



March 18, 2020

To All Concerned Parties

Company name: Open House Co., Ltd.
Representative: Masaaki Arai
President and CEO
Securities Code: 3288, First section of TSE
Contact: Kotaro Wakatabi
Managing Director and Head
of Corporate Administration

Summary of Company's Performance

Open House Co., Ltd. (the "Company") hereby announces its latest business performance as follows.

1. Performance as a whole

Since the first quarter of the current fiscal year, the Company's business performance has continuously remained solid in line with the performance forecasts announced on November 14, 2019. Its performance for the first half is expected to surpass its earnings plan in particular, with an increasing number of sales contracts made in and after January, although attention needs to be paid to the impact of the current coronavirus outbreak on its performance for the second half.

Sales of the single-family homes related business, which are driven by actual demand among first-time home buyers in urban areas, represent 65% of the Group's total sales. Therefore, the Company manages its balance sheets completely to be able to quickly respond to financial environmental changes. For example, the Company has established an earnings structure not easily affected by economic fluctuations, retained the current balance of cash and deposits of over 150 billion yen, and secured the soundness (e.g. inventory turnover*: 2.2).

* Inventory turnover: Revenue/ inventory (the average of the start and end of the fiscal year)

2. Single-family homes related business

The number of brokerage transactions (i.e. sales of single-family homes) has remained strong, surpassing the planned figure, with a year-on-year increase of 44.1% in January and February. These transactions are also increasing in March. There are some delays in the delivery of construction materials and household appliances, but our construction is underway almost as planned thanks to our suppliers' cooperation.

Year-on-year increase rate of number of brokerage transactions

FY2019				FY2020	
1Q	2Q	3Q	4Q	1Q	Jan-Feb
21.6%	30.1%	21.8%	29.1%	19.6%	44.1%

3. Condominium business

The rate of contracts currently made against the number of condominiums scheduled to be delivered in the current fiscal year has reached 92%, showing steady business growth as planned.

4. Property resales business

There are no major changes in loans to the wealthy class of customers and corporations, our main customers, and in their demand for property resales amounting to approximately 500 million yen (our price range). In addition, the Company is not affected by the current coronavirus outbreak (e.g. lower demand for accommodation), as it is not engaged in hotel or accommodation business.

5. U.S. Real estate business

This business has progressed as planned thanks to strong demand for investments, including diversified asset investment, even after the announcement of the outline of the December 2019 tax reform.

Number of sales of U.S. Real estate (single family homes) *contract basis

(house)

FY2019				FY2020	
1Q	2Q	3Q	4Q	1Q	Jan-Feb
180	152	226	244	8	101

6. Financial condition

December 31, 2019 (¥billion)

Cash and deposits	139.6	Current liabilities	159.0
Inventories	254.0	Non-current liabilities	155.3
Others	43.5	Net Assets	144.6
Non-current assets	21.6	(Equity ratio 31.4%)	
Total assets	459.0	Total liabilities and net assets	459.0

End