

**OPEN  
HOUSE**

# **Consolidated Financial Highlights**

**for the Second Quarter Ended September 30, 2019**

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



**JPX-NIKKEI 400**

2017-2018



# FY2019 2Q Topics

## Business performance <FY2019 2Q>

- **Performance results for the first half of FY2019 were better than the forecast.**
- **Both revenue and income achieved record highs with double-digit growth year on year.**

Revenue:	¥ 242.8 billion [ 42.9% YOY ]
Operating income:	¥ 23.7 billion [ 13.0% YOY ]
Profit attributable to owners of parent :	¥ 16.1 billion [ 15.1% YOY ]

- **Single-family homes related business:**

Performance was robust with a favorable effect from the consolidation of Hawk One Corporation.

- **Condominium business:**

Performance was strong and contract rate for units to be delivered in this fiscal term achieved 95%.

- **Property resales business:**

Business has been moving in line with the plan, backed by strong demand from corporations.

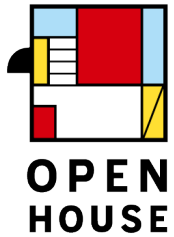
- **U.S. Real Estate business:**

Sales have grown by meeting needs of wealthy class of domestic customers for asset diversification.

## Performance forecasts <FY2019>

- **Our goal is to achieve record highs both in revenue and income for the seventh consecutive year.**

Revenue:	¥ 510.0 billion [ 30.5% YOY ]
Ordinary income:	¥ 51.5 billion [ 11.8% YOY ]
Profit attributable to owners of parent :	¥ 37.0 billion [ 16.3% YOY ]



## FY2019 2Q Consolidated Summary

# Overview of Consolidated Income Statement

- ☑ Revenue significantly increased due to consolidation of Hawk One Corporation.
- ☑ Both revenue and income achieved double-digit growth and exceeded the forecast.

(Million yen)

	FY2018 2Q <2017/10-2018/3>		FY2019 2Q <2018/10-2019/3>		Inc. (Dec.)	FY2019 2Q <2018/10-2019/3>	
	Actual	% of revenue	Actual	% of revenue		Forecast	Difference from forecast
<b>Revenue</b>	169,923	—	<b>242,846</b>	—	42.9%	225,000	17,846
<b>Operating income</b>	21,056	12.4%	<b>23,797</b>	9.8%	13.0%	22,000	1,797
<b>Ordinary income</b>	20,169	11.9%	<b>22,193</b>	9.1%	10.0%	20,500	1,693
<b>Profit attributable to owners of parent</b>	14,017	8.2%	<b>16,132</b>	6.6%	15.1%	15,000	1,132

# Performance by segment (revenue/operating income)

- ☑ Increases in both revenue and income were driven by actual demand at single-family homes related and condominiums businesses.
- ☑ Business portfolios as a whole continued to grow.

(Million yen)

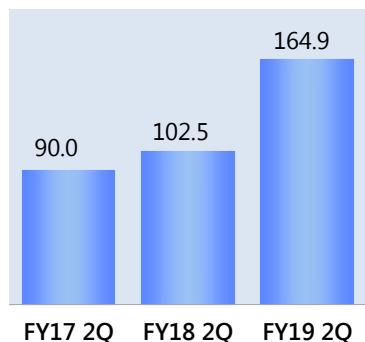
	FY2018 2Q <2017/10-2018/3>		FY2019 2Q <2018/10-2019/3>		Inc.(Dec.)
	Actual	Ratio	Actual	Ratio	
<b>Revenue</b>	169,923	100.0%	<b>242,846</b>	100.0%	42.9%
Single-family homes related business *	102,566	60.4%	<b>164,959</b>	67.9%	60.8%
Condominiums	11,513	6.8%	<b>20,768</b>	8.6%	80.4%
Property resales	50,903	30.0%	<b>46,613</b>	19.2%	(8.4)%
Others (including U.S. real estate business)	4,953	2.9%	<b>10,531</b>	4.3%	112.6%
Adjustments	(13)	—	<b>(26)</b>	—	—
	Actual	% of revenue	Actual	% of revenue	Inc.(Dec.)
<b>Operating Income</b>	21,056	12.4%	<b>23,797</b>	9.8%	13.0%
Single-family homes related business *	13,513	13.2%	<b>15,008</b>	9.1%	11.1%
Condominiums	927	8.1%	<b>3,305</b>	15.9%	256.3%
Property resales	6,248	12.3%	<b>4,908</b>	10.5%	(21.4)%
Others (including U.S. real estate business)	809	16.3%	<b>1,070</b>	10.2%	32.3%
Adjustments	(441)	—	<b>(495)</b>	—	—

\* Earnings of Hawk One are included in the single-family homes related business segment from FY2019 1Q.

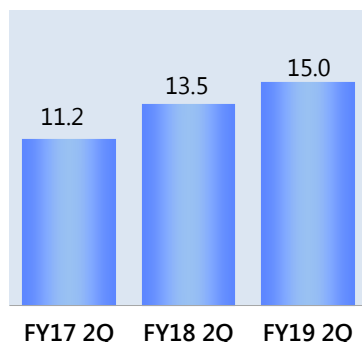
# Single-family homes related business as a whole/brokerage

- ✓ Revenue significantly increased due to consolidation of Hawk One.
- ✓ Sales have grown steadily and number of brokerage transactions increased more than 30% year on year.

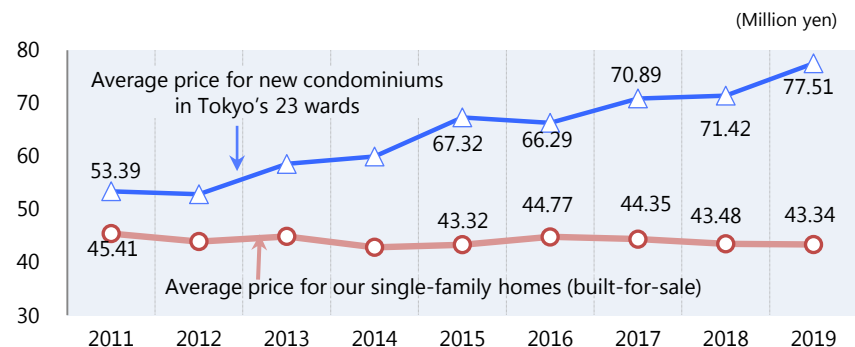
Revenue (¥billion)



Operating income (¥billion)



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

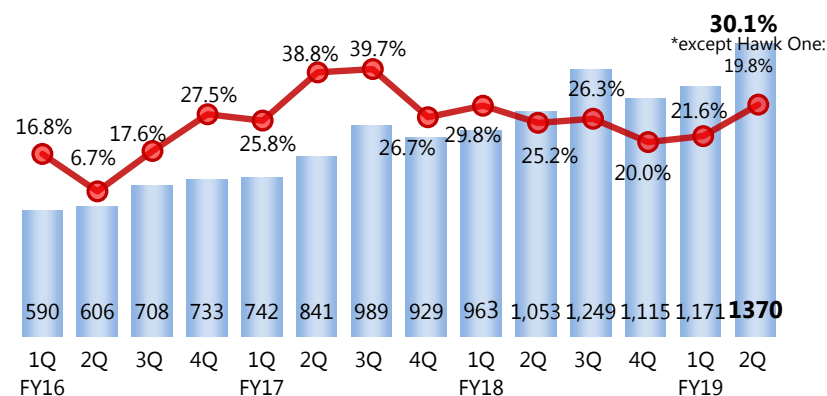


Source: MLIT, "Monthly marketing report of lands"

Fiscal years: Condominium prices are on a calendar-year basis. Prices for our homes are for the period October – September. Condominium prices for 2019 are for the January – March period. Prices of our homes are for the October 2018- March 2019 period.

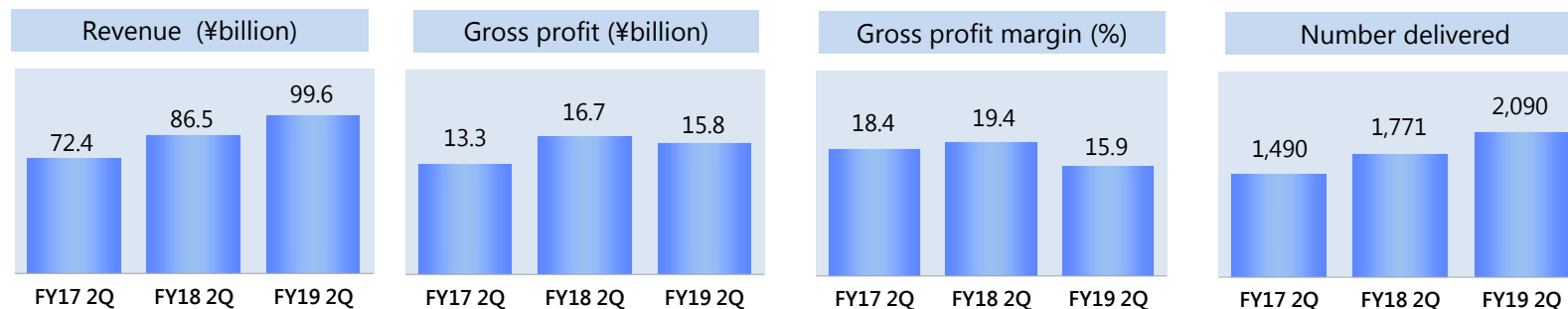
	FY2017 2Q 16/10-17/3	FY2018 2Q 17/10-18/3	FY2019 2Q 18/10-19/3	Inc. (Dec.)
Revenue (¥million)	90,026	102,566	<b>164,959</b>	60.8%
Gross profit(¥million)	16,498	19,574	<b>24,422</b>	24.8%
Gross profit margin	18.3%	19.1%	<b>14.8%</b>	(4.3)pt
Operating income (¥million)	11,289	13,513	<b>15,008</b>	11.1%
Operating income margin	12.5%	13.2%	<b>9.1%</b>	(4.1)pt

Number brokered in each quarter



# Single-family homes related business (Open House Development)

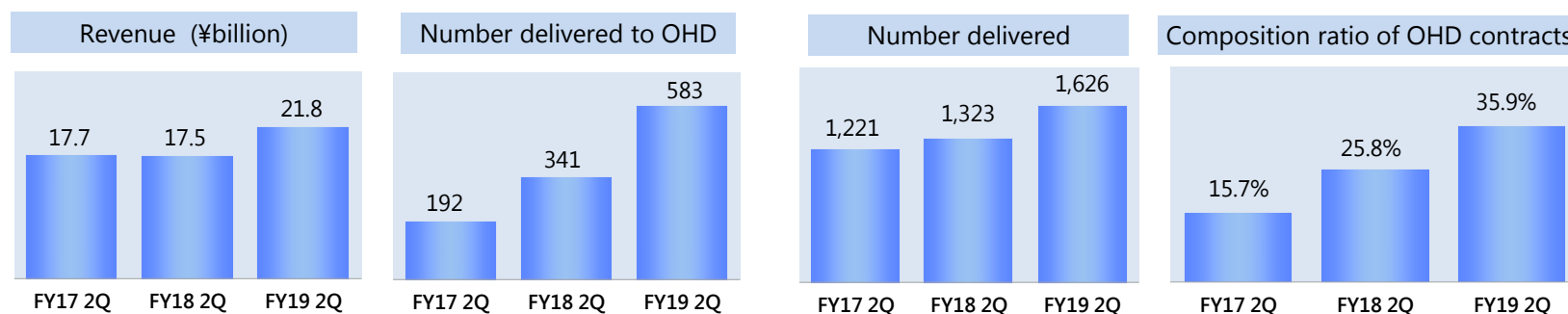
- ✓ A decline in gross profit margin was due to gross margin mix resulting from increased number of built-for-sale houses and higher purchase prices of land.
- ✓ Profit ratio on a sales contract basis has been on a uptrend, attributed to the specification of purchase criteria and greater accuracy in sales plans. Profit ratio on a sales settlement basis is expected to improve in the second half of the fiscal term.



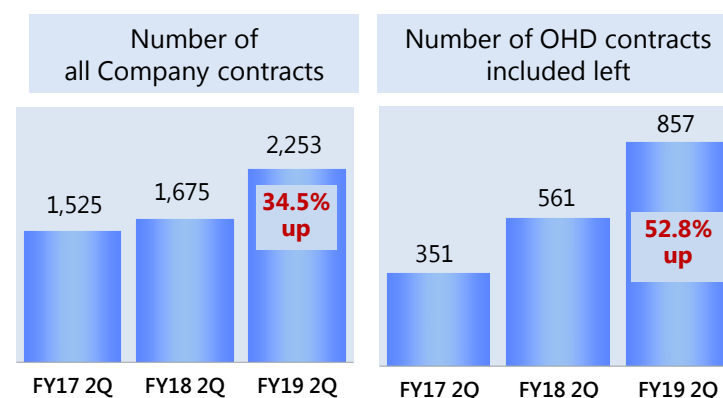
By type of sale		FY2017 2Q 16/10-17/3	FY2018 2Q 17/10-18/3	FY2019 2Q 18/10-19/3	Inc. (Dec.)
Built-for-sale houses	Revenue (¥million)	30,963	29,242	<b>42,284</b>	44.6%
	Number delivered	695	669	<b>986</b>	317
	Unit Price(¥million)	44.6	43.7	<b>42.9</b>	(0.8)
Lands	Revenue (¥million)	35,102	49,072	<b>46,379</b>	(5.5)%
	Number delivered	795	1,102	<b>1,104</b>	2
	Unit Price(¥million)	44.2	44.5	<b>42.0</b>	(2.5)
Built-to-order houses	Revenue (¥million)	6,086	7,986	<b>10,755</b>	34.7%
	Number delivered	407	561	<b>766</b>	205
	Unit Price(¥million)	15.0	14.2	<b>14.0</b>	(0.2)
Others	Revenue (¥million)	256	272	<b>258</b>	(5.3)%
Total	Revenue (¥million)	72,407	86,581	<b>99,676</b>	15.1%
	Gross profit (¥million)	13,332	16,779	<b>15,866</b>	(5.4)%
	Gross profit margin	18.4%	19.4%	<b>15.9%</b>	(3.5)pt
	Number delivered (built-for-sale houses + lands)	1,490	1,771	<b>2,090</b>	319

# Single-family homes related business (Construction work)

- ✓ The business engaged in an increasing number of construction contracts for OHD, while responding to growing demand from general providers for built-for-sale homes in the Tokyo metropolitan district.
- ✓ Gross profit margin declined as expected, due to an increase in the number of houses delivered under OHD contracts that do not incur operating expenses.



	FY2017 2Q 16/10-17/03	FY2018 2Q 17/10-18/03	FY2019 2Q 18/10-19/03	Inc.(Dec.)
Revenue (¥million)	17,707	17,560	<b>21,803</b>	24.2%
Gross profit (¥million)	2,517	2,112	<b>2,492</b>	18.0%
Gross profit margin	14.2%	12.0%	<b>11.4%</b>	(0.6)pt
Number delivered <sup>*1</sup>	1,221 192	1,323 341	<b>1,626 583</b>	303 242



\*1 Number delivered refers to the number of properties delivered under single-family homes construction contracts to corporations.  
Number delivered to OHD on the lower line

The above represents the number of contracts for construction orders received during the respective fiscal year.

# Single-Family Homes Related Business (Hawk One)

- ☑ Sales of single-family homes launched in quasi-urban parts of the Tokyo metropolitan districts were strong.
- ☑ The number of brokerage transactions in regard to Hawk One's units by Open House also showed steady increase.

## Outline of performance

	FY2019 2Q (18/10-19/3)
Revenue (¥million)	47,494
Gross profit (¥million)	5,451
Gross profit margin	11.5%
Number delivered	1,217
*including land ,built-to-order houses	(30%YOY)
Number of Sales	1,146
*contract basis	
Number of brokerage	196
*contract basis	(6 at the same period last year)

## Special factors in gross profit margin

### 1. Evaluation of market value of inventories

When consolidating at the end of the previous fiscal year, contracted inventories were valued at market value according to sales value, and the amount equivalent to the gain on valuation (¥850 million) was recorded under net assets and not under gross profit.

### 2. Disposal of long-term inventories

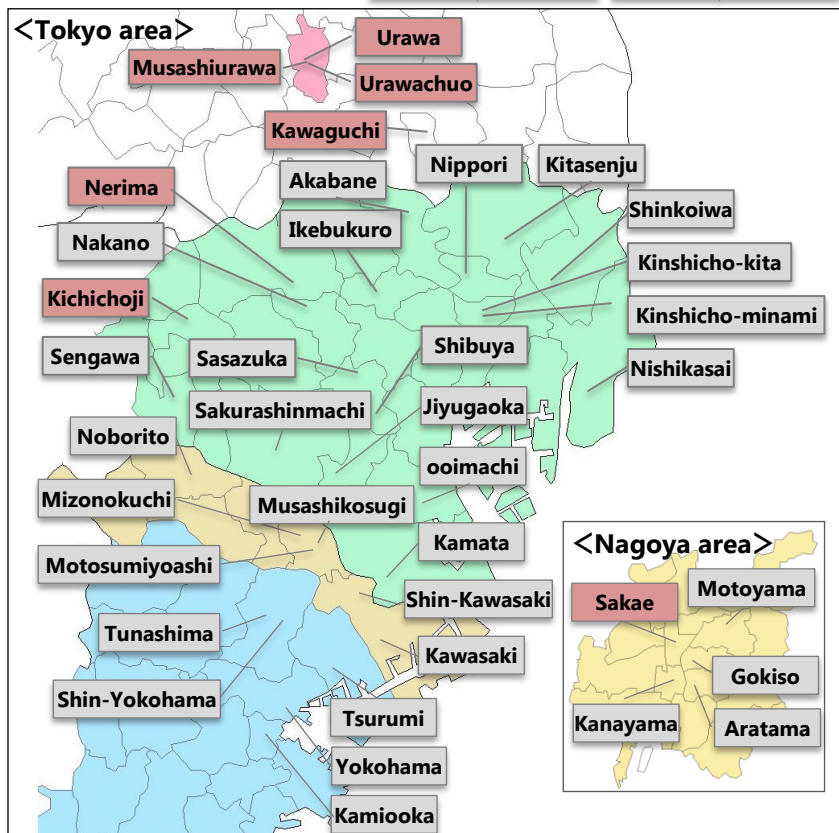
Long-term inventories (those open for contracts, with over 60 days after completion of construction) were disposed of in line with the policy aimed at improving asset efficiency. As a result, gross profit margin temporarily declined.

## Number of brokerage transactions on Hawk One's Units in each Open House Sales Center \*contract basis

FY2019 2Q (2018/10-2019/3)

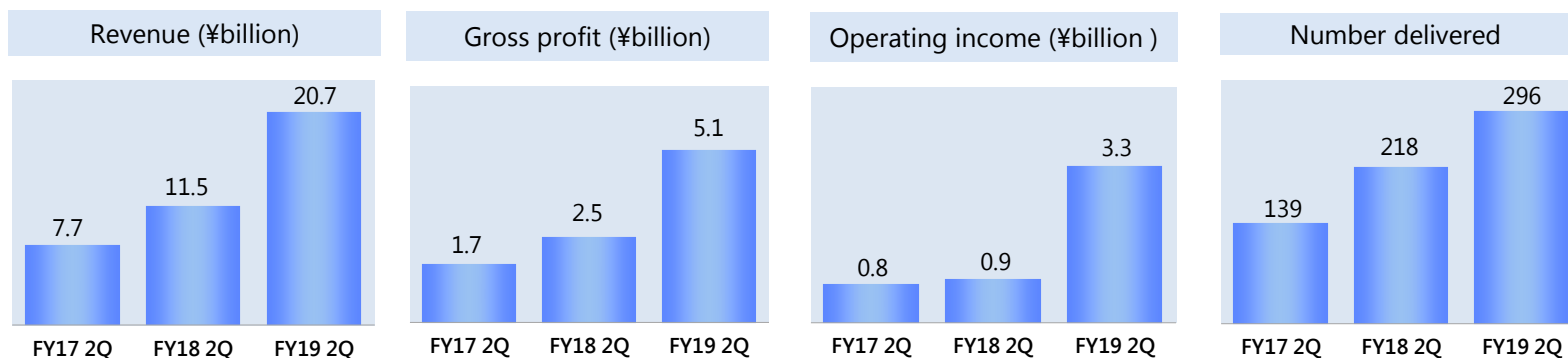
10 units and more

Under 10 units



# Condominiums Business

- ✓ Sales were strong for compact condominiums, targeting single- and two-person households whose occupants prefer living close to work.
- ✓ Delivery of units commenced in Nagoya City from this fiscal year. Performance results in two bases including Tokyo grew strongly.



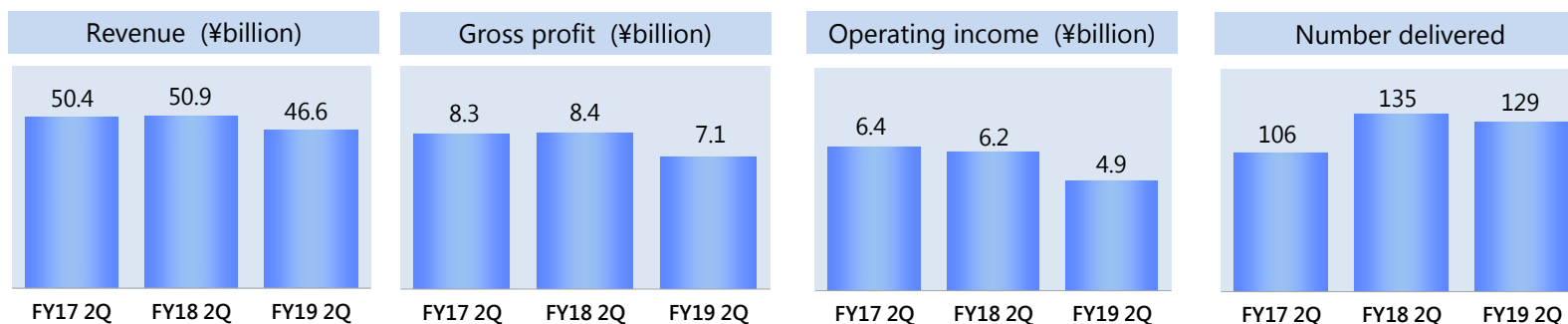
	FY2017 2Q 16/10-17/03	FY2018 2Q 17/10-18/03	FY2019 2Q 18/10-19/03	Inc. (Dec.)
Revenue (¥million)	7,713	11,513	<b>20,768</b>	80.4%
Gross profit (¥million)	1,792	2,502	<b>5,139</b>	105.4%
Gross profit margin	23.2%	21.7%	<b>24.7%</b>	3.0pt
Operating income (¥million)	863	927	<b>3,305</b>	256.3%
Operating income margin	11.2%	8.1%	<b>15.9%</b>	7.9pt
Number delivered	139	218	<b>296</b>	78
Unit price(¥million)	55.5	52.8	<b>70.2</b>	17.4

## — Major condominiums delivered in FY2019 —

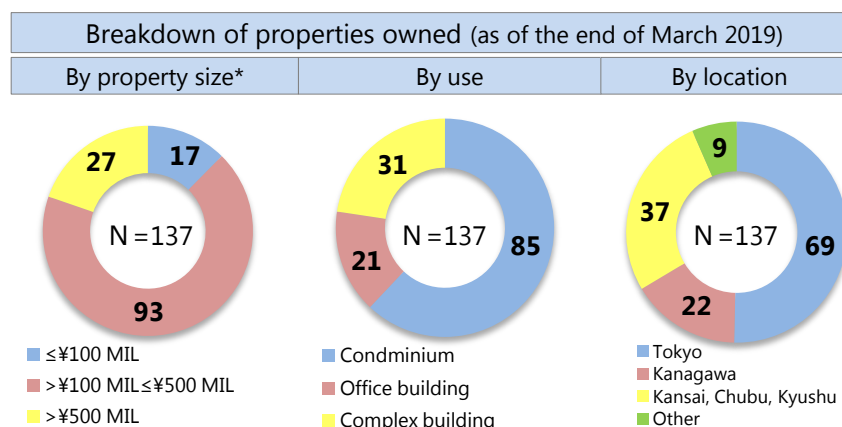
Name	Units	Average price
Open Residencia Sakuradori toyomae — Nagoya	22	¥30million
Open Residencia Aoi — Nagoya	32	¥40million
Open Residencia Sendagi Hills — Tokyo	28	¥60million
Open Residencia Daikanyama the House — Tokyo	22	¥90million

# Property Resales Business

- ☑ The main customers of the property resales business are business corporations and the wealthy class of customers, and the impact of tightening loan standards for real estate investment is limited.
- ☑ Sales in the second quarter have grown steadily, and operating income margin significantly improved from the 7.0% posted in the first quarter.

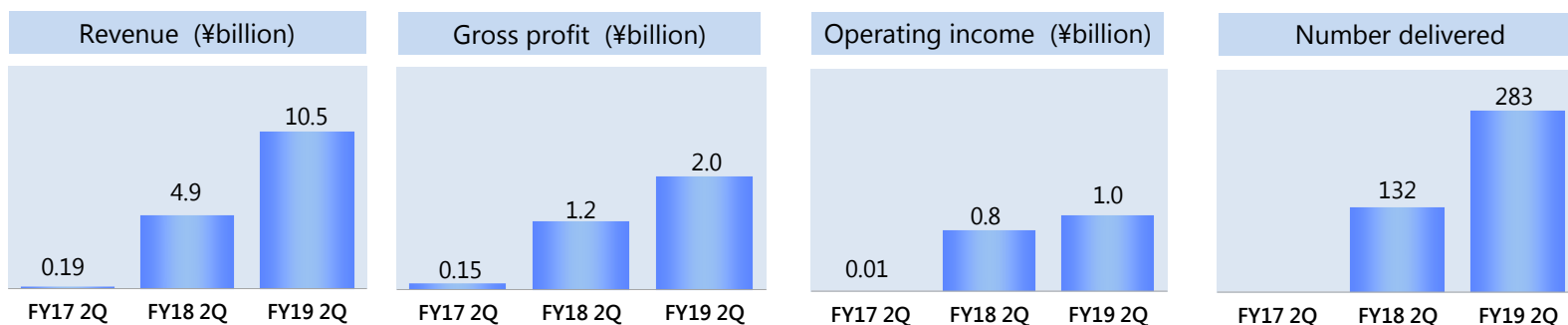


	FY2017 2Q 16/10-17/03	FY2018 2Q 17/10-18/03	FY2019 2Q 18/10-19/03	Inc. (Dec.)
Revenue (¥million)	50,446	50,903	<b>46,613</b>	(8.4)%
Gross profit (¥million)	8,397	8,441	<b>7,179</b>	(15.0)%
Gross profit margin	16.6%	16.6%	<b>15.4%</b>	(1.2)pt
Operating income (¥million)	6,495	6,248	<b>4,908</b>	(21.4)%
Operating income margin	12.9%	12.3%	<b>10.5%</b>	(1.7)pt
Number delivered	106	135	<b>129</b>	(6)
Unit Price(¥million)	480	377	<b>361</b>	(16)



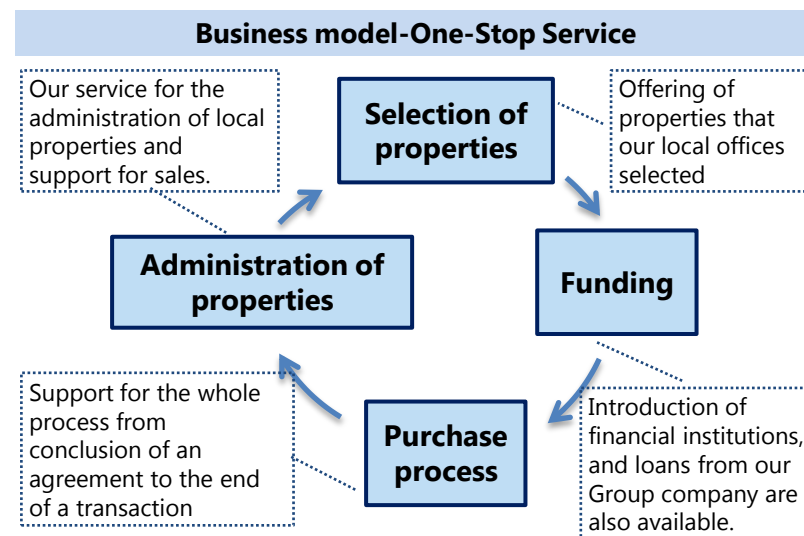
# Other Segment (U.S. Real Estate Business )

- ✓ Sales contracts have been steadily growing in line with the full-year forecast.
- ✓ A decline in units delivered in the second quarter was temporary due to seasonal factors.



	FY2017 2Q 16/10-17/03	FY2018 2Q 17/10-18/03	FY2019 2Q 18/10-19/03	Inc. (Dec.)
Revenue (¥million)	191	4,953	<b>10,531</b>	112.6%
Gross profit (¥million)	153	1,212	<b>2,064</b>	70.3%
Gross profit margin	79.9%	24.5%	<b>19.6%</b>	(4.9)pt
Operating income (¥million)	15	809	<b>1,070</b>	261
Operating income margin	7.9%	16.3%	<b>10.2%</b>	(6.2)pt
Number delivered <sup>*</sup>	—	132	<b>283</b>	151

\* Figures for revenue and income are shown in Other Segment.



# Breakdown of SG&A Expenses, Non-Operating Income /Expenses

(Million yen)

	FY2018 2Q 2017/10-2018/3		FY2019 2Q 2018/10-2019/3		Inc. (Dec.)
	Actual	% of revenue	Actual	% of revenue	
<b>SG&amp;A expenses</b>	10,670	6.3%	15,062	6.2%	4,391
Personnel expenses	2,797	1.6%	4,331	1.8%	1,533
Sales commissions	1,616	1.0%	2,590	1.1%	974
Office expenses	1,341	0.8%	1,712	0.7%	370
Advertising expenses	884	0.5%	1,010	0.4%	125
Promotion expenses	633	0.4%	727	0.3%	94
Others	3,396	2.0%	4,689	1.9%	1,292

	FY2018 2Q 2017/10-2018/3		FY2019 2Q 2018/10-2019/3		Inc. (Dec.)
	Actual	% of revenue	Actual	% of revenue	
<b>Non-operating income</b>	118	0.1%	221	0.1%	103
<b>Non-operating expenses</b>	1,005	0.6%	1,825	0.8%	820
Interest expenses	529	0.3%	878	0.4%	348
Commission fee	37	0.0%	737	0.3%	700
Foreign exchange loss	355	0.2%	86	0.0%	(268)
Other	82	0.0%	122	0.1%	39

# Consolidated Balance Sheet

(Million yen)

	Sep 30, 2018	Mar 31, 2019	Inc. (Dec.)
<b>Current assets</b>	377,818	<b>394,609</b>	16,791
Cash and deposits	119,053	<b>114,585</b>	(4,468)
Inventories	233,272	<b>253,610</b>	20,338
Others	25,492	<b>26,413</b>	921
<b>Non-current assets</b>	15,508	<b>15,799</b>	291
Property, plant and equipment	5,474	<b>5,002</b>	(472)
Intangible assets	3,515	<b>3,644</b>	128
Investments and other assets	6,517	<b>7,152</b>	634
<b>Deferred assets</b>	40	<b>35</b>	(5)
<b>Total assets</b>	393,367	<b>410,444</b>	17,077

	Sep 30, 2018	Mar 31, 2019	Inc. (Dec.)
<b>Liabilities</b>	279,880	<b>287,162</b>	7,281
Current liabilities	182,405	<b>155,927</b>	(26,477)
Non-current liabilities	97,475	<b>131,235</b>	33,759
<b>Net Assets</b>	113,486	<b>123,282</b>	9,795
Shareholders' equity	105,798	<b>122,902</b>	17,103
Valuation and translation adjustments	* 7,688	<b>380</b>	(7,308)
<b>Total liabilities and net assets</b>	393,367	<b>410,444</b>	17,077

\*Including Non-controlling interests 6,941 million yen

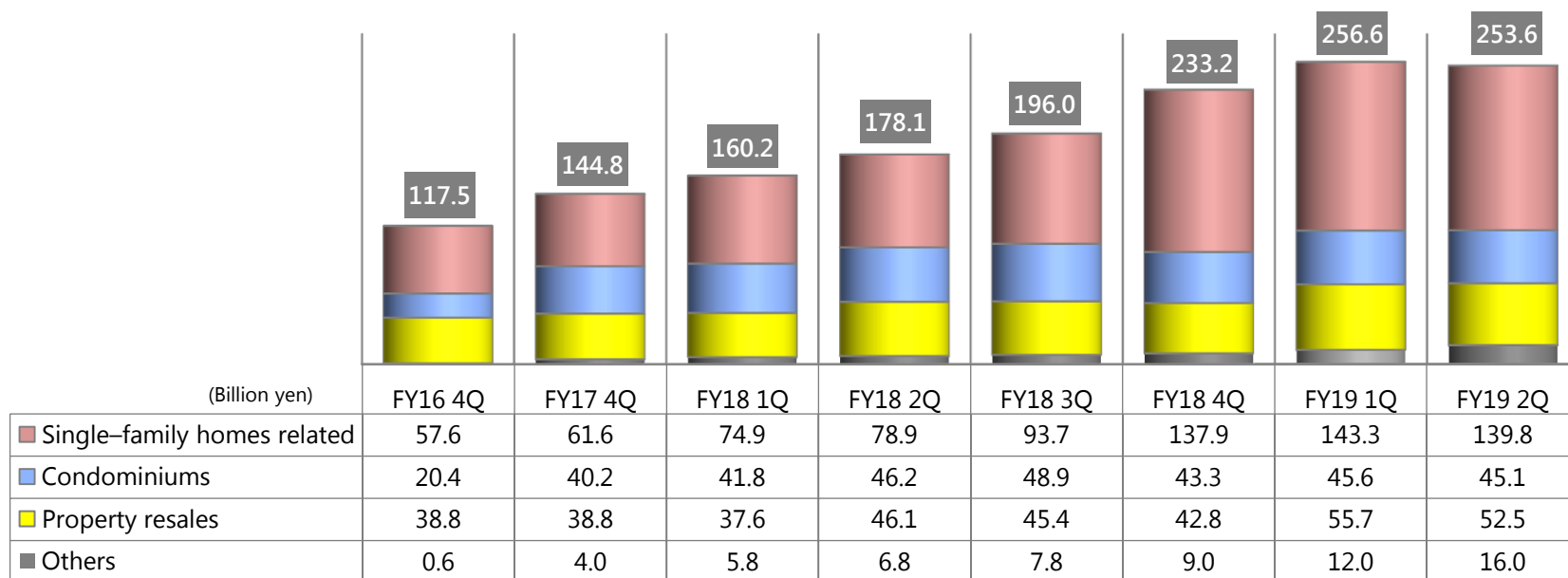
&lt;Safety index&gt;

	Sep 30, 2018	Mar 31, 2019	Inc. (Dec.)
Equity ratio	27.0%	<b>30.0%</b>	3.0%

# Inventory Details

(Million yen)

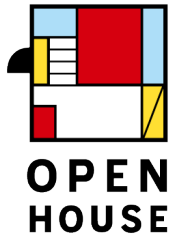
	End of FY2016 (Sep 30, 2016)	End of FY2017 (Sep 30, 2017)	End of FY2018 (Sep 30, 2018)	End of FY2019 2Q (Mar 31, 2018)	(Ratio)	Inc. (Dec.)
Single-family homes related	57,633	61,667	137,991	<b>139,839</b>	55.2%	1,848
Condominiums	20,422	40,291	43,322	<b>45,170</b>	17.8%	1,847
Property resales	38,838	38,871	42,873	<b>52,526</b>	20.7%	9,652
Others	651	4,064	9,084	<b>16,074</b>	6.3%	6,989
Total	117,546	144,894	233,272	<b>253,610</b>	100.0%	20,338



# Consolidated Statement of Cash Flows

(Million yen)

	FY2018 2Q <2017/10-2018/3>	FY2019 2Q <2018/10-2019/3>	Major factors
Cash flows from operating activities	(19,871)	<b>(9,649)</b>	<ul style="list-style-type: none"> <li>- Booking of income before income taxes</li> <li>- Increase in inventories</li> <li>- Payment of income taxes</li> <li>- Increase in operating loans, etc.</li> </ul>
Cash flows from investing activities	637	<b>169</b>	<ul style="list-style-type: none"> <li>- Sales of property, plant and equipment, etc.</li> </ul>
Cash flows from financing activities	26,909	<b>4,696</b>	<ul style="list-style-type: none"> <li>- Increase in loans payable</li> <li>- Dividend payment</li> <li>- Purchase of treasury shares, etc.</li> </ul>
Effect of exchange rate changes on cash and cash equivalents	(457)	<b>(164)</b>	
Net increase (decrease) in cash and cash equivalents	7,217	<b>(4,947)</b>	
Cash and cash equivalents at beginning of period	90,910	<b>118,978</b>	
Cash and cash equivalents at end of period	98,127	<b>114,031</b>	



## **Consolidated Business Performance Forecasts for FY2019**

# Business Performance Forecasts

- ☑ The Company aims to achieve record highs in revenue and income for seven consecutive fiscal years.
- ☑ The Company aims to become one with revenue of 500 billion yen with a business portfolio based mainly on actual demand.

(Million yen)

	FY2017 (2016/10-2017/9)	FY2018 (2017/10-2018/9)		FY2019 (2018/10-2019/9)	
	Actual	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)
Revenue	304,651	390,735	28.3%	<b>510,000</b>	30.5%
Operating income	37,617	47,304	25.8%	<b>54,000</b>	14.2%
Ordinary income	36,131	46,052	27.5%	<b>51,500</b>	11.8%
Profit attributable to owners of parent	24,797	31,806	28.3%	<b>37,000</b>	16.3%
EPS (yen)	443.41	570.17	—	<b>655.17</b>	—
Annual dividends per share (yen)	65.00	98.00	33.00	<b>121.00</b>	23.00
Payout ratio	14.7%	17.2%	—	<b>18.5%</b>	—

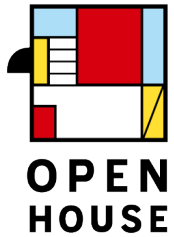
# Consolidated Business Performance Forecasts (Revenue by Business Segment)

- ☑ With the addition of Hawk One, more than 7,000 single-family homes will be delivered by the Group as a whole.
- ☑ The forecast incorporates further growth in the U.S. real estate business.

(Million yen)

	FY2017 (2016/10-2017/9)	FY2018 (2017/10-2018/9)		FY2019 (2018/10-2019/9)	
	Actual	Actual	Inc. (Dec.)	Forecast	Inc. (Dec.)
<b>Revenue</b>	304,651	390,735	28.3%	<b>510,000</b>	30.5%
<b>Single-family homes related business*</b>	187,949	218,540	16.3%	<b>340,000</b>	55.6%
<b>Condominiums</b>	26,480	49,385	86.5%	<b>57,000</b>	15.4%
<b>Property resales</b>	88,976	107,430	20.7%	<b>87,000</b>	(19.0)%
<b>Others (including U.S. real estate business)</b>	1,825	15,409	744.2%	<b>26,000</b>	68.7%
<b>Adjustments</b>	(580)	(31)	—	<b>0</b>	—

\* To further strengthen the business model — a comprehensive system from purchase and construction to intermediary and sales— the brokerage business, single-family homes business, and Open House Architect consolidated to establish a new segment, the single-family homes related business from FY 2018, and Hawk One consolidated to the segment of single-family homes from FY 2019.



## Current Initiatives

# Single-Family Homes Related Business (1. Brokerage)

- ✓ Sales centers were opened in five bases: Musashiurawa, Kawaguchi, and Kanayama in October, Noborito in November 2018, and Tenjin in January 2019.
- ✓ Sengawa Sales Center in Chofu City and Aratamabashi Sales Center in Mizuho-ku, Nagoya City were opened in April 2019. A total of 39 sales centers are in operation.

## Opening of Sales Centers



Sengawa sales center



Aratamabashi Sales center

## No. of sales centers of each area

	FY2016 15/10-16/9	FY2017 16/10-17/9	FY2018 17/10-18/9	As of 2019.5.15
Tokyo	13	16	17	<b>18</b>
Kanagawa Prefecture	5	7	10	<b>11</b>
Aichi Prefecture	—	2	3	<b>5</b>
Saitama Prefecture	—	—	2	<b>4</b>
Fukuoka Prefecture	—	—	—	<b>1</b>
Total	18	25	32	<b>39</b>

## < Tokyo region >

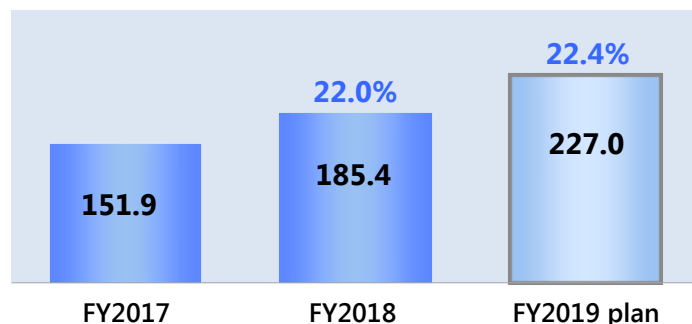




# Single-Family Homes Related Business (2. OHD)

- ☑ In urban centers, the number of households is expected to continue increasing, and demand to purchase homes is projected to increase.
- ☑ We will endeavor to boost our market share also in new operating areas by adopting the dominant strategy.

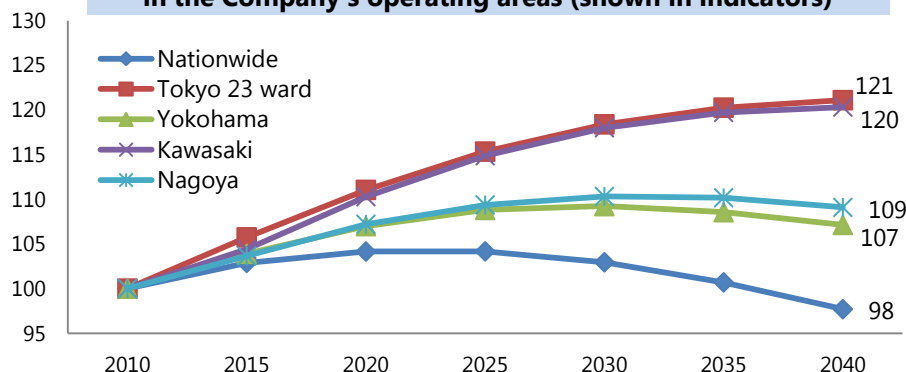
Trends in revenue and YOY% (¥billion)



Number delivered by type of sale

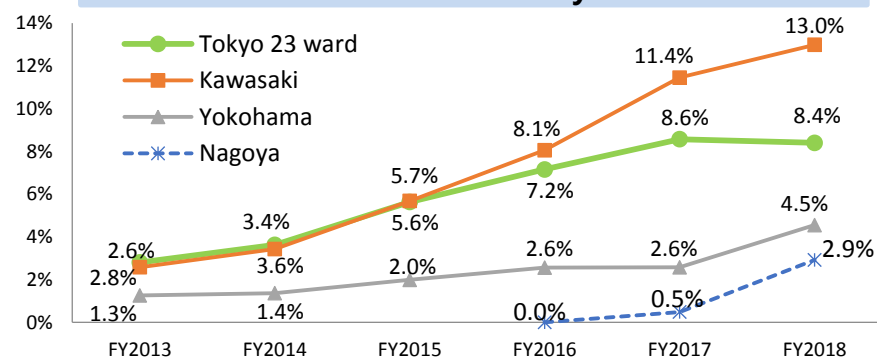
By type of sale	FY2017 Actual	FY2018 Actual	FY2019 plan	Inc (Dec)
Built-for-sale houses	1,489	<b>1,627</b>	<b>2,200</b>	573
Lands	1,666	<b>2,254</b>	<b>2,800</b>	546
Built-to-order houses	884	<b>1,182</b>	<b>1,400</b>	218
Built-for-sale houses + Lands	3,155	<b>3,881</b>	<b>5,000</b>	1,119
<Reference>				
Built-for-sale houses + Built-to-order houses	2,373	2,809	3,600	791

Estimated no. of households in the Company's operating areas (shown in indicators)



Sources: Numbers of households by city were projected with reference to "Household Projection for Japan (National Projection)" and "Population Projection for Japan by Prefectures" for 2018 projection, published by the National Institute of Population and Social Security Research, and were converted to indicators with actual results of 2010 set at 100.

OHD market share by area



Assumption: The above figures are calculated based on number of OHD (total of built-for-sale houses and built-to-order houses) in each period and number of housing starts (total of houses built for sale and possessed houses) by area in each fiscal year. OHA homes and Hawk One homes are not included.

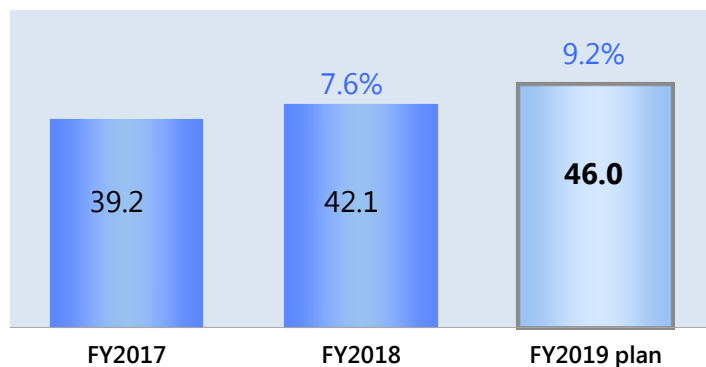


# Single-Family Homes Related Business

## (3. Construction work : Open House Architect)

- ✓ We aim to increase the number of houses delivered under construction contracts for both external customers and the Group companies.
- ✓ We will work to increase the ratio of OHD contracts year by year to contribute to the expansion of the Group's total revenue.

**Trends in revenue and YOY% (¥billion)**



**Nagoya Show Room of Open House Architect**

Location: Tokugawa, Higashi-ku, Nagoya City (Nagoya Sales Center)

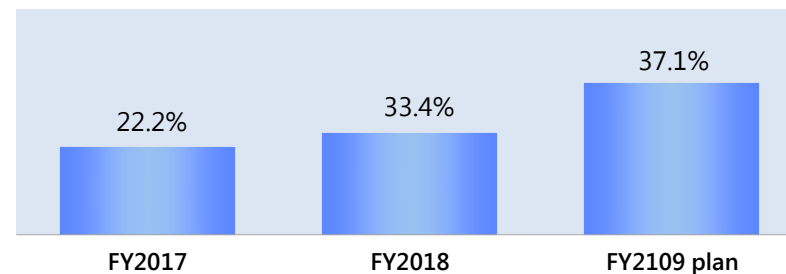


**Number delivered** \*1

	FY2017 Actual	FY2018 Actual	FY2019 plan	Inc (Dec)
Total contracts (1)	2,741	3,224	3,500	276
OHD contracts included above	609	1,077	1,300	223

\*1 Number delivered refers to the number of properties delivered under single-family homes construction contracts.

**Ratio of number delivered to OHD**

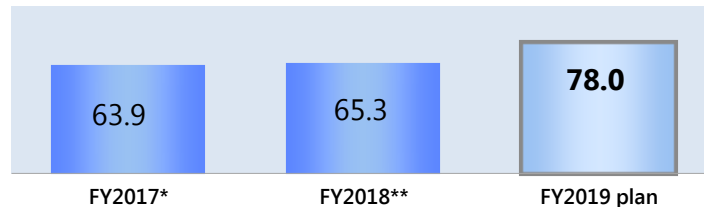




# Single-Family Homes Related Business(4. Hawk One)

- ☑ The Company converted Hawk One Corporation into a wholly-owned subsidiary on October 1, 2018.
- ☑ The Company expanded sales by leveraging its brokerage function and aimed to reduce project period through the disposal of long-term inventories.

## Trends in revenue (¥billion)



## Number delivered

	FY2017 Actual	FY2018 Actual**	FY2019 plan	Inc (Dec)
Built-for-sale houses + Built-to-order houses	1,707	1,734	2,100	—

\*Figures for FY2017 and FY2018 are reference values before consolidation into the Group.

\*\* Figures for FY2018 are based on 11 months' results (from Nov. 2017 to Sep. 2018).

## Outline of share acquisition and share exchange

Acquisition cost:  
Approx. 27.3 billion yen (shareholding ratio acquired: 100%)  
(Cash of approx. 20 bn yen and Simplified share exchange worth 7.3 bn yen)

Goodwill:  
2,655 million yen at the beginning of FY2019  
Amortized on a straight-line basis over a 10-year period

## Purposes of consolidation

### 1. Expanding share in the Tokyo metropolitan district and the Nagoya region

Companies can complement each other in regard to areas and price ranges.

- HAWK ONE: Quasi-urban areas; average price: ¥38 million
- OHD: Urban areas; average price: ¥44 million

### 2. Strengthening construction performance by leveraging advantage of scale

Group-wide supply of single-family homes would amount to 7,900 homes per year.

- HAWK ONE: 2,100 homes
- OHD and OHA: 5,800 homes

### 3. Improving management efficiency by leveraging the brokerage function

Sales of HAWK ONE properties through the Company's brokerage

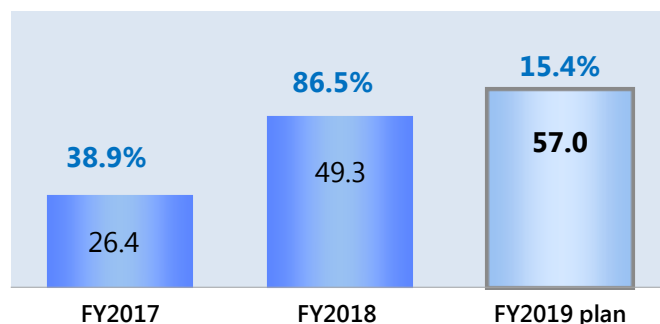
- HAWK ONE: Sales of homes through local brokers
- OPEN HOUSE: Proactive sales of Hawk One properties



# Condominiums Business

- ✓ There has been strong demand for highly convenient condominiums, and the contract rate to be delivered in this fiscal year has solidly increased to 95%.
- ✓ Delivery of condominiums in Nagoya took off in earnest, gaining as much as 24% market share in the percentage of number of units delivered.

Trends in revenue and YOY% (¥billion)



Opening of Iidabashi Mansion Gallery in March 2019



Location : KDX Iidabashi Square, 4-1 Shinogawacho, Shinjyuku-ku, Tokyo  
Floor area : 366.44㎡(110.84tubo)

Number delivered

	FY2017 Actual	FY2018 Actual	FY2019 plan	Inc(Dec)
Number delivered	487	802	<b>900</b>	98
(Breakdown)	Tokyo		<b>682</b>	
	Nagoya		<b>218</b>	

Major condominiums to be delivered in FY 2019

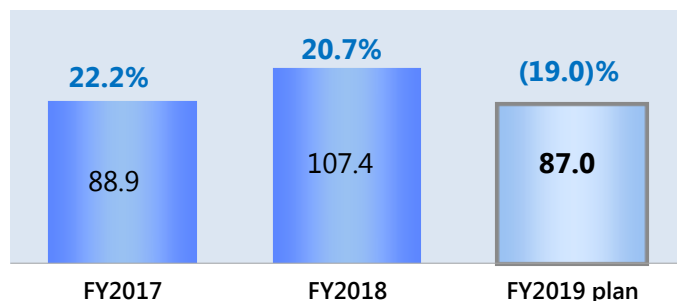
Name	Units	Average price
Open Residencia Daikanyama The House —Tokyo	47	¥90million
Open Residencia Yoyogiuehara Hills —Tokyo	40	¥50million
Open Residencia Aoi —Nagoya	20	¥30million
Open Residencia Sakura-dori Toyomae-cho —Nagoya	27	¥30million



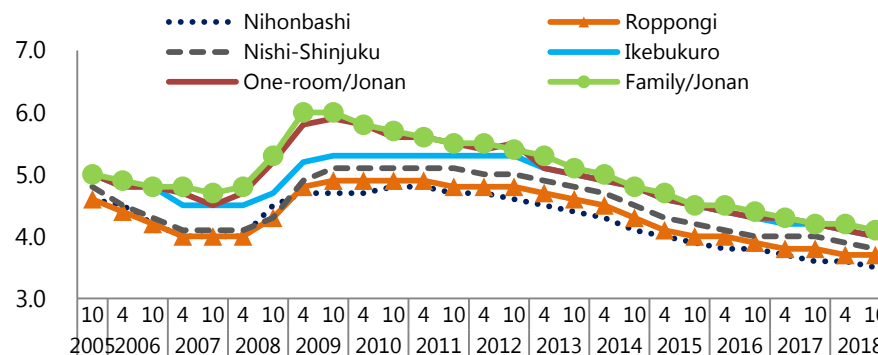
# Property Resale Business

- ☑ Demand for purchasing properties for resale is high on the back of continued BOJ's monetary easing policies and Earnings yields of property resale deals have been declining.
- ☑ Projections are conservative although the impact of financial institutions' tightening of loan standards for real estate investment will be limited.

Trends in revenue and YOY% (¥billion)



Earnings yields (%) of property resale deals

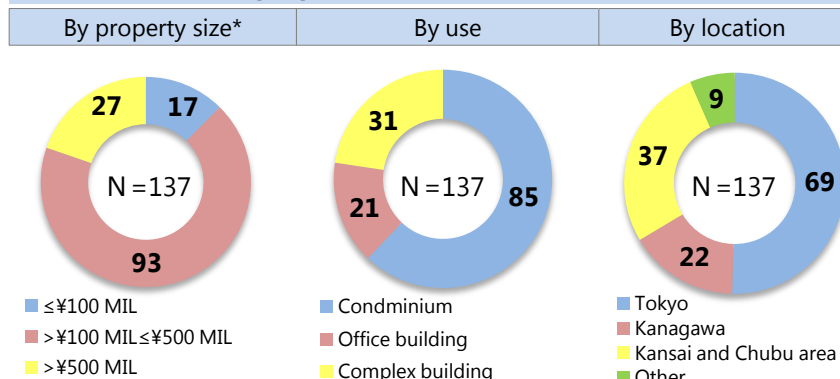


Source: Japan Real Estate Institute "The Japanese Real Estate Investor Survey"

Breakdown of gain on sales and rental earnings (¥billion)

	FY2017 Actual	FY2018 Actual	FY2019 plan	Inc. (Dec.)
<b>Total Property resales</b>	88.9	107.4	87.0	(20.4)
<b>Gain on sale</b>	86.8	105.0	84.6	(20.4)
+				
<b>Rental earnings</b>	2.1	2.4	2.4	0.0

Breakdown of properties owned (as of the end of March 2019)



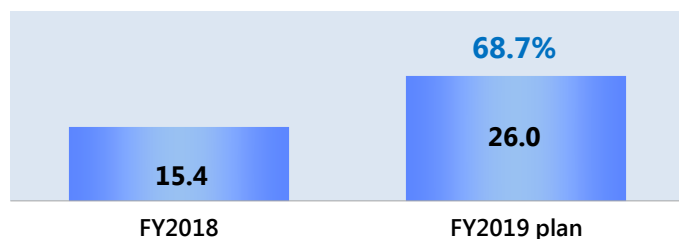
\* Based on book values at the end of March 2019.



# Other Segment (U.S. Real Estate Business)

- ✓ The Company responded to investor needs for asset distribution by expanding service areas and offering large-scale properties such as apartment houses.
- ✓ The Company aims to evolve into the wealth management business targeting the wealthy class of customers by leveraging its customer base.

## Trends in revenue and YOY% (¥billion)



## Number of sales

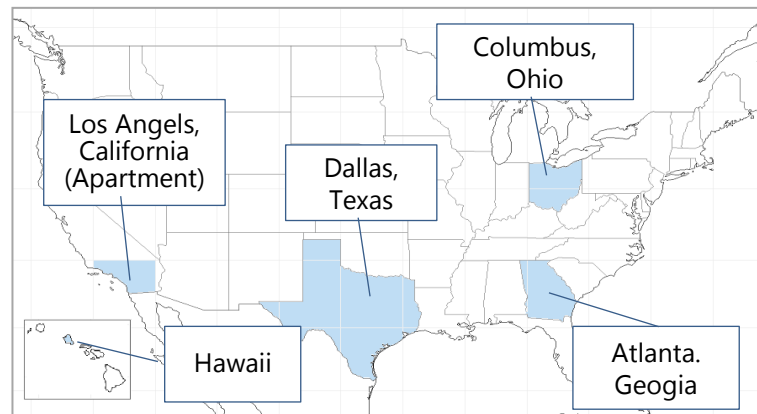
	FY2018 Actual	FY2019 plan	Inc (Dec)
Number delivered	394	700	306
Average price	Approx. 33 million yen	—	—

## Example of portfolio property



- Location: Texas, U.S. ■ Construction period: 1986
- Price: ¥40 million (US\$365,000) (assumed exchange rate of ¥110 to the dollar)
- Total floor area: 234m<sup>2</sup>(2,524sqft) ■ Site area: 650m<sup>2</sup>(7,003sqft)

## Expansion of service areas

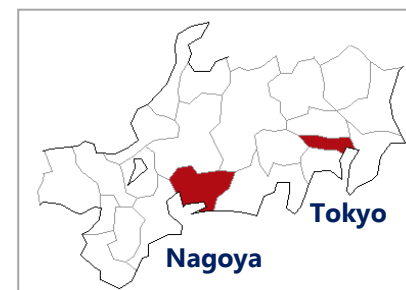


## Sales activities

- December 2018: Ginza SIX was extended to enlarge space for GINZA XI, a lounge for members
- March 2019: Nagoya Salon was launched in Midland Square in front of Nagoya Station



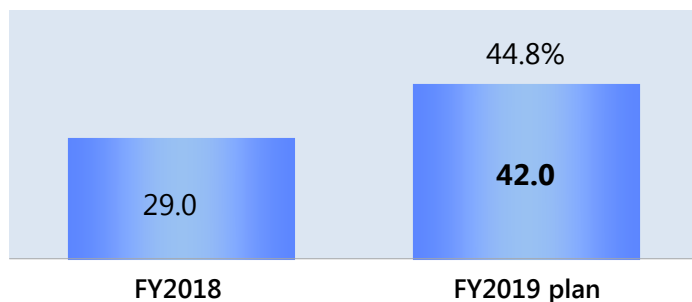
GINZA XI



# Business Development in the Nagoya Region

- ✓ Aratamabashi Sales Center, the fifth center in the Nagoya region, was opened in April 2019.
- ✓ Delivery of condominiums upon completion of construction is to commence this fiscal year.

## Trends in revenue and YOY% (¥billion)



## Number of sales

	FY2018 Actual	FY2019 plan	Inc (Dec)
Single-family homes (Built-for-sale houses + Lands)	317	500	183
Condominiums	—	218	—
Property resales	40	40	0

## Opening of Aratamabashi Sales Center

### Opening of the fifth sales center in Nagoya

Address: Mizuho-dori, Mizuho-ku, Nagoya  
 Access: 2-minute walk from Aratamabashi Station  
 on the Meijo Line (subways).



## Launch of Open Residencia Sakura-dori Tsutsui

### Launch of sales of the eleventh property in Nagoya

Address: Tsutsui, Higashi-ku, Nagoya  
 Access: 3-minute walk from Kurumamichi  
 Station on the Sakura-dori Line (subway)  
 Structure and size:  
 Reinforced concrete building with 13 stories  
 above ground  
 Total no. of units: 36  
 Delivery schedule: June 2020



# Switching from Short-Term Loans to Long-Term Loans

- ☑ Considering the favorable funding environment, short-term loans were switched to stable long-term loans.
- ☑ Financial stability will improve by increasing percentage of long-term funds.

## Funding of long-term funds (syndicated loan, etc.)

### Purpose:

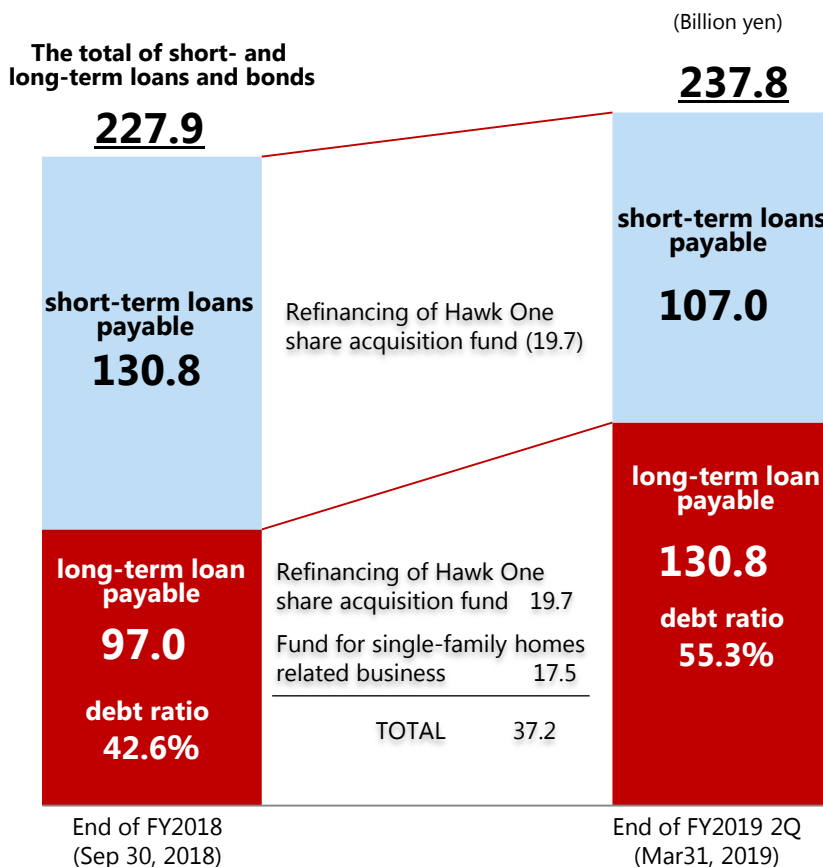
Implementation of measures in response to change in business environment

### Terms:

10-year loan period, fixed interest rate

Time of funding / Amount	Arranger / Borrower Use of funds
December 2018 <b>¥17.5billion</b>	<b>Sumitomo Mitsui Banking Corporation, etc. (total of 10 banks)</b>  <b>Fund for single-family homes related business</b>
December 2018 <b>¥19.7billion</b>	<b>Sumitomo Mitsui Banking Corporation, Mizuho Bank, Ltd., MUFG Bank, Ltd.</b>  <b>Fund for Hawk One share acquisition</b> Refinance from short-term to long-term fund

## Change in long-term loan and breakdown of change



# Shareholder returns

- ☑ We repurchased treasury stock to enable us to execute a flexible capital policy in response to changes in the business environment.
- ☑ We provide a shareholder benefit program to foster an understanding of the Open House Group's businesses.

## Repurchase of treasury stock

### <The resolution made by the Board of Directors on May 15, 2019>

Repurchase period	From May 16, 2019 to September 30, 2019
Total number of shares to be repurchased	1,000,000 shares (maximum) (1.78% of the total issued shares (excluding treasury stock))
Total repurchase amount	¥500 billion (maximum)

### < Repurchase of treasury stock within one year >

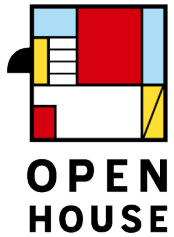
Repurchase period (1)	From September 11, 2018 to September 20, 2018
Total number of shares repurchased	561,800 shares (1.01% of the total issued shares (excluding treasury stock))
Total amount repurchased	¥299.9 billion
Repurchase period (2)	From November 21, 2018 to March 31, 2019
Total number of shares repurchased	470,000 shares (1.77% of the total issued shares (excluding treasury stock))
Total amount repurchased	¥181.4 billion

## Shareholder Benefits Program

Details of benefits	Less than 3 years' continuous holding	3 or more years' continuous holding
Benefits when purchasing homes brokered by the company or sold by the group	100,000 yen cash back	300,000 yen cash back
Quo Card	3000-yen card	5000-yen card

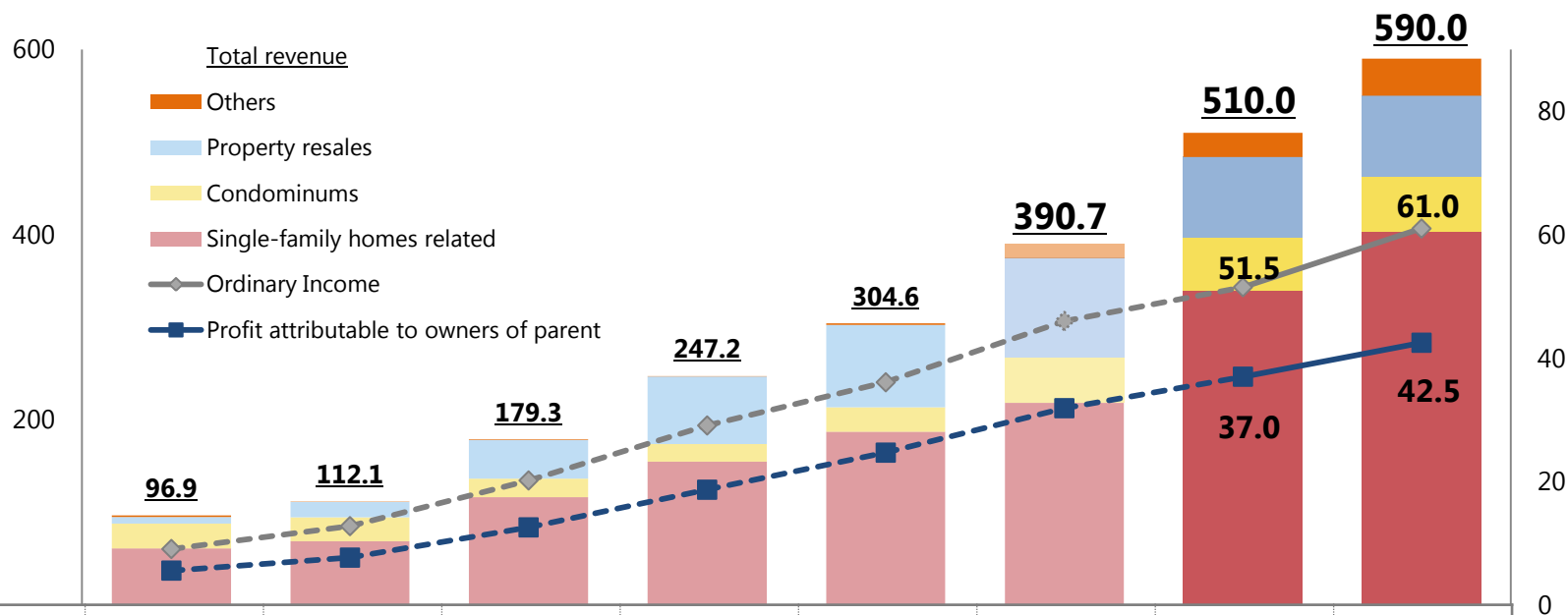
Eligible shareholders:

Those owning one or more trading units (100 shares) of company stock as recorded on the shareholders' register as of September 30 of each year. Continued holding represents shareholders who have retained one unit (100 shares) or more of the Company's common shares for not less than 3 years, with the initial day of reckoning of September 30, 2015.



## **Mid-Term Business Plan**

# Mid-Term Business Plan : Hop Step 5000 Updated



(¥ billion)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 forecast	FY2020 plan
Single-family homes related	61.1	69.2	116.7	155.0	187.3	218.5	340.0	403.0
Condominiums	27.1	25.7	20.0	19.0	26.4	49.3	57.0	60.0
Property resales	6.9	16.5	41.7	72.8	88.9	107.4	87.0	87.0
Others	1.7	0.6	0.7	0.4	1.8	15.4	26.0	40.0
<b>Total revenue</b>	<b>96.9</b>	<b>112.1</b>	<b>179.3</b>	<b>247.2</b>	<b>304.6</b>	<b>390.7</b>	<b>510.0</b>	<b>590.0</b>
Ordinary income	9.1	12.8	20.2	29.1	36.1	46.0	51.5	61.0
Profit attributable to owners of parent	5.6	7.7	12.6	18.7	24.7	31.9	37.0	42.5

2013.9-2017.9  
Revenue  
**CAGR:33.1%**

2017.9-2020.9  
Revenue  
**CAGR:24.6%**

# Formulation of the Mid-Term Business Plan

## Basic policies

- We strive to become a real estate company that is needed by society by achieving sound operating performance and business expansion through the continued offering of products that customers demand.
- We aim to further raise the corporate value by optimizing business portfolios focused on the single-family homes related business.

## Initiatives

### (1) Bolstering of competitiveness of the single-family homes related business as the Company's mainstay

- **Expansion of business development areas** (Acceleration of business development into new areas including Aichi and Saitama prefectures, in addition to existing areas) ⇒ ① **Expanded the business area to Fukuoka Prefecture**
- **Strengthening of functions for development and construction** (Shortening of a project period, reduction of construction costs, improvement in productivity by leveraging IT, etc.)
- **Enhancement of the Group management** (Further improvement in a comprehensive system from purchase and construction to intermediary and sales as the Company's advantage) .) ⇒ ② **Expanded market share through acquisition of Hawk One**

### (2) Formation of business portfolios reflecting changes in external environment

- **Bolstering of the condominiums business** (Development focused on promising compact condominiums located in very convenient urban centers) ⇒ ③ **Driven by robust business in the Nagoya area**
- **Sustainable growth of property resales business** (Retention of customers, development of new property portfolios, etc.)  
⇒ ④ **Implement a cautious management approach under conservative plans**
- **New business development** (Full-fledged operation of the U.S. property investment services for the wealthy class of customers, M&A enhancement, etc.) ⇒ ⑤ **Expansion of the U.S. real estate business**

### (3) Strengthening of the management base to underpin corporate growth

- **Recruitment of resources** (proactive investment in people, goods and money, set as the top priority for management)  
⇒ ⑥ **Hired 298 new graduates in April 2019**
- **Development of human resources for business management** (Reinforced fostering of next-generation management group)
- **Innovation on work style and enhancement of diversity** (Appropriate management of labor hours, support for child-care and nursing-care, and recruitment of non-Japanese or disabled people, etc.)

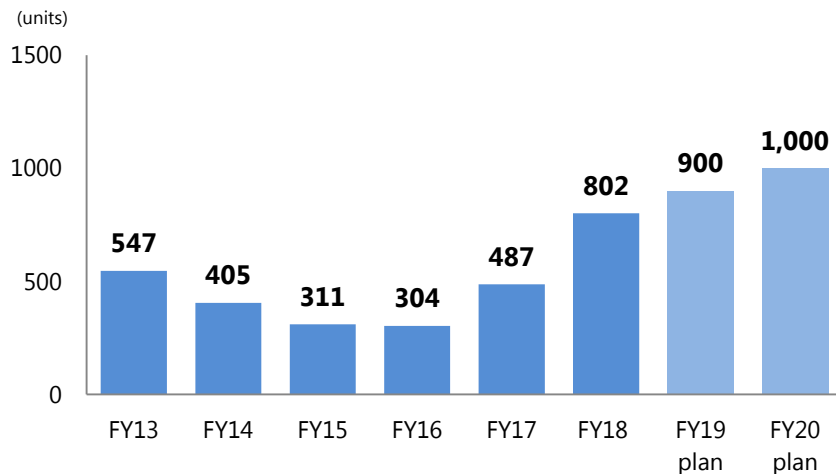
## Capital policies

### Establishment of both capital efficiency and financial soundness

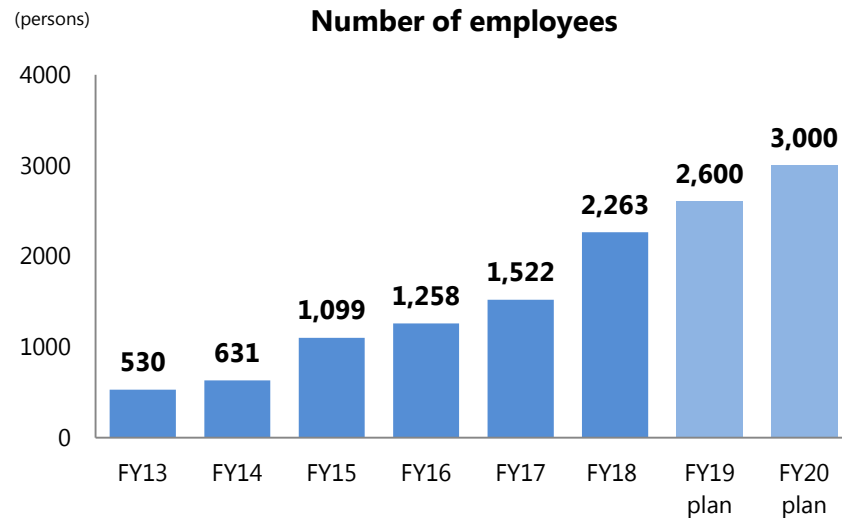
- **Maintenance of high capital efficiency** (Targeting the level of 30% ROE)
- **Maintenance of sound financial strength to assure financial safety** (Maintaining the capital adequacy ratio at or above 30%)
- **Strengthening of shareholders return** (Gradual increase in the dividend payout ratio, targeting the level of 20% for the fiscal year ending September 30, 2020)

# Quantitative Goals

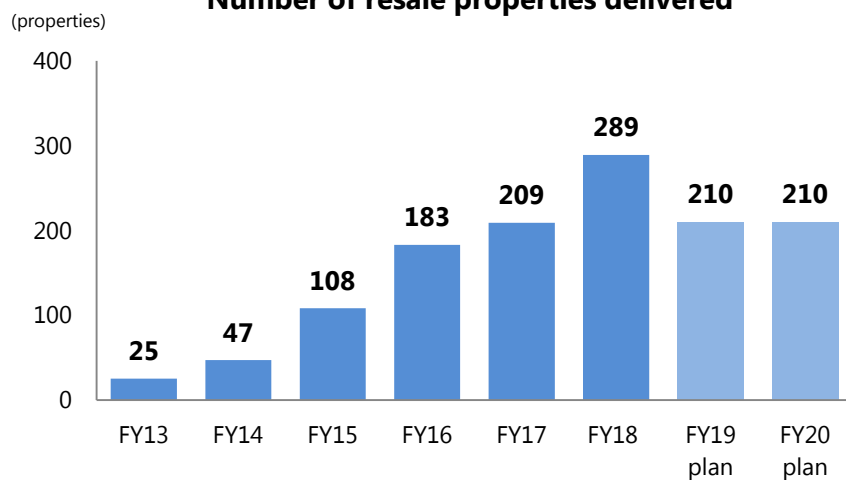
## Number of units of condominiums delivered



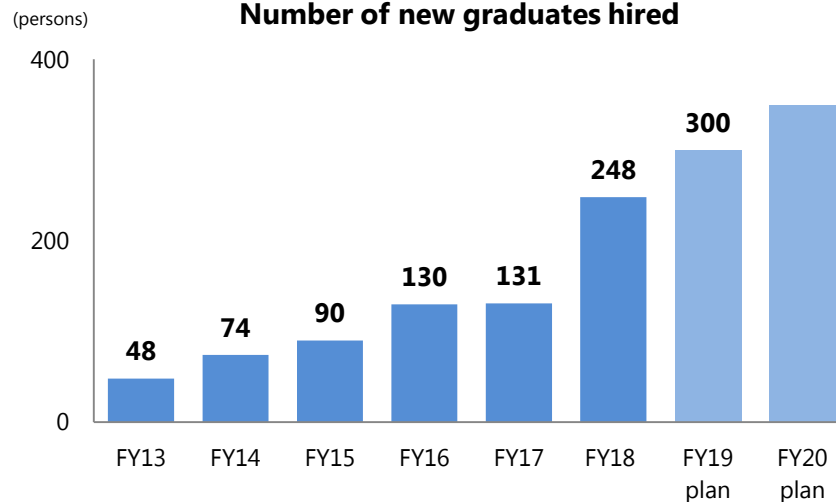
## Number of employees



## Number of resale properties delivered

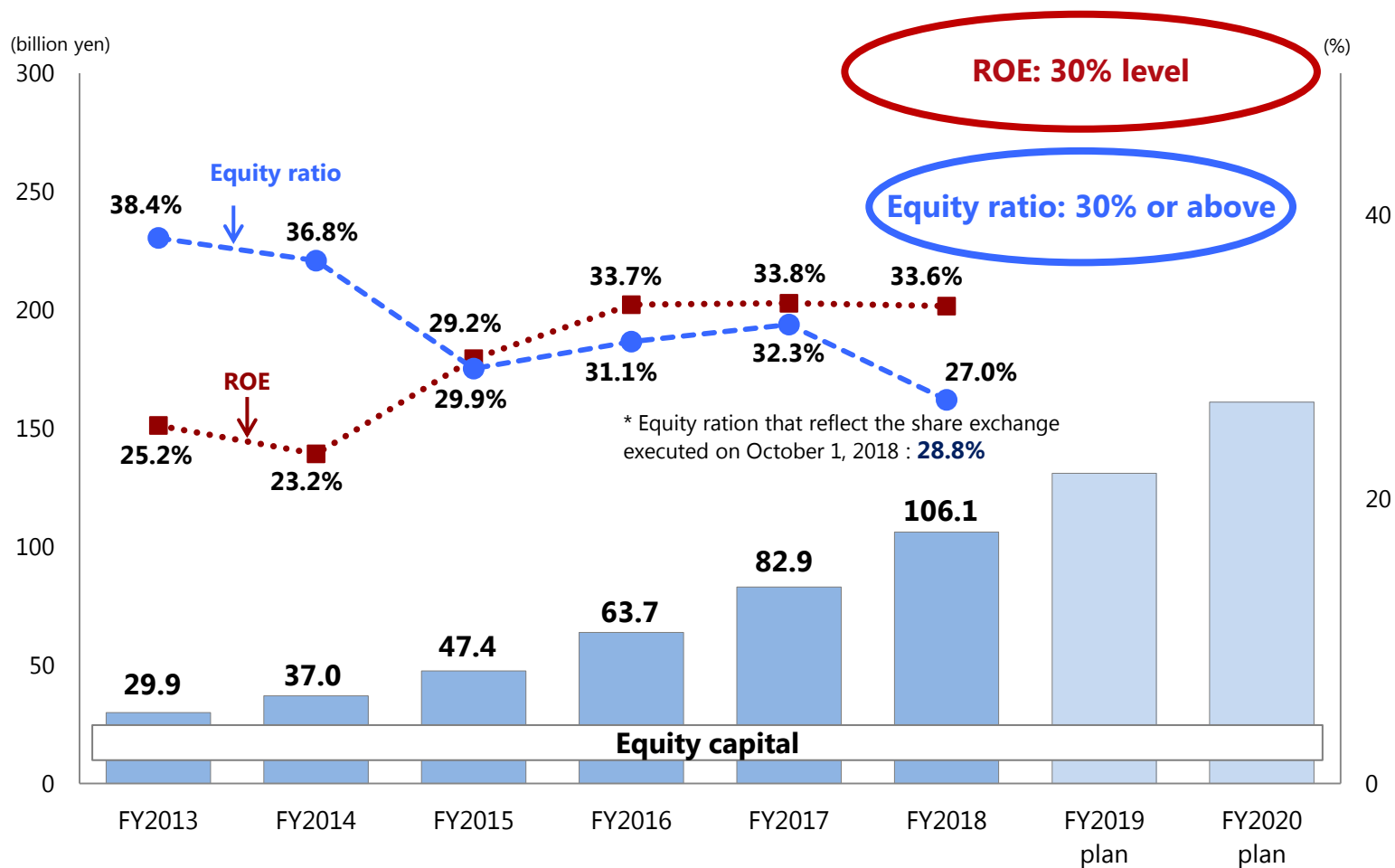


## Number of new graduates hired



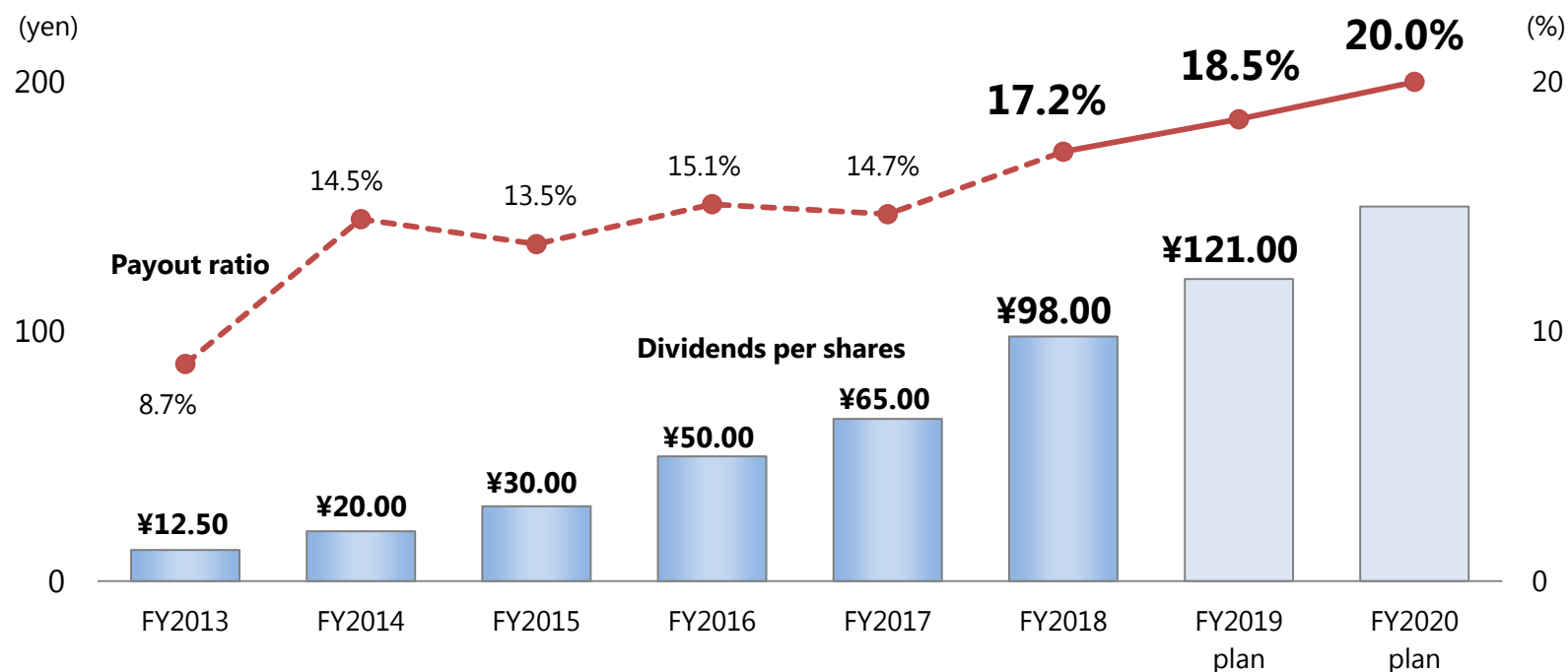
# Capital policy Assurance of both high capital efficiency and sound financial condition

- ☑ Sustaining high capital efficiency (ROE: 30% level)
- ☑ Maintaining strong financial condition to ensure the safety of financial aspects (Equity ratio: 30% or above)



# Capital policy **Strengthening of Shareholder Return (Raising Dividend Payout Ratio)**

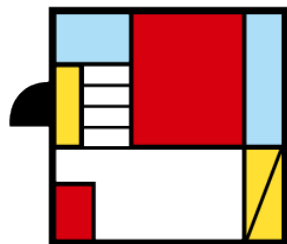
- ☑ We plan to gradually increase the dividend payout ratio, targeting 20% in the fiscal year ending September 30, 2020.
- ☑ We will flexibly buy back shares with comprehensive consideration given to financial strength, business performance, stock prices, etc.



<Assumptions made in calculating indicator per share>

1. The stock splits (1,000-for-one stock split on June 28, 2013 and two-for-one stock split on July 1, 2015) are assumed to have been executed in the beginning of the fiscal year ended September 30, 2013.
2. Figures in and after the fiscal year ending September 30, 2019 are calculated based on the number of shares (total number of shares issued – treasury shares) as of September 30, 2018.

東京に、家を持とう。



**OPEN  
HOUSE**

—Disclaimer—

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