

Company Name: Tama Home Co., Ltd.
Representative: Shinya Tamaki, President & Representative Director
(Securities Code: 1419; Tokyo Stock Exchange / Fukuoka Stock Exchange)
Contact: Yusuke Nishibori, Director
Telephone: +81-3-6408-1200

Release of Summary of Q&A Session from the Financial Results Briefing (Teleconference) for the Nine Months Ended February 28, 2026

Thank you very much for your continued support.

Today, we held a teleconference to discuss our financial results for the nine months ended February 28, 2026, and answered questions about the financial results from attendees at the teleconference.

We hereby provide a summary of the Q&A below.

[Summary of Q&A]

Q1.

What were the key factors behind the strong order performance in March?

A1.

The primary factors contributing to strong orders in March include progress in both the recruitment and training of personnel, which led to an improvement in the contract conversion rate.

In addition, amid a rising interest rate environment, there has been an increase in customers who are proactively considering purchasing at the current timing, which also contributed significantly.

Q2.

In the Real Estate segment, what were the factors behind the improvement in operating profit margins for the detached housing subdivision business and the office condominium sales business?

A2.

The main factor for the improvement in operating profit margins in the detached housing subdivision business was the successful acquisition of high-quality land.

In particular, by carefully selecting subdivision sites with fewer than 10 lots, we have created a positive cycle of improved capital turnover and sustained high profitability.

Similarly, in the office condominium ownership business, the acquisition of high-quality properties is critical, and strong procurement performance contributed to the improvement in margins.

Q3.

With price increases announced for various building materials, will profitability be maintained from April onward? Also, what is the current outlook for procurement and stable supply of materials?

A3.

Regarding pricing, while we have received requests for price increases from certain suppliers, we are proceeding with appropriate adjustments on a case-by-case basis.

In addition, although the supply chain environment continues to fluctuate due to the evolving situation in the Middle East, we are working closely with our suppliers to secure materials.

We will continue to closely monitor the situation and make prudent decisions to avoid any inconvenience to our customers.

Q4.

Please explain the background behind the decision to reduce dividends. Also, why was the dividend set at 125 yen per share, and how do you view future earnings recovery and shareholder returns?

A4.

We recognize shareholder returns as an important management priority.

However, the revision to the dividend forecast was carefully determined from a capital allocation perspective, taking into account the current business environment as well as the balance between rebuilding our business foundation and making investments for future growth.

The dividend of 125 yen per share was set to ensure the steady execution of initiatives such as strengthening our sales structure and improving profitability.

Going forward, we will steadily advance efforts to rebuild our business foundation toward a V-shaped earnings recovery, while also making investments for medium- to long-term growth and striving to expand orders and overall business performance.