

Financial Results for the First Quarter of the Fiscal Year Ending March 2027



OpenDoor Inc.
(Stock Code: 3926)

August 7, 2026

1. Highlights
2. Market Trends in Leisure Travel by Japanese Travelers
3. 1Q FY2027 March: Financial Overview
4. 1Q FY2027 March: Initiatives
5. FY2027 March: Financial Projections and Future Growth Measures
6. Reference Materials

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■ Market Trends in Leisure Travel by Japanese Travelers

[Overall Leisure Travel Market Trends] *Refer to the figures that are published by the Japan Tourism Agency and currently available up to May 2026.

- The outbound leisure travel market remained at a level slightly above the same period of the previous year, despite continued price hikes for travel products due to yen depreciation and persistently high fuel prices.
- The domestic leisure travel market was weaker than in the same period of the previous year, as high travel prices caused by inbound demand led to sluggish growth in leisure demand.

[Online Travel Market Trends]

- The total number of visits to major metasearch engines and reservation sites tracked by Similarweb from April to June remained sluggish at 93.9% QoQ.

■ Results for 1Q FY2027 March

- Net sales: **578 million yen** (up 1.7% QoQ)
- Operating profit: **-16 million yen** (-72 million yen in the same period of the previous year)
- Although the online travel market remained lackluster overall due to the yen depreciation and soaring prices of travel products driven by inbound demand, net sales increased and operating loss narrowed.

■ FY2027 March: Financial Projections

- The Japanese leisure travel market is currently subject to significant volatility due to macroeconomic factors such as the yen depreciation, making it difficult to produce accurate forecasts. For this reason, we are currently withholding our financial projections for the fiscal year ending March 2027. However, we will continue to drive company-wide improvements in operational efficiency and optimization, including AI-driven system development, to achieve both business growth and cost reductions, with the aim of further enhancing profitability.

■ Future Growth Measures

Travelko maintains a strong competitive edge, having won the industry's sole Grand Prize in the mybest AWARD 2025: Travel Reservation category (see page 20) and ranking first overall for three consecutive years in the 2026 Oricon Customer Satisfaction® Ranking: Hotel Comparison Sites. (See page 21.) We aim to capture additional demand by promoting SEM (search engine marketing), SEO (search engine optimization), and AIO (AI optimization).

In addition, we will accelerate the expansion of our target market, including other sectors, through the proactive adoption of AI-driven development and other initiatives.

- New products: We plan to launch new products such as cruises on Travelko.
- AI business: We plan to introduce AI search on Travelko and provide AI services to companies.
- Business travel: We will accelerate the introduction of the business travel system by Group company Hotel Skip to travel agencies.
- System provision: We will enhance the flight and hotel online reservation system which has already been provided to some travel agencies and at the same time further increase the number of users of the system.
- Crafts-related business: In addition to GALLERY JAPAN, one of Japan's largest online galleries selling mainly works by craft artists, including living national treasures, KOGEI JAPAN, which has been providing information on crafts for daily use, plans to launch a cross-border EC marketplace business.

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■ Overall Leisure Travel Market Trends (data from the Japan Tourism Agency) ^{*1}

- The outbound leisure travel market remained at a level slightly above the same period of the previous year, despite continued price hikes for travel products due to yen depreciation and persistently high fuel prices.
- The domestic leisure travel market was weaker than in the same period of the previous year, as high travel prices caused by strong inbound demand led to sluggish growth in leisure demand.

■ Online Travel Market Trends (data from Similarweb) ^{*2,3}

- The total number of visits to major metasearch engines and reservation sites tracked by Similarweb from April to June remained sluggish at 93.9% QoQ.

*1. Refer to the Preliminary Report (up to May 2026) on Travel Services by the Major Travel Agencies published by the Japan Tourism Agency, specifically the amount of sales of the “organized tours” section, which is highly correlated with demand in the leisure travel market.

*2. Source: Similarweb (April-June 2026). The number of site visits uses the “number of sessions” (a series of site visits by a user) from Similarweb.

*3. Survey scope: Total of 25 major metasearch engines and reservation sites. Total number of sessions at target sites: 676,776,941.

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1Q FY2027 March: Financial Overview / Profit and Loss Statement

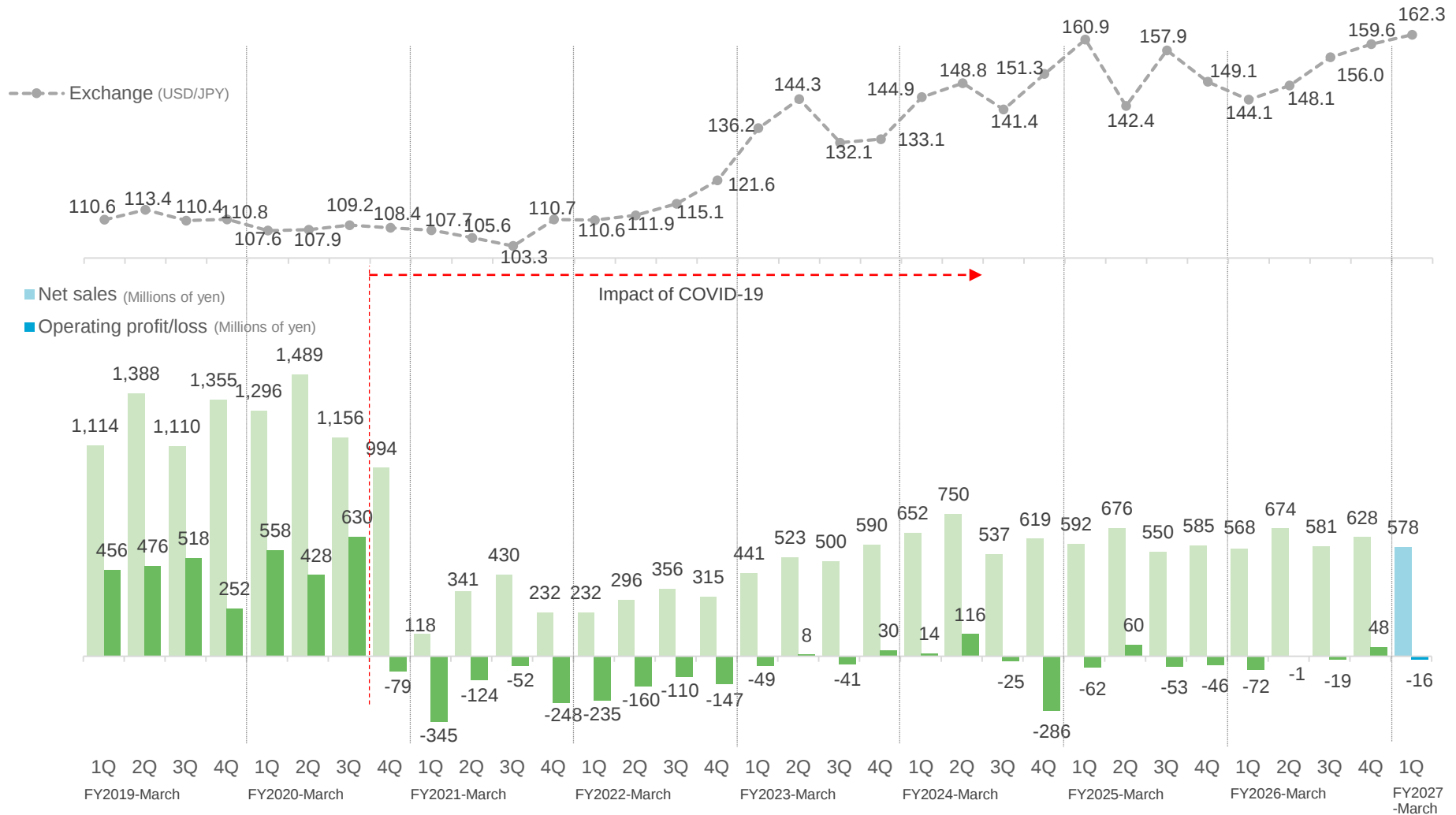
- Although the online travel market remained lackluster overall due to the yen depreciation and soaring prices of travel products driven by inbound demand, net sales increased and operating loss narrowed.

Unit: millions of yen

	2026/3 1Q Results (Previous year)	2027/3 1Q Results (Year under review)	Amount of change	2026/3 Compared to 1Q
Net sales	568	578	+9	+1.7%
Cost of sales	253	197	-56	-22.1%
Gross profit	315	381	+65	+20.9%
Selling, general and administrative expenses	387	397	+10	+2.7%
Operating profit/loss	-72	-16	+55	—
Ordinary profit	-72	-15	+57	—
Net income	-88	-29	+59	—
Operating margin	—	—	—	—

1Q FY2027 March: Financial Overview / Trends in Quarterly Results

- Although travel costs remained elevated mainly due to yen depreciation and the resulting stagnation in leisure travel demand persisted, net sales increased from the same period of the previous year and operating loss narrowed.



Source: Compiled by the Company based on the "BOJ Time-Series Data Search" site

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Released 28 development projects in 1Q, with more than 36 projects in progress

Examples of recent releases

Coupon linkage

- Users can now compare prices for domestic accommodations, as well as Shinkansen and JR Limited Express tickets combined with hotel accommodations, at prices after coupon discounts.



New functions

- Users can now search for highway bus destinations by "spot name."



New functions

- Users can now search for One day domestic tour packages by filtering the theme.



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Financial Projections

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Future Growth Measures

Travelko maintains a strong competitive edge, having won the industry's sole Grand Prize in the mybest AWARD 2025: Travel Reservation category (see page 20) and ranking first overall for three consecutive years in the 2026 Oricon Customer Satisfaction® Ranking: Hotel Comparison Sites. (See page 21.) We aim to capture additional demand by promoting SEM (search engine marketing), SEO (search engine optimization), and AIO (AI optimization). In addition, we will accelerate the expansion of our target market, including other sectors, through the proactive adoption of AI-driven development and other initiatives.

- **New products in Travelko**

We plan to launch new products such as cruises on Travelko.

- **AI business**

We plan to introduce AI search on Travelko and provide AI services to companies.

- **Business travel**

We will accelerate the introduction of the business travel system by Group company Hotel Skip to travel agencies.

- **Online reservation system for travel agency**

We will enhance the flight and hotel online reservation system which has already been provided to travel agencies and at the same time further increase the number of users of the system.

- **Cross-border EC marketplace for traditional crafts**

In addition to GALLERY JAPAN, one of Japan's largest online galleries selling mainly works by craft artists, including living national treasures, KOGEI JAPAN, which has been providing information on crafts for daily use, plans to launch a cross-border EC marketplace business.

New products in Travelko

- Plan to release new products such as cruises on the travel comparison site Travelko
- Focus on growth opportunities in the cruise market, where demand has been recovering since the COVID-19 pandemic
- Expand the line of products of other comparison services based on demand (e.g., eSIM, vacation rentals, outdoor experiences, one day leisure activities, etc.)



日本船 プレミアム

ダイヤモンド号

秋の日本クルーズ4日間

2026/9/1(月)~9/4(木) 3泊

横浜~広島~横浜

合計(税込)

199,000円~1,862,000円

客船概要を見る

海側ツイン 199,000円~	海側バルコニー 199,000円~	ジュニアスイート 199,000円~
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海側ツイン

90㎡ / ツイン / バスタブ

シャワー付トイレ / テレビ / Wi-Fi

客室特典

トラベルA

早期割引あり / 専属スタッフ乗船

合計(税込) **199,000円** [商品詳細](#)

[問合せ](#)

トラベルB

早期割引あり

合計(税込) **199,000円** [商品詳細](#)

[問合せ](#)

トラベルC

早期割引あり / 専属スタッフ乗船

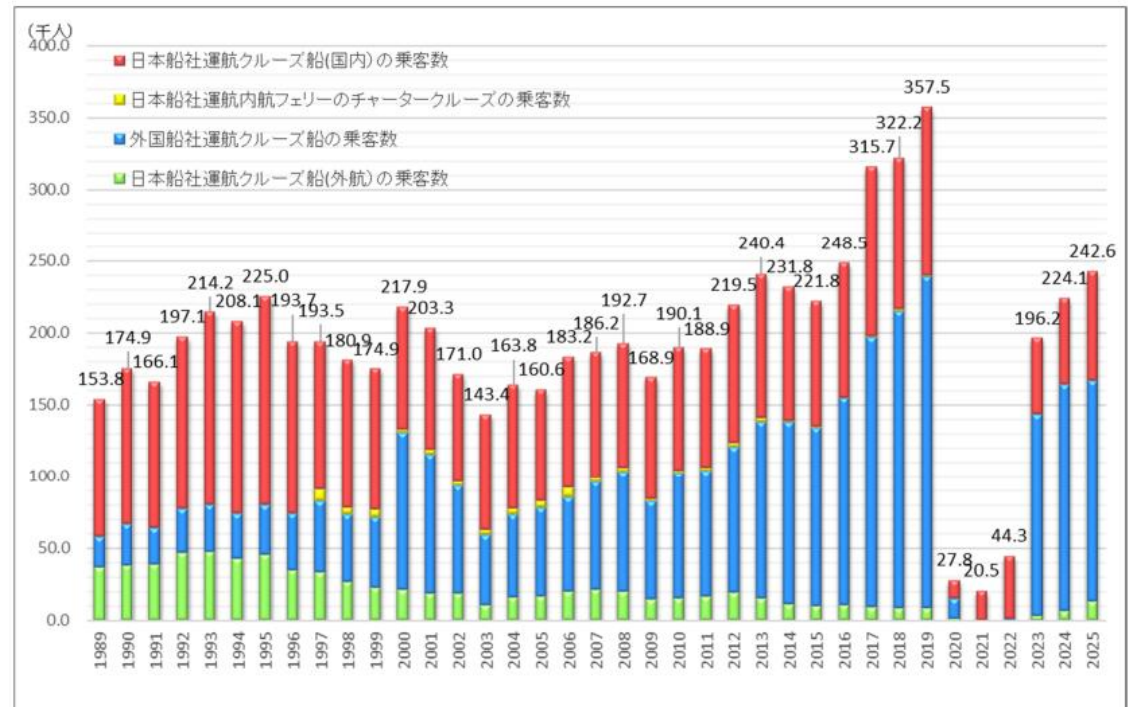
合計(税込) **199,000円** [商品詳細](#)

[問合せ](#)

へ閉じる

* Image sample.

● Number of Japanese Passengers Taking Ocean and Domestic Cruises



Source: Ministry of Land, Infrastructure, Transport and Tourism, "Cruises in Japan in 2025"

AI business

- Construct a natural language product retrieval system using LLM in addition to conventional retrieval
- Accelerate development in the AI field and provide know-how on AI search, AI FAQ, and other AI services built in-house to other companies

(AI search image)

旅行相談サービス

AIアシスタントがあなたの旅行プランをサポートします

旅行相談チャット

こんにちは！旅行のご相談をお手伝いします。どのような旅行をお探しですか？

17:37

夏休みにハワイに旅行したくて、航空券は安く抑えて、ちょっと良いホテルに泊まりたいですが、良いプランはありますか？

17:37

ハワイへの夏休み旅行いいですね！航空券を安く抑えたいなら、LCCを利用することで安く抑えることができます。これでホテルにも少し予算を回せますね。

ホテルは★4をピックアップしました。旅程保証もついて安心なパッケージツアーも参考にしてください。

17:37

おすすめ旅行商品

あなたにぴったりのプランを見つけましょう

国内

海外

10万円以下

10-20万円

20万円以上

3日以内

4-5日

6日以上

文化体験

リゾート

スキー

温泉

人気

海外

リゾート

高級

ホノルル5つ星リゾート6日間

ワイキキビーチに面した5つ星ホテルで過ごす贅沢なハワイ旅行。大人数でも快適な広々スイートルームをご用意。

◎ ホノルル (オアフ島)

📅 6日5泊

🌟 4.9

料金

¥348,000

詳細を見る

海外

リゾート

ビーチ

ワイキキプレミアムステイ5日間

オーシャンビューの高級ホテルで極上のリラクスタイム。プライベートビーチアクセス付き。

◎ ホノルル (ワイキキ)

📅 5日4泊

🌟 4.8

料金

¥298,000

詳細を見る

海外

周遊

高級

ハワイ島周遊ツアー7日間

オアフ島・ハワイ島を巡る、大自然と高級リゾートを満喫できる充実プラン。

◎ ハワイ諸島

📅 7日6泊

🌟 4.9

料金

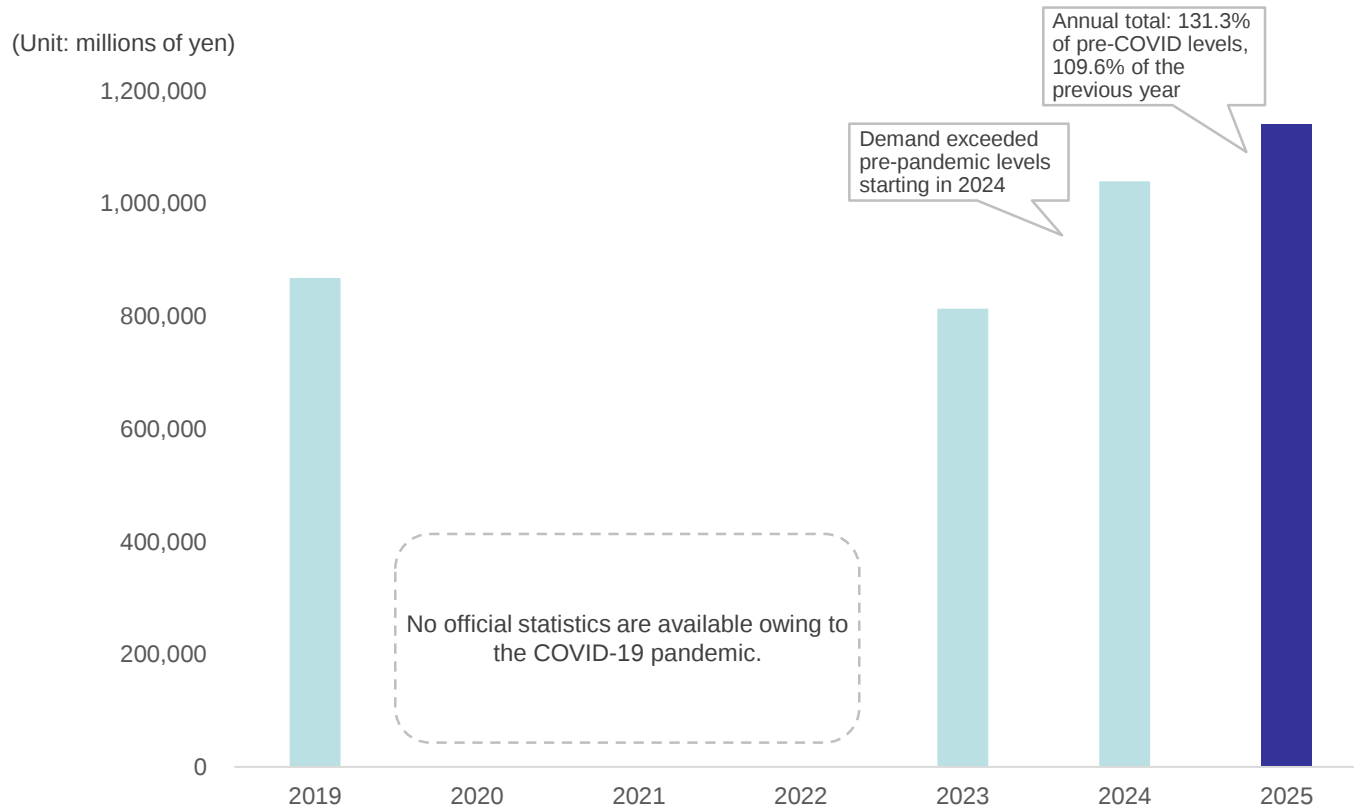
¥428,000

詳細を見る

Business travel

- With the business travel business of the Group company Hotel Skip growing steadily in proportion to the significant recovery in the market, further accelerate the introduction of the business travel system to travel agencies

Overseas Business Travel _ Travel Consumption _ Annual Trends



Source: Prepared by the Company based on the Japan Tourism Agency "Travel and Tourism Consumption Trend Survey."

Online reservation system for travel agencies

- We will enhance the flight and hotel online reservation system which has already been provided to travel agencies and at the same time further increase the number of system users. (The system is already in use at multiple companies.)

(Image sample)



トラベリア
トラベリアはトラベルコ運営企業オープンドア社のグループ会社です

海外格安航空券 **海外航空券+ホテル** 海外ホテル 旅行保険 会員登録 マイページログイン FAQ

海外格安航空券+ホテル検索

出発地 **必須** 目的地 **必須** 日程 **必須**

東京 すべての空港(TYO) × 空港のある都市名、または空港名を入力 出発日・現地出発日を指定

部屋数 **必須** 人数 1部屋あたり **必須** 座席クラス **必須** ☐ 直行便のみ

1部屋 大人1名 指定なし ※その他の絞込みは次のページで指定できます

[クリア](#) [検索する](#)

旅行業約款 旅行業登録番号 変更・キャンセル よくある質問 特定商取引法に基づく表記
手配旅行条件書 ご予約時の注意 旅行業取扱い料金表 プライバシーポリシー 会社案内



Construction of cross-border EC marketplace for traditional crafts

GALLERY JAPAN :

One of the largest online galleries in the world selling fine arts and crafts by about 2,000 contemporary artists, including living national treasures

KOGEI JAPAN :

Japan's largest traditional craft information site that provides comprehensive information on crafts that can be used daily (244 items in total)

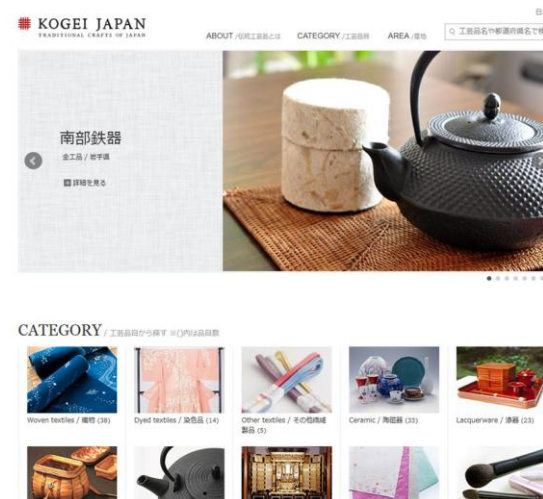
* Currently no crafts are sold.

Interest in traditional Japanese crafts is growing in outbound markets, and GALLERY JAPAN, which deals with fine arts and crafts, has seen a marked increase in overseas demand, and its overseas sales have already exceeded those in Japan. In light of this situation, KOGEI JAPAN will launch a cross-border EC marketplace business targeting the larger market for daily crafts.

GALLERY JAPAN



KOGEI JAPAN



Others



Travelko

- Strengthening SEM, SEO and AIO
- Renewal and function enhancement of existing products
- Expanding product information by enhancing connection with new affiliates
- Expanding travel information on popular domestic and overseas tourist spots
- Expansion of review and evaluation services for each product
- Website design renewal

TRAVELKO

- Establishing price advantage by strengthening affiliation with local major websites
- Enhancement of user interface and localization
- Enhancing functions of the TRAVELKO (Global site) app
- Expansion of tourism information
- Strengthening SEM, SEO and AIO

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Travelko wins the Grand Prize in the Travel Reservation category at the mybest AWARD 2025

On November 28, 2025, our travel comparison site Travelko was awarded the Grand Prize in the Travel Reservation category at the mybest AWARD 2025 announced by mybest Inc. Travelko was the only winner in the travel industry.



AWARD 2025 Travel Reservation Category

Travel comparison site Travelko

Grand Prize Winner

■ Details of this award

mybest AWARD 2025

<https://my-best.com/awards/2025/>

■ About the mybest Award

The mybest Award is an award program under which the product comparison service mybest, operated by mybest, Inc., grants and announces Grand Prizes for particularly outstanding products and services selected from among all items reviewed and tested over the course of a year. From 16,000 products evaluated during the tallying period (October 1, 2024 to November 14, 2025), expert guides nominated products meeting the criteria of “outstanding scores,” “top-ranked,” and “highly recommendable to many people.” Following internal screening, 40 products were selected.

Travelko ranked No. 1 overall for the third consecutive year in the 2026 Oricon Customer Satisfaction® survey for hotel comparison sites.

In the 2026 Oricon Customer Satisfaction® survey ranking for hotel comparison sites, announced on March 2, 2026, the travel comparison site Travelko secured the top spot overall for the third consecutive year. In addition, Travelko was ranked No. 1 for the third consecutive year for all items in the survey for ranking by evaluation factor – the ease of use of the website and application, ease of search, richness of search results, and ease of comparison.



■ Details of the survey

2026 ORICON Customer Satisfaction® Survey
Hotel comparison website rankings

<https://life.oricon.co.jp/rank-bargain-hotels-website/>

No. 1 in the 2026 Oricon Customer
Satisfaction® survey for hotel
comparison sites

■ What is the Oricon Customer Satisfaction® survey

The Oricon group started its customer satisfaction (CS) research business in 2006 targeting only actual service users. Oricon provides CS data in the ranking format for various industries and services. Oricon's surveys are planned and conducted by Oricon itself from a fair perspective of the third party instead of commissioned by a specific company or individual.

<https://cs.oricon.co.jp/>

1Q FY2027 March / Balance Sheet

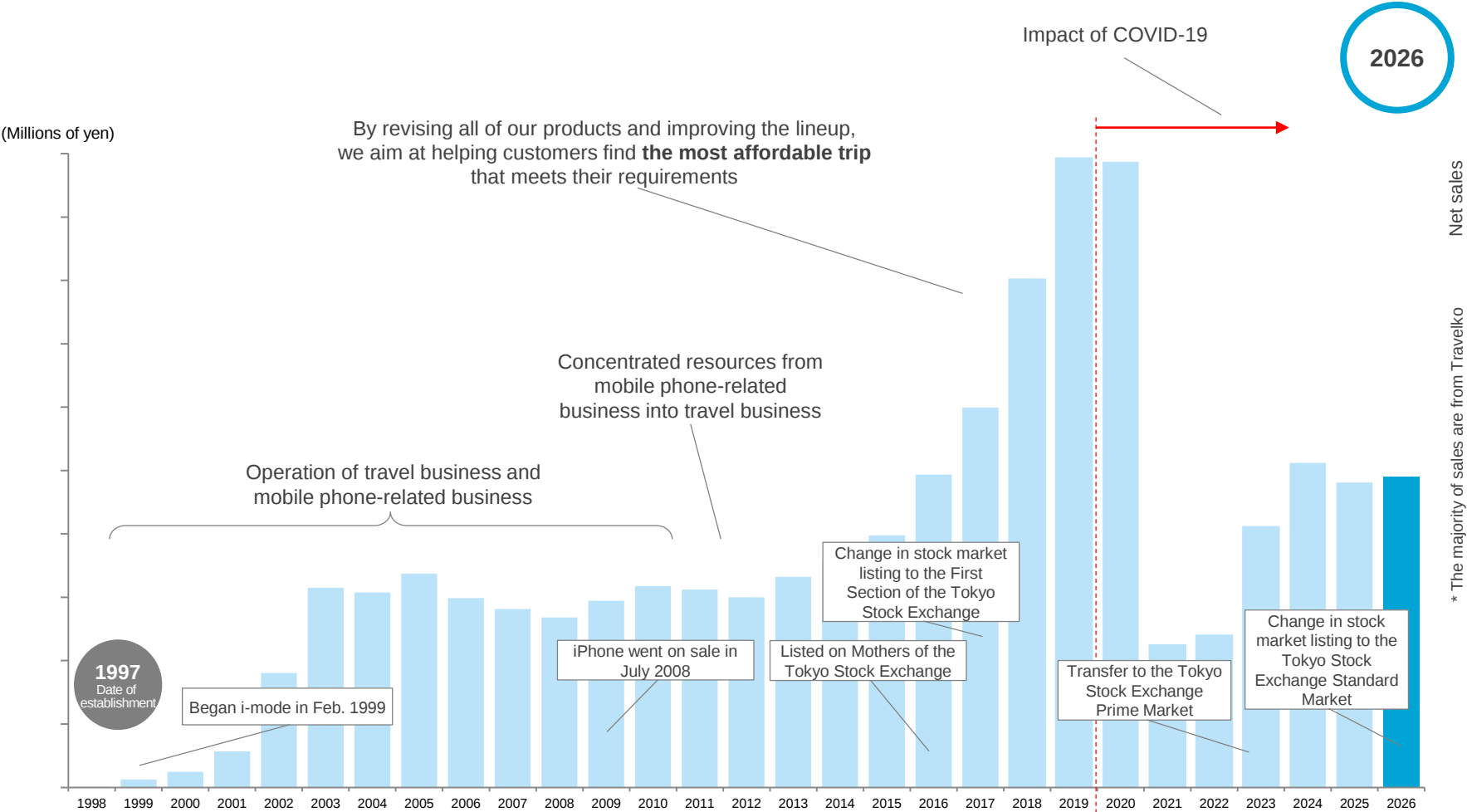
- Capital-to-asset ratio is kept high at 83.2%.
- Cash and deposits balance at the end of the period is 2,185 million yen.

Unit: millions of yen	End of 2026/3 Results	End of 2026/6 Results	Amount of change
Current assets	2,748	2,788	+39
Cash and deposits	2,141	2,185	+43
Others	606	602	-3
Non-current assets	1,316	1,267	-48
Total assets	4,065	4,055	-9
Current liabilities	544	618	+73
Non-current liabilities	42	42	—
Total liabilities	587	661	+73
Net assets	3,477	3,394	-83
Capital stock	648	648	—
Capital surplus	473	473	—
Retained earnings	2,354	2,325	-29
Others	1	-52	-54
Total liabilities and net assets	4,065	4,055	-9

Company Overview (as of the end of June 2026)

Company name	OpenDoor Inc.
Date of establishment	April 1997
Representative	Daisuke Sekine, President and Representative Director
Capital stock	648 million yen
Stock exchange	Tokyo Stock Exchange Standard Market (Stock Code: 3926)
Description of business	Travel comparison site Travelko Global travel comparison site TRAVELKO Operation of the traditional crafts information sites GALLERY JAPAN and KOGEI JAPAN
Consolidated subsidiaries	100% equity in Hotel Skip Inc. Reservations, arrangements, and sales of hotels and air tickets
Number of employees	A total of 193 employees

Progress and Net Sales Trends



Services / Travel Comparison Site Travelko (Japanese market)

- One of Japan's largest travel comparison sites that allows you to search and compare products from more than 1,500 booking websites
- Travelko won the Grand Prize in the mybest Award 2025 Travel Reservation category.
- No. 1 for the third consecutive year in the 2026 Oricon Customer Satisfaction® survey for hotel comparison sites



理想の旅をいちばん安く。 **トラベルコ TRAVELKO**

トラベルコとは | よくある質問 | メルマガ
運営会社：株式会社オープンドア(東証スタンダード)

お問合せ 不具合・要望 | 履歴 | お気に入り (3)

国内 海外

ホテル 航空券 ツアー 航空券+ホテル 新幹線・特急+ホテル 遊び体験 高速バス 夜行バス レンタカー 日帰りバスツアー ...

1,500以上の予約サイトを比較できる日本最大級の旅行比較サイト

国内旅行		海外旅行	
国内ホテル・宿	国内格安航空券	海外ホテル	海外格安航空券
国内ツアー	国内航空券+ホテル	海外ツアー(フリー/添乗員付)	海外航空券+ホテル
新幹線・JR特急+ホテル	遊び・体験	オプションツアー	海外Wi-Fiレンタル
高速バス・夜行バス	国内レンタカー	海外旅行保険	ファイナルコール(直前割)
日帰りバスツアー	ファイナルコール(直前割)		

PRESS マイベストアワード2025最優秀賞に続き、オリコン顧客満足度®3年連続1位を獲得

5月燃油値上げ 4月予約がお得
国際線の燃油代が5月から上がります。4月中に予約・発券を済ませるのがお得です。

GW旅行は早めの予約がお得！
人気の行き先は早い者勝ち。おトクなプランを賢く押さえて、最高の連休を準備しませんか？

東京ディズニーリゾート®ホテル
公式ホテルや提携ホテルの空室を先ためて検索、比較！

テーマ別・コスパ最強宿ガイド
「このおもてなしでこの価格？」
トラベルコ編集部が、全国のホテルや温泉宿をテーマ別に紹介！

旅行セール・割引クーポンまとめ
予約前にチェック！航空券・ホテル・ツアーのお得なセール情報

旅行比較をアプリでも！
国内海外1,500以上の旅行サイトを先ためて比較！



9:41 tour.ne.jp

トラベルコ 問合せ 不具合 Q&A 履歴 3

1,500以上の予約サイトを比較できる
日本最大級の旅行比較サイト

国内旅行		海外旅行	
ホテル・宿	格安航空券	ホテル	格安航空券
ツアー	航空券+ホテル	ツアー	航空券+ホテル
新幹線・特急+ホテル	遊び・体験	オプションツアー	海外Wi-Fiレンタル
高速バス 夜行バス	レンタカー	海外旅行保険	ファイナルコール(直前割)
日帰りバスツアー	ファイナルコール(直前割)		

海外まとめ記事

国内まとめ記事

PRESS マイベストアワード2025最優秀賞に続き、オリコン顧客満足度®3年連続1位を獲得

GW旅行は早めの予約

旅行セール・割引ク

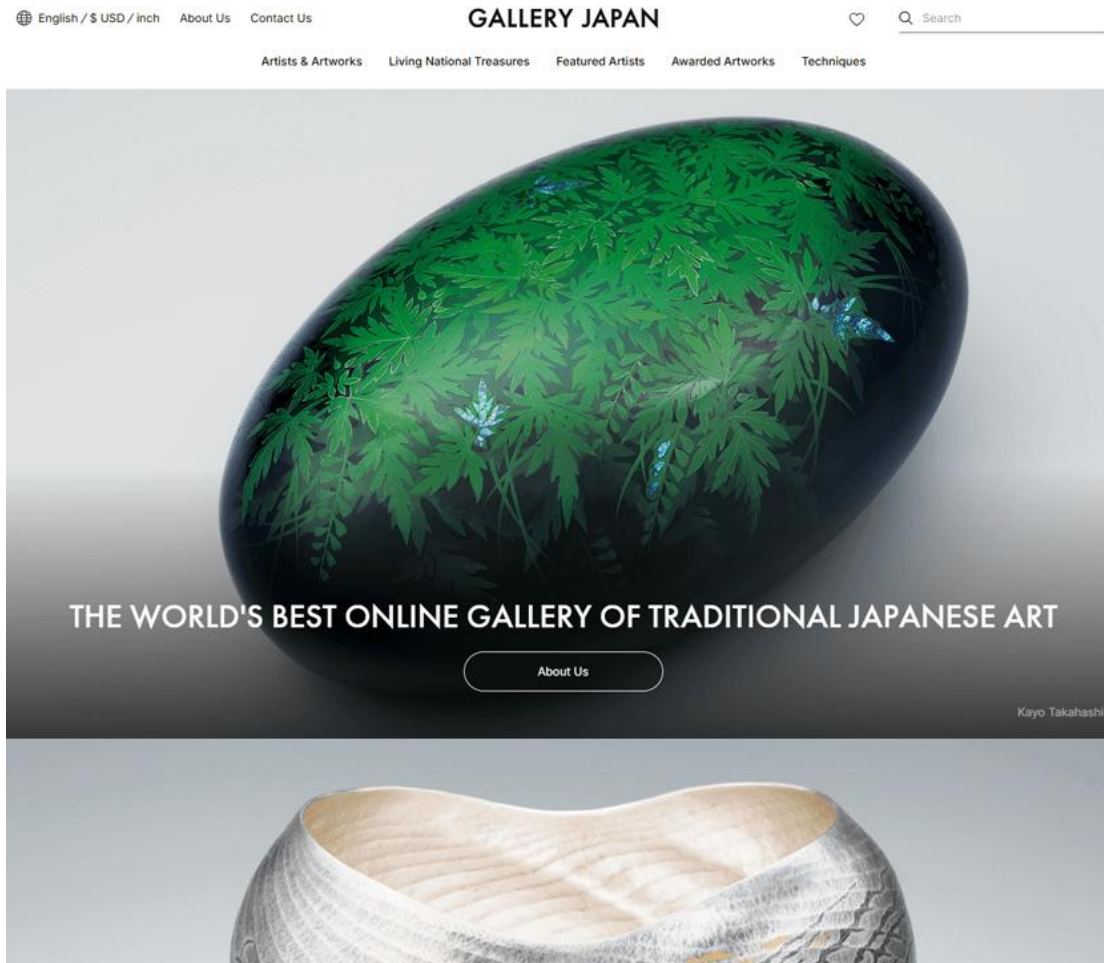
- The global version of TRAVELKO, targeted at international and Japan inbound markets



Supported languages

English
Chinese Simplified
Chinese Traditional (Taiwan)
Chinese Traditional (Hong Kong)
Korean

- One of the largest online galleries in the world selling fine arts and crafts by about 2,000 contemporary artists, including living national treasures

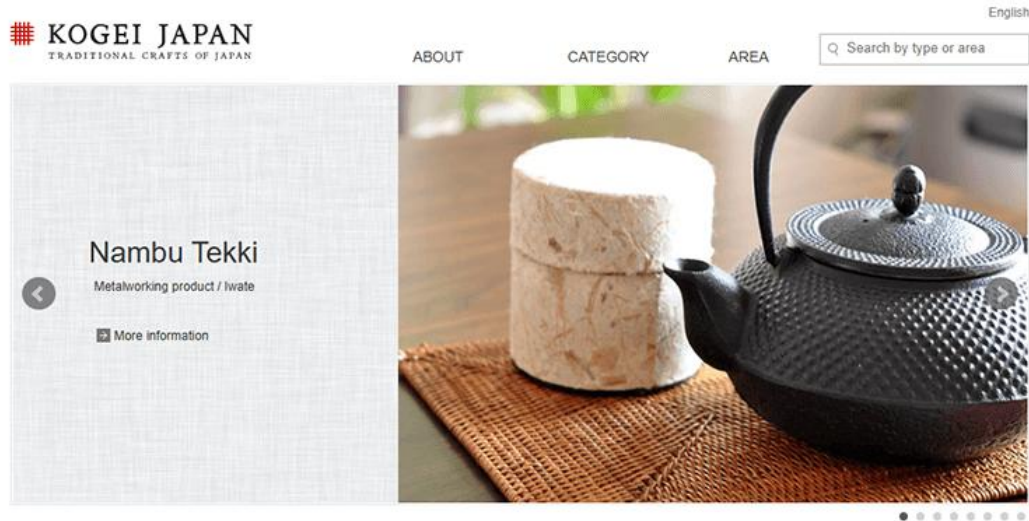


Supported languages

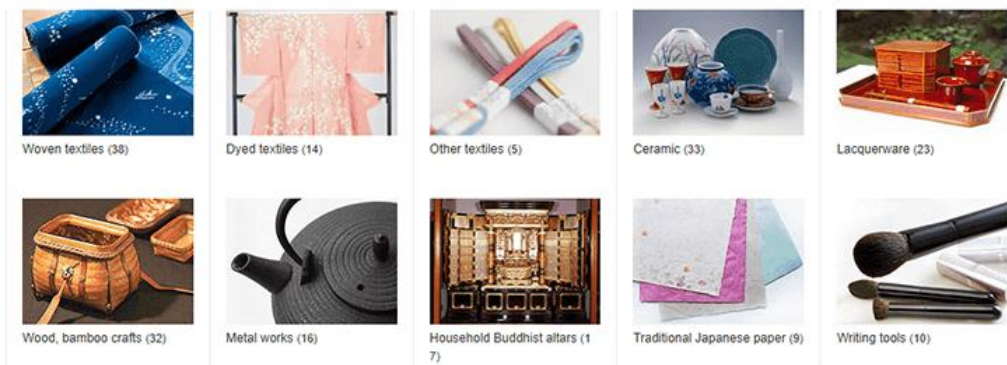
English
Japanese

Services / KOGEI JAPAN

- Japan's largest traditional craft information site that provides comprehensive information on crafts that can be used daily (244 items in total)
- We plan to launch a cross-border EC marketplace business.



CATEGORY

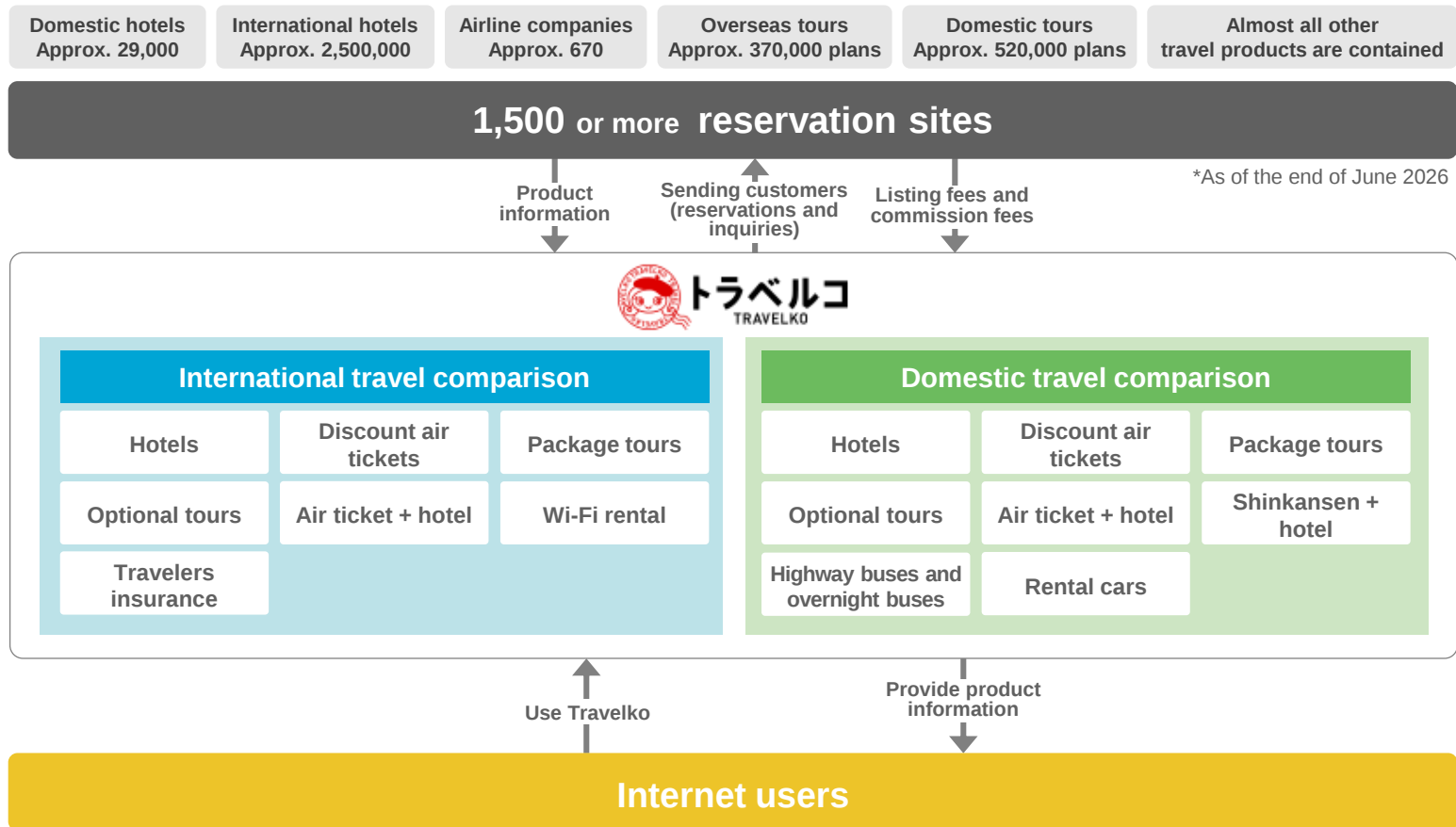


Supported languages

English
Japanese

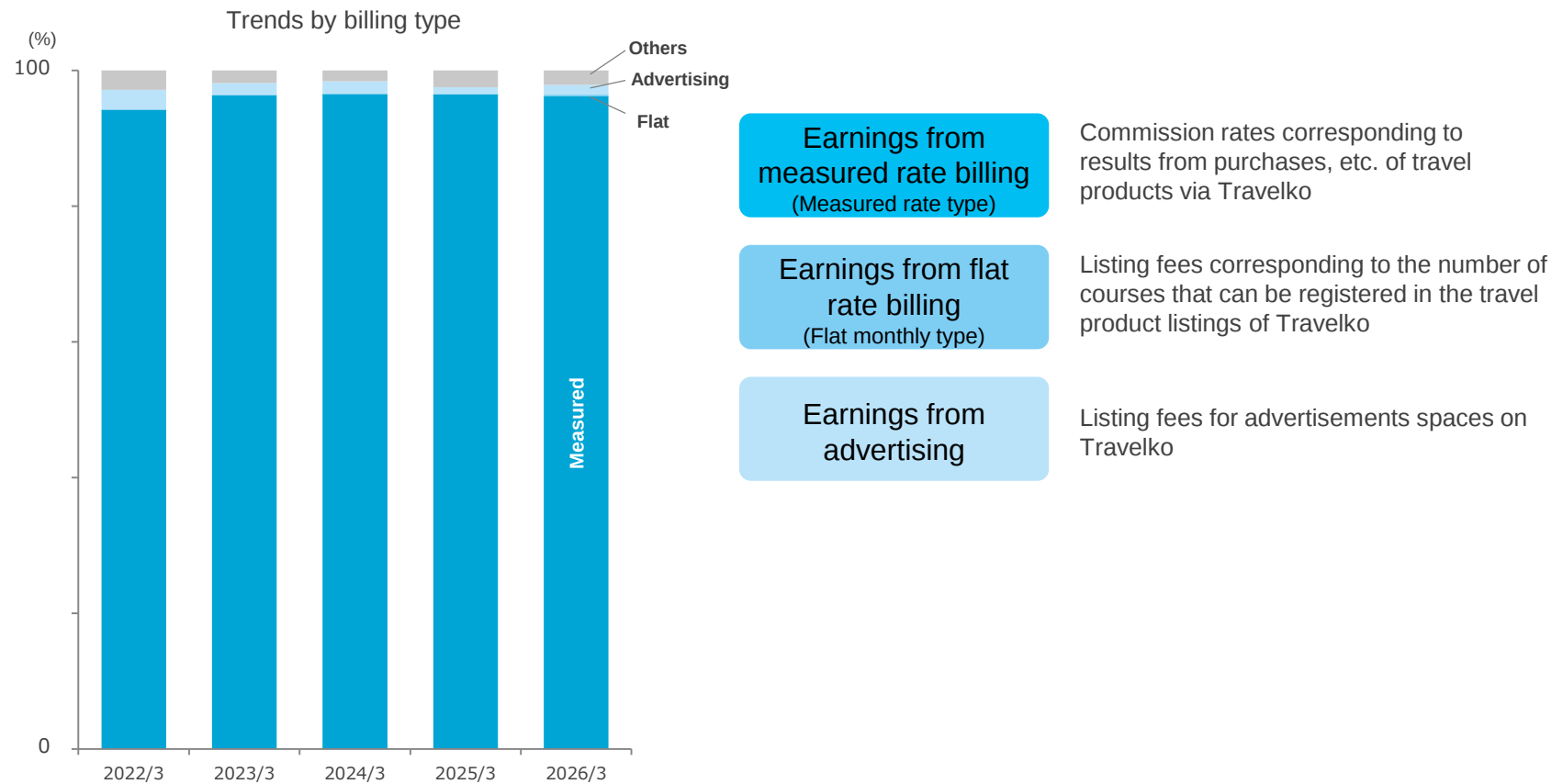
Travelko / Business Model

A business model that allows the majority of travel products to be compared



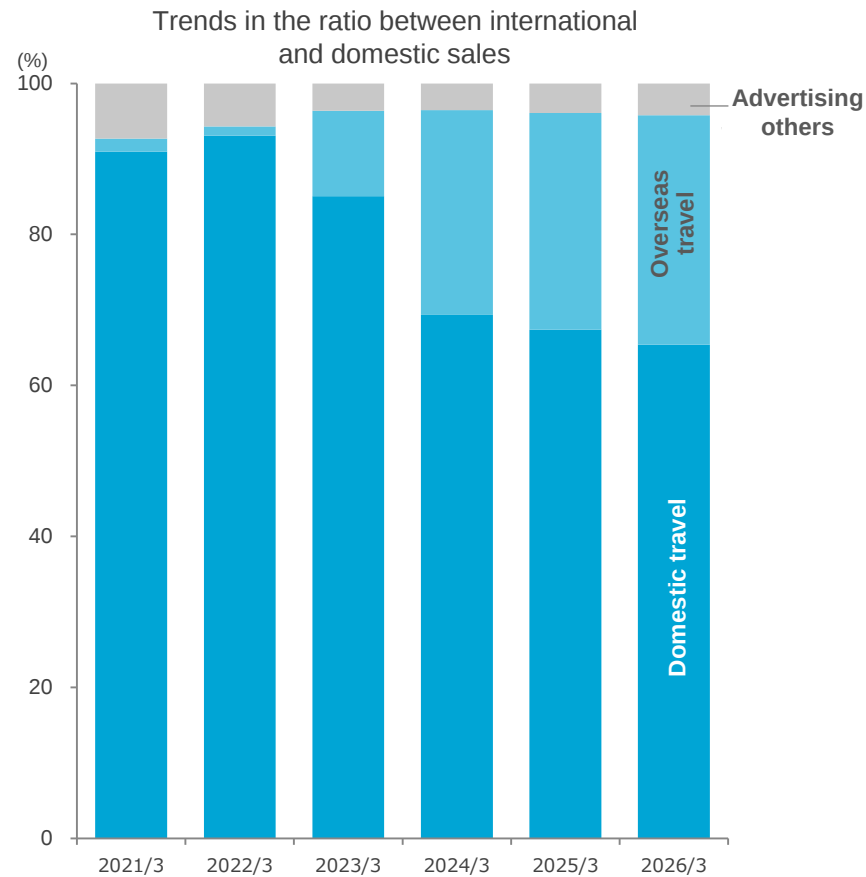
Travelko / Revenue Model

The main revenue model is earnings from measured rate billing of the measured rate type.



Travelko / Trends in the Ratio Between International Travel and Domestic Travel Sales

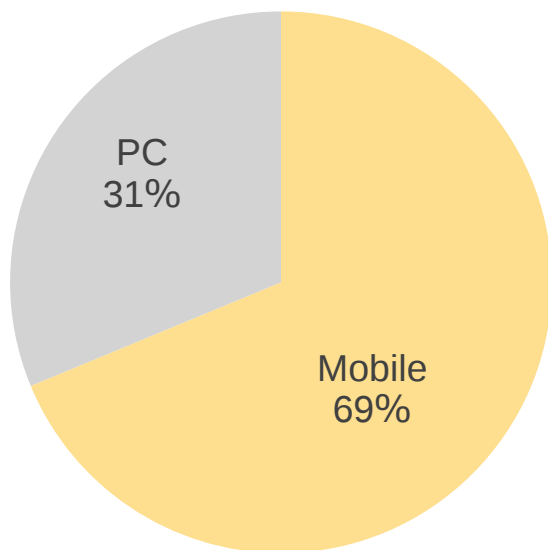
Although domestic travel accounted for most of the sales owing to the impact of COVID-19, overseas travel is gradually recovering.



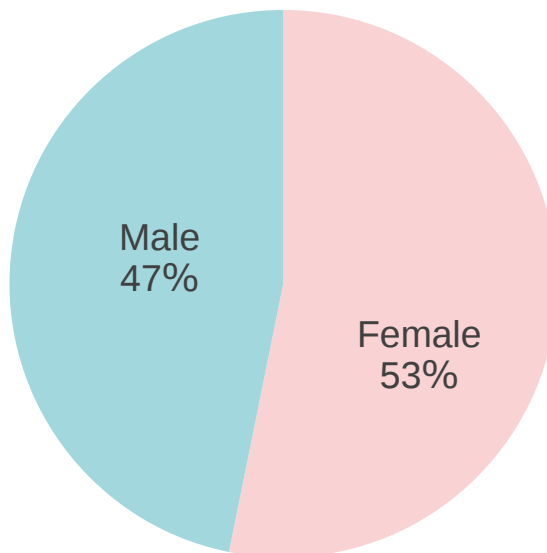
Through the period of COVID-19, male users increased, and users mainly in the 45 or older and 18–24 age brackets increased.

User attributes *1

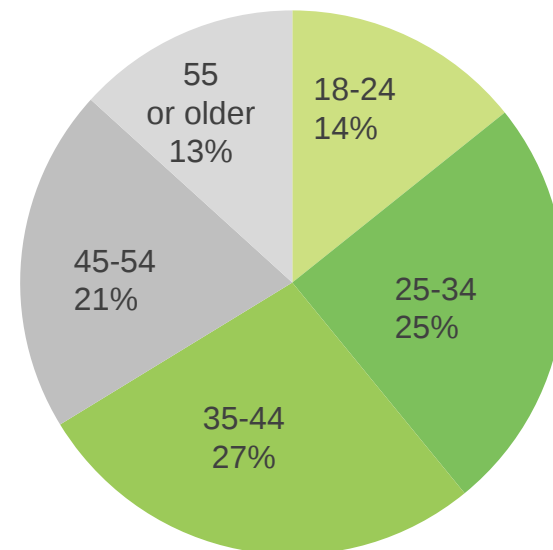
Device



Gender



Age



*1: 2025/7 – 2026/6 access analysis data of the Company

Why has Travelko been able to get support from such a wide range of users and maintain a high rate of growth when there are many other comparison sites in the market?

1. Covers the vast majority of travel products

Whereas many other companies focus their comparisons on a specific category, such as only hotels or only air tickets, Travelko covers almost all domestic and international travel categories. These include hotels, airline tickets, package tours, flight and hotel packages, optional tours, car rental, highway buses, overseas Wi-Fi rental, travelers insurance, etc.

This makes Travelko a one-stop solution where users can plan their entire trip.

International travel comparison		
Hotels	Discount air tickets	Package tours
Optional tours	Air ticket + hotel	Wi-Fi rental
Travelers insurance		

Domestic travel comparison		
Hotels	Discount air tickets	Package tours
Optional tours	Air ticket + hotel	Shinkansen + hotel
Highway buses and overnight buses	Rental cars	

2. Can be used to find the most inexpensive packages and tickets

Travelko, which enables comparisons of more than 1,500 travel sites, offers one of the largest numbers of comparable plans in Japan. This naturally increases the likelihood of users finding the most affordable products that satisfy their needs. In addition, travel sites do not provide plans with uniform pricing to all comparison sites. Often, they offer lower prices to the more price-competitive sites.

This is why Travelko, with its overwhelming advantage in the number of travel sites and its high price competitiveness, makes it easy to find the most affordable products.

JTB, Club Tourism, JAL Pak, JR Tokai Tours, Kinki Nippon Tourist, Nippon Travel Agency, HIS, Tobu Top Tours, Hankyu Travel International, ANA X, Yomiuri Travel, Meitetsu World Travel, VELTRA

Rakuten Travel, Rurubu Travel, Yahoo Travel

Expedia, Booking.com, Agoda, Trip.com
Traveloka

AirTrip, Spring Japan, Skyticket,
Star Flyer

.. more than **1,500** travel sites

Why has Travelko been able to realize these strengths?

Nearly all system development is carried out in-house

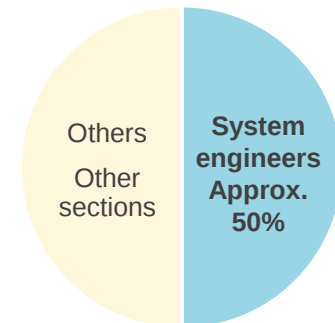
Advanced, large-scale system development is essential to covering this many travel products, linking to more than 1,500 travel sites and improving all of them simultaneously.

Most competitors outsource development, which ultimately makes it difficult to carry out development in exactly the way they want to because they must depend on the resources, skills, schedules, and priorities of their subcontractors.

We carry out nearly all system development in-house, in a flexible and efficient development environment made up of about 90 system engineers who share information daily and keep up with the latest market trends. This has enabled us to achieve a development structure that can realize simultaneous progress in all of our products at high speed while also maintaining high quality.

This high level of development capabilities is another important reason for our strengths.

System engineers as a percentage of all employees



Initiatives to Achieve the SDGs

The Company's efforts toward the Sustainable Development Goals (SDGs) are as follows.

SUSTAINABLE DEVELOPMENT GOALS



Promotion of Women's Participation and Advancement

- Ratio of female managers: 15% or more
- Acquisition of the Kurumin Mark
- Introduction of various systems such as staggered working hours



Ecofriendly Offices

- Reduction of CO₂ Emissions
- Reduction of power resources
- Reduction of paper resources



Realization of Rewarding Workplaces

- Ensuring diversity
- Support for employee health



Promotion of Sustainable Tourism through Conservation of and Harmony with the Natural Environment



Promotion of Innovations



Corporate Governance



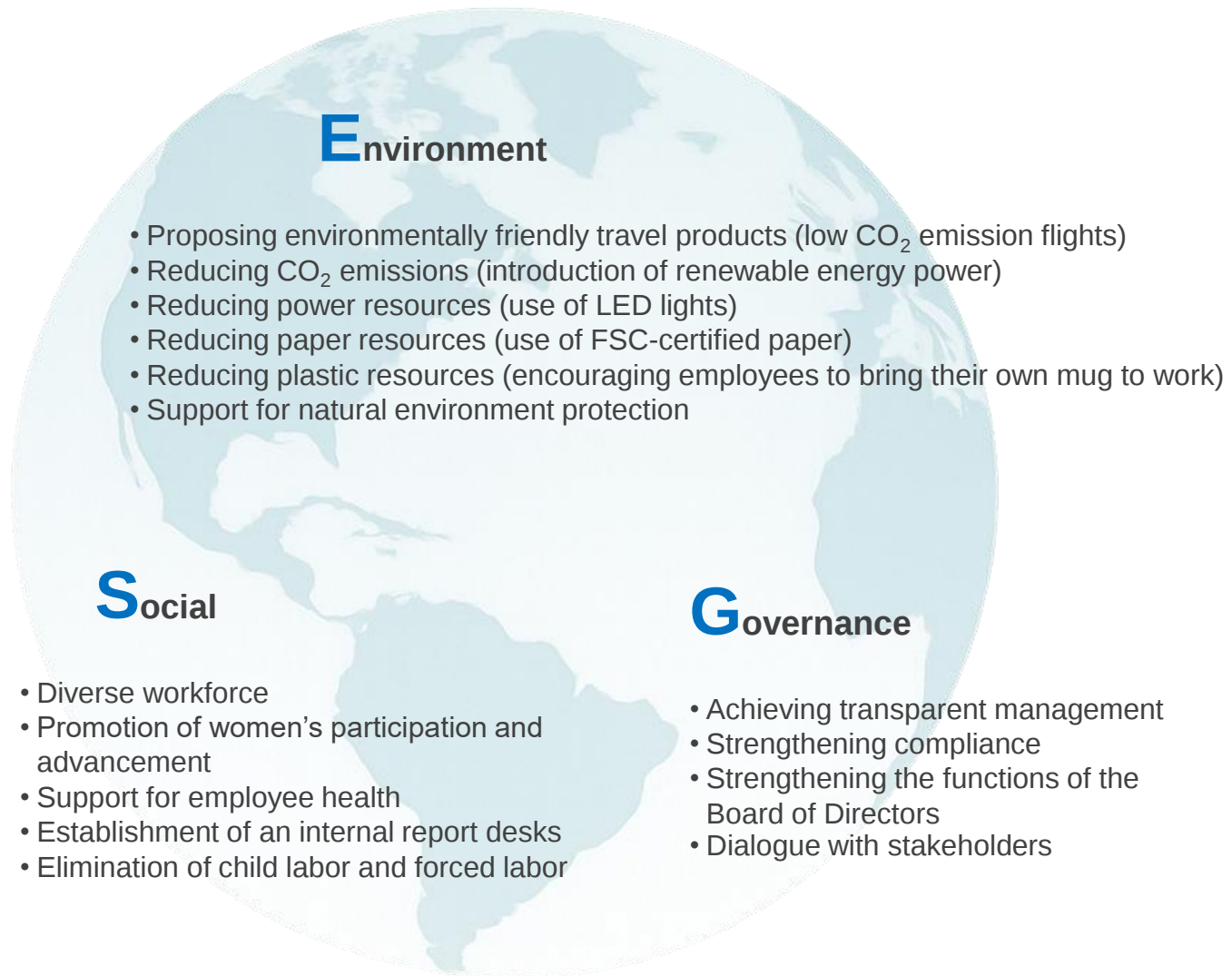
Contributions to Local Communities and Traditional Culture

- Vitalization of local communities through travel
- Contributions to traditional culture



Promotion of Partnerships with Entities such as Companies and Municipalities

Our Company's ESG initiatives are as follows:



- This document contains prospects, future plans, business objectives, etc. associated with the Company. The entries concerning these future prospects are based on the Company's assumptions concerning future events and trends as of the time of making this document, so there is no guarantee that the assumptions made by the Company are completely accurate. Because of various factors, the actual results may differ drastically from those assumed in this document.
- Unless otherwise stated, the financial data contained herein is shown based on accounting principles generally recognized inside Japan.
- The occurrence of future events, etc. notwithstanding, the Company will not necessarily make revisions to publications, etc., regarding future prospects that have already been published, except in cases where such revisions are requested because of bylaws concerning disclosure of the revisions.
- Information concerning companies other than the Company is based on public knowledge that is generally known.

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