

MUGEN ESTATE Co.,Ltd.

# FY2026 1Q ended March 31, 2026 Financial Results

TSE Standard Market : 3299 | May 15, 2026

<https://www.mugen-estate.co.jp/en/>



MUGEN ESTATE



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**Appendix: Company Profile**

## Slowdown in sales progress of high-priced and large-scale properties

Sales of high-priced and large-scale properties were sluggish, with net sales of 12.5 billion yen (down 27.0% YOY), operating income of 1.0 billion yen (down 66.0% YOY), ordinary income of 0.7 billion yen (down 72.5% YOY), and profit attributable to owners of parent of 0.4 billion yen (down 75.5% YOY), resulting in a YOY decrease in both revenue and profit.

## Decline in overseas demand

Against the backdrop of rising geopolitical tensions, demand from overseas investors remained partially weak.

## Growth in regional areas

Sales are progressed steadily in regional areas (Net sales up 317.9% YOY / Number of units up 18 units YOY) . Proportion of net sales in Purchase & Resale Business grew to 16.5% (2.7% in the same period of the previous year)

## Progress of Real Estate Specified Joint Business

Completed sales of "Ogikubo Project" and launched sales of the new "Soka Project"

**01**

## Overview of FY2026 1Q Financial Results

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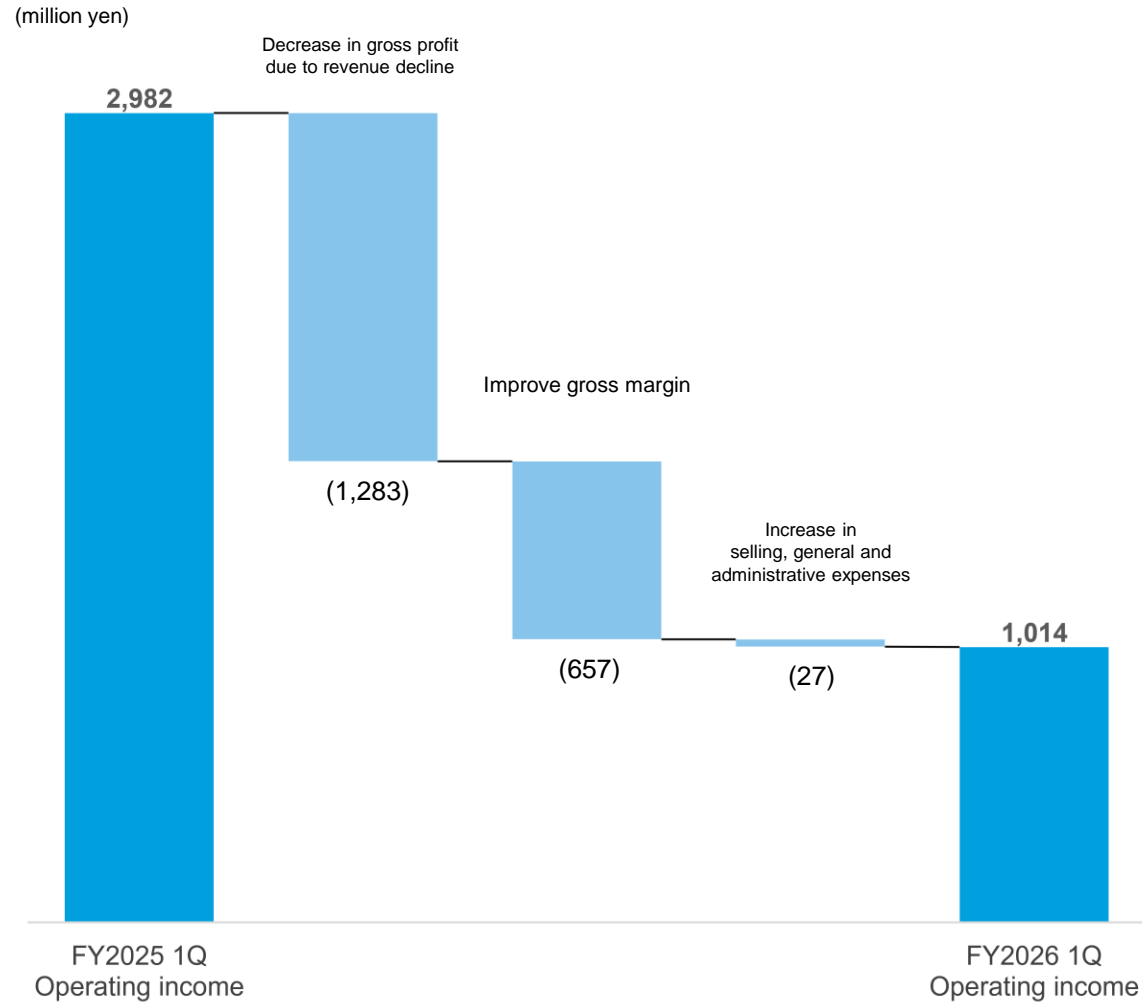


**MUGEN ESTATE**

(million yen)	FY2025 1Q		FY2026 1Q		YOY	
	Results	Proportion (%)	Results	Proportion (%)	Change	Rate (%)
<b>Net sales</b>	17,153	100.0	12,523	100.0	(4,630)	(27.0)
<b>Gross profit</b>	4,756	27.7	2,815	22.5	(1,940)	(40.8)
<b>Operating income</b>	2,982	17.4	1,014	8.1	(1,968)	(66.0)
<b>Ordinary income</b>	2,656	15.5	731	5.8	(1,924)	(72.5)
<b>Profit attributable to owners of parent</b>	1,800	10.5	440	3.5	(1,360)	(75.5)

● **Main Factors**

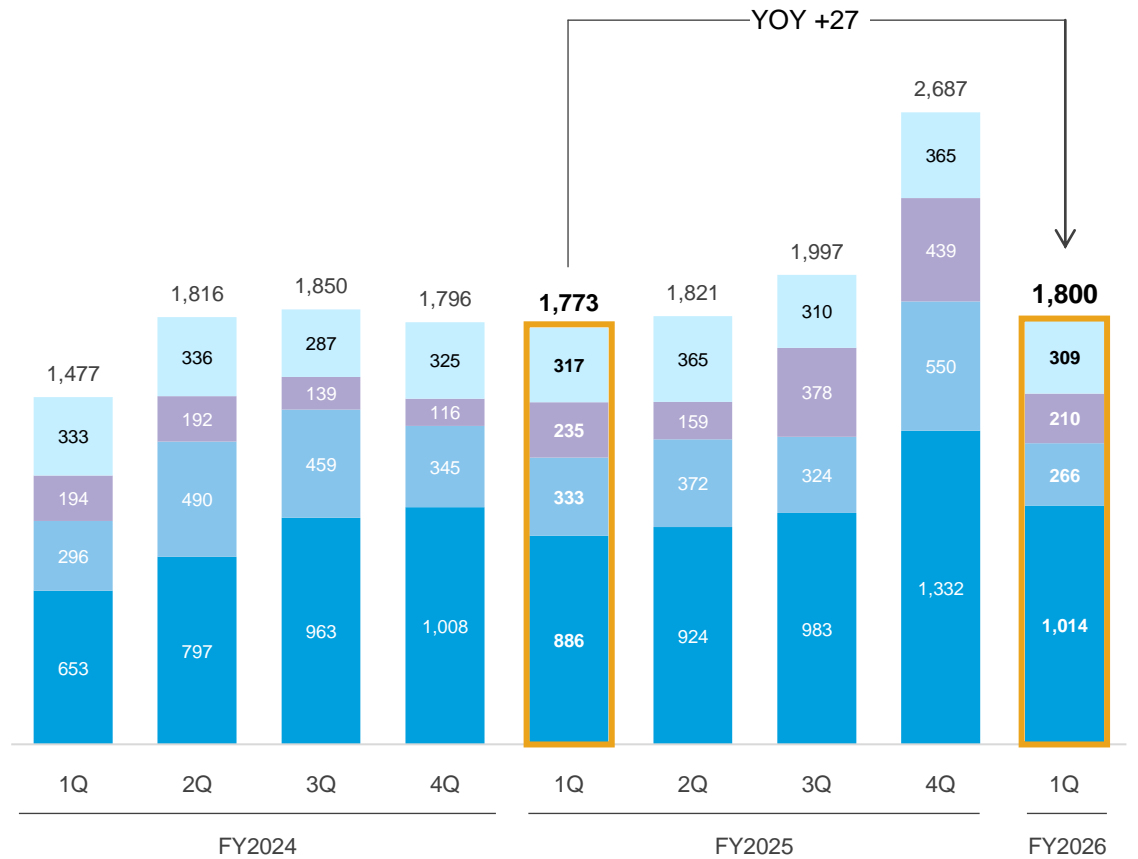
- Purchase & Resale Business, which is the core business, decreased 31.4% YOY
- Gross profit margin decreased 5.2pt YOY due to a decrease in unit sales of highly profitable large-scale properties
- Due to an increase in interest-bearing debt and a rise in borrowing interest rates, interest expenses increased to 300 million yen (an increase of 120 million yen YOY)



## SGA Trends

(million yen)

- Personal expenses
- Taxes and dues
- Sales commission
- Others



(million yen)	FY2025 1Q	FY2026 1Q	YOY	
	Results	Results	Change	Rate (%)
<b>Net sales</b>	17,153	12,523	(4,630)	(27.0)
Real Estate Trading Business	16,505	11,661	(4,843)	(29.3)
- Purchase and Resale Business (Investment-type properties)	3,347	5,527	2,180	65.1
- Purchase and Resale Business (Residential-type properties)	13,126	5,780	(7,345)	(56.0)
- Real Estate Development Business	-	-	-	-
- Real Estate Specified Joint Business	-	335	335	-
- Others	31	17	(14)	(45.9)
Leasing and Other Business	648	862	213	32.9
<b>Operating income (Segment profit)</b>	3,591	1,659	(1,932)	(53.8)
Real Estate Trading Business	3,396	1,436	(1,959)	(57.7)
Leasing and Other Business	195	222	26	13.8

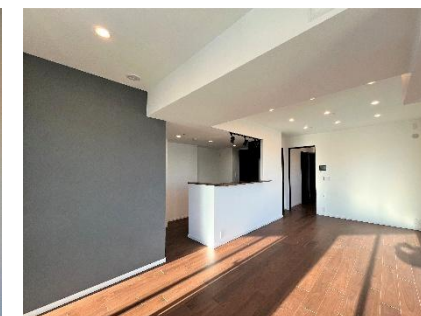
## ● Main Factors

- Sales of investment-type properties (whole-building income-producing properties over 300 million yen) increased YOY
- Sales of high-priced residential-type properties decreased significantly YOY
- Completion of sales for the Ogikubo Project
- Increase in rental income due to an increase in real estate for sale and non-current assets

(million yen)	FY2025 1Q	FY2026 1Q	YOY	
	Results	Results	Change	Rate (%)
<b>Net sales</b>	16,473	11,308	(5,165)	(31.4)
Investment-type properties	3,347	5,527	2,180	65.1
Residential-type properties	13,126	5,780	(7,345)	(56.0)
<b>Unit sales</b>	139	145	6	4.3
Investment-type properties	44	35	(9)	(20.5)
Residential-type properties	95	110	15	15.8
<b>Average selling price</b>	118.5	77.9	(40.5)	(34.2)
Investment-type properties	76.0	157.9	81.8	107.6
Residential-type properties	138.1	52.5	(85.6)	(62.0)
<b>Overseas investors</b>				
Net sales	7,057	2,280	(4,777)	(67.7)
Unit sales	36	21	(15)	(41.7)
Average selling price	196.0	108.6	(87.4)	(44.6)

## Main Factors

- Investment-type: Net sales increased YOY as sales of whole-building income-generating properties (over 300 million yen) progressed, pushing up the average selling price despite a decrease in unit sales.
- Residential-type: Average selling price decreased significantly YOY as sales of high-priced properties remained sluggish, despite an increase in unit sales.
- Overseas investors: Both unit sales and net sales decreased significantly as demand from some overseas investors remained weak.
- Initiatives have also commenced in Purchase & Resale Business to expand the supply of environmentally friendly real estate. Sold a condo unit in Nakano-k u, Tokyo, after obtaining Building-Housing Energy-Efficiency Labeling System (BELS) certification.



(million yen)

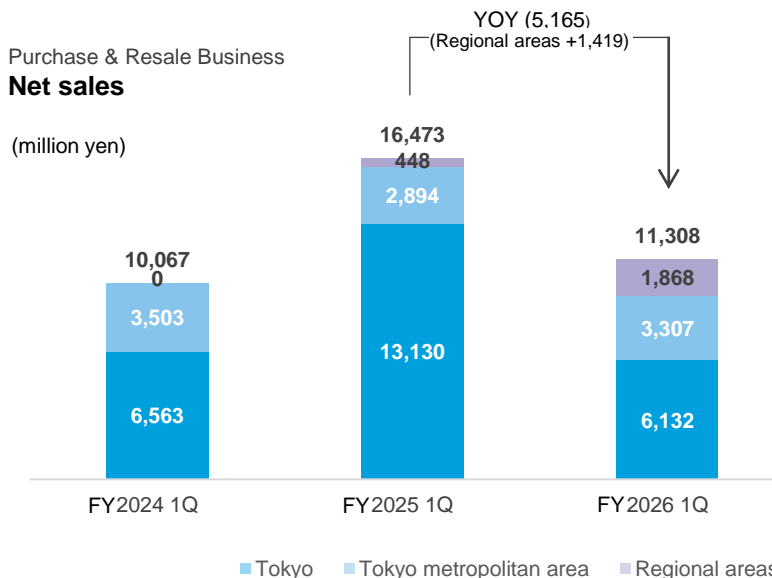
Investment-type properties	FY2025 1Q				FY2026 1Q				YOY	
	Area	Unit sales	Proportion (%)	Sales amount	Average price	Unit sales	Proportion (%)	Sales amount	Average price	Unit sales
Tokyo	29	65.9	2,002	69.0	19	54.3	2,467	129.8	(10)	465
Tokyo metropolitan area * (Excluding Tokyo)	12	27.3	1,072	89.3	9	25.7	1,762	195.8	(3)	690
Regional areas	3	6.8	272	90.9	7	20.0	1,297	185.3	4	1,024
<b>Total</b>	<b>44</b>	<b>100.0</b>	<b>3,347</b>	<b>76.0</b>	<b>35</b>	<b>100.0</b>	<b>5,527</b>	<b>157.9</b>	<b>(9)</b>	<b>2,180</b>

Residential-type properties	FY2025 1Q				FY2026 1Q				YOY	
	Area	Unit sales	Proportion (%)	Sales amount	Average price	Unit sales	Proportion (%)	Sales amount	Average price	Unit sales
Tokyo	39	41.1	11,128	285.3	45	40.9	3,664	81.4	6	(7,464)
Tokyo metropolitan area * (Excluding Tokyo)	50	52.6	1,822	36.4	45	40.9	1,545	34.3	(5)	(276)
Regional areas	6	6.3	175	29.2	20	18.2	571	28.5	14	395
<b>Total</b>	<b>95</b>	<b>100.0</b>	<b>13,126</b>	<b>138.1</b>	<b>110</b>	<b>100.0</b>	<b>5,780</b>	<b>52.5</b>	<b>15</b>	<b>(7,345)</b>

\* Tokyo metropolitan area (excluding Tokyo) includes the three prefectures of Kanagawa, Chiba, and Saitama.

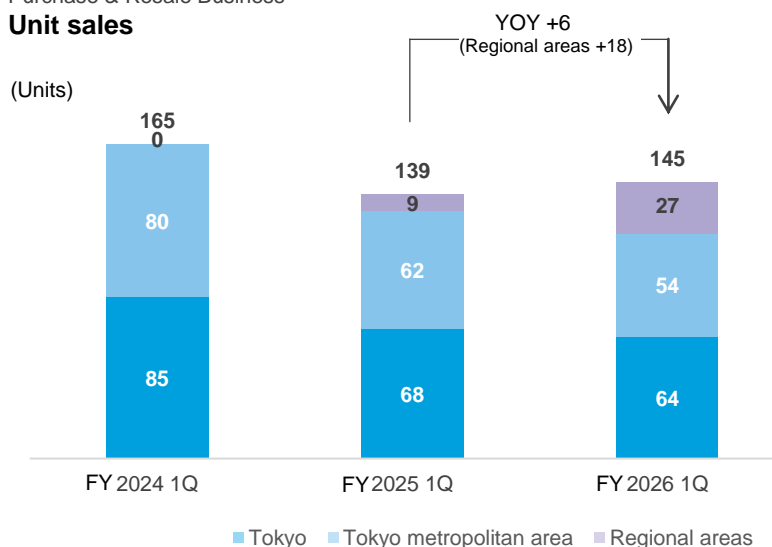
Purchase & Resale Business  
**Net sales**

(million yen)



Purchase & Resale Business  
**Unit sales**

(Units)



## Real Estate Development Business

- **Pipelines of development projects**

- **[SIDEPLACE IKEBUKURO WEST]**

- Scheduled for 2026

- Steel construction, 12 floors

- Shops (F&B/merchandise sales): 12 units

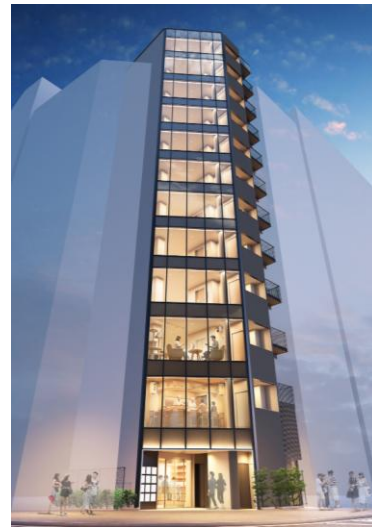
- **[SIDEPLACE KANDASUDACHO]**

- Scheduled for 2026

- Steel construction, 6 floors

- Shops (F&B/merchandise sales): 6 units

Exterior image



[SIDEPLACE IKEBUKURO WEST ]

- **Commencement of new projects**

- Commenced demolition of existing buildings and design work for new development on five development sites

## Real Estate Specified Joint Business

- **8th project: Ogikubo Project Voluntary Partnership (Phase 2)**

- Property name: OnCo Ogikubo / D-R HOMES Ogikubo

- Structure: Reinforced concrete, 5 stories above ground, flat roof

- Phase 2 offer price: 342 million yen (342 units offered at 1 million yen per unit)

- \*Sold out in March 2026

- **9th project: Soka Project Voluntary Partnership (Phase 1)**

- Property name: Midori no Yakata (Geriatric Health Services Facility)

- Structure: Reinforced concrete, 5 stories above ground, flat roof

- Phase 1 offer price: 440 million yen (440 units offered at 1 million yen per unit)

- \*Sales offering starts in March 2026

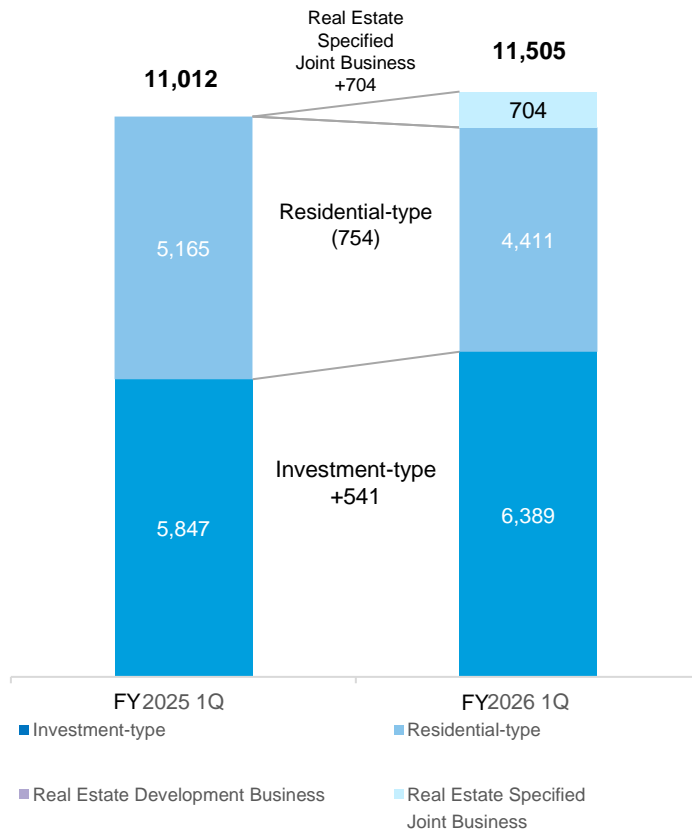
[Soka Project]



- Purchase & Resale Business: Promoted acquisitions while considering the balance between property profitability and inventory
- Real Estate Specified Joint Business: Purchased properties for the Soka Project (currently on sale)

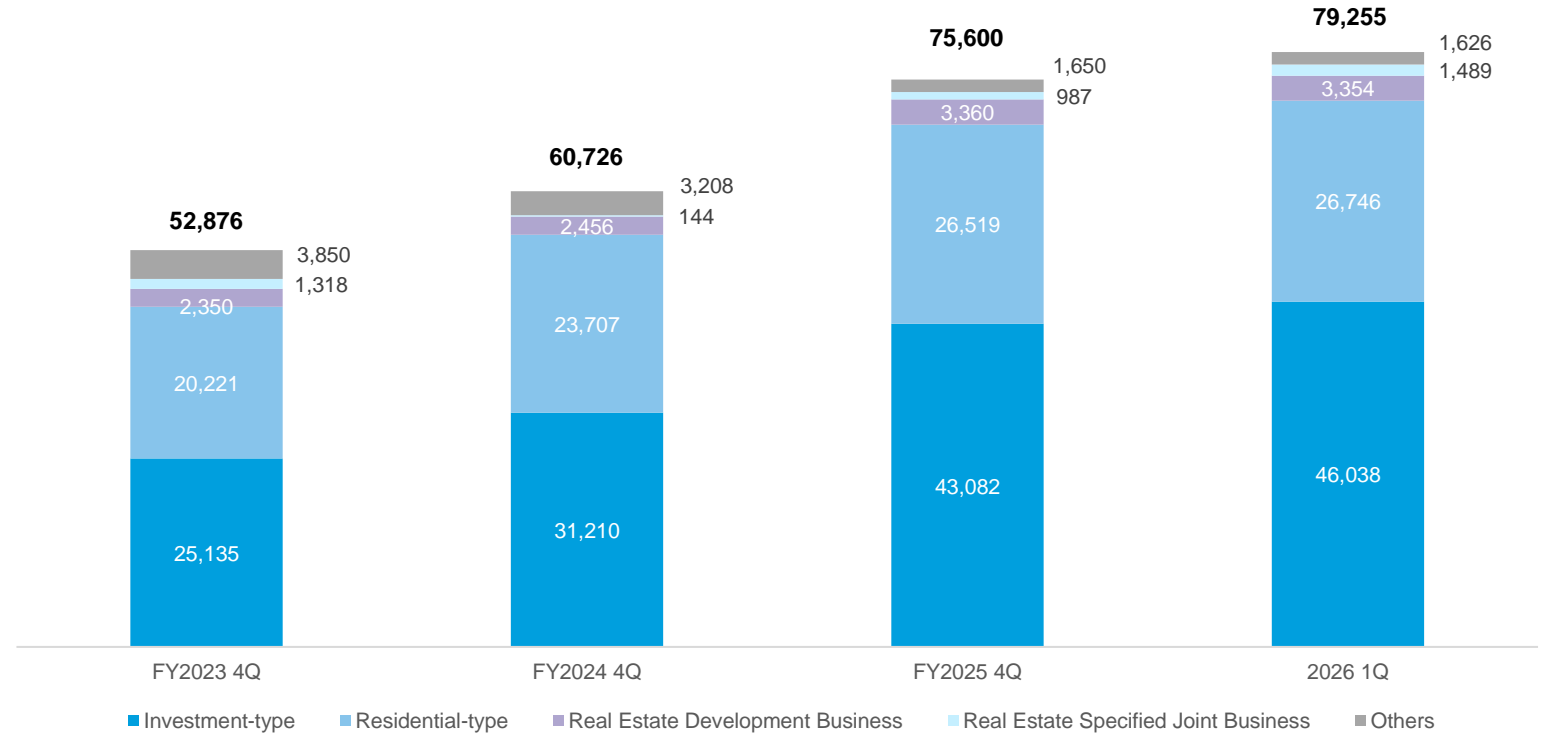
## Acquisitions by Business Segments

(million yen)



## Inventory of Real Estate for Sale

(million yen)



\* Real estate for sale (inventory) figures are non-consolidated figures.

(million yen)	As of Dec.31,2025	As of Mar.31,2026	YOY	
	Results	Results	Change	Rate (%)
<b>Current assets</b>	98,354	100,072	1,717	1.7
Cash & deposits	20,718	18,158	(2,559)	(12.4)
Real estate for sale	75,499	79,162	3,662	4.9
<b>Non-current assets</b>	8,291	8,325	34	0.4
<b>Total assets</b>	106,698	108,443	1,745	1.6

## ● Main Factors

● Tax payments, dividend payments, etc.

<b>Current liabilities</b>	29,956	29,309	(647)	(2.2)
Short-term interest-bearing debt	23,260	23,507	247	1.1
<b>Non-current liabilities</b>	40,939	44,517	3,577	8.7
Long-term interest-bearing debt	39,503	42,949	3,445	8.7
<b>Total liabilities</b>	70,896	73,826	2,930	4.1
<b>Total net assets</b>	35,802	34,617	(1,185)	(3.3)
<b>Total liabilities &amp; net assets</b>	106,698	108,443	1,745	1.6

● Increase in long-term debt due to the increase in investment-type properties

● Equity ratio 31.8% (KPI: 30.0% - 35.0%)  
Net DE ratio 1.4x (KPI: 1.2x - 1.5x)

<b>Average loan period (Investment-type)</b>	3yr 2mo.	3yr 6mo.	4mo.	-
<b>Average loan period (Residential-type)</b>	1yr 0mo.	1yr 0mo.	-	-

● Extension of borrowing periods in response to changes in market conditions

02

## FY2026 Progress of Earnings Forecast

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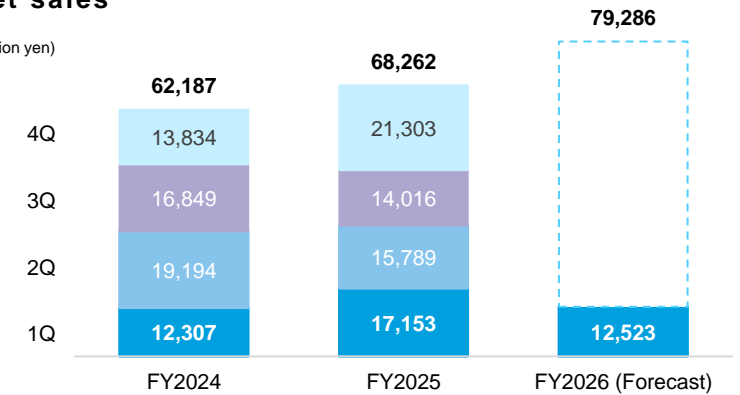
MUGEN ESTATE

# FY2026 Progress of Full-Year Earnings Forecast <Consolidated>

(million yen)	FY2025	FY2026	FY2026 1Q	
	Results	Forecast	Results	Progress (%)
<b>Net sales</b>	68,262	79,286	12,523	15.8
Real Estate Trading Business	65,327	75,278	11,661	15.5
Leasing and Other Business	2,935	4,008	862	21.5
<b>Gross profit</b>	19,328	21,446	2,815	13.1
Ratio to net sales	28.3%	27.0%	22.5%	-
<b>Operating income</b>	11,049	12,398	1,014	8.2
Ratio to net sales	16.2%	15.6%	8.1%	-
<b>Ordinary income</b>	9,951	11,058	731	6.6
Ratio to net sales	14.6%	13.9%	5.8%	-
<b>Profit attributable to Profit attributable to owners of parent</b>	6,659	7,595	440	5.8
Ratio to net sales	9.8%	9.6%	3.5%	-

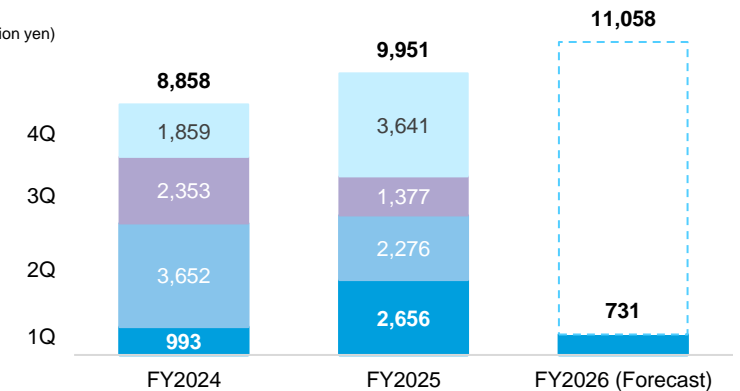
## Net sales

(million yen)



## Ordinary income

(million yen)



# FY2026 Progress of Full-Year Earnings Forecast <Net Sales for Reportable Business Segments>

(million yen)	FY2025	FY2026	FY2026 1Q	
	Results	Forecast	Results	Progress (%)
<b>Real Estate Trading Business</b>	65,327	75,278	11,661	15.5
Purchase and Resale Business (Investment-type properties)	30,866	39,379	5,527	14.0
Purchase and Resale Business (Residential-type properties)	32,438	31,086	5,780	18.6
Real Estate Development Business	632	2,083	-	-
Real Estate Specified Joint Business	1,301	2,406	335	13.9
<b>Leasing and Other Business</b>	2,935	4,008	862	21.5

## ● Future Policy

While demand from overseas investors is expected to be limited, and taking into account uncertainties such as delays in material delivery due to the situation in the Middle East, we plan to strengthen sales by targeting domestic investors and end-users as our main targets under flexible pricing.

Promote early sale of two completed properties

Strengthen sales and expand sales channels for early sale of the Soka Project, while simultaneously promoting the planning of new projects

(million yen)	FY2025	FY2026	FY2026 1Q	
	Results	Forecast	Results	Progress (%)
<b>Real Estate Trading Business</b>	54,813	63,700	11,505	18.1
Purchase and Resale Business (Investment-type properties)	29,282	36,000	6,389	17.7
Purchase and Resale Business (Residential-type properties)	23,660	24,000	4,411	18.4
Real Estate Development Business	1,130	1,800	-	-
Real Estate Specified Joint Business	740	1,900	704	37.1

## ● Future Policy

● Based on the external environment, such as rising costs and supply constraints due to the situation in the Middle East, we will accurately assess market trends while ensuring thorough purchasing with a focus on profitability.

● For the acquisition of new land, we will assess profitability and select sites carefully.

● While monitoring the impact of tax reforms, we will promote the acquisition of attractive projects as investment products.

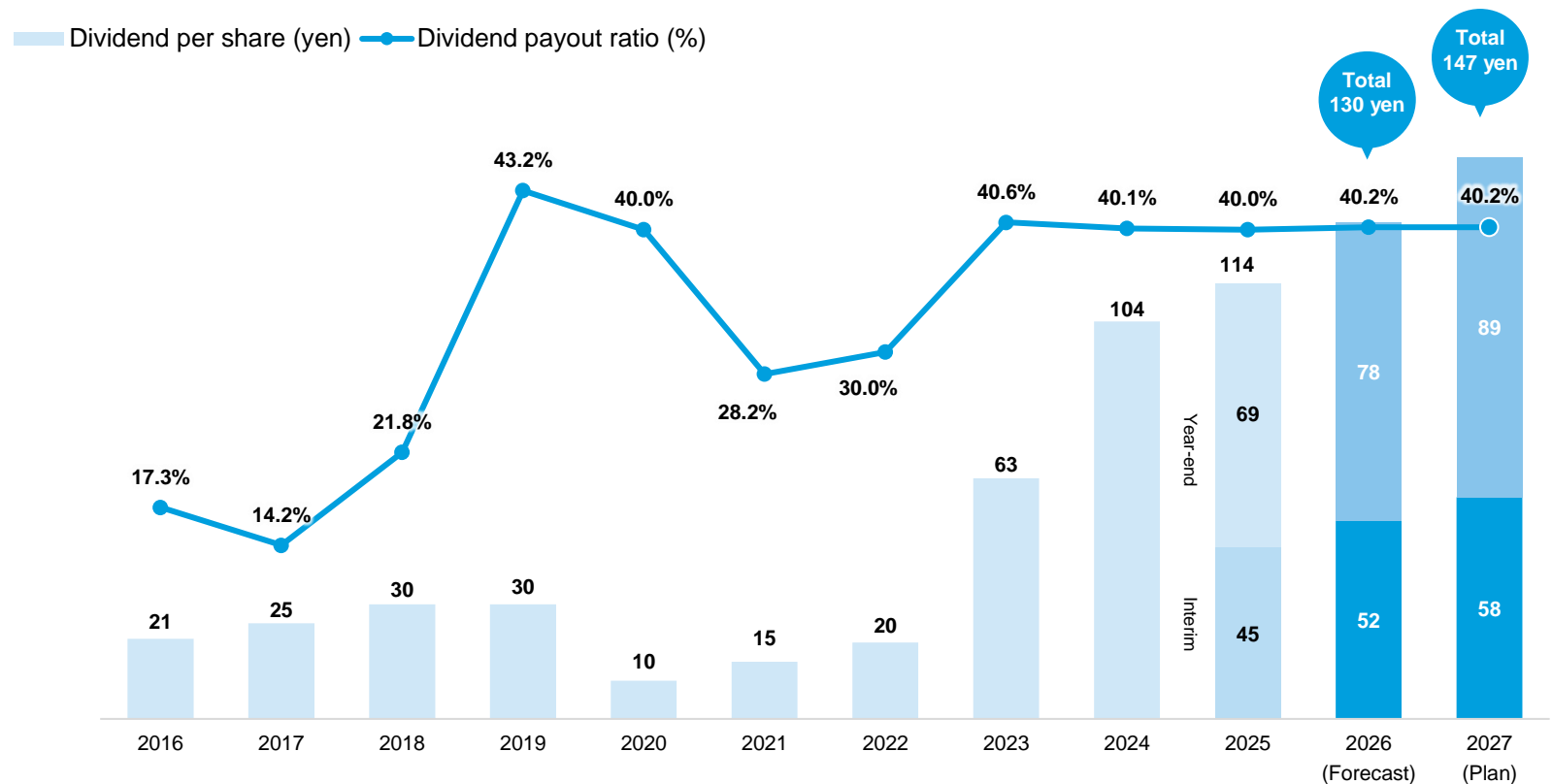
## Basic Policy for Dividend Distribution

### The Group's basic policy

- The Group continues to pay dividends consistently, while simultaneously strengthening its financial position and enhancing its internal reserves to expand its businesses on a long-term basis.
- The Group determines profit allocation comprehensively considering the financial results, the cost of capital based on the balance sheet, capital profitability and other factors.
- The Group aims for a consolidated dividend payout ratio of 40% or more in the medium to long term.
- We will pay dividends twice a year, an interim dividend and a year-end dividend, in order to enhance opportunities to return profits to our shareholders.

## Dividend Forecasts

We expect to pay a dividend of 130 yen for FY2026 (interim dividend of 52 yen and a year-end dividend of 78 yen).



## Appendix: Company Profile

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**MUGEN ESTATE**

- The number of 1-on-1 interviews with shareholders and institutional investors reached 74 (cumulative FY2025), a record high
- Continue to enhance information disclosure and strengthen dialogue to improve liquidity

Third Medium-Term Management Plan

## IR/SR Policy

### For shareholders and investors Enhance disclosure and dialogue

- Enhance website disclosure
- Simultaneous Japanese and English disclosure (including timely and voluntary releases)
- Improve non-financial disclosure
- Strengthen individual IR/SR interviews

### Improving stock liquidity

- Continue to hold briefings for individual investors
- Hold IR events for investors
- More opportunities to contact overseas investors

## IR/SR Activity in FY2025 / IR/SR Plan for FY2026

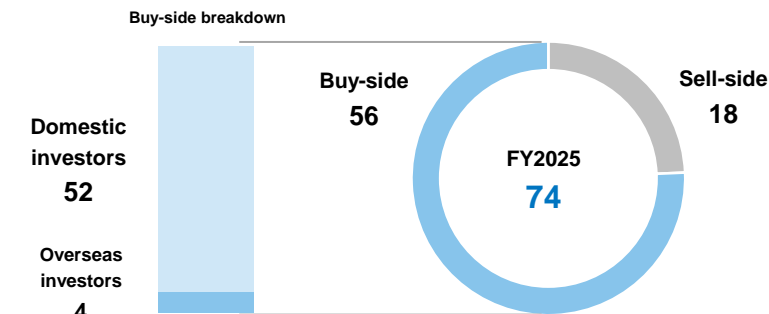
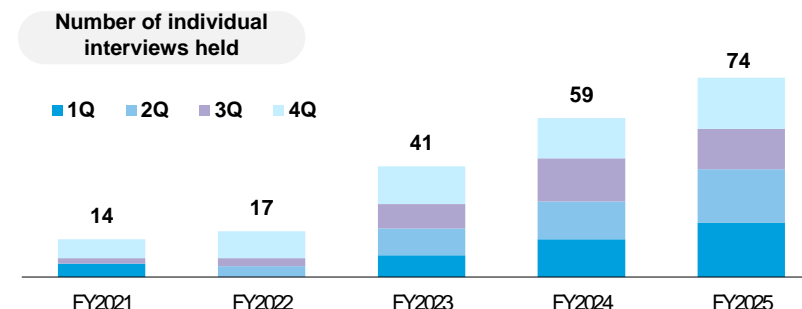
### IR/SR Activity in FY2025

Activity	Results	Hosted by
Financial results briefing	2	President & Representative Director, CEO
For individual investors IR events	3	President & Representative Director, CEO
For employees Financial results briefing	4	President & Representative Director, CEO
Individual IR interviews	74	Senior Executive Officer, Department Manager of Corporate Planning & Strategy Department

### IR/SR Plan in FY2026

Activity	Plan	Month
Financial results briefing	2	February, August
For individual investors IR events	2	May, November
Streaming of various videos	4	February, May, August, November
Corporate Report	2	March, September
Shareholder Newsletter	1	March

### Summary of dialogue with shareholders and institutional investors (FY2025)



## Company Profile

<b>Corporate name</b>	MUGEN ESTATE Co.,Ltd.
<b>Founded</b>	May 1990
<b>Representative</b>	Susumu Fujita, Chairman Shinichi Fujita, President
<b>Capital</b>	2,552 million yen *
<b>Financial period</b>	December
<b>Stock market</b>	TSE Standard Market
<b>Number of employees</b>	501 on a consolidated basis (average age 36.3) * 452 on a non-consolidated basis (average age 36.0) *
<b>Head office</b>	1-9-7 Otemachi, Chiyoda-ku, Tokyo Otemachi Financial City South Tower 16F
<b>Branches</b>	Yokohama: 2-6-1 Kitasaiwai, Nishi-ku, Yokohama-shi, Kanagawa ONEST Yokohama Nishiguchi Bldg. 5F Osaka: Osaka Ekimae No. 1 Bldg. 7F, 1-3-1 Umeda, Kita-ku, Osaka-shi, Osaka
<b>Sales Office</b>	Kitasenju / Funabashi / Akabane / Ikebukuro / Kamata / Shibuya Sapporo / Sendai / Nagoya / Kyoto / Fukuoka / Naha
<b>Consolidated subsidiary</b>	FUJI HOME Co., Ltd. / Mugen Funding Co., Ltd. / MUGEN ASSET MANAGEMENT Co., Ltd.

\* As of March 31, 2026

## History

<b>May 1990</b>	MUGEN ESTATE Co., Ltd. founded
<b>August 1997</b>	Established FUJI HOME Co., Ltd. (Consolidated subsidiary)
<b>July 2005</b>	Registered as a first-class architect's office
<b>May 2010</b> <b>June</b>	Change from the Building Lots and Buildings Transaction license to the Minister of Land, Infrastructure, Transport and Tourism Established Yokohama branch
<b>June 2014</b>	Listed on TSE Mothers
<b>February 2016</b>	Listed on TSE 1st Section
<b>June 2018</b>	Obtained the Real Estate Specified Joint Enterprise license
<b>August 2018</b>	Established Mugen Funding Co., Ltd. (Consolidated subsidiary)
<b>May 2020</b>	Moved head office to Otemachi, Chiyoda-ku, Tokyo
<b>September 2021</b> <b>October</b> <b>November</b> <b>December</b>	Established Kitasenju Sales Office Established Funabashi Sales Office Established Ogikubo Sales Office and Akabane Sales Office Established Ikebukuro Sales Office
<b>December 2022</b>	Established Kamata Sales Office
<b>May 2023</b>	Established Osaka Sales Office (Osaka Kita Sales Office )
<b>January 2024</b> <b>May</b> <b>July</b> <b>August</b>	Established Sapporo Sales Office, Nagoya Sales Office, and Fukuoka Sales Office Established Shibuya Sales Office Established branch in Osaka Established Sendai Sales Office
<b>January 2025</b> <b>February</b> <b>March</b> <b>July</b> <b>December</b>	Established MUGEN ASSET MANAGEMENT Co., Ltd. (Consolidated subsidiary) Established Kyoto Sales Office (Closed Osaka Kita Sales Office ) Established Naha Sales Office Integration of Ogikubo Sales Office into Shibuya Sales Office MUGEN ASSET MANAGEMENT Co., Ltd. Registered for Type II Financial Instruments Business / Investment Advisory and Agency Business

## Real Estate Trading Business

<b>MUGEN ESTATE</b>	<b>Purchase &amp; Resale Business</b>	
	▶ <b>Investment-type properties</b>	Real estate utilized by the purchaser mainly for investment purposes
	▶ <b>Residential-type properties</b>	Real estate used by the purchaser for residential purposes
<b>MUGEN ESTATE</b>	<b>Real Estate Specified Joint Business</b>	Sales of small-lot real estate products based on the Real Estate Specified Joint Enterprise Act
<b>MUGEN ESTATE</b>	<b>Real Estate Development Business</b>	Planning, development, and sales of properties centered on rental condominiums and office buildings
<b>MUGEN ESTATE</b>	<b>Interior and Exterior Refurbishment Business</b>	Interior/exterior refurbishment works of used properties MUGEN ESTATE Co., Ltd. acquired
<b>FUJI HOME Co., Ltd.</b>	<b>Brokerage Business</b>	Agency services in collaboration with the Leasing Business

## Leasing and Other Business

<b>MUGEN ESTATE</b>	<b>FUJI HOME Co., Ltd.</b>	<b>Leasing Business</b>	Leasing of investment-type properties and noncurrent asset-type properties acquired by the Company to end users
<b>FUJI HOME Co., Ltd.</b>		<b>Property Management Business</b>	Leasing management operations for investment-type properties and properties in non-current assets purchased by the Company
<b>Mugen Funding Co., Ltd.</b>		<b>Crowdfunding Business</b>	Services aimed at providing investors with low-cost properties with high liquidity
<b>MUGEN ASSET MANAGEMENT Co., Ltd.</b>		<b>Asset Management Business</b>	Real estate brokerage business, investment advisory related to formation and management of real estate private funds

Authorized number of shares

**64,000,000** shares

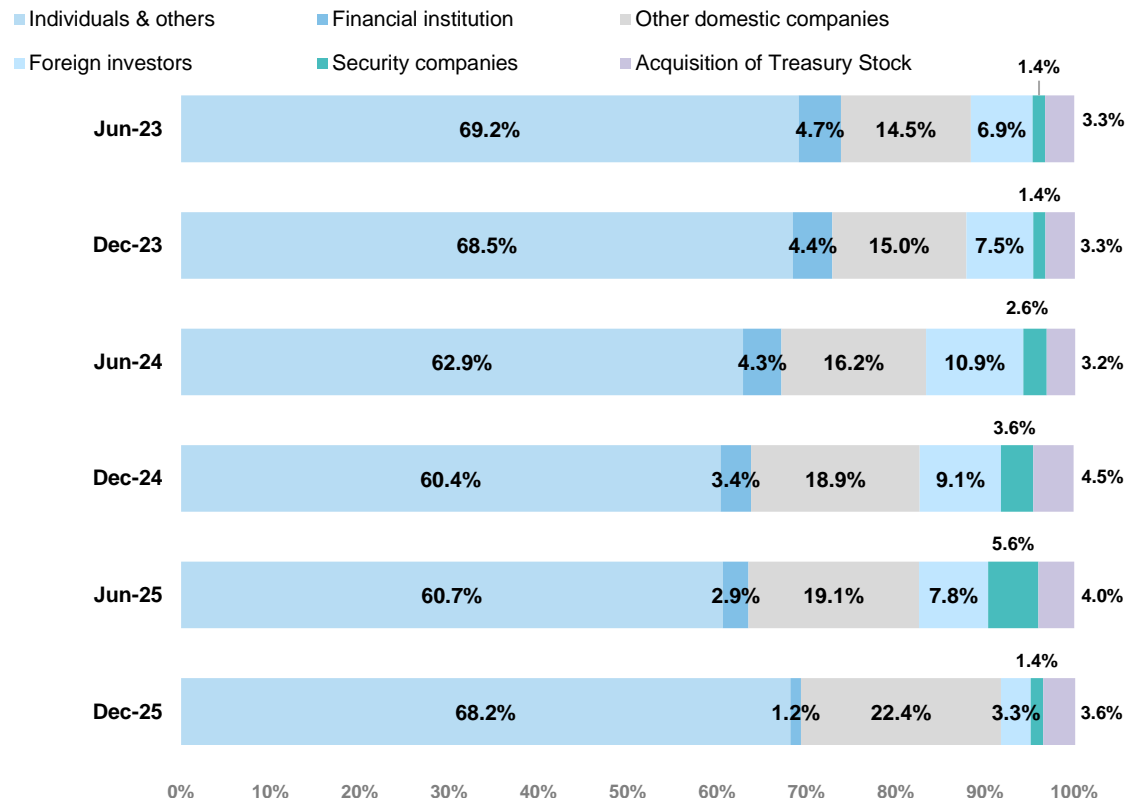
Number of shares issued

**24,361,000** shares

Number of shareholders

**25,790** people

## Composition by number of shareholdings



## Major shareholders

	Name	Number of shares held (shares)	Percentage of number of shares held (%)
1	Susumu Fujita	4,083,000	17.4
2	Dream Come True Co., Ltd.	2,100,000	8.9
3	MUGEN KIKAKU Co., Ltd.	1,460,000	6.2
4	Shinichi Fujita	1,420,900	6.1
5	Celanese Co., Ltd.	1,300,000	5.5
6	Yuka Fujita	700,000	3.0
7	Keiji Shoda	694,000	3.0
8	Yuko Shoda	655,000	2.8
9	Sarai LLC	500,000	2.1
10	Individuals	249,000	1.1

\* The number of shares of treasury stock is not included in the chart above. MUGEN ESTATE Co., Ltd. holds 875,891 treasury shares as of December 31, 2025. Percentage of number of shares held is calculated based on the number of shares excluding treasury stock.

- This presentation material is provided for information purposes only. It does not constitute a solicitation to invest. We ask that you make your own investment decisions at your own discretion and risk.
- The forward-looking statements such as the forecasts of financial results included in this material are based on information that we have obtained and certain assumptions that we consider reasonable. We do not guarantee that we will achieve the forecasts. Actual results may differ from forecasts for a range of reasons. We do not assume any obligation to revise the forecasts in this material or publish them based on new information or future phenomena.
- As of the timing of publication of this material, the process of auditing consolidated financial statements pursuant to the Financial Instruments and Exchange Act is not finished.
- In principle, numbers and monetary amounts presented in this material are rounded down to the nearest indicated unit, as are ratios. Fractions of yen are rounded up or down to the nearest whole yen, and percentages are rounded up or down to the nearest indicated decimal place.
- Sales of land are included in residential-type properties.
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## MUGEN ESTATE

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