FY2025 3Q FINANCIAL RESULTS

robot home Inc. (TSE: 1435)

robot **home**

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

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# 1. FY2025 3Q Financial Results Overview

Company overview

|			
Name	robot home Inc.	**Businesses**	AI / IoT business
			robot home business
Head office	6-10-1 GINZA SIX 9F Ginza, Chuo-ku, Tokyo		
Established	January 23, 2006	**Subsidiaries**	rh labo Inc.
			rh investment Inc.
Representative	Daisaku Furuki, Representative Director/CEO		rh maintenance Inc.
			rh warranty Inc.
Capital	7,470 million yen (Including capital surplus)		IDC Inc.
Employees	245 persons (consolidated basis / full-time employees / as of September 30, 2025)		Next Relation, Inc.

FY2025 3Q Highlights

- Released new features to enhance the digital asset management platform "robot home"

- Certified as a "Great Place to Work" by Great Place to Work® Institute Japan

- Consolidated net sales of ¥10,926 million, up 37.3% year on year

- Consolidated operating profit of ¥309 million, down 56.2% year on year

Strengthening the digital asset management platform "robot home"

気軽に税理士相談　　　税務解説動画

融資も考慮した最適な物件をAIが提案

robot home AI

personal　　big data　　scoring
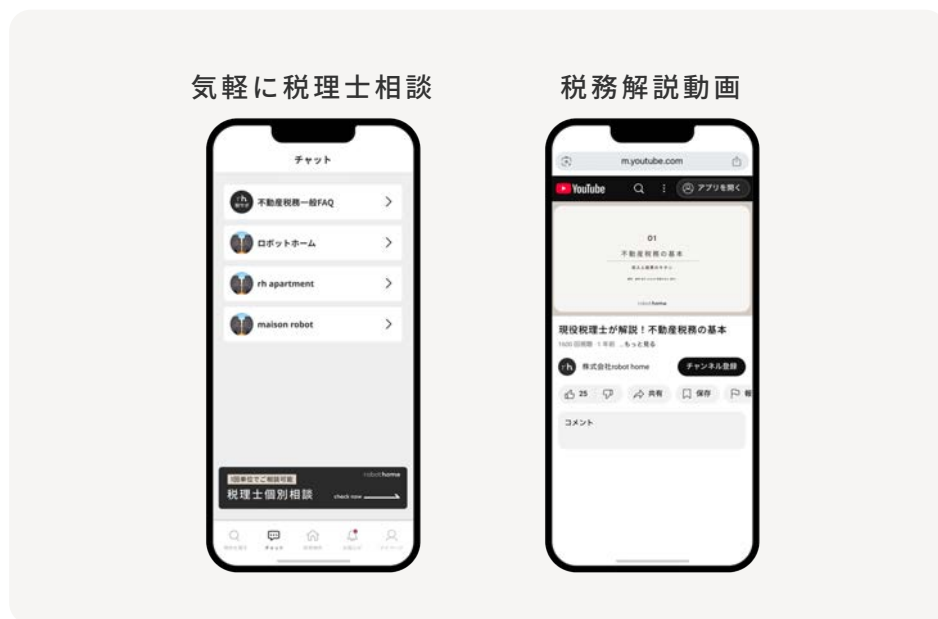
Enhancement of wealth consulting function

This new function allows users to request individual consultations with tax accountants introduced by the Company through the app. In addition to tax consultations related to real estate acquisition and ownership, this feature enables us to provide solutions that meet the needs of customers considering long-term asset strategies such as inheritance tax planning. Furthermore, by regularly distributing tax learning videos supervised by tax accountants, we have strengthened the added-value offerings in peripheral areas related to real estate investment.
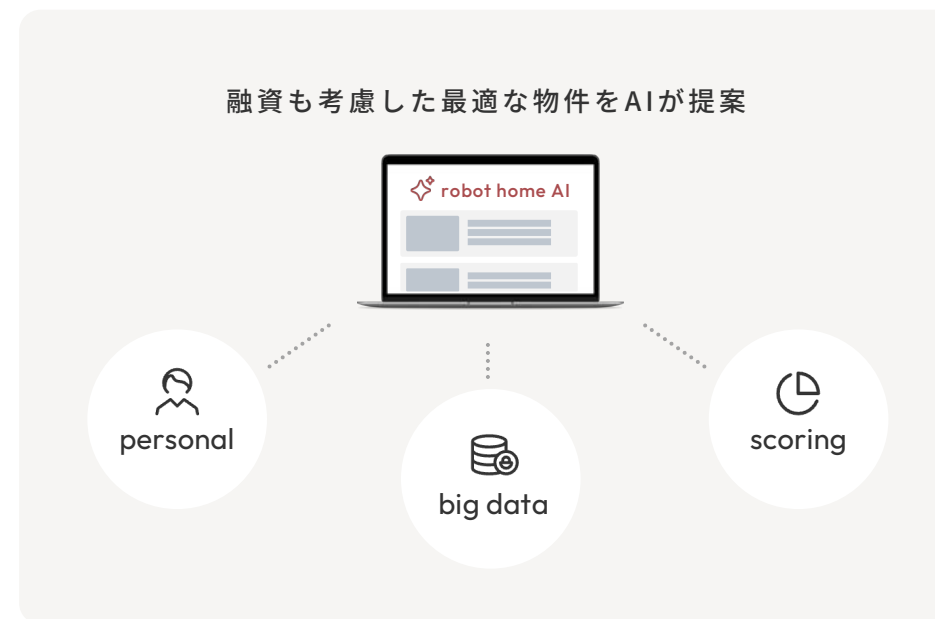
AI recommendation function for real estate investment

We have newly released "robot home AI," which recommends income-generating properties using our proprietary algorithm.
This feature proposes the most suitable income-generating properties for each customer from those offered by the Company, using AI scoring based on customers' profile information, owned properties and other assets, and the extensive big data accumulated by the Company. Through these personalized recommendations, we comprehensively support real estate investors in their long-term asset management.

Notice regarding receipt of the Great Place To Work Certification

We have been certified as a "Great Place to Work" for 2025 by Great Place to Work® Institute Japan (GPTW Japan), a global organization that conducts employee surveys.

Highlights of our evaluation

Easy to take time off

We are working to create an environment where all employees can work comfortably and build their careers. We have achieved a high rate of paid leave and parental leave utilization. A well-balanced working style, including a complete two-day weekend, is one of our initiatives rarely seen in the conventional real estate industry.

Fair treatment regardless of race, gender, or sexual orientation

We have supported and strengthened the active participation of diverse talent by fostering a culture in which employees recognize and enhance each other's individuality and abilities, thereby maximizing the value we provide to customers. As a result of these efforts, many female executives and managers are playing active roles.

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

robot home business
(Real estate tech)

AI / IoT business
(DX development / external support)

Real estate domain

Expansion of the number of buildings developed

M&As of management companies

Increase units under management

Expansion of recurring revenue resources and maximization of revenue

Maximize revenue by DX

Tech domain

Use of DX

- AI/IoT
- RPA
- App

Horizontal expansion

Consulting domain

Comprehensive DX support service

- DX consulting
- IR consulting
- GR consulting
- PR consulting

Trend in Financial Results of the robot home Group

Consolidated net sales and operating profit of the robot home Group for FY2025 3Q were ¥ 10,926 million (up 37.3% year on year), and ¥309 million (down 56.2% year on year), respectively.

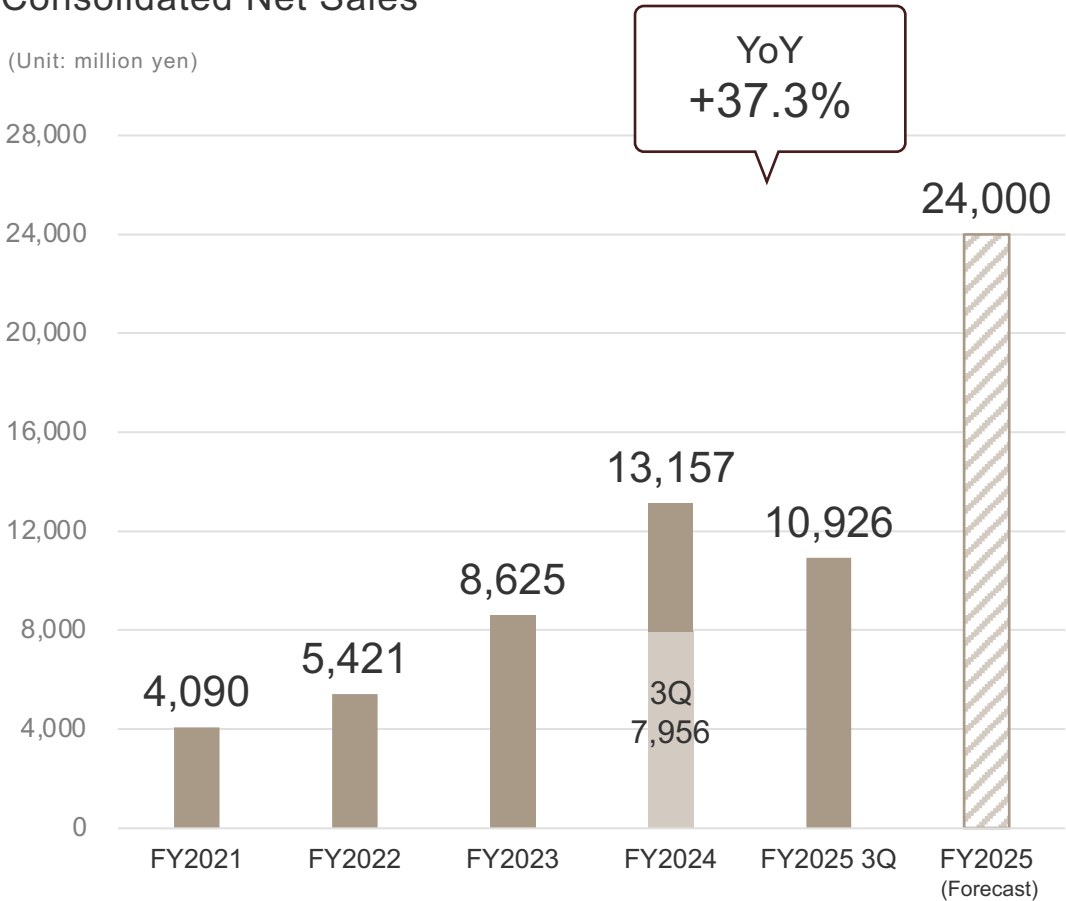## Consolidated Net Sales

(Unit: million yen)

YoY
+37.3%

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q	FY2025 (Forecast)
	4,090	5,421	8,625	13,157 (3Q 7,956)	10,926	24,000

Consolidated Operating Profit

(Unit: million yen)

YoY
▲56.2%

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q	FY2025 (Forecast)
	299	645	748	1,043 (3Q 706)	309	1,400

* 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 3Q were ￥10,926 million (up 37.3% year on year), and ¥309 million (down 56.2% year on year), respectively.
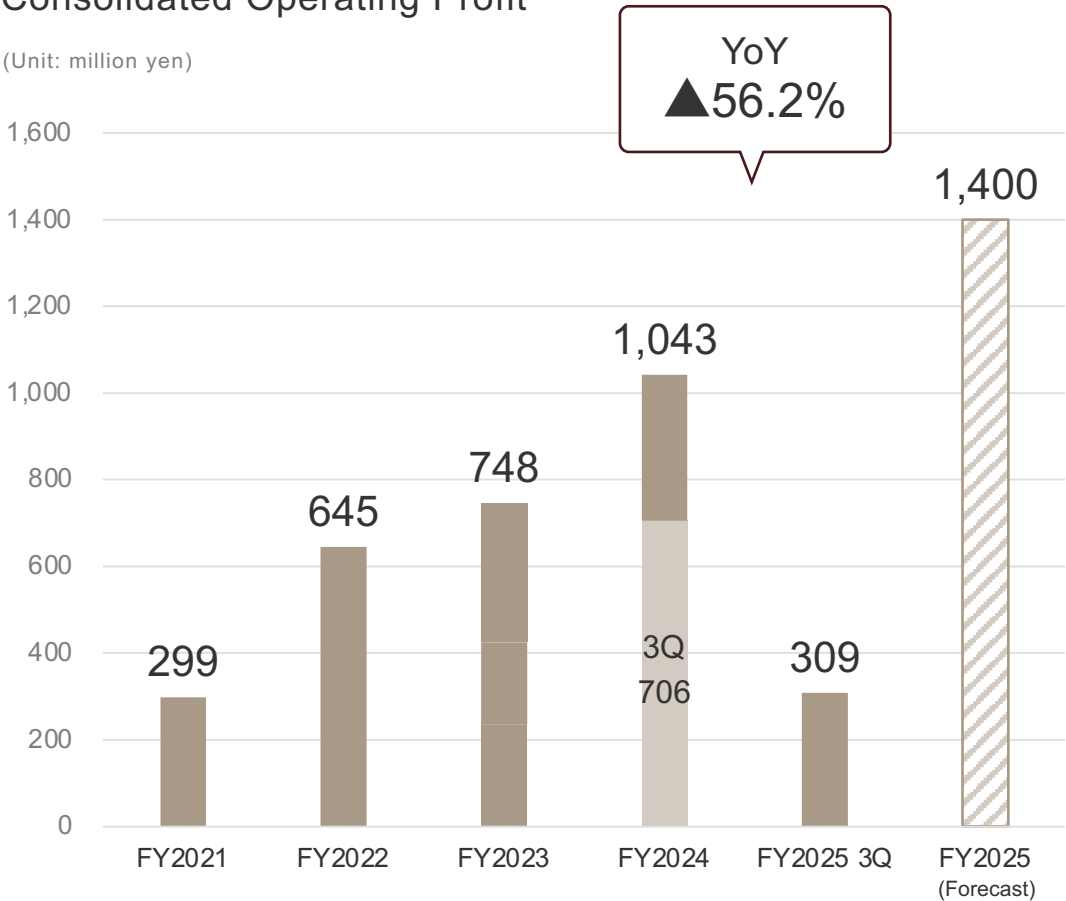
(Unit: million yen)

	Cumulative period			Three-month period		
	FY2024 3Q	FY2025 3Q	YoY Change(%)	FY2024 3Q	FY2025 3Q	YoY Change(%)
Net sales	7,956	(a) 10,926	37.3%	3,196	(c) 5,912	85.0%
AI/IoT business	463	506	9.4%	173	282	62.6%
robot home business	7,511	10,439	39.0%	3,028	5,637	86.2%
Gross profit	3,272	3,085	▲5.7%	993	1,200	20.8%
AI/IoT business	338	357	5.7%	125	189	50.7%
robot home business	2,946	2,746	▲6.8%	871	1,021	17.2%
Selling, general and administrative expenses	2,565	2,776	8.2%	851	964	13.2%
Operating profit	706	(b) 309	▲56.2%	142	(d) 236	66.2%
AI/IoT business	164	209	27.3%	57	143	151.3%
robot home business	1,758	1,472	▲16.3%	473	577	22.0%
Ordinary profit	689	368	▲46.5%	129	162	25.9%
Profit attributable to owners of parent	661	327	▲50.5%	130	149	14.5%

a Net sales (cumulative period)

Increased by 37.3% year on year. Growth was driven by higher unit prices of new properties and the delivery of 22 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.

b 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.

c Net sales (three-month period)

Increased due to the delivery of 37 additional properties, as well as the introduction of advance land settlement from this fiscal period, which enabled earlier fund collection and accelerated revenue accumulation.

d Operating profit (three-month period)

Increased by 66.2% 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 59.0%.

(Unit: million yen)	FY2024	FY2025 3Q	YoY Change (¥)
Current assets	9,823	12,076	2,252
Cash and deposits	6,501	5,080	▲1,421
Inventories	2,755	5,947	3,192
Non-current assets	3,409	4,014	605
Total assets	13,233	16,091	2,858
Liabilities	3,922	6,597	2,674
Interest-bearing debt	1,321	3,123	1,802
Net assets	9,310	9,494	183
Total liabilities and net assets	13,233	16,091	2,858

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.

Flow income domain

Drive top-line growth

Increase the number of buildings developed

Enhance owner support and apps

Enhanced inflow into the recurring income domain

Recurring income domain

Maintain a solid management foundation

Maintain a high-profitability structure

Increase the number of projects that will generate recurring income centered on rental management
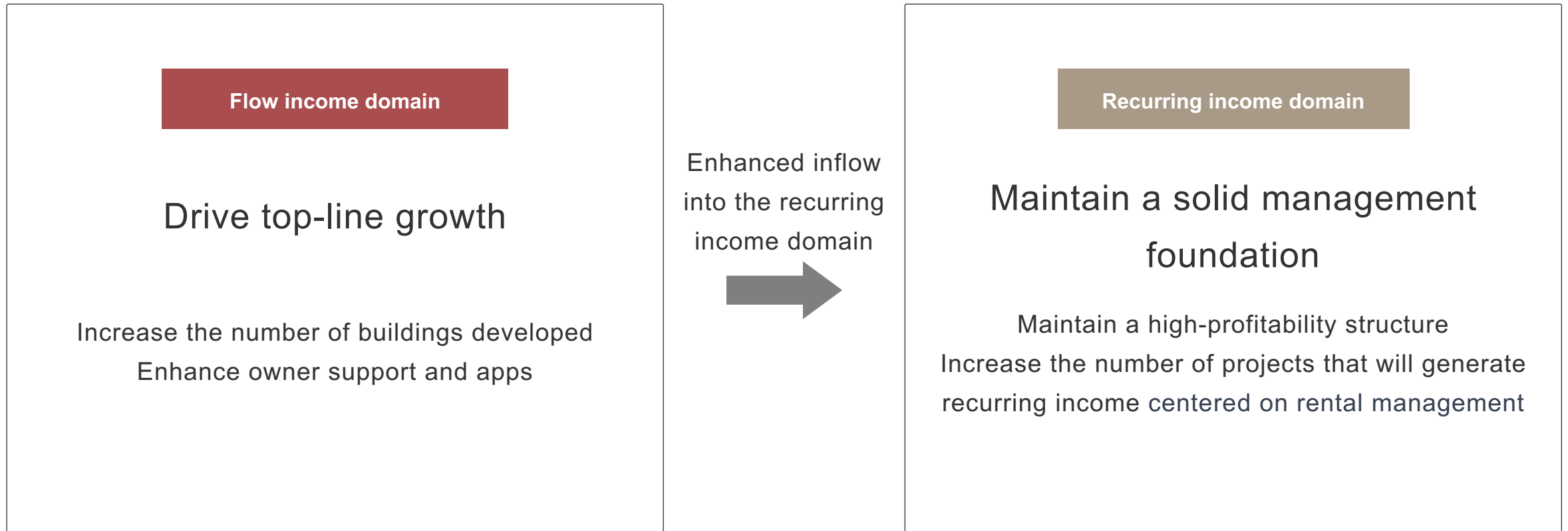
Medium-Term Management Policy (Numerical Targets)

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 unchanged and is progressing steadily.

(Unit: million yen)

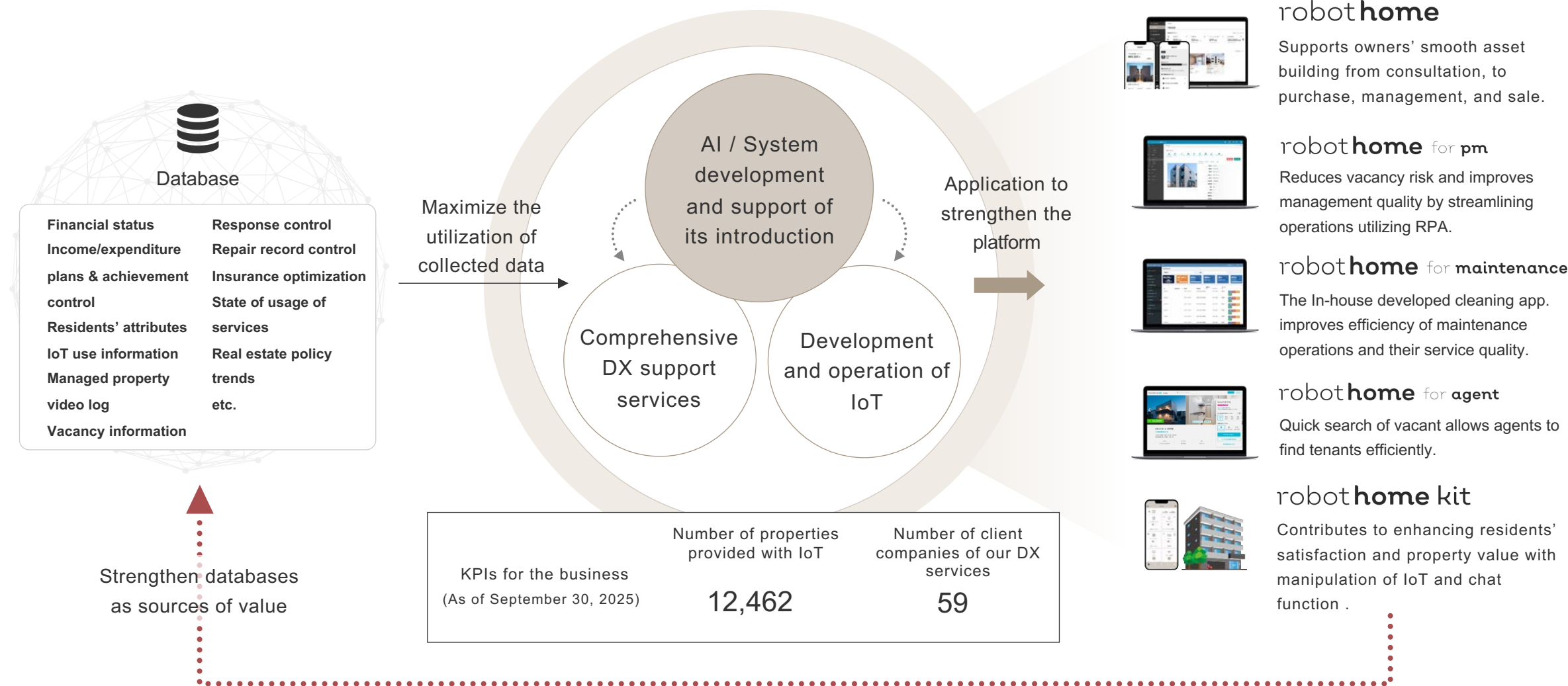|	FY2024 (Result)	FY2025			
		Forecast		Result	
		Full-year	YoY Change (%)	3Q	Progress(%)
Net sales	13,157	24,000	82.4%	10,926	45.5%
Operating profit	1,043	1,400	34.1%	309	22.1%
Ordinary profit	1,018	1,350	32.6%	368	27.3%
Profit attributable to owners of parent	912	1,100	20.5%	327	29.8%

2. robot home Group Growth Strategy

AI / IoT Business

Business Model of the AI / IoT Business

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

Database

Financial status	Response control
Income/expenditure plans & achievement control	Repair record control
	Insurance optimization
Residents' attributes	State of usage of services
IoT use information	Real estate policy trends
Managed property video log	etc.
Vacancy information	

Maximize the utilization of collected data

AI / System development and support of its introduction

Comprehensive DX support services

Development and operation of IoT

Application to strengthen the platform

Strengthen databases as sources of value

KPIs for the business (As of September 30, 2025)

	Number of properties provided with IoT	Number of client companies of our DX services
	12,462	59

robot home
Supports owners' smooth asset building from consultation, to purchase, management, and sale.

robot home for pm
Reduces vacancy risk and improves management quality by streamlining operations utilizing RPA.

robot home for maintenance
The In-house developed cleaning app. improves efficiency of maintenance operations and their service quality.

robot home for agent
Quick search of vacant allows agents to find tenants efficiently.

robot home kit
Contributes to enhancing residents' satisfaction and property value with manipulation of IoT and chat function .
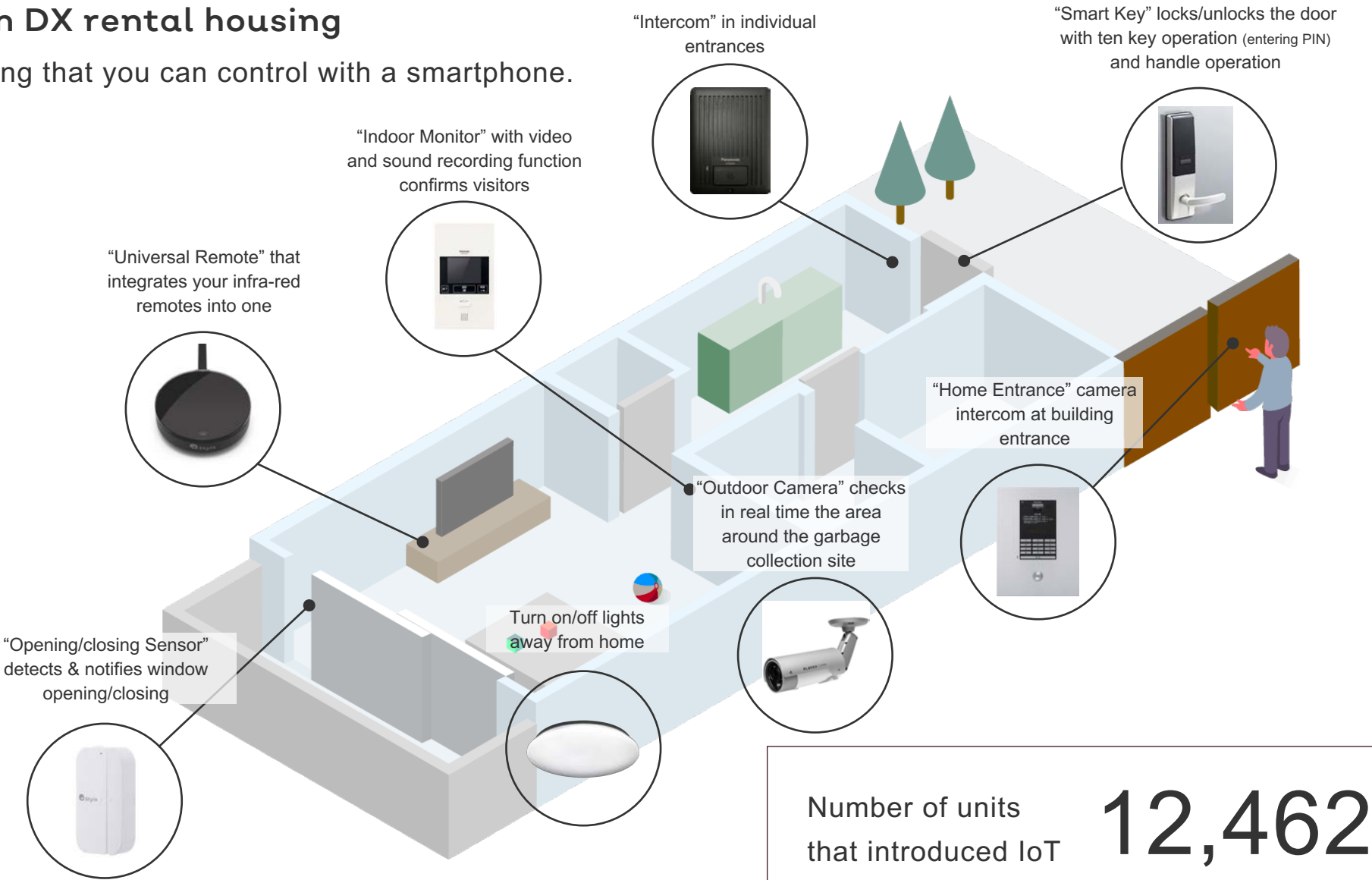
Provide next-generation DX rental housing

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

robot**home** kit

"Intercom" in individual entrances

"Smart Key" locks/unlocks the door with ten key operation (entering PIN) and handle operation

"Indoor Monitor" with video and sound recording function confirms visitors

"Universal Remote" that integrates your infra-red remotes into one

"Home Entrance" camera intercom at building entrance

"Outdoor Camera" checks in real time the area around the garbage collection site

"Opening/closing Sensor" detects & notifies window opening/closing

Turn on/off lights away from home
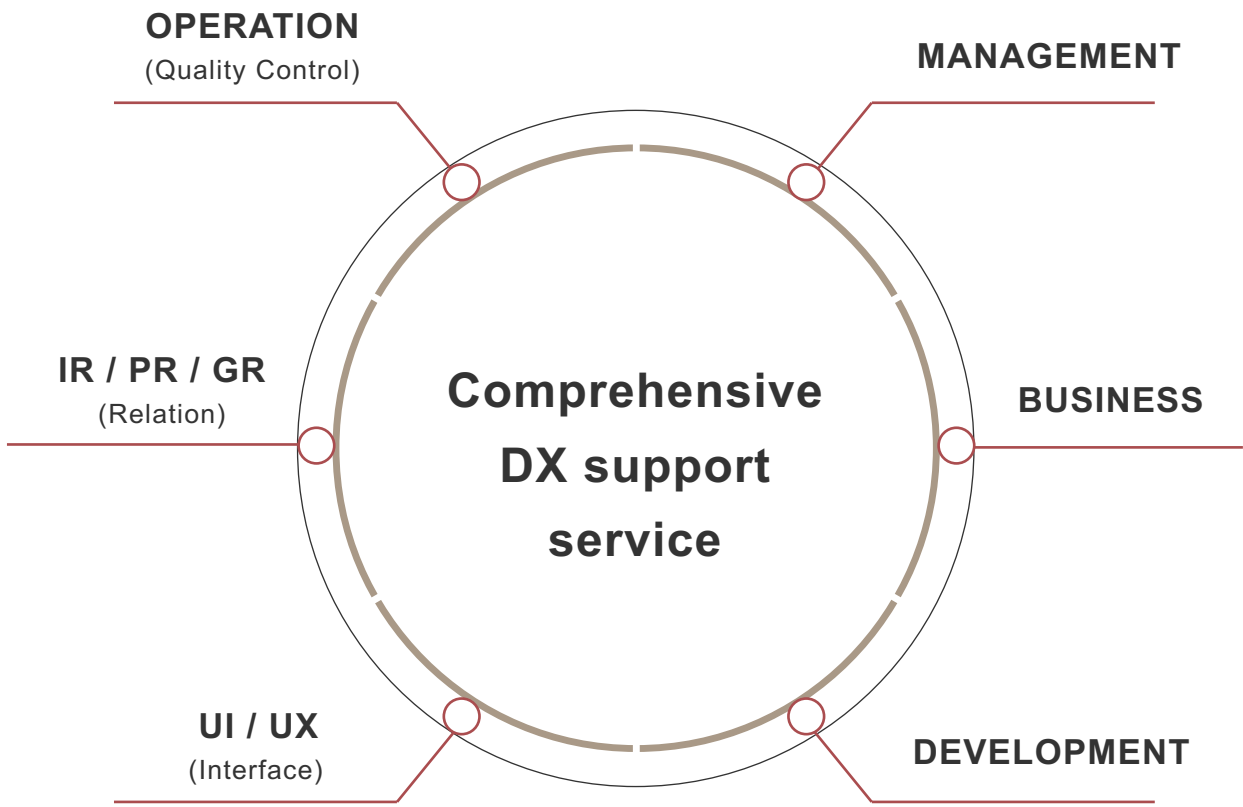
*The apartment layout is a sample.

Number of units that introduced IoT **12,462**

(as of September 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.
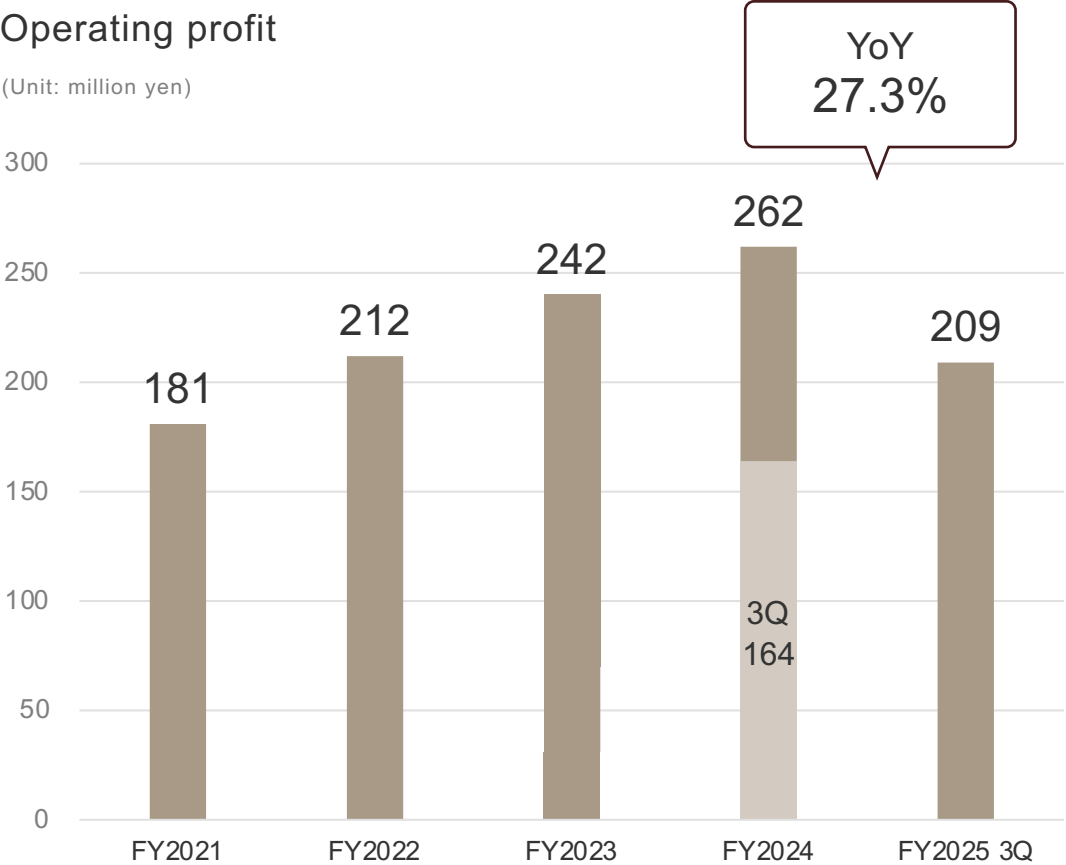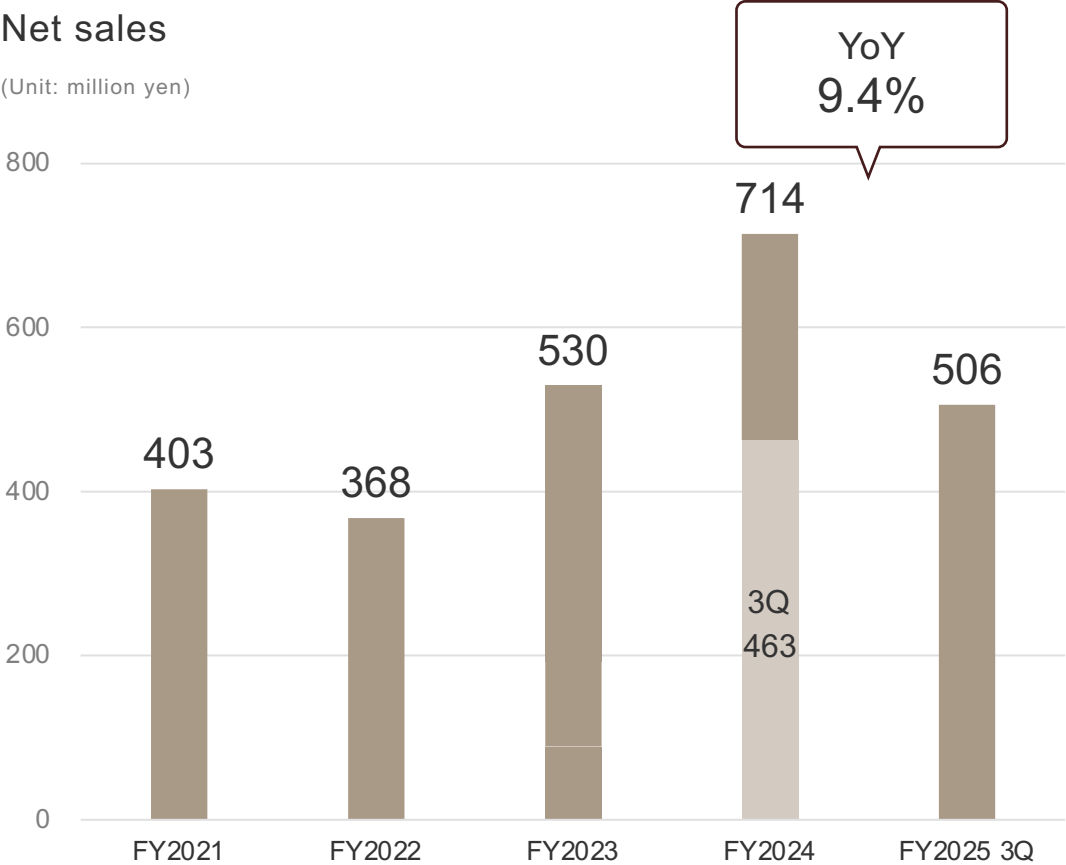

OPERATION
(Quality Control)

MANAGEMENT

IR / PR / GR
(Relation)

Comprehensive DX support service

BUSINESS

UI / UX
(Interface)

DEVELOPMENT

Clientele

KEIAI
デザインのケイアイ

ATSUMARU

SYLA
Technologies

Ro Facilities Inc.

NEXUS AGENT

Tsuna God

FANTAS technology

drive communications

Keeyls

BYWILL

STELLAR FORCE

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

Trend in Financial Results of the AI / IoT Business

Net sales and operating profit of the AI/IoT Business for FY2025 3Q were ¥506 million (up 9.4% year on year), and ¥209 million (up 27.3% year on year), respectively.

Net sales

(Unit: million yen)

YoY 9.4%

FY2021	FY2022	FY2023	FY2024	FY2025 3Q
403	368	530	714 (3Q 463)	506

Operating profit

(Unit: million yen)

YoY 27.3%

FY2021	FY2022	FY2023	FY2024	FY2025 3Q
181	212	242	262 (3Q 164)	209

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

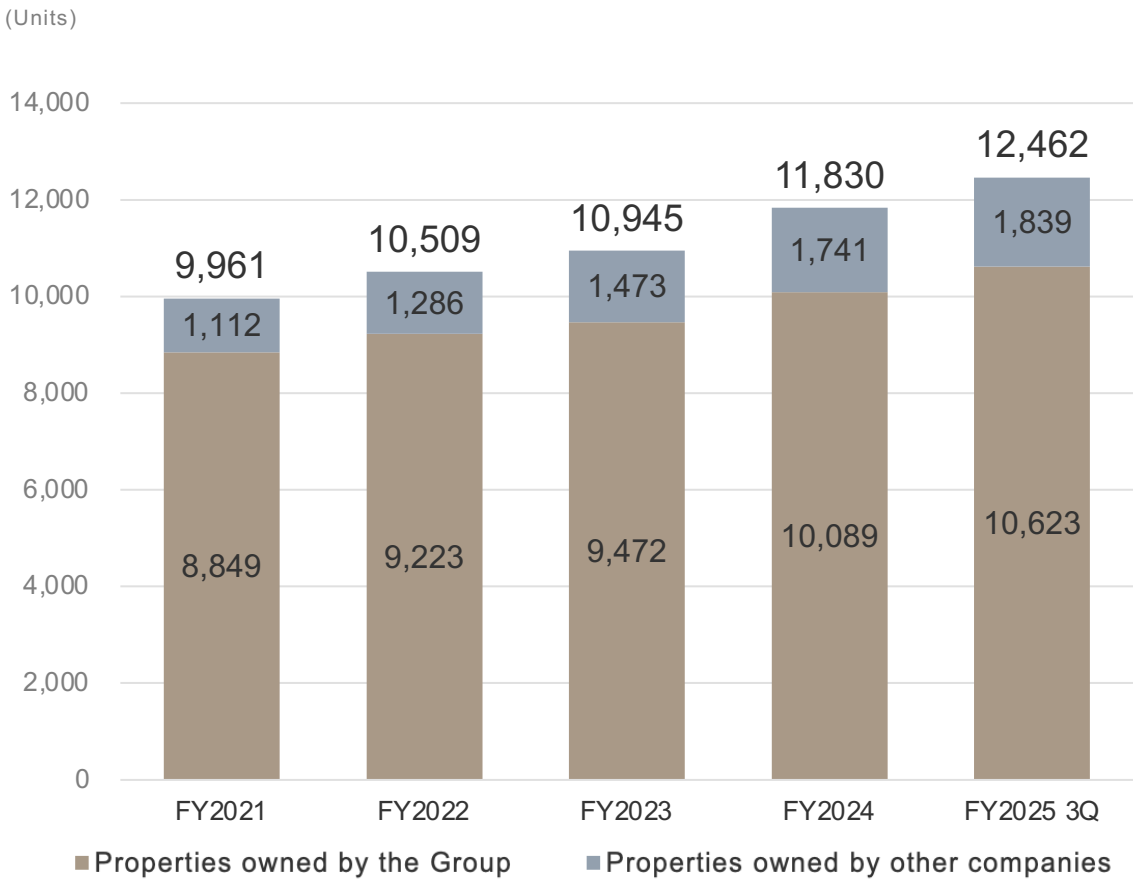## Financial Results of the AI / IoT Business

Net sales and operating profit of the AI/IoT Business for FY2025 3Q were ¥506 million (up 9.4% year on year), and ¥209 million (up 27.3% year on year), respectively.
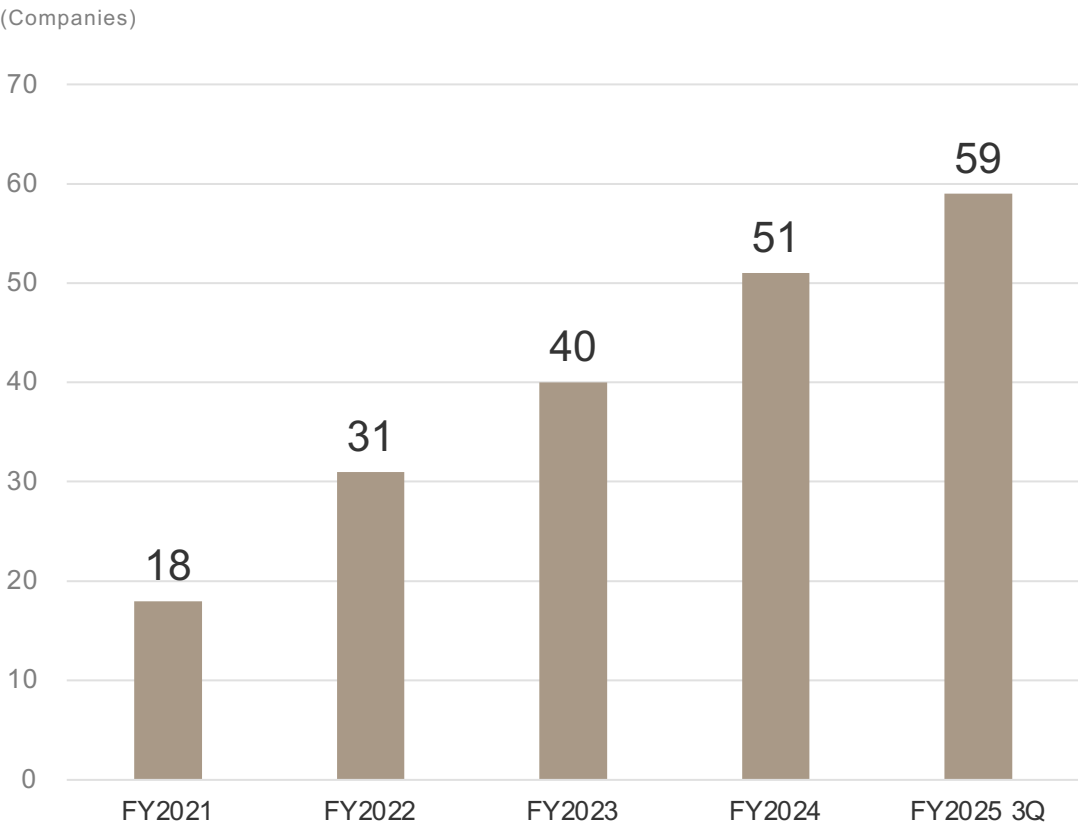
(Unit: million yen)

	Cumulative period			Three-month period		
	FY2024 3Q	FY2025 3Q	YoY Change (%)	FY2024 3Q	FY2025 3Q	YoY Change (%)
売上高	463	506	9.4%	173	282	62.6%
売上総利益	338	357	5.7%	125	189	50.7%
販管費及び一般管理費	174	148	▲14.7%	68	45	▲33.1%
営業利益	164	209	27.3%	57	143	151.3%

KPIs for AI / IoT Business

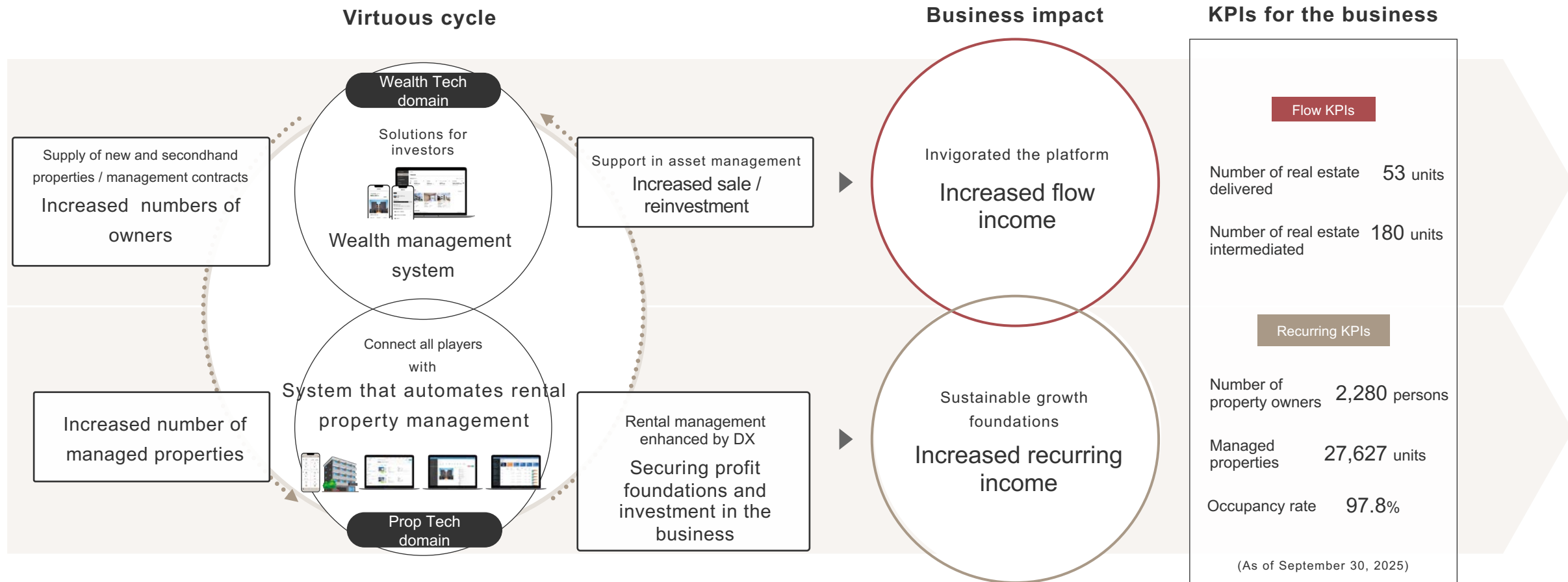## Trend in the Number Properties to Which IoT Has Been Introduced

(Units)

Legend: ■ Properties owned by the Group   ■ Properties owned by other companies

FY	Total	Properties owned by other companies	Properties owned by the Group
FY2021	9,961	1,112	8,849
FY2022	10,509	1,286	9,223
FY2023	10,945	1,473	9,472
FY2024	11,830	1,741	10,089
FY2025 3Q	12,462	1,839	10,623

Number of client companies of the services (cumulative)

(Companies)

FY	Companies
FY2021	18
FY2022	31
FY2023	40
FY2024	51
FY2025 3Q	59

robot home Business
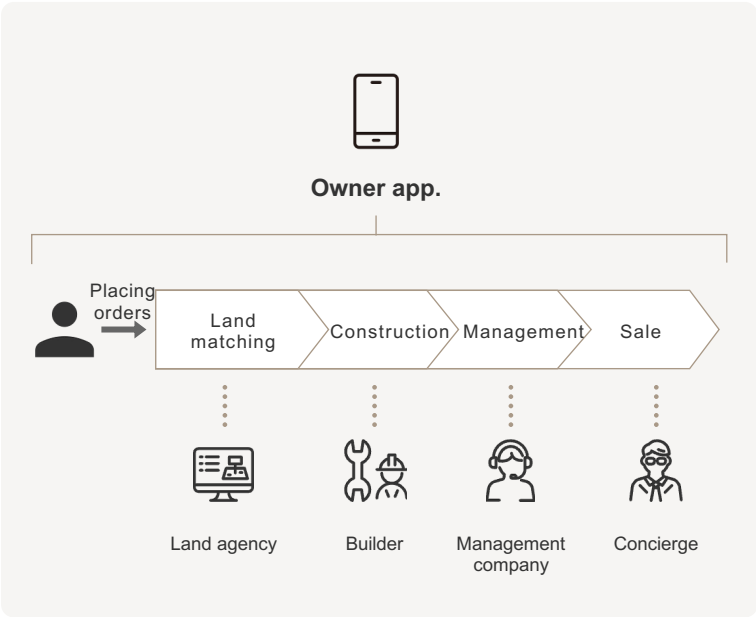
Diagram to Summarize the robot home Business

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.

Virtuous cycle

Business impact

KPIs for the business

Wealth Tech domain

Solutions for investors

Wealth management system

Supply of new and secondhand properties / management contracts
Increased numbers of owners

Support in asset management
Increased sale / reinvestment

Invigorated the platform
Increased flow income

Flow KPIs

Number of real estate delivered 53 units

Number of real estate intermediated 180 units

Connect all players with
System that automates rental property management

Prop Tech domain

Increased number of managed properties

Rental management enhanced by DX
Securing profit foundations and investment in the business

Sustainable growth foundations
Increased recurring income

Recurring KPIs

Number of property owners 2,280 persons

Managed properties 27,627 units

Occupancy rate 97.8%

(As of September 30, 2025)

Improvement of the speed of development of products and strengthening of recurring revenue through evolution of business models
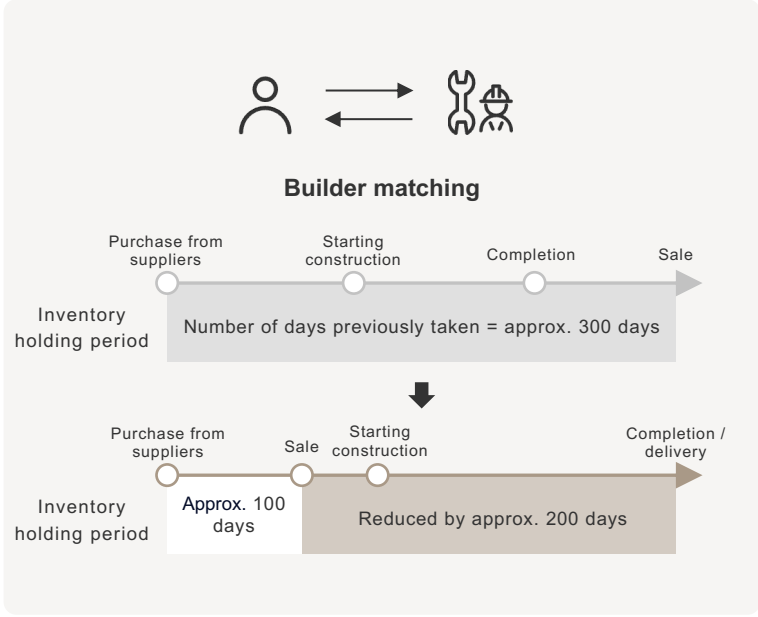
1. Built-for-sale model

Integrated supply chain with the digital asset management platform.

Owner app.

Placing orders → Land matching → Construction → Management → Sale

Land agency | Builder | Management company | Concierge

➡ 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.

Builder matching

Purchase from suppliers | Starting construction | Completion | Sale

Inventory holding period — Number of days previously taken = approx. 300 days

Purchase from suppliers | Sale | Starting construction | Completion / delivery

Inventory holding period — Approx. 100 days — Reduced by approx. 200 days

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

3. Value Creation Model

Value creation model utilizing accumulated bid data.

Utilization of Big Data

Sale / purchase results
Management results
Income/expenditure projection etc.

Create new value

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

Provide the digital asset management platform "robot home" that supports real estate investment through technology

Support smooth rental management for property owners, while enabling centralized management of owned properties regardless of management companies or asset types.

robot home

Provide one-stop rental management
Support the entire process seamlessly from property consideration and purchase to management and sale.

Manage rental documents in the cloud
Store monthly income and expenditure reports and contract documents in the cloud to enable paperless and smart rental management.

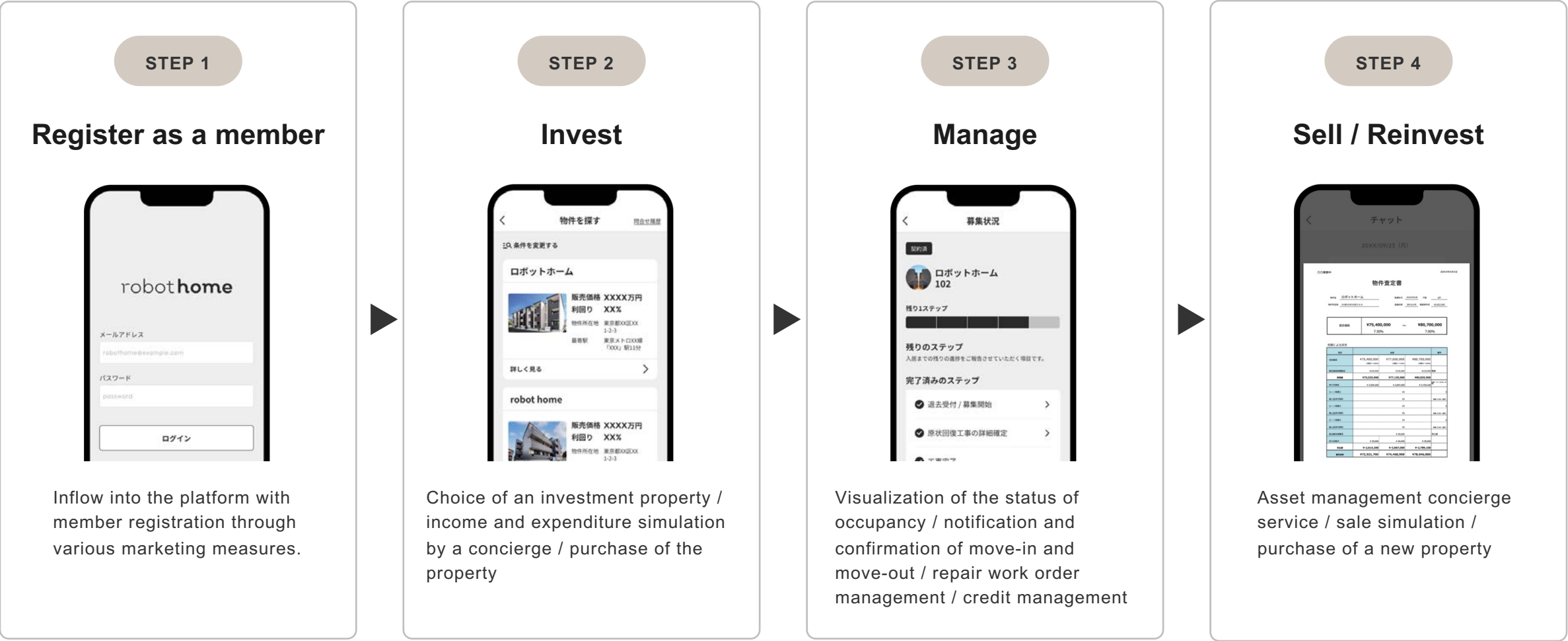### Use chat function to support asset building
Enable users to consult their representatives instantly via chat for any questions related to asset building or rental management.

Manage real estate assets overall
Centrally manage real estate assets owned regardless of management companies and types of assets. In addition, real estate professionals provide personalized support for each customer's asset-building needs.
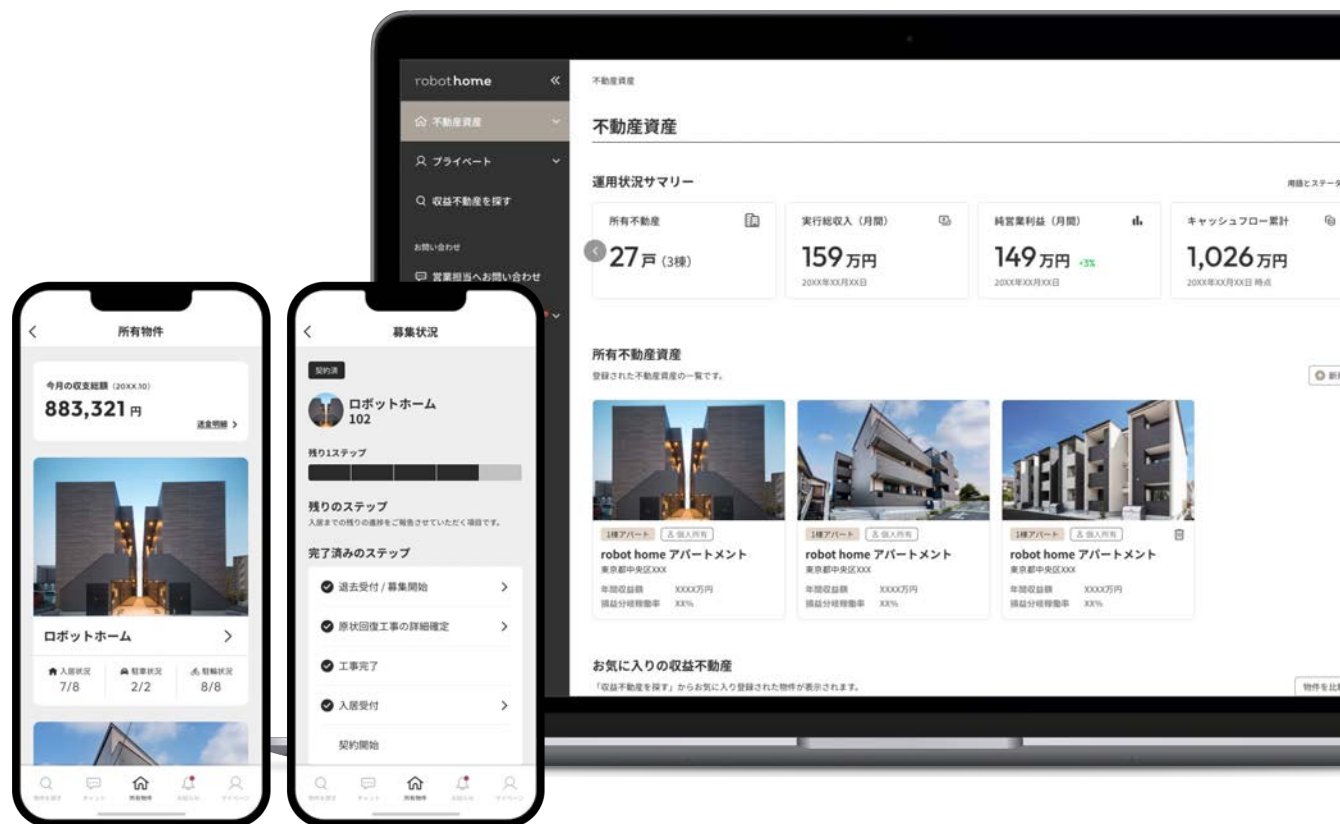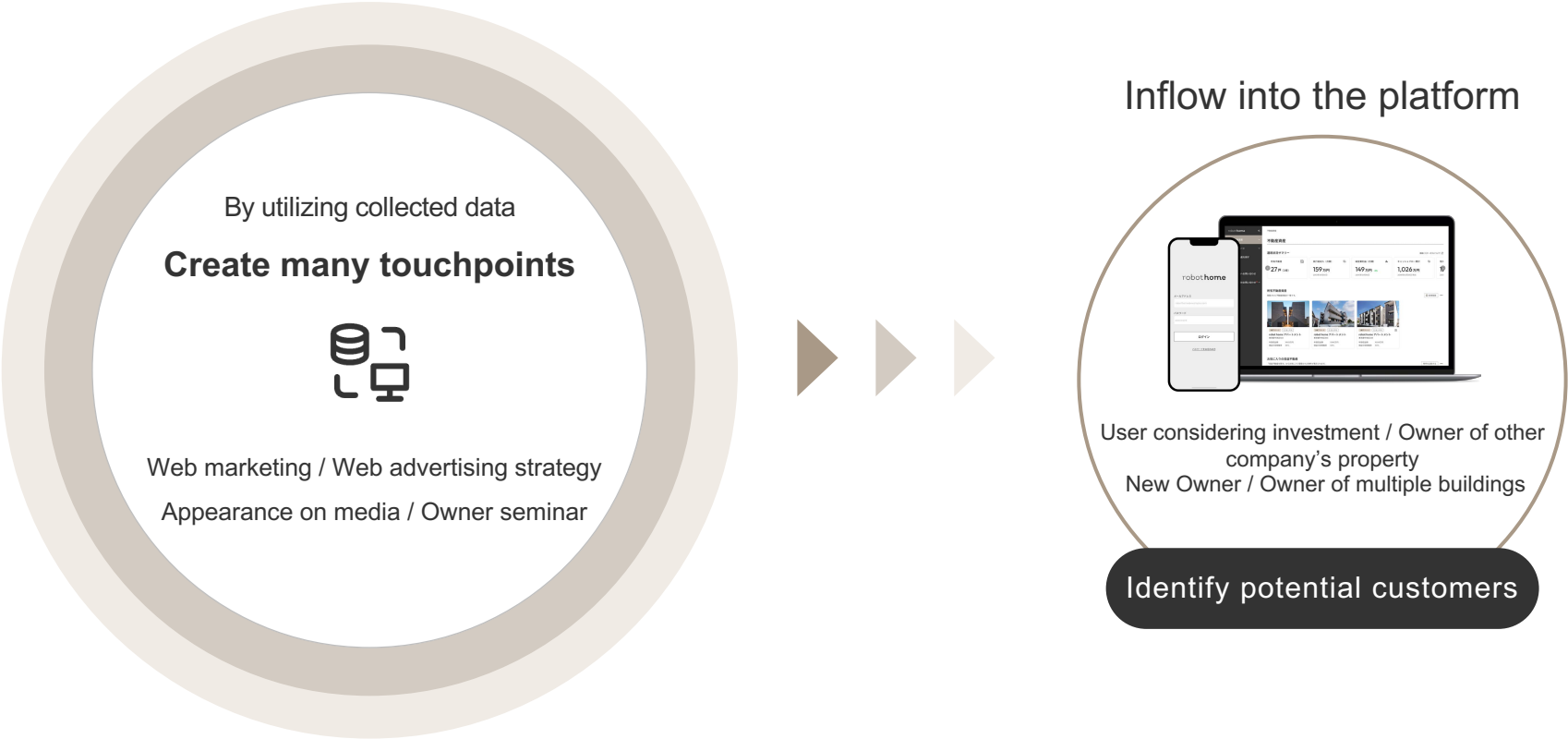
Develop a platform leveraging technology for rental property management owners

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

Inflow into the platform with member registration through various marketing measures.

Choice of an investment property / income and expenditure simulation by a concierge / purchase of the property

Visualization of the status of occupancy / notification and confirmation of move-in and move-out / repair work order management / credit management

Asset management concierge service / sale simulation / purchase of a new property

	STEP 1	STEP 2	STEP 3	STEP 4
Inflow into the platform	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.

By utilizing collected data

Create many touchpoints

Web marketing / Web advertising strategy

Appearance on media / Owner seminar

Inflow into the platform

User considering investment / Owner of other company's property
New Owner / Owner of multiple buildings

Identify potential customers

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

New property

Land information

Specialist

Builder

Other assets

Asset utilization concierge

所有物件

今月の収支総額 (20XX.10)

883,321 円　送金明細 >

ロボットホーム >

入居状況　駐車状況　駐輪状況

Manage rental housing operations with the app

App helps owners manage their rental properties

robot**home**
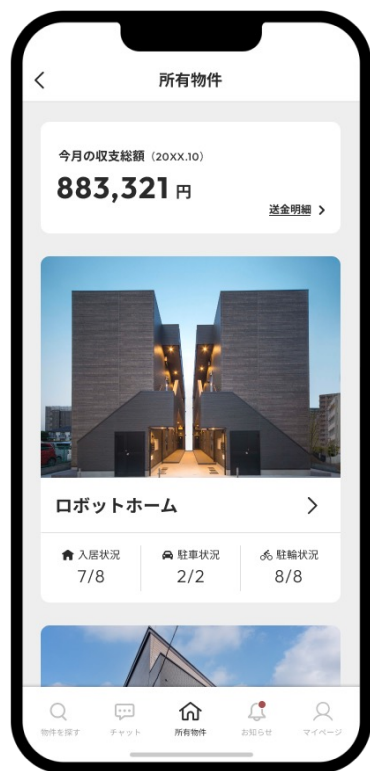
Receipt of a move-out request

Confirmation of work details

Preview status

Receipt of move-in request

Online contract signing
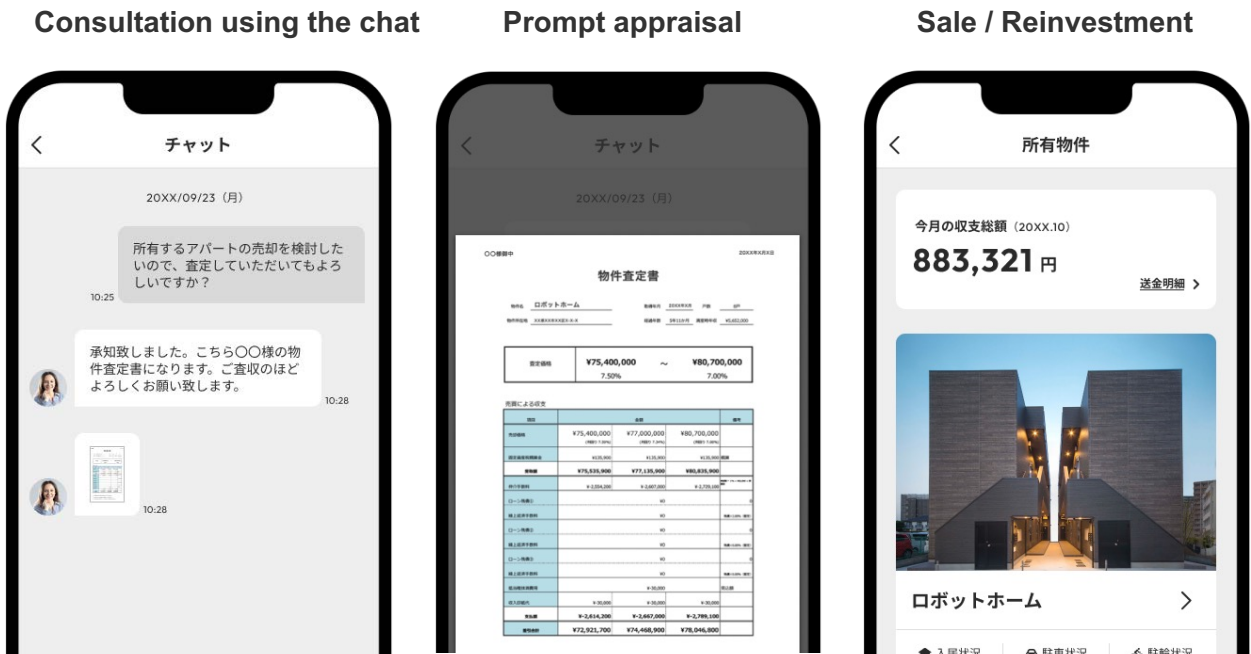
*Image UIs are contained.

Number of owners 2,280
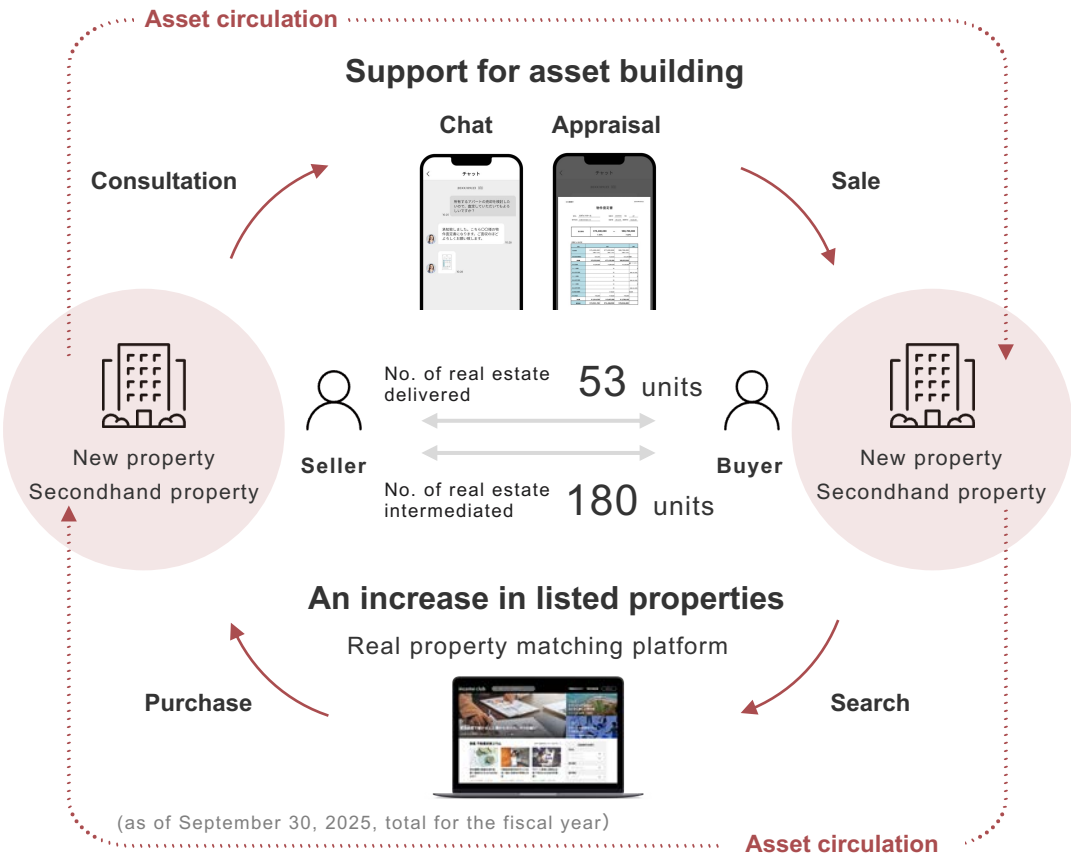(as of September 30, 2025)

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

Asset circulation

Support for asset building

Chat   Appraisal

Consultation

Sale

New property
Secondhand property

	No. of real estate delivered	**53** units	
Seller			Buyer
	No. of real estate intermediated	**180** units	

New property
Secondhand property

An increase in listed properties

Real property matching platform

Purchase

Search

(as of September 30, 2025, total for the fiscal year)
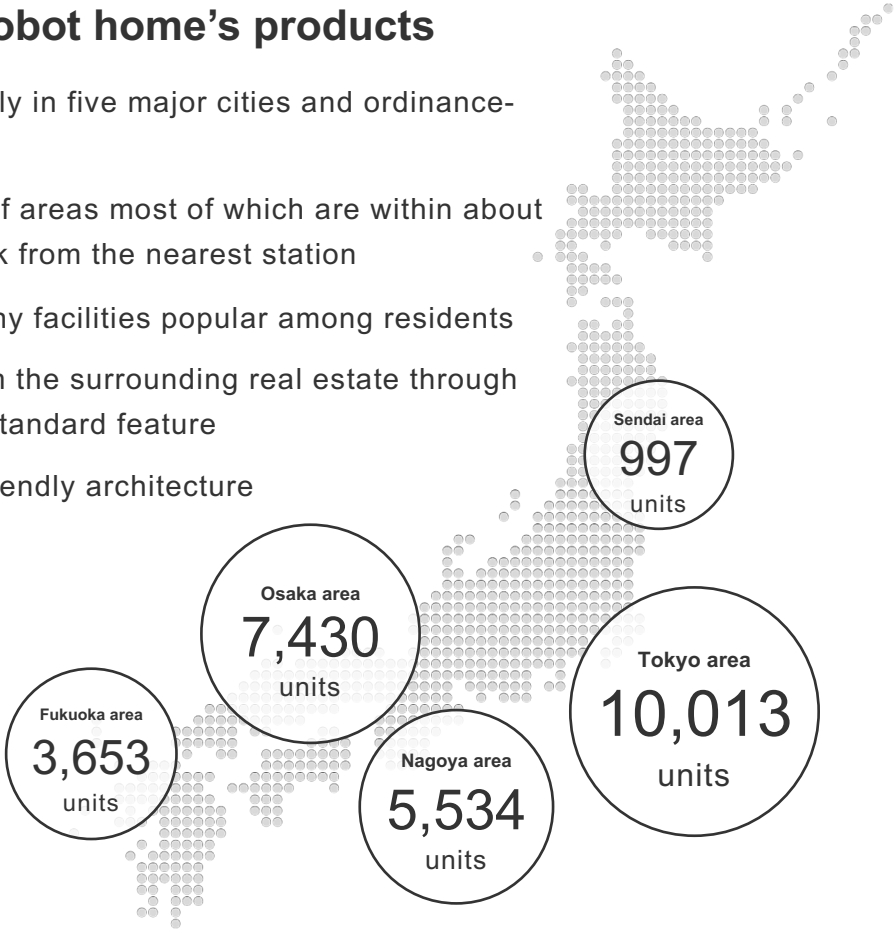
Asset circulation

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

Leveraging technology to develop high-quality financial products
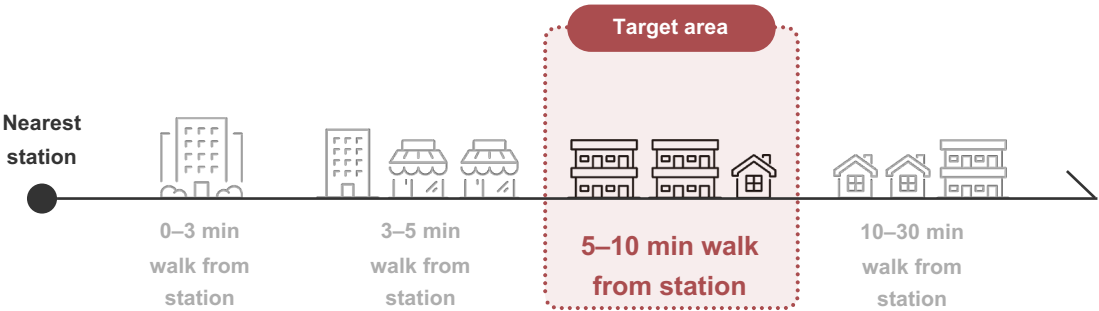
Strengths of robot home's products

- 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

Sendai area
997
units

Osaka area
7,430
units

Tokyo area
10,013
units

Fukuoka area
3,653
units

Nagoya area
5,534
units

(as of September 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.

Target area

Nearest station

0–3 min walk from station

3–5 min walk from station

5–10 min walk from station
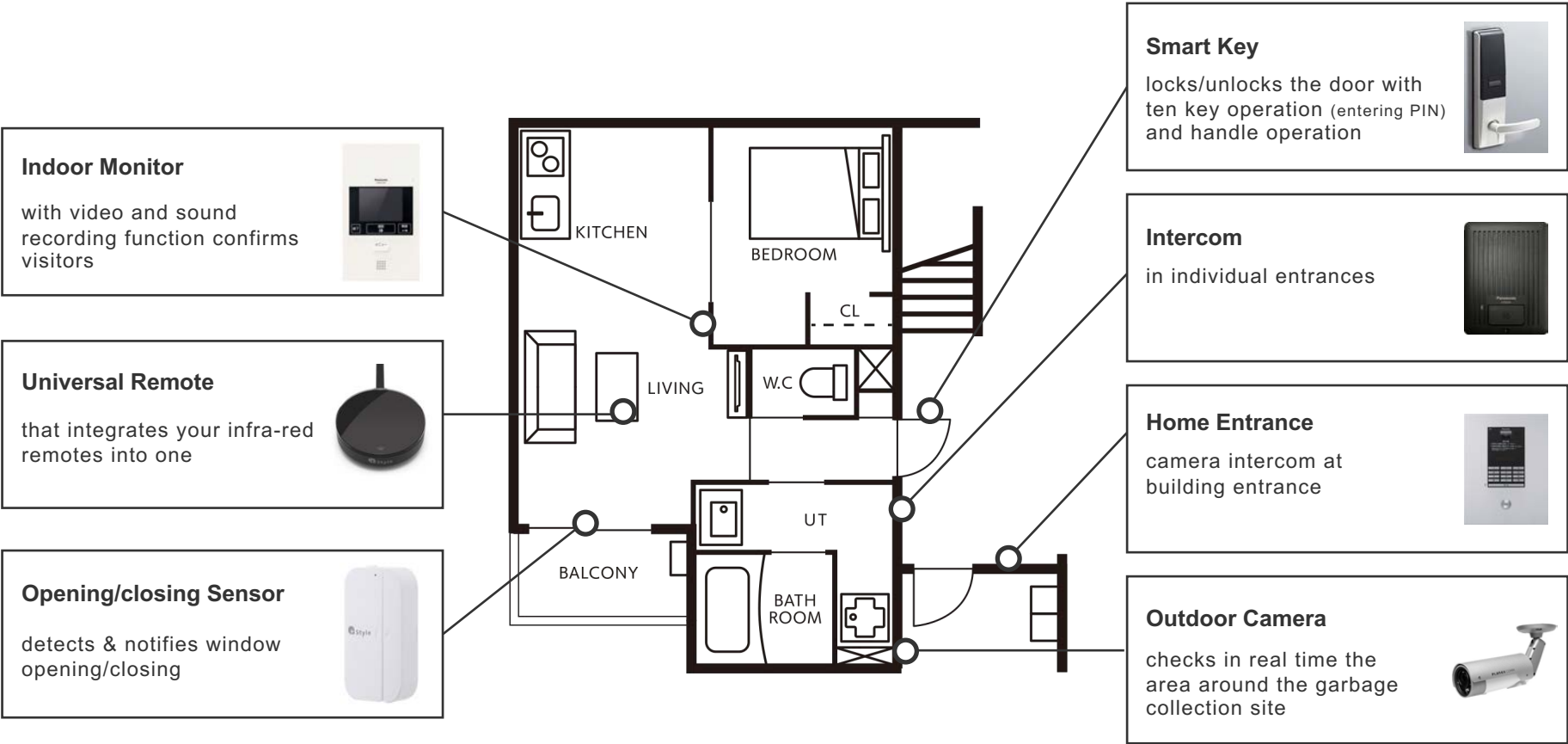
10–30 min walk from station

Environmentally friendly architecture

We are also engaged in environmentally conscious real estate development, including receiving a three-star rating in the Building-Housing Energy-efficiency Labeling System (BELS) and developing properties that comply with Nearly ZEH-M standards.
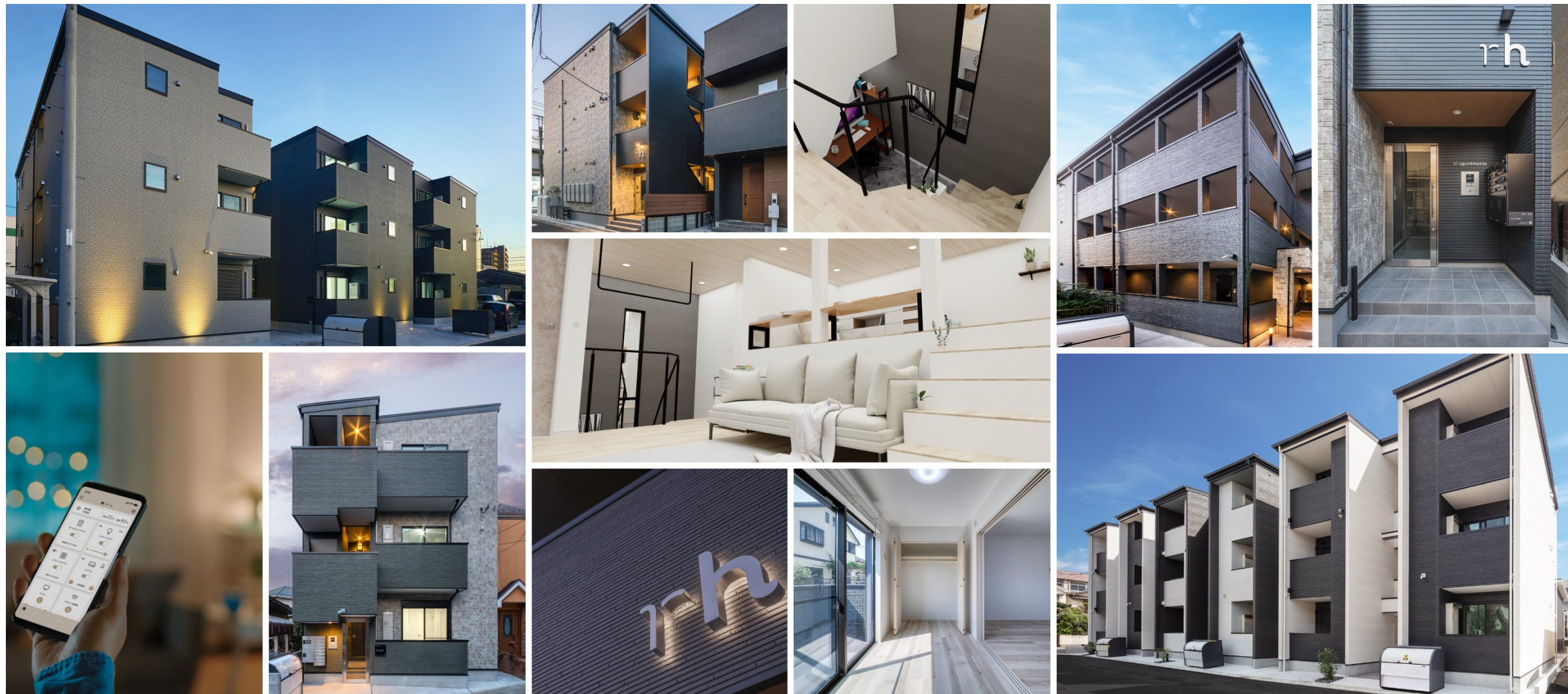
環境負荷の少ない住宅づくり
Nearly ZEH-M

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.

Smart Key

locks/unlocks the door with ten key operation (entering PIN) and handle operation

Indoor Monitor

with video and sound recording function confirms visitors

Intercom

in individual entrances

Universal Remote

that integrates your infra-red remotes into one

Home Entrance

camera intercom at building entrance

Opening/closing Sensor

detects & notifies window opening/closing

Outdoor Camera

checks in real time the area around the garbage collection site

KITCHEN
BEDROOM
CL
LIVING
W.C
UT
BALCONY
BATH ROOM

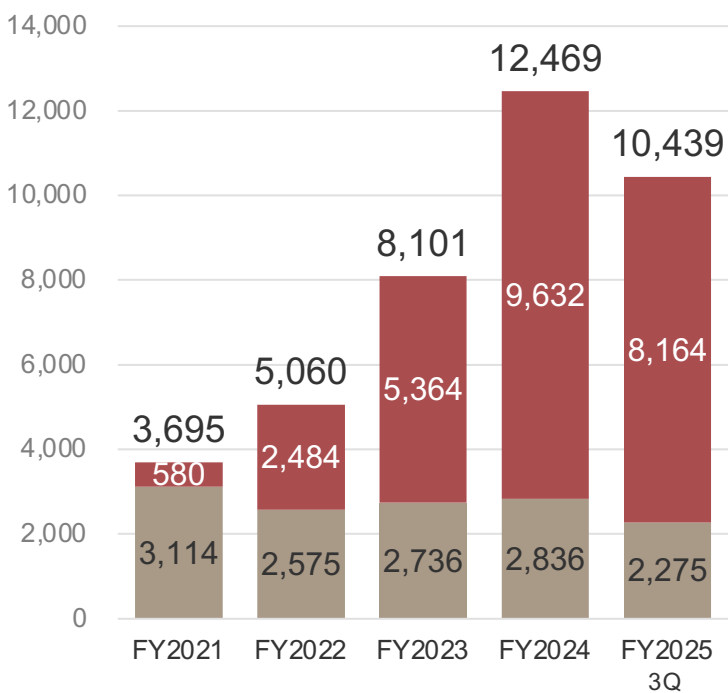# Rental housing differentiated through IoT

Trend in Financial Results of the robot home Business

Net sales and operating profit of the robot home Business for FY2025 3Q were ¥ 10,439 million (up 39.0% year on year), and ¥1,472 million (down 16.3% year on year), respectively. Refer to the description on the page 37 for the impact of sales of large-scale inventories.
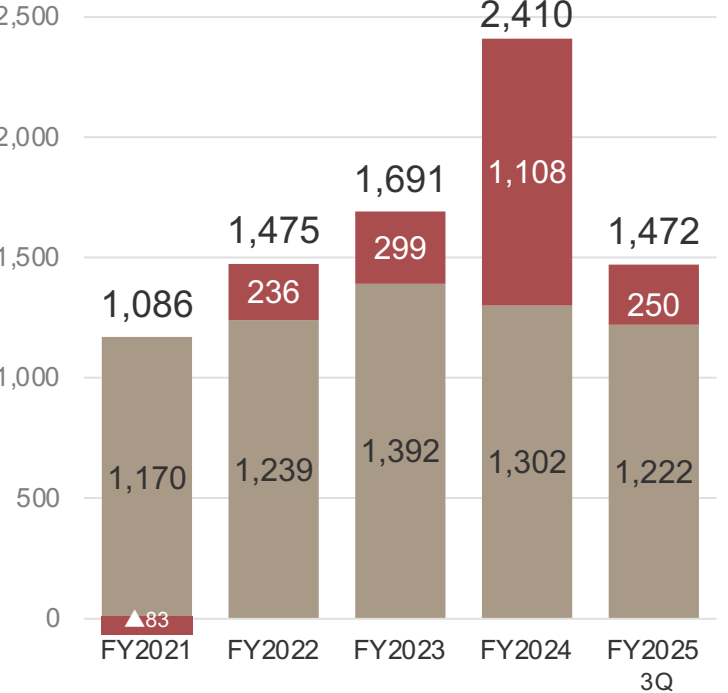
Net sales

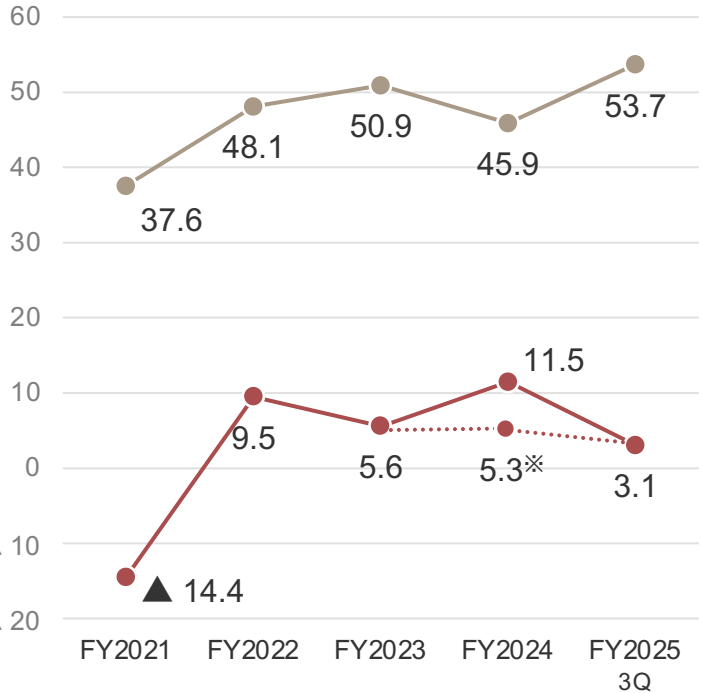(Unit: million yen)

■ Recurring income ■ Flow income

YoY
+39.0%

FY2021	FY2022	FY2023	FY2024	FY2025 3Q
3,695	5,060	8,101	12,469	10,439
580	2,484	5,364	9,632	8,164
3,114	2,575	2,736	2,836	2,275

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

Operating profit

(Unit: million yen)

■ Recurring income ■ Flow income

YoY
▲16.3%

FY2021	FY2022	FY2023	FY2024	FY2025 3Q
1,086	1,475	1,691	2,410	1,472
▲83	236	299	1,108	250
1,170	1,239	1,392	1,302	1,222

Operating profit margin

(%)

--●-- Recurring income --●-- Flow income

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q
Recurring income	37.6	48.1	50.9	45.9	53.7
Flow income	▲ 14.4	9.5	5.6	5.3※	3.1

11.5

* 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 3Q were ¥ 10,439 million (up 39.0% year on year), and ¥1,472 million (down 16.3% year on year), respectively. Refer to the description on the page 37 for the impact of sales of large-scale inventories.

(Unit: million yen)

	Cumulative period			Three-month period		
	FY2024 3Q	FY2025 3Q	YoY Change (%)	FY2024 3Q	FY2025 3Q	YoY Change (%)
Net sales	7,511	10,439	39.0%	3,028	5,637	86.2%
Flow income	5,393	8,164	51.4%	2,329	4,932	111.7%
Recurring income	2,117	2,275	7.4%	698	704	0.9%
Gross profit	2,946	2,746	▲6.8%	871	1,021	17.2%
Flow income	1,172	852	▲27.3%	308	446	44.6%
Recurring income	1,773	1,894	6.8%	563	575	2.2%
Selling, general and administrative expenses	1,188	1,274	7.3%	398	444	11.5%
Flow income	373	602	61.2%	127	221	73.6%
Recurring income	814	671	▲17.5%	270	222	▲17.8%
Ordinary profit	1,758	1,472	▲16.3%	473	577	22.0%
Flow income	799	250	▲68.7%	181	224	24.1%
Recurring income	958	1,222	27.5%	292	353	20.7%

Effects due to sales in FY2024 of large-scale inventories in the robot home business
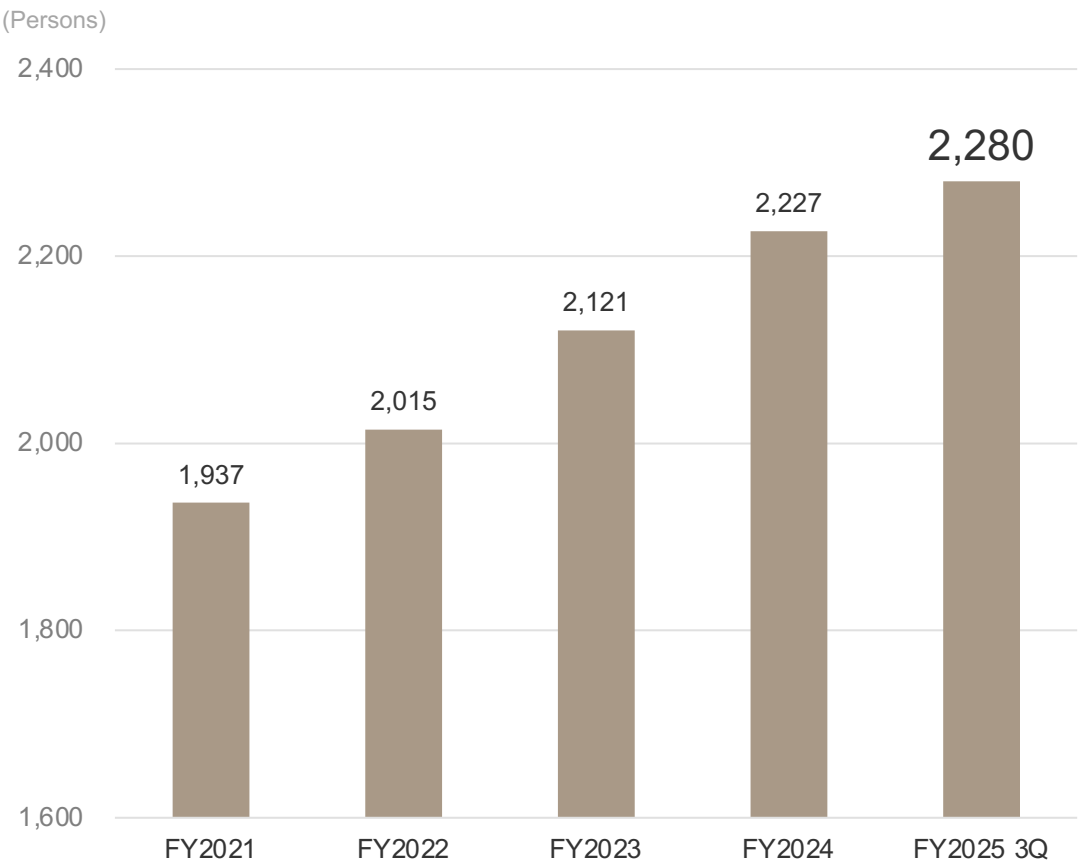
The following shows the performance of the robot home business excluding effects due to sales of large-scale inventories. The performance was solid with increases of net sales by 63.8% year on year and operating profit by 34.0% year on year, based on normal figures excluding the effects of the one-shot special factor.

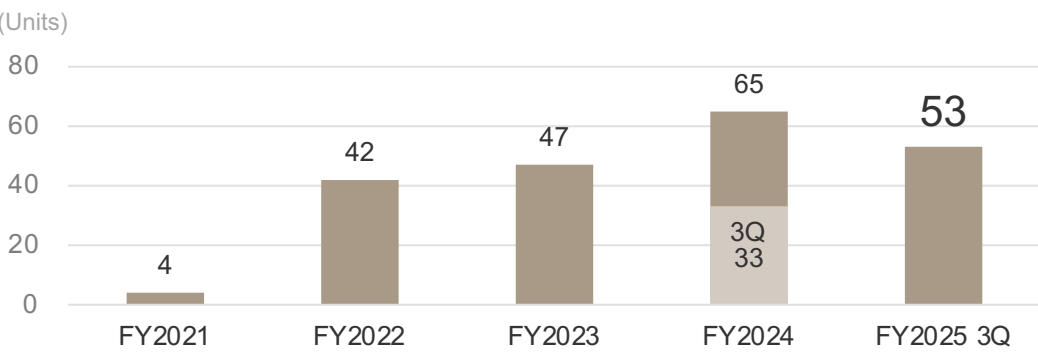| (Unit: million yen)	① FY2024 3Q	② Large-scale inventories	① – ② FY2024 3Q *Excluding effects due to sales of ②	FY2025 3Q	YoY Change(%)
Net sales	7,511	1,137	6,374	10,439	63.8%
Flow income	5,393	1,137	4,256	8,164	91.8%
Recurring income	2,117	-	2,117	2,275	7.4%
Operating profit	1,758	659	1,099	1,472	34.0%
Flow income	799	659	140	250	78.6%
Recurring income	958	-	958	1,222	27.5%

KPIs Related to Flow Income

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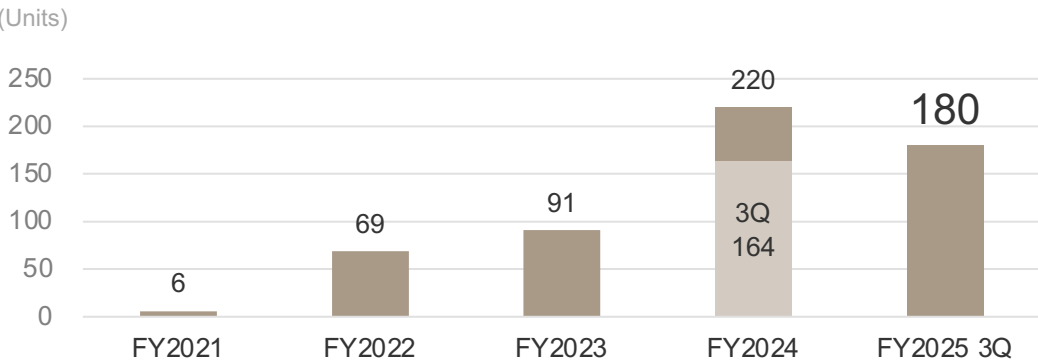
Number of property owners

(Persons)

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q
	1,937	2,015	2,121	2,227	2,280

Number of real estate delivered

(Units)

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q
	4	42	47	65 (3Q 33)	53

Number of real estate intermediated

(Units)

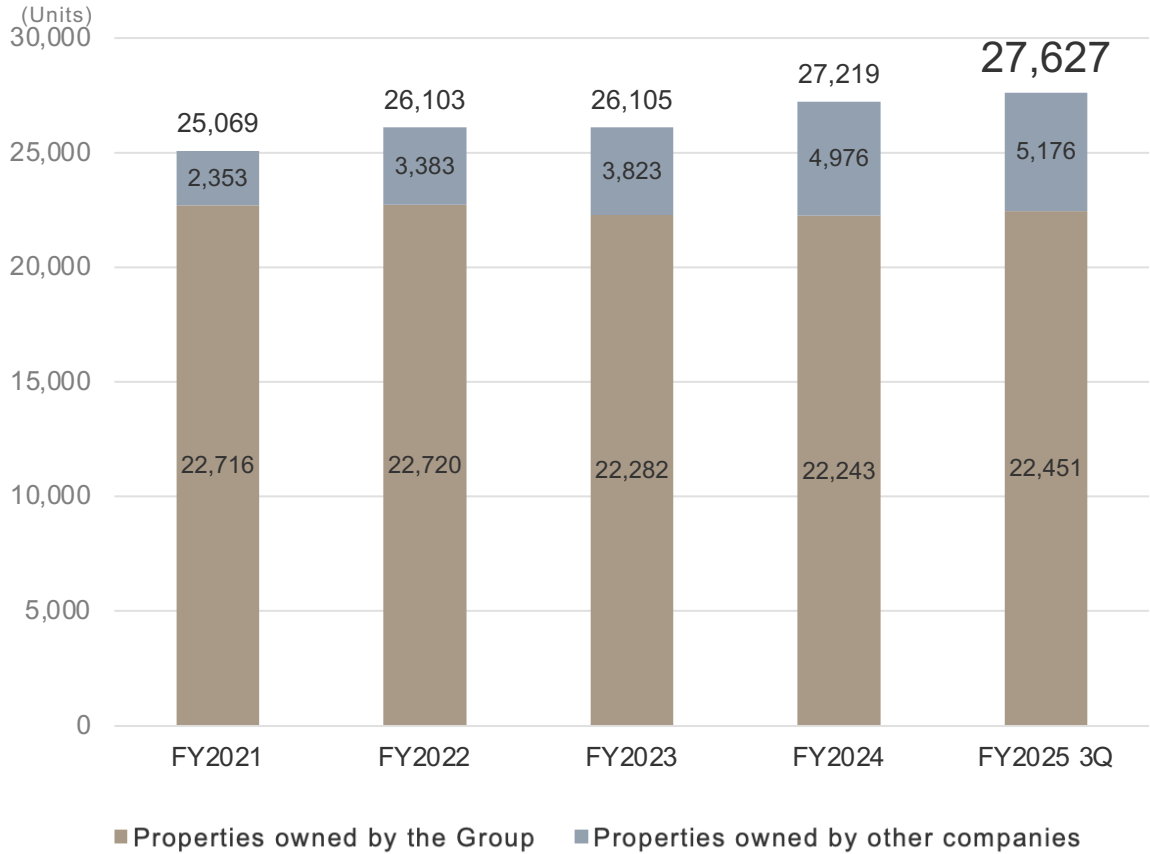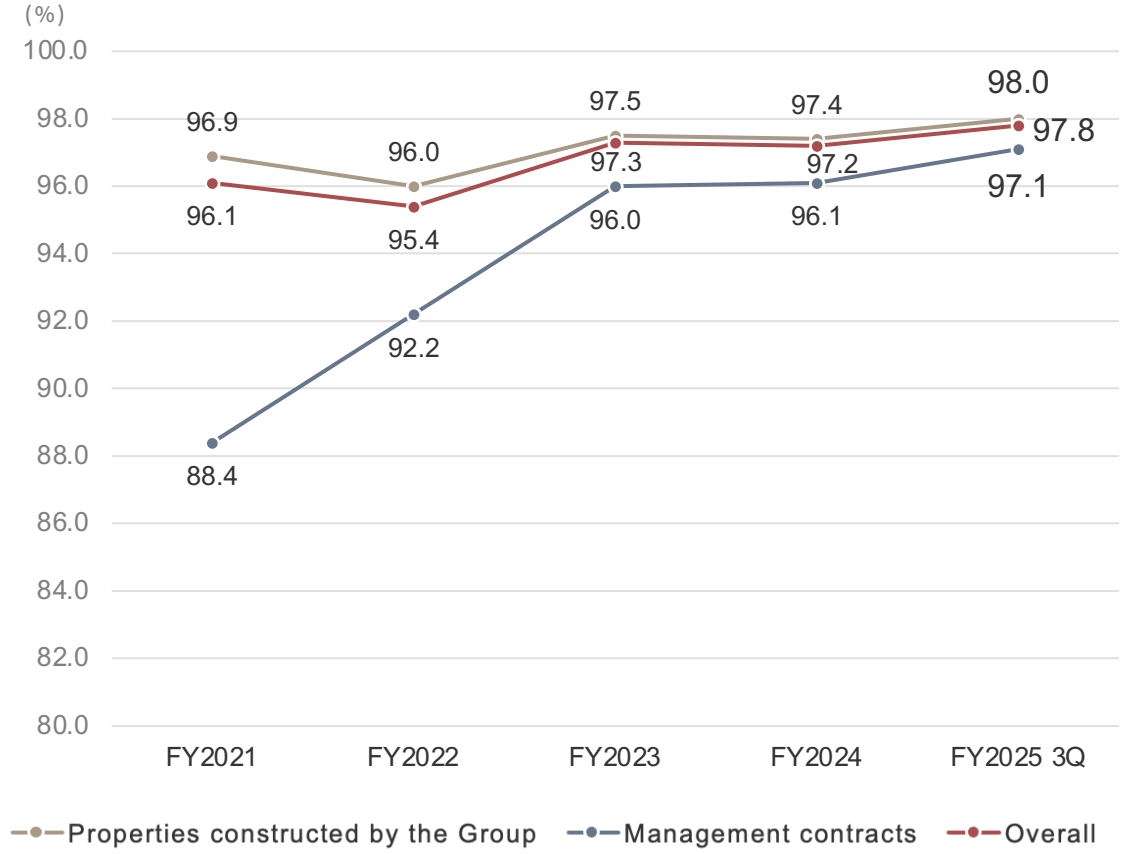|	FY2021	FY2022	FY2023	FY2024	FY2025 3Q
	6	69	91	220 (3Q 164)	180

KPIs Related to Recurring Income

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

Managed properties

(Units)

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q
Total	25,069	26,103	26,105	27,219	27,627
Properties owned by other companies	2,353	3,383	3,823	4,976	5,176
Properties owned by the Group	22,716	22,720	22,282	22,243	22,451

■Properties owned by the Group ■Properties owned by other companies

Occupancy rate

(%)

	FY2021	FY2022	FY2023	FY2024	FY2025 3Q
Properties constructed by the Group	96.9	96.0	97.5	97.4	98.0
Overall	96.1	95.4	97.3	97.2	97.8
Management contracts	88.4	92.2	96.0	96.1	97.1

──●──Properties constructed by the Group ──●──Management contracts ──●──Overall

3. Appendix

Trend in Financial Indicators (Quarterly Basis)

(unit: million yen)	FY2023				FY2024				FY2025			
	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	5,912	-
AI/IoT business	89	104	115	220	128	161	173	251	81	143	282	-
robot home business	2,082	1,488	1,804	2,724	2,637	1,846	3,028	4,957	1,558	3,243	5,637	-
Flow income	1,333	806	1,140	2,084	1,899	1,165	2,329	4,238	748	2,483	4,932	-
Recurring income	749	681	664	640	738	681	698	718	810	760	704	-
Gross profit	870	810	774	980	1,466	812	993	1,159	907	978	1,200	-
AI/IoT business	69	80	92	175	104	108	125	162	63	104	189	-
robot home business	802	730	682	826	1,366	707	871	996	847	877	1,021	-
Selling, general and administrative expenses	635	619	697	735	867	847	851	822	901	910	964	-
Operating profit	235	191	77	244	599	▲34	142	337	5	67	236	-
AI/IoT business	31	39	41	129	54	52	56	98	11	54	143	-
robot home business	481	397	340	472	967	316	473	652	431	463	577	-
Flow income	55	49	29	164	613	4	181	309	▲10	35	224	-
Recurring income	425	347	310	308	354	311	292	343	441	427	353	-
Ordinary profit	228	192	73	243	594	▲33	129	328	171	34	162	-
Profit attributable to owners of parent	351	201	59	273	563	▲33	130	251	167	10	149	-

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	10,926	-
AI/IoT business	89	193	309	530	128	289	463	714	81	224	506	-
robot home business	2,082	3,571	5,376	8,101	2,637	4,483	7,511	12,469	1,558	4,802	10,439	-
Flow income	1,333	2,139	3,280	5,364	1,899	3,064	5,393	9,632	748	3,231	8,164	-
Recurring income	749	1,431	2,096	2,736	738	1,419	2,117	2,836	810	1,570	2,275	-
Gross profit	870	1,681	2,455	3,435	1,466	2,278	3,272	4,432	907	1,885	3,085	-
AI/IoT business	69	149	242	418	104	213	338	500	63	168	357	-
robot home business	802	1,532	2,214	3,041	1,366	2,074	2,946	3,943	847	1,724	2,746	-
Selling, general and administrative expenses	635	1,254	1,951	2,686	867	1,714	2,565	3,388	901	1,811	2,776	-
Operating profit	235	426	503	748	599	564	706	1,043	5	73	309	-
AI/IoT business	31	71	113	242	54	107	164	262	11	66	209	-
robot home business	481	878	1,218	1,691	967	1,284	1,758	2,410	431	894	1,472	-
Flow income	55	105	134	299	613	618	799	1,108	▲10	25	250	-
Recurring income	425	773	1,084	1,392	354	666	958	1,302	441	869	1,222	-
Ordinary profit	228	420	494	737	594	560	689	1,018	171	206	368	-
Profit attributable to owners of parent	351	553	613	886	563	530	661	912	167	177	327	-

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	12,462	-
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	10,623	-
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	1,839	-
Number of client companies of our DX services	33	37	39	40	43	46	48	51	52	56	59	-
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	2,280	-
Number of real estate delivered (Cumulative period)	12	20	30	47	8	17	33	65	3	16	53	-
Number of real estate intermediated (Cumulative period)	20	52	68	91	36	91	164	220	56	110	180	-
Managed properties (Total)	26,160	26,066	26,080	26,105	26,319	26,504	26,883	27,219	27,298	27,515	27,627	-
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	22,451	-
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	5,176	-
Occupancy rate (Overall)	97.4%	96.7%	96.7%	97.3%	98.0%	97.4%	97.1%	97.2%	98.4%	98.0%	97.8%	-
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%	98.0%	-
Management contract	94.9%	94.4%	95.2%	96.0%	96.4%	96.0%	95.6%	96.1%	97.4%	96.8%	97.1%	-

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

Unexpected visitor

In front of multiple dwelling entrance

Intercom for multiple dwelling

In front of individual entrance

Intercom for individual entrance

Before entry

Smart key

Remote open/close control

It is reassuring to be able to see the visitor's image on the monitor even from outside the home

Friend / family member — ✓ ✓ ✓ ...... 👍 **Requires no real key**   Open multiple dwelling entrance

Courier — ✓ ✓ ✕ ...... 👍 **Reduces redelivery risk**   Open only multiple dwelling entrance

Stranger — ✓ ✕ ✕ ...... 👍 **Improves security**   Not open as the visitor is a stranger

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

Enables an instant response, including notifying the police

Someone is entering the house from the window

Sensor detects opening or closing of the window

Open or close the window

Send notification to the app

センサーの開閉を検知しました！
異常がないか、ご確認ください。

20XX/07/01 11:25:02

閉じる

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

* Sample of an actual image
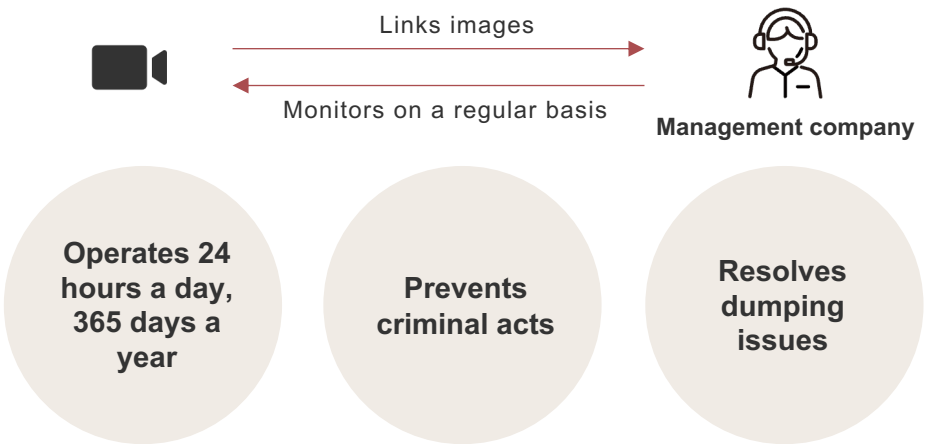
● **Deterrent effect on criminal acts**

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.
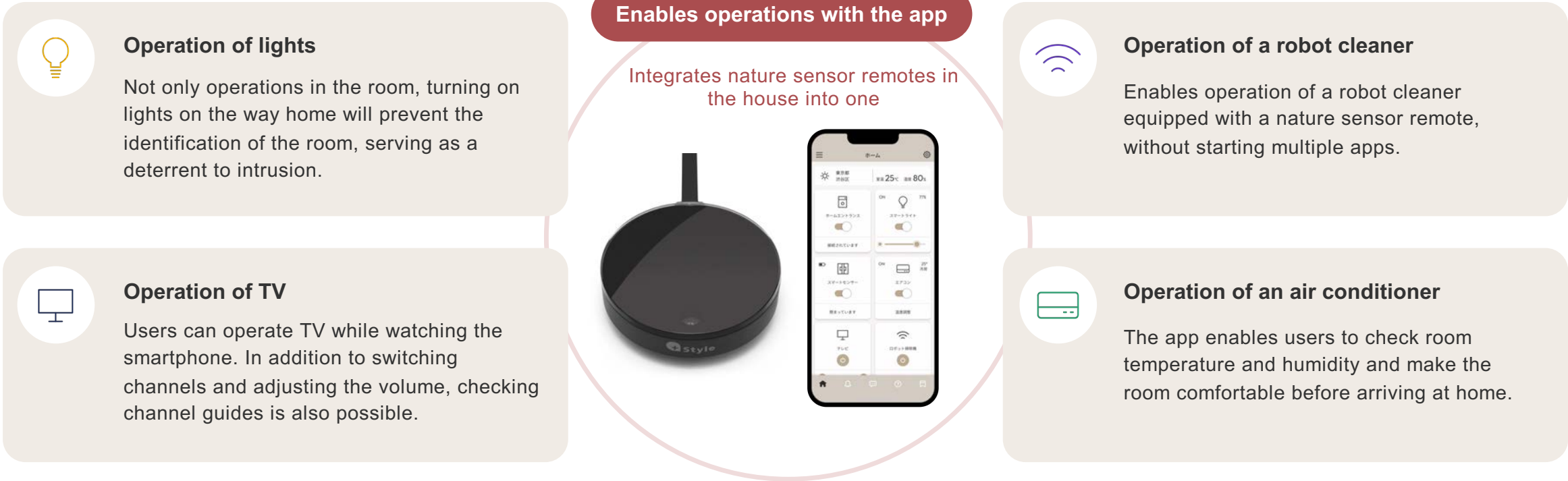
Links images →

← Monitors on a regular basis

Management company

Operates 24 hours a day, 365 days a year

Prevents criminal acts

Resolves dumping issues

* 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.

管理会社とチャットする

20XX/09/23（月）

キッチンの水道が水漏れを起こしましたので、ご対応いただけますでしょうか？写真を添付します。
10:13

かしこまりました。
水道業者の手配をいたします。
10:16

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

first call

Medical consultation with a doctor

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

サマリーポケット

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.

ORIX CarShare

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.

Universal demand for security

Fitness for a new lifestyle

Possibility of DX rental housing

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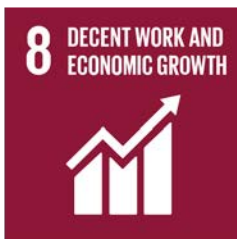https://www.ipa.go.jp/ikc/info/dxcp.html (in Japanese)

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

| 4 QUALITY EDUCATION | 8 DECENT WORK AND ECONOMIC GROWTH | 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE | 11 SUSTAINABLE CITIES AND COMMUNITIES |

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.