



OCHI Holdings Co., Ltd.

Supplementary Materials on Financial Results

for the Fiscal Year Ended March 31, 2025

June 23, 2025

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Overview of Consolidated Financial Results for the Fiscal Year Ended March 31, 2025

Results for the fiscal year ended March 31, 2025

Net Sales

117,084 million yen
vs FY2024 **+3,717** million yen
+3.3%

Net sales increased by 3.3% year on year due to the contribution of the corporate acquisitions conducted in the previous fiscal year.

Net sales excluding the contribution of the corporate acquisitions decreased by 1.9% year on year due to a decline in housing starts for owner-occupied houses and built-for-sale detached houses, which represent the main target for the Group.

		vs FY2024
Construction Materials Business	↑	+ 4.3%
Pre-cut Lumber Business	↓	▲ 3.9%
Air-conditioning, Heating and Cooling, and Household Products Business	↓	▲ 1.2%
Engineering Business	↑	+ 15.5%
Other	↑	+ 14.7%

Operating Profit

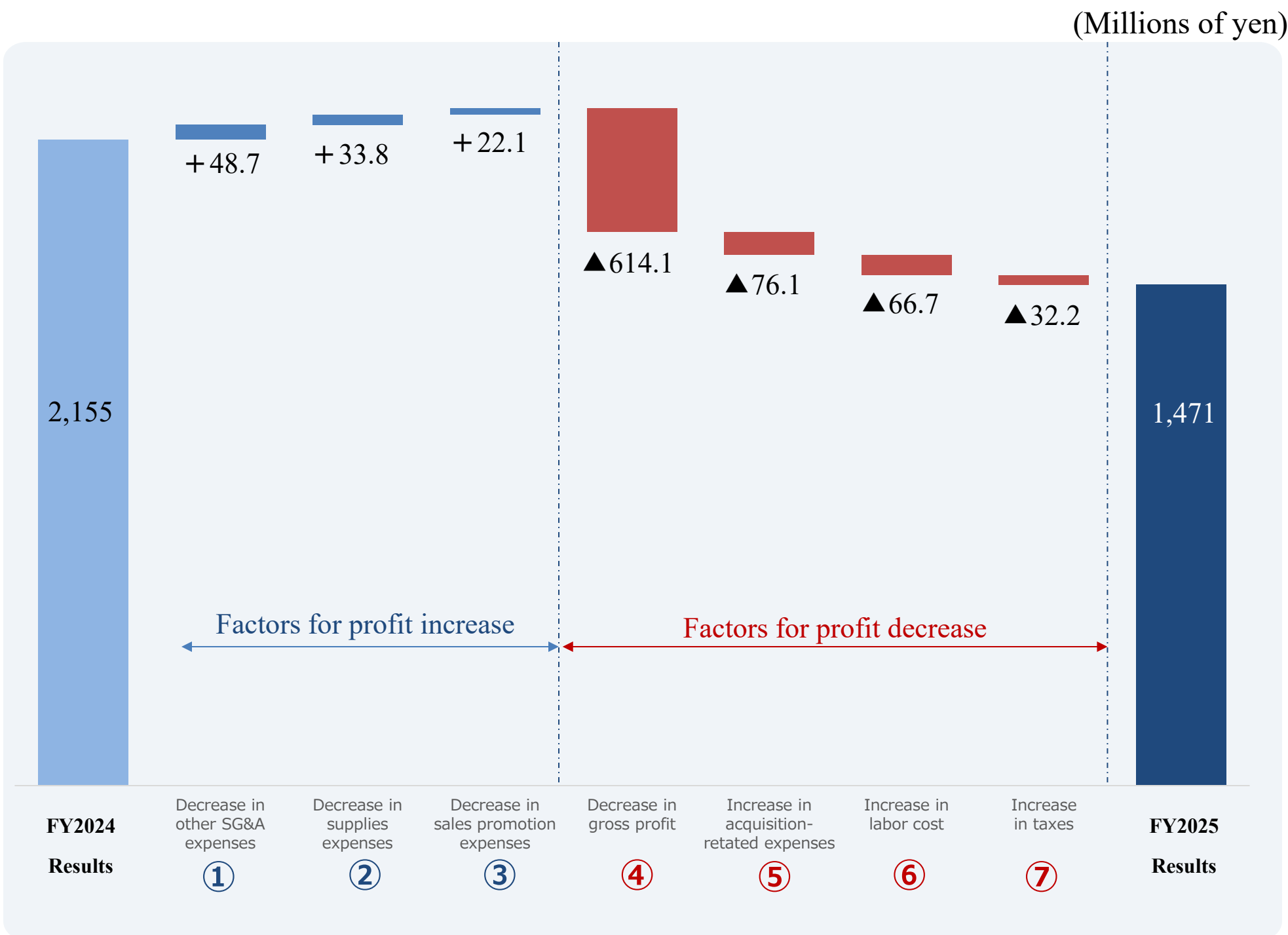
1,471 million yen
vs FY2024 **▲ 684** million yen
▲ 31.8%

Operating profit decreased by 31.8% year on year due to the significant impact of the decline in the housing starts for owner-occupied houses and built-for-sale detached houses as well as acquisition-related expenses.

Operating profit excluding the contribution of the corporate acquisitions and related expenses decreased by 26.5% year on year.

		vs FY2024
Construction Materials Business	↑	+ 3.5%
Pre-cut Lumber Business	↓	▲ 25.1%
Air-conditioning, Heating and Cooling, and Household Products Business	↑	+ 14.0%
Engineering Business	↓	▲ 46.7%
Other	↑	+ 2.0%

Analysis for Year-on-Year Changes in Operating Profit



Analysis for Changes in Operating Profit

① Decrease in other SG&A expenses

Other SG&A expenses decreased due to the absence of system costs incurred in the previous fiscal year for compliance with the invoice system.

② Decrease in supplies expenses

Supplies expenses decreased due to the absence of equipment purchase costs incurred in the previous year for the opening of the Tenyamachi Office.

③ Decrease in sales promotion expenses

Sales promotion expenses decreased due to a reduction in the number of events held and curbs on event costs.

④ Decrease in gross profit

Gross profit decreased due to lower sales and a higher cost of sales ratio.

⑤ Increase in acquisition-related expenses

Acquisition-related expenses increased due to the corporate acquisitions aimed at business expansion.

⑥ Increase in labor cost

Labor cost increased due to the expansion of administrative staff in response to the increase in the number of Group companies through corporate acquisitions.

⑦ Increase in taxes

Taxes increased due to the real estate acquisition tax and the fixed asset tax associated with the acquisition of the Tenyamachi Office and the Kumamoto Center of Ochi Sangyo Co., Ltd..

Net Sales by Segment



Millions of yen
Figures in [] represent composition ratios

	FY2024	FY2025	Changes	
			(Millions of yen)	(%)
Net Sales	113,366 [100.0%]	117,084 [100.0%]	+ 3,717	+ 3.3%
Construction Materials Business	69,927 [61.7%]	72,934 [62.3%]	+ 3,007	+ 4.3%
Pre-cut Lumber Business	14,729 [13.0%]	14,152 [12.1%]	▲576	▲3.9%
Air-conditioning, Heating and Cooling, and Household Products Business	17,769 [15.7%]	17,551 [15.0%]	▲217	▲1.2%
Engineering Business	8,258 [7.3%]	9,541 [8.1%]	+ 1,283	+15.5%
Other	3,142 [2.8%]	3,605 [3.1%]	+ 463	+14.7%
Intersegment sales or transfers	▲460	▲702	▲241	—

<Situation by Segment>

Construction Materials Business

Net sales of this business increased because TRESSA Co., Ltd. and Ai-build Corporation, which both became our subsidiaries in the previous fiscal year, contributed to the performance of this business, despite of the impact of the decline in new construction starts for owner-occupied houses and built-for-sale detached houses.

Pre-cut Lumber Business

Net sales of this business decreased due to the decline in new construction starts for owner-occupied houses and built-for-sale detached houses, as well as a trend toward single-story and smaller houses and a decline in the sales prices of pre-cut lumber resulting from lower lumber prices.

Air-conditioning, Heating and Cooling, and Household Products Business

Net sales of this business decreased due to a decline in the sales of textiles, household goods, and heating equipment to mass retailers although installation work for freezing equipment for logistics warehouses grew significantly.

Engineering Business

Net sales of this business increased, aided by the results of Yumita Construction Co., Ltd., which became our subsidiary in October 2024.

Other

Net sales of this business increased, aided by the results of Hit-il Co., Ltd., which became our subsidiary in May 2024 as well as a strong performance of automotive-related sales.

Operating Profit by Segment

Millions of yen

Figures in [] represent composition ratios

Figures in < > represent operating profit margin of each segment

	FY2024	FY2025	Changes	
Operating Profit	2,155 [1.9%]	1,471 [1.3%]	▲684	▲31.8%
Construction Materials Business	807 <1.2%>	835 <1.1%>	+28	+3.5%
Pre-cut Lumber Business	850 <5.8%>	637 <4.5%>	▲213	▲25.1%
Air-conditioning, Heating and Cooling, and Household Products Business	271 <1.5%>	309 <1.8%>	+38	+14.0%
Engineering Business	833 <10.1%>	444 <4.7%>	▲389	▲46.7%
Other	120 <3.8%>	122 <3.4%>	+2	+2.0%
Intersegment sales or transfers	▲727	▲877	▲150	—

<Situation by Segment>

Construction Materials Business

Operating profit increased due to the strong performance of several Group companies in Kyushu region despite the impact of an increase in freight-out.

Pre-cut Lumber Business

Operating profit decreased due to the lower net sales.

Air-conditioning, Heating and Cooling, and Household Products Business

Operating profit increased as higher purchase prices for materials were passed on to major customers in sales and installation work of freezing and refrigeration equipment and air-conditioning equipment.

Engineering Business

Operating profit decreased due to a decline in the profit margin and expenses related to the acquisition of subsidiary Yumita Construction Co., Ltd..

Other

Operating profit increased due to the strong performance of automotive-related sales despite the expenses related to the acquisition of subsidiary Hit-il Co., Ltd..

Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2026

Financial Results Forecast for FY2026

Net sales and operating profit are expected to increase mainly due to the inclusion of full-year results of Yumita Construction Co., Ltd., which became our subsidiary in October 2024.

Millions of yen

Figures in [] represent composition ratios

	FY2025	FY2026		
		FY Forecast	Change Amount YoY	Change % YoY
Net Sales	117,084 [100.0%]	125,000 [100.0%]	7,915	+ 6.8%
Operating Profit	1,471 [1.3%]	1,700 [1.4%]	228	+ 15.6%
Ordinary Profit	1,929 [1.6%]	2,200 [1.8%]	270	+ 14.0%
Profit attributable to owners of parent	1,040 [0.9%]	1,200 [1.8%]	159	+ 15.3%
Return On Equity	4.4%	5.1%	+ 0.7%	

Company Overview

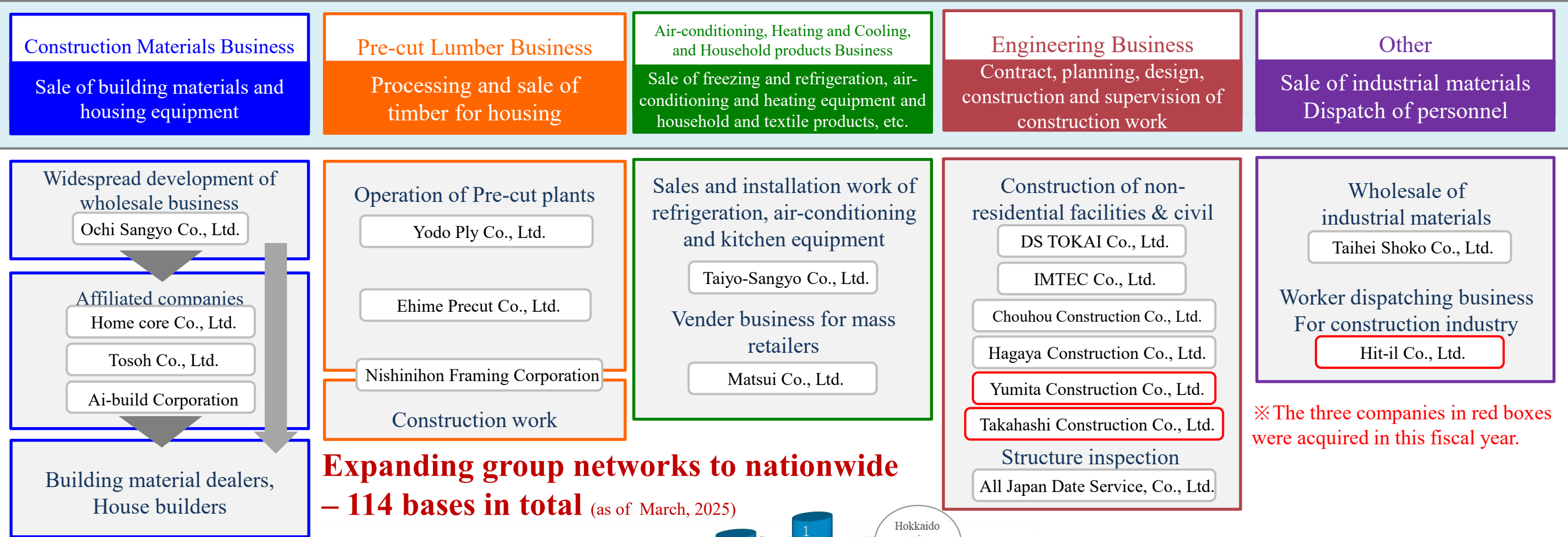
Company Name	OCHI Holdings Co., Ltd.
Representative	Michihiro Ochi
Head Office	3-12-20 Nanotsu, Chuo-ku, Fukuoka 810-0071, Japan
Founded	May 18, 1955
Established	October 1, 2010
Capital	400 million yen
Business Outline	Wholesale trade
Securities Code	3166 (Tokyo Standard • Fukuoka)
Stock Abbreviation	OCHI • HD
Stock Trading Unit	100
Number of Group Company	30 (as of March 31, 2025)
Number of Employees	1,716 (as of March 31, 2025)

Purpose
To create safe, secure and sustainable society

Basic Policy
① Transformation of business portfolio for sustainable growth
② Development of sales activities focusing on growth fields
③ Establishment of business foundation underpinning stable growth

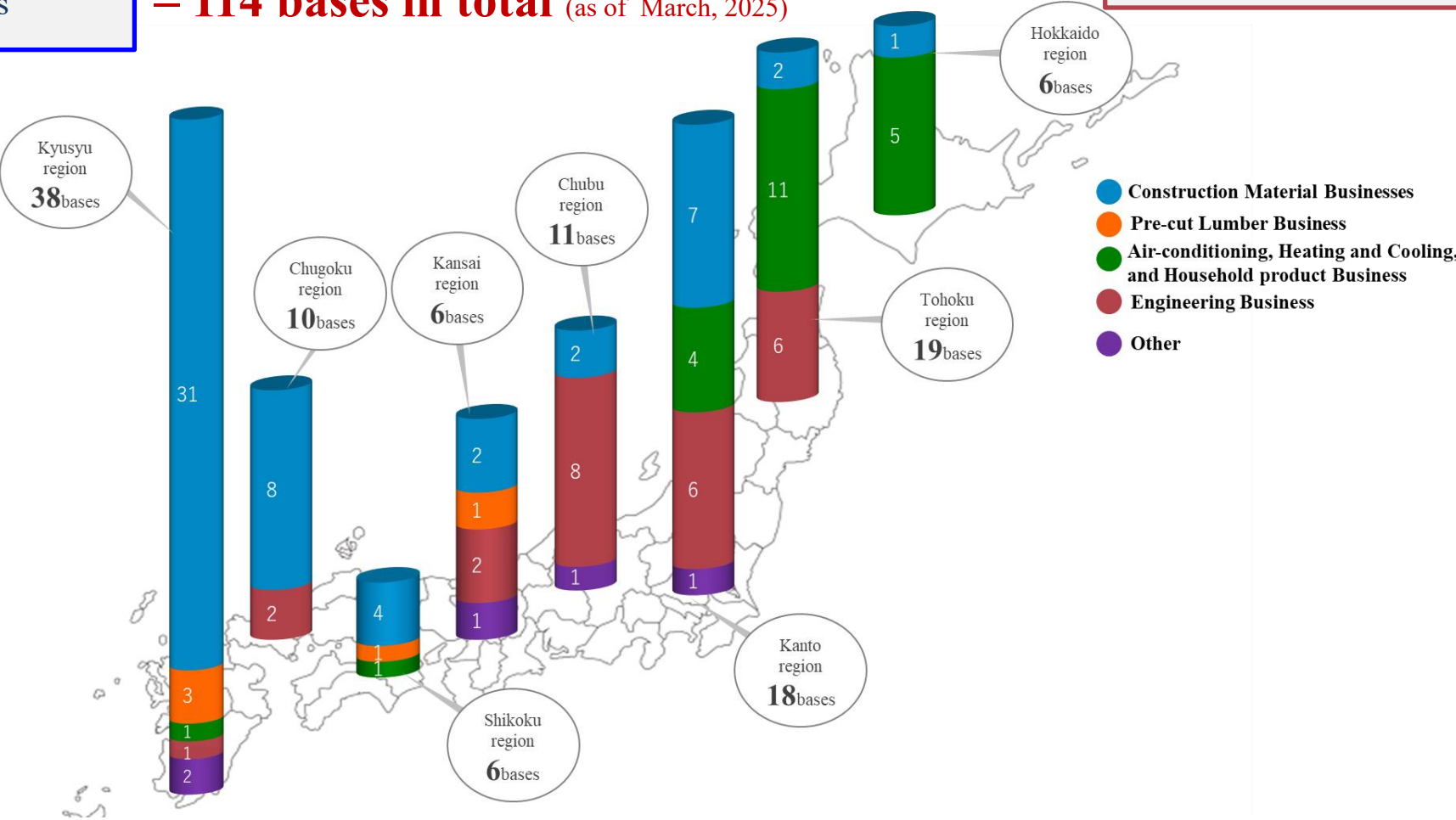
Principles of Conduct
Positiveness Faithfulness Steadiness

Business Segment and Geographical Locations

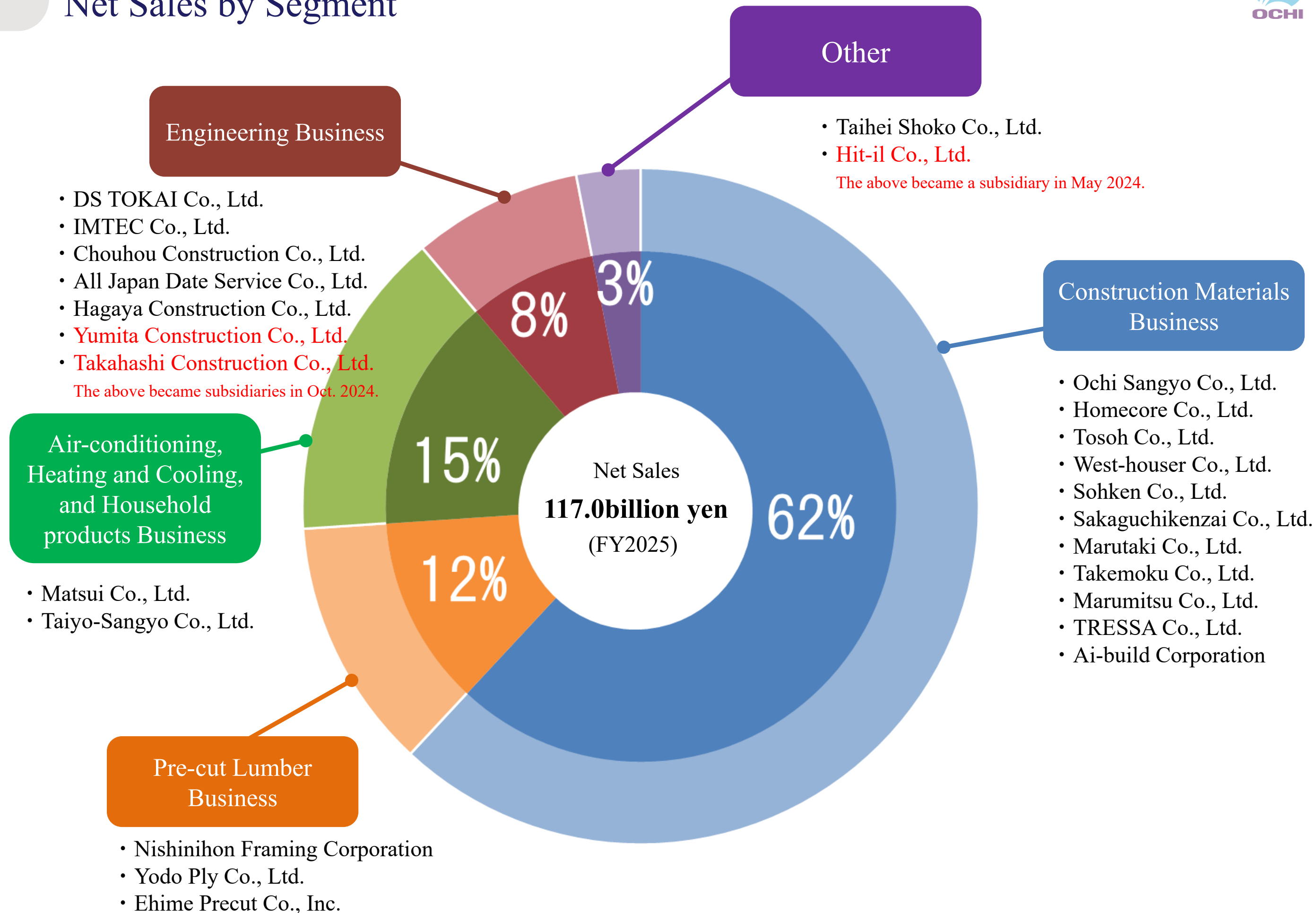


※ The three companies in red boxes were acquired in this fiscal year.

Expanding group networks to nationwide – 114 bases in total (as of March, 2025)



Net Sales by Segment



Various Initiatives

Approach to environmental issues

Greenhouse gas reduction target and efforts to reduce greenhouse gas emissions

The OCHI Group aims to reduce GHG emissions by 30% by FY2031, compared with FY2021 levels.

CO2 emissions in FY 2021 : 3,404 t - CO2 (metric tons CO2)

CO2 emissions in FY 2025 : 2,636 t - CO2 (metric tons CO2) Reduction of 22.5%

Energy Creation

• Yodo Ply Co., Ltd.

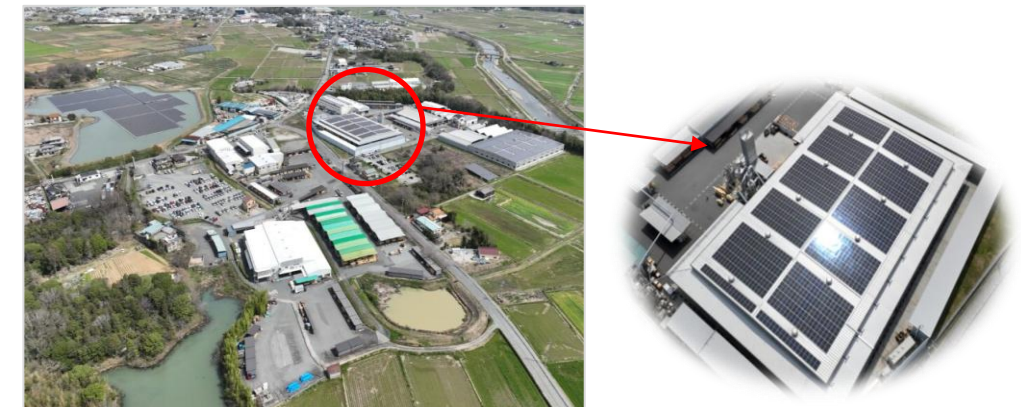
In February 2024, Self-consumption solar power generation system was installed on the roof of the pre-cut factory.

Amount of CO2 reduction : 182.7 t - CO2 / year

• Ochi Sangyo Co., Ltd. Kumamoto Center

In May 2025, Self-consumption solar power generation system was installed.

Amount of CO2 reduction : 18.47 t - CO2 / year



OCHI Group Forest

< From October 2023 > Yamaguchi Prefecture

Aiming at environmental conservation, we have been engaged in reforestation activities to sustain forests in deforest land.

Amount of CO2 absorption : 126.32 t - CO2 (for 5 years)



CDP climate change questionnaire

We have continuously responded to the climate change questionnaire from CDP (formerly the Carbon Disclosure Project), the UK-based international NGO, since FY2023.



Investment in human capital, Support for human resource development

- In June 2023, we established “OCHI Group Human Rights Policy”
- In March 2024, we conducted an engagement survey to improve the internal environment based on the Human Rights Policy.

Strengthening human resource development

- Well-established training system
 - New employee training including on-site training
 - Follow-up training for first to third-year employees
 - Training for next generation leaders
 - Skill development training through e-learning
 - External training focused on specialized areas



Implementation of health management

- Work-life balance efforts
- Mental health care
- Support for wealth building through employee stock ownership association and defined contribution pension
- Creating a supportive work environment for employee raising children (parental leave, shortened working hours)
- Four Group companies — Yodo Ply Co., Ltd., Chouhou Construction Co., Ltd., Yumita Construction Co., Ltd., and Takahashi Construction Co., Ltd. have been certified as the KIH (KENKO Investment for Health) Outstanding Organizations.

We have established the Kouchi scholarship foundation as a public interest incorporated foundation.

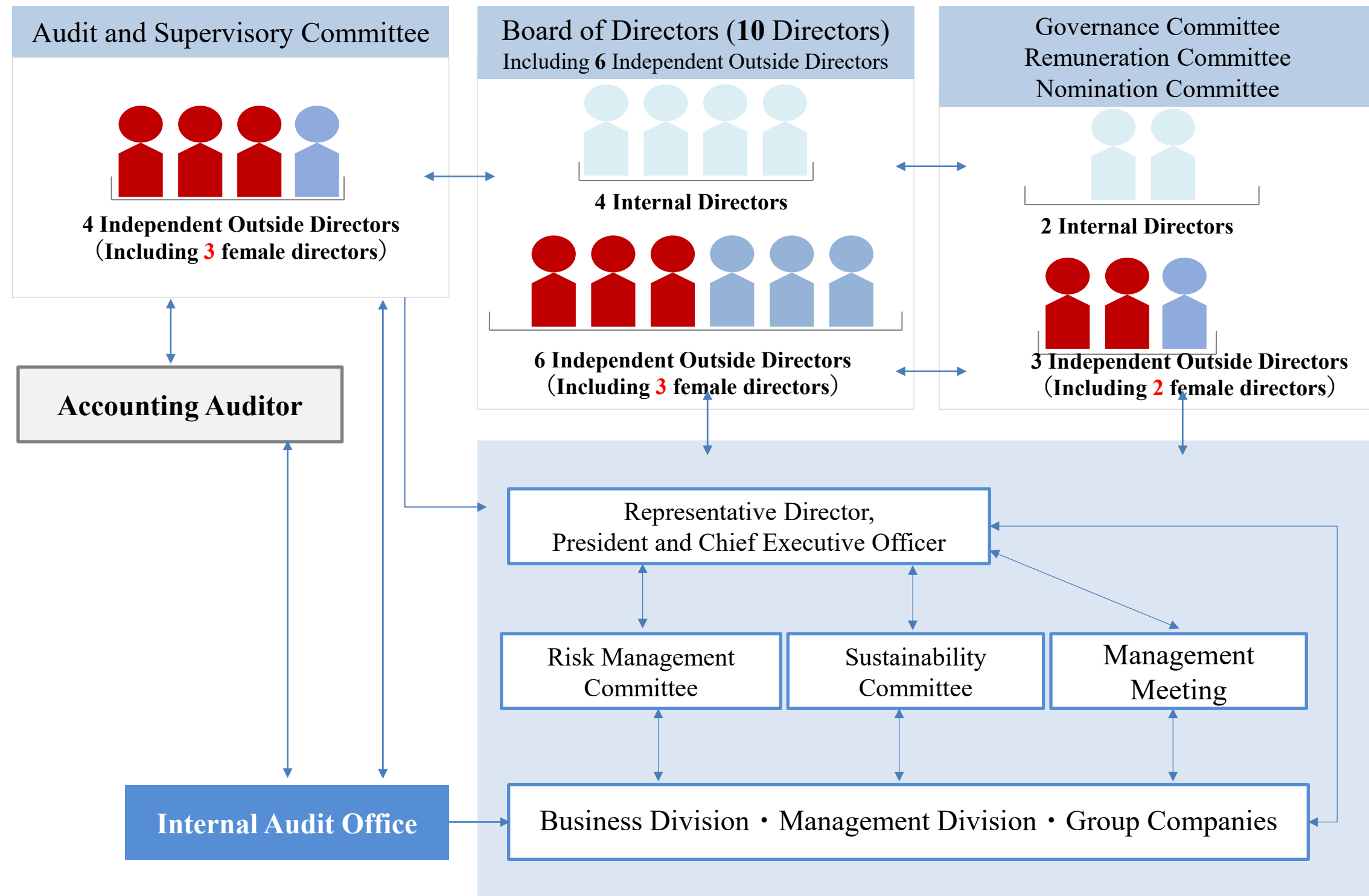
- To support for the development of talented students who can contribute to society, and the encouragement of academic studies.

Established	March 2022
Location	3-22 Tenyamachi, Hakata-ku, Fukuoka 812-0025, Japan
Work Description	Scholarships for students in the faculties of science and technology
Representative Director	Kenjiro Hashimoto President of Nippon Bunri University
Number of Scholarship Students	74 in FY2025

Strengthening Corporate Governance

We will establish a stronger and more transparent governance structure, with 30% of the Board of the Directors being women.

Governance Structure



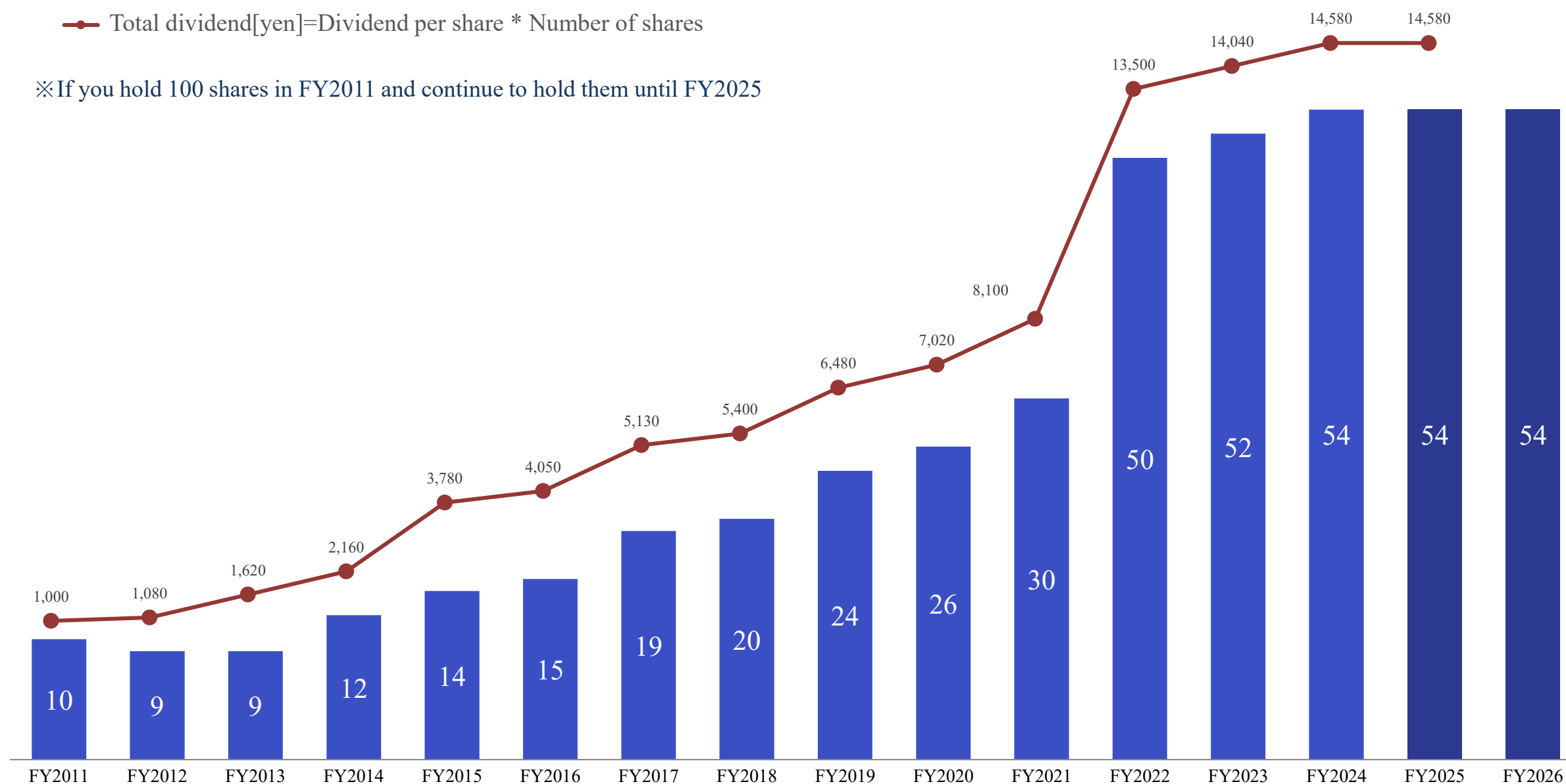
*The resolutions are scheduled to be made at the Annual General Meeting of Shareholders on June 25, 2025, and at the Board of Director meeting that will follow immediately afterwards.

Shareholder Returns

Our dividend policy is to provide dividends based on a Dividend On Equity(DOE) ratio of approximately 2.8% or a consolidated payout ratio of approximately 30%, whichever is higher.

—●— Total dividend[yen]=Dividend per share * Number of shares

※If you hold 100 shares in FY2011 and continue to hold them until FY2025



DOE	0.9%	0.9%	1.1%	1.2%	1.9%	1.8%	2.1%	2.0%	2.3%	2.3%	2.4%	3.5%	3.2%	3.1%	3.0%
Payout ratio	7.9%	4.7%	6.2%	7.3%	16.9%	17.4%	18.4%	19.6%	22.9%	23.7%	21.8%	18.8%	27.0%	33.4%	67.4%
Number of shares	100	120	180	180	270	270	270	270	270	270	270	270	270	270	270
Stock split		1:1.2	1:1.5		1:1.5										

Action to Implement Management that is Conscious of Cost of Capital and Stock Price

Current understanding of market evaluation

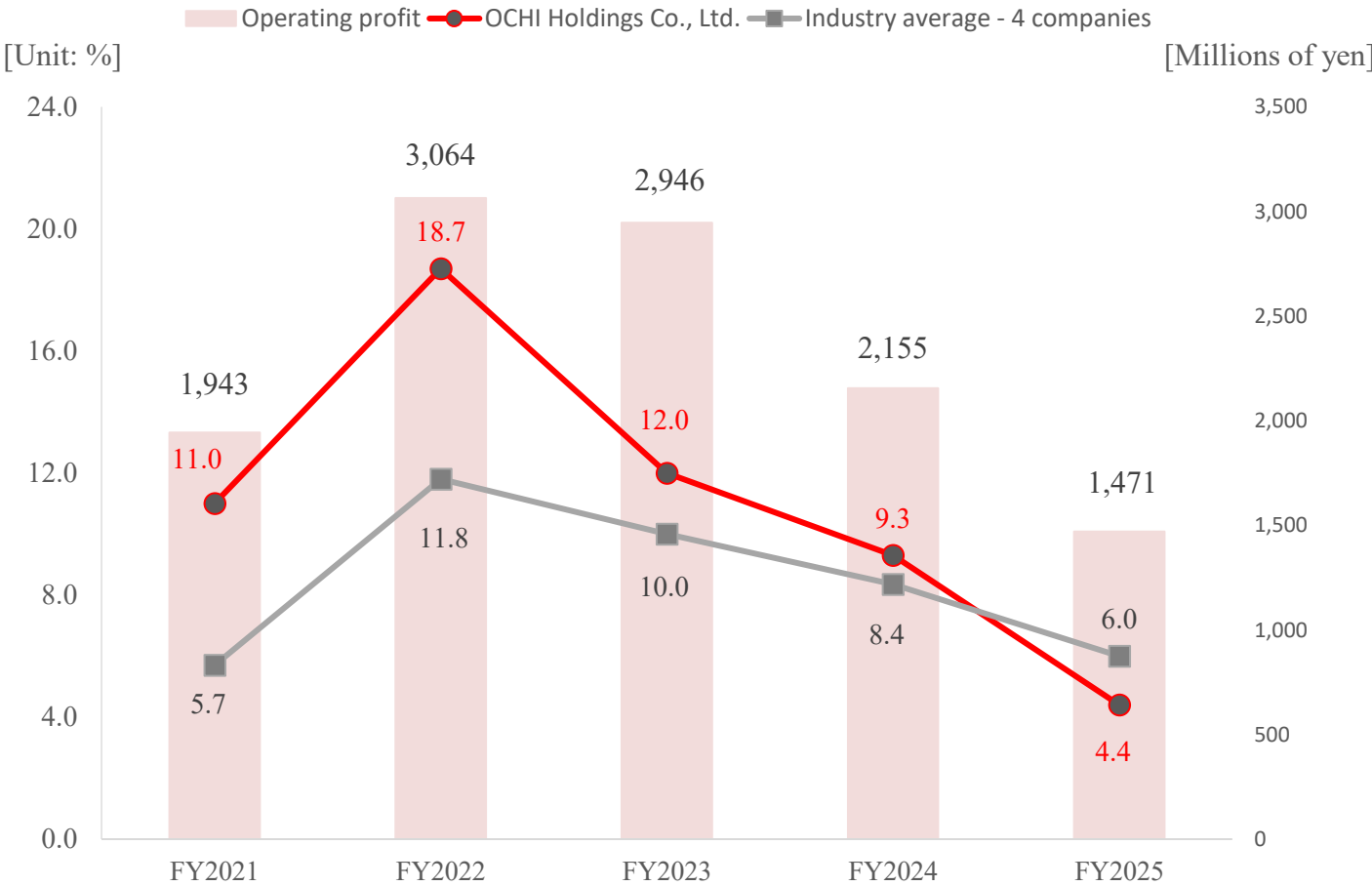
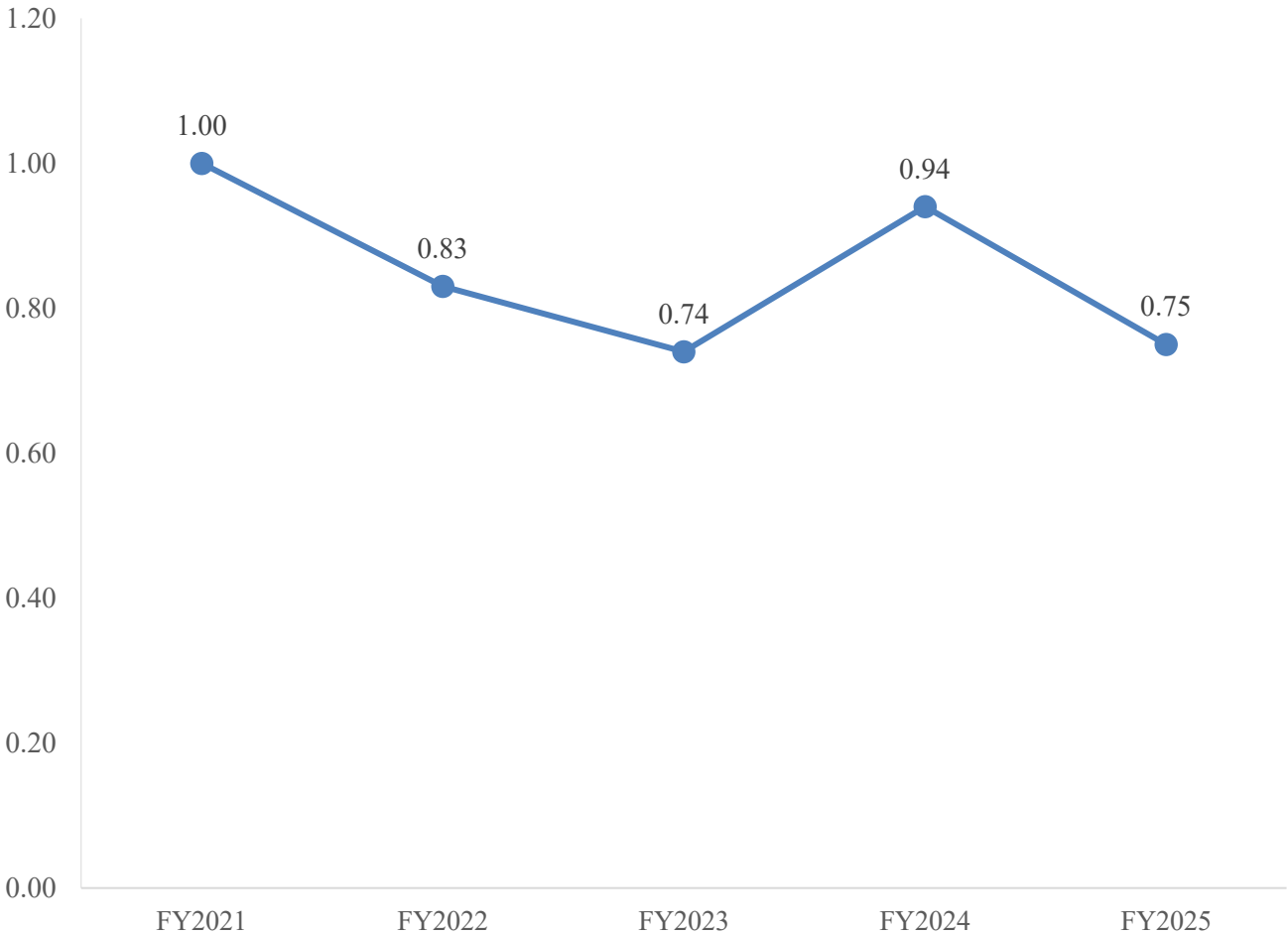
PBR

• Since the end of FY2022, PBR ratio had been below 1 x, and was 0.75 as of the end of FY2025.

ROE

• ROE had peaked in FY 2022 and it declined to 4.4% as of the end of FY2025.

[Unit: Ratio]



①Improvement of capital profitability

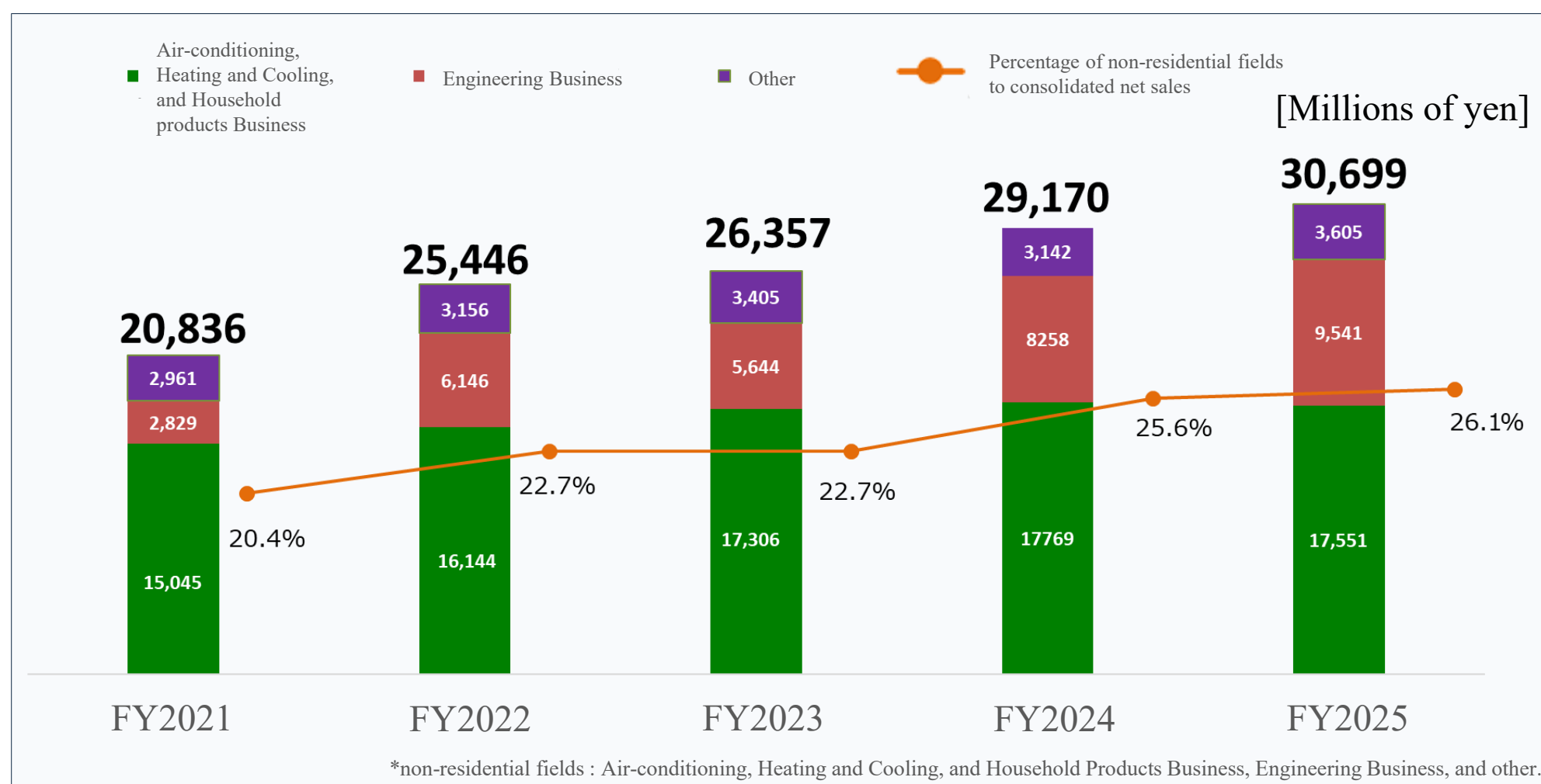
We strive to strengthen consolidated profitability while promoting development of sales activities focused on growth fields, and conducting corporate acquisitions with an emphasis on profitability.

②Transformation of business portfolio

In order to increase sales in non-residential fields, we acquired the following companies.

- May 2024 Hit-il Co., Ltd.
- October 2024 Yumita Construction Co., Ltd. including its two subsidiaries
- July 2025 (scheduled) Japan System Solution Co., Ltd.

Trends in sales in non-residential fields are shown below:



③Expanding shareholder returns

The basic policy is to strive to maintain stable dividend payments, and to pay dividends taking into account consolidated financial results. The Company provides dividends based on a Dividend On Equity(DOE) ratio of approximately 2.8% or a consolidated payout ratio of approximately 30%, whichever is higher.

④Improvement in liquidity of our shares

Trends in the tradable shares ratio of the Company -
FY2022 : 25.5%, FY2023 : 32.5%, FY2024 : 33.8%, FY2025 : 35.6%

⑤Strengthening IR activities

- Investor Communication
 - Briefings for institutional investors: twice (June and December 2024)
 - Briefings for individual investors: twice (October and December 2024)
 - English disclosure
 - Financial Results: 4 times (May, August, and November 2024, and February 2025)
 - Financial Presentation Materials: twice (June and December 2024)
 - Notice of Annual General Meeting of Shareholders: once (May 2024)

⑥Strengthening corporate governance

We plan to select 4 Internal Directors and 6 Outside Directors at the general meeting of shareholders in June 2025. Among all 10 Directors, 3 Directors will be female, representing 30% of the board.

⑦Sustainability

We established the sustainability committee and set the reduction target for greenhouse gas emissions within the Group at 30%, compared with FY2021 levels, for 10-year period from FY2022 to FY2031. FY2025 results were 22.5% reduction.



OCHI Holdings Co., Ltd.

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Finance Department 092-235-0604

Disclaimer Regarding Forward-looking Statements.

These presentation materials contain forward-looking statements based on the current assumptions and expectations in light of the information currently available.

Certain risks, uncertainties and various factors may cause the Company's actual results to differ materially from any projections presented here.

The Company undertakes no obligation to publicly update any forward-looking statements.

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