

Consolidated Financial Results for the Three Months Ended March 31, 2025 [Japanese GAAP]



May 13, 2025

Company name: robot home Inc.
 Stock exchange listing: Tokyo Stock Exchange
 Code number: 1435
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 Scheduled date to commence dividend payments: -
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: None

(Amounts of less than one million yen are truncated)

1. Consolidated Financial Results for the Three Months Ended March 31, 2025 (January 1, 2025 to March 31, 2025)

(1) Consolidated operating results (% indicates changes from the previous corresponding period)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Three months ended March 31, 2025	1,633	(40.8)	5	(99.1)	171	(71.1)	167	(70.4)
March 31, 2024	2,758	27.1	599	155.1	594	160.0	563	60.4

(Note) Comprehensive income: Three months ended March 31, 2025: ¥163 million [(70.9)%]
 Three months ended March 31, 2024: ¥563 million [40.6%]

	Basic earnings per share		Diluted earnings per share	
	Yen		Yen	
Three months ended March 31, 2025	1.86		-	
March 31, 2024	6.27		-	

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of March 31, 2025	14,392	9,383	65.2
As of December 31, 2024	13,233	9,310	70.3

(Reference) Equity: As of March 31, 2025: ¥9,383 million
 As of December 31, 2024: ¥9,308 million

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended December 31, 2024	-	1.00	-	1.00	2.00
Fiscal year ending December 31, 2025	-				
Fiscal year ending December 31, 2025 (Forecast)		1.00	-	1.00	2.00

(Note) Revision to the forecast for dividends announced most recently: No

3. Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2025 (January 1, 2025 to December 31, 2025)

(% indicates year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	Yen
Full year	24,000	82.4	1,400	34.1	1,350	32.6	1,100	20.5

(Note) Revision to the financial results forecast announced most recently: No

* Notes:

- (1) Significant changes in the scope of consolidation during the period: No
New: - Exclusion: -
- (2) Adoption of special accounting treatment for preparing quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, changes in accounting estimates and retrospective restatement
 - 1) Changes in accounting policies due to the revision of accounting standards: Yes
 - 2) Changes in accounting policies other than 1) above: No
 - 3) Changes in accounting estimates: Yes
 - 4) Retrospective restatement: No
- (4) Total number of shares outstanding (common stock)
 - 1) Total number of shares outstanding at the end of the period (including treasury shares):
March 31, 2025: 91,127,000 shares
December 31, 2024: 91,127,000 shares
 - 2) Total number of treasury shares at the end of the period:
March 31, 2025: 1,242,820 shares
December 31, 2024: 1,242,800 shares
 - 3) Average number of shares during the period:
Three months ended March 31, 2025: 89,884,180 shares
Three months ended March 31, 2024: 89,884,200 shares

* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by certified public accountants or an audit firm: None

* Explanation of the proper use of financial results forecast and other notes
The earnings forecasts and other forward-looking statements herein are based on information currently available and certain assumptions judged to be reasonable. The Company makes no warranty as to the achievability of these forecasts. Actual performance, etc. may differ significantly from these forecasts due to a wide range of factors.

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1. Qualitative Information of Quarterly Financial Results

(1) Explanation of operating results

The Japanese economy during the three months ended March 31, 2025 was on a gradual recovery path largely because of the improvement of personal consumption and capital investment as well as the improvement of the employment condition and income environment. However, uncertainty about the economic outlook persists due to geopolitical risks as well as domestic and global financial situation and policy trends overseas.

Under these circumstances, the Group has promoted DX (digital transformation) by utilizing state-of-the-art technologies such as AI/IoT and continued to update the digital asset management platform “robot home” through the use of those technologies. By generating a virtuous growth cycle that involves supply of new and secondhand properties to real estate owners, leasing management contracts, sale and reinvestment and further growth of the circulation on the platform, the Group has stably increased recurring revenue.

As a result, the performance for the three months ended March 31, 2025 was ¥1,633 million in net sales (down 40.8% year on year), ¥5 million in operating profit (down 99.1% year on year), ¥171 million in ordinary profit (down 71.1% year on year) and ¥167 million in profit attributable to owners of parent (down 70.4% year on year).

The performance of each segment is as follows.

1) AI/IoT business

In the AI/IoT business, the Company offers its consulting services drawing on its ongoing development and operation of its digital asset management platform “robot home.” The Company aims for the automation of real estate management by connecting all players on the platforms, namely residents, owners, maintenance companies, leasing agents, and leasing management companies. Further, it makes inroads into the DX domain through its accumulated real estate and technological expertise and offers comprehensive DX support service not only to the real estate industry but to other industries as well.

As a result, net sales for the three months ended March 31, 2025 were ¥81 million (down 36.8% year on year) and operating profit was ¥11 million (down 79.3% year on year).

2) robot home business

In the robot home business, the Company strived to build a virtuous growth cycle that involves supply of new and secondhand properties to real estate owners (the flow income domain), leasing management contracts (the recurring income domain), sale and reinvestment (the flow income domain) and further growth of the circulation on the platform, through the use of the digital asset management platform “robot home,” which was built in the AI/IoT business. In the recurring income domain, the Company implemented streamlined PM business and increased stable recurring revenue by introducing rental property management RPA “robot home for PM,” which utilizes the core technologies such as AI/IoT. Further, the Company focused its efforts on the sustainable expansion of its profit foundations through initiatives, for example, the expansion of its business domains into the maintenance domain and the expansion of the share of company-guaranteed units. In the flow income domain, the Company invigorated transactions in the application by further enhancing its support not only for purchase but also for asset building and sale. It focused its efforts to further stabilize its profit foundations by facilitating the circulation on the platform.

As a result, net sales for the three months ended March 31, 2025 were ¥1,558 million (down 40.9% year on year) and operating profit was ¥431 million (down 55.5% year on year).

The performance for the three months ended March 31, 2024 included the effects of a special factor arising from the sale of large inventories (¥1,137 million in net sales and ¥659 million in operating profit). The performance was solid with increases of net sales by 3.9% year on year and operating profit by 39.6% year on year, based on normal figures excluding the effects of the one-shot special factor.

(2) Explanation of financial position

(Assets)

Total assets at the end of the three months ended March 31, 2025 increased by ¥1,159 million from the end of the previous fiscal year to ¥14,392 million. This is mainly attributable to increases in real estate for sale of ¥1,467 million, real estate for sale in process of ¥398 million, and property, plant and equipment of ¥317 million, and a decrease in cash and deposits of ¥1,171 million.

(Liabilities)

Total liabilities at the end of the three months ended March 31, 2025 increased by ¥1,085 million from the end of the previous fiscal year to ¥5,008 million. This is mainly attributable to increases in short-term borrowings of ¥101 million, current portion of long-term borrowings of ¥561 million, and long-term borrowings of ¥376 million.

(Net assets)

Total net assets at the end of the three months ended March 31, 2025 increased by ¥73 million from the end of the previous fiscal year to ¥9,383 million. This is mainly attributable to the recording of profit attributable to owners of parent of ¥167 million and the payment of a dividend of surplus of ¥89 million.

(3) Explanation of consolidated financial results forecast and other forward-looking information

No revisions have been made to the consolidated financial results forecast announced on February 14, 2025.

2. Consolidated Financial Statements and Primary Notes
(1) Consolidated balance sheets

(Thousand yen)

	As of December 31, 2024	As of March 31, 2025
Assets		
Current assets		
Cash and deposits	6,501,814	5,330,514
Accounts receivable - trade	412,299	485,058
Merchandise and finished goods	13,446	11,392
Real estate for sale	2,571,583	4,039,262
Real estate for sale in process	164,767	563,136
Supplies	5,482	6,402
Other	249,830	294,546
Allowance for doubtful accounts	(95,585)	(97,247)
Total current assets	9,823,637	10,633,065
Non-current assets		
Property, plant and equipment	1,584,477	1,901,879
Intangible assets		
Goodwill	168,155	164,921
Customer-related assets	64,498	63,154
Other	163,069	153,847
Total intangible assets	395,723	381,923
Investments and other assets		
Investment securities	1,038,034	1,064,622
Deferred tax assets	187,252	189,777
Other	203,962	221,357
Total investments and other assets	1,429,249	1,475,757
Total non-current assets	3,409,450	3,759,561
Total assets	13,233,088	14,392,626

(Thousand yen)

	As of December 31, 2024	As of March 31, 2025
Liabilities		
Current liabilities		
Accounts payable - trade	467,170	423,391
Short-term borrowings	500,040	601,980
Current portion of long-term borrowings	62,676	624,076
Income taxes payable	17,798	9,118
Deposits received	1,246,077	1,263,926
Provision for bonuses	-	64,222
Asset retirement obligations	-	3,246
Provision for loss on guarantees	337,667	326,068
Other	388,612	417,107
Total current liabilities	3,020,042	3,733,137
Non-current liabilities		
Long-term borrowings	758,659	1,135,344
Asset retirement obligations	102,907	99,822
Deferred tax liabilities	18,333	17,875
Other	23,032	22,460
Total non-current liabilities	902,931	1,275,502
Total liabilities	3,922,974	5,008,640
Net assets		
Shareholders' equity		
Share capital	10,000	10,000
Capital surplus	7,460,469	7,460,469
Retained earnings	2,128,305	2,205,606
Treasury shares	(299,986)	(299,988)
Total shareholders' equity	9,298,789	9,376,087
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	4,955	4,755
Foreign currency translation adjustment	5,214	2,558
Total accumulated other comprehensive income	10,169	7,314
Non-controlling interests	1,155	584
Total net assets	9,310,114	9,383,986
Total liabilities and net assets	13,233,088	14,392,626

(2) Consolidated statements of income and comprehensive income
Consolidated statements of income
Three months ended March 31, 2025

	(Thousand yen)	
	For the Three months ended March 31, 2024	For the Three months ended March 31, 2025
Net sales	2,758,948	1,633,871
Cost of sales	1,292,158	726,828
Gross profit	1,466,790	907,042
Selling, general and administrative expenses	867,067	901,518
Operating profit	599,722	5,524
Non-operating income		
Interest income	183	2,426
Dividend income	261	653
Gain on investments in investment partnerships	-	184,754
Other	21	499
Total non-operating income	467	188,333
Non-operating expenses		
Interest expenses	3,396	9,386
Guarantee commission	-	518
Commission expenses	-	11,307
Loss on investments in investment partnerships	2,030	-
Other	671	825
Total non-operating expenses	6,098	22,037
Ordinary profit	594,090	171,820
Extraordinary income		
Gain on reversal of asset retirement obligations	4,027	-
Total extraordinary income	4,027	-
Extraordinary losses		
Loss on retirement of non-current assets	18	-
Loss on valuation of investment securities	26,710	2,492
Total extraordinary losses	26,728	2,492
Profit before income taxes	571,389	169,328
Income taxes	6,997	2,714
Profit	564,391	166,614
Profit (loss) attributable to non-controlling interests	568	(570)
Profit attributable to owners of parent	563,823	167,184

Consolidated statements of comprehensive income
Three months ended March 31, 2025

	(Thousand yen)	
	For the Three months ended March 31, 2024	For the Three months ended March 31, 2025
Profit	564,391	166,614
Other comprehensive income		
Valuation difference on available-for-sale securities	(3,348)	(199)
Foreign currency translation adjustment	2,649	(2,655)
Total other comprehensive income	(698)	(2,855)
Comprehensive income	563,693	163,758
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	563,124	164,329
Comprehensive income attributable to non-controlling interests	568	(570)

(3) Notes to quarterly consolidated financial statements

(Notes on going concern assumption)

Not applicable.

(Notes on significant changes in shareholders' equity)

Not applicable.

(Accounting methods adopted particularly for the preparation of quarterly consolidated financial statements)

(Calculation of tax expenses)

Tax expenses are calculated by making a reasonable estimate of the effective tax rate after application of tax-effect accounting to profit before income taxes for the fiscal year (consolidated) including the current first quarter, under review, with profit before income taxes then multiplied by the estimated effective tax rate. However, in the event that this tax expense calculation using estimated effective tax rate results in a significantly improbable figure, a method using the statutory effective tax rate may be adopted.

(Changes in accounting policies)

(Application of "Accounting Standard for Current Income Taxes," etc.)

The Company has applied the "Accounting Standard for Current Income Taxes" (Accounting Standards Board of Japan (ASBJ) Statement No. 27, October 28, 2022; hereinafter referred to as the "Revised Accounting Standard 2022") and other relevant accounting standards from the beginning of the first quarter of the current fiscal year.

Revisions in the accounting classification of income taxes (taxes on other comprehensive income) have been made in accordance with the transitional treatments stipulated in the proviso of Paragraph 20-3 of the Revised Accounting Standard 2022 and the transitional treatments stipulated in the proviso of Paragraph 65-2 (2) of the "Guidance on Accounting Standard for Tax Effect Accounting" (ASBJ Guidance No. 28, October 28, 2022; hereinafter referred to as the "Revised Guidance 2022"). This change in accounting policies has no impact on the quarterly consolidated financial statements.

In addition, the Company has applied the Revised Guidance 2022 from the beginning of the first quarter of the current fiscal year with respect to revisions regarding reviews on treatments in the consolidated financial statements in the case that gains or losses associated with sales of shares, etc. of subsidiaries among consolidated companies are deferred for tax purposes. This change in accounting policies has been retrospectively applied and the quarterly consolidated financial statements for the quarter of the previous fiscal year and the consolidated financial statements for the previous fiscal year have been prepared after the retrospective application of the change. This change in accounting policies has no impact on the quarterly consolidated financial statements for the quarter of the previous fiscal year and the consolidated financial statements for the previous fiscal year.

(Changes in accounting estimates)

(Changes in estimates of asset retirement obligations)

Due to the decision made to relocate the Fukuoka Branch in the first quarter of the current fiscal year, the useful lives of non-current assets not expected to be used after the relocation have been shortened and changed prospectively. The Company has made a change in the asset retirement obligations related to the restoration costs associated with the real estate lease contracts of the Company so that the recording of the asset retirement obligations will be completed during the period until the expected relocation date.

As a result of this change in estimate, operating profit, ordinary profit, and profit before income taxes for the first quarter of the current fiscal year decreased by ¥2,274 thousand, respectively, compared with the previous method.

(Segment information, etc.)

[Segment information]

I. For the three months ended March 31, 2024

1. Information on amounts of net sales and profit (loss) and disaggregated revenue by reportable segment

(Thousand yen)

	Reportable segment			Others (Note 1)	Total	Adjustments (Note 2)	Amounts on consolidated statements of income (Note 3)
	AI/IoT business	robot home business	Total				
Net sales							
Goods and services transferred at a point in time	50,868	1,899,056	1,949,924	-	1,949,924	-	1,949,924
Goods and services transferred for a certain period of time	70,786	568,552	639,339	-	639,339	-	639,339
Income generated by contracts with customers	121,655	2,467,608	2,589,264	-	2,589,264	-	2,589,264
Other income	-	169,684	169,684	-	169,684	-	169,684
Net sales to external customers	121,655	2,637,293	2,758,948	-	2,758,948	-	2,758,948
Inter-segment sales or transfers	6,620	10	6,630	-	6,630	(6,630)	-
Total	128,276	2,637,303	2,765,579	-	2,765,579	(6,630)	2,758,948
Segment profit or loss	54,900	967,999	1,022,900	(121)	1,022,778	(423,056)	599,722

(Notes) 1. "Others" refers to business segments not included in the reportable segments.

2. The adjustments to segment profits or losses mainly represent companywide expenses which have not been allocated to each reportable segment.

3. Segment profit or loss is adjusted with the operating profit on the quarterly consolidated statements of income.

2. Information on impairment loss of non-current assets or goodwill, etc. by reportable segment

Not applicable.

II. For the three months ended March 31, 2025

1. Information on amounts of net sales and profit (loss) and disaggregated revenue by reportable segment

(Thousand yen)

	Reportable segment			Others (Note 1)	Total	Adjustments (Note 2)	Amounts on consolidated statements of income (Note 3)
	AI/IoT business	robot home business	Total				
Net sales							
Goods and services transferred at a point in time	28,962	748,047	777,010	-	777,010	-	777,010
Goods and services transferred for a certain period of time	46,571	609,237	655,809	-	655,809	-	655,809
Income generated by contracts with customers	75,534	1,357,285	1,432,819	-	1,432,819	-	1,432,819
Other income	-	201,051	201,051	-	201,051	-	201,051
Net sales to external customers	75,534	1,558,336	1,633,871	-	1,633,871	-	1,633,871
Inter-segment sales or transfers	5,594	-	5,594	-	5,594	(5,594)	—
Total	81,129	1,558,336	1,639,466	-	1,639,466	(5,594)	1,633,871
Segment profit or loss	11,367	431,039	442,407	(71)	442,336	(436,812)	5,524

(Notes) 1. “Others” refers to business segments not included in the reportable segments.

2. The adjustments to segment profits or losses mainly represent companywide expenses which have not been allocated to each reportable segment.

3. Segment profits or losses are adjusted with the operating profit on the quarterly consolidated statements of income.

2. Information on impairment loss of non-current assets or goodwill, etc. by reportable segment

Not applicable.

(Notes to statements of cash flows)

Quarterly consolidated statements of cash flows for the three months ended March 31, 2025 have not been prepared.

Depreciation (including amortization of intangible assets except for goodwill) and amortization of goodwill for the three months ended March 31, 2024 and 2025 are as follows.

(Thousand yen)

	For the three months ended March 31, 2024	For the three months ended March 31, 2025
Depreciation	57,489	38,778
Amortization of goodwill	3,233	3,233

(Matters related to revenue recognition)

The information on disaggregation of revenues from contracts with customers is as described in “(Segment information, etc.)” under “Notes to quarterly consolidated financial statements.”