

# FY2025 2Q FINANCIAL RESULTS

robot home Inc. (TSE: 1435)

robot**home**

In technology, we are changing homes  
and changing the world.

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## Notice regarding the release of a new service

### Launch of wealth consulting function aimed at providing added value surrounding real estate investment

We have launched a new service that allows investors to easily consult with tax accountants through our digital asset management platform, which supports their wealth management. Traditionally, when individuals needed tax-related advice, it was common for them to either search online or in books on their own, or to consult with a tax accountant with whom they had an advisory contract.

With the launch of this service, property owners can now inquire about general tax-related questions or request individual consultations with tax accountants directly through the app. As a result, we are now able to provide solutions that meet the needs of the affluent and the near-affluent, including inheritance tax strategies, in addition to tax consultations related to real estate acquisition and ownership.



# Completion of an environmentally conscious property built to Nearly ZEH-M standards

The property newly completed as a Nearly ZEH-M<sup>\*1</sup> residence is designed in pursuit of ZEH<sup>\*2</sup> standards. By combining “high insulation” performance through roofing, exterior walls, and window sashes with “energy saving” from high-efficiency equipment, the residence achieves a reduction of over 20% in primary energy consumption compared to standard primary energy consumption levels. Furthermore, by utilizing “energy creation” such as power generation, it aims to bring the net energy consumption in daily life as close to zero as possible. We have consistently focused on energy efficiency in the design and development of our projects, and have received the highest rating in the Building-Housing Energy-efficiency Labeling System (BELS)<sup>\*3</sup>. In addition to our ongoing efforts in “energy saving,” we are now also engaging in “energy creation” to promote housing development with even lower environmental impact, thereby contributing to solving environmental issues through business growth.

\*1: Nearly Net Zero Energy House Mansion

\*2: Net Zero Energy House

\*3: Abbreviation of Building-Housing Energy-efficiency Labeling System



# 1. FY2025 Financial Results Overview

# 2. Results by Segment

# 3. Appendix

# 1. FY2025 2Q Financial Results Overview

# Company overview

Name	robot home Inc.
Head office	6-10-1 GINZA SIX 9F Ginza, Chuo-ku, Tokyo
Established	January 23, 2006
Representative	Daisaku Furuki, Representative Director/CEO
Capital	7,470 million yen (Including capital surplus)
Employees	244 persons (consolidated basis / full-time employees / as of June 30, 2025)

Businesses	AI / IoT business  robot home business
Subsidiaries	rh labo Inc.  rh investment Inc.  rh maintenance Inc.  rh warranty Inc.  IDC Inc.  Next Relation, Inc.

## Reportable segment

### AI/IoT business

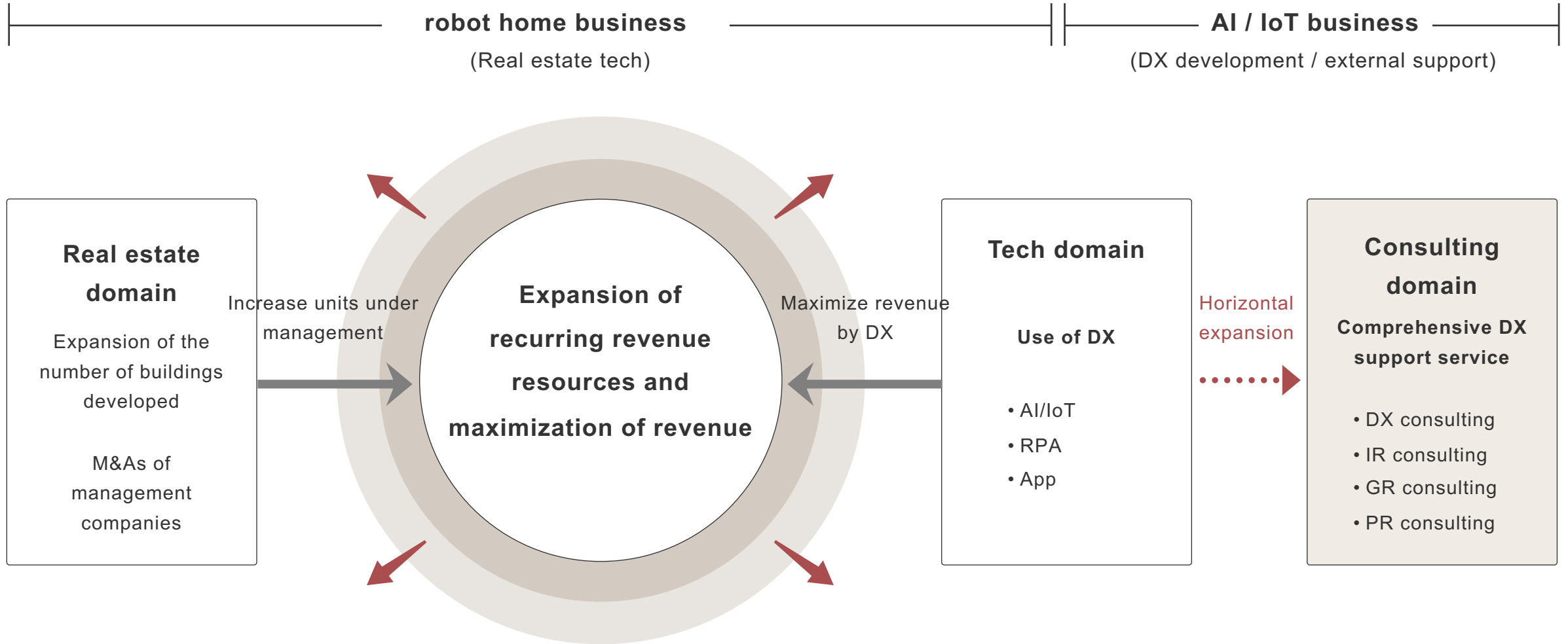
Service to support development, sale, and  
installation of AI and IoT

Comprehensive DX support service

### robot home business

Operation of digital asset management  
platform "robot home"

## Expansion of knowledge in the real estate and technology domains to the DX domain

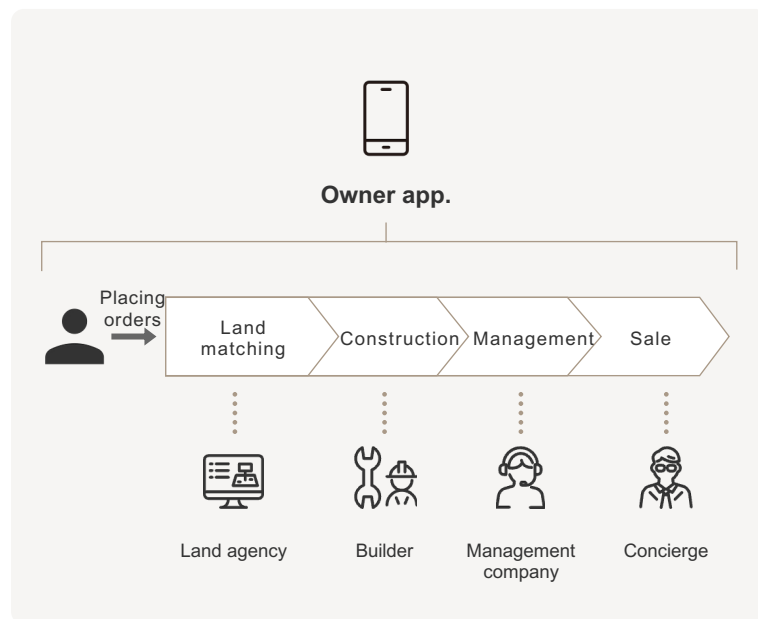




# Improvement of the speed of development of products and strengthening of recurring revenue through evolution of business models

## 1. Built-for-sale model

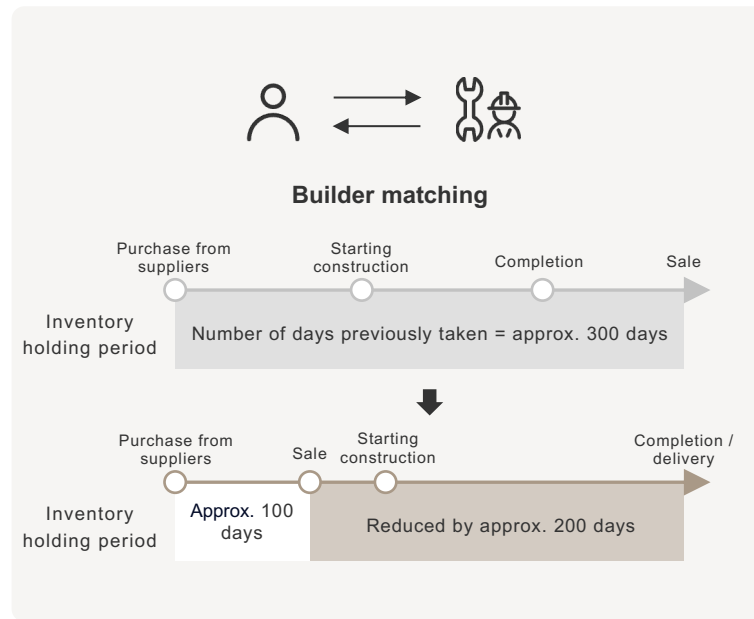
Integrated supply chain with the digital asset management platform.



➔ Ability to attract customers with the convenience of using app. and advantage of built-for-sale in controlling costs

## 2. Built-after-land-sale model

Supplier matching model allowing customers directly selecting their favorite builders.



➔ Improvement of inventory turnover and gross profit with direct builder matching

## 3. Value Creation Model

Value creation model utilizing accumulated bid data.



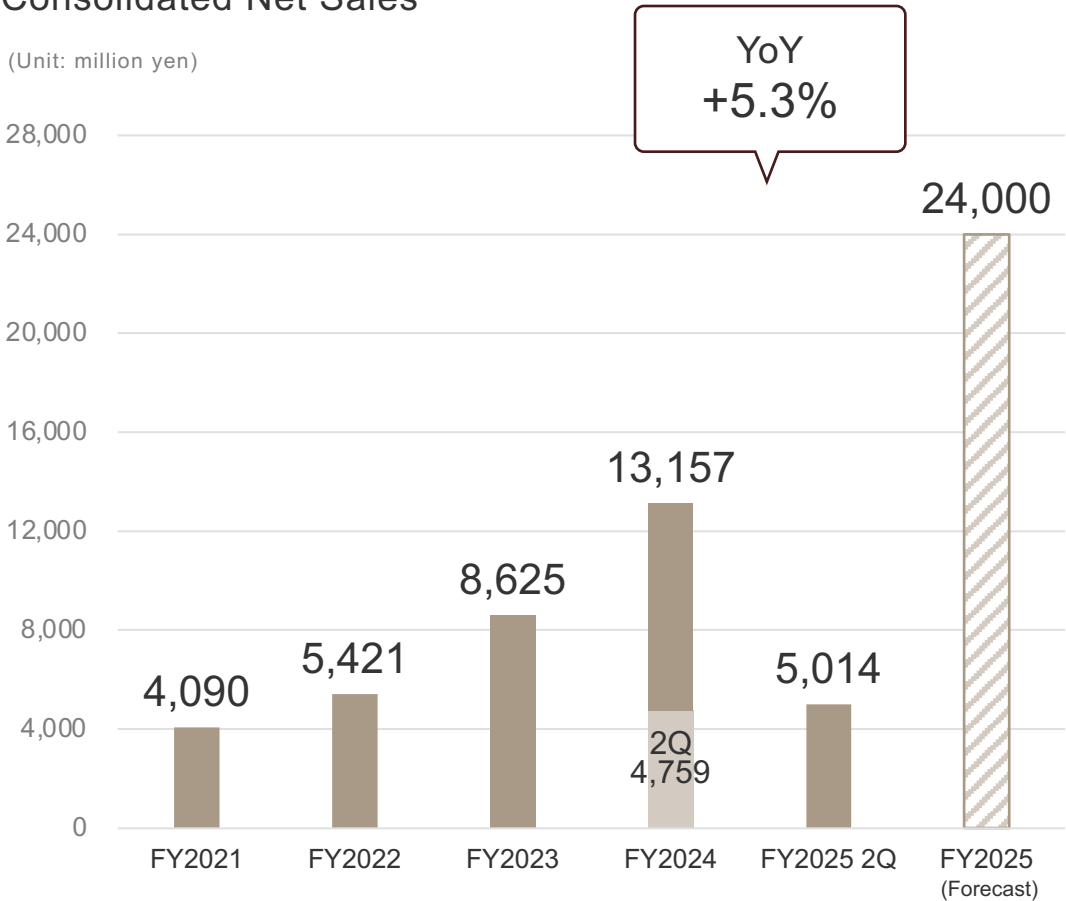
➔ Further improve the quality of services for owners and create new value

## Trend in Financial Results of the robot home Group

Consolidated net sales and operating profit of the robot home Group for FY2025 2Q were ¥ 5,014 million (up 5.3% year on year), and ¥73 million (down 87.0% year on year), respectively.

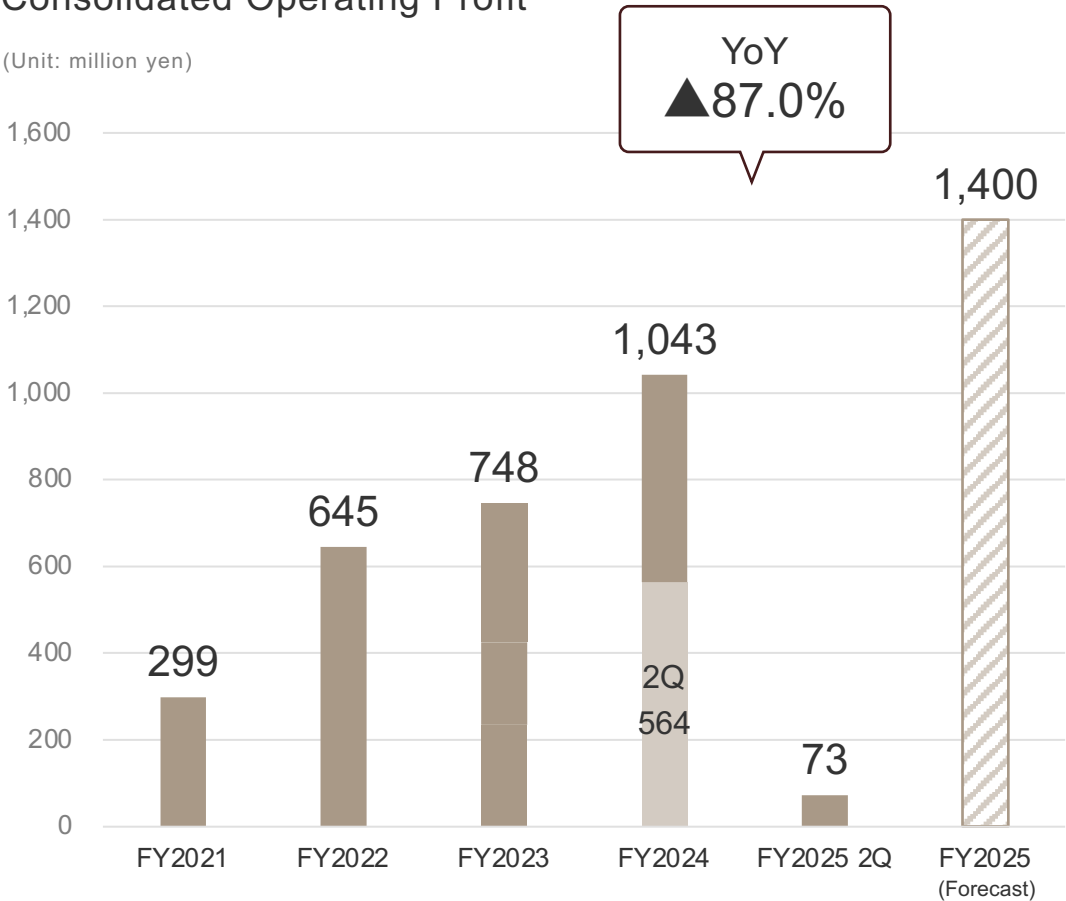
### Consolidated Net Sales

(Unit: million yen)



### Consolidated Operating Profit

(Unit: million yen)



\* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

## Consolidated statements of income

Consolidated net sales and operating profit of the robot home Group for FY2025 2Q were ¥ 5,014 million (up 5.3% year on year), and ¥73 million (down 87.0% year on year), respectively.

(Unit: million yen)

	Cumulative period			Three-month period		
	FY2024 2Q	FY2025 2Q	YoY Change(%)	FY2024 2Q	FY2025 2Q	YoY Change(%)
Net sales	4,759	<sup>a</sup> 5,014	5.3%	2,000	<sup>c</sup> 3,380	68.9%
AI/IoT business	289	224	▲22.5%	161	143	▲11.1%
robot home business	4,483	4,802	7.1%	1,846	3,243	75.7%
Gross profit	2,278	1,885	▲17.3%	812	978	20.5%
AI/IoT business	213	168	▲20.7%	108	104	▲3.2%
robot home business	2,074	1,724	▲16.8%	707	877	24.1%
Selling, general and administrative expenses	1,714	1,811	5.7%	847	910	7.5%
Operating profit	564	<sup>b</sup> 73	▲87.0%	▲34	<sup>d</sup> 67	-
AI/IoT business	107	66	▲38.5%	52	54	4.2%
robot home business	1,284	894	▲30.4%	316	463	46.4%
Ordinary profit	560	206	▲63.2%	▲33	34	-
Profit attributable to owners of parent	530	177	▲66.5%	▲33	10	-

<sup>a</sup> **Net sales (cumulative period)**

Increased by 5.3% year on year. Growth was driven by higher unit prices of new properties and the delivery of nine properties with advance land settlement in the flow income domain, as well as the accumulation of properties under management and an increase in sales per property in the recurring income domain.

<sup>b</sup> **Operating profit (cumulative period)**

Increased in terms of the normal figure excluding sales of large-scale inventories in FY2024, of which effect was ¥659 million.

Profit increased through advance land settlement and higher profit per property in the recurring income domain, while continuing strategic investments in DX and human resources.

<sup>c</sup> **Net sales (three-month period)**

Increased due to the delivery of four additional properties, as well as the introduction of advance land settlement from this fiscal period, which enabled earlier fund collection and accelerated revenue accumulation.

<sup>d</sup> **Operating profit (three-month period)**

Increased year on year despite continued strategic investments in DX and human resources.

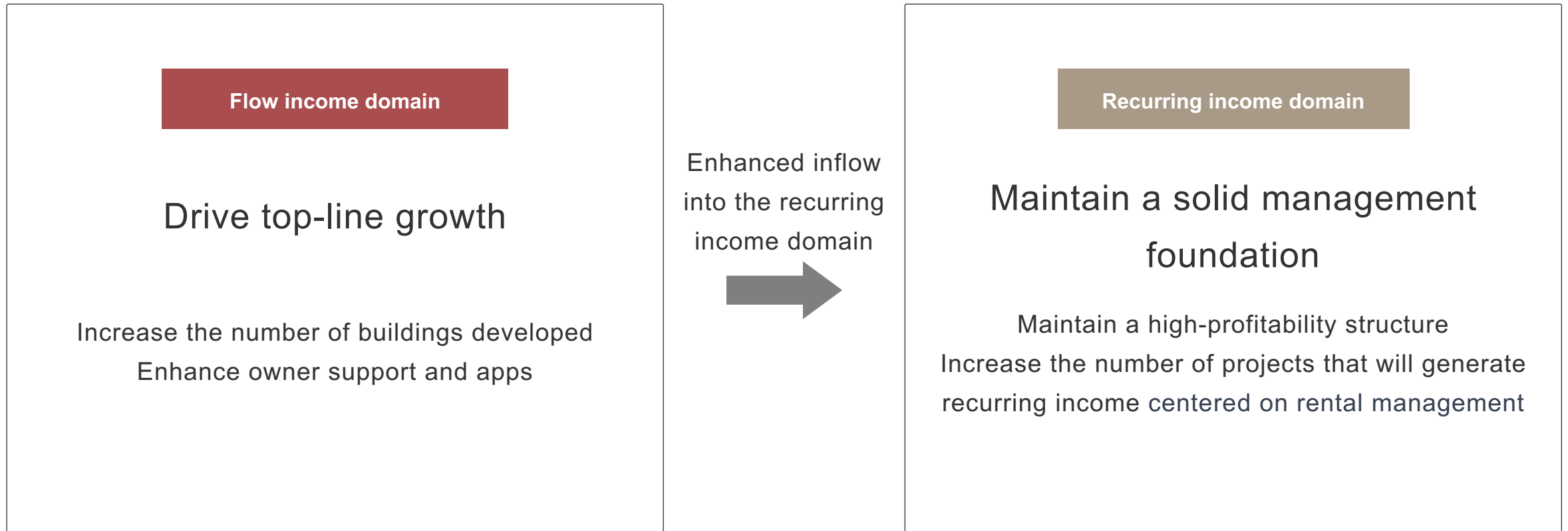
## Consolidated balance sheets

The financial position remains robust while utilizing cash and deposits and interest-bearing debt corresponding to an increase in the number of buildings developed. Effectively debt-free management with an equity ratio of 58.7%.

(Unit: million yen)	FY2024	FY2025	YoY Change (¥)
Current assets	9,823	11,963	2,139
Cash and deposits	6,501	4,626	▲1,875
Inventories	2,755	6,463	3,708
Non-current assets	3,409	4,042	633
Total assets	13,233	16,006	2,773
Liabilities	3,922	6,605	2,682
Interest-bearing debt	1,321	3,687	2,366
Net assets	9,310	9,400	90
Total liabilities and net assets	13,233	16,006	2,773

## Medium-Term Management Policy

Work to drive top-line growth in the flow income domain, and through an enhanced inflow into the recurring income domain, build an even more solid management foundation.



## Medium-Term Management Policy (Numerical Targets)

Work to drive top-line growth in the flow income domain, and through an enhanced inflow into the recurring income domain, build an even more solid management foundation.

	FY2024	FY2025	FY2026	FY2027	
Flow income domain	Number of buildings developed	60building	100building	140building	200building
	Net sales from flow income	9,000million	15,000million	21,000million	30,000million
Recurring income domain	Increase in the number of managed properties (Fiscal year)	600units	1,000units	1,400units	2,000units
	Increase in the number of managed properties (Cumulative)	600units	1,600units	3,000units	5,000units
	Increase in the amount of gross profit from recurring income (Fiscal year)	54million	90million	126million	180million
	Increase in the amount of gross profit from recurring income (Cumulative)	54million	144million	270million	450million

\*Calculated on the assumption of ¥150 million in sales per building and ¥90,000 in gross profit per unit.

## FY2025 Financial Results Forecast

The initial plan, which assumes earnings will be concentrated in the second half, remains unchanged and is progressing steadily.

(Unit: million yen)

	FY2024 (Result)	FY2025			
		Forecast		Result	
		Full-year	YoY Change (%)	2Q	Progress(%)
Net sales	13,157	24,000	82.4%	5,014	20.9%
Operating profit	1,043	1,400	34.1%	73	5.2%
Ordinary profit	1,018	1,350	32.6%	206	15.3%
Profit attributable to owners of parent	912	1,100	20.5%	177	16.2%

## 2. Results by Segment





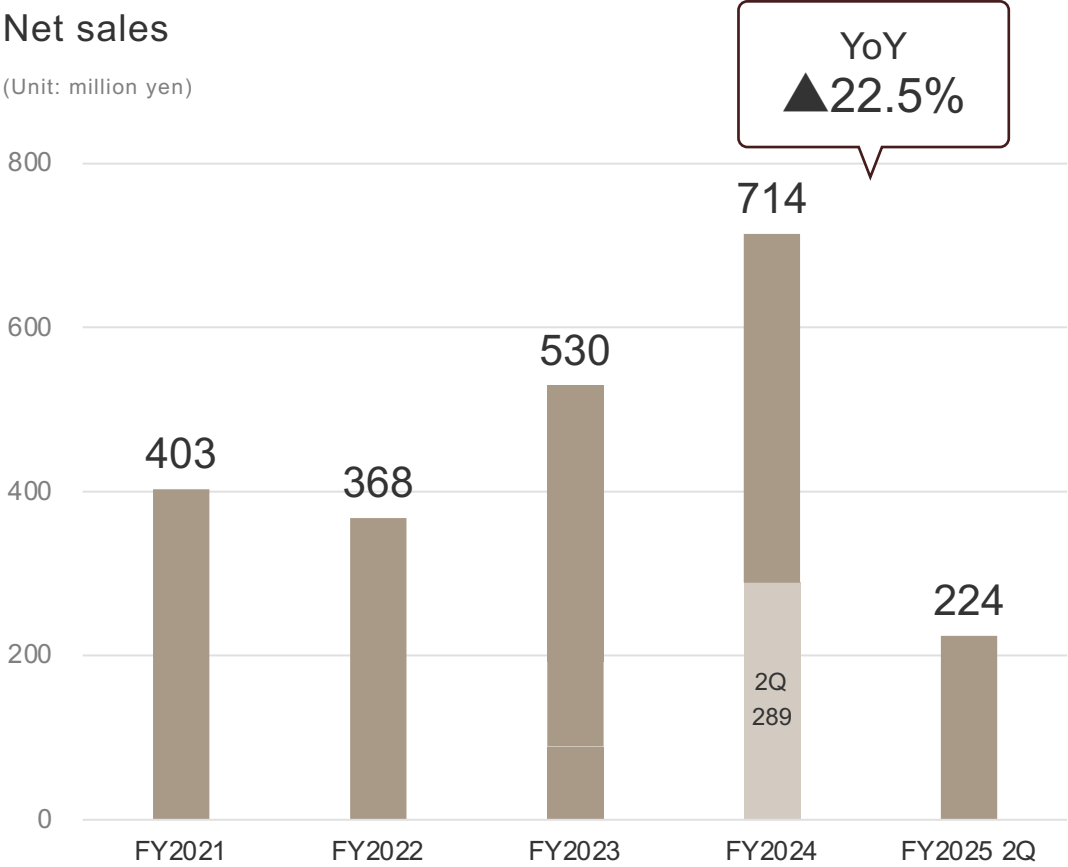
# AI / IoT Business

## Trend in Financial Results of the AI / IoT Business

Net sales and operating profit of the AI/IoT Business for FY2025 2Q were ¥224 million (down 22.5% year on year), and ¥66 million (down 38.5% year on year), respectively.

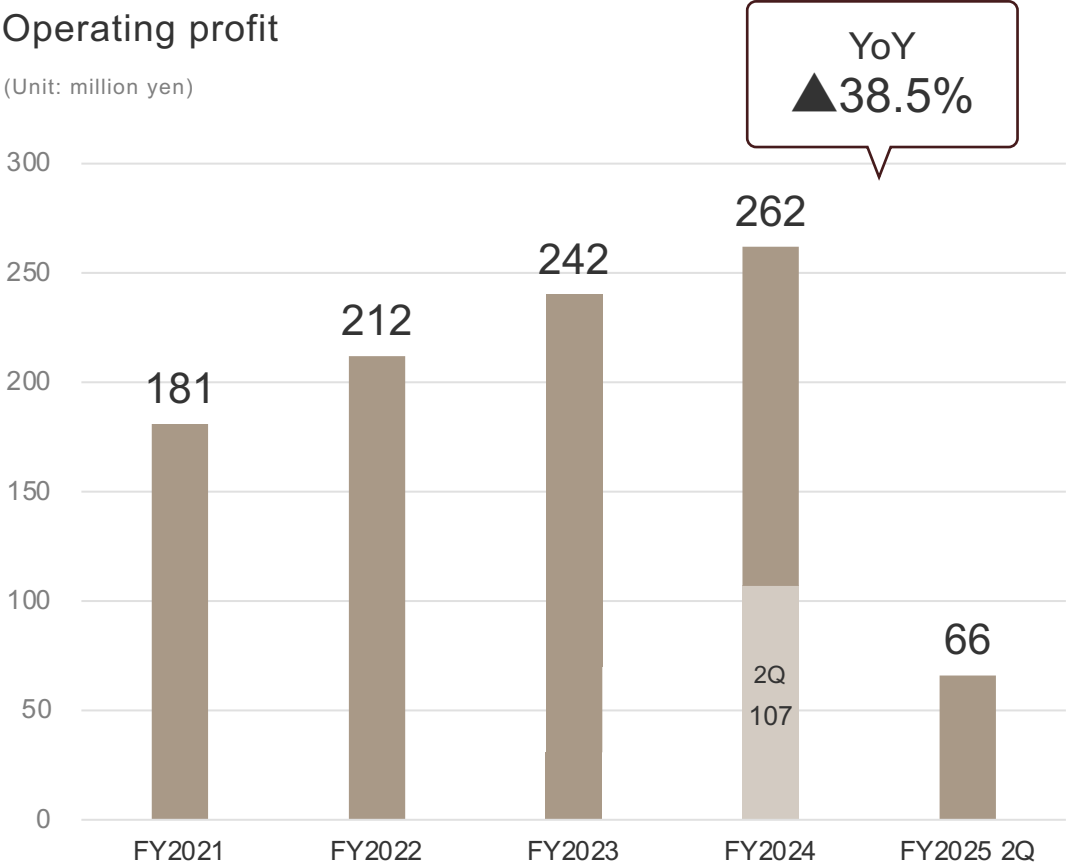
### Net sales

(Unit: million yen)



### Operating profit

(Unit: million yen)



\* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

## Financial Results of the AI / IoT Business

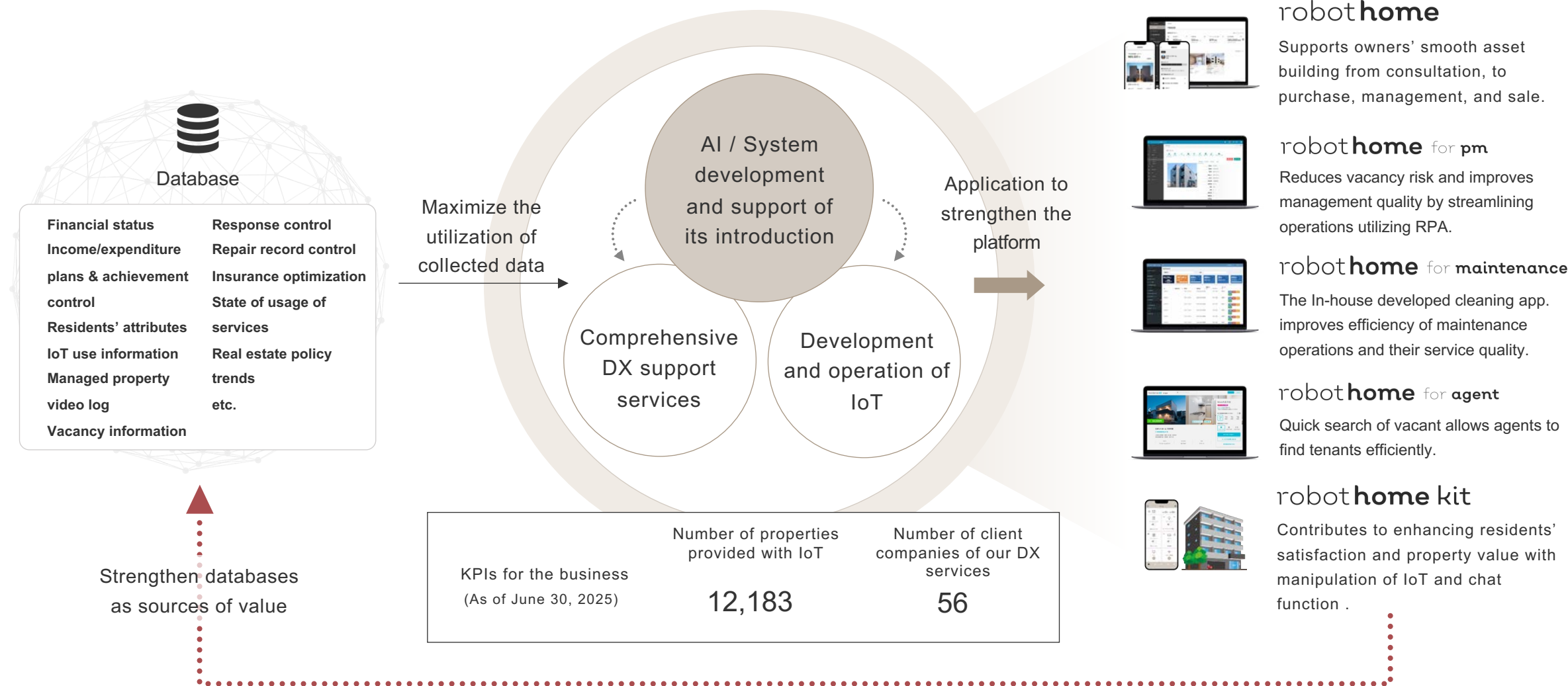
Net sales and operating profit of the AI/IoT Business for FY2025 2Q were ¥224 million (down 22.5% year on year), and ¥66 million (down 38.5% year on year), respectively.

(Unit: million yen)

	Cumulative period			Three-month period		
	FY2024 2Q	FY2025 2Q	YoY Change (%)	FY2024 2Q	FY2025 2Q	YoY Change (%)
売上高	289	224	▲22.5%	161	143	▲11.1%
売上総利益	213	168	▲20.7%	108	104	▲3.2%
販管費及び一般管理費	105	102	▲2.7%	55	50	▲10.1%
営業利益	107	66	▲38.5%	52	54	4.2%

# Business Model of the AI / IoT Business

Promote invigorating the platform by maximizing the utilization of collected data. Create new value.



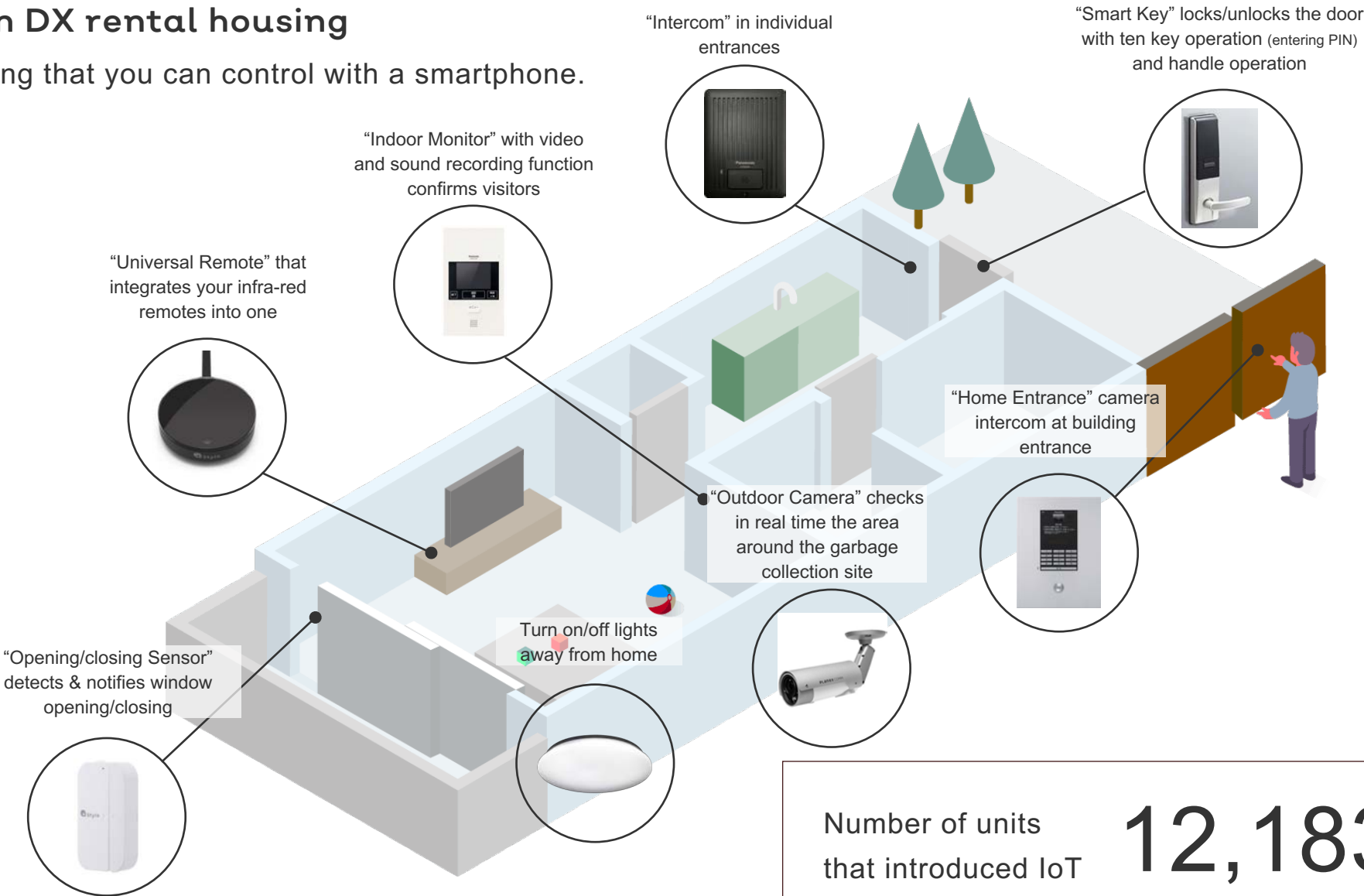
# Provide next-generation DX rental housing

Smart life in an IoT rental housing that you can control with a smartphone.

## robothome kit



\*The apartment layout is a sample.



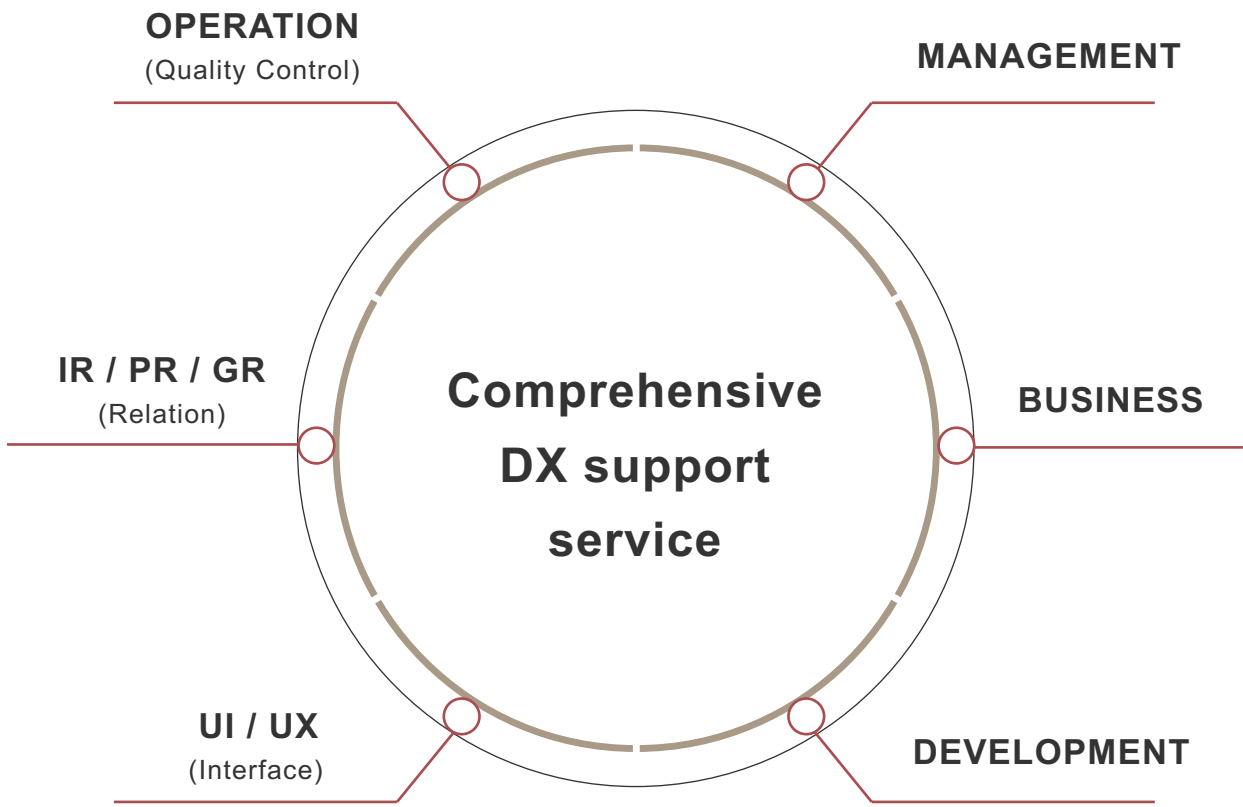
Number of units that introduced IoT

# 12,183

(as of June 30, 2025)

## Overview of comprehensive DX support service

Launched a comprehensive DX support service drawing on our experience of developing and running various in-house products combining AI / IoT and real estate.



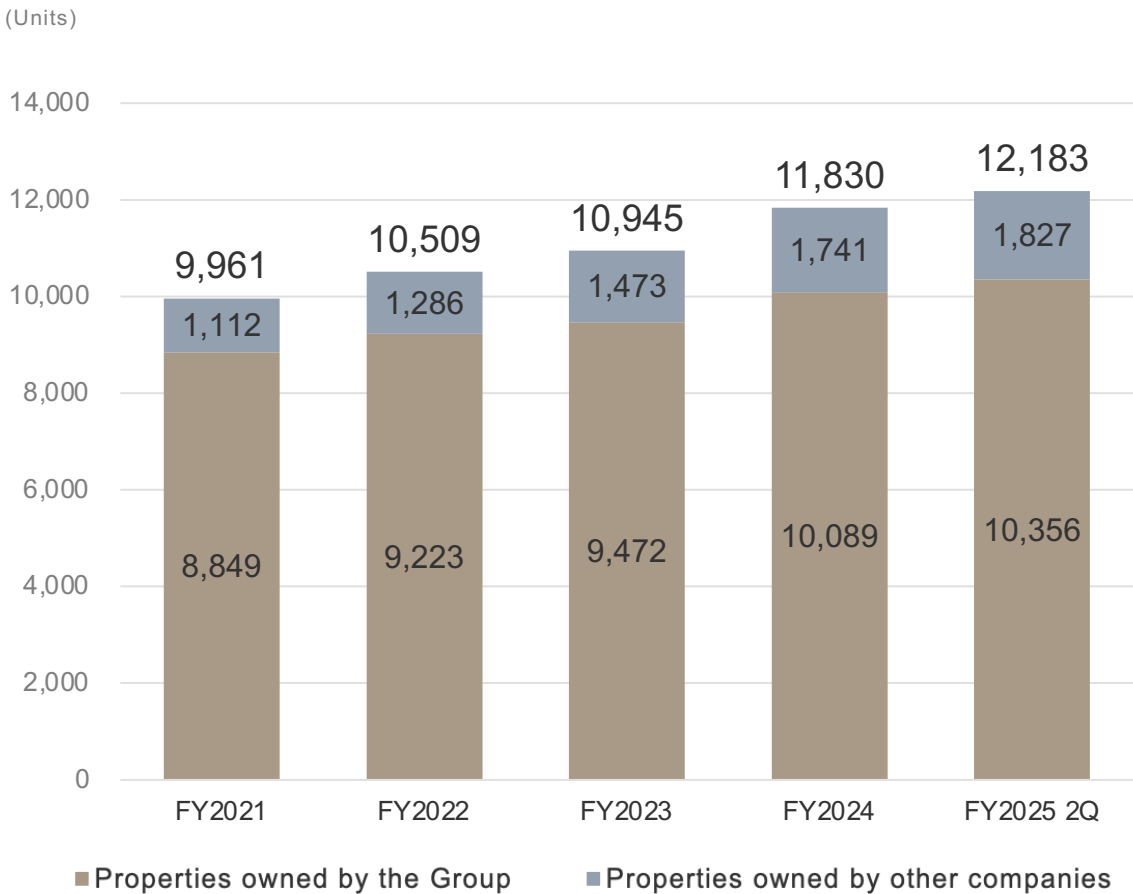
### Clientele



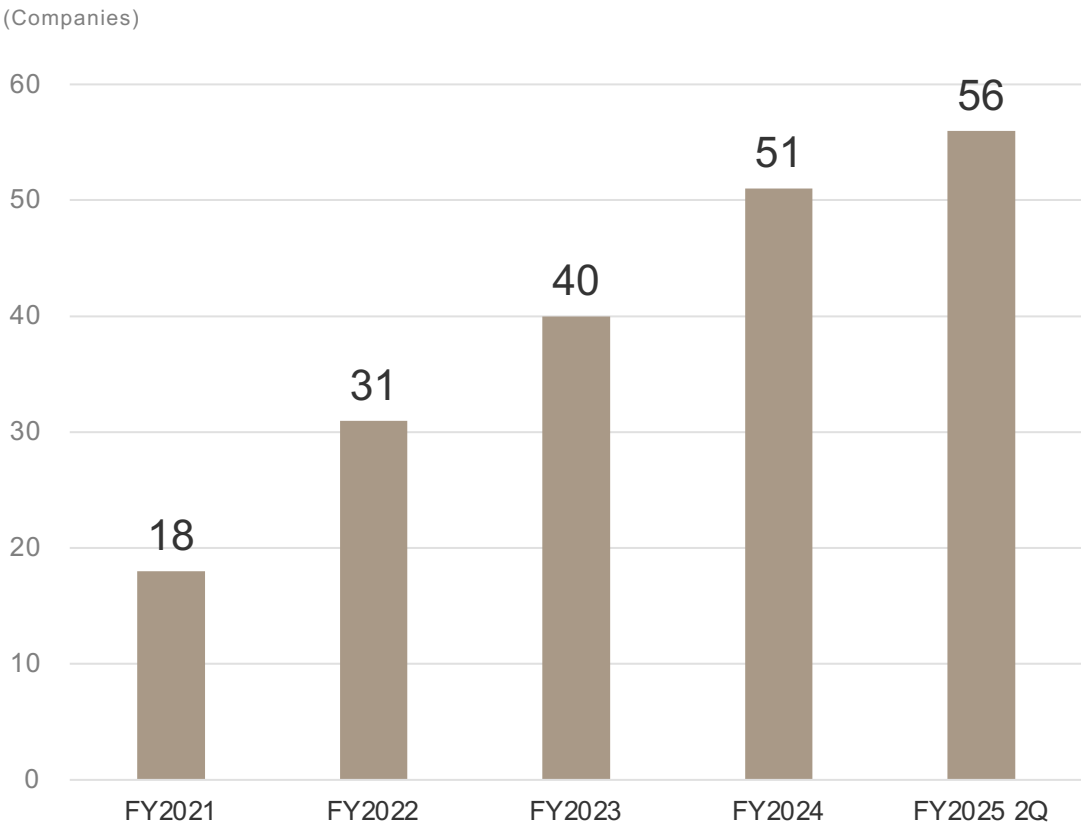
\*Shown above are clients that gave permission to be named.

## KPIs for AI / IoT Business

Trend in the Number Properties to Which IoT Has Been Introduced



Number of client companies of the services (cumulative)



# robot home Business



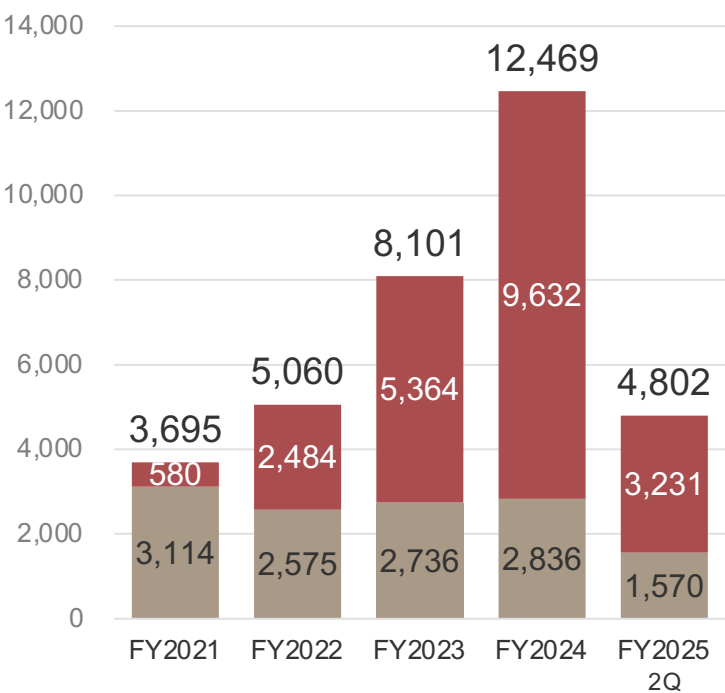
## Trend in Financial Results of the robot home Business

Net sales and operating profit of the robot home Business for FY2025 2Q were ¥ 4,802 million (up 7.1% year on year), and ¥894 million (down 30.4% year on year), respectively. Refer to the description on the page 26 for the impact of sales of large-scale inventories.

### Net sales

(Unit: million yen)

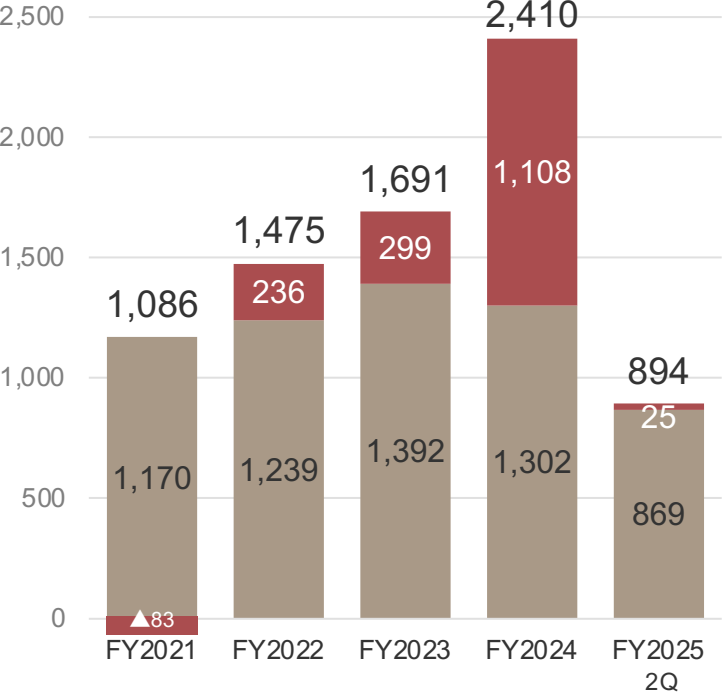
■ Recurring income ■ Flow income



### Operating profit

(Unit: million yen)

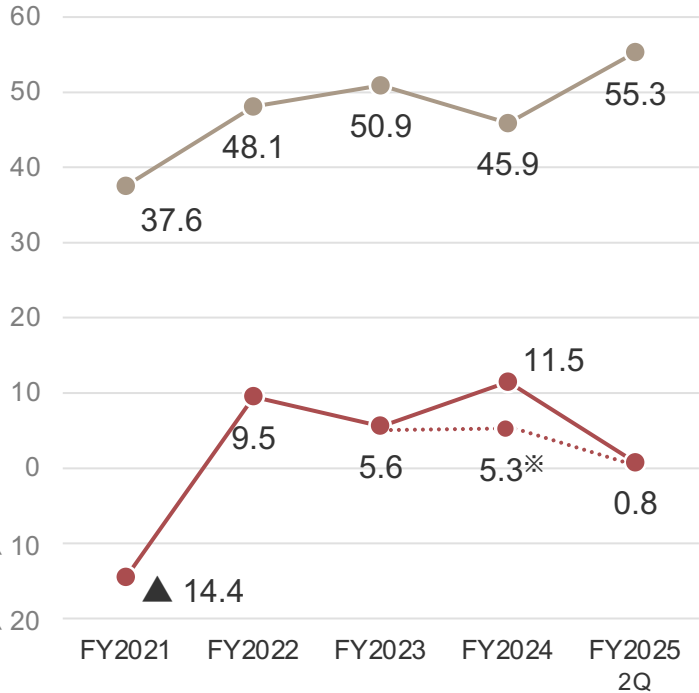
■ Recurring income ■ Flow income



### Operating profit margin

(%)

● Recurring income ● Flow income



\* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

\* Excluding effects due to sales of large-scale inventories (see next page)

## Financial Results of the robot home Business

Net sales and operating profit of the robot home Business for FY2025 2Q were ¥ 4,802 million (up 7.1% year on year), and ¥894 million (down 30.4% year on year), respectively. Refer to the description on the page 26 for the impact of sales of large-scale inventories.

(Unit: million yen)

	Cumulative period			Three-month period		
	FY2024 2Q	FY2025 2Q	YoY Change (%)	FY2024 2Q	FY2025 2Q	YoY Change (%)
Net sales	4,483	4,802	7.1%	1,846	3,243	75.7%
Flow income	3,064	3,231	5.5%	1,165	2,483	113.1%
Recurring income	1,419	1,570	10.7%	681	760	11.7%
Gross profit	2,074	1,724	▲16.8%	707	877	24.1%
Flow income	864	406	▲53.0%	130	243	86.1%
Recurring income	1,210	1,318	9.0%	576	634	10.0%
Selling, general and administrative expenses	789	830	5.1%	390	414	6.0%
Flow income	245	380	54.8%	126	207	64.9%
Recurring income	543	449	▲17.3%	264	206	▲22.1%
Ordinary profit	1,284	894	▲30.4%	316	463	46.4%
Flow income	618	25	▲95.9%	4	35	667.6%
Recurring income	666	869	30.4%	311	427	37.2%

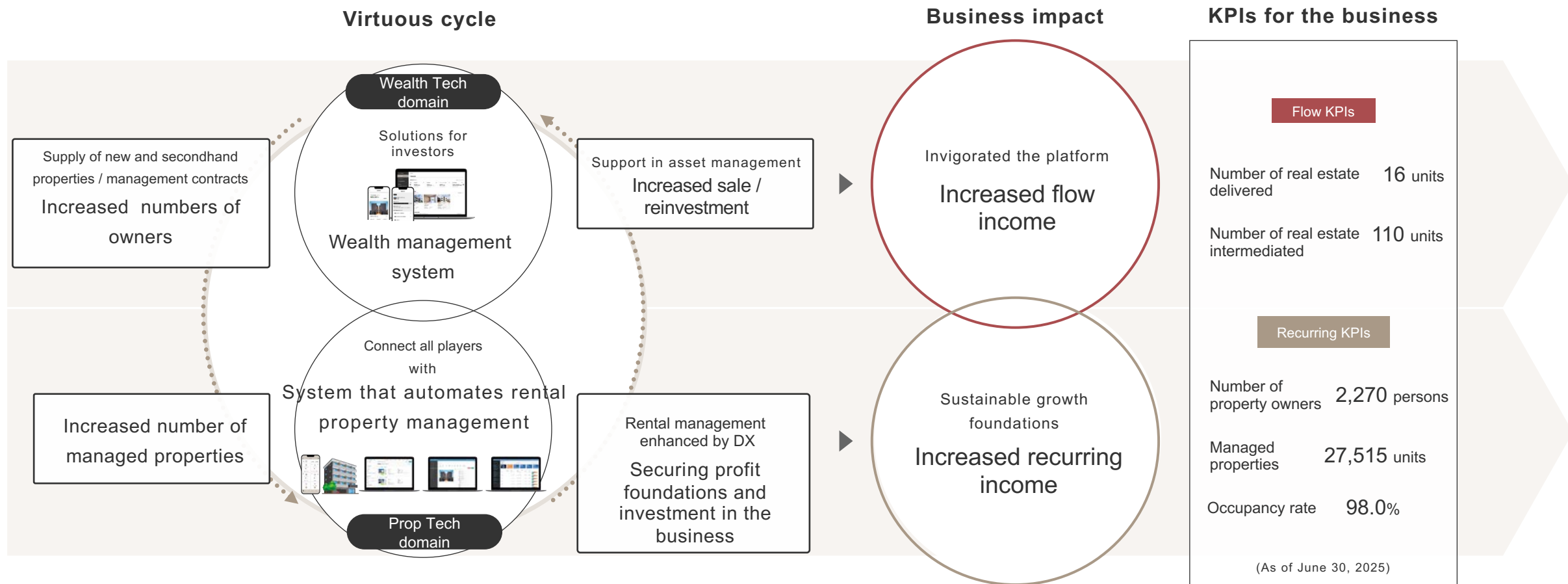
# Effects due to sales of large-scale inventories in the robot home business

The following shows the performance of the robot home business excluding effects due to sales of large-scale inventories. The performance was solid with increases of net sales by 43.5% year on year and operating profit by 43.0% year on year, based on normal figures excluding the effects of the one-shot special factor.

	①	②	① - ②		
(Unit: million yen)	FY2024 2Q	Large-scale inventories	FY2024 2Q *Excluding effects due to sales of ②	FY2025 2Q	YoY Change(%)
Net sales	4,483	1,137	3,345	4,802	43.5%
Flow income	3,064	1,137	1,926	3,231	67.7%
Recurring income	1,419	-	1,419	1,570	10.7%
Operating profit	1,284	659	625	894	43.0%
Flow income	618	659	▲41	25	-
Recurring income	666	-	666	869	30.4%

## Diagram to Summarize the robot home Business

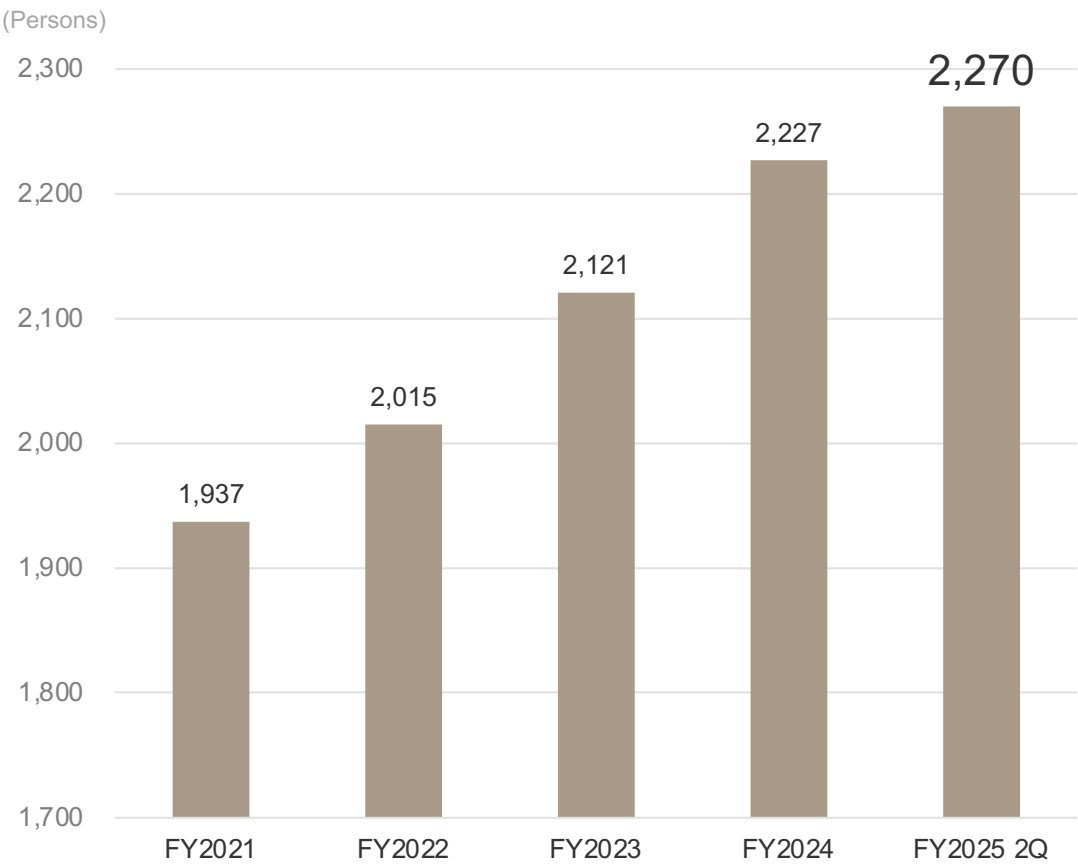
The Company’s growth cycle is a virtuous one that involves increased recurring income through providing asset building solutions for investors, sale and reinvestment (or additional purchase), and further growth of the circulation on the platform.



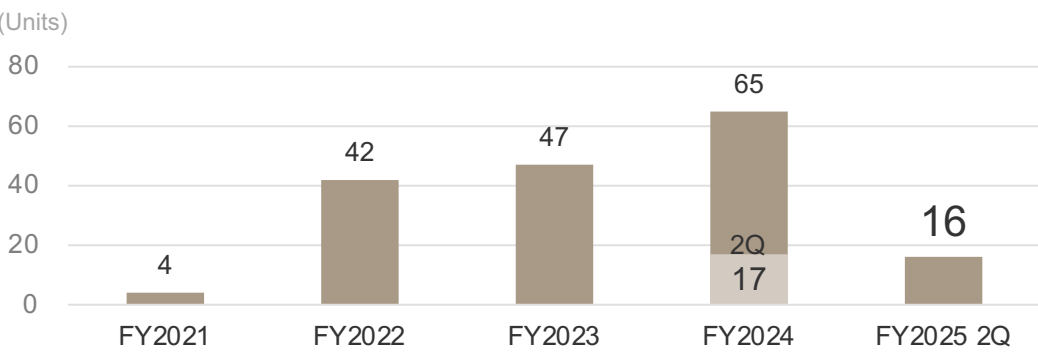
## KPIs for robot home Business

Boosting the circulation on the platform through the steady rise in the number of property owners

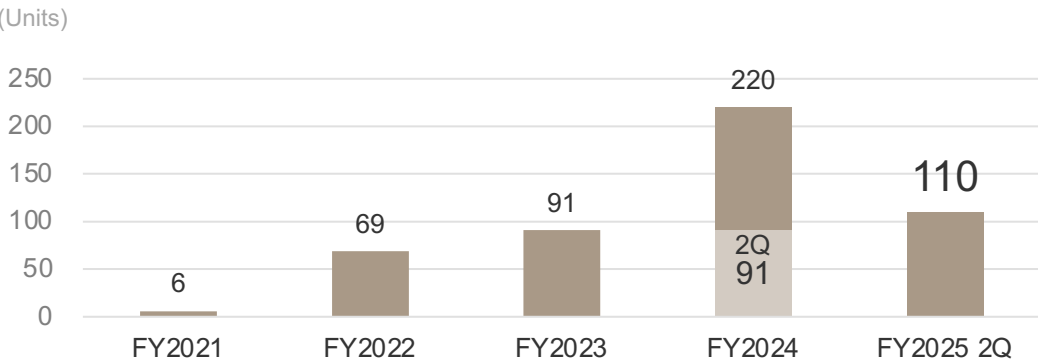
Number of property owners



Number of real estate delivered



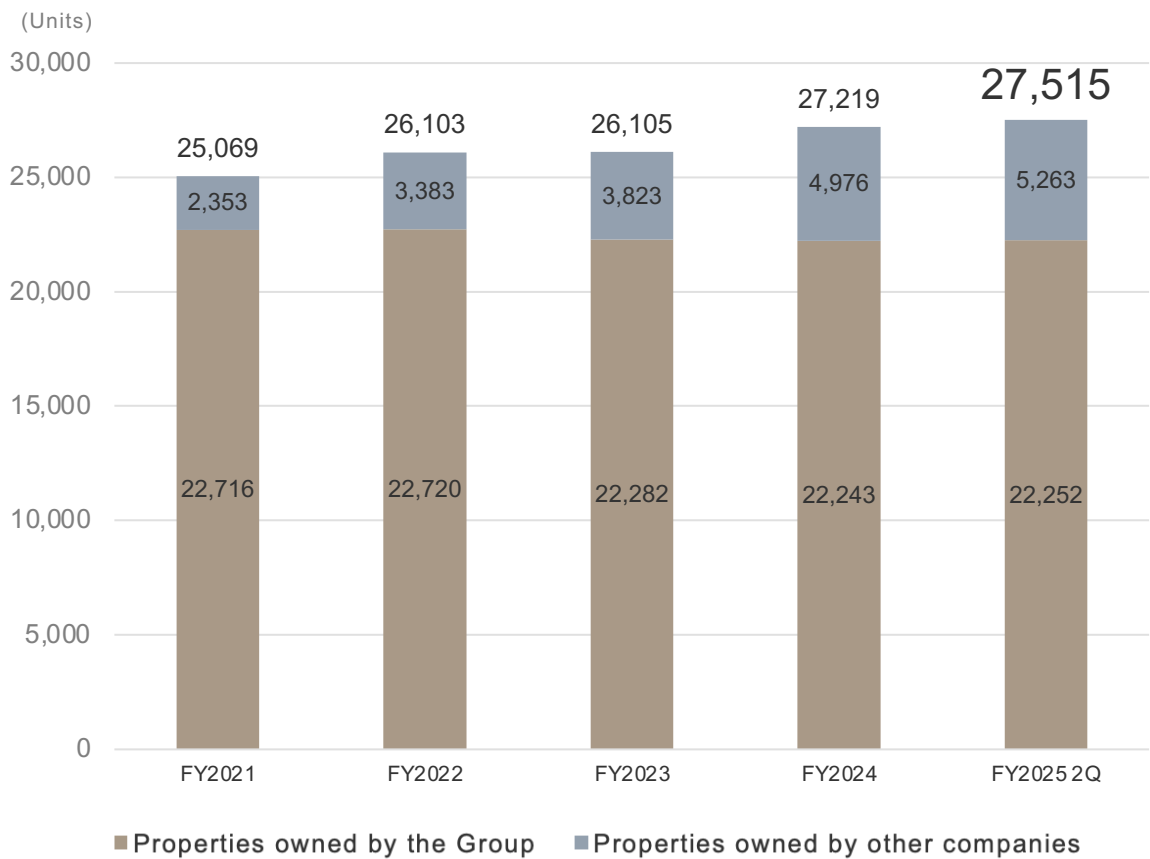
Number of real estate intermediated



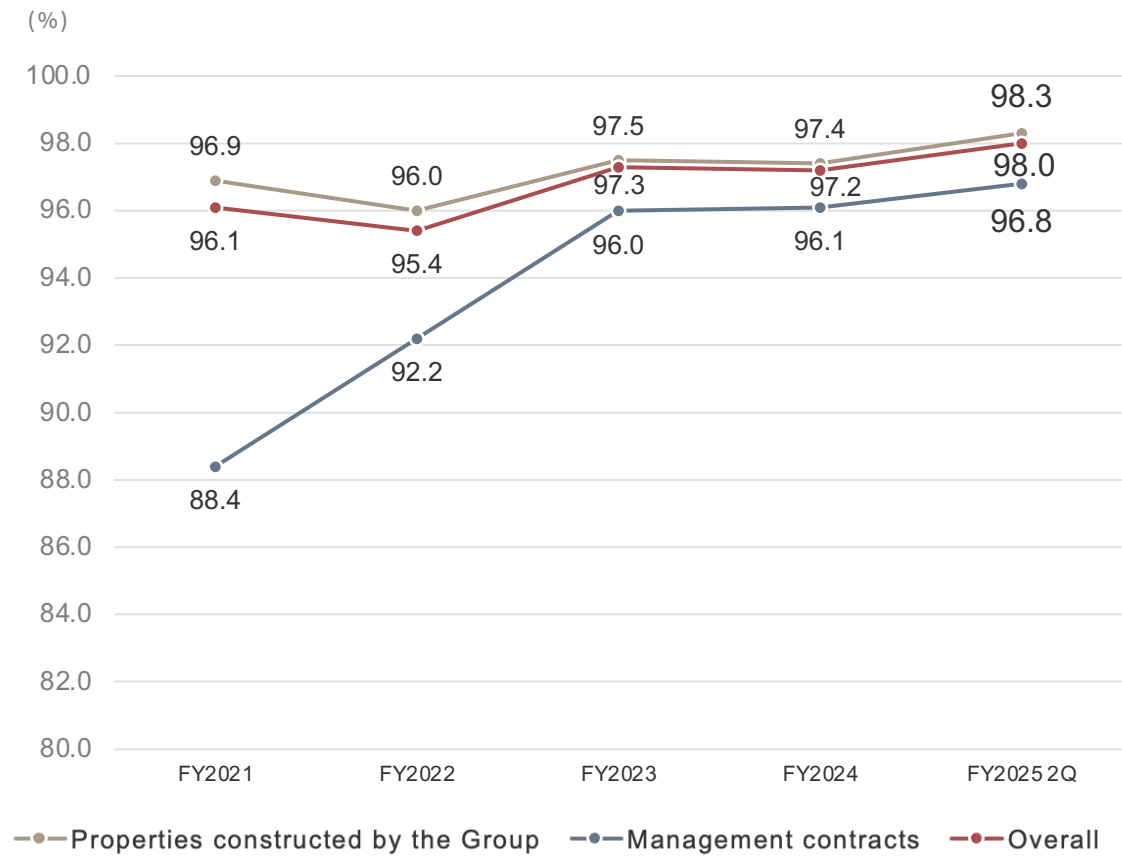
## KPIs for robot home Business

The occupancy rate for properties under management contracts has been trending upward. The platform is functioning effectively, maintaining a high occupancy rate.

### Managed properties



### Occupancy rate



## 3. Appendix

3.

## Trend in Financial Indicators (Quarterly Basis)

	FY2023				FY2024				FY2025			
(unit: million yen)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	2,171	1,592	1,919	2,942	2,758	2,000	3,196	5,201	1,633	3,380	-	-
AI/IoT business	89	104	115	220	128	161	173	251	81	143	-	-
robot home business	2,082	1,488	1,804	2,724	2,637	1,846	3,028	4,957	1,558	3,243	-	-
Flow income	1,333	806	1,140	2,084	1,899	1,165	2,329	4,238	748	2,483	-	-
Recurring income	749	681	664	640	738	681	698	718	810	760	-	-
Gross profit	870	810	774	980	1,466	812	993	1,159	907	978	-	-
AI/IoT business	69	80	92	175	104	108	125	162	63	104	-	-
robot home business	802	730	682	826	1,366	707	871	996	847	877	-	-
Selling, general and administrative expenses	635	619	697	735	867	847	851	822	901	910	-	-
Operating profit	235	191	77	244	599	▲34	142	337	5	67	-	-
AI/IoT business	31	39	41	129	54	52	56	98	11	54	-	-
robot home business	481	397	340	472	967	316	473	652	431	463	-	-
Flow income	55	49	29	164	613	4	181	309	▲10	35	-	-
Recurring income	425	347	310	308	354	311	292	343	441	427	-	-
Ordinary profit	228	192	73	243	594	▲33	129	328	171	34	-	-
Profit attributable to owners of parent	351	201	59	273	563	▲33	130	251	167	10	-	-



Trend in Financial Indicators (Cumulative Basis)

(unit: million yen)	FY2023				FY2024				FY2025			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	2,171	3,763	5,682	8,625	2,758	4,759	7,956	13,157	1,633	5,014	-	-
AI/IoT business	89	193	309	530	128	289	463	714	81	224	-	-
robot home business	2,082	3,571	5,376	8,101	2,637	4,483	7,511	12,469	1,558	4,802	-	-
Flow income	1,333	2,139	3,280	5,364	1,899	3,064	5,393	9,632	748	3,231	-	-
Recurring income	749	1,431	2,096	2,736	738	1,419	2,117	2,836	810	1,570	-	-
Gross profit	870	1,681	2,455	3,435	1,466	2,278	3,272	4,432	907	1,885	-	-
AI/IoT business	69	149	242	418	104	213	338	500	63	168	-	-
robot home business	802	1,532	2,214	3,041	1,366	2,074	2,946	3,943	847	1,724	-	-
Selling, general and administrative expenses	635	1,254	1,951	2,686	867	1,714	2,565	3,388	901	1,811	-	-
Operating profit	235	426	503	748	599	564	706	1,043	5	73	-	-
AI/IoT business	31	71	113	242	54	107	164	262	11	66	-	-
robot home business	481	878	1,218	1,691	967	1,284	1,758	2,410	431	894	-	-
Flow income	55	105	134	299	613	618	799	1,108	▲10	25	-	-
Recurring income	425	773	1,084	1,392	354	666	958	1,302	441	869	-	-
Ordinary profit	228	420	494	737	594	560	689	1,018	171	206	-	-
Profit attributable to owners of parent	351	553	613	886	563	530	661	912	167	177	-	-

Trend in Business KPIs

	FY2023				FY2024				FY2025			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
AI・IoT business												
Number of properties provided with IoT (Total)	10,659	10,735	10,807	10,945	11,244	11,311	11,550	11,830	12,022	12,183	-	-
Properties owned by the Group	9,313	9,361	9,394	9,472	9,691	9,692	9,849	10,089	10,232	10,356	-	-
Properties owned by other companies	1,346	1,374	1,413	1,473	1,553	1,619	1,701	1,741	1,790	1,827	-	-
Number of client companies of our DX services	33	37	39	40	43	46	48	51	52	56	-	-
robot home business												
Number of property owners	2,075	2,087	2,099	2,121	2,148	2,172	2,205	2,227	2,263	2,270	-	-
Number of real estate delivered (Cumulative period)	12	20	30	47	8	17	33	65	3	16	-	-
Number of real estate intermediated (Cumulative period)	20	52	68	91	36	91	164	220	56	110	-	-
Managed properties (Total)	26,160	26,066	26,080	26,105	26,319	26,504	26,883	27,219	27,298	27,515	-	-
Properties owned by the Group	22,591	22,499	22,381	22,282	22,290	22,172	22,216	22,243	22,239	22,252	-	-
Properties owned by other companies	3,569	3,567	3,699	3,823	4,029	4,332	4,667	4,976	5,059	5,263	-	-
Occupancy rate (Overall)	97.4%	96.7%	96.7%	97.3%	98.0%	97.4%	97.1%	97.2%	98.4%	98.0%	-	-
Properties constructed by the Group	97.7%	96.9%	96.9%	97.5%	98.3%	97.8%	97.4%	97.4%	98.6%	98.3%	-	-
Management contract	94.9%	94.4%	95.2%	96.0%	96.4%	96.0%	95.6%	96.1%	97.4%	96.8%	-	-

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3.4. Next-generation DX Rental Housing

3.5. Our SDGs initiatives

## Wealth Tech tool to support data-based investment strategies

The occupancy rate for properties under management contracts has been trending upward. The platform is functioning effectively, maintaining a high occupancy rate.

# robothome

### Manage real estate assets overall

Centrally manage real estate assets owned regardless of management companies and types of assets.

### Make scenario analysis of properties / automated analysis\*

Automatically determine and propose sales of individual properties and the timing of replacement purchase.

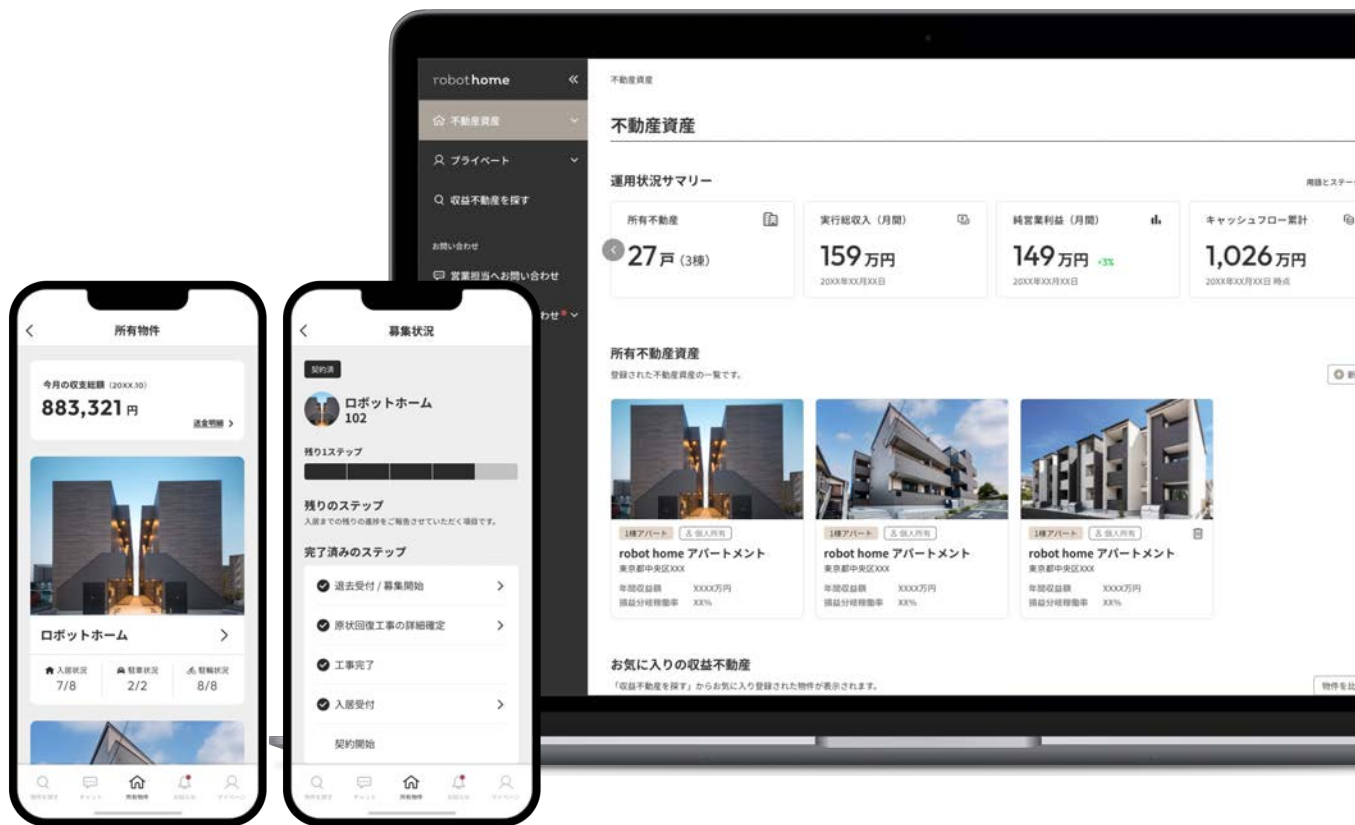
### Visualize and forecast cash flows\*

Comprehensively visualize cash flows and forecast cash flows expected to be generated in the future.

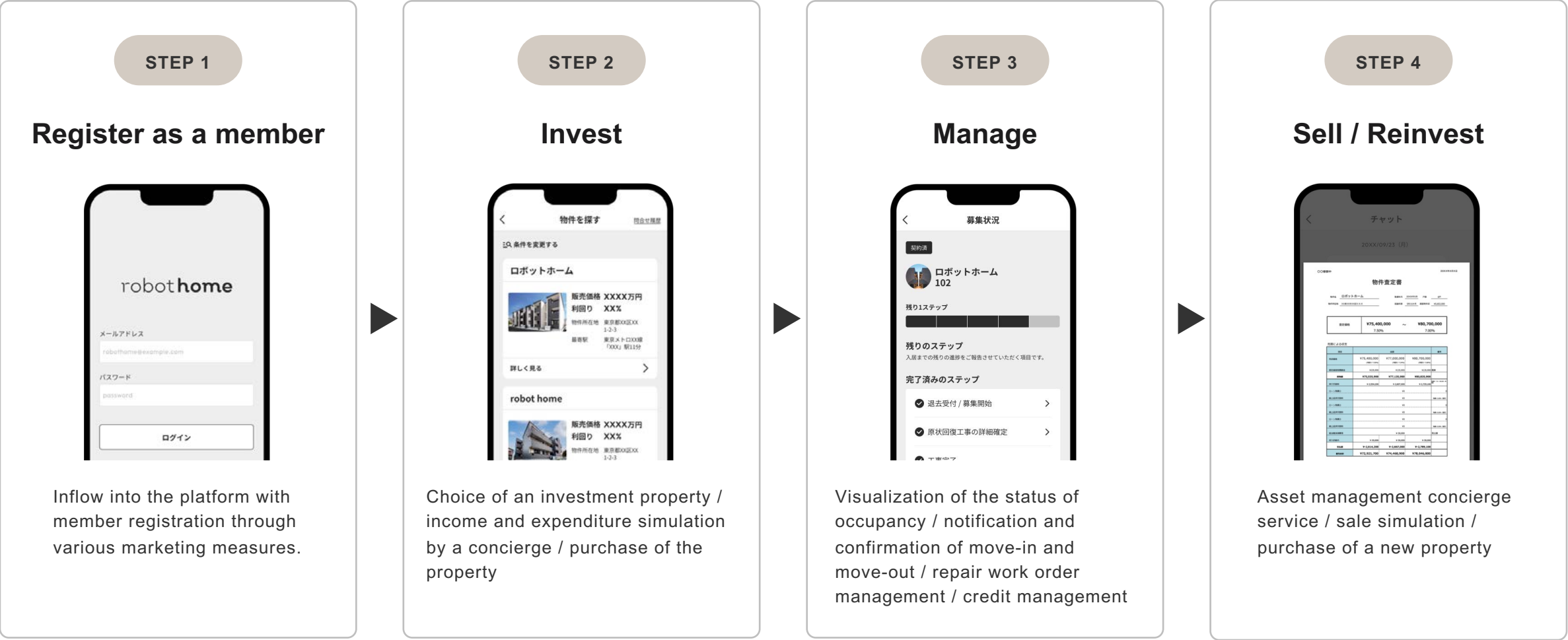
### Totally support asset building\*

Based on the situations and environment of assets other than real estate owned by investors, support their formulating future plans.

\*Planned to be installed in the future.



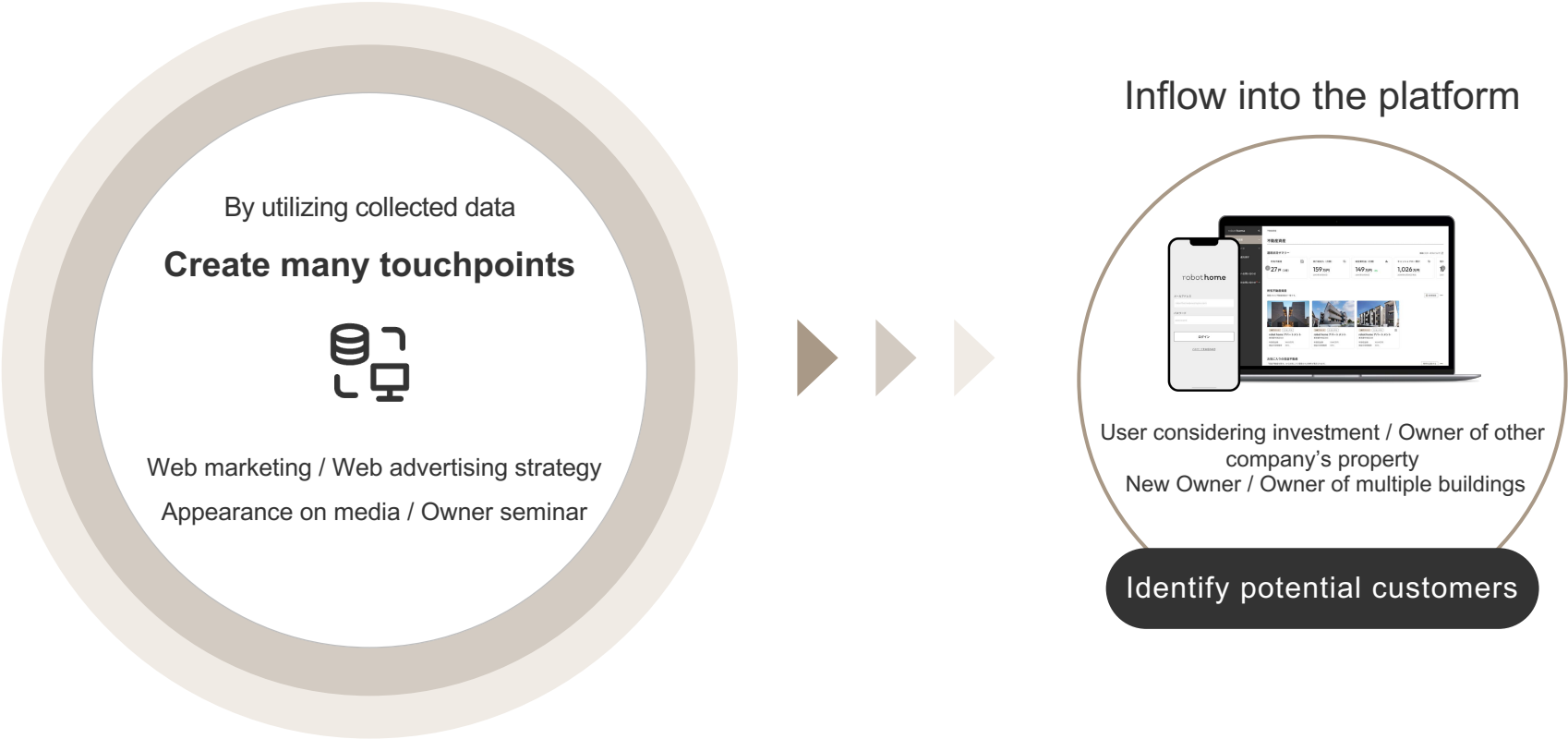
# Develop a platform leveraging technology for rental property management owners



Inflow into the platform

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

Increase members through inflow into the platform by using various marketing measures.  
Develop them using the lead approach.



# One-stop Asset Building

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

One-stop service, from online purchasing to land contract and construction to delivery

- **Online consultation**

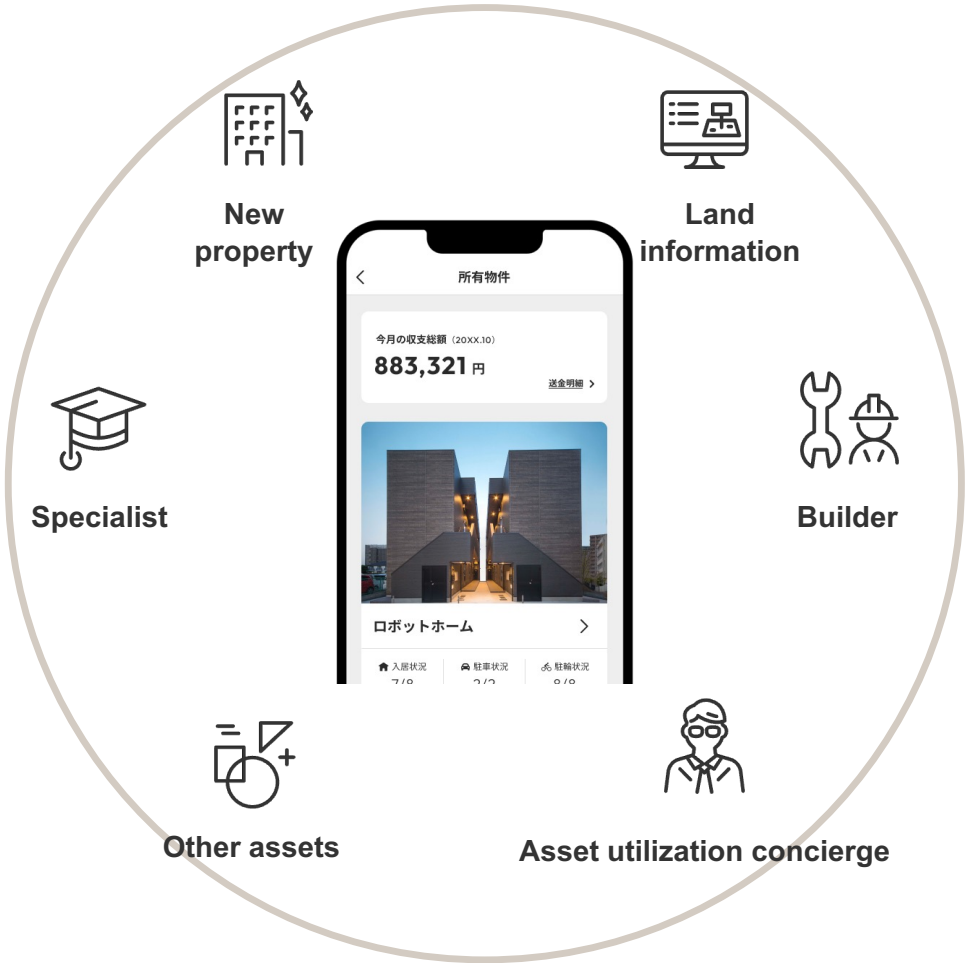
Choosing land → Selecting a property → Income and expenditure simulation by a concierge

- **Land selection, contracting and delivery**

Formulating a project plan → Providing land information → Land contract concluded with robot home

- **From builder matching to building completion and delivery**

Introduction of affiliated builders (or robot home contracts for work) → Conclusion of a contract → View construction progress reports

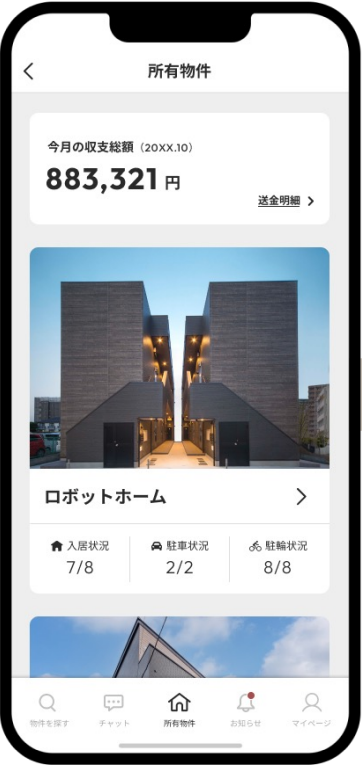


# Owners can manage rental housing operations with the app

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

App helps owners manage their rental properties

robothome



Receipt of a move-out request



Confirmation of work details



Preview status



Receipt of move-in request



Online contract signing



\*Image UIs are contained.

Number of owners

2,270

(as of June 30, 2025)



## Owners can manage rental housing operations with the app

STEP 1  
Register as a  
member

STEP 2  
Invest

STEP 3  
Manage

STEP 4  
Sell / Reinvest

Easy management of remittance statements, periodic reports and other things, through distribution using the app.

**Thoroughly streamline all operations of rental property management, from move-in through move-out to an advertisement for tenants, using the app**



### Real property management

Shows the occupancy statuses and logs of real property



### Request for an advertisement for tenants

Checking the status and conditions of the advertisement is possible



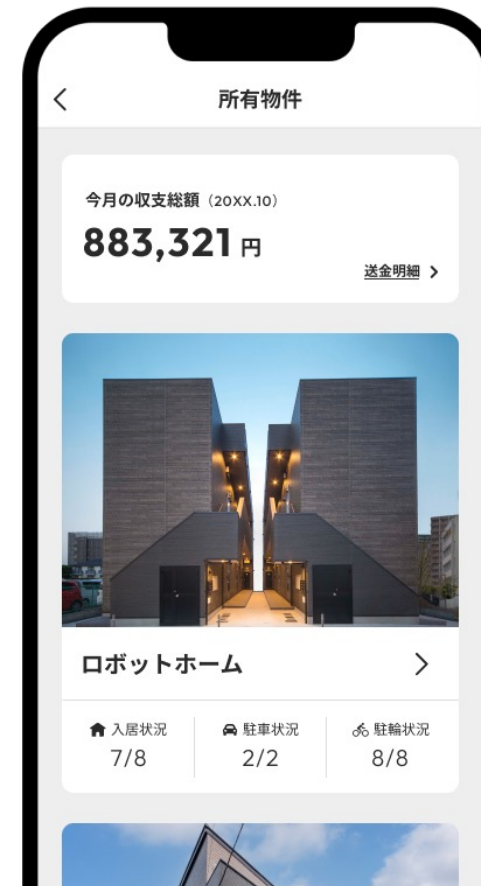
### Credit management

Shows monthly rental payment and expenses



### Chat

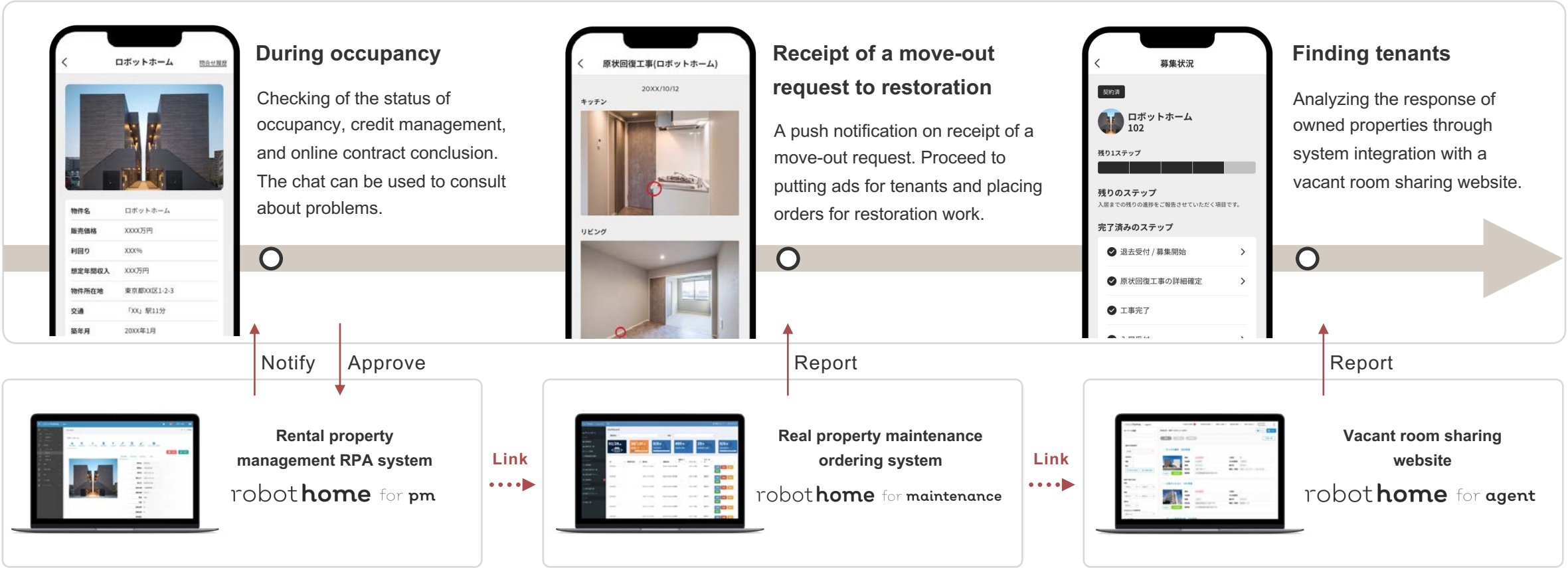
The chat can be used to consult about daily problems



# Owners can manage rental housing operations with the app

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

Significantly reduce time from move-out to finding a tenant. Prevent opportunity loss due to vacancy, and maximize the return on investment.



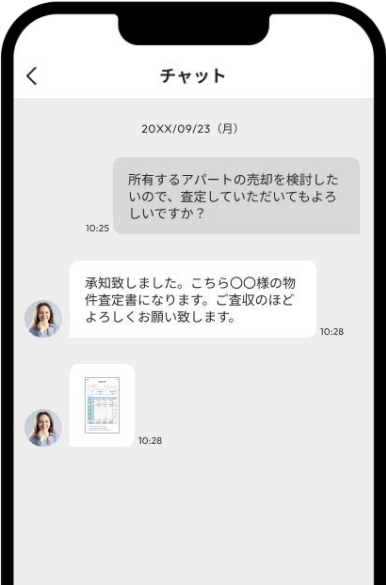
\*Image UIs are contained.

Support for sale and reinvestment


STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

Support owners' asset building, and promote distribution within the platform

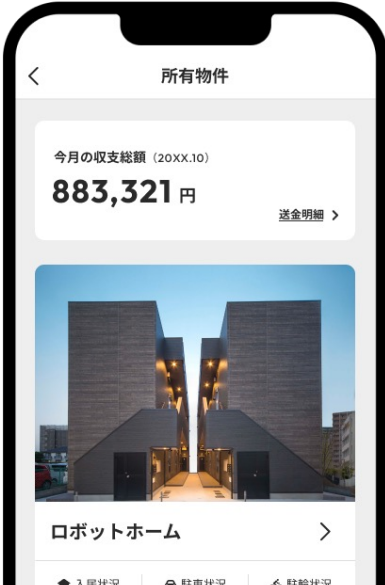
Consultation using the chat



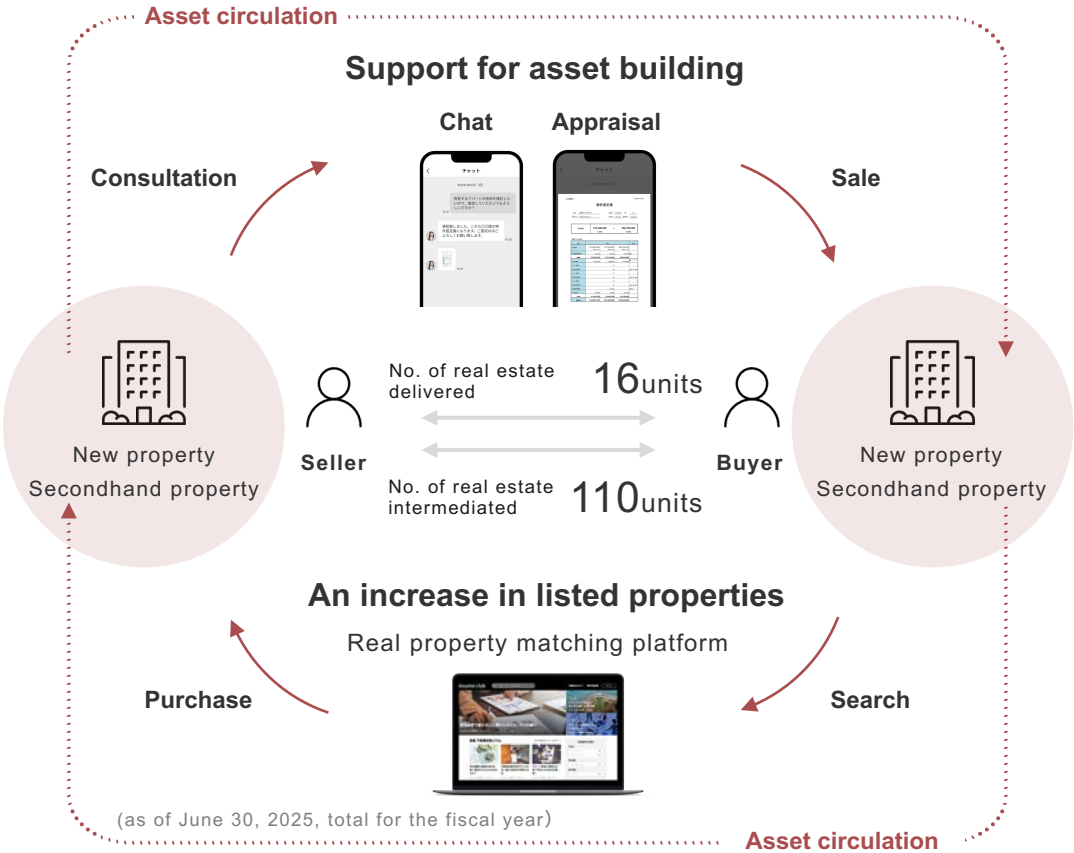
Prompt appraisal



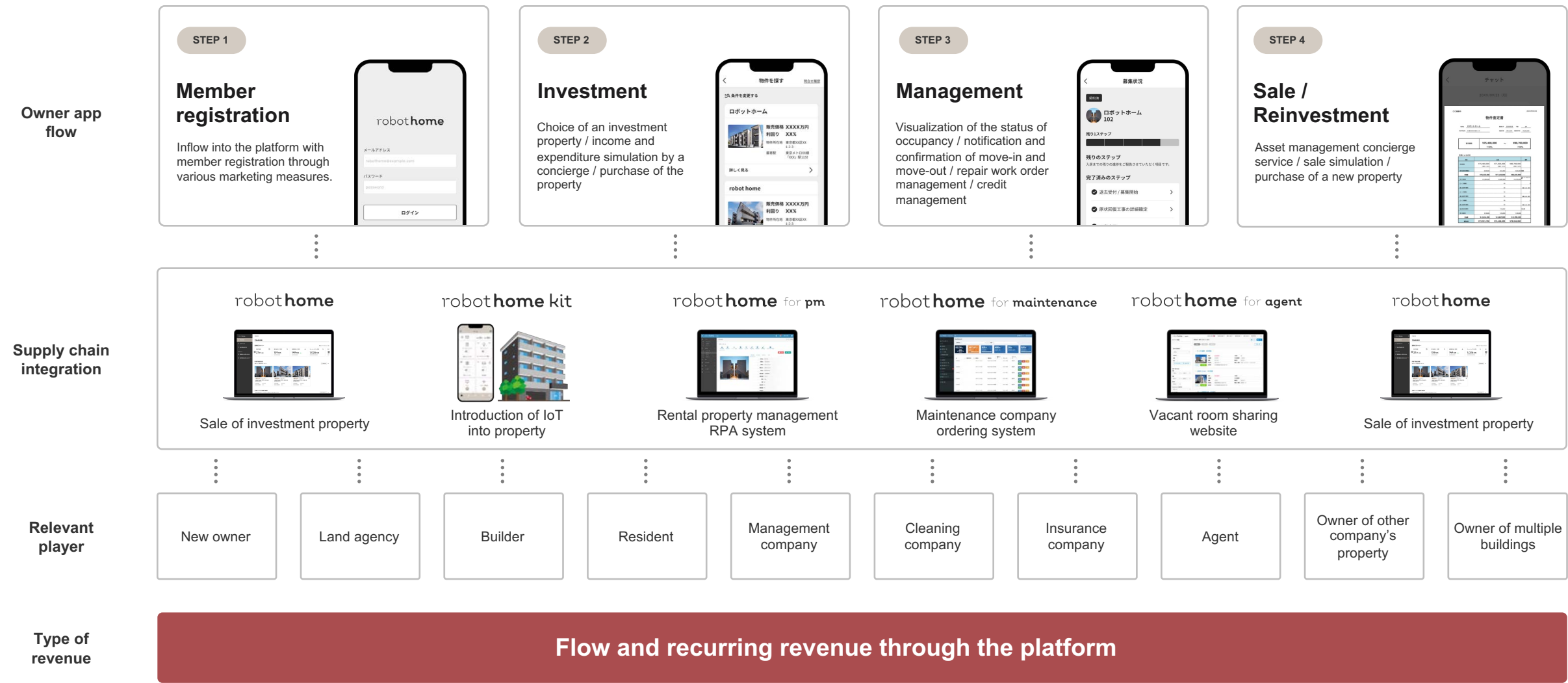
Sale / Reinvestment



➡ Further expansion of flow and recurring revenue resources



# Connect all players on the platform and automate rental property management



# Management companies can streamline operations with RPA

Reduces vacancy risk and improves service quality by streamlining operations utilizing RPA.

## robothome for pm

### Manage moving-in/moving-out

Receipt of move-in/move-out requests, receipt of repair requests, making orders, management of history

### Management of remittance history

Management of rent payment, remittance to owners, management of vendor billing

### Manage information

Management of property information, management of and search for owner information

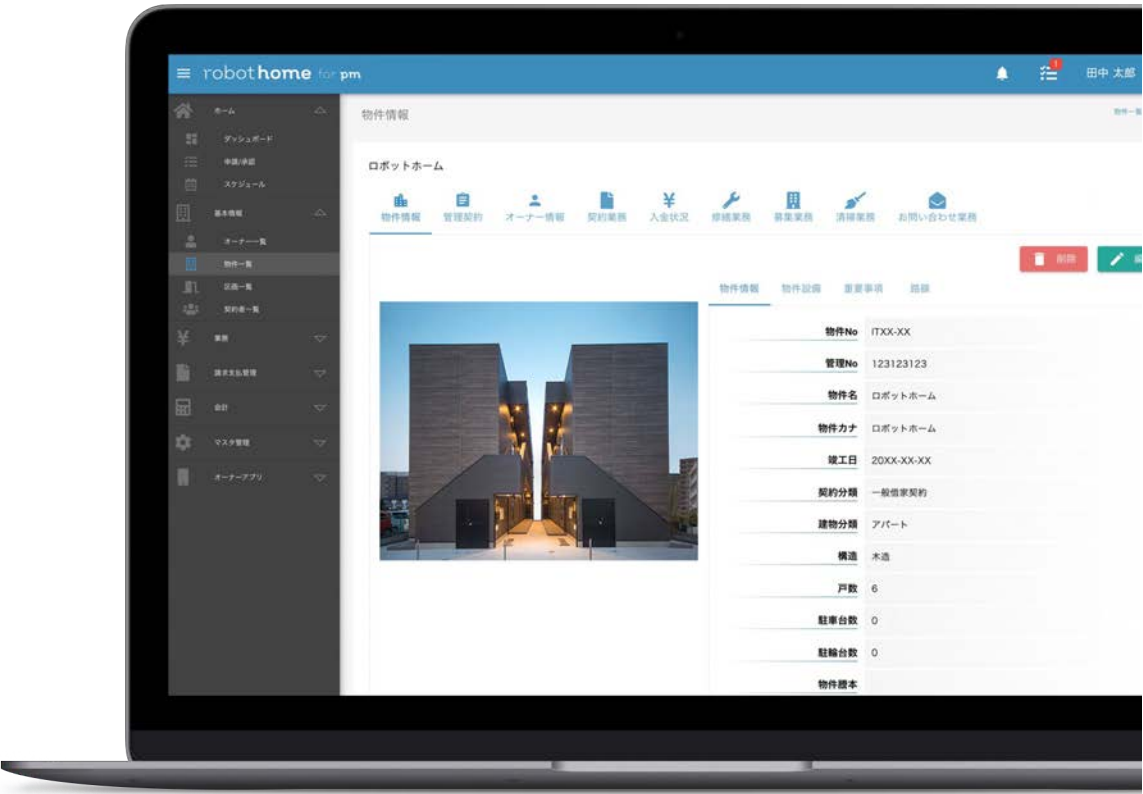
### Management of documents

Management of contracts, remittance statements, and bills

Number of units  
that introduced RPA

26,871

(as of June 30, 2025)



# Efficiency Improvement in Cleaning, Inspection, Etc. Using an App

Improvement of operational efficiency and service quality of maintenance services realized through the in-house developed cleaning app.

## robothome for maintenance

### Optimized routes

Maximally efficient routes are presented to janitors.

### Management screen

The cleaning status can be confirmed at a glance.

### Automatically generated reports

Quality is maintained through completion reports with images attached.

Walk-around cleaning

28,785  
times

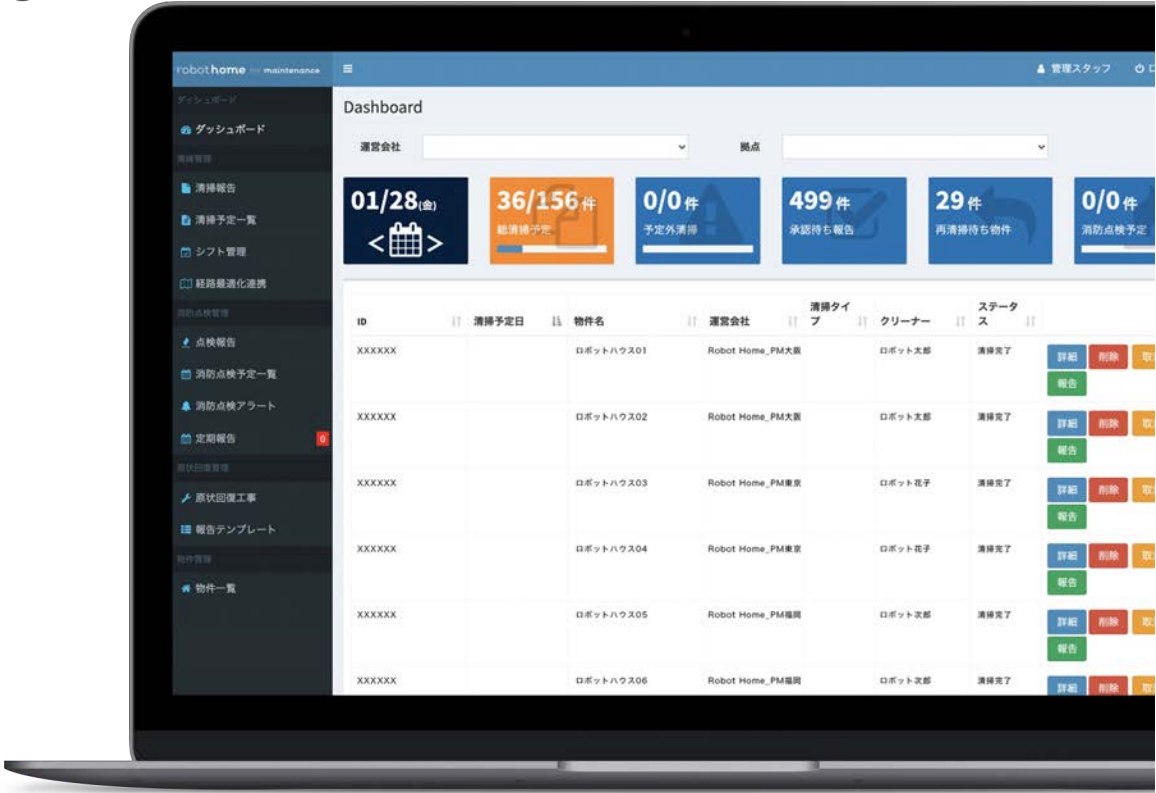
Fire-fighting inspection

2,612  
times

Restoration work

3,311  
cases

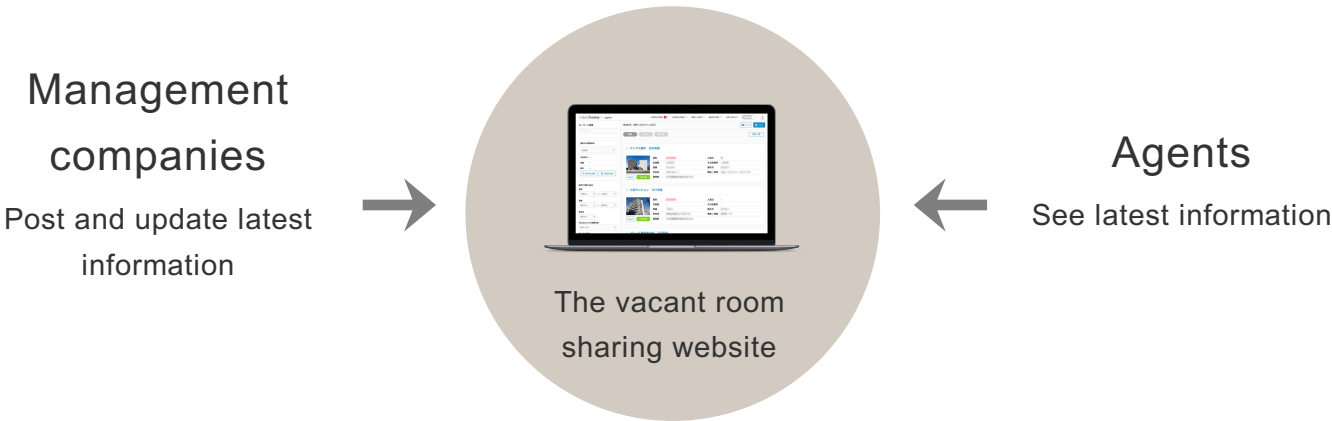
(as of June 30, 2025, total for the fiscal year)



## Agents can find tenants more efficiently through the vacant room sharing website

Quick search of vacant rooms on the website allows agents to find tenants more efficiently.

# robothome for agent



Number of  
registered  
agents

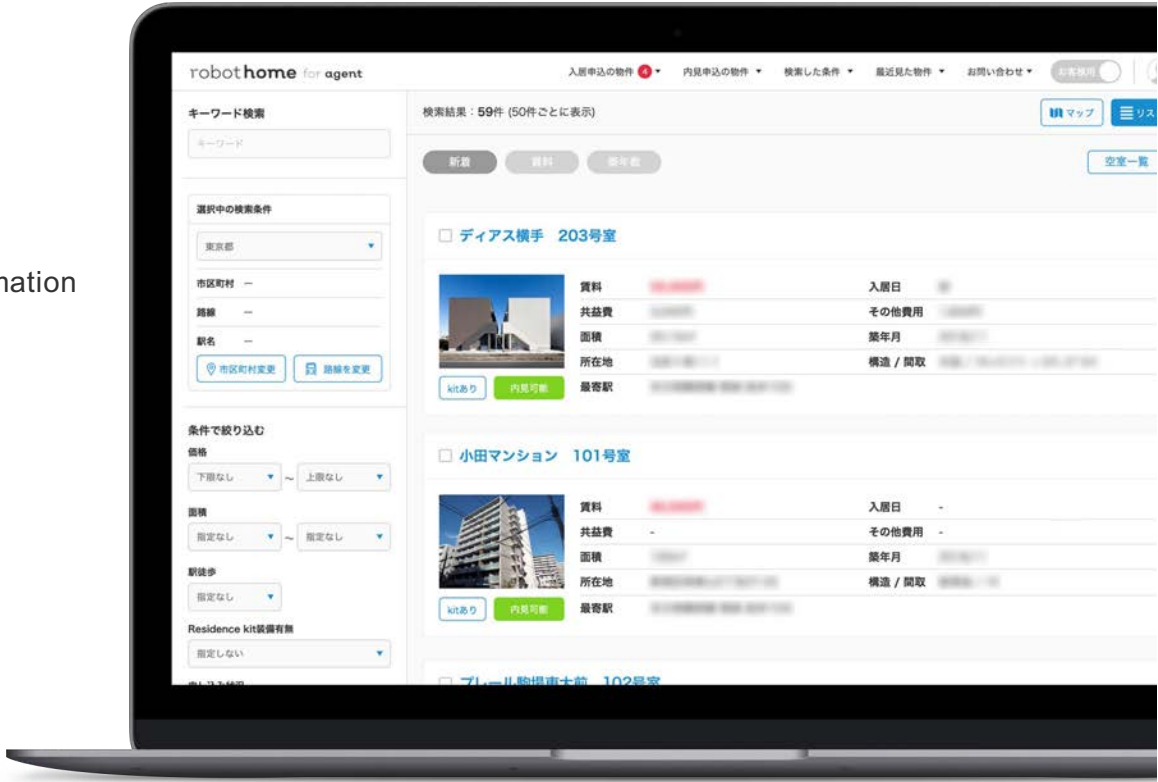
26

prefectures nationwide

9,109

registered agents in

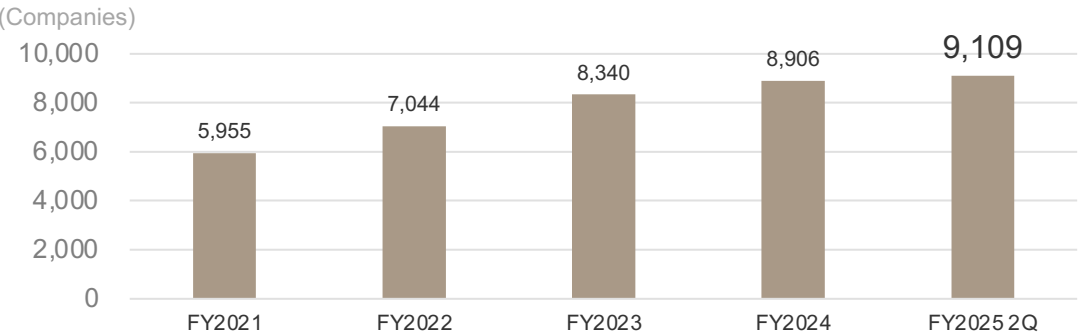
(as of June 30, 2025)



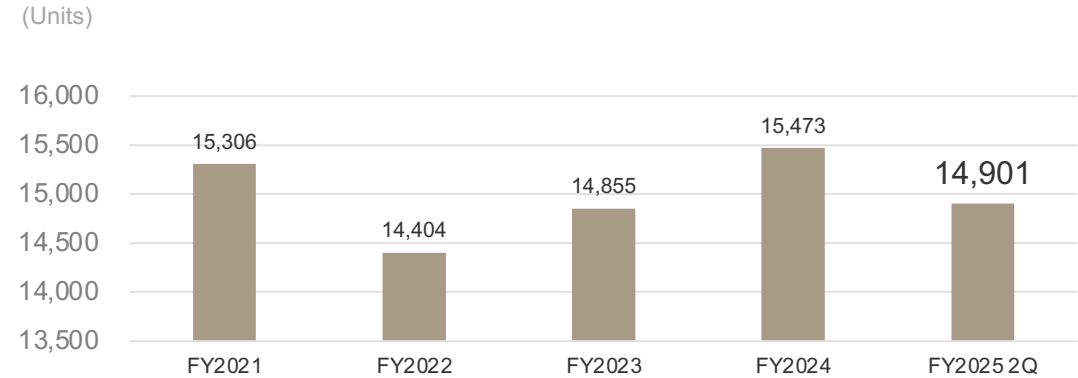


## KPIs for platform

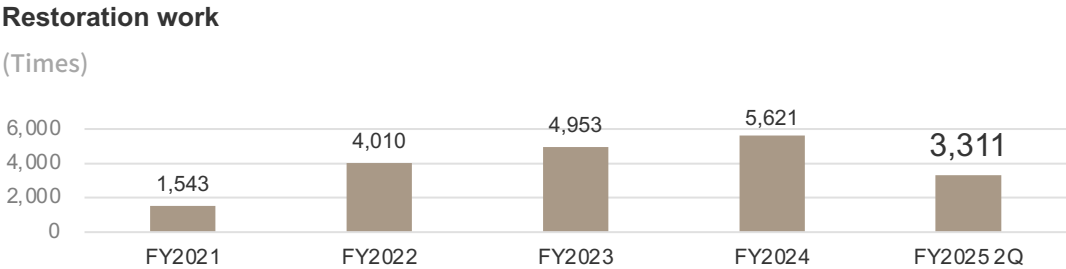
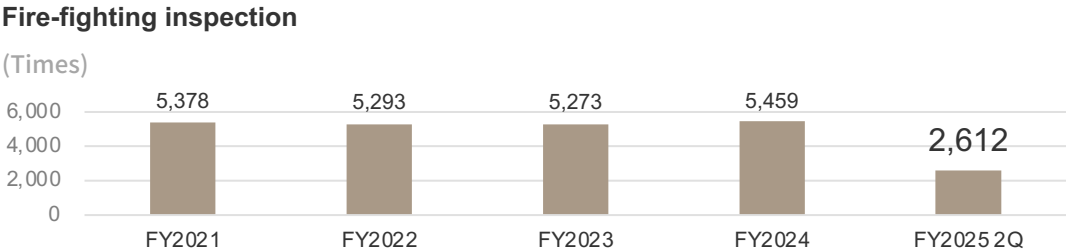
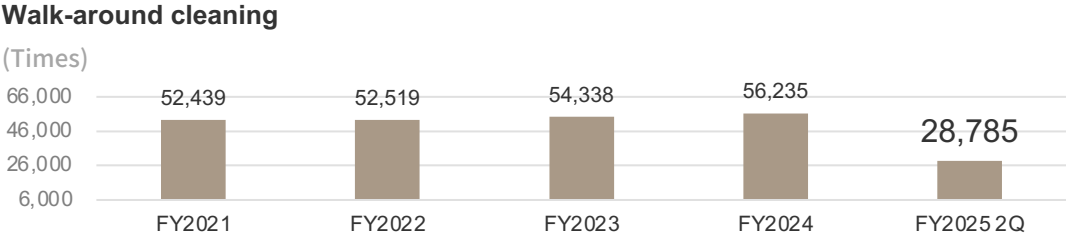
Number of registered agents



Number of company-guaranteed units



Number of times maintenance tasks are performed



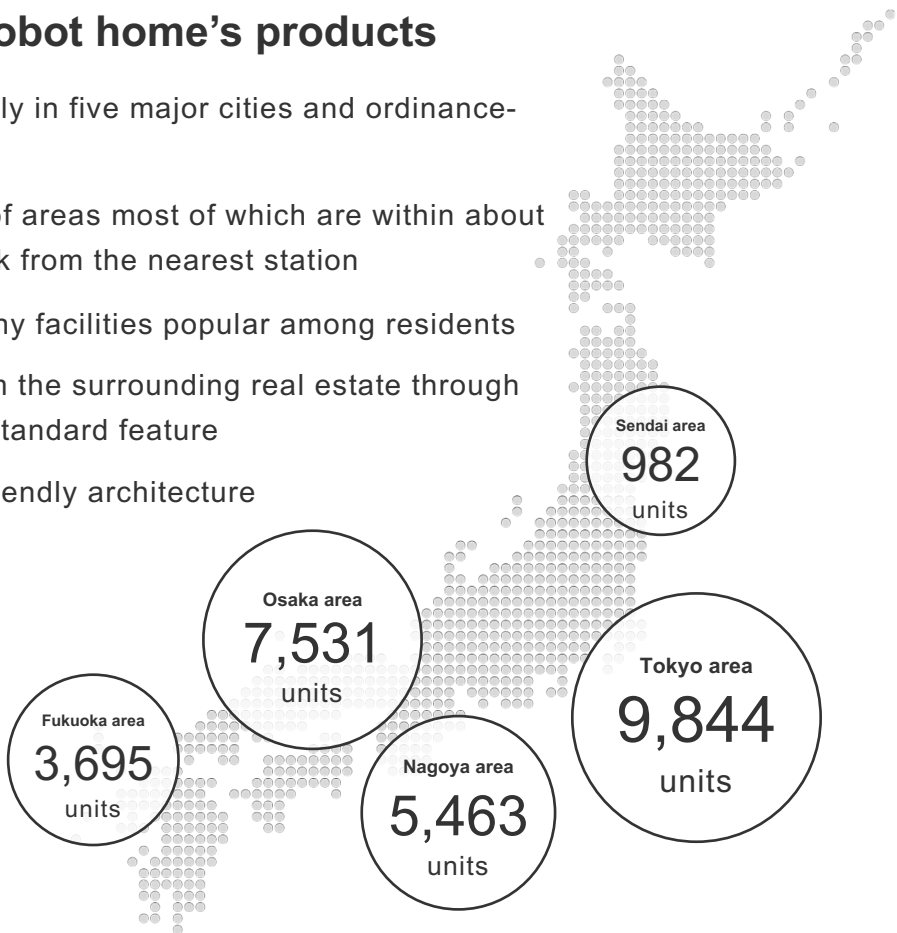


# Deployment on a nationwide scale, careful selection of areas in high demand

Leveraging technology to develop high-quality financial products

## Strengths of robot home’s products

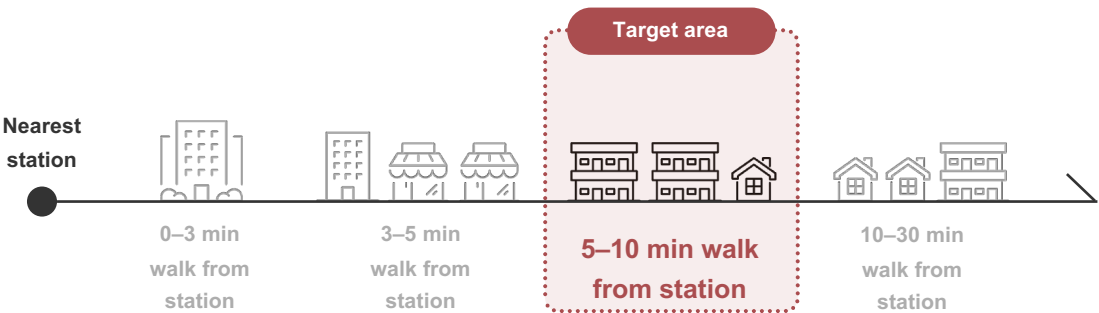
- Development mainly in five major cities and ordinance-designated cities
- Careful selection of areas most of which are within about a 5–10 minute walk from the nearest station
- Introduction of many facilities popular among residents
- Differentiation from the surrounding real estate through IoT adopted as a standard feature
- Environmentally friendly architecture



(as of June 30, 2025)

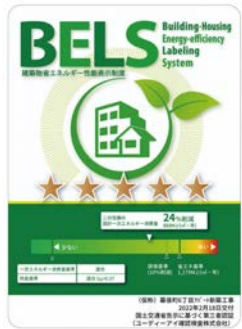
## Development in carefully selected locations

Convenient and profitable locations are carefully selected with the target of areas within a 5–10 minute walk from the station.



## Environmentally friendly architecture

Development of properties that receive the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS)



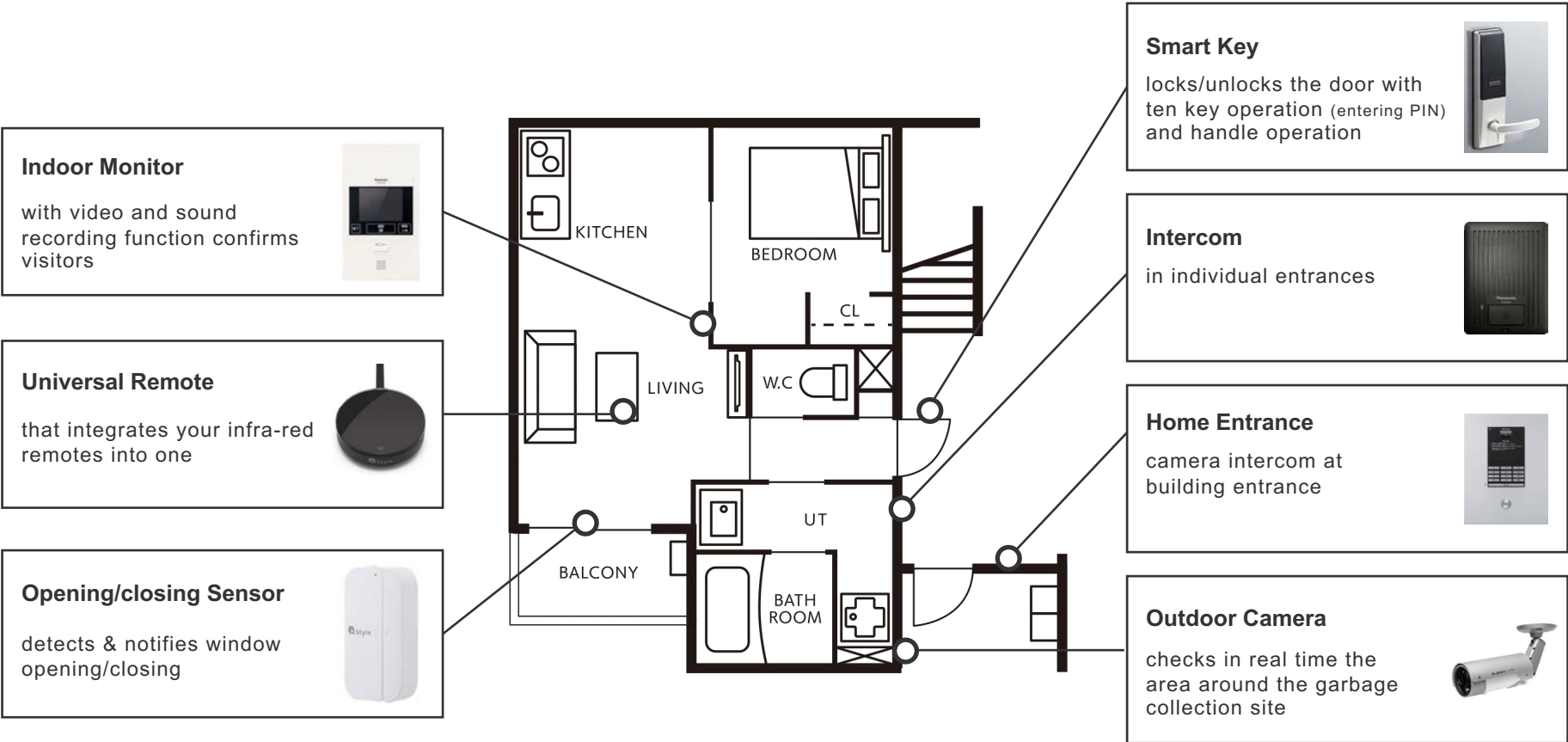
# Rental housing differentiated through IoT





# Rental housing differentiated through IoT

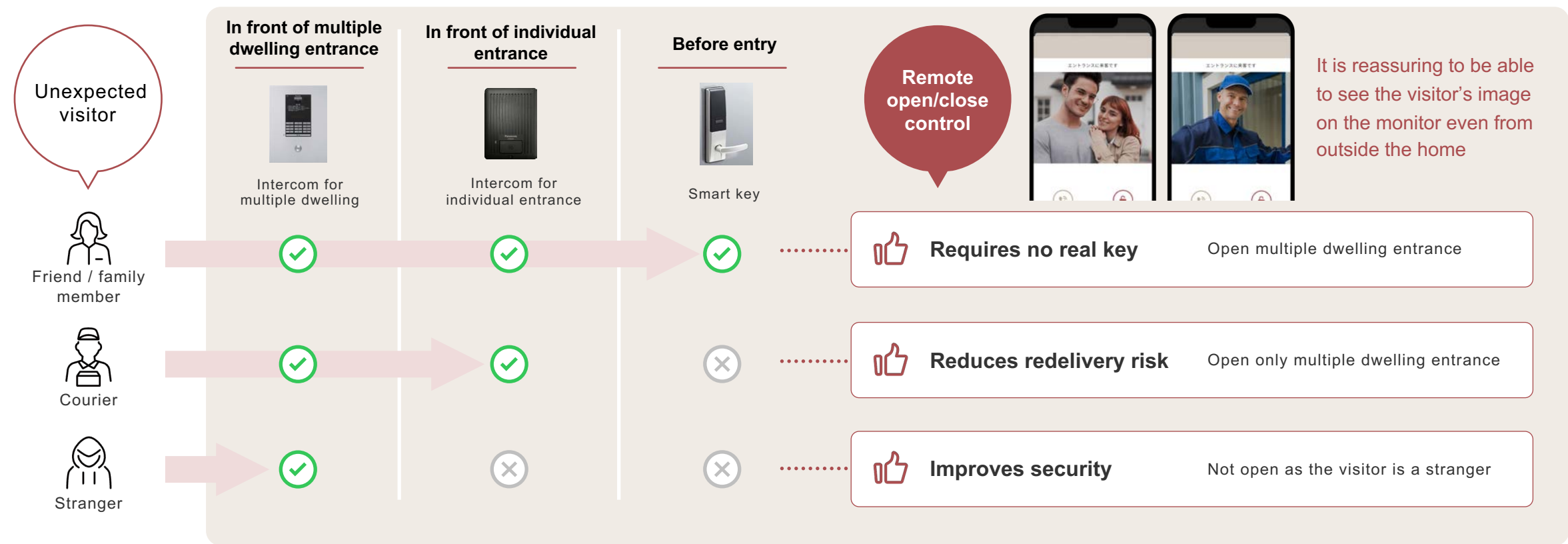
Real properties are equipped with, as standard features, various IoT devices that improve residents' convenience. They can be easily operated with a single app.



# Providing next-generation DX rental housing

## CASE 01 | HOME ENTRANCE

Allows users to confirm a visitor and unlock the door with the smartphone even from outside the home



# Providing next-generation DX rental housing

CASE 02 | OPEN / CLOSE SENSOR

Install security measures at windows, a major route of intrusion → Instant notification to the app improves security

Someone is entering the house from the window



Open or close the window

Sensor detects opening or closing of the window



Send notification to the app



Enables an instant response, including notifying the police

Supplemental information

The most common burglars' entry points at apartment houses (third and lower floors) in FY2024 were “front entrances at 47.6%, followed by windows at 38.4%.”

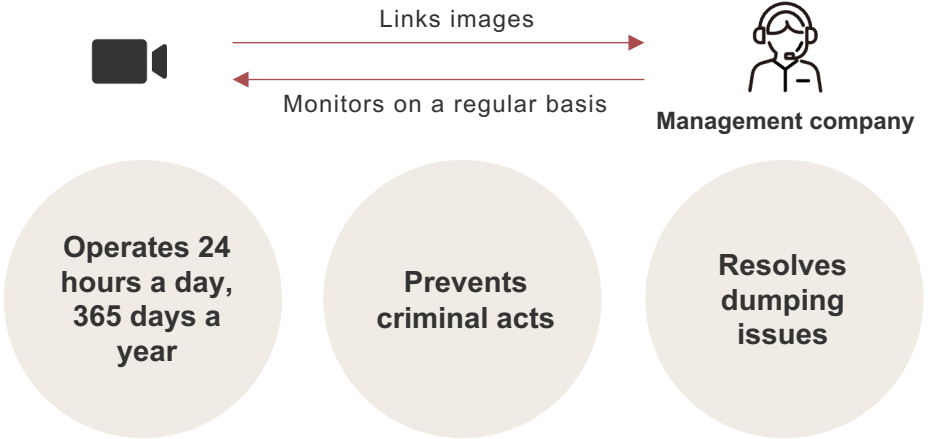
\* Source: Data published by the Metropolitan Police Department

# Providing next-generation DX rental housing

CASE 03 | OUTDOOR CAMERA

## Outdoor security camera effective for crime prevention

- **Deterrent effect on criminal acts**  
The installation of a security camera scares away potential intruders, which is expected to prevent criminal acts from occurring.
- **Identifying suspicious persons and recording evidence videos**  
In the event that a suspicious person or intruder is detected within the premises, recorded images and videos can be submitted to the police as evidence.
- **Monitoring the garbage collection site, which is likely to lead to a complaint**  
Action can be taken before issues, such as violation of garbage collection rules and dumping of garbage by non-residents, develop into a claim.



\* Whether a security camera is installed or not varies depending on the development timing.

## Providing next-generation DX rental housing

### CASE 04 | UNIVERSAL REMOTE

Allows users to operate various appliances with a single app



#### Operation of lights

Not only operations in the room, turning on lights on the way home will prevent the identification of the room, serving as a deterrent to intrusion.



#### Operation of TV

Users can operate TV while watching the smartphone. In addition to switching channels and adjusting the volume, checking channel guides is also possible.

#### Enables operations with the app

Integrates nature sensor remotes in the house into one



#### Operation of a robot cleaner

Enables operation of a robot cleaner equipped with a nature sensor remote, without starting multiple apps.



#### Operation of an air conditioner

The app enables users to check room temperature and humidity and make the room comfortable before arriving at home.

## Providing next-generation DX rental housing

### CASE 05 | CHAT

Making inquiries to the management company becomes stress-free



- **Even busy people can make inquiries using the chat**

Even those who work in the daytime and cannot make a phone call can use the chat to make inquiries to the management company.

- **Image sharing that better reports the situation**

It also allows image transmission and is more convenient than the phone when reporting the situation.

- **Paperless communication**

The management company can also send messages to residents using the chat instead of conventional printed matter.





# Providing next-generation DX rental housing

## CASE 06 | BENEFITS TO RESIDENTS

### Benefits make daily life more comfortable

As lifestyle contents for residents, we provide services with privileges that make daily life more comfortable.

#### Lifestyle contents helpful for daily life



#### Medical consultation with a doctor

A medical consultation service that residents can receive easily using the chat any time.



#### Delivery type storage service

Residents just pack stuff they want to deposit in a box and send it! An easy storage service starting at 110 yen per month.



#### Car sharing

Residents can easily and economically use a car at the place and time they want. A sign-up campaign is underway!



## Providing next-generation DX rental housing

### Toward DX rental housing that is not only convenient but also chosen

In addition to providing new life experiences through DX rental housing, robot home has many facilities conducive to finding tenants. We will strive to develop real properties, which allow owners to conduct real property management without anxiety, by offering services that meet universal demand like security and fit a new lifestyle using technology.



Rankings of popular facilities for real properties designed for single persons

Ranking (ranking in the previous survey)	Facility	robot home property specifications
1(1)	Free internet connection	○
2(4)	Delivery box	○
3(2)	Entrance that locks automatically	○
4(3)	High-speed internet	○
5(5)	Bathroom ventilating and drying device	○
6(-)	Pet facilities	—
7(6)	Independent washstand	○
8(14)	Garage	△
9(7)	Kitchen system	○
10(15)	Reheating function	○

\* Source: *Zenkoku Chintai Jutaku Shinbun* (Nationwide Rental Housing Newspaper) (Oct. 2024)  
\* Some properties do not have all of the above facilities.

## Providing next-generation DX rental housing

Pursuant to Article 31 of the Act on Facilitation of Information Processing, robot home Inc. has been selected by the Minister of Economy, Trade and Industry as a **DX-certified operator under the DX Certification Initiative**

- **DX Certification Initiative** (From the information released by IPA: Information-technology Promotion Agency, Japan)

The DX Certification Initiative is based on the Act on the Partial Revision of the Act on Facilitation of Information Processing that came into effect on May 15, 2020. The initiative certifies operators that undertake excellent DX initiatives, based on the application by the operator, in light of guidelines established by the Japanese government (\*1).

(\*1) The guidelines present a vision for the strategic use of systems in company management. These guidelines were established based on the Act on Facilitation of Information Processing. For details, visit the website of IPA: Information-technology Promotion Agency, Japan.

<https://www.ipa.go.jp/ikc/info/dxcp.html> (in Japanese)



robothome

**List of DX-certified operators (in Japanese)**

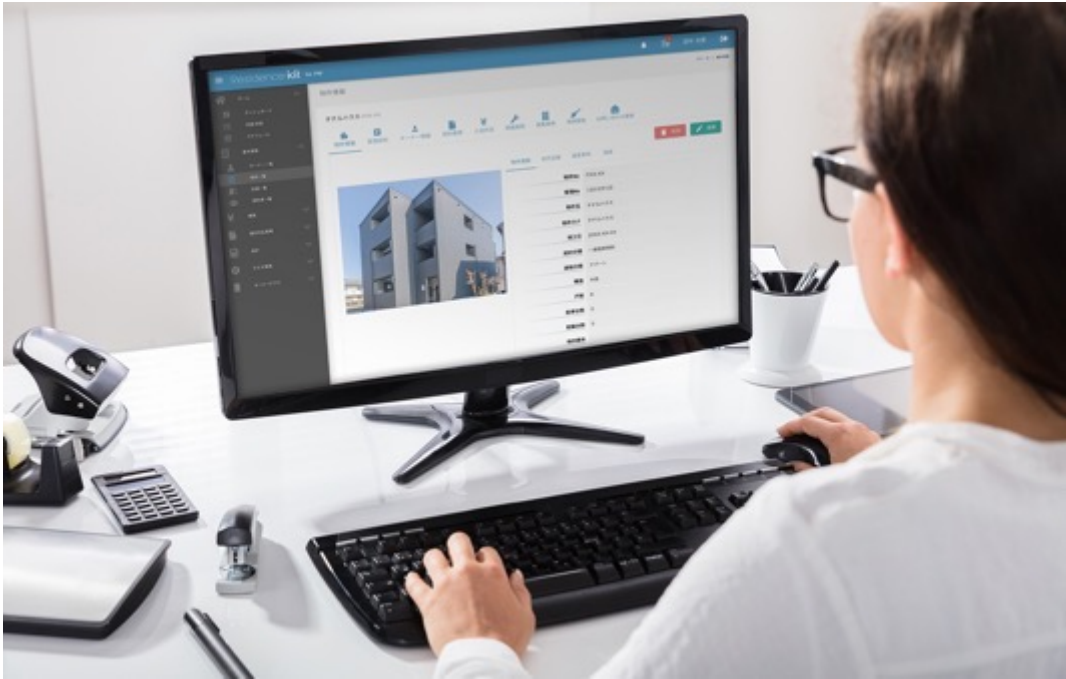
<https://www.ipa.go.jp/ikc/info/dxcp-list-202103.html>

## Our SDGs initiatives

**Contribute to building comfortable cities through rental housing management services that take advantage of RPA and human resources**



Contribute to building comfortable cities by streamlining operations with RPA and providing high-quality services. Take a tenant-first approach to enhance readiness for responding to requests by further expanding the rental housing management domain and developing a total support structure for rental management.



# Our SDGs initiatives

Development of environment-friendly properties, including those certified under an energy-efficiency labeling system and built to Nearly ZEH-M standards



The Company is also engaged in the development of environmentally conscious properties, including those that meet high standards in the Building-Housing Energy-efficiency Labeling System (BELS) under which a third-party organization evaluates the energy-efficiency performance of buildings in accordance with evaluation standards provided by the MLIT, as well as properties built to Nearly ZEH-M standards.

BELS is a public certification system that evaluates buildings' energy-efficiency performance on a five-scale rating (in cases where renewable energy equipment is not installed) that real estate agents and certain other parties are required to make efforts to label under the Act on the Improvement of Energy Consumption Performance of Buildings (Building Energy Efficiency Act) enforced in April 2016.





## Our SDGs initiatives

### Promote diversity management that values diversity and creativity



Maintains sound diversity management: 44.5% female employees ratio, 100% parental leave taken by female employees, and 73.0% paid leave taken (as of December 31, 2024). We have employees with other jobs and those who are from other countries. We value diversity and creativity of our employees and promote the creation of workplaces where employees can work at ease while respecting their individual life plans.



## Disclaimer regarding forward-looking statements

The materials and information presented in this release include “forward-looking statements.” These statements are based on expectations, forecasts, and assumptions that are subject to risks at the time of release, and include uncertainties that may cause outcomes to differ in substance from these statements.

These risks and uncertainties include industries in general, market conditions, and general domestic and international economic conditions such as interest rate and foreign exchange fluctuations.

robot home undertakes no obligation to update or revise the “forward-looking statements” included in this release, even in the event of new information, future events, or other circumstances.