(2)

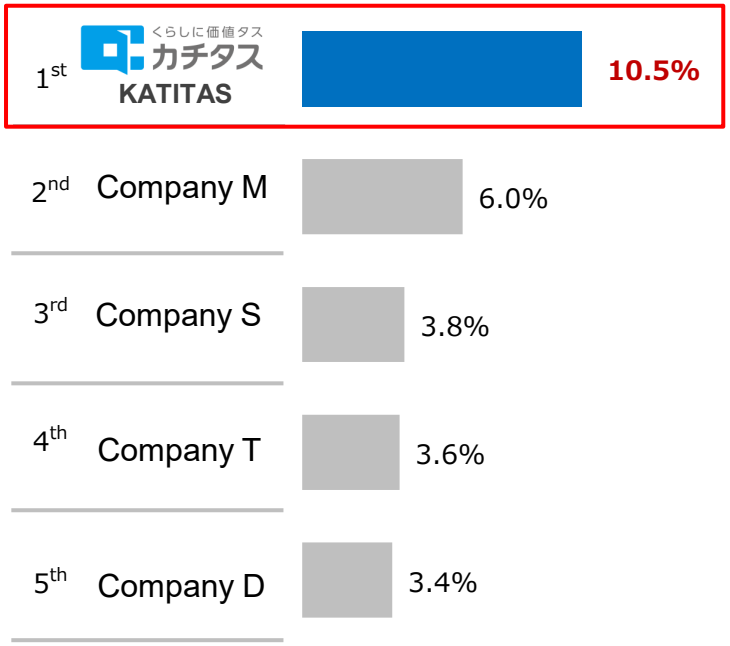
### Branch Locations(3) of KATITAS
**(As of March 31, 2026)**




## High Brand Recognition in Regional Areas

### Survey on Brand Recognition(4)

Q. "Which company comes to mind if you are asked about a company to which one could sell a house?"




Source: Web-based survey without presenting answers options in February 2026 conducted by a third-party research firm requested by KATITAS. The number of samples of each survey was 1,100. 10 prefectures were selected as target survey areas and the surveys were conducted in rotation. The above chart shows aggregated results of prefectures where KATITAS TV commercials were aired

(1) Tohoku: Aomori, Iwate, Miyagi, Akita, Yamagata and Fukushima prefectures. Kanto: Ibaraki, Tochigi and Gunma Prefectures. Chubu: Niigata, Toyama, Ishikawa, Fukui, Yamanashi, Nagano and Shizuoka prefectures. Kinki: Shiga and Wakayama prefectures. Chugoku: Tottori, Shimane, Okayama, Hiroshima and Yamaguchi prefectures. Shikoku: Tokushima, Kagawa, Ehime and Kochi prefectures. Kyushu: Fukuoka, Saga, Nagasaki, Kumamoto, Oita, Miyazaki, Kagoshima and Okinawa prefectures.
(2) Three Metropolitan Areas (defined by the Ministry of Internal Affairs and Communications): Tokyo area (Saitama, Chiba, Kanagawa and Tokyo prefectures), Nagoya area (Gifu, Aichi and Mie prefectures) and Osaka area (Osaka, Hyogo, Nara and Kyoto prefectures)
(3) Branch list is explained in detail on P46
(4) Surveyed areas in February 2026 were Ishikawa, Kagoshima, Aomori, Akita, Tochigi, Toyama, Siga, Kagawa, Nagasaki, Kumamoto prefectures (where TV commercials were aired), as well as Chiba and Saitama prefectures (where no TV commercials were aired)

# 3. KATITAS' Advantages in Supplying High-Quality Renovated Homes at Reasonable Prices

- Track record of dealing over 90,000 pre-owned single-family homes, leading to accumulation of know-how (Management of failure)
- Conducting efficient procurement and renovation by utilizing organized third parties such as builders and intermediaries
- Advantage in ability to procure vacant pre-owned homes that competitors are unable to acquire, utilizing our ability to judge, procure, plan and renovate

## Accumulated Knowhow based on Track Record

**Ability to assess property purchase risks**

- ✓ Careful inspection and leverage track record to knowledgeably assess properties that on face might seem too risky for competitors to procure
- ✓ Purchase price determined with strong awareness of expected renovation costs and likely selling price

**Ability to plan renovation work**

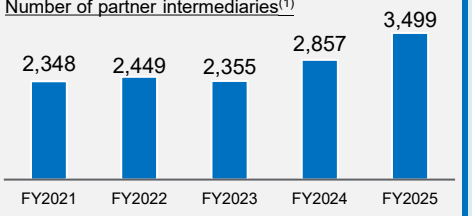
- ✓ Exploit renovation know-how to meet customer needs with a reasonable selling price
- ✓ Plan renovation to make purchased properties sellable, by addressing region specific needs
- ✓ Awarded by the Ministry of Economy, Trade and Industry as an Innovative Renovation Company in 2015(2)

## Well-organized Third Parties

**Ability to purchase properties**

- ✓ Form alliances with local brokers throughout Japan to gain strength of presence in local markets
- ✓ Stable purchase system

Number of partner intermediaries(1)

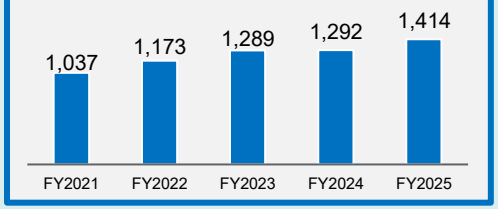



* Number of intermediary companies with which KATITAS concluded one or more purchase transaction annually

**Ability to implement renovation work**

- ✓ Entrust renovation work to partner contractors that are knowledgeable about KATITAS quality
- ✓ Efficiency and quality of renovation work

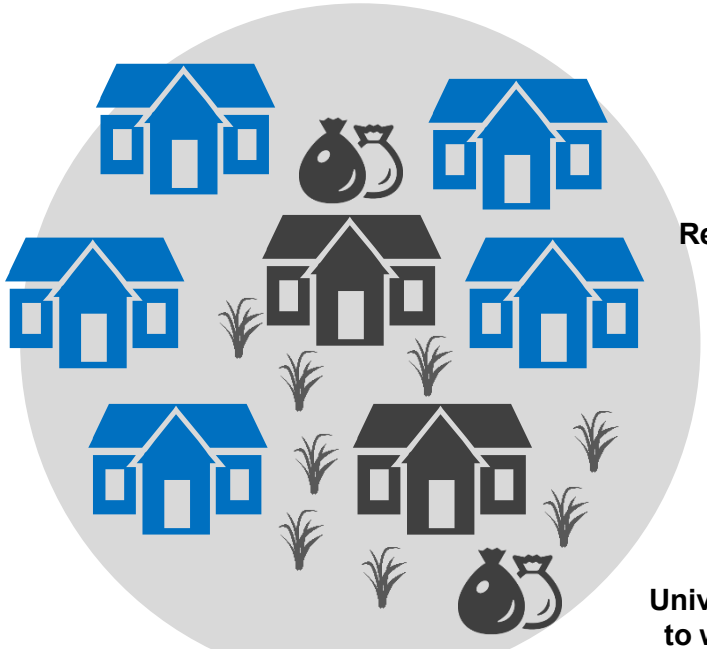
Number of partner contractors(1)




(1) The number of contractors and intermediary companies are on a non-consolidated basis
(2) Starting in 2014, METI has been granting annual awards to companies that address a variety of needs of consumers with the strengths of their unique business models

# 3. KATITAS' ESG and SDGs : Contributing to Acquisition of Affordable Housing for Low- and Middle-Income Households

**There are 9.00 million vacant houses nationwide, a large social problem**



Vacant houses spoil the landscape and create concern over public safety



Various regional social problems including the aging population, young people leaving and the hollowing out of the economy

17 PARTNERSHIPS FOR THE GOALS

Renovation contractors

Creating employment

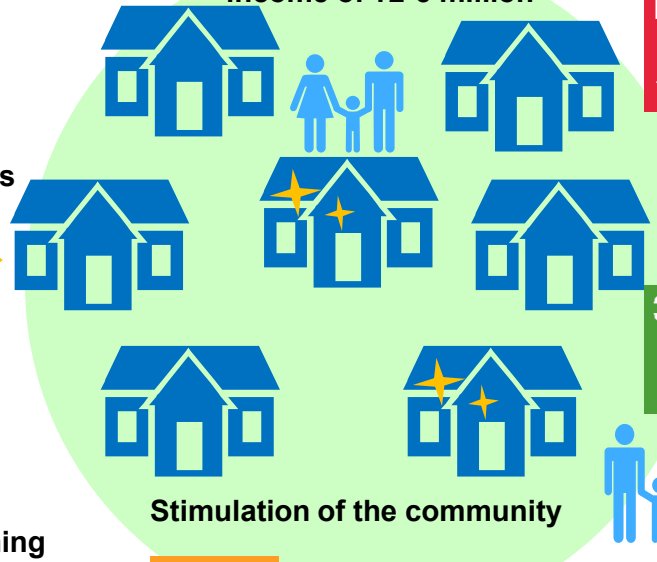
University students wishing to work for the community

8 DECENT WORK AND ECONOMIC GROWTH

**Resolving the vacant house issue by renovating and distributing vacant houses**

Affordable houses for people with annual household income of ¥2-5 million

1 NO POVERTY



3 GOOD HEALTH AND WELL-BEING

Stimulation of the community

Work-Life balance

11 SUSTAINABLE CITIES AND COMMUNITIES



Population concentration in urban areas

*The UN's Sustainable Development Goals website：https://www.un.org/sustainabledevelopment/

# 3. KATITAS‘ ESG and SDGs: Status of Overall Initiatives

## KATITAS’ pre-owned house renovation business

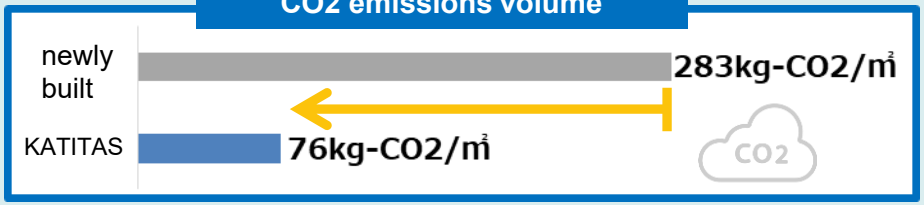


12 RESPONSIBLE CONSUMPTION AND PRODUCTION

## Scrap and build new houses



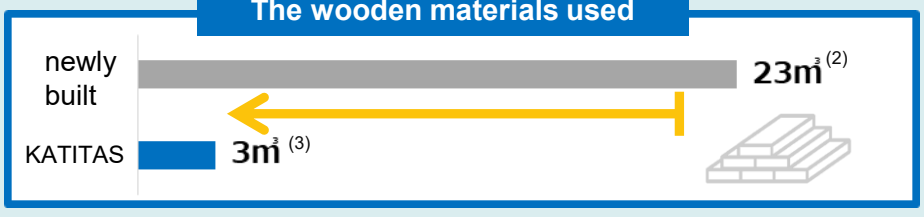
## CO2 emissions volume (1)




7 AFFORDABLE AND CLEAN ENERGY

13 CLIMATE ACTION

## The wooden materials used




15 LIFE ON LAND

## Independent outside directors: 1/3 of the total

- ✓ Of those, three are Independent Outside Directors.
- ✓ Outside Director attendance ratio: 91.7%(4)
- ✓ Flat Board of Directors operations in which Directors can comment freely.



## Salaries of sales employees are mainly fixed salaries

- ✓ Incentives make up a small percentage of salaries, which are less likely to become contributors to unreasonable sales activities and sales.

Wage system (5)

| Fixed salaries and allowances 70% | Incentives 30% |
|---|---|

## Weekly video conference connecting all branches nationwide

- ✓ Communication including failure cases and compliance.



## The three reporting principles

- ✓ Thorough internal notifications on compliance awareness.

1. Promptly report trouble
2. Report the bad things first
3. Do not lie

- Voluntary Remuneration Advisory Committee
- Monthly partner meetings held with renovation contractors (KRP Meeting)
- Regular distribution of awareness-raising materials related to human rights

(1) Source: Kimoto, Ikaga, Hanaki, Shintani, and Noguchi (2009), "Projection of CO2 Emissions from Construction, Renovation, and Demolition of Housing to 2050"
(2) Source: "Current Status and Issues in the Forestry, Logging, and Timber Industry," Forestry Agency (March 2021)
(3) Our standard remodeling property results, constructed in December 2018
(4) Results for the fiscal year ended March 31, 2026
(5) Results for the fiscal year ended March 31, 2025
(for employees ranging from personnel in charge to sales department managers)

# Presentation Highlights


| | | |
|---|---|---|
| 1. | Overview of Financial Results for the First Six Months of the FY2026 (Ending March 31, 2027) | P3-P13 |
| 2. | Fourth Medium-Term Management Plan and Management Plan for FY2026 (Ending March 31, 2027)<br>(Reposted from Financial Results Presentation For the 48th Fiscal Year Ending March 31, 2026) | P15-P26 |
| 3. | Overview of Business Model | P28-P43 |
| 4. | **APPENDIX** | **P45-P53** |

# 4. History

| Date | Event |
|---|---|
| Sep. 1978 | Established as Yasuragi Co., Ltd., in Kiryu, Gunma Prefecture with ¥10 million in capital to conduct the stone quarrying business |
| Dec. 1988 | Acquired a real estate brokerage license and started the real estate sales and agency business |
| Aug. 1998 | In line with the revised Civil Execution Act, established a business model of purchasing real estate at property auctions and selling refurbished properties |
| Mar. 1999 | Opened the Takasaki Branch (later opened more regional branches, reaching a total of 138 as of March 31, 2026) |
| Feb. 2004 | Listed on the Centrex Market of the Nagoya Stock Exchange |
| Mar. 2012 | Tender offer for the Company's shares by Advantage Partners Inc., a private-equity fund |
| Jul. 2012 | Delisted from the Centrex Market of the Nagoya Stock Exchange |
| Jul. 2013 | Changed company name to KATITAS Co., Ltd. |
| Feb. 2016 | Received the METI Minister Award for "Advanced Rehabilitation Remodeler" from the Ministry of Economy, Trade and Infrastructure |
| Mar. 2016 | Acquired all shares of REPRICE Co., Ltd. (now a consolidated subsidiary) |
| Apr. 2017 | Formed a capital and business alliance with Nitori Holdings Co., Ltd. |
| Oct. 2017 | Received the 17th Porter Prize (sponsored by the School of International Corporate Strategy, Hitotsubashi University Business School) |
| Dec. 2017 | Listed on the First Section of the Tokyo Stock Exchange |
| Mar. 2020 | Due to stable growth post-listing, achieved consolidated operating profit of ¥10.0 billion |
| May. 2021 | Cumulative number of houses sold by REPRICE surpasses 10,000 |
| Apr. 2022 | Listed on the Prime Market of the Tokyo Stock Exchange |
| Jun. 2026 | Cumulative number of houses sold by KATITAS surpasses 90,000 |

# 4. KATITAS Group Branch List（All Own Branches）

## Branches (As of September 30, 2026) UPDATE

### KATITAS ⇒ Nationwide network covering regional small- to medium- sized cities

| Hokkaido | Kanto | Koshinetsu, Hokuriku | Kansai | Shikoku |
|---|---|---|---|---|
| Sapporo | Hachioji | Kofu | Osaka (1) | Tokushima |
| Kitami | Kawagoe | Nagano | Kobe | Takamatsu |
| Nayoro (1) | Koshigaya | Ueda | Himeji | Marugame |
| Asahikawa | Honjo | Matsumoto | Takarazuka | Matsuyama |
| Iwamizawa | Kumagaya | Suwa | Ako | Saijo |
| Otaru | Higashi-Matsuyama | Ina | Kyoto | Uwajima |
| Kushiro | Iruma | Niigata | Fukuchiyama | Kochi |
| Obihiro | Mito | Shibata | Hikone | |
| Tomakomai (1) | Tsukuba | Tsubame-Sanjo | Kusatsu | **Kyushu** |
| Muroran | Hitachi | Nagaoka | Nara | Fukuoka |
| Hakodate | Shimotsuma | Joetsu | | Fukuoka-Higashi |
| | Maebashi | Toyama | **Chugoku** | Kitakyushu |
| **Tohoku** | Numata | Uozu | Tottori | Iizuka |
| Aomori | Midori | Takaoka | Yonago | Kurume |
| Hirosaki | Takasaki | Kanazawa | Okayama | Omuta |
| Towada | Ota | Nanao | Tsuyama | Nagasaki |
| Hachinohe | Hon'atsugi | Fukui | Yamaguchi | Sasebo |
| Sendai | Chiba | Tsuruga | Iwakuni | Isahaya |
| Osaki | Sakura | | Shimonoseki | Oita |
| Ishinomaki | Mobara | **Tokai** | Izumo | Nakatsu |
| Ogawara | Kisarazu | Nagoya | Masuda | Kirishima |
| Yamagata | Utsunomiya | Toyota | Hiroshima | Kagoshima-Chuo |
| Sakata | Tochigi | Toyohashi | Miyoshi | Satsuma-Sendai |
| Yonezawa | Nasu | Gifu | Fukuyama | Saga |
| Morioka | Oyama | Ogaki | Higashi-Hiroshima | Kumamoto |
| Hanamaki | | Tajimi | | Uki |
| Ichinoseki | | Shizuoka | | Yatsushiro |
| Kamaishi | | Fuji | | Miyazaki |
| Akita | | Numazu | | Nobeoka |
| Odate | | Iwata | | Miyakonojo |
| Yokote | | Yokkaichi | | Okinawa |
| Fukushima | | Nabari | | |
| Aizu | | Matsuzaka | | |
| Koriyama | | | | |
| Iwaki | | | | |

**Total 141 Branches**

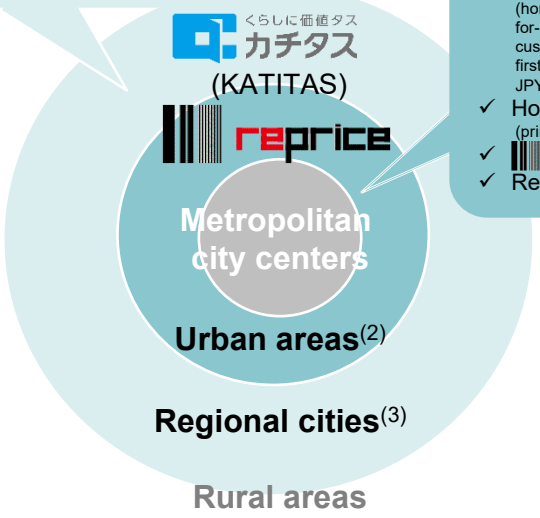
＋

### reprice ⇒Focus on urban areas

| | |
|---|---|
| REPRICE Tokai | REPRICE Mikawa |
| REPRICE Tokyo | REPRICE Kansai |
| REPRICE Kanagawa | REPRICE Hyogo |
| REPRICE Saitama (1) | REPRICE Okayama |
| REPRICE Hokkaido | REPRICE Hiroshima |
| REPRICE Tohoku | REPRICE Shikoku |
| REPRICE Kita-Kanto | REPRICE Kyushu |
| REPRICE Shinshu | |
| REPRICE Shizuoka | |

**Total 16 Branches**

**Main types of house sellers**
- ✓ Local home builders
- ✓ カチタス(KATITAS)
- ✓ Real estate brokers




**Main types of house sellers**
- ✓ Home builders
- ✓ "Power Builders"
  (home builders specializing in built-for-sale houses primarily targeting customers purchasing home for the first time in the price range of JPY20MM-30MM)
- ✓ House re-sellers
  (primarily condominium units)
- ✓ reprice
- ✓ Real estate brokers

(1) The branches newly opened in FY2026.

(2) Primarily regional cities and suburban areas in proximity to the three major metropolitan cities of Japan (Tokyo, Nagoya and Osaka)
(3) Suburban areas surrounding regional cities across Japan

# 4. Performance Trend

(Reposted from FY2025 4Q)

| | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 |
|---|---|---|---|---|---|
| Net sales | 101,269 | 121,341 | 126,718 | 129,537 | 151,851 |
| YoY | +3.6% | +19.8% | +4.4% | +2.2% | +17.2% |
| Number of properties sold | 6,120 | 6,927 | 7,169 | 7,372 | 8,380 |
| YoY | -0.6% | +13.2% | +3.5% | +2.8% | +13.7% |
| Number of properties purchased | 6,855 | 7,311 | 7,008 | 8,323 | 9,804 |
| YoY | +17.0% | +6.7% | -4.1% | +18.8% | +17.8% |
| Gross profit | 24,647 | 26,855 | 27,814 | 30,702 | 35,371 |
| Gross profit Margin (%) | 24.3% | 22.1% | 21.9% | 23.7% | 23.3% |
| Adjusted gross profit | 24,647 | 26,855 | 27,814 | 30,702 | 37,671 |
| Adjusted gross profit margin (%) (1) | 24.3% | 22.1% | 21.9% | 23.7% | 24.4% |
| SG&A expenses | 11,519 | 12,795 | 15,141 | 16,479 | 17,091 |
| Operating profit | 13,127 | 14,060 | 12,672 | 14,222 | 18,279 |
| YoY | +15.7% | +7.1% | -9.9% | +12.2% | +28.5% |
| Operating profit Margin (%) | 13.0% | 11.6% | 10.0% | 11.0% | 12.0% |
| Inventory real estates | 44,862 | 54,143 | 52,252 | 61,535 | 81,203 |
| Total number of employees (including part-time employees) | 844 | 895 | 928 | 985 | 1,074 |
| Number of sales staff (including part-time employees) | 660 | 700 | 721 | 770 | 839 |
| YoY | +3.3% | +6.1% | +3.0% | +6.8% | +9.0% |

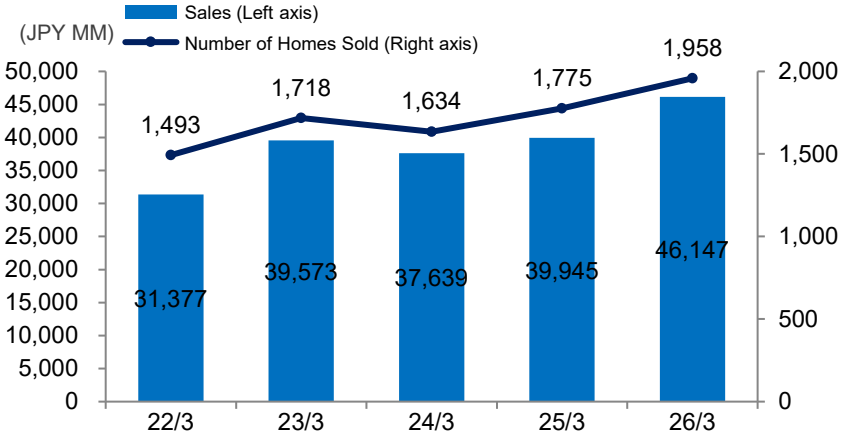
(1) Adjusted gross profit margin: Gross profit margin the company would have reported if not for deductions of “differences in consumption taxes, etc.” from net sales and gross profit undertaken since a May 2025 litigation defeat. Provided as a reference to illustrate the group’s underlying competitiveness

# 4. Merger and Synergies with REPRICE

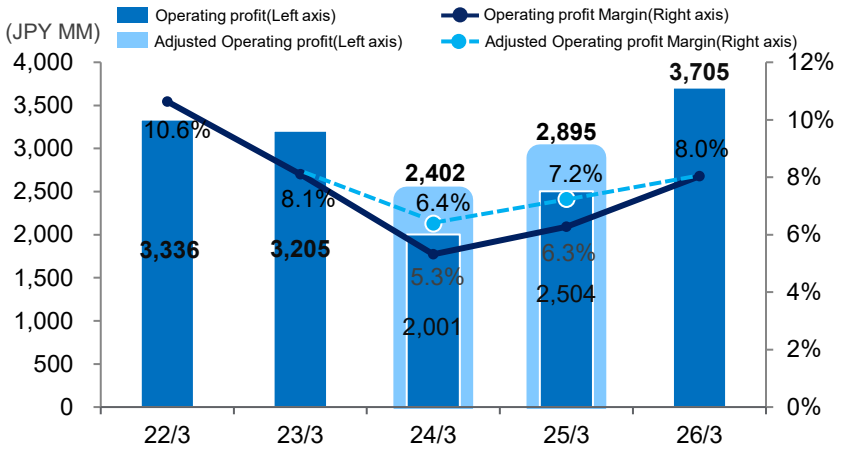
(Reposted from FY2025 4Q)

- In March 2016, we conducted a merger with REPRICE by acquiring 100% of its shares and thereby removed funding constraints, which was the biggest hindrance to REPRICE's growth.
- We injected our know-how to REPRICE and have effectively switched their purchase strategy from auction to direct purchase and shifted property types from condominiums to detached houses.
- Both sales and operating profit have increased since the merger. Unlike KATITAS' operations which are centered around rural areas, REPRICE's operations are in the suburbs of the three major metropolitan areas where there are competitors.

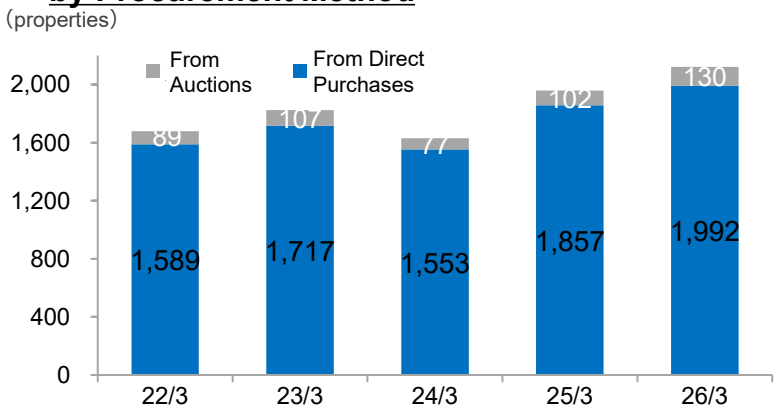
## Sales and number of properties sold



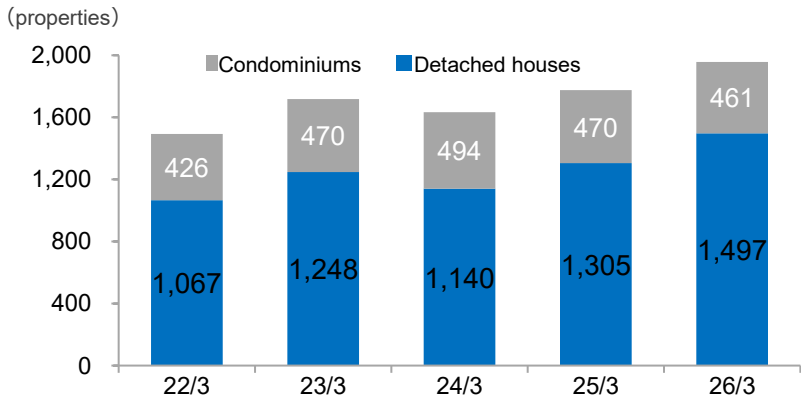

## Operating profit and operating profit margin




## Number of Houses Procured by Procurement Method




## Number of sales by detached houses/condominiums

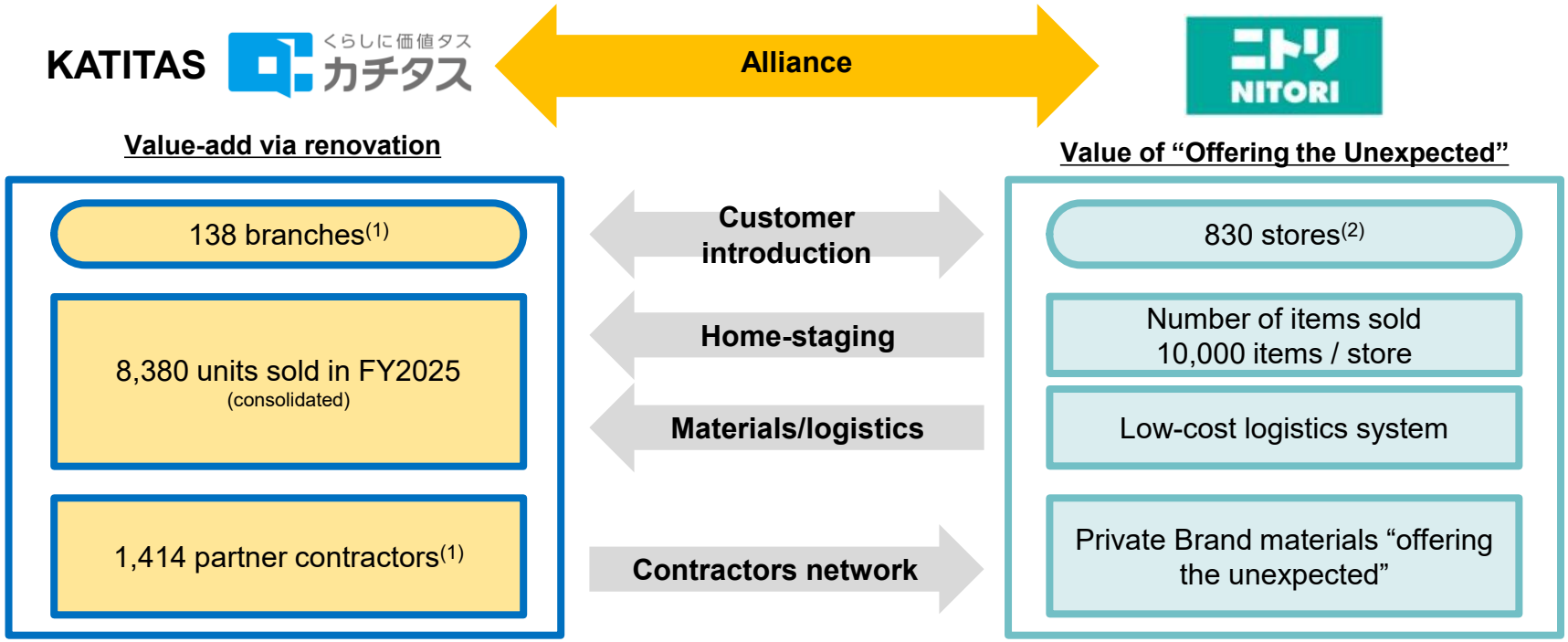


# 4. Alliance with Nitori Holdings (Announced on April 28, 2017)

- Advantage Partners transferred 34% of KATITAS' shares to Nitori Holdings for JPY23,300 MM
- KATITAS and Nitori entered into an alliance that aims to utilize their respective strengths to provide enriched and more comfortable living environments to their customers

## Expected Synergies

**From House Re-seller to Lifestyle Provider**




(1) As of March 31, 2026. The number of contractors are on a non-consolidated basis.
(2) Aggregate of "Nitori" stores, "Nitori Deco home" stores, "Nitori Express" stores and "Shimachu" stores in Japan (as of March 31, 2026)

# 4. Progress of Alliance-based Operations(1/2)

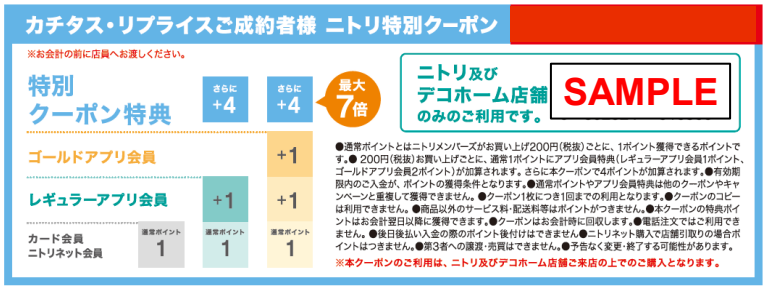
- Pre-owned houses fitted with Nitori furniture and interior items not only convey a more concrete image of the post-move lifestyle and living space to those considering purchasing, but also have the advantage to the purchaser of incorporating the expense into the home loan, so that there is no burden associated with the new lifestyle.
- Buyers of KATITAS Group properties will receive two coupons that multiply reward points received through purchases at NITORI by up to seven.

**Sales Service** Offering and selling pre-owned houses fitted with Nitori furniture and interior items





**Sales Service** Issuing coupons that can be used for purchases of Nitori products




Coupons provided to buyers upon conclusion of property contracts and upon delivery




Website banner announcing that coupons will be given

# 4. Progress of Alliance-based Operations(2/2)

- "VHS (Virtual Home Staging)" virtually installs Nitori furniture in KATITAS properties.
- This can be implemented more easily in terms of cost and furniture delivery logistics than showing a "furnished house“.
- VHS increases the success rate, so using VHS before revising prices helps to curtail price reductions.

中古戸建 **5-chome, Hoshigaura Odori, Kushiro-shi, Hokkaido (single-family homes)**

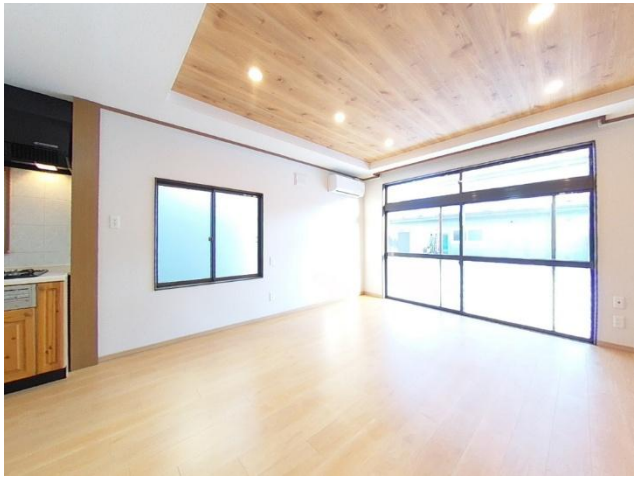
【見学会開催】【内外装リフォーム済】【リビングエアコン付き】4LDK住宅で日当たり良好。普通車並列3台駐車可能。各部屋収納付き。前面道路の幅員10m。運転が苦手な方でも楽々駐車。外壁・屋根全面塗装済。



**Selling Price**
**JPY 13.5MM**
(Including tax)
**Monthly payments**
**JPY 38,080**



Links to a 360° panorama allows viewers to take virtual tour of a property while moving the view around.



Switchable with one click

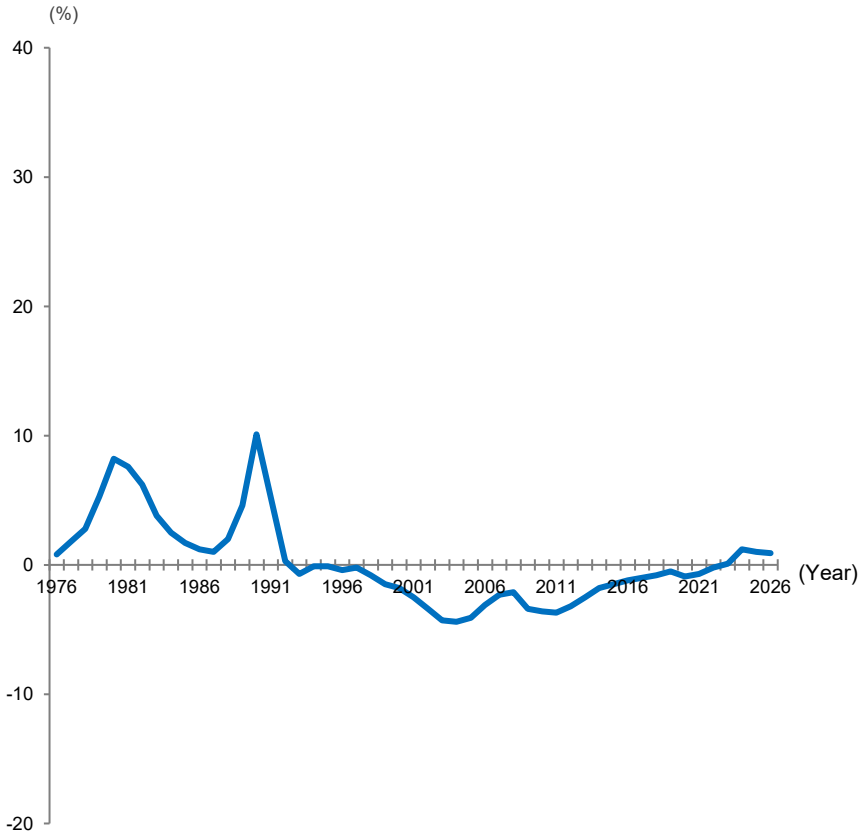


Currently, VHS is used mainly for living rooms

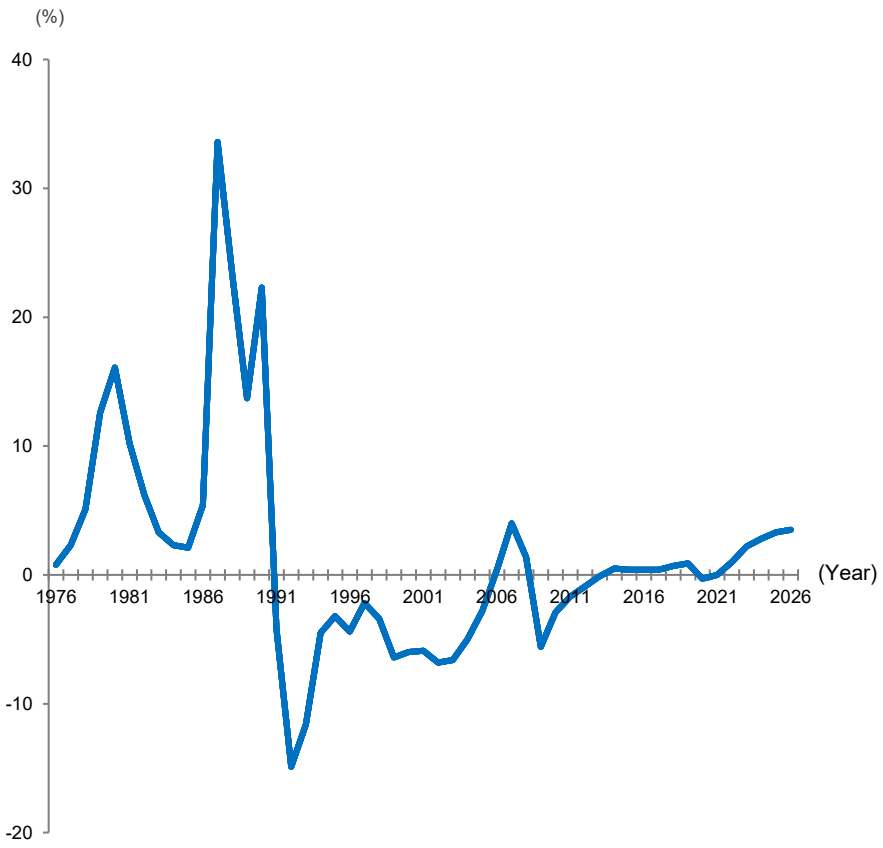
# 4. Trends in Land Prices - Regional Areas vs Three Metropolitan Areas

- As land prices in regional areas fluctuate based on actual demand, the level of volatility is lower than that in urban areas.
- In addition, with the trend of stable and low land prices, fluctuations in land prices have a limited influence on prices of residential properties in regional areas.
- As a result, buying and re-selling residential properties in regional areas is less subject to market volatility.

**Trends in land prices of residential districts in regional areas, compared to the previous year**




**Trends in land prices of residential districts in the three metropolitan areas, compared to the previous year**




Source: Ministry of Land, Infrastructure, Transport and Tourism, “Survey of Land Prices by Prefecture”

# 1. Changes in Consumption Tax Calculation Methods Related to Consumption Tax-Related Litigation

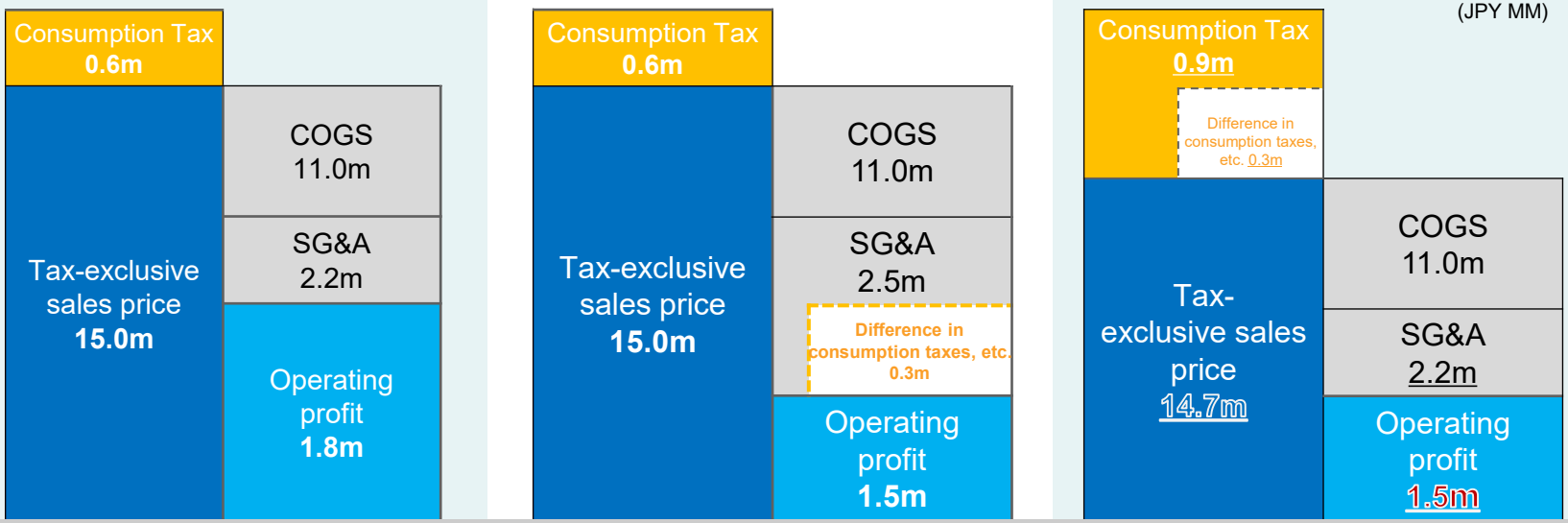
* Amounts are for illustrative purposes and not actual figures

(Reposted from FY2025 4Q)

- The method of calculating consumption tax changed as follows in line with the progress of the litigation
- From May 12, 2025 onward, we adopted the calculation method prescribed by the National Tax Agency 3) from the sales contract phase, resulting in a decrease in net sales and gross profit compared with 2). However, since the difference in consumption taxes, etc. has already been recorded under SG&A expenses, there will be no impact on operating profit. Cash flow also remains unchanged from 2).
- The "Adjusted gross profit" and "Adjusted gross profit margin" presented on this material are calculated using the methods described in 1) and 2).

| | 1) Before April 1, 2023 (Before the Tokyo District Court ruling against the Company) | 2) April 1, 2023 to May 11, 2025 | 3) Since May 12, 2025 (After the Supreme Court ruling against the Company became final) |
|---|---|---|---|
| Net sales & Gross profit | Our calculation method = consumption tax calculated using an apportionment method based on fixed asset tax amounts | **Unchanged from 1)** (consumption tax calculated using our calculation method / prices in contracts also based on our calculation method) | **Decreased from 2)** (difference in consumption taxes, etc. is deducted from net sales) |
| Operating profit | Calculated based on our calculation method *From FY2015 (ended March 31, 2016) onward, tax correction orders were issued and recognized as extraordinary losses | **Decreased from 1)** (difference in consumption taxes, etc. is calculated retroactively and recorded under SG&A expenses) | **Unchanged from 2)** (although net sales and gross profit decrease, SG&A expenses also decrease by the same amount due to the difference in consumption taxes, etc.) |
| Cash flow | Tax payments made based on our calculation method *From FY2015 (ended March 31, 2016) onward, tax correction orders were issued and tax payments were made | **Decreased from 1)** (tax payments made based on the National Tax Agency's calculation method) | **Unchanged from 2)** (as tax payments have already been made based on the National Tax Agency's calculation method since the litigation period) |

(JPY MM)




**Gross profit (margin): 4.0m (26.7%)**

**Gross profit (margin): 4.0m (26.7%)**

**Gross profit (margin): 3.7m (25.2%)**

# Disclaimer

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Throughout this presentation, unless otherwise specified, FY refers to the fiscal year ended March 31 of the following year (for example, FY2025 refers to the fiscal year ended March 31, 2026).

In this presentation, unless otherwise specified, references to our “homes” include single-family detached houses and condominium units that KATITAS acquires, renovates and resells as part of its business. Data presented for “homes” is on a gross basis, excluding home returns.

This is a partial English translations of the original Japanese version prepared only for the convenience of shareholders residing outside Japan. Should there be any inconsistency between the translation and the official Japanese text, the latter shall prevail.

On March 30, 2016, KATITAS completed the acquisition of REPRICE Co., Ltd. (“REPRICE”) and its two wholly owned subsidiaries (Comprehensive Urban Development Corporation and Arctive Co., Ltd.), and REPRICE became a wholly owned subsidiary of KATITAS as of the same date. Because the date of the acquisition of REPRICE was deemed to be March 31, 2016 for accounting purposes, the consolidated balance sheet of KATITAS as of March 31, 2016 reflects the consolidation of REPRICE but the consolidated results of operations of REPRICE for the period from March 30, 2016 to March 31, 2016 are not reflected in KATITAS’ consolidated statements of income, comprehensive income, changes in equity and cash flows for the fiscal year ended March 31, 2016. On September 2, 2016, KATITAS sold all of the shares of Comprehensive Urban Development Corporation, and on September 30, 2016, KATITAS sold all of the shares of Arctive Co., Ltd. to third parties. Due to the consolidation of the results of operations of REPRICE and its subsidiaries in KATITAS’ results of operations for the fiscal year ended March 31, 2017, KATITAS’ results of operations for that fiscal year are not directly comparable to the results of operations for prior fiscal years. Further, prior to the completion of the acquisition of REPRICE on March 30, 2016, KATITAS did not have any subsidiaries