

**Fuji Jutaku Co., Ltd.**

Fiscal Year Ended March 2026

Full Year Financial Results Presentation Materials

1 May 2026

Note: This document has been translated by AI from a part of the Japanese original for reference purposes only.

# Full Year Financial Results Highlights for Fiscal Year Ended March 2026 (April 2025 to March 2026)

## Overview of Financial Results P4-7

**Net sales exceeded 130 billion yen for the first time, operating profit and ordinary profit reached record highs, exceeding the plan for the first year of the Mid-Term Management Plan**

Net sales: 138.3 billion yen, Operating profit: 8.2 billion yen, Ordinary profit: 6.9 billion yen, Profit: 4.7 billion yen

## Major Segments P8-12

- **Residential Development segment:** **Revenue increase secured due to completion of large-scale condominiums, orders continue to be strong**  
Net sales of 36.7 billion yen, segment profit of 1.5 billion yen
- **Existing Housing segment:** **Procurement and sales strategies proved successful, achieving a 31.7% increase in revenue compared to the end of the previous fiscal year**  
Net sales of 35.1 billion yen, segment profit of 1.2 billion yen
- **Real Estate Utilization segment:** **Profit increase secured through improved profitability**  
Net sales of 30.9 billion yen, segment profit of 3.1 billion yen
- **Leasing and Property Management segment:** **Stable growth in line with the increase in the number of buildings under management**  
Net sales of 33.8 billion yen, segment profit of 4.4 billion yen, 206 buildings increase in number of buildings under management

## Management Indicators P18

**As a result of focusing on both profitability and financial soundness, the equity ratio increased**  
**The net D/E ratio also improved slightly**

Equity ratio 30.2%, Net D/E ratio 1.58 times, ROE 8.4%

## Our thinking on stock price P19-20, 75

**We recognize that there is sufficient room for improvement in valuation through initiatives to enhance expectations and dividend policy**

PER 6.07 times, introduction of progressive dividend policy (annual dividend of 32 yen (planned))

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## 1. Overview of Full Year Financial Results for FY Ended March 2026



# Overview of Full Year Financial Results for Fiscal Year Ended March 2026 (April 2025 to March 2026)

- As stated in the Notice Concerning Revision of Business Performance Forecasts announced on April 20, results for the current fiscal year substantially exceeded the plan for the first year of the Medium-Term Management Plan, with net sales reaching a record high. Operating profit and ordinary profit reached record highs, although profit margins declined mainly due to increases in personnel expenses and interest payments. Meanwhile, profit remained at approximately the same level as the previous fiscal year.

## <Results for the Past Five Fiscal Years>

(Millions of yen)	Fiscal Year ended March 2022		Fiscal Year ended March 2023		Fiscal Year ended March 2024		Fiscal Year ended March 2025		Fiscal Year ended March 2026		
	Actual	Ratio on sales	Actual	Ratio on sales	Actual	Ratio on sales	Actual	Ratio on sales	Actual	Ratio on sales	Change from previous year
Net sales	118,892	100.0%	114,669	100.0%	120,388	100.0%	123,927	100.0%	138,332	100.0%	+11.6%
Gross profit	16,877	14.2%	17,146	15.0%	18,619	15.5%	19,612	15.8%	21,018	15.2%	+7.2%
Selling, general and administrative expenses	10,813	9.1%	10,859	9.5%	11,354	9.4%	11,718	9.5%	12,723	9.2%	+8.6%
Operating profit	6,064	5.1%	6,286	5.5%	7,264	6.0%	7,894	6.4%	8,294	6.0%	+5.1%
Ordinary profit	5,627	4.7%	5,744	5.0%	6,643	5.5%	6,987	5.6%	6,995	5.1%	+0.1%
Profit	3,869	3.3%	3,817	3.3%	4,559	3.8%	4,764	3.8%	4,757	3.4%	(0.1%)
Order backlog	51,508	-	53,777	-	55,557	-	60,138	-	67,839	-	+12.8%
Equity ratio	28.9%	-	30.5%	-	30.3%	-	29.8%	-	30.2%	-	Increase in 0.4 Pt
Net D/E ratio	1.56 times	-	1.45 times	-	1.41 times	-	1.59 times	-	1.58 times	-	0.01 Pt decrease

\*Income from the insurance agency business had previously been recorded under "Non-operating income," but starting from the Fiscal Year ended March 2024, it has been reclassified and is now recorded under "Net sales." Accordingly, reclassifications have been made to "Net sales" for the year ended March 31, 2023, but not for the year ended March 31, 2022. \*Net D/E ratio (Interest-bearing debt-Cash and deposits (including time deposits) at end of period) ÷ Shareholders' equity)

## <Progress of the Mid-Term Management Plan>

(Millions of yen)	Fiscal Year ended March 2026		Fiscal Year ending March 2027		Fiscal Year ending March 2028
	Medium-Term Management Plan 1st Term	Actual	Medium-Term Management Plan 2nd Term	Consolidated earnings forecast	Medium-Term Management Plan 3rd Term
Net sales	126,000	138,332	127,200	Undetermined	131,900
Operating profit	7,200	8,294	7,300		8,200
Ordinary profit	5,700	6,995	5,300		6,200
Profit	3,700	4,757	3,500		4,100
ROE	6.6%	8.4%	6.0%		6.6%
Equity ratio	25% or more	30.2%	25% or more		25% or more

## <Regarding the Consolidated Financial Forecast for the Fiscal Year Ending March 2027>

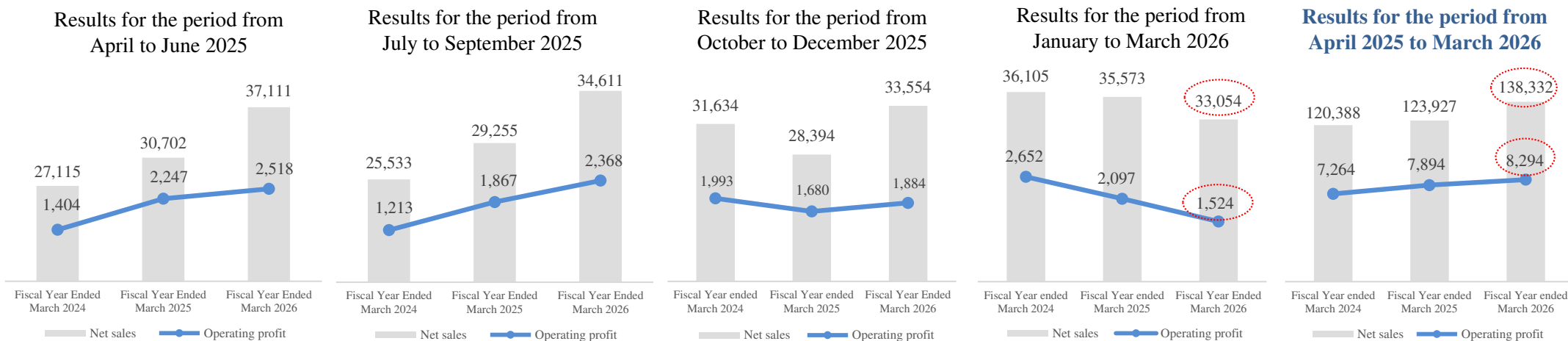
Due to the uncertainty surrounding crude oil prices and material supply associated with the situation in the Middle East, it is difficult to reasonably estimate the impact through material price fluctuations and procurement delays, so the forecast remains undetermined. At present, there are no significant obstacles to business operations, and sales and contract backlog are generally proceeding according to plan. We will promptly disclose the earnings forecast as soon as it becomes possible to calculate.

# Quarterly Trends in Consolidated Results

## Results for the period from January 2026 to March 2026

- Net sales were 33.0 billion yen and operating profit was 1.5 billion yen.
- The reason for the decrease in net sales and profit at each level of the current fiscal year compared to previous years was mainly due to a decrease in free design house deliveries. The order contract backlog for free design houses at the end of the fiscal year increased by 3.5 billion yen compared to the end of the previous fiscal year, so this is considered to be temporary due to differences in delivery timing, and there is no significant change in the underlying business performance.

(Millions of yen)



(Millions of yen)	Fiscal Year ended March 2024					Fiscal Year ended March 2025					Fiscal Year ended March 2026				
	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Total	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Total	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Total
Net sales	27,115	25,533	31,634	36,105	120,388	30,702	29,255	28,394	35,573	123,927	37,111	34,611	33,554	33,054	138,332
Operating profit	1,404	1,213	1,993	2,652	7,264	2,247	1,867	1,680	2,097	7,894	2,518	2,368	1,884	1,524	8,294
Ratio on sales	5.2%	4.8%	6.3%	7.3%	6.0%	7.3%	6.4%	5.9%	5.9%	6.4%	6.8%	6.8%	5.6%	4.6%	6.0%
Ordinary profit	1,234	1,074	1,874	2,459	6,643	2,081	1,597	1,401	1,907	6,987	2,379	2,034	1,545	1,035	6,995
Ratio on sales	4.6%	4.2%	5.9%	6.8%	5.5%	6.8%	5.5%	4.9%	5.4%	5.6%	6.4%	5.9%	4.6%	3.1%	5.1%
Profit	824	711	1,254	1,768	4,559	1,414	1,064	928	1,357	4,764	1,604	1,364	1,021	766	4,757
Ratio on sales	3.0%	2.8%	4.0%	4.9%	3.8%	4.6%	3.6%	3.3%	3.8%	3.8%	4.3%	3.9%	3.0%	2.3%	3.4%

## Consolidated Net Sales (April 2025 to March 2026)

(Millions of yen)		Fiscal Year ended March 2025		Fiscal Year ended March 2026		Change from previous year
<b>Residential Development</b>	Free design house	486 Units	20,818	515 Units	21,790	+4.7%
	Condominiums	284 Units	11,569	334 Units	14,069	+21.6%
	Subdivision land sales	54 Units	1,546	42 Units	873	(43.5%)
	Raw land sales	1,440m <sup>2</sup>	783	32 m <sup>2</sup>	3	(99.5%)
	<b>Subtotal</b>	<b>824 Units 1,440m<sup>2</sup></b>	<b>34,718</b>	<b>891 Units 32 m<sup>2</sup></b>	<b>36,737</b>	<b>+5.8%</b>
<b>Existing Housing</b>	Used house (Detached house)	111 Units	2,895	110 Units	2,763	(4.6%)
	Used house (Condominium)	970 Units	23,757	1,162 Units	32,348	+36.2%
	Other	-	8	-	10	+28.2%
	<b>Subtotal</b>	<b>1,081 Units</b>	<b>26,661</b>	<b>1,272 Units</b>	<b>35,122</b>	<b>+31.7%</b>
<b>Real Estate Utilization</b>	Lease housing construction contracting	37 projects	4,677	51 projects	6,765	+44.6%
	Housing with services for the elderly	14 projects	4,026	14 projects	4,113	+2.2%
	Leasing apartment for individual investors	135 buildings	21,416	129 buildings	20,090	(6.2%)
	<b>Subtotal</b>	<b>51 projects 135 buildings</b>	<b>30,120</b>	<b>65 projects 129 buildings</b>	<b>30,969</b>	<b>+2.8%</b>
<b>Leasing and Property Management</b>	Leasing income	-	22,459	-	24,649	+9.7%
	Business income from housing with services for the elderly	-	7,443	-	8,087	+8.7%
	Management fee income	-	1,085	-	1,126	+3.8%
	<b>Subtotal</b>	<b>-</b>	<b>30,989</b>	<b>-</b>	<b>33,864</b>	<b>+9.3%</b>
<b>Business related to the Construction</b>		<b>113 projects</b>	<b>1,259</b>	<b>75 projects</b>	<b>1,416</b>	<b>+12.5%</b>
<b>Other</b>		<b>-</b>	<b>178</b>	<b>-</b>	<b>221</b>	<b>+24.3%</b>
<b>Total</b>		<b>1,905 Units 1,440m<sup>2</sup> 164 projects 135 buildings</b>	<b>123,927</b>	<b>2,163 Units 32 m<sup>2</sup> 140 projects 129 buildings</b>	<b>138,332</b>	<b>+11.6%</b>

## Performance by Segment (April 2025 to March 2026)

- The Existing Housing segment posted a substantial increase in net sales, up 31.7% year on year, driven by strong sales of used houses, and accounted for approximately 60% of the overall increase in net sales. As for profit by segment, the combined composition ratio of the Real Estate Utilization segment and the stock-based Leasing and Property Management segment linked to it remained strong at 71.6% (66.6% in the same period of the previous fiscal year), and these segments continued to drive overall profit.
- Please refer to the following pages for more details on results by segment.

(Millions of yen)	Sales by Segment				Profit by Segment			
	Fiscal Year ended March 2025	Fiscal Year ended March 2026			Fiscal Year ended March 2025	Fiscal Year ended March 2026		
			Composition ratio	Change from previous year			Composition ratio	Change from previous year
Residential Development	34,718	36,737	26.5%	+5.8%	2,251	1,595	15.1%	(29.1%)
Existing Housing	26,661	35,122	25.4%	+31.7%	876	1,236	11.7%	+41.0%
Real Estate Utilization *	30,120	30,969	22.4%	+2.8%	2,763	3,101	29.4%	+12.2%
Leasing and Property Management	30,989	33,864	24.5%	+9.3%	3,924	4,452	42.2%	+13.4%
Business related to the construction *	1,259	1,416	1.0%	+12.5%	94	10	0.1%	(89.0%)
Other	178	221	0.2%	+24.3%	132	163	1.5%	+23.1%
Total	123,927	138,332	100.0%	+11.6%	10,042	10,558	100.0%	+5.1%

\*Net sales by segment are presented after eliminating inter-segment transactions, while profit by segment is shown before eliminating inter-segment transactions and general corporate expenses.

Elimination of inter-segment transactions	(226)	(176)
General corporate expenses	(1,922)	(2,087)
Operating profit	7,894	8,294

\*General corporate expenses are mainly general and administrative expenses that do not belong to any particular segment.

# Performance by Segment [Residential Development]

Results from April 2025 to March 2026

(Millions of yen)		Fiscal Year ended March 2025		Fiscal Year ended March 2026		Change from previous year
Free design house	486 Units	20,818	515 Units	21,790		+4.7%
Condominiums	284 Units	11,569	334 Units	14,069		+21.6%
Subdivision land sales	54 Units	1,546	42 Units	873		(43.5%)
Raw land sales	1,440m <sup>2</sup>	783	32m <sup>2</sup>	3		(99.5%)
Net sales	824 Units 1,440m <sup>2</sup>	34,718	891 Units 32m <sup>2</sup>	36,737		+5.8%
Segment profit		2,251		1,595		(29.1%)

\*Net sales are presented before eliminating inter-segment transactions, and segment profit is shown before eliminating inter-segment transactions and general corporate expenses.

- The main factor behind the increase in sales of condominiums for sale was the completion and delivery of the large-scale property "Charmant Fuji Park & Links" shown on the right.
- The main factors behind the decrease in segment profit were a reactionary decline following the sale of large raw land with high profit margins in the previous fiscal year, and a decline in profit margins for some condominiums for sale due to price adjustments as part of sales strategy.

TOPIX

## Large-scale detached house sales project delivered in the fiscal year ending March 2026

- \*The number of lots sold is the total planned number of lots at the time of the commencement of sales.
- \*Some images are included.



LEA-GRAN Fukiage (Wakayama-city, 36 units)



AFUJIR CITY Daito Fukono (Daito-city, Osaka 61 units)

## Condominium Project for Delivery in Fiscal 2026 (Visual Image)



Charmant Fuji PARK & LINKS 14F 190 Residence completed and delivered on April 15, 2025



Branneed Hankyu Minase 13F 75 residence completed and delivered on August 22, 2025



Branneed Tsukamoto Station Front 15F 71 residence completed and delivered on December 12, 2025

# Performance by Segment [Existing Housing]

Results from April 2025 to March 2026

(Millions of yen)	Fiscal Year ended March 2025		Fiscal Year ended March 2026		Change from previous year
Used house (Detached house)	111 Units	2,895	110 Units	2,763	(4.6%)
Used house (Condominium)	970 Units	23,757	1,162 Units	32,348	+36.2%
Other	-	8	-	10	+28.2%
Net sales	1,081 Units	26,661	1,272 Units	35,122	+31.7%
Segment profit		876		1,236	+41.0%

\*Net sales are presented before eliminating inter-segment transactions, and segment profit is shown before eliminating inter-segment transactions and general corporate expenses.

- Against the backdrop of growing demand for used houses, strategic inventory accumulation proved successful, and sales of used condominiums performed extremely well. In addition, an increase in the average selling price per unit also contributed, resulting in significant increases in both net sales and profit.

TOPIX

## Ranking of Annual Retail Units Purchased and Resold 2025 No. 8 nationwide

Source: Renovation Industry Shimibun Purchase and Resale Annual Sales Ranking 2025 (Published July 28, 2025)

The Existing Housing segment is primarily engaged in business activities between Osaka Prefecture and Hanshin, and it boasts the highest volume of purchase and resale transactions nationwide despite its limited business activities within a limited number of regions.



At Fuji Home Bank, we operate a highly competitive Used Assets business that involves the purchase and resale of used condominiums, as well as the acquisition of tenant-occupied, individually owned condominiums as income-generating properties. After tenant move-out, these properties are renovated and resold. As of the end of March 2026, we owned 950 units. For more details on the Used Assets business, please refer to page 31. Leasing income from this business is recorded in the Leasing and Property Management segment.

(Trends in used assets business)

	Fiscal Year ended March 2022	Fiscal Year ended March 2023	Fiscal Year ended March 2024	Fiscal Year ended March 2025	Fiscal Year ended March 2026
Number of units Held	891	845	848	989	950
Acquisition price (Million yen)	13,043	13,867	15,025	22,020	23,959
Annual Leasing Income (Million yen)	1,000	993	996	1,242	1,342



The main office of Ouchikan is a comprehensive housing exhibition site that constantly displays more than 1000 property information. Ouchikan is a facility that allows customers to easily search for properties they want, such as areas, new construction, and used house.



# Performance by Segment [Real Estate Utilization]

Results from April 2025 to March 2026

(Millions of yen)	Fiscal Year ended March 2025		Fiscal Year ended March 2026		Change from previous year
Lease housing construction contracting	37 projects	4,677	51 projects	6,765	+44.6%
Housing with services for the elderly	14 projects	4,026	14 projects	4,113	+2.2%
Leasing apartment for individual investors	135 buildings	21,416	129 buildings	20,090	(6.2%)
Subtotal (Sales to external customers)	51 projects 135 buildings	30,120	65 projects 129 buildings	30,969	+2.8%
Inter-segment net sales or transfers	-	1,889	-	1,072	(43.2%)
Net sales	51 projects 135 buildings	32,010	65 projects 129 buildings	32,042	+0.1%
Segment profit		2,763		3,101	+12.2%

\*Net sales are presented before eliminating inter-segment transactions, and segment profit is shown before eliminating inter-segment transactions and general corporate expenses.

- Net sales remained strong in lease housing construction contracting, offsetting the decline in the number of leasing apartments for individual investors delivered. At the end of the current fiscal year, the number of leasing apartments for individual investors under contract stood at 106 buildings, exceeding 95 buildings at the end of the previous fiscal year, and orders remained strong.
- Segment profit increased as profitability improved.

TOPIX

## Aiming to Become the Most Beloved Real Estate Utilization Department in Japan

For leasing apartment for individual investors, we leverage the extensive information network developed through our operations as a comprehensive real estate company to carefully select and acquire properties with high rarity and liquidity. As of the end of March, 2026, we have maintained a high occupancy rate of 97.6 percent, supported by the strong management capabilities and tenant acquisition strength of our group companies. In addition to our product development capabilities, thoughtful property management, and strong tenant acquisition capabilities, we have earned high praise for our contract terms that are tailored to the needs of property owners.

\* Indicates the occupancy rate of managed properties under master lease agreements. Please note that housing with services for the elderly is excluded.

## Fuji Palace Series Construction Examples



### Fuji Palace Stairwell Type

Urban compact designers lease housing



### Fuji Palace Senior

A new way of land utilization in an aging society  
Housing with services for the elderly

No.1 in the Number of Housing with Services for the Elderly Facilities Operated Nationwide



### Fuji Palace Detached Homes for Lease

A savior for suburban land utilizationUnlocking new potential for valuable assets once thought unusable



### Fuji Palace Three Herbs

All-unit maisonette-type lease housing achieving high occupancy and high profitability



### Fuji Palace Loft Type

Loft type that explores new needs of the single-person segment

# Performance by Segment [Leasing and Property Management]

Results from April 2025 to March 2026

(Millions of yen)	Fiscal Year ended March 2025	Fiscal Year ended March 2026	Change from previous year
Leasing income	22,459	24,649	+9.7%
Business income from housing with services for the elderly	7,443	8,087	+8.7%
Management fee income	1,085	1,126	+3.8%
Net sales	30,989	33,864	+9.3%
Segment profit	3,924	4,452	+13.4%

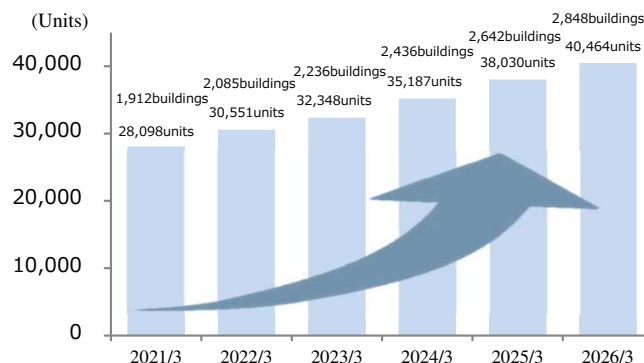
\*Net sales are presented before eliminating inter-segment transactions, and segment profit is shown before eliminating inter-segment transactions and general corporate expenses.

- As of the end of March 2026, the number of units under management was 40,464 units (an increase of 2,434 units from the end of the previous fiscal year), and the number of housing with services for the elderly in operation was 285 buildings (an increase of 15 buildings from the end of the previous fiscal year), resulting in increased net sales and profit due to steady growth. In addition, the number of Company-owned housing with services for the elderly facilities increased by 2 buildings (88 units) from the end of the previous fiscal year to 51 buildings (2,079 units), and business income from this segment is also steadily increasing.

## TOPIX

### Number of Leasing Units Under Management

Since 2020, the number of managed units has been increasing at an average pace of over 2,000 units per year, while the occupancy rate has remained stable at around 97% (excluding housing with services for the elderly)

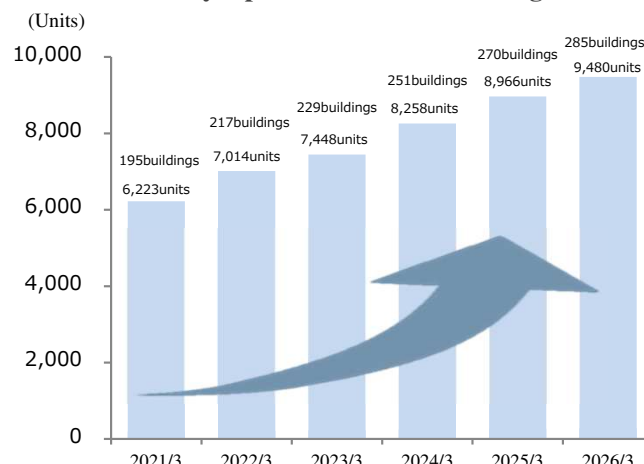


\*Number of lease properties under management and number of lease units under management as of the end of March 2026 (including company-owned properties)

### Distribution Map of Leasing Properties Under Management



### Trends in the Number of Housing with Services for the Elderly Operated and Units Managed



\*Number of buildings under management and units under management as of the end of March 2026

### Housing with services for the elderly No. of buildings under management **No.1**

順位	事業者名	運営棟数
1	フジ・アメニティサービス	275
2	学研グループ	212
3	SOMPOケア	146
4	ヴァティー	121
5	NPO法人ラ・シャリテ	96
6	エクラシア	89
7	やまねメディカル	79
8	創生会グループ	62
9	パナソニック エイジフリー	61
10	ゴールドエイ	54
10	やさしい手	54

\*Calculated by us from the weekly release of the Housing Newspaper for the Elderly on August 20, 2025

# Performance by Segment [Business related to the construction]

Results from April 2025 to March 2026

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(Millions of yen)	Fiscal Year ended March 2025	Fiscal Year ended March 2026	Change from previous year
Business related to the construction (Sales to external customers)	1,259	1,416	+12.5%
Inter-segment net sales or transfers	1,341	1,110	(17.2%)
Net sales	2,600	2,527	(2.8%)
Segment profit	94	10	(89.0%)

\*Net sales are presented before eliminating inter-segment transactions, and segment profit is shown before eliminating inter-segment transactions and general corporate expenses.

- Although net sales remained at approximately the same level as the previous fiscal year, segment profit decreased due to a decline in profitability caused by soaring material prices and a decrease in internal sales.

In January 2020, we welcomed Yuken Kensetsu Kabushiki Kaisha, a company with a proven track record in steel-frame and reinforced concrete construction, as our partner. Since then, the scope of our collaboration has steadily expanded to include new construction of large-scale steel-frame housing with services for the elderly, renovation of housing with services for the elderly, construction of new condominiums sold by our Group, and large-scale renovation work for our own office buildings.

## (Examples of construction within the Group) Projects implemented since fiscal year ended March 2022

### Newly built housing with services for the elderly



Ikyu Esaka 68-room steel structure  
(Completed on February 18, 2022)

### Housing with services for the elderly renovation work



Ikyu Nishinomiya 62 rooms  
(former employee dormitory)  
(Completed on January 26, 2023)



Wools Dainichi 77 rooms  
(former employee dormitory)  
(Completed on January 27, 2025)

### Newly built condominiums



Branneed Kawachieiwa  
13F 38 residence RC building  
(Completed on May 17, 2024)

### Housing with services for the elderly renovation work



Hibio Sumiyoshi 78 rooms  
(former hospital)  
(Completed on February 3, 2025)



Wools Uegahara 46 rooms  
(former employee dormitory)  
(Completed on January 30, 2026)

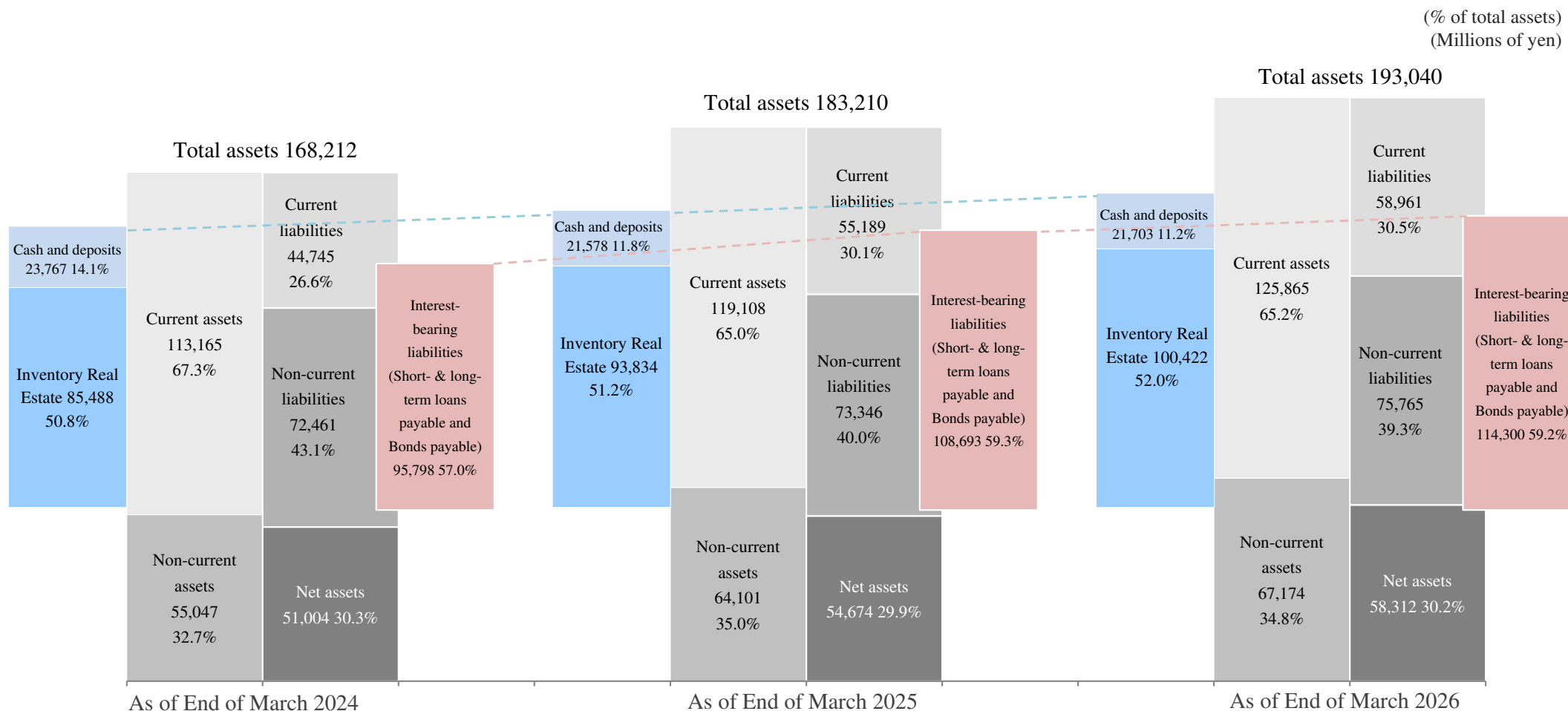
## Order Contract Backlog by Segment (End of March 2026)

➤ The order contract backlog at the end of the current fiscal year was 67.8 billion yen, a record high on a fiscal year-end basis. The major segments of Residential Development, Existing Housing, and Real Estate Utilization are all performing well. In particular, the Existing Housing segment continued to receive strong orders, with the order contract backlog increasing significantly by 64.6% year on year. In the Residential Development segment, order backlog declined 13.5% year on year due to the impact of the completion and handover of a large-scale condominium property in April 2025. However, the segment as a whole remained firm, supported by strong orders for free design houses.

(Millions of yen)		Fiscal Year ended March 2025		Fiscal Year ended March 2026		Change from previous year
	Free design house	355 Units	15,062	433 Units	18,580	+23.4%
	Condominiums	282 Units	11,858	223 Units	10,263	(13.5%)
	Subdivision land sales	13 Units	288	12 Units	299	+3.7%
	Raw land sales	- m <sup>2</sup>	-	131 m <sup>2</sup>	22	-
<b>Residential Development</b>		650 Units / - m <sup>2</sup>	<b>27,209</b>	668 Units / 131 m <sup>2</sup>	<b>29,166</b>	<b>+7.2%</b>
	Used house (Detached house)	14 Units	313	36 Units	918	+192.7%
	Used house (Condominium)	132 Units	3,203	164 Units	4,869	+52.0%
<b>Existing Housing</b>		146 Units	<b>3,517</b>	200 Units	<b>5,788</b>	<b>+64.6%</b>
	Lease housing construction contracting	88 projects	8,771	100 projects	10,322	+17.7%
	Housing with services for the elderly	26 projects	5,285	23 projects	5,213	(1.4%)
	Leasing apartment for individual investors	95 buildings	14,323	106 buildings	16,535	+15.4%
<b>Real Estate Utilization</b>		114 projects/ 95 buildings	<b>28,379</b>	123 projects/ 106 buildings	<b>32,071</b>	<b>+13.0%</b>
<b>Business related to the Construction</b>		15 projects	<b>1,031</b>	21 projects	<b>812</b>	<b>(21.2%)</b>
<b>Total</b>			<b>60,138</b>		<b>67,839</b>	<b>+12.8%</b>

# Consolidated Balance Sheet Trends

- From the end of the previous fiscal year (end of March 2025) to the end of the current fiscal year (end of March 2026), inventory real estate increased by 6.5 billion yen and non-current assets increased by 3.0 billion yen, resulting in a 9.8 billion yen increase in total assets. In liabilities and net assets, interest-bearing liabilities increased by 5.6 billion yen in line with the increases in inventory real estate and non-current assets, while net assets increased by 3.6 billion yen due to the recording of profit for the period. For a breakdown of inventory real estate, please refer to p.15, and for trends in property, plant and equipment to date, please refer to p.16.



\*Inventory real estate represents the total of real estate for sale, real estate for sale in process, and real estate under development, and does not include costs on uncompleted construction contracts.

# Trends in Inventory Real Estate

- Inventory real estate increased by 6.5 billion yen from the end of the previous fiscal year. The principal factors were a 4.5 billion yen increase in used homes and a 2.1 billion yen increase in temporary holdings of whole leasing apartment buildings for sale in the Real Estate Utilization segment. In addition, procurement progressed steadily in detached houses for sale, used houses, and the Real Estate Utilization segment, where orders remained strong, allowing inventories to be accumulated. Although condominium units decreased due to the completion and handover of a large-scale property, the Residential Development segment as a whole secured an inventory level comparable to that of previous fiscal years.
- As of the end of the current fiscal year, the number of unordered inventory units for detached houses for sale and condominiums for sale was 2,011 units, securing an amount equivalent to approximately 2 years' worth of orders. The number of unordered inventory units for used houses was 499 units, securing an amount equivalent to approximately 5 months' worth of orders.
- The number of inventory buildings for the Real Estate Utilization segment was 285 buildings, of which 91 buildings are intended to be held for a certain period. Excluding these, inventory for sale was 194 buildings, of which 89 buildings are unordered, securing an amount equivalent to approximately 8 months' worth of orders.

(Millions of yen)	End of March 2024	April 2024 to March 2025		End of March 2025	April 2025 to March 2026		End of March 2026	End of March 2026
	Number/ (Lower) Book Value	Increase due to purchase, etc.	The decrease from sales	Number/ (Lower) Book Value	Increase due to purchase, etc.	The decrease from sales	Number/ (Lower) Book Value	Of which, no orders received
Detached houses	1,548 Units 32,124	715 Units 24,101	556 Units 19,147	1,707 Units 37,078	823 Units 23,119	564 Units 19,014	1,966 units 41,183	1,527 Units 29,924
Condominiums	945 Units 20,220	238 Units 8,012	288 Units 9,880	895 Units 18,352	146 Units 7,858	334 Units 12,371	707 Units 13,839	484 Units 8,629
Used house	518 Units 10,550	1,172 Units 26,217	1,080 Units 23,414	610 Units 13,353	1,361 Units 35,649	1,272 Units 31,096	699 Units 17,907	499 Units 12,930
Real Estate Utilization	258 buildings 22,593	150 buildings 20,661	137 buildings 18,205	271 buildings 25,049	147 buildings 20,325	133 buildings 17,882	285 buildings 27,492	178 buildings 17,575
(Temporary holdings)	58 buildings 6,584	12 buildings 2,877	0 buildings 114	70 buildings 9,347	26 buildings 3,142	5 buildings 952	91 buildings 11,538	89 buildings 11,299
Inventory Real Estate	3,011 Units 258 buildings	2,125 Units 150 buildings	1,924 Units 137 buildings	3,212 Units 271 buildings	2,330 Units 147 buildings	2,170 Units 133 buildings	3,372 Units 285 buildings	2,510 Units 178 buildings
Total	85,488	78,993	70,647	93,834	86,952	80,364	100,422	69,059

\* Inventory real estate represents the total of real estate for sale, real estate for sale in process, and real estate under development, and does not include costs on uncompleted construction contracts.

\* The increase from purchases, etc. includes not only new land acquisitions during each period but also land development and demolition costs, as well as construction and renovation costs.

\* The decrease from sales, etc. includes not only property handovers but also land subdivision sales, unit count adjustments, and valuation losses on inventory real estate during each period.

\* Detached house for sale are presented based on the initially planned number of units, which may result in discrepancies from the actual sales and order figures due to contracts involving multiple lots.

\* Lease housing construction contracting in the Real Estate Utilization segment is accounted for under the percentage-of-completion method and is therefore not included in inventory real estate.

\* Temporarily held properties under the Real Estate Utilization segment are recorded as inventory real estate, as they are intended for sale after a certain holding period. Accordingly, during the holding period, an amount equivalent to depreciation is recorded as a valuation loss on inventory real estate.

\*1 In detached house for sale, custom-build housing (construction contracting) is not recorded as inventory real estate, but orders are included in the "free design house" category. In addition, \*2 in the Real Estate Utilization segment, orders for housing with services for the elderly for land sales are calculated under "housing with services for the elderly" of construction contracting.

As a result, the sum of the number of units ordered and the number of units not yet ordered and the number of buildings does not equal the number of units and buildings of real estate inventories at the end of March.

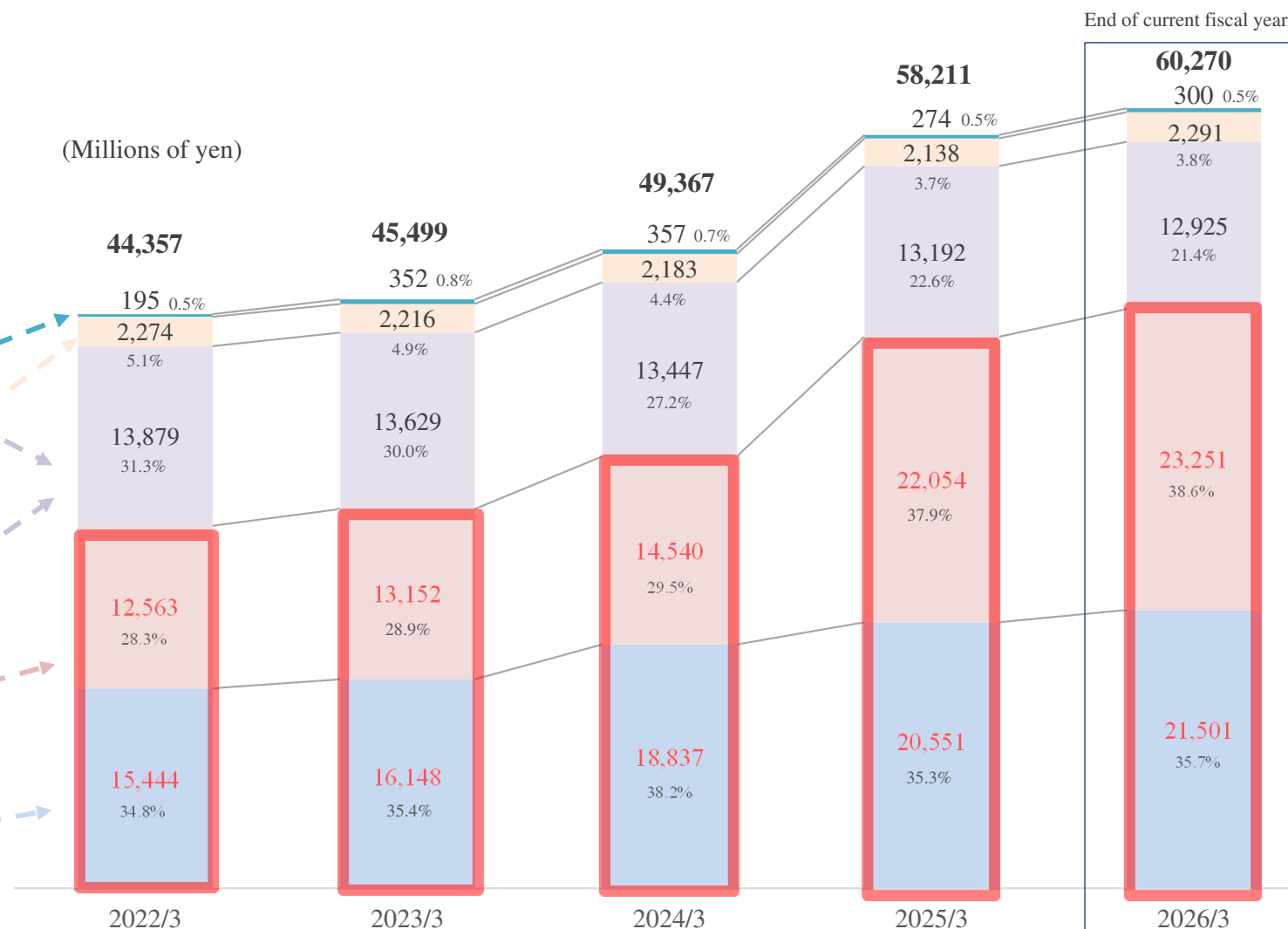
# Trends of property, plant and equipment

- To strengthen stock revenue, we have been stepping up our acquisition of company-owned housing with services for the elderly and tenant-occupied used condominium in sectional ownership (used assets). Regarding used assets, we are actively proceeding with property replacement while maintaining the number of units held.



Company-owned buildings (offices, etc.)  
Osaka Branch Office Building (Acquired in March 2019)

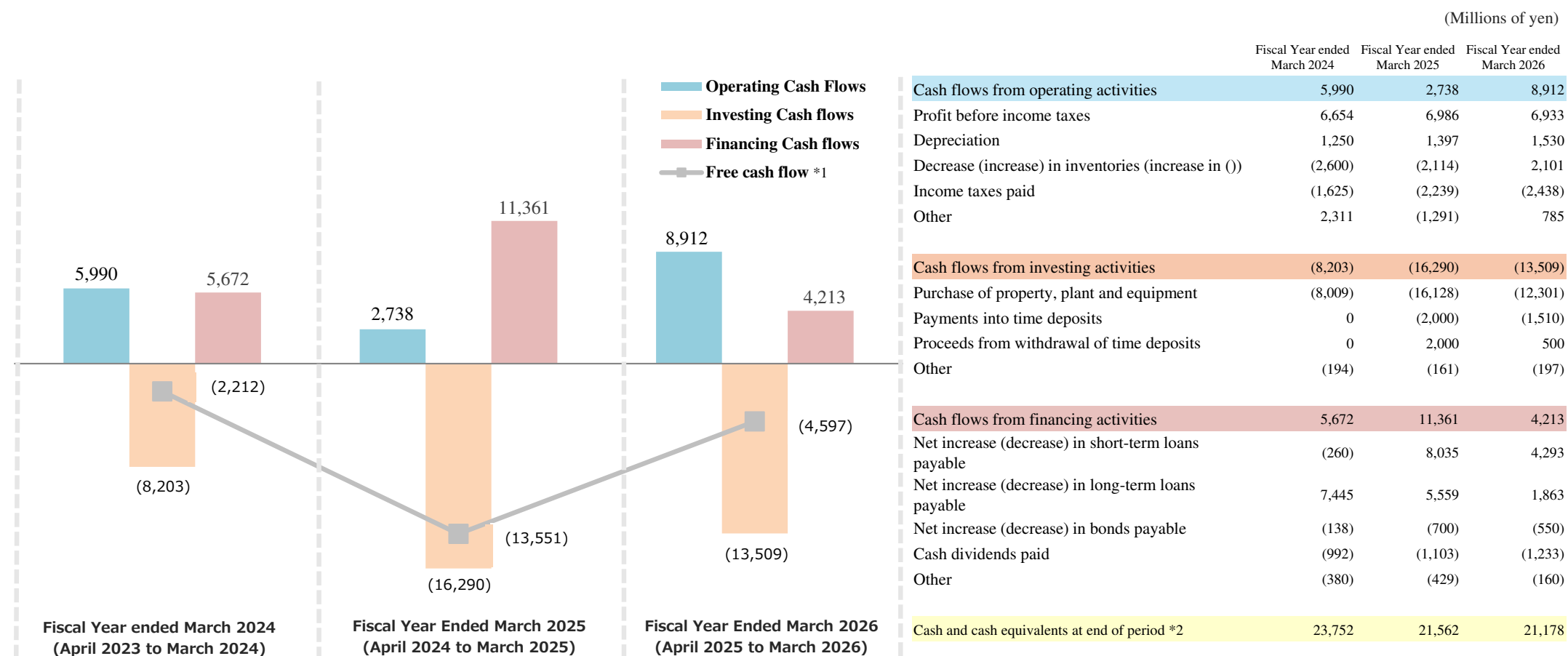
- Other
- Company-owned leasing properties
- Company-owned buildings (offices, etc.)
- Used assets
- Company-owned housing with services for the elderly



\*Property, plant and equipment represents the total of buildings and structures, machinery and transportation equipment, tools, furniture and fixtures, and land. It does not include leased assets or construction in progress.

## Consolidated Cash Flow Trends

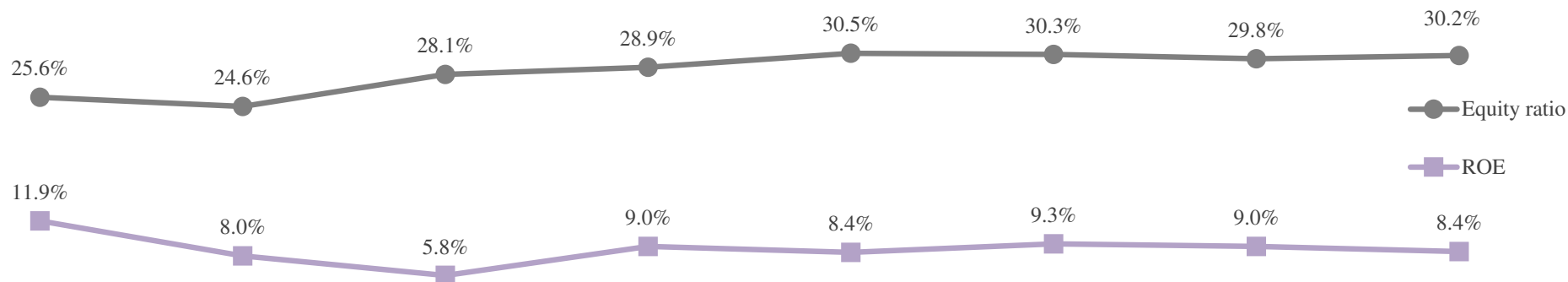
- Cash flows from operating activities amounted to a positive 8.9 billion yen, supported by the securing of profit before income taxes at a level comparable to that of the previous fiscal year. As stated on P.15, inventories on the balance sheet increased by 6.5 billion yen; however, on the cash flow statement, they decreased by 2.1 billion yen. This is due to the transfer of 8.6 billion yen of used assets recorded in property, plant and equipment to inventories during the period (change in purpose of ownership from holding to sale).
- Cash flows from investing activities resulted in a negative 13.5 billion yen. The main factors were the acquisition of used assets and housing with services for the elderly.
- Cash flows from financing activities resulted in a positive 4.2 billion yen due to financing for the acquisition of inventories and property, plant and equipment.



\*1 Free cash flow (operating cash flow + investing cash flow)

\*2 Cash and cash equivalents at end of period of period exclude time deposits with maturities of more than 3 months from cash and deposits.

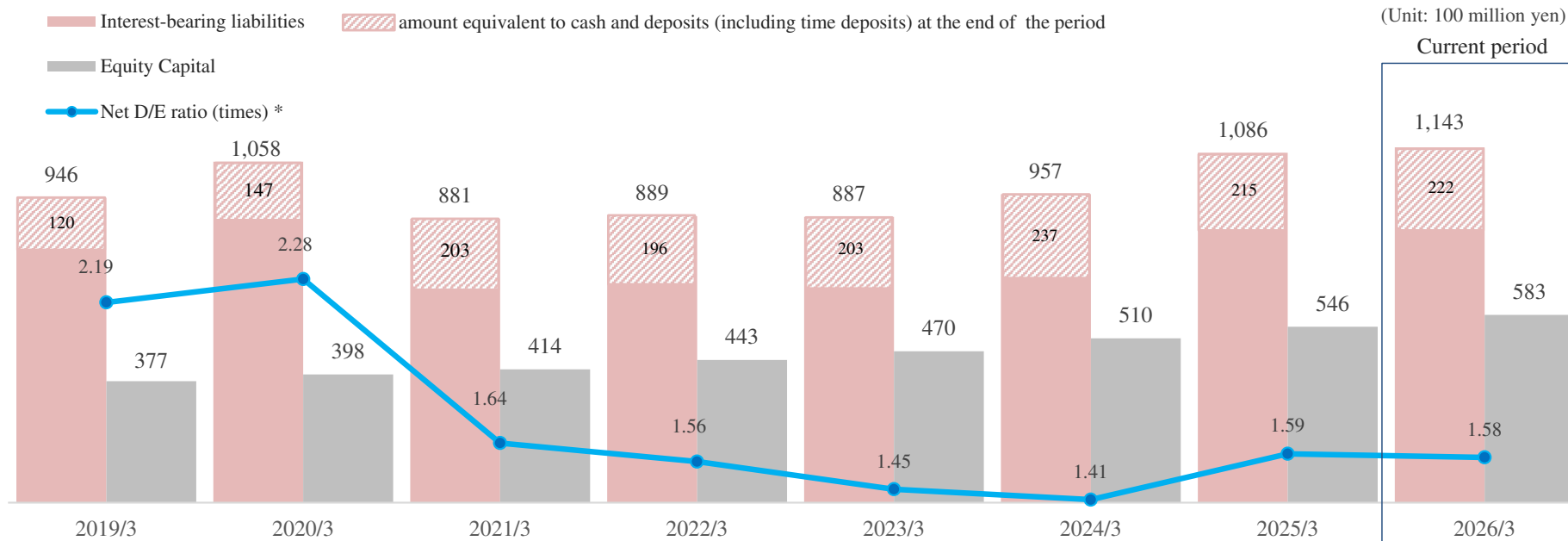
# Management Indicators (Equity Ratio, ROE and Net D/E Ratio)



Securing inventory through active procurement  
Proactive acquisition of company-owned properties

Selective land acquisition in response to soaring land prices  
Inventory level review through flexible pricing strategies

Achieve stable growth by securing inventory with  
financial discipline in mind



\* Net D/E ratio (Interest-bearing liabilities - Cash and deposits (including time deposits) at end of period) ÷ Shareholders' equity)

# Our thinking on the cost of capital and stock price

## Our thinking on the cost of capital and stock price

Our management objective is to stably continue our business and continuously reward all stakeholders as stated in our management philosophy. For the real estate business, which is susceptible to changes in market conditions and for which financial leverage is essential, financial strategy is extremely important. Accordingly, we are more conscious of the cost of capital and share price than ever before, and are working to improve our financial soundness by reinforcing our equity capital through retained earnings and improving asset efficiency. At the same time, we are enhancing our IR activities more than ever to improve profitability by investing in growing fields, while at the same time raising expected values.

The content of this report is also disclosed in the Corporate Governance Report [Measures for Realizing Management with an Awareness of Capital Costs and Stock Prices].

### ① Current situation

- ROE for the year ended March 31, 2026 was 8.4%, exceeding the cost of equity (\*1). However, PER was 6.07 times lower, and PBR (\*2) was 0.51 times lower than 1.0 times.
- We have been working to reduce the net D/E ratio in order to improve our financial soundness, but in the most recent two fiscal years, the ratio reversed as a result of steady procurement in all segments.
- We are firmly maintaining stable dividends, but with regard to the dividend payout ratio for the last 5 fiscal years at around 25%, we must say that it is slightly inferior to the average for TSE prime listed companies.

### ② Issues

- Whether the growth rate of EPS (\*4) can be continuously maintained above the growth rate of BPS (\*3).
- Whether we can deepen investors' understanding of our solid and stable business model.
- Whether we can ensure an optimal balance between maintaining and enhancing financial soundness, growth investments, and dividend policy.

\*1 Capital cost refers to the cost of shareholders' equity  
(Risk-free rate +  $\beta$  value x market risk premium)

\*2 PBR (Price Book Value Ratio) (Including Treasury Shares)

\*3 BPS (Net Assets per Share)

\*4 EPS (Net Profit per share)

### ③ Initiatives

- We will strengthen investment in the highly capital-efficient Real Estate Utilization segment and the Leasing and Property Management segment, aiming to stabilize our earnings base and achieve steady growth.
- In particular, housing with services for the elderly, which has the largest number of buildings in operation nationwide, is a business in which we can leverage our competitive edge, and it matches the ongoing needs of the aging society. Accordingly, we have positioned it as a focus business.
- The Company's dividend policy is to provide stable dividends. In October 2023, the Company announced the introduction of a progressive dividend policy. For the fiscal year ended March 31, 2024, it paid an ordinary dividend of 27 yen plus a special dividend of 3 yen. From the fiscal year ended March 31, 2025, the ordinary dividend was increased to 32 yen, and in March 2026, the Company decided to enhance the shareholder benefit program. The Company will continue to consider the appropriate form of shareholder returns on an ongoing basis.
- During the current fiscal year, we acquired 560,900 shares of treasury stock.
- We will invigorate IR activities and promote understanding of our unique business model that other companies do not.
- With regard to the net D/E ratio, we will strive to secure sources of shareholders' equity and place greater emphasis on balancing equity capital with the scale of investment, as well as on balancing highly asset-efficient investments with investments that contribute to stable growth. Through these efforts, we aim to return the ratio to a declining trajectory. However, in the most recent two fiscal years, we have achieved record-high net sales and profit by utilizing leverage, and we believe that we have maintained a balance between investment and growth.

	FYE March 2022	FYE March 2023	FYE March 2024	FYE March 2025	FYE March 2026
ROE	9.0%	8.4%	9.3%	9.0%	8.4%
PER	5.73 times	6.37 times	6.11 times	5.27 times	6.07 times
PBR	0.51 times	0.53 times	0.56 times	0.47 times	0.51 times
Equity Ratio	28.9%	30.5%	30.3%	29.8%	30.2%
Net D/E Ratio	1.56 times	1.45 times	1.41 times	1.59 times	1.58 times
Dividend payout ratio	25.1%	25.3%	23.7%	24.3%	24.2%
Total return ratio	25.1%	29.2%	23.7%	30.0%	33.7%

# Dividends and Shareholder Benefits

## Dividends

	Fiscal Year Ended March 2023 (Consolidated)	Fiscal Year Ended March 2024 (Consolidated)	Fiscal Year Ended March 2025 (Consolidated)	Fiscal Year Ended March 2026 (Consolidated)	Forecast for Fiscal Year Ending March 2027 (Consolidated)
Basic Earnings Per Share (Yen)	106.65	126.69	131.61	132.20	Undetermined
Dividend Per Share (Yen)	27.00	30.00	32.00	32.00	32.00
of which, Interim Dividend Per Share(Yen)	14.00	14.00	14.00	16.00	16.00
of which, Year-End Dividend Per Share (Yen) of these Special Dividend	13.00	16.00 3.00	18.00	16.00	16.00
Dividend Payout Ratio (%)	25.3%	23.7%	24.3%	24.2%	Undetermined

\*For the payout ratio for the fiscal year ended March 31, 2026, the year-end dividend is scheduled to be 16 yen, while the payout ratio for the fiscal year ending March 31, 2027 will be disclosed promptly once it becomes calculable.

## Shareholder Benefits

Eligible shareholders are those who hold 500 shares or more as recorded in the shareholder register as of March 31 each year.

Number of Shares Held	Details of the Shareholder Benefit	Long-Term Shareholder Benefit*
500 shares or more but less than 1,000 shares	QUO Card worth ¥1,000	—
1,000 shares or more but less than 2,000 shares	JCB Gift Card worth ¥3,000	—
2,000 shares or more but less than 3,000 shares	JCB Gift Card worth ¥4,000	—
3,000 shares or more but less than 4,000 shares	JCB Gift Card worth ¥4,000	JCB Gift Card worth ¥1,000
4,000 shares or more but less than 5,000 shares		
5,000 shares or more but less than 10,000 shares	JCB Gift Card worth ¥5,000	JCB Gift Card worth ¥1,000
10,000 shares or more	JCB Gift Card worth ¥6,000	JCB Gift Card worth ¥1,000

\*Shareholders eligible for the long-term shareholder benefit program are those who have continuously held 3,000 shares or more for at least three years. “Continuously holding 3,000 shares or more for at least three years” means that the shareholder has been recorded or registered in the Company’s shareholder register as holding 3,000 shares or more under the same shareholder number for seven or more consecutive times as of each March 31 and September 30.

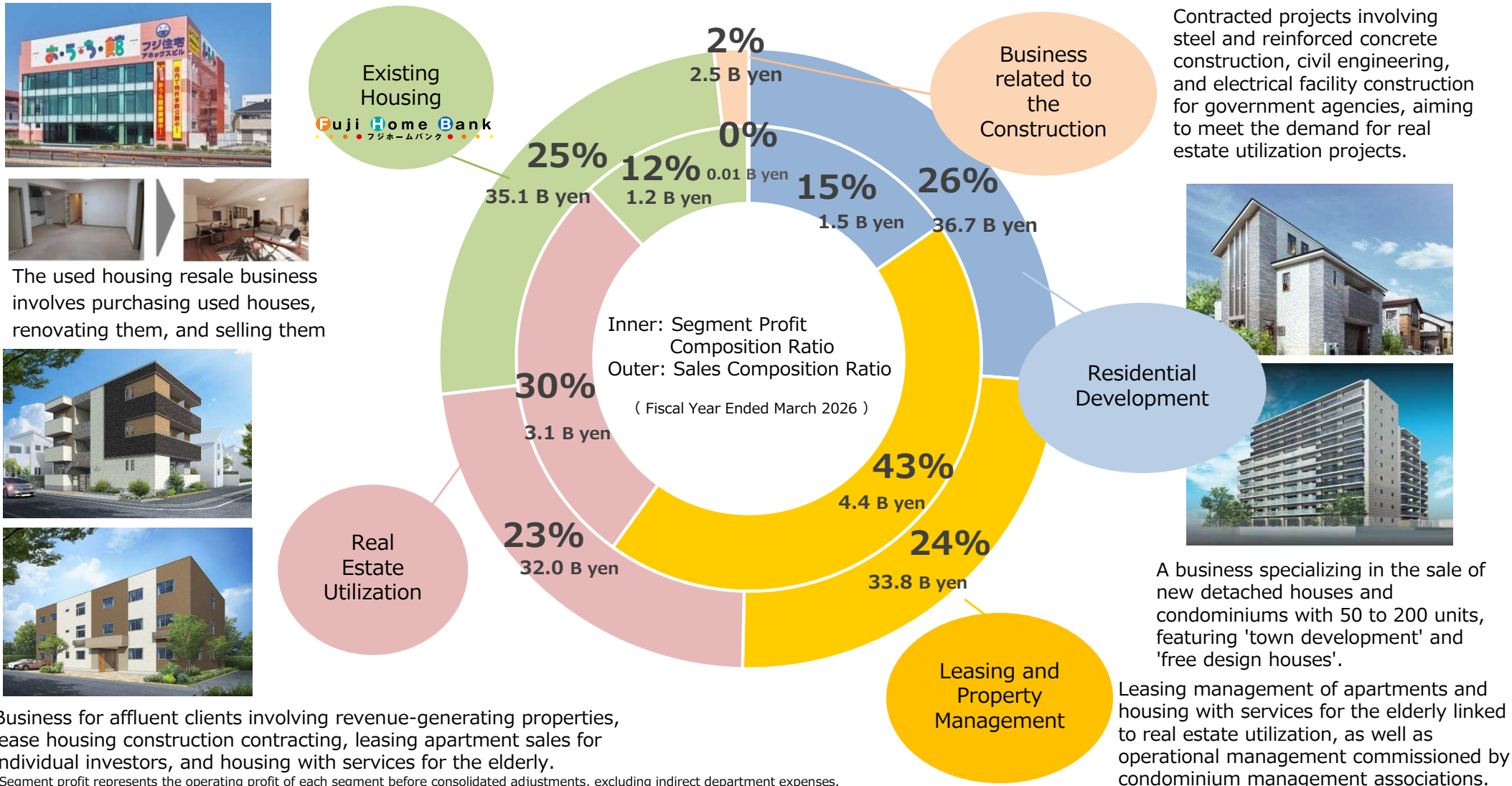
## 2. Growth Strategies and Our Strengths



# Balanced Management – Mutual Complementarity and Synergy

Balanced Management, where each business possesses unique expertise and complements other business divisions

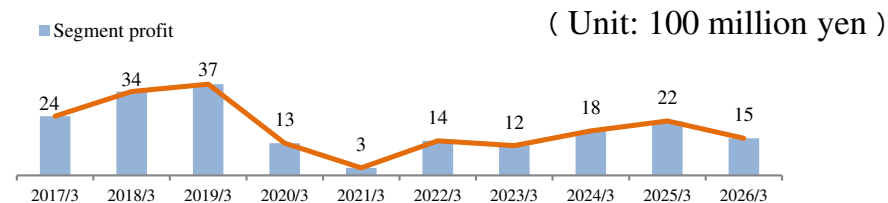
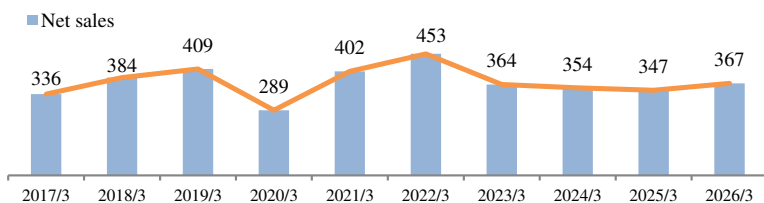
〈 Sales and Segment Profit Composition Ratio 〉



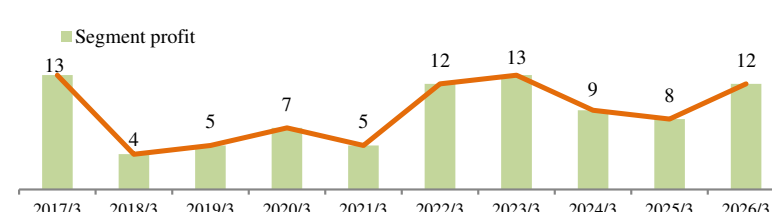
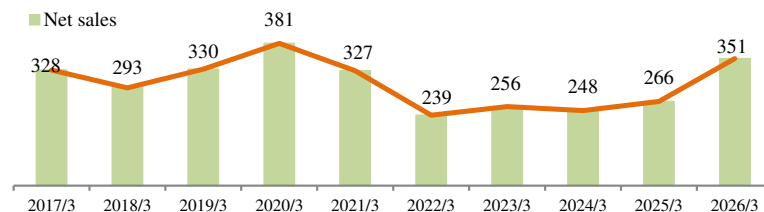
\*Segment profit represents the operating profit of each segment before consolidated adjustments, excluding indirect department expenses.  
\*The above represents a graphical depiction of the reported segments.

# Trends in Segment Sales and Profit Over the Past 10 Years

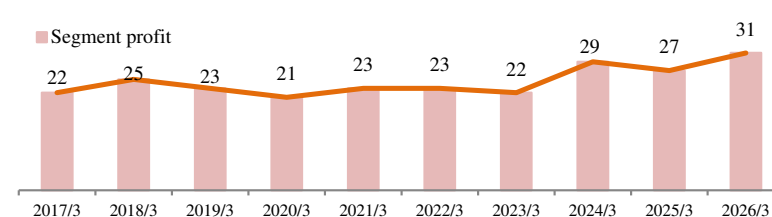
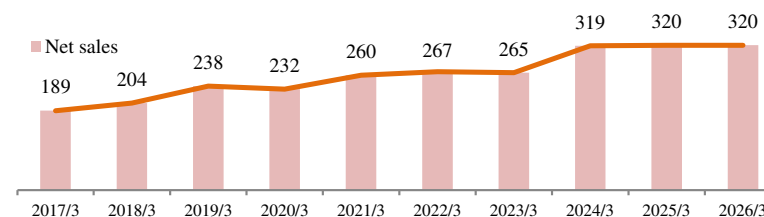
Residential Development



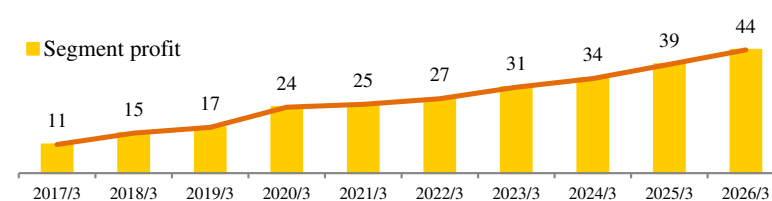
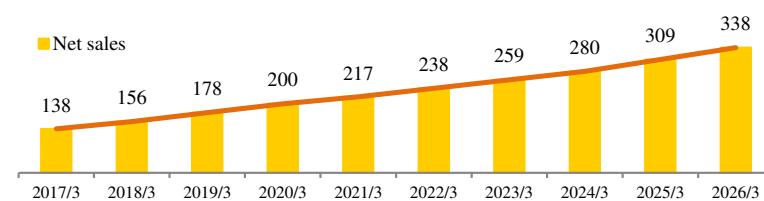
Existing Housing  
Fuji Home Bank



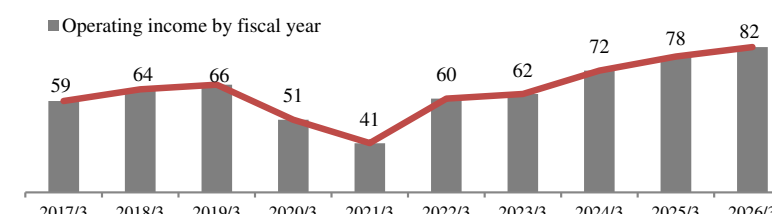
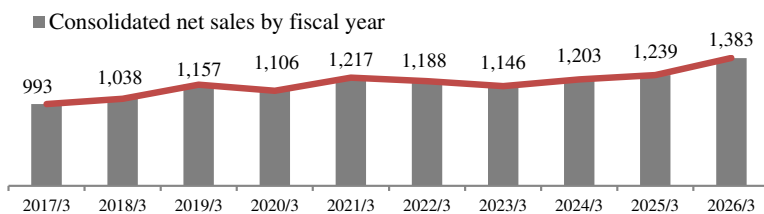
Real Estate Utilization



Leasing and Property Management



Annual Consolidated Total



\*Business related to the Construction segment has been included as a reportable segment since the fiscal year ending March 2021, and it has been incorporated into the consolidated totals for each fiscal year from the fiscal year ending March 2021 onward.  
\*Since the fiscal year ending March 2020, revenue from the insurance agency business has been included in the consolidated totals for each fiscal year.

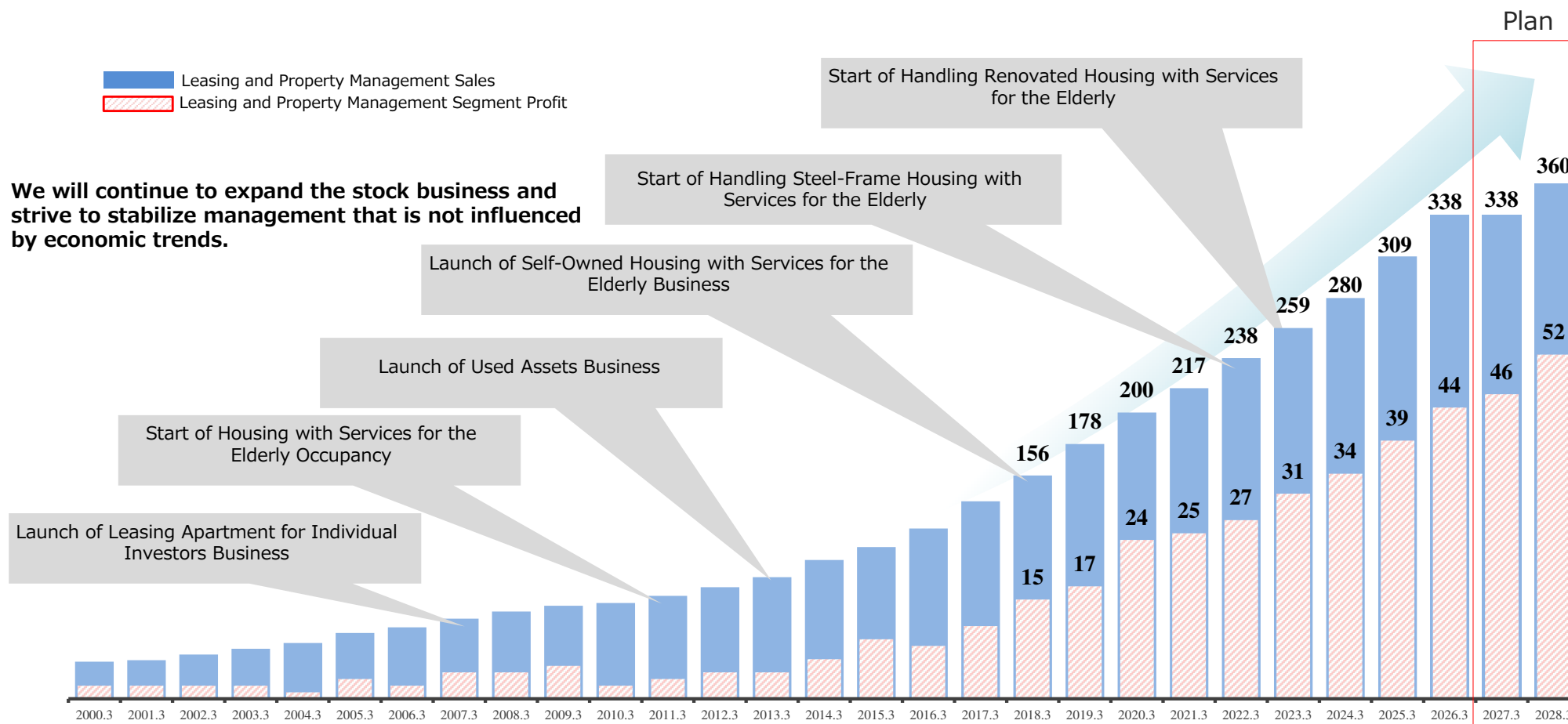
\*Segment profit represents the operating profit for each division before consolidation adjustments, excluding indirect department expenses.  
\*The annual consolidated totals for each fiscal year are presented on a financial statement basis and differ from the total values of each segment.

# Initiatives for Stock Business Aiming at Stable Growth in the Medium to Long Term

Our stock business leasing income has steadily grown and diversified, starting with the sublease business of Leasing Apartment for Individual Investors and Housing with Services for the Elderly, and expanding into the Used Assets business and self-owned Housing with Services for the Elderly business.

## < Trends in Leasing Income from Stock Business >

( Unit: 100 million yen )



# Our Strengths ①: Creating Homes with Responsibility Towards Our Customers

## ~ Meeting Customer Expectations and Trust ~

The name "Fuji Jutaku" was inspired by Mount Fuji, aiming to become "the most beloved company in Japan." Buying a home is one of the biggest purchases in life, and we believe that we must conduct our business in a way that ensures customer satisfaction to the very end. We strive to provide safe and heartfelt products and services, placing the utmost importance on meeting our customers' expectations and trust, so that every customer can say, "Fuji Jutaku delivers to the end, and I'm glad I bought a home from them." Since our founding, we have continued to create homes with responsibility towards our customers. As a result, a significant number of our Residential Development segment customers and business partners have introduced new clients to us, and in the Real Estate Utilization segment, we have also received a considerable number of second and third orders from existing property owners. In the 2026 ORICON Customer Satisfaction Survey, we achieved the top ranking in both the Kinki region and Osaka Prefecture, earning high praise from our customers.

### « High Contract Rate and Repeat Contract Rate through Referrals »

#### « Residential Development segment (New Construction) »

In the Residential Development segment (New Construction) for the fiscal year ending March 2025, approximately 30.0% of the order contracts were based on referrals from customers who have already purchased from us or individuals related to our company.

#### « Existing Housing segment (Used) »

In the Existing Housing segment (Used) for the fiscal year ending March 2025, approximately 30% of the order contracts for properties sold directly without intermediaries were based on referrals from customers who have already purchased from us or individuals related to our company.

#### « Real Estate Utilization segment (Leasing Apartment for Individual Investors, Lease Housing Construction Contracting) »

In the Real Estate Utilization segment, repeat clients who have contracted for two or more buildings account for approximately 41% of all past property owners. We believe this is a testament to the high level of satisfaction with the quality of our leasing apartments for individual investors, as well as our leasing and property management services.

\*The number of contracts through referrals for Residential Development (New Construction) is counted by adding up the number of lots purchased simultaneously. (Raw land sales are excluded.)

# Our Strengths ②: Stable Business Structure through Balanced Management

## ~ Establishing a Structure Aimed at Stable Management through Business Diversification without Expanding Sales Areas ~

### « Stable Business Structure through Balanced Management »

Our sales area is mainly limited to the entire Osaka Prefecture and parts of Hyogo and Wakayama Prefectures. However, each business division boasts a nationwide level or top share within the sales area. **In the Residential Development segment, we ranked No. 1 in the Osaka Prefecture Housing Construction Volume Regional Builder Ranking for 17 consecutive years until FY2021 (although no certification was provided after FY2022 as the research by the source company was discontinued, we believe we have maintained our top share). In the Existing Housing segment, we ranked 8th nationwide in the number of used housing purchase and resale transactions. In the Real Estate Utilization segment, we are ranked No. 1 nationwide with 275 operational buildings of Housing with Services for the Elderly.** These achievements have been cultivated through years of creativity and ingenuity within our community-based management approach, adhering to the principle of 'Not Just Selling or Building'."

### « Strengths of Balanced Management »

#### • Ability to Meet a Wide Range of Customer Needs

The Residential Development segment caters to families, the Existing Housing segment targets investors and individuals who want to acquire a home more easily than purchasing a new one, and the Real Estate Utilization segment is for asset owners and investors. This allows us to conduct business with a wide range of customers.

#### • Expansion of Business Opportunities through Diverse Product Offerings

By accommodating a variety of products such as detached houses, condominiums, and leasing apartments, depending on the size, convenience, and locality of the land, we are able to expand the scope of land acquisitions, thereby increasing business opportunities.

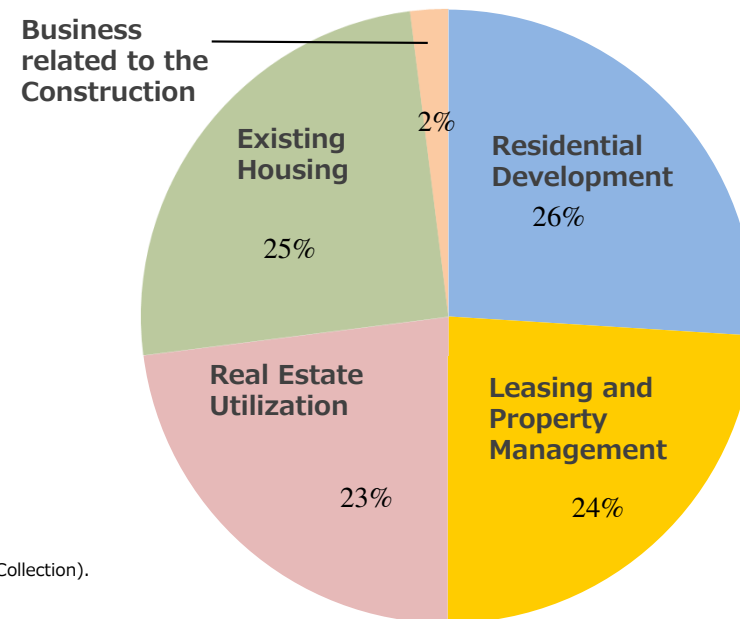
#### • High Resilience to Economic and Market Changes

The real estate industry is subject to fluctuations in economic conditions and land prices. However, our company is not reliant on a single specialized business; instead, our various business divisions complement each other, allowing us to respond flexibly to changes.

Source: The certification for No.1 in the Osaka Prefecture Housing Construction Volume Regional Builder Ranking is based on the combined total of areas excluding Osaka City (Osaka City is not included in the performance target). (Survey by Housing Industry Research Institute, from '23 No.1 Home Builder Comprehensive Collection).  
Source: Reform Industry Newspaper, Purchase and Resale Annual Sales Ranking 2025 (Published on July 28, 2025),  
Source: Senior Housing Newspaper 2025 Summer Special Edition (Published on August 20, 2025)

### « Balanced Sales Composition Ratio by Business Segment »

Sales Composition Ratio for the Fiscal Year ended March 2026.



# Our Strengths ③: House with Charcoal / Pure Air (1)

## ～ To Live Healthily, One Should Be Thoroughly Particular About Indoor Air Quality. ～

In addition to air pollution from exhaust gases, pollen, bacteria, and viruses have become significant issues. Our 'House with Charcoal / Pure Air' was born from the integration of the technologies we have cultivated so far, with a thorough focus on 'air' and 'quality.' We have obtained the rights to use the patented 'House with Charcoal' system within our group's sales area, providing homes that offer peace of mind as products that differentiate us from competitors and add value.

(お客様が実感された効果の一部ご紹介)

(Overview of House with Charcoal / Pure Air)

The 'Carbon Air Clean System' forcibly draws in outdoor air using a fan and blocks fine harmful particles with a 'fine particle filter.' Furthermore, a double measure is implemented by laying charcoal under the floor and passing air through it, ensuring clean air is supplied to each room.



熱交換ユニット



微小粒子用フィルター  
(給気清浄フィルター)



粗塵防虫フィルター



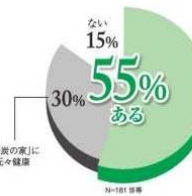
(Reference) For more details, please check the following.

<https://www.fuji-ie.com/kodawari/>

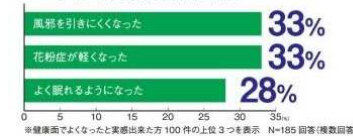
### 健康効果

暮らしはどう変わりましたか？

Q 「フジ住宅の炭の家」に暮らしてから、健康面でよくなったと実感できた事はありますか？



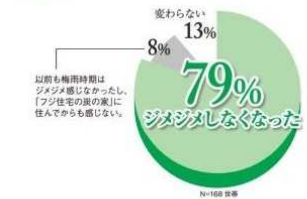
Q 「フジ住宅の炭の家」に暮らしてから、健康面でよくなったと実感できた症状は？



【その他】

- 冷え性が改善された
  - 便秘や下痢をしなくなった
  - 食欲が旺盛になった
  - 肩こりが楽になった
  - イライラしなくなった
  - 疲れが残らなくなった
  - お肌の調子が良くなった
  - ぜんそくが軽くなった
  - アトピーが良くなった
  - 集中力がアップした
- などのコメントあり

Q 「フジ住宅の炭の家」に暮らしてから、梅雨時期はジメジメしていますか？



### 消臭効果

「フジ住宅の炭の家/ピュアエア」にお住まいのお客様にアンケートデータ！

Q 以前と比べて生活臭はいかがですか？



Q 以前と比べてペットの臭いは気になりますか？



Q 翌朝のタバコの臭いは消えていますか？



Q リビングで焼肉をした後臭いはいかがですか？



Q 洗濯物を室内干した時以前と比べて臭いはいかがですか？



※当社調べ ※効果については個人差があります。

※「炭の家」に1年以上お住まいのお客様にお聞きした内容を基に作成しております。

# Our Strengths ③: House with Charcoal / Pure Air (2)

## ~ We Offer a 'House with Charcoal' Overnight Experience for Customers. ~

In some of our subdivisions, we offer a 'House with Charcoal' overnight experience. This experience has been available since 2019, and many people have participated in it.

For those considering purchasing a detached house and interested in the effects of charcoal, we provide an opportunity to stay overnight for free in our 'House with Charcoal' model house. By spending a day in the model house, customers can experience the benefits of charcoal and the latest home features firsthand.



### Main Customer Feedback on the "House with Charcoal" Overnight Stay Experience

#### Q Reasons for Wanting to Participate in the Overnight Stay:

- A • To experience the spaciousness of the house and its layout in daily life
- It sounded fun after being introduced by the sales representative
- Currently living in an area with poor air quality and wanted to try Fuji Jutaku's "House with Charcoal"
- To see how much the symptoms of a chronic condition (rhinitis) would improve by staying in a "House with Charcoal"

#### Q Effects of the "House with Charcoal"

##### Health-related Feedback (pollen allergies, rhinitis, sleep quality, migraines, etc.):

- A • Even with the windows closed, the room doesn't feel stuffy at all, making it very comfortable.
- I felt that my itchiness subsided a little.
- Perhaps because of that, I felt I slept better.
- Normally, my eye drops don't help much, but during the stay, I felt one application was enough to relieve the itch.
- There was hardly any air stagnation, and I was able to sleep soundly through the night and wake up feeling refreshed.

##### Daily Life Aspects (Odors, Humidity, etc.):

- A • I cooked meat in a frying pan, but the smell seemed to disappear quickly.
- I was surprised that there was no lingering smell of food after dinner.
- After taking a bath, my body dried quickly, but it didn't feel dry or dehydrated.

##### Other Impressions (Air Purification and Additional Observations):

- A • I was surprised that there was no lingering odor even when food was left out.
- I was amazed that just one air conditioner could cool the entire house—perhaps due to the excellent design.
- Actually experiencing it led to many new discoveries and was more educational than expected. I'd like to use this as a reference in the future.

##### Q About the Layout and Design:

- A • Staying here helped me develop ideas and preferences for the layout I would want in my own home.
- The furnishings were stylish and full of great inspiration.
- I felt at ease knowing I could sense my family's presence no matter where I was in the house.

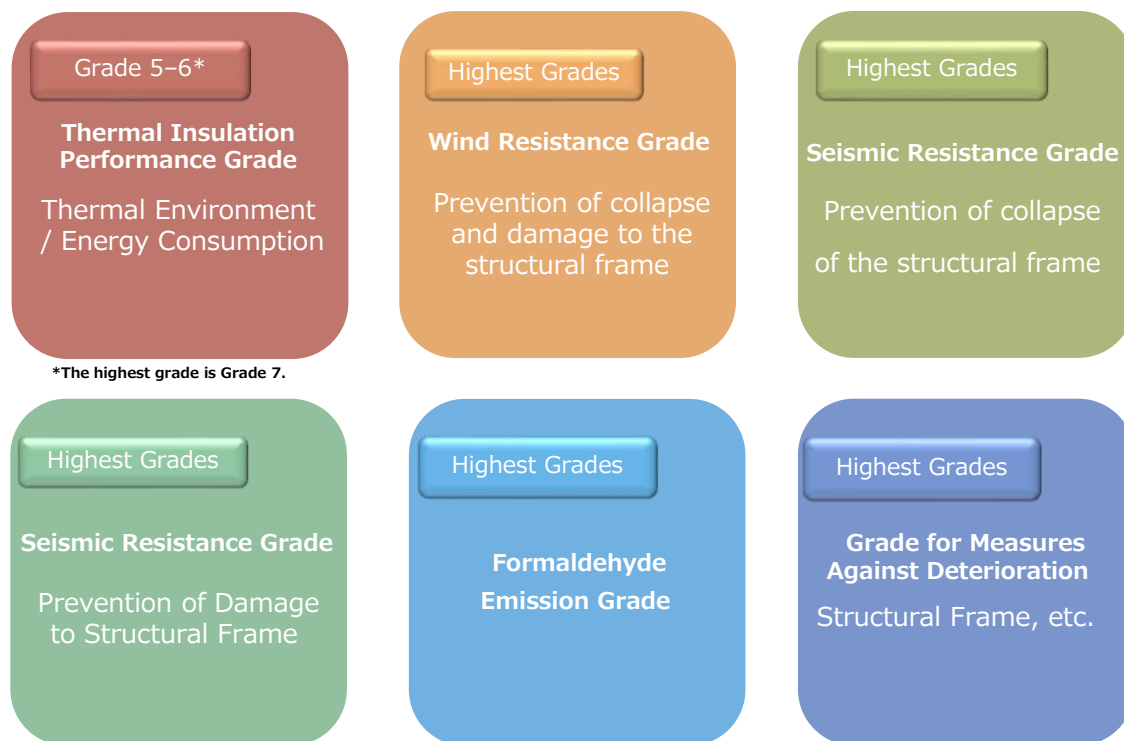
##### Q About the Facilities (Kitchen, Bathroom, Floor Heating, etc.):

- A • The kitchen-centered layout allowed me to do housework while watching over everyone, so I didn't feel isolated and was able to enjoy cooking.
- It was a lot of fun to experience the latest home equipment firsthand.

# Our Strengths ④: Providing Homes with High Residential Performance

~ Earning Trust After Construction is the True Mission of Homebuilding. ~

## 【Items of the Housing Performance Indication System】



We believe that our mission is to provide high-quality homes where residents can enjoy a high level of satisfaction throughout their lives.

As part of this commitment, we obtain a housing performance evaluation report for all of free design house, ensuring they meet the top-level standards across all six categories of the housing performance indication system. Furthermore, we have introduced the 'TRC Damper' seismic control system, which helps reduce shaking caused by earthquakes and enhances the effectiveness of preventing wall damage and furniture from toppling over.

\*The above information is as of March 31, 2026.

\*Our company ensures that all of our homes meet insulation performance grade 5, which is the ZEH standard, and we also offer homes that meet grade 6 based on customer needs.

Moving forward, taking into account customer demands and market trends, if grade 7 is determined to be the optimal choice, we plan to provide homes that meet grade 7 as well.

# Our Strengths ⑤: Creating High-Quality Homes with a Focus on the Local Community

## ～ Not Just Selling or Building ～

Our company upholds the founding spirit of 'Not Just Selling or Building.' We continue to engage in dense business activities within a range where we can see our customers' faces and have established a thorough after-sales support system. For this reason, we deliberately choose not to expand nationwide.

In line with our founding spirit, we are committed to creating high-quality homes with a focus on the local community, allowing us to build long-term relationships with our customers and provide them with homes they can continue to live in with peace of mind for decades.

Our 'After-Sales Support' is one of the founding principles of our company established by our current chairman, Imai. We have established a dedicated after-sales support department, which is rare in the industry, and all matters from the initial report by customers to resolution are handled entirely by our employees.

Additionally, regular after-sales services after handover are also carried out by our staff, ensuring a comprehensive support system that allows our customers to live with peace of mind while we continue to safeguard their homes.

(Regular After-Sales Service in Action)



Our regular after-sales service is conducted by our dedicated after-sales department staff at 3 months, 1 year, 2 years, 5 years, and 10 years after handover.

From "The Reason Why Fuji Jutaku Was Established" — Comments from the Current Chairman, Mr. Imai

### <Out of a Sense of Responsibility to Customers>

—What motivated you to go independent after being a top salesperson?

Mr. Imai

One of the responsibilities of a salesperson at a housing company was to handle customer complaints such as "there's a roof leak" or "the floor is creaking."

However, no matter how much I pleaded at the time, the company was reluctant to fix these issues.

Customers signed contracts because they trusted me or the company, so I believed it was my responsibility as the one who made the sale to see things through. That's why, if the company wouldn't make the repairs, I would sometimes pay for them myself out of my own salary.

However, while it was manageable to cover expenses of 10,000 or 20,000 yen, it became increasingly difficult when the cost exceeded 100,000 yen. Since I had an exceptionally strong sense of responsibility, I found it extremely frustrating and hard to accept.

That's why I decided to start my own company in January 1973. I believed that by doing so, I could take full responsibility for my customers and properly fulfill my obligations to them.

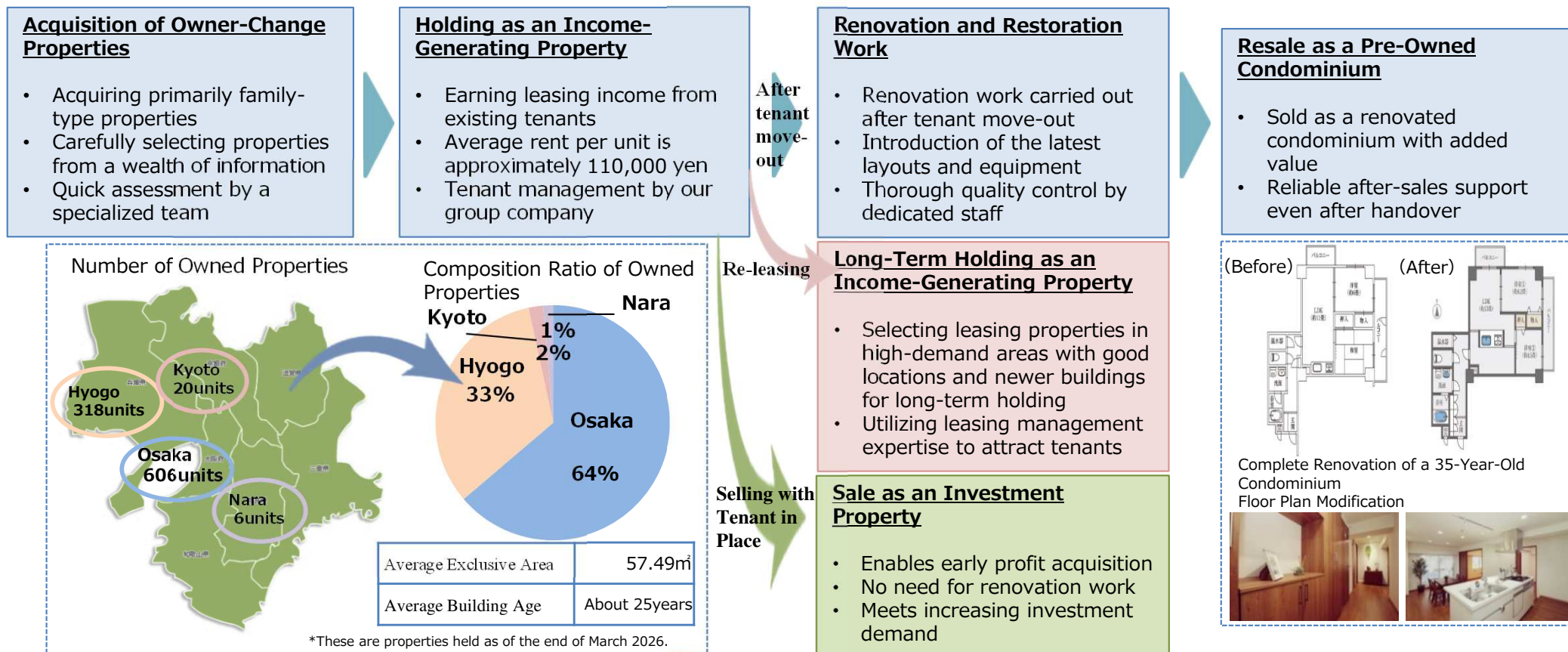


# Our Strengths ⑥: Used Assets Business in Collaboration with Leasing and Property Management

## ~ Establishment of Two Stable Revenue Sources: Leasing Income and Resale Profit ~

The used assets business involves acquiring pre-owned condominium units with existing tenants (owner-change properties), generating revenue through leasing income until the tenants vacate, and then renovating and reselling the units. This business model is closely linked to our leasing and property management operations. Our company ranks among the top nationwide in the buy-and-resell business by renovating and reselling vacant pre-owned homes. In this business model as well, we own 950 units in the Kinki region, maintaining a top-class position comparable to the largest competitors in the Kansai region.

Furthermore, as shown in the diagram below, we diversify our exit strategies by re-renting owner-change properties as income-generating assets and selling them with tenants in place as investment properties. By leveraging our group's leasing and property management division, we can flexibly manage properties according to their characteristics.



# Our Strength ⑦: No Sales Commissioning at All. Handled Entirely by Our Employees.

## ~ Not Chasing Sales Scale, but Pursuing Customer Happiness. ~

We sell approximately 1,000 newly built subdivision houses annually, with all sales activities conducted by our employees at each sales site. In the real estate industry, it is common to outsource product sales to external parties, but we do not do this at all. Our company handles everything consistently with our employees, from land acquisition to sales, planning and design, construction site management, and after-sales support. We do not simply focus on sales to expand our business performance.

We always strive to conduct responsible and thorough sales activities within a range where we can directly see our customers' faces, aiming to achieve the highest customer satisfaction in Japan. The foundation of our sales activities is the pursuit of our customers' happiness. In our sales department, there are no individual performance graphs for employees; instead, we have customer feedback and report graphs. We place great importance on the positive feedback we receive from our customers and are committed to our founding philosophy of "Not Just Selling or Building" as our guiding principle in our sales activities.

A report reflecting customer feedback

**ガンキューレポート**

目的: 顧客満足度の向上と課題の抽出。現場から「喜びの声」を収集し、共有する。

日 期: 2022年 6月 30日 (木)

場 所: 現場(大阪府)

担当者: 佐藤 健一

対象: 新築一戸建て

内容: 顧客満足度の向上と課題の抽出。現場から「喜びの声」を収集し、共有する。

達成目標: 「喜びの声」を収集し、共有する。

達成状況: 達成率 100% (予定)

課題: 顧客満足度の向上と課題の抽出。現場から「喜びの声」を収集し、共有する。

改善策: 顧客満足度の向上と課題の抽出。現場から「喜びの声」を収集し、共有する。

評価: 達成率 100% (予定)

**すまいるレポート**

目的: 顧客満足度の向上と課題の抽出。現場から「喜びの声」を収集し、共有する。

日 期: 2022年 6月 30日 (木)

場 所: 現場(大阪府)

担当者: 佐藤 健一

対象: 新築一戸建て

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達成目標: 「喜びの声」を収集し、共有する。

達成状況: 達成率 100% (予定)

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改善策: 顧客満足度の向上と課題の抽出。現場から「喜びの声」を収集し、共有する。

評価: 達成率 100% (予定)

**プラボーカード**

項目	内容	担当者	期
実施日時	2022年 6月 9日 (木) AM 18:30		
実施場所	住吉ガーデンズ		
実施内容	プラボーカードの配布と回収。		
実施結果	プラボーカードの配布と回収がスムーズに進みました。		
課題	プラボーカードの回収率が低かったです。		
改善策	プラボーカードの回収率を上げるための施策を検討します。		

In the sales department, by displaying reports and graphs, the awareness of bringing joy to customers will increase.



As a result, in terms of customer "satisfaction," which is difficult to objectively assess, we have received high evaluations from a third-party, impartial perspective.



1st Place in the Kinki region in the ORICON Customer Satisfaction Survey for Built-for-Sale Home Builders from 2021 to 2026.



1st Place in Osaka Prefecture of the Kinki region in the ORICON Customer Satisfaction Survey for Built-for-Sale Home Builders from 2020 to 2026.

# Our strengths ⑧: Aiming to become Japan's most loved management company

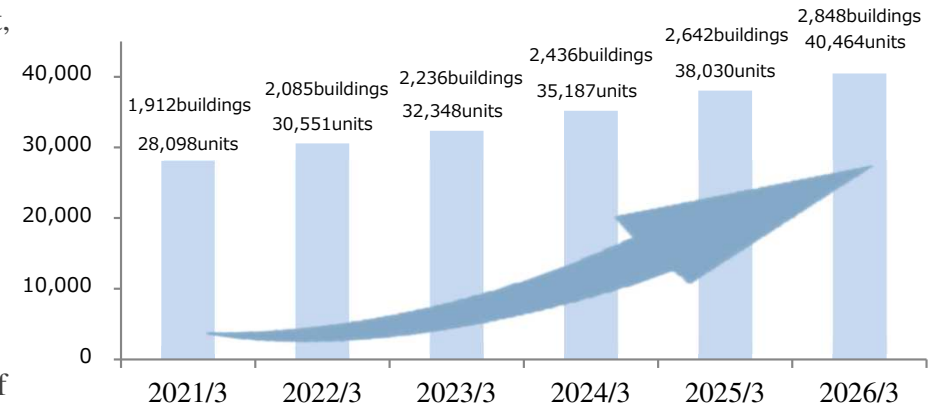
## ～The secret of high occupancy rates～

### ～ Leasing and property management maintaining a high occupancy rate of around 97% for five consecutive years ～

As of the end of March 2026, the number of units under management totaled 40,464 (number of facilities under management: 2,848). The occupancy rate stood at 97.3 percent, and we have maintained a high occupancy level of around 97 percent over the past five years. This achievement is attributed to the company's meticulous property selection, ensuring long-term, stable leasing management for property owners. Key factors contributing to this success include:

1. Strong collaboration with brokerage firms to enhance customer acquisition.
2. High standards of property management.
3. A specialized management system that allows for quick and flexible operations.

We will continue our efforts to ensure that tenants can live for a long time with peace of mind, with the aim of becoming Japan's most loved management company.



\*Number of leased units under management and leased units under management as of the end of March 2026 (including properties owned by the Company)

\*Housing with services for the elderly is excluded from the occupancy rate of managed properties.

### To a high utilization rate

#### ① Ability to attract customers through strong cooperation with intermediary companies

- Each intermediary company has its own staff, and in close communication, the following measures to attract customers are implemented jointly.
- We have adopted measures to increase the speed of contracts, such as sharing vacancy status and drawings at all times through a dedicated website with an intermediary company, allowing us to provide an on-the-spot response 24 hours a day, 365 days a year, and without going through us.

#### ② High level of property management

- Cleaning of common areas twice a week at all managed properties. To ensure that the finish of cleaning for each property does not differ, we conduct cleaning checks and study meetings once a month with partner companies, and standardize the high level of cleaning for all properties.
- We have established a dedicated team capable of handling problems and problems 24 hours a day, 365 days a year, and operate it from the tenant's perspective.

#### ③ Rapid and flexible management system based on the division of labor system

- By assigning specialized employees to specialize in facilities and attracting customers, and establishing a division of labor system, we are able to provide quick, high-quality responses compared to normal full-time operations.
- As a back office, we have established a structure that can respond quickly and flexibly to irregularities by forming detailed teams for dealing with contract-related issues and traveling.

#### Policies for careful selection of property locations for long-term reliable leasing management (Business of leasing apartment for individual investors)

Utilizing the abundant land information capabilities cultivated as a comprehensive real estate business, the Company carefully selects favorable location areas with little risk of rent declines near stations from among approximately 20,000 land information sites per year.

# Our Strengths ⑨: The Reasons Why We Can Provide High-Quality Housing

## ~ Stable Provision of High-Quality Housing Through Deep Trust with Partner Companies ~

To continuously provide high-quality housing in a stable manner, the cooperation of our partner contractors is indispensable. In order to ensure the delivery of high-quality housing, we hold monthly Safety and Health Council and an annual Site Cooperation Meeting to share our Management Philosophy and reinforce safety and quality control measures. At the 2025 Site Cooperation Meeting, approximately 850 partner contractors participated. Together with our company, they strive toward our goal of "bringing happiness to our customers." As part of this effort, we conducted an awards ceremony to recognize companies and workers who have contributed significantly to our shared mission.

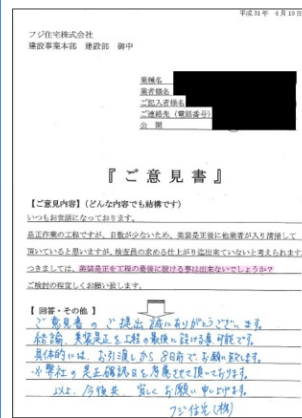
Furthermore, to express our gratitude to our dedicated partner contractors who work tirelessly for our customers, we hold appreciation certificate ceremonies three times a year. Our company and our partner contractors work as one to achieve the common goal of providing high-quality housing in a stable and reliable manner.

(Site Cleanliness Campaign (Mass Cleaning Activities))



Customers and nearby residents perceive our construction sites as clean, allowing workers to perform their tasks comfortably and ensuring accident-free operations. To achieve this, our cooperating contractors diligently carry out waste separation, organization, tidying up, and cleaning five times a day. Additionally, every Friday, all site workers participate in a 30-minute collective site cleaning. Furthermore, the organization publishes a ranking of cleanliness and tidiness for each site, striving to create even better work environments.

(Opinion Letter)



We have installed a 'Suggestion Box' at the Safety and Health Council to collect proposals and concerns from our cooperating partners. The opinion letters are reviewed by site supervisors and department heads, and we ensure that every opinion received is responded to and addressed, contributing to the creation of better work environments.

(Communication Card)



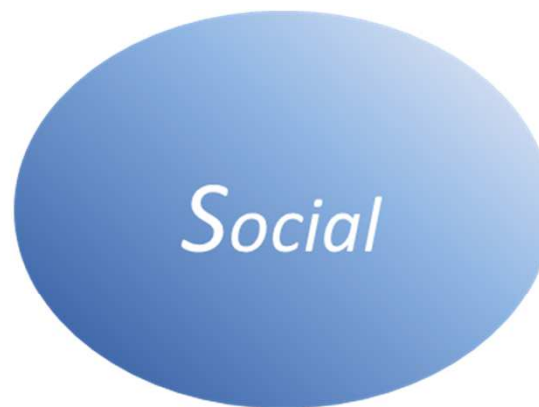
The communication card is a card that conveys words of appreciation from our company to the workers. It is not only addressed to the workers themselves but also communicated to the companies they belong to, so that the workers can receive recognition from their companies as well.

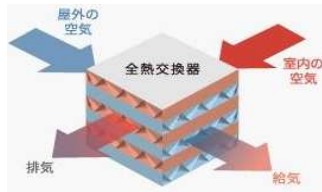

### 3. ESG and SDGs Initiatives




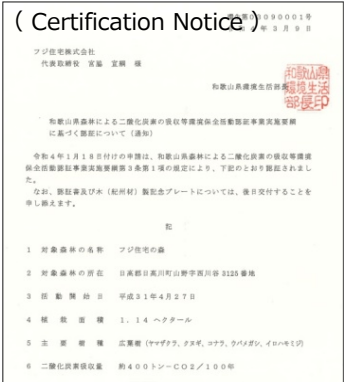


















## Basic Sustainability Policy




Our group, under the Management Philosophy of 'To operate the Company for the sake of employees, their families, customers, business partners, shareholders, local communities, and ultimately the nation,' has been engaging in social contribution activities through our business operations since our founding. The importance of the role that companies play in addressing social issues, such as the United Nations-adopted SDGs (Sustainable Development Goals), is increasing. By being aware of the relationship between ESG (Environment, Society, Governance) and SDGs with our community-based business operations and engaging in social contribution, we aim to continue growing sustainably with society and strive to become a trusted corporate group.



Environment	Our Group's Initiatives	SDG s
<p>Business Activities Considerate of Environmental Conservation</p>	<p><b>Efforts in the Used Housing Regeneration Business</b> Renovation of used houses, compared to rebuilding projects, significantly reduces CO2 emissions and waste, directly contributing to resource conservation.</p> <p><b>Total Heat Exchange System with IAQ Control</b> Our "House with Charcoal / Pure Air" adopts a "Total Heat Exchange System," which prevents heat energy loss during ventilation, making it an energy-efficient housing option.</p>  <p><b>Pre-Cut Construction Method</b> By adopting the pre-cut construction method, where wood materials are pre-processed in a factory and assembled on-site, we reduce waste materials and lessen environmental impact.</p> <p><b>Cellulose Fiber (Insulation Material)</b> The cellulose fiber insulation material we use is made from recycled newspaper before shipment. Compared to manufacturing conventional glass wool insulation, the production process requires significantly less energy, thereby reducing environmental impact.</p> <p><b>Participation in the OSAKA Zero Carbon Smart City Foundation</b> We are participating in the "OSAKA Zero Carbon Smart City Foundation," which aims to take a more ambitious and advanced approach to SDGs from Osaka, spreading these initiatives nationwide, and playing a leading role in realizing a decarbonized society by 2050.</p>	<p>6 安全な水とトイレを世界中に</p> <p>7 エネルギーをみんなにそしてクリーンに</p> <p>9 産業と技術革新の基盤をつくろう</p> <p>11 住み続けられるまちづくりを</p> <p>12 つくる責任 つかう責任</p>
<p>Improvement of Office Environment with Consideration for Environmental Conservation</p>	<p><b>Various In-House Initiatives for Environmental Conservation</b></p> <ul style="list-style-type: none"> <li>- Introduction of hybrid vehicles for all company cars</li> <li>- Paperless documentation within the company through the introduction of electronic approval systems and electronic contract services (elimination of stamps)</li> <li>- LED conversion of office lighting and the headquarters building advertising tower</li> <li>- Promotion of Cool Biz to reduce air conditioning usage</li> <li>- Utilization of recycled paper by dissolving used paper within the company</li> <li>- Installation of demand monitoring equipment to monitor and control the office's maximum power demand</li> </ul>  <p>Demand monitoring equipment for power control</p>	<p>13 気候変動に具体的な対策を</p> <p>15 陸の豊かさも守ろう</p>

Environment	Our Group's Initiatives	SDGs
<p>Environmental conservation activities by employees</p>	<p><b>Tree-Planting Volunteer so called "Fuji Jutaku Forest" (Hidakagawa-cho, Hidaka-gun, Wakayama Prefecture)</b></p> <p>The 2.16-hectare forest in Hidakagawa-cho, Hidaka-gun, Wakayama Prefecture, has been named so called "Fuji Jutaku Forest" and certified by Wakayama Prefecture. Our company and the Fuji Jutaku Group employees and their families participate as volunteers in tree planting and forest cultivation activities.</p> <p>Through these activities, we are working to contribute to the conservation of the local natural environment as a member of the local community and to enhance environmental awareness.</p> <p>On Saturday, November 1, 2025, a total of 42 employees and their families participated as volunteers in the 7th tree-planting event of the "so called Fuji Jutaku Forest," planting 300 saplings and conducting undergrowth mowing.</p> <div style="display: flex; justify-content: space-around;">    </div> <div style="text-align: right; margin-top: 10px;"> <p>(Certification Notice)</p>  </div> <div style="text-align: right; margin-top: 10px;">  </div>	    
<p>Establishment of TCFD Working Group</p>	<p><b>Promotion of Initiatives Considering the Relationship Between ESG, SDGs, and Our Community-Based Business Activities</b></p> <p>The TCFD Working Group has been in place since April 12, 2022. With regard to the impact of climate change on the Group's business, we will examine changes in the future external environment based on the framework recommended by the TCFD and the newly established SSBJ (Sustainability Standards Board of Japan) Standards, and promote initiatives based on the Basic Sustainability Policy.</p>	



Social	Our Group's Initiatives	SDGs
<p>Establishing a Comfortable Work Environment①</p>	<p><b>Initiatives for KENKO Investment for Health</b></p> <p>"A company is its people. Without the health and happiness of employees, customer satisfaction and company development cannot be achieved."</p> <p>Since its establishment, our company has upheld this belief. To ensure our customers experience genuine happiness, we believe it is essential that our employees, who work at our company, are both physically and mentally healthy, take pride in their work, find purpose and fulfillment, and lead rich and meaningful lives both professionally and personally. We approach employee health management from a managerial perspective, with a focus on creating workplace environments that contribute to long-term improvement in corporate value.</p> <p>The Ministry of Economy, Trade and Industry, in collaboration with the Tokyo Stock Exchange, has selected our company for the "KENKO Investment for Health Stock" designation in 2016, 2018, and 2019. In March 2026, we were certified for the ninth time under the "KENKO Investment for Health Outstanding Organization 2026 (Large Enterprise Category) [White 500]", a recognition jointly granted by the Ministry of Economy, Trade and Industry and Nippon Kenko Kaigi. Additionally, we were honored for the fourth consecutive year as an Excellent Company for Cancer Control Promotion by the Ministry of Health, Labour and Welfare.</p> <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="text-align: center;">  <p>健康経営銘柄 2019 Health and Productivity</p> <p>The Ministry of Economy, Trade and Industry, in collaboration with the Tokyo Stock Exchange, has selected our company for the "KENKO Investment for Health Stock" designation in the real estate industry the highest number of times—three times in total.</p> </div> <div style="text-align: center;">  <p>2026 健康経営優良法人 KENKO Investment for Health 大規模法人部門 ホワイト500</p> <p>Certified for the ninth time under the "KENKO Investment for Health Outstanding Organization 2026 (Large Enterprise Category) [White 500]", a recognition jointly awarded by the Ministry of Economy, Trade and Industry and Nippon Kenko Kaigi.</p> </div> <div style="text-align: center;">  <p>DBJ健康格付 2021</p> <p>Development Bank of Japan (DBJ) KENKO Investment for Health (Health Management) Highest Rating</p> </div> <div style="text-align: center;">  <p>表彰状</p> <p>Ministry of Health, Labour and Welfare 'Outstanding Company in Cancer Control Promotion' Award</p> </div> </div> <p><b>Specific Initiatives for KENKO Investment for Health</b></p> <p>Our company has established policies for key initiatives related to health promotion, which are decided at the Board of Directors meetings. Regarding key initiatives, we have set goals and indicators for health management, positioning the health check-ups for all employees as a critical issue, and have achieved a 100% examination rate for over 10 years, including part-time employees. In the aforementioned health check-ups, we have added many items in addition to statutory examination items (tumor marker tests, Helicobacter pylori tests, breast cancer echo tests for all female employees, introduction of CA19-9 for pancreatic, bile duct, and gallbladder cancer from April 2022, and introduction of abdominal echo tests and expansion of fecal occult blood test subjects from April 2026). In addition to non-statutory health checkup items, we fully cover the costs of follow-up tests and re-examinations. We are committed to continuously implementing initiatives aimed at maintaining and improving employee health, with a long-term focus on enhancing corporate performance.</p>	<p>SDGs</p> <div style="display: flex; flex-direction: column; align-items: center;"> <div style="background-color: #e91e63; color: white; padding: 5px; margin-bottom: 5px;"> <p>1 貧困をなくそう</p>  </div> <div style="background-color: #4caf50; color: white; padding: 5px; margin-bottom: 5px;"> <p>3 すべての人に健康と福祉を</p>  </div> <div style="background-color: #e91e63; color: white; padding: 5px; margin-bottom: 5px;"> <p>4 質の高い教育をみんなに</p>  </div> <div style="background-color: #e91e63; color: white; padding: 5px; margin-bottom: 5px;"> <p>5 ジェンダー平等を実現しよう</p>  </div> <div style="background-color: #4caf50; color: white; padding: 5px; margin-bottom: 5px;"> <p>8 働きがいも経済成長も</p>  </div> <div style="background-color: #e91e63; color: white; padding: 5px;"> <p>10 人や国の不平等をなくそう</p>  </div> </div>

Social	Our Group's Initiatives	SDG s
Establishing a Comfortable Work Environment②	<p><b>Promoting Work Style Reform through Telework Implementation</b></p> <p>Utilizing ICT (Information and Communication Technology), we promote telework as a flexible work style that is not constrained by location or time. In 2018, we received the "Telework Pioneer 100 Selection Minister of Internal Affairs and Communications Award", in 2021 and 2022, the "Telework Promotion Award for Excellence", and in 2024, we were selected for the "25th Commemorative Telework Promotion Award Special Prize."</p>	
	<p><b>Extension of the Reduced Working Hours System for Childcare</b></p> <p>With respect to the reduced working hours system for childcare, the Company had previously allowed its use up to "until entry into elementary school," exceeding the level required by law. However, in order to enable employees to balance work and childcare with greater peace of mind over a longer period, the Company expanded the eligibility period to "until the completion of the third grade of elementary school," effective April 2026.</p>	
	<p><b>Proactive Efforts in Sports Activities</b></p> <p>On 30 January 2026, we were certified as "Sports Yell Company 2026" Silver. Our company has installed a box-type hyperbaric oxygen chamber (capacity: up to 10 people) where stretching and training can also be performed, conducts walking events, encourages walking through sneaker commuting, and implements various other sports-related initiatives.</p>	
	<p><b>Operation of the Shirahama Resort</b></p> <p>Our company owns a resort in Shirahama Town, Nishimuro District, Wakayama Prefecture, which is accessible to all employees, including part-time and temporary staff, as well as group company employees. This resort is conveniently located just a two-minute walk from Shirarahama Beach. It features natural hot springs with water directly from the source and offers delicious meals made with local specialties at affordable prices. Operated with the intention of creating a space "for our employees and their families," the resort provides a relaxing environment where employees can enjoy quality time with their loved ones.</p> <div style="display: flex; justify-content: space-around;">     </div>	  







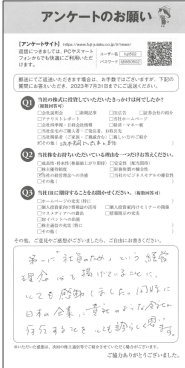




Social	Our Group's Initiatives	SDG s
<p>Development of residential housing with a focus on safety, beautiful landscapes, and revitalization of local communities.</p>	<p><b>Safe and Secure Town Development</b> To enhance both safety and aesthetics, we have adopted an open exterior design that provides a bright and beautiful impression while also ensuring visibility for crime prevention. This design makes it difficult for suspicious individuals to enter the area, enhancing security. Additionally, roads within the town feature gentle curves as their primary design element, naturally reducing vehicle speed and improving overall safety.</p> <p><b>Community Revitalization</b> To create a space where people of all generations, from children to the elderly, can gather comfortably, we have established community spaces such as town parks and meeting halls. Our goal is to foster a "connected" town where residents can enjoy a lively and engaging community environment.</p>	    
<p>Building Homes with a Focus on Health</p>	<p><b>Our House with Charcoal/ Pure Air</b> Unlike conventional 24-hour ventilation systems that use "natural air intake + forced exhaust," our company has adopted a system with "fan-powered forced air intake + forced exhaust." During air intake, harmful substances are blocked using a "fine particle filter," and further purification is achieved by passing the air through charcoal installed beneath the floor. This dual approach removes harmful particles of 0.5µm or larger, including PM2.5, yellow dust, bacteria, and pollen, ensuring clean and fresh air throughout the home 24 hours a day. We are committed to building homes with a strong focus on health.</p>	
<p>Cooperation in Support Activities for Various Asian Countries</p>	<p><b>Support Activities Through Asia Child Support</b> In January 2025, we received a letter of appreciation from "Asia Child Support." Our company has placed donation boxes in our headquarters building and business offices, where employees, visitors, and partner companies contribute donations. These collected funds are then sent to support the initiative. We will continue our modest but dedicated efforts to contribute to support activities.</p>	



Social	Our Group's Initiatives	SDG s																						
Initiatives for an Aging Society	<p><b>Expansion of Housing with Services for the Elderly</b></p> <p>In recent years, the rapid progression of an aging society has led to projections that by 2040, individuals aged 65 and older will make up more than 35% of the total population. Given this situation, the role of housing as a final residence and the enhancement of services such as caregiving and medical care are significant social issues.</p> <p>With the concept of "a home where people can entrust their parents with peace of mind," we provide affordable and high-quality housing with services for the elderly. Currently, we operate over 280 facilities, ranking first nationwide. Moving forward, we will continue striving to create homes where many elderly individuals can live with security, safety, and a rich and healthy lifestyle.</p>	  																						
	<p><b>Utilization of ESG Goal-Setting Special Loan "Try Now"</b></p> <p>On December 24, 2021, we received a loan of 500 millions yen from The Minato Bank, Ltd through the "ESG Goal-Setting Special Loan: Try Now."</p> <p>This loan was designed to contribute to the spread of safe and secure housing in an aging society. The primary objective is to increase the supply of housing with services for the elderly beyond a certain threshold, ensuring the provision of suitable living environments for seniors.</p>																							
	<p><b>Utilization of "Sustainability-Linked Loan"</b></p> <p>Our ambitious goals and proactive efforts to address environmental and social issues have been recognized, and we have received financing through "Sustainability-Linked Loans" and "Sustainable Order Loans" as shown on the right. By setting "increasing the annual supply of housing with services for the elderly by approximately 5%" as a sustainability activity target, we will contribute to solving social issues.</p>		<p style="text-align: center;">&lt;Track Record&gt;</p> <table border="1"> <thead> <tr> <th>Implementation Date</th> <th>Bank</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>2022/10/31</td> <td>The Kiyo Bank, Ltd.</td> <td>1B yen</td> </tr> <tr> <td>2023/4/3</td> <td>CHUGOKU bank Ltd.</td> <td>0.5B yen</td> </tr> <tr> <td>2024/3/29</td> <td>The Senshu Ikeda Bank, Ltd.</td> <td>0.5B yen</td> </tr> <tr> <td>2024/7/31</td> <td>Kansai Mirai Bank, Limited</td> <td>0.5B yen</td> </tr> <tr> <td>2024/12/25</td> <td>The 77 Bank, Ltd.</td> <td>0.5B yen</td> </tr> <tr> <td>2026/3/31</td> <td>The 77 Bank, Ltd.</td> <td>1B yen</td> </tr> </tbody> </table>	Implementation Date	Bank	Amount	2022/10/31	The Kiyo Bank, Ltd.	1B yen	2023/4/3	CHUGOKU bank Ltd.	0.5B yen	2024/3/29	The Senshu Ikeda Bank, Ltd.	0.5B yen	2024/7/31	Kansai Mirai Bank, Limited	0.5B yen	2024/12/25	The 77 Bank, Ltd.	0.5B yen	2026/3/31	The 77 Bank, Ltd.	1B yen
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<p><b>Utilization of "Positive Impact Finance"</b></p> <p>On June 30, 2025, the Company received a loan of 1 billion from The Kiyo Bank, Ltd. in the form of "Kiyo Positive Impact Finance." We will utilize this loan to expand the positive impact that our business activities have on the environment, society, and economy, and to control the negative impact, thereby enhancing our sustainability management.</p>																								

Social	Our Group's Initiatives	SDG s	
<p>Contribution to the Local Community</p>	<p><b>Blue Crime Prevention Patrol</b></p> <p>In collaboration with the Kishiwada Police Station, we have launched the "Fuji Jutaku Blue Crime Prevention Patrol Team" to ensure the safety of local children and eliminate street crime. As a company, we are actively involved in local crime prevention efforts along school routes within Kishiwada City. As part of this initiative, on September 30, 2023, we were recognized as a "Crime Prevention Contributor (Corporate Sector)" by the Chief of the Osaka Prefectural Police Headquarters and the Osaka Prefectural Crime Prevention Association Federation. Additionally, on June 17, 2024, we received a letter of appreciation signed by the Chief of the Kishiwada Police Station and the President of the Kishiwada Business Site Crime Prevention Association.</p>	  	
	<p><b>Donation to the Osaka Nursing Association</b></p> <p>To support measures against COVID-19, we made a donation as a token of our gratitude to the medical professionals engaged in treatment on the front lines and to those involved in maintaining the healthcare system.</p>		 
	<p><b>Environmental Beautification Activities</b></p> <p>Our staff regularly clean the surrounding roads, including those in front of our Head Office Building, Higashi-Kishiwada Building, and Ouchi-kan Main Store. As a result, our contributions to road beautification and local cleanup activities have been recognized. The sidewalks surrounding the Higashi-Kishiwada Building have been certified as "Adopt Road Habu-cho 2-chome" by Osaka Prefecture and as "Family Road Fuji Jutaku" by Kishiwada City.</p>		 
	<p><b>Promotion of e-Tax</b></p> <p>In line with the National Tax Agency's initiative to actively promote the use of "e-Tax," our Company has encouraged all executives and employees to utilize e-Tax when filing their final tax returns. As a result of these efforts, we received letters of appreciation from the Kishiwada Tax Office Director in May 2021 and May 2025.</p>		

Governance	Our Group's Initiatives	SDG s
Strengthening Governance Through Organizational Structure	<p><b>Board of Directors, Audit &amp; Supervisory Board, and Other Organizational Structures for Strengthening Corporate Governance</b></p> <p>The Board of Directors consists of seven members, including two external directors, while the Audit &amp; Supervisory Board comprises three members, including two external auditors. To reinforce corporate governance, we have established the Risk &amp; Compliance Promotion Committee, the Internal Control Promotion Committee, and the TCFD Working Group. Additionally, we have implemented an internal whistleblowing system.</p>	
Strengthening Governance through Talent Development	<p><b>Management Philosophy and Policy Booklet</b></p> <p>As the saying goes, "A company is its people," we consider human resource development our most critical initiative. To ensure that all employees act with a unified mindset, without deviation from our shared goals and objectives, we require every employee to carry a copy of the Management Philosophy and Policy Booklet at all times. Through this practice, we strive to cultivate and increase the proportion of personnel within the Fuji Jutaku Group who fully understand and implement our Management Philosophy and Policies.</p> 	 
	<p><b>Direct Dialogue Between Top Management and Employees</b></p> <p>We regularly hold the "Q&amp;A Session with the Chairman and President", providing employees with opportunities to engage in direct discussions with the Chairman or President. During these sessions, the Chairman or President personally conducts phone meetings with each employee, addressing not only work-related matters but also private concerns and personal challenges.</p> <p>This direct dialogue between employees and top management enhances mutual trust and fosters a stronger sense of belonging. We believe that such engagement is essential for reinforcing governance through a deeper understanding and practical implementation of our Management Philosophy and Policies.</p>	 
	<p><b>360-Degree Employee Evaluation System</b></p> <p>We have adopted the "360-Degree Employee Evaluation System," which incorporates feedback from not only direct supervisors but also colleagues, subordinates, and executives from other departments. This comprehensive evaluation approach ensures fairness and impartiality in personnel assessments. Through this system, we aim to develop employees with outstanding insight, judgment, and discernment, who actively embody our Management Philosophy and Policies. We believe that fostering such high-caliber personnel contributes to the long-term enhancement of corporate value.</p> 	

Governance	Our Group's Initiatives	SDGs
<p>Strengthening Governance through Improvement of Customer Satisfaction</p>	<p><b>Relentless Pursuit of Customer Satisfaction</b></p> <p>We receive words of joy and gratitude from our customers in the form of "Bravo Cards" and "Thank You Reports," while dissatisfaction and complaints are collected as "Yellow Cards." These valuable customer insights are shared across relevant departments within the company, utilized for problem-solving at the operational level, and incorporated into personnel evaluations. This approach enables us to uncover genuine customer needs and fundamental issues, directly contributing to the strengthening of our governance.</p> <div style="display: flex; justify-content: space-around; align-items: center;">   </div> <p>1 st Place in the Kinki region in the ORICON Customer Satisfaction Survey for Built-for-Sale Home Builders from 2021 to 2026. 1 st Place in Osaka Prefecture of the Kinki region in the ORICON Customer Satisfaction Survey for Built-for-Sale Home Builders from 2020 to 2026.</p>	 
<p>Proactive Dialogue with Stakeholders</p>	<p><b>Implementation of IR Events and Dialogue with Shareholders and Institutional Investors</b></p> <p>We regularly hold company briefings for individual investors, securities analysts, and institutional investors in Osaka and Tokyo. Additionally, we conduct meetings and telephone interviews with institutional investors within reasonable limits and participate in online company briefings hosted by securities firms several times a year. For individual investor inquiries, we strive to provide clear and courteous explanations. We also conduct proactive dialogue through shareholder surveys enclosed in the biannual "Shareholder Communication" publication.</p> <p>We believe that constructive dialogue with shareholders and investors contributes to the enhancement of our medium- to long-term corporate value and sustainable growth.</p> <div style="text-align: right;">  </div>	 
<p>Strengthening Relationships with Business Partners and Cooperating Contractors</p>	<p><b>Holding Briefing Sessions on the Implementation of the Consumption Tax Invoice System</b></p> <p>With the revision of the Consumption Tax Act, the invoice system was introduced in October 2023. Prior to its implementation, we held a briefing session in September 2022 for our business partners and cooperating contractors, inviting representatives from the Kishiwada Tax Office. The session aimed to dispel concerns regarding the new system. Approximately 200 participants attended, further strengthening our ongoing cooperative relationship with our business partners and contractors.</p> <div style="text-align: right;">  </div>	

# DX Strategy ① (Digital Transformation)

We are promoting the Next-Generation System Development Project to eliminate redundant tasks through overall optimization and to significantly accelerate operational efficiency by facilitating rapid information sharing. Through this initiative, we aim to build a resilient system infrastructure that can swiftly adapt to changes. Examples of our initiatives are presented on the next page.

## Three Realization Goals in the DX Strategy

- Company-Wide and Departmental Business Process Improvement (Revenue Growth and Cost Minimization)
- Establishing a System for Timely Information Provision to Support Managerial Decision-Making
- Building a Stable Development, Operation, and Maintenance Framework to Address Future Shortages of IT Talent

### Specific Guidelines

#### Improvement of Cost Management

Promote the systemization of cost management operations to establish a framework that enables cost and profit analysis from various perspectives (forecast vs. actual) and flexible viewpoints (company-wide, product, property, process, etc.) whenever needed.

#### System Modernization

Transition to a system with superior usability and scalability to establish a robust development, operation, and maintenance framework while ensuring adaptability to changes in the external environment.

#### Data Utilization

Promote digitalization for data collection and accumulation, enabling evidence-based decision-making and AI utilization to create an environment where human resources can be focused on high-value-added operations.

#### Business Process Improvement for Each Department

Prioritize requests from departments that are expected to benefit from systemization and implement various tools and software to enhance operational efficiency across departments.

#### Data Centralization

Integrate and manage information held redundantly by various departments across the company to establish a system that facilitates timely updates, reduces maintenance burdens, and enables swift data extraction and sharing.

#### Systemization of Process Management

Establish a system that allows company-wide sharing of process management progress, issues, and challenges, thereby enhancing communication efficiency and activation among relevant departments.

# DX Strategy ② (Examples of DX Initiatives)

## Example 1

**Utilizing "ITANDI Service" Specialized for Real Estate Leasing Operations**

The diagram illustrates the ITANDI BB service flow. On the left, a yellow circle labeled '賃貸及び管理' (Leasing and Management) contains the FASS logo. A double-headed arrow labeled '物件連携' (Property Linkage) connects FASS to a central green box labeled 'ITANDI BB Operations'. Inside this box, 'ITANDI BB+ 申込受付くん' (Application Reception) and 'ITANDI BB+ 電子契約くん' (Electronic Contracting) are shown. To the right, a double-headed arrow labeled '物件検索 Web申込' (Property Search Web Application) connects the ITANDI BB box to '仲介会社様' (Real Estate Agency). Another double-headed arrow labeled '電子署名' (Electronic Signature) connects the ITANDI BB box to 'お客様' (Customer). Below the main diagram, a circular icon shows '申込進捗確認の時間削減' (Reduction of application progress confirmation time). A flowchart shows '管理会社' (Management Company) sending 'お客様の申込状況' (Customer's application status) to '仲介会社様' (Real Estate Agency). A note states '申込受付くんなら 申込状況が一目でわかる' (With the application reception service, the application status is visible at a glance). At the bottom, a three-step process is shown: '契約書類を登録' (Register contract documents), '電子署名' (Electronic signature), and '契約完了通知' (Contract completion notification), with the text '契約手続きがオンライン完結' (Contract process completed online).

Since November 2022, we have introduced the "ITANDI Service" operated by ITANDI Co., Ltd.

With this implementation, customers can complete the entire process from property search to application and contract online, reducing the burden of in-person visits. Additionally, it enables faster customer response and significantly improves operational efficiency for both our company and partner real estate agencies.

## Example 2

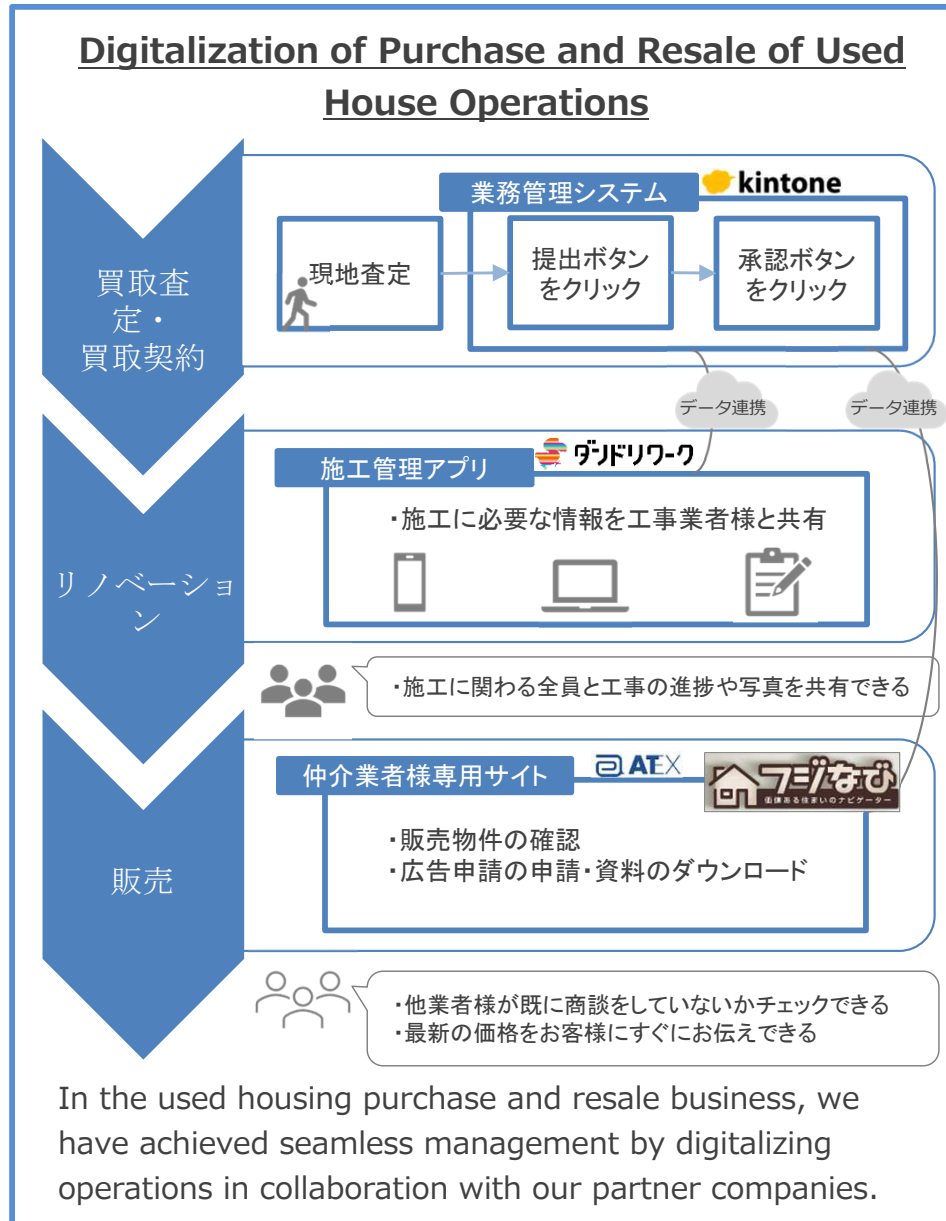
**Introduction of the Electronic Contract Service "Release"**

The screenshot shows a news article from 'Fujishu Housing Co., Ltd. x Release'. The headline is '特別企画 フジ住宅が顧客満足度を向上させる電子契約サービス「リリース」採用' (Special Plan: Fujishu Housing Co., Ltd. Adopts Electronic Contracting Service "Release" to Improve Customer Satisfaction). The article mentions that the service was introduced in February 2023 and is now being implemented for lease agreements with services for the elderly starting in June 2024. The text describes how the service reduces the burden of in-person visits and improves operational efficiency. It also notes that the service is designed to be user-friendly for the elderly, with features like large fonts and simple navigation. The article includes a photo of a staff member and a quote from a customer support representative.

Since February 2023, we have introduced the electronic contract and document management service "Release" for sales contracts in the Residential Development business. Additionally, from June 2024, we have implemented this service for lease agreements in Housing with Services for the Elderly.

# DX Strategy ③ (Examples of DX Initiatives)

## Example 3

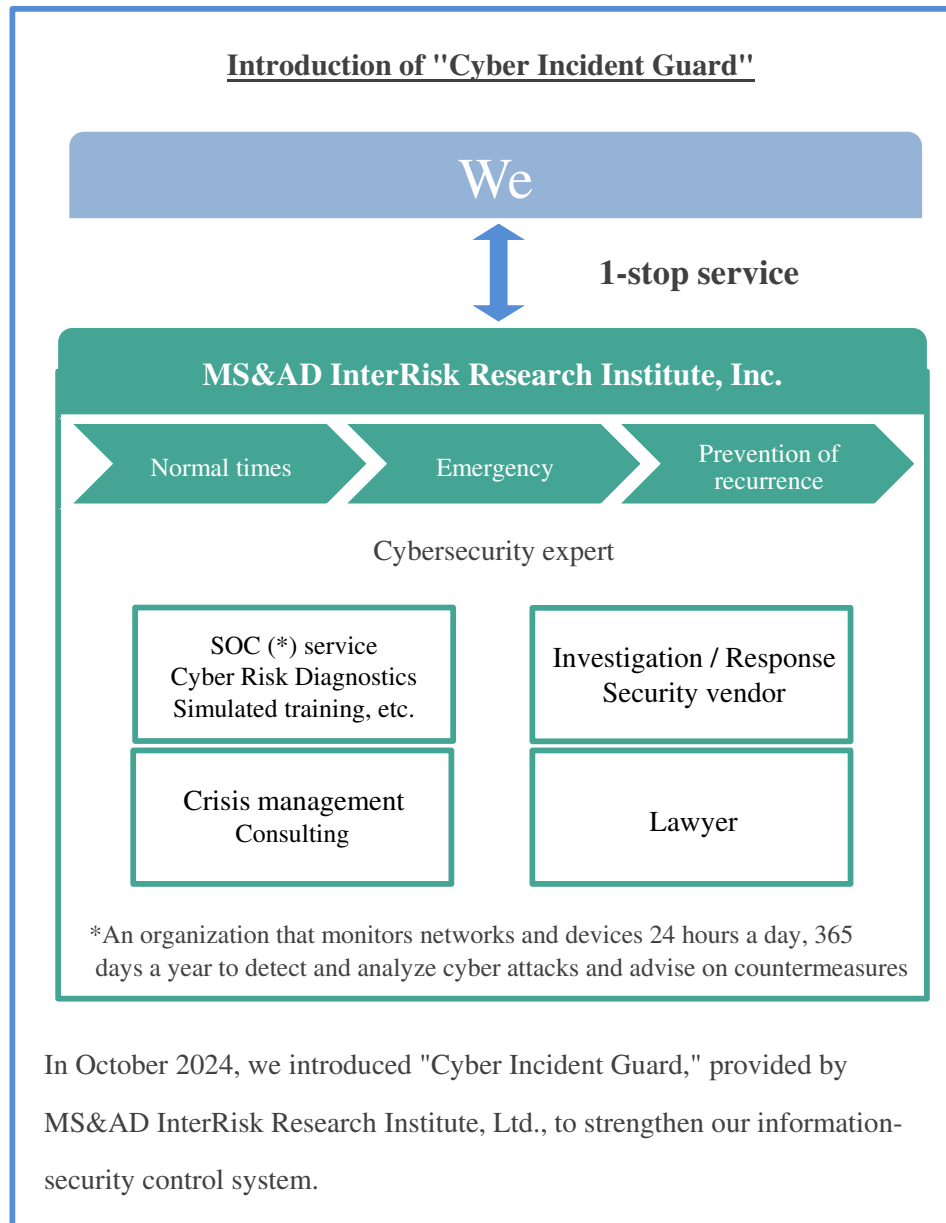


## Example 4

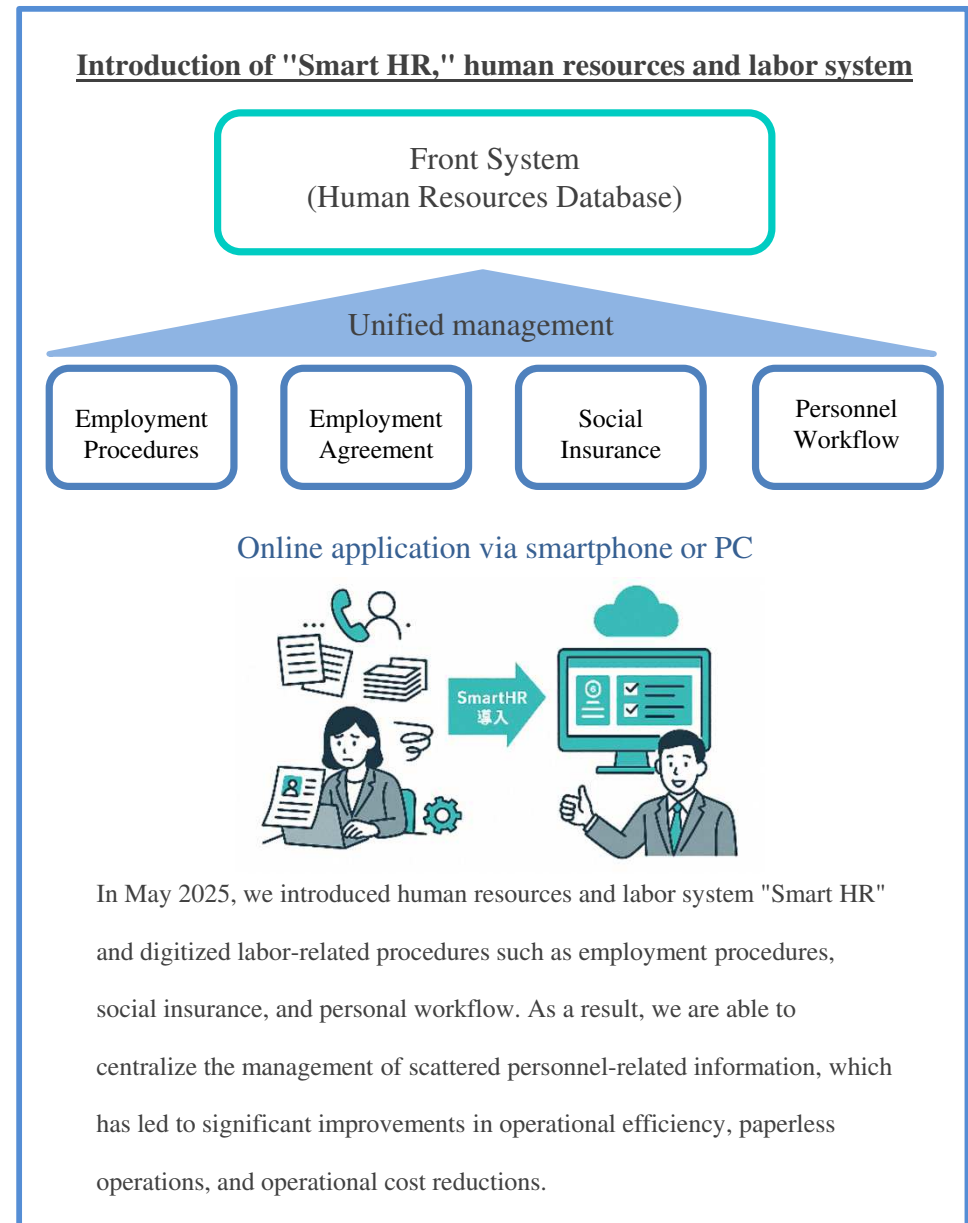


# DX Strategy ④ (Examples of DX Initiatives)

## Example 5



## Example 6



## DX Strategy ⑤ (Examples of DX Initiatives)

### Example 7

#### Introduction of "GMO Leasing DX" Application for Owners

管理戸数3.5万戸超

フジ・アメニティサービス株式会社

GMO賃貸DX

オーナー向け独自アプリを導入

書類の電子化とワークフロー機能で  
業務スピード・正確性の向上を実現

FAS GMO賃貸DX

From August 2025, Fuji Amenity Service Co., Ltd., a member of our group, introduced "GMO Leasing DX," an application for owners provided by GMO ReTech Co., Ltd., to improve convenience for both owners and our company through document digitization and workflow functions.

We will utilize this service to prepare for the future expansion of the number of units under management and to further improve customer satisfaction.

### Example 8

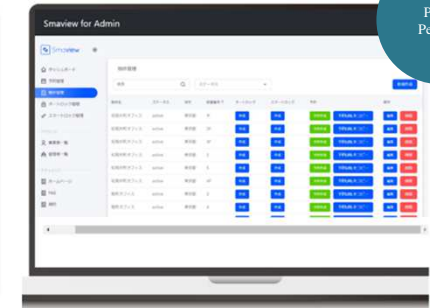
#### Introduction of Smart Entry/Exit Management Service "Smaview2.0"



(What "Smaview2.0" Can Do)

- 主な特徴
- ✓ 物理鍵の管理が不要に  
鍵の紛失リスクを排除し、鍵管理がシンプルに
  - ✓ Webアプリでスマート解錠  
スマートフォンのWebアプリから解錠が可能に
  - ✓ リアルタイム入退室管理  
入退室履歴をリアルタイムで確認し、セキュリティを強化
  - ✓ 様々な業種・業態に対応  
多様な利用シーンにおいてスマートな鍵管理を実現

(Management Screen)



From December 2024, we introduced "Smaview2.0," a next-generation entry/exit management system provided by FLIE Co., Ltd., to some of the used houses sold by our company. Previously, key handover was required in advance when viewing properties, but by utilizing this system, smart entry and exit without human intervention has become possible, enabling more efficient viewing arrangements and prompt guidance.

## 4. Management Philosophy



## **To operate the Company for the sake of**

- **Employees**
- **their Families**
- **Customers, Business partners**
- **Shareholders**
- **Local communities**
- **and Ultimately the nation**

**Our Management Philosophy begins with "For the sake of Employees" and "For the sake of their Families."**

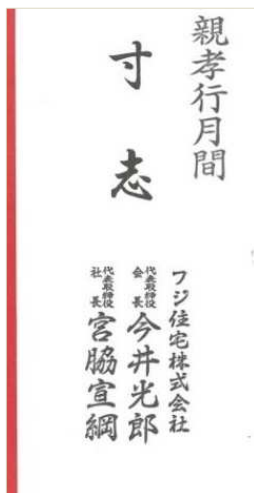
**This is because we believe that if our employees and their families are not happy, they cannot truly provide work that brings joy to our customers.**

**By valuing our employees and their families, fostering gratitude, pride in their work, a sense of purpose, and fulfillment, our employees can genuinely care for our customers. As a result, this leads to the happiness of all stakeholders, including business partners, shareholders, the local community, and the nation.**

**Based on this belief, we would like to introduce some of the various initiatives we have implemented at our company.**

# Filial Piety Month and Anniversary Bouquet Presentation

## "Filial Piety Month" – Feeling Happiness Through Gratitude



"Those who cannot cherish their closest parents cannot truly cherish their customers."

"By expressing gratitude to one's parents and practicing filial piety, one develops the ability to bring Joy to others, fostering a sense of appreciation and compassion toward customers as well."

Based on this philosophy of our founder (current chairman), Imai, we have implemented a unique initiative: Every year on April 1st, all employees receive a grant of 10,000 yen to carry out an act of filial piety. This system, which has been in place since 2004, must be used for acts of filial piety. Some employees submit a reflection essay based on their experiences of fulfilling filial pieties, and these essays are shared with all employees. Through them, staff members can learn about various touching episodes and different expressions of filial piety.

We believe that fostering gratitude toward those around us and appreciating everyday blessings not only enhances personal happiness but also contributes to individual growth as human beings.

## "Anniversary Bouquet Presentation" – Expressing Gratitude to Families as Well

Once a year, all executives and employees are eligible to participate in the "Anniversary Bouquet Presentation" initiative. On their designated person's birthday or wedding anniversary, employees can choose from a bouquet of flowers, a potted plant, or an ornamental plant, which will be delivered as a token of appreciation.

The growth and success of the company today are undoubtedly the result of the continuous efforts of our executives and employees. However, we also recognize the invaluable support of their families. As a gesture of gratitude, each gift is accompanied by a personal letter from the Chairman and President.

Even during company-wide cost-cutting measures following the burst of the economic bubble, this initiative has remained uninterrupted, upheld by the strong commitment of our founder and current Chairman, Imai.



# Bread Delivery

## ~ The True Relationship Begins After the Handover ~

We deliver "bread baked by Fuji Jutaku" to all customers who have purchased a home from us.

- **Not Just Selling or Building.**
- We always cherish our gratitude toward our customers and strive to deliver our bread to as many customers as possible, bringing them joy and peace of mind.
- We want Fuji Jutaku to always remain connected with our customers.

With this sentiment of our founder (current chairman) Imai, we purchased 11 bread baking machines, hired baking and delivery staff, and deliver "bread baked by Fuji Jutaku" every day to customers who have purchased a home from us. We have received numerous words of appreciation from our customers.



# KENKO Investment for Health ①

~ A company is its people. Without the health and happiness of employees, customer satisfaction and company development cannot be achieved. ~

**Building on the vision of our founder and current chairman, Imai, we are committed to safeguarding the irreplaceable health of each employee and supporting the health management of both our employees and their families.**

## Regular Health Checkups

- In addition to non-statutory items such as colorectal cancer screening, breast ultrasound examinations, tumor marker tests, Helicobacter pylori testing, and NT-proBNP testing, the Company introduced CA19-9 testing for pancreatic, bile duct, and gallbladder cancers in April 2022. Furthermore, from April 2026, the Company has introduced abdominal ultrasound examinations and expanded eligibility for fecal occult blood testing. (Examinations equivalent to a comprehensive medical checkup)  
Maintaining a 100% examination rate. The costs for re-examinations and detailed examinations, including the eradication (treatment) costs for Helicobacter pylori, are fully covered by the company.
- Introduced brain dock subsidy programs and family health checkup referral programs (same menu as employees).

## Utilization of Free Consultation Hotline (Available 24/7, 365 Days a Year)

- We promote the use of a free consultation hotline that is available 24/7, 365 days a year for employees and their families.  
This service provides support not only for health-related concerns but also for a wide range of issues, including childcare, nursing care, and mental health, ensuring a comprehensive support system.

## Establishment of a Mental Health Consultation Service

- We have established a third-party mental health consultation service that ensures confidentiality by utilizing telephone and video calls (such as Zoom) for consultations.

## Initiatives for Workplace Environment Improvement

- Installed a high-pressure oxygen chamber, which is widely adopted in medical institutions, sports facilities, and various industries.
- Equipped all business locations with electrolyzed hydrogen water purifiers, recognized under the Pharmaceuticals and Medical Devices Act (formerly the Pharmaceutical Affairs Act) for improving gastrointestinal symptoms.
- Installed health measurement devices for vascular age, blood pressure, weight, and visceral fat assessment.
- Introduced Mozart BGM and Green Mate air purification systems, which use ultraviolet lamps to eliminate 99.9% of viruses and bacteria.

high-pressure oxygen chamber



Electrolyzed Hydrogen Water Purifier



Vascular Age Measurement Device



# KENKO Investment for Health ②

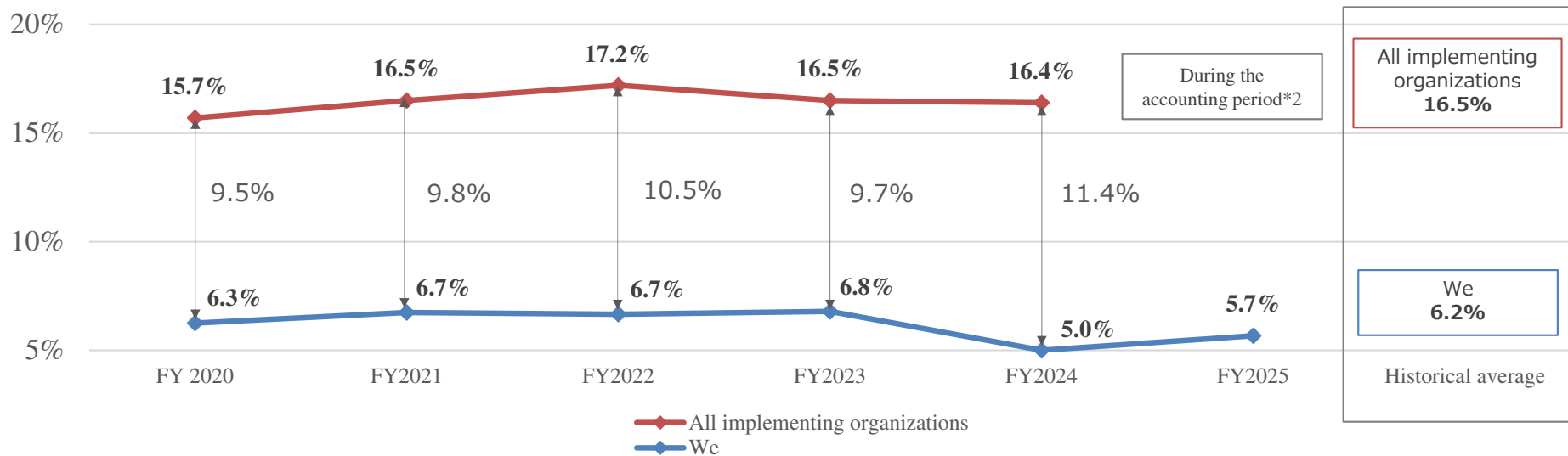
## ~ We conduct stress checks for all employees ~

We conduct annual stress checks for all direct employees, including those who work shorter hours.

Compared with the historical average of 16.5% of all examinee persons who underwent examinations, our average was 6.2%, less than half, and 5.7% in fiscal 2025, which is lower than the overall average ratio in the past.

Moving forward, based on our philosophy of "honesty, directness, and straightforwardness" and "just ask, just say," we will continue striving to create a workplace environment where employees can work energetically, positively, and with enthusiasm.

<Percentage of employees with high stress> \*1



\*1 The results were compiled using the Workplace Stress Checks + plus, which is conducted on more than 0.3 million employees nationwide.

\*2 The percentage of employees who experienced a high level of stress in fiscal 2025 is during the accounting period.

Company accounting was conducted in June 2025.

# Human Capital Management ①

## ~ Our Management Philosophy begins with "For the sake of Employees." ~

Since the company's founding, our current Chairman, Imai, has believed that if employees themselves are not happy, they cannot truly care about the happiness of our customers. Reflecting this belief, our Management Philosophy is shared among all employees, and we have implemented a variety of unique initiatives to ensure a bright, energetic, and fulfilling work environment.

### Visualization of Management Philosophy and Policies

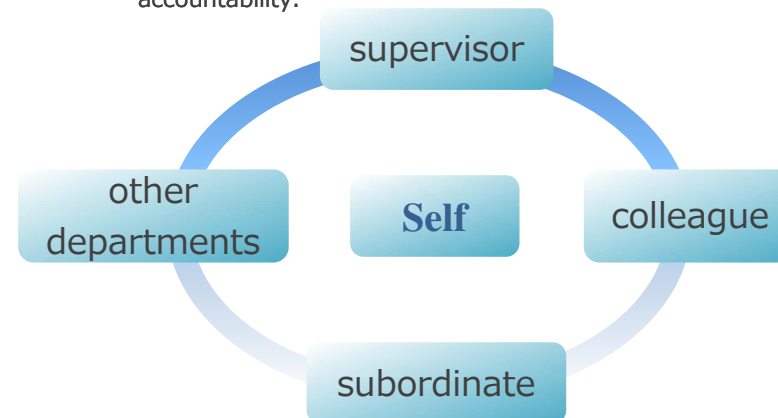
To ensure that all employees share the same goals and objectives and act without deviation in their mindset, the founder's desired behavioral guidelines are compiled in the "Management Philosophy and Policy Booklet."

This booklet, structured in a Q&A format for clarity, is carried by all employees as a reference for their behavioral guidelines.



### 360-Degree Employee Evaluation System

We have adopted a 360-Degree Employee Evaluation System, in which employees are evaluated not only by their direct supervisors but also by colleagues, subordinates, and executives from other departments. Through fair and impartial personnel evaluations, we recognize individuals with outstanding insight, courage, and discernment, as well as those who effectively embody our Management Philosophy and Policies. This system also fosters an environment where every employee develops a sense of ownership and accountability.



### Direct Dialogue Between Top Management and Employees

We regularly hold "Q&A Sessions", where employees can engage in direct dialogue with the Chairman or President. During these sessions, the Chairman or President personally conducts one-on-one phone meetings with each participant.

The topics discussed are not limited to work-related matters but also include personal concerns and various challenges employees may face. This initiative is based on the belief that "Employees are not just workers; they are family and partners in creating value together."

Additionally, with the permission of the participants, questions and responses from the Chairman or President are indexed and shared, allowing other employees facing similar concerns to access and utilize this valuable resource.

# Human Capital Management ②(1)

## ～ We distribute books useful for work and life to all employees ～

Our company believes that "a company is its people," and considers the development of human resources who can understand and implement our management philosophy and policies to be of utmost importance. By enhancing each employee's abilities and enthusiasm, we believe we can perform work that delights our customers even more.

At our company, Chairman Imai selects books that are beneficial for employees in terms of health, work, etc., purchases them at company expense, and distributes them to employees who are deemed to benefit from them. (The next page lists books distributed since the fiscal year ending March 2023)

During this term, we have distributed "Unlimited Power" (Japanese edition: “一瞬で自分を変える法”) to all employees, including part-time and temporary staff, and have also been distributing useful books to sales staff and management on an ongoing basis.



Published by: Mikasa Shobo Co., Ltd.  
 Author: Anthony Robbins  
 9th printing issued on August 10, 2025

# Human Capital Management ②(2)

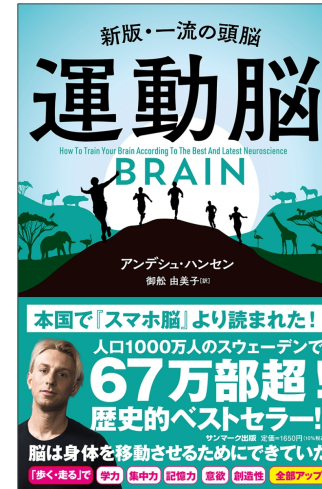
## ～ Books Useful for Maintaining Health ～



Published by: Sunmark Publishing Inc.  
Author: Ichiro Tatsumi  
18th printing issued on May 25, 2023



Published by: Sunmark Publishing Co., Ltd.  
Author: Seiji Nishino  
41st printing issued on June 10, 2022



PuAuthor: Anders Hansen  
Published by: Sunmark Publishing Inc.  
17th printing issued on February 5, 2023

## ～ Books Useful for Work ～



Published by: FOREST Publishing Co., Ltd.  
Author: Hiroaki Tsuda  
2nd printing issued on July 11, 2024

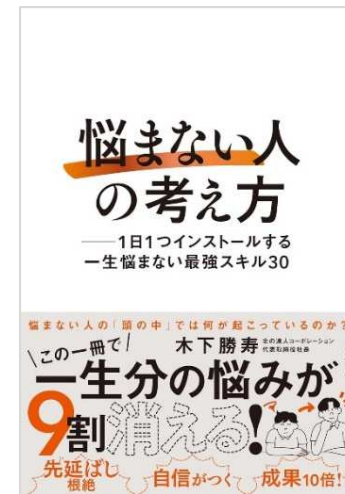


Published by: Kabushiki Kaisha Chichi Shuppansha  
Author: Hideaki Fujio  
19th printing issued on March 5, 2024



Published by: WANI BOOKS Co., Ltd.  
Author: Bukko  
2nd printing issued on May 20, 2024

## ～ Books Useful for Mental Health ～



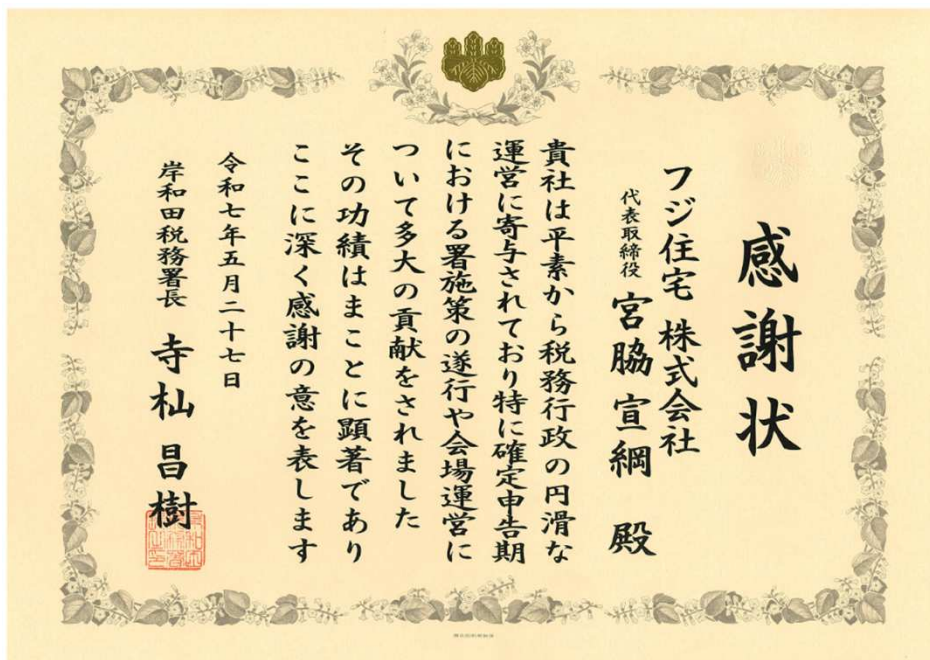
Published by: DIAMOND, Inc.  
Author: Katsuhisa Kinoshita  
5th printing issued on October 30, 2024

## 5. Topics



## << Topics ① >> We received a letter of appreciation from the director of Kishiwada Tax Office.

～We have been appreciated for our efforts in the smooth operation of daily tax administration～



At the annual meeting of the Kishiwada Tax Payment Association held at Kishiwada Grand Hall (Kishiwada City, Osaka) on May 27, 2025, companies received a letter of appreciation from the director of Kishiwada Tax Office.

This was in recognition of our ongoing efforts toward the smooth operation of daily tax administration. From the beginning of e-Tax system, we provided filing guidance to all Group companies during the filing period. We set up a dedicated personal computer within the company to create an environment where employees can report within their working hours. In this way, we worked to promote and recommend the system.

Furthermore, we believe that our multi-faceted cooperation has been evaluated, including the provision of information on tax payment to homebuyers, the rental of a portion of our office near the Tax Office during the filing period as a break room for short-term part-time workers at Tax Offices, and cooperation in the distribution of short-term part-time job offering leaflets to 13 condominium buildings for sale.



## ◀ Topics ② ▶ Introduced GMO Rental DX, an application for owners

～ We will realize improved business speed and accuracy through the computerization of documents and workflow functions. ～

Our group, Fuji Amenity Service Co., Ltd., manages over 35 thousand leasing apartments in the Kansai region. Until now, transactions with property owners in the management of properties, such as bulk leased properties, have mainly been on a paper basis, and there have been challenges in promoting paperless operations and improving the efficiency of business processes. To address this issue, we began operating GMO Rental DX, an application for owners provided by GMO ReTech, Inc., on August 1, 2025, with our unique functions added. This has enabled the digitization of income and expenditure reports and other documents, as well as the completion of approval operations for various documents within the application and the unified management of materials. This has greatly improved the convenience for both owners and us. In the future, we will utilize this service to further improve customer satisfaction in preparation for the future expansion of the number of units under management.



管理戸数3.5万戸超

フジ・アメニティサービス株式会社

**GMO 賃貸DX**

オーナー向け独自アプリを導入

書類の電子化とワークフロー機能で  
業務スピード・正確性の向上を実現

**EASS** **GMO 賃貸DX**

(An example of what can be done with a proprietary application for owners)



### ① 各種書類の確認・承認

家賃のお支払い明細書や施設点検報告書などをご確認いただけます。  
消火器やエアコン等の注文についても、アプリ上でご承認いただけます。

### ② 書類の保管不要

アプリにログインした以降の書類はアプリ上に保存されるため、  
保管の必要はありません。必要な時にいつでもご確認いただけます。

### ③ チャット機能による連絡

当社からのお知らせやお問い合わせは、アプリ内の「チャット機能」を通じて行うことが可能です。

# ◀ Topics ③ ▶ An article on Fuji Palace Senior was published.

## ～ An interview article on Fuji Palace Senior was published in the Sankei Shimbun ～

Published by: Sankei Shimbun Co., Ltd. Release Date: August 7, 2025

**「自分の親を安心して預けられる住まい」を提供**

超高齢化社会を迎える中で、暮らしの自由度と介護などの生活サービスを兼ね備えた住まいとしてサービス付き高齢者向け住宅（サ高住）の需要が高まっています。独自の建築・運営ノウハウを強みにサ高住（フジパレスニア）を積極展開するフジ住宅グループのフジ・アメニティサービスの社員3人に、運営のコンセプトや入居者のサポート体制、日々の仕事を語っている思いについてお話をいただきました。

サービス付き高齢者向け住宅 フジパレスニア スタッフによる紙上ディスカッション

（出版者）シニア事業部長 松本 雅也さん、シニアハウスマネージャー 竹内 優太郎さん、シニアハウスマネージャー 山崎 拓海さん

**社員寮や病院をサ高住にリノベーション**

「サ高住にリノベーション」は、既存の建物を利用して高齢者向け住宅を創出する取り組みです。社員寮や病院などの既存施設をリノベーションすることで、高齢者に優しい環境を整え、コスト削減を実現しています。フジ・アメニティサービスは、この分野で豊富な経験とノウハウを蓄積し、サ高住のリーディングカンパニーとしての誇りを胸に、全国最大規模の展開を目指しています。

今年に入って守口市と大阪市で2棟をオープン

フジ・アメニティサービス株式会社 0120-170-280

フジ住宅株式会社 0120-37-9982

フジ・アメニティサービス株式会社  
フジパレスニア 総合インフォメーション

フジ住宅株式会社  
土地有効活用事業部

An interview article featuring our housing with services for the elderly was published in the August 7, 2025 issue of the Sankei Shimbun Osaka Head Office edition. In the published article, we discussed the operational concept of Fuji Palace Senior, our support system for residents and care service providers, as well as our passion for the work we do.

We are actively developing housing with services for the elderly based on the concept of "homes where people can entrust their parents with peace of mind." Each facility is equipped with a dedicated kitchen area to provide high-quality meals with well-balanced nutrition. In addition, we regularly conduct tastings and monitoring of meals—focusing on seasoning, presentation, and other elements from the residents' perspective—and provide feedback based on the results.

In addition, to support smooth facility operations, we provide high-quality services by holding training sessions for care service providers, where successful case studies and know-how are shared.

# ◀ Topics ④ ▶ Our Group was featured in the Senior Housing Newspaper.

~ In the Weekly Senior Housing Newspaper rankings, we ranked 10th nationwide in terms of total capacity for welfare facilities and senior housing, and 1st nationwide in the number of housing with services for the elderly operated. ~

Published by: Senior Housing Newspaper Co., Ltd. Release Date: August 20, 2025

(Pickup Interview)

(Ranking of number of housing with services for the elderly operated)

順位	事業者名	運営棟数	定員数
1	フジ・アメニティサービス	275	9,146
2	学研グループ	212	14,087
3	SOMPOケア	146	9,636
4	ヴァディー	121	4,150
5	NPO法人ラ・シャリテ	96	2,255
6	エクラシア	89	3,720
7	やまねメディカル	79	2,057
8	創生会グループ	62	1,851
9	パナソニックエイジフリー	61	1,261
10	ゴールドエイジ	54	2,454

Source: Compiled by our Company based on data from Senior Housing Newspaper Co., Ltd.

In the rankings of total capacity for welfare facilities and senior housing published in the August 20, 2025 issue of the Senior Housing Newspaper, our Group was ranked 10th nationwide, and a featured interview was included in the article.

Although our Group provides housing with services for the elderly exclusively within the Kinki region (primarily in the Hanshin area), we proudly hold the top position nationwide in the number of facilities operated and rank third nationwide in total capacity. We will continue our efforts to aggressively expand our business.

In the pickup interview, we answered the outline of our group's senior business, the steady increase in the number of buildings under management, and the outlook for the future.

# <<Topics ⑤>> Grand Opening of VIP Lounge Exclusively for Home Buyers

~ We have a special lounge for owners only ~

**GRAND OPEN**  
オーナー様限定  
VIPラウンジ誕生! **¥0**  
ご予約不要!いつでも、何度でも!  
カフェコーナー・キッズコーナー・書籍ライブラリーを  
“無料”でご利用いただけます。

ご予約不要でお好きな時間に  
ご利用いただけます

和泉店の営業時間内にて、ご予約不要でいつでも何度でも、  
自由にご利用いただけます。オーナー様だけの特別なサービスを、

ご来店ごとに1ポイント!  
ポイント集めて  
プレゼントGET!  
ギフトカード  
5,000円分プレゼント!

お子さまは  
おもちゃ  
お菓子

**SERVICE 1**  
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無料

**SERVICE 2**  
暮らしの書籍・雑誌  
読み放題

**SERVICE 3**  
キッズコーナー  
絵本読み放題

**SERVICE 4**  
無料Wi-Fi  
完備

**フジ住宅 和泉店**  
〒595-0021 大阪府東大阪市東豊中町2丁目1-13  
TEL: 0120-24-4146

営業時間:  
平日 10時~18時  
土/日/祭 10時~19時  
定休日: 不定休  
(基本月に1回・水曜)

Instagramで  
「フジ住宅 和泉店」の動画を  
ご紹介しています!

フジ住宅 和泉店  
https://fuji-ie.com/shop/izami

We have held the grand opening of a “VIP Lounge” exclusively for customers (property owners) who have purchased a home from us, at the Fuji Jutaku Izumi Branch. Reservations are not required and can be used at any time during business hours.

At the lounge, we offer complimentary bread freshly baked by our Company, along with beverages. In addition, guests are free to enjoy unlimited access to helpful books and magazines, as well as picture books in the kids’ corner. The lounge is also equipped with free Wi-Fi, allowing visitors to spend their time comfortably without concern for the clock.

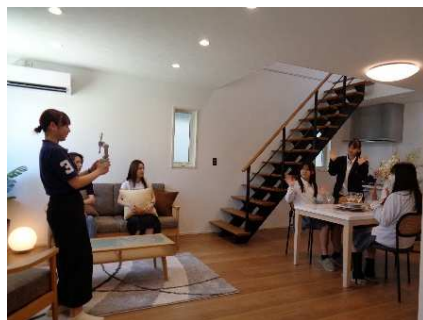
We aim for the lounge to serve as a “third place” — a comforting and relaxing space that is neither home nor workplace — for our customers and their families. We will continue to pursue initiatives that bring joy to our customers and remain committed to further enhancing customer satisfaction.

## ◀ Topics ⑥ ▶ Accepted local junior high school students for work-experience learning

### ~ Conducted vocational experience learning for students of Kishiwada Municipal Kishiki Junior High School and Kishiwada Municipal Habu Junior High School ~



[Scene from the Preliminary Meeting]



[Scene from the Video Shooting Experience]



[Scene from the Camera Operation Training]



[Scene from the Camera Shooting Experience]

[The room tour video by students can be viewed at the URL below]

- ①: <https://www.instagram.com/p/DLmLTGyyDC9/> (Kishiki Junior High School)
- ②: <https://www.instagram.com/p/DLo2G8gzMBj/> (Kishiki Junior High School)
- ③: <https://www.instagram.com/p/DLrWui4T9bE/> (Kishiki Junior High School)
- ④: <https://www.instagram.com/p/DP53b65k6bw/> (Habu Junior High School)
- ⑤: <https://www.instagram.com/p/DQLz71cEztr/> (Habu Junior High School)
- ⑥: <https://www.instagram.com/p/DQdtxreE3fj/> (Habu Junior High School)

In 2025, upon request from Kishiwada Municipal Kishiki Junior High School and Kishiwada Municipal Habu Junior High School in Kishiwada City, Osaka Prefecture, where our headquarters is located, we accepted second-year junior high school students for vocational experience learning.

As part of career guidance, students were given the opportunity to experience the importance of working and the pleasure of working. They were given the opportunity to take a video of Instagram and a photo of a model house, which are one of the tasks of the Sales Planning Section, Sales Department, Head Office of Residential Development segment.

Additionally, some students who participated in the vocational experience expressed sentiments such as "It became a lifelong memory." and "I want to work here (Fuji Jutaku) in the future."

Through our contributions to local communities, we will continue to strive to become Japan's most respected company and to increase our business performance and corporate value.

## <<Topics ⑦>> Acquisition of Treasury Shares

### ~ Acquisition of 560,900 treasury shares has been completed ~

The acquisition of treasury shares based on the resolution of the Board of Directors held on August 5, 2025, was completed on October 28, 2025.

#### Details of Acquisition

- Type of acquired shares: Our common stock
- Acquisition period: August 6, 2025 to October 28, 2025 (trade basis)
- Total number of shares acquired: 560,900 shares
- Total purchase price of shares: 449,982,100 yen
- Acquisition method: Market purchase on the Tokyo Stock Exchange

# <<Topics ⑧>> Participated in Career Education Sponsorship Project for Elementary and Junior High School Students

~ Featured again this year in "Job Notebook for Elementary School Students" and "Job Book for Junior High School Students" ~

As part of our regional contribution initiatives, we again sponsored the supplementary textbook production project for career education in elementary and junior high schools this year, and were featured in the Wakayama City edition "Job Notebook for Elementary School Students" and the Wakayama Prefecture edition "Job Book for Junior High School Students." (This is the third time following fiscal years 2023 and 2024)

This project aims to increase children's interest in work and help them envision their future dreams and hopes through the introduction of local companies' professions, with typically one company featured per industry. Our company was approached as a real estate business particularly conscious of regional contribution, and we sponsored the project with the hope of aiding children's career education.

【Wakayama City Edition】 "Job Notebook for Elementary School Students"  
Published by: CHUCO CO.,LTD.

**「幸せをはこび住まいづくりを合言葉に 家族を幸せにする家をつくっています。」**  
**フジ住宅株式会社**  
 〒641-8670 和歌山県和歌山市東1-1-1 TEL:073-427-8700  
 〒641-8671 和歌山県和歌山市東1-1-1 TEL:073-427-3700 http://www.fuji-realestate.co.jp/  
 〒641-8672 和歌山県和歌山市東1-1-1 TEL:073-427-3700  
 〒641-8673 和歌山県和歌山市東1-1-1 TEL:073-427-3700

**お仕事の流れを見てみよう!**  
 土地の有効活用を別としてご用意しているサービスは、お話を伺った後、スタートから完成までの流れを見てみましょう。

- 1 お話をよく聞く
- 2 解決するための提案
- 3 いよいよ契約へ!
- 4 安全を前うっせ職
- 5 建築中!
- 6 完成!

**私たちの仕事**  
 私たちは、新築地区でゴッドビルやマンションの建築、中古住宅のリフォーム、賃貸住宅やサービス付き高齢者向け住宅などの業務など、幅広く不動産にかかわるお仕事をしています。住まいを通じて地域の役に立ち、皆様が住みやすい住環境を整えることが私たちの使命です。

**土地の有効活用ってどんなことをしているの?**  
 他にも有効活用している土地、新しい発想を凝らすたり、古く大切に建っている形のある建物を建て替えています。

**サービス付き高齢者向け住宅** **賃貸アパート** **戸建て賃貸**

**ここがすごい**  
 「マンション建設のお仕事でお客様に、いろいろな住まいをつくっていきま。サービス付き高齢者向け住宅を、建設しているのは、当社(株)が、初めてです。また、建設現場の様子を、お見せすることが、できるのが、私たちの強みです。」

**働く人の声**  
 出口 翔太、玉井 芽都、音田 幸子

【Wakayama Prefecture Edition】 "Job Book for Junior High School Students"  
Published by: CHUCO CO.,LTD.

**フジ住宅株式会社**  
 〒641-8670 和歌山県和歌山市東1-1-1 TEL:073-427-8700 http://www.fuji-realestate.co.jp/  
 〒641-8671 和歌山県和歌山市東1-1-1 TEL:073-427-3700 http://www.fuji-realestate.co.jp/  
 〒641-8672 和歌山県和歌山市東1-1-1 TEL:073-427-3700  
 〒641-8673 和歌山県和歌山市東1-1-1 TEL:073-427-3700

**不動産ってどんなもの?**  
 みんなの日々の暮らしを支える住宅、マンション、土地などを扱います。  
 私たちは、賃貸住宅や戸建てマンションの建設、中古住宅のリフォーム、賃貸住宅やサービス付き高齢者向け住宅などの業務など、幅広く不動産にかかわるお仕事をしています。住まいを通じて地域の役に立ち、皆様が住みやすい住環境を整えることが私たちの使命です。

**「土地の有効活用」ってどんなお仕事?**  
 他にも有効活用している土地、新しい発想を凝らすたり、古く大切に建っている形のある建物を建て替えています。

**サービス付き高齢者向け住宅** **賃貸アパート** **戸建て賃貸**

**働く人の声**  
 出口 翔太、玉井 芽都、音田 幸子

## <<Topics ⑨>> Established Fuji Farm in Higashi-Osaka City

### ～ Started new initiatives for employment of people with disabilities at the facility in Mizuhai, Higashi-Osaka City ～

Since 1 May 2020, our company has been operating 'Fuji Farm Yao' in Kyuhouji, Yao City, Osaka Prefecture, which cultivates and processes herbs with the aim of creating employment opportunities for people with disabilities.

We have newly established "Fuji Farm Higashi-Osaka," a facility dedicated to the roasting and processing of coffee, effective October 1, 2025. Using high-quality coffee beans, the facility produces delicious drip bag coffee. These finished products are distributed in our company's break room, providing a moment of relaxation to refresh our staff.

Through our business activities, we fulfill our social responsibilities and continue to expand employment opportunities and social participation for people with disabilities, striving to create a diverse and inclusive organization.

( Herbal tea cultivated and processed at Fuji Farm Yao )



( Drip coffee bags made at Fuji Farm Higashi-Osaka )



# <<Topics ⑩>> Held the Site Cooperation Meeting

## ～ Held the 29th Fuji Jutaku Co., Ltd. Site Cooperation Meeting ～

On November 29, 2025, the 29th Fuji Jutaku Co., Ltd. Site Cooperation Meeting was held at Nankai Namikiri Hall (Kishiwada City, Osaka Prefecture), with approximately 850 cooperating vendors participating. The Site Cooperation Meeting aims to unify intentions with cooperating vendors for better home building, featuring awards for vendors and special lectures by external speakers (this time, a lecture by Mr. Daisuke Muramatsu, Representative Director of General Incorporated Association Kaika GPE). This time, the event began with a reception expressing gratitude to cooperating vendors, followed by a safety talk aiming for zero labor accidents, and our employees expressed their daily gratitude to vendors. At the award ceremony, President Miyawaki presented certificates of appreciation to the vendors.

(Before the Opening)



(Award Ceremony)



(Reception)



(Lecture)



Lecturer: General Incorporated Association Kaika GPE  
Representative Director Daisuke Muramatsu

"Visualizing Gratitude! Secrets to a Happier Life!"  
～ Recommendations for a Quantum Mechanics Approach  
to Life ～

## ◀ Topics ⑪ ▶ Certified as "Sports Yell Company"

### ~ Certified as "Sports Yell Company 2026" Silver by the Japan Sports Agency ~



On 30 January 2026, we were certified as "Sports Yell Company 2026" Silver. This marks our seventh consecutive year of certification, and companies with a cumulative certification period of 7 to 9 years receive the "Silver" certification.

Our group has implemented various initiatives to help all employees raise their health awareness and maintain their physical and mental well-being, and we are promoting opportunities to become familiar with exercise to establish healthy lifestyle habits on a daily basis.

Specific initiatives include encouraging walking through sneaker commuting, holding hiking and tree-planting volunteer events in which our employees and their families can participate, and conducting walking events in collaboration with health insurance associations to promote health maintenance and improvement. We will continue to strive to help employees maintain their physical and mental health.

## ◀ Topics ⑫ ▶ Regarding the "2026 ORICON Customer Satisfaction Survey"

### ～ Double Award for 1st Place in "Kinki region for Built-for-Sale Home Builders" and "Osaka Prefecture category for Built-for-Sale Home Builders" ～



1st Place in the 2026 ORICON Customer Satisfaction Survey  
for Built-for-Sale Home Builders in the Kinki Region



1st Place in the 2026 ORICON Customer Satisfaction Survey  
for Built-for-Sale Home Builders in Osaka Prefecture

In the 2026 ORICON Customer Satisfaction Survey, our company has been awarded 1st place in the Kinki region for Built-for-Sale Home Builders and 1st place in the Osaka Prefecture category for Built-for-Sale Home Builders, marking the sixth consecutive year of receiving this double award.

This marks our sixth consecutive year as the overall 1st place in Kinki and seventh consecutive year as 1st place in Osaka. This time, we received very high evaluations, ranking top in all 10 evaluation items.

We believe these awards are recognition of our pursuit of practicing our management philosophy since our founding and our attitude of "wanting our customers to be happy." We also recognize that this high level of customer satisfaction is contributing to the improvement of our order-receiving capabilities and brand value.

#### 【2026 ORICON Customer Satisfaction Survey: Built-for-Sale Home Builders in the Kinki Region Overview】

Survey Conductor: oricon ME Inc. Survey Method: Internet Survey

Sample Size: 1,478 people

Required Number: 50 people or more

Survey Period: 17 October to 10 November 2025, 13 September to 18 November 2024, 19 October to 13 November 2023

Survey Targets Gender: Not specified Age: 25-84 years old

Region: Kinki (Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama)

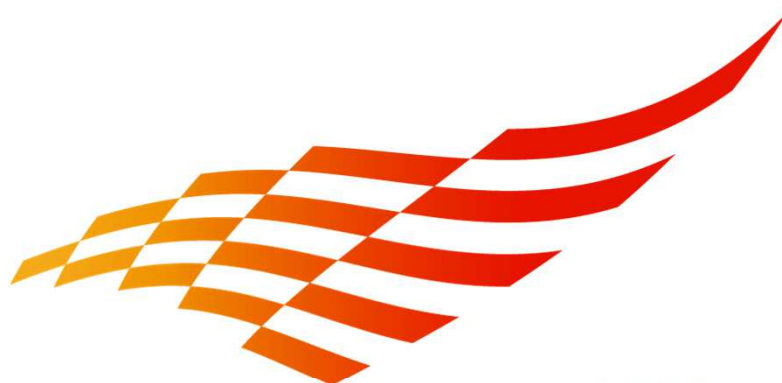
Conditions: Individuals who moved into a newly built house for sale within the past 12 years and were involved in selecting the purchased property

Number of Companies (Services) Surveyed: 29

Definition: Builders that basically perform all construction in-house or within their own group

However, house manufacturers and developers are excluded

~ Certified as "KENKO Investment for Health Outstanding Organization 2026  
(Large Enterprise Category) [White 500]" ~



2026

健康経営優良法人

KENKO Investment for Health

大規模法人部門

ホワイト500

The “Large Enterprise Category (White 500)” refers to the top 500 companies selected based on the results of the Health and Productivity Management Survey from among those certified under the “KENKO Investment for Health Outstanding Organization (Large Enterprise Category).”

On 9 March 2026, we received our ninth certification under the "KENKO Investment for Health Outstanding Organization 2026 (Large Enterprise Category) [White 500]," a certification jointly awarded by the Ministry of Economy, Trade and Industry and Nippon Kenko Kaigi.

Going forward, as a “White Company,” the Company will continue to work as one to promote the health maintenance and improvement of its employees.

Additionally, by approaching employee health management from a management perspective and working on health promotion, we will promote productivity improvement and employee retention, leading to improved business performance and corporate value.

# ◀ Topics ⑭ ▶ Received "Excellent Company for Cancer Control Promotion" Award

## ～ Received our fourth award as an excellent company under the "Excellent Company for Cancer Control Promotion Award Program" ～



The "Excellent Company for Cancer Control Promotion" is an award given to promotion partner companies and organizations that actively work to improve cancer screening rates and achieve a balance between cancer treatment and work, as part of the national project "Cancer Control Promotion Corporate Action" promoted by the Ministry of Health, Labour and Welfare, in which companies take the lead in advocating the importance of "early detection and early treatment of cancer."

On 1 March 2026, we received our fourth consecutive award as an excellent company in the Ministry of Health, Labour and Welfare "Excellent Company for Cancer Control Promotion" award program.

Our company conducts regular health checkups during working hours and maintains a 100% participation rate.

In regular health checkups, we have introduced non-statutory items including colon cancer tests, breast cancer echo, tumor markers, Helicobacter pylori tests which can cause stomach cancer, NT-proBNP tests, and CA19-9 testing for pancreatic, bile duct, and gallbladder cancer. Furthermore, from April 2026, we have introduced abdominal echo tests and lowered the eligible age for fecal occult blood tests to expand the target population.

We also provide a health checkup referral program that allows not only employees but also their family members to receive health checkups with the same menu.

## ◀Topics ⑮▶ Changes to the Shareholder Benefit Program

### ~ Expansion of the Shareholder Benefit Program to Promote Medium- to Long-Term Shareholding and Strengthen Shareholder Returns ~

The Company considers its shareholder benefit program to be one of its important shareholder return measures that contribute to enhancing corporate value.

The Company has expanded its shareholder benefit program, with a record date of March 31, 2026, with the aim of encouraging a greater number of shareholders to hold the Company's shares continuously over the medium to long term.

(New Shareholder Benefit Program with a Record Date of March 31, 2026)

Number of Shares Held	Basic Benefits		Long-Term Benefits*
500 to less than 1,000 shares	QUO Card worth ¥1,000	—	—
1,000 to less than 2,000 shares	JCB Gift Card worth ¥3,000	—	—
① Newly introduced 2,000 to less than 3,000 shares	JCB Gift Card worth ¥4,000	② Increased +1,000 yen	③ Newly introduced
① Newly introduced 3,000 to less than 4,000 shares	JCB Gift Card worth ¥4,000	② Increased +1,000 yen	JCB Gift Card worth ¥1,000
① Newly introduced 4,000 to less than 5,000 shares	JCB Gift Card worth ¥4,000	② Increased +1,000 yen	JCB Gift Card worth ¥1,000
5,000 to less than 10,000 shares	JCB Gift Card worth ¥5,000	② Increased +1,000 yen	JCB Gift Card worth ¥1,000
10,000 shares or more	JCB Gift Card worth ¥6,000	② Increased +1,000 yen	JCB Gift Card worth ¥1,000

#### (Three Key Points of the Expansion)

- ① The Company has newly introduced more detailed categories based on the number of shares held under the shareholder benefit program.
- ② The amount of shareholder benefits for the category of shareholders holding 2,000 shares or more has been increased.
- ③ As a long-term shareholder benefit program, the Company has newly introduced a benefit program for shareholders who have continuously held 3,000 shares or more for a period of three years or longer.

\*Long-term shareholder benefits apply to shareholders who have continuously held 3,000 shares or more for three years or longer.  
For the purposes of this program, "continuously holding 3,000 shares or more for three years or longer" shall mean shareholders who are recorded or registered in the Company's shareholder register as holding 3,000 shares or more under the same shareholder number for seven or more consecutive times as of each March 31 and September 30.

## <<Topics ①⑥>> Corporate Signboard Installed at Dotonbori Fruit Tower Building

### - Corporate advertising signboard installed on the rooftop of Dotonbori Fruit Tower Building -

On 1 April 2026, we installed our corporate advertising signboard on the rooftop of the Dotonbori Fruit Tower Building.

This signboard is installed on the rooftop of a building along Midosuji Avenue, visible from the Ebisubashi Bridge in Namba Dotonbori. Ebisubashi Bridge is a landmark spot representing Osaka, with very high foot traffic day and night, and is frequently used for TV program filming and street interviews. Therefore, there is a high possibility of the signboard appearing in TV broadcasts, and we believe this will help more people become aware of our company.

(Daytime photo from Ebisubashi Bridge)



(Nighttime photo)



## Corporate Signboard Installed at Osaka Metro Midosuji Line Umeda Station

### - Corporate advertising signboard installed at Umeda Big Board No. 1 advertising space -

On 1 April 2026, we installed our corporate advertising signboard at Umeda Big Board No. 1 advertising space. Umeda Big Board No. 1 advertising space is located inside the Osaka Metro Midosuji Line Umeda Station platform, and is a large signboard frame installed behind the second staircase after descending the stairs immediately from the underground ticket gates on the Yodobashi Camera, Hankyu Railway, and Hankyu Sanbangai side.

This location has very high foot traffic from businesspeople heading toward Yodoyabashi as well as people of all ages and genders, and we believe this will help more people become aware of our company.



# Received the "Osaka Climate Change Countermeasures award Special Award"

## ～ Our Condominium Received the "2025 Osaka Climate Change Countermeasures award Special Award" ～

(Overview of the Award-Winning Building for the Osaka Climate Change Countermeasures award Special Award)

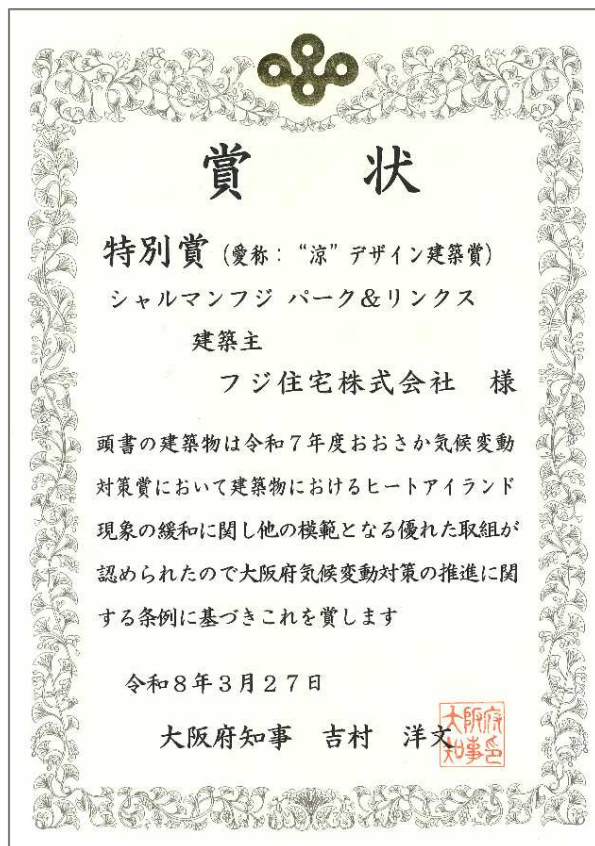
シャルマンフジ パーク&リンクス



**【ヒートアイランド対策の取組概要】**

- ・敷地東側に広場を設け、十分な緑地空間を計画するとともに、高木を適宜配置し、風下となる地域への風通しとなる配慮を行った。
- ・南側道路に面して連続性のある緑地空間を設け、視覚的にも涼しさを感じられるよう、デザインにも工夫を凝らした。
- ・中木の植栽、インターロッキング等の保水性舗装などにより緑地面積 776㎡、地表面対策面積を45%以上確保した。これにより、地表面温度を低減し、敷地外への赤外放射量を削減できる計画とした。日中の地表面温度上昇が抑えられることにより、夜間には冷気流が周辺道路へ流出し、周辺気温を低下させる効果が得られるようにした。

建築主	フジ住宅株式会社		
設計者	株式会社長谷工コーポレーション 大阪エンジニアリング事業部 一級建築士事務所		
所在地	堺市堺区向陵東町3丁		
延べ面積・構造等	14,253㎡(RC造、地上14階)		
用途	共同住宅		
CASBEE総合評価	B+ ランク	BEE値	1.4
ヒートアイランド対策に関するCASBEE評価	Q3-3.2 敷地内温熱環境の向上		4.0
	LR3-2.2 温熱環境悪化の改善		3.0
	(平均)		3.5



On 27 March 2026, “Charmant Fuji Park & Links,” a condominium developed by the Company, has received the “2025 Osaka Climate Change Countermeasures award Special Award (nickname: “Cool” Design Architecture Award)” from Osaka Prefecture. This award is granted under a system based on prefectural ordinances, and is given to properties selected for their outstanding efforts in mitigating the heat island effect in buildings.

We understand that this award recognizes the Company's efforts in creating highly comfortable residences that are considerate of and harmonious with the surrounding environment. We will continue to contribute to the realization of a sustainable society while striving to achieve both resident comfort and reduced environmental impact.

## 6. Supplementary material



# Fuji Jutaku as seen in Market Data

## About Residential Development segment

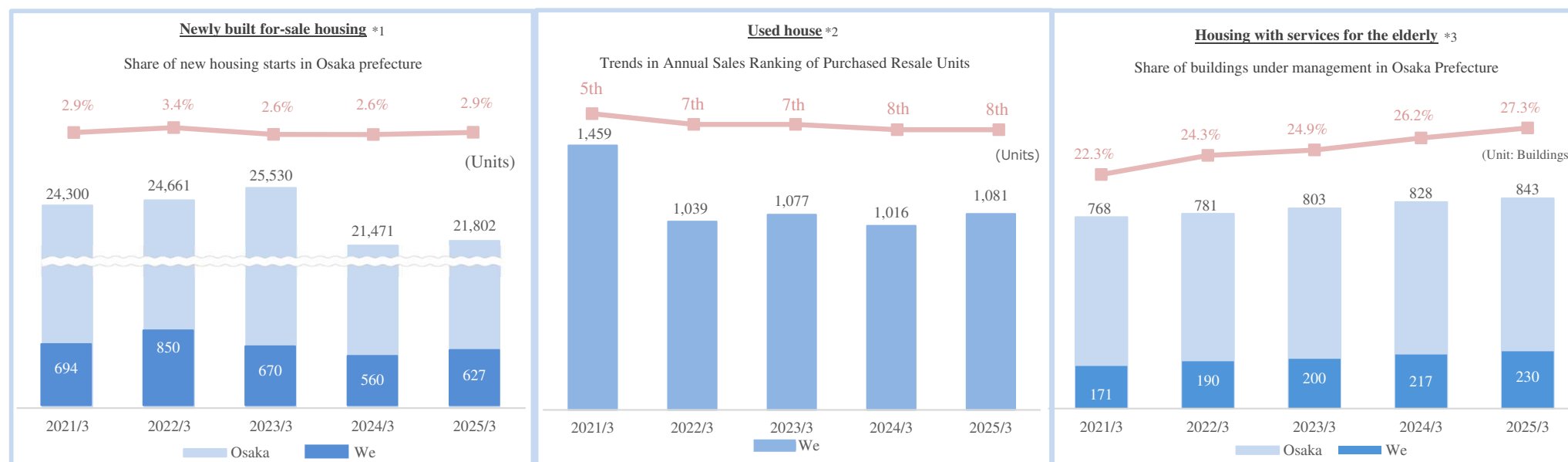
Although the number of new housing starts in Osaka Prefecture has significantly declined since the COVID-related demand surge, our company has remained adaptable to market fluctuations and maintained a stable market share of approximately 3%, consistent with pre-surge levels. Over the long term, the number of housing starts has been on a downward trend nationwide. However, we believe that it is not difficult to maintain the number of housing starts because we have absolute confidence in quality and after-sales service, as indicated by our long-standing name recognition based on community-based management and the 1st Place in Osaka Prefecture of the Kinki region in the ORICON Customer Satisfaction Survey for Built-for-Sale Home Builders for the seventh consecutive year.

## About Existing Housing segment

Amid rising demand for used house nationwide due to increases in new construction prices, our company has consistently maintained an annual sales volume of over 1,000 units through an area-specific strategy—focusing on condominiums in urban centers and detached houses in suburban areas. While specializing in Osaka and its suburbs, the Company has maintained its top 10 nationwide ranking in terms of the number of purchased and resold units sold annually over the last 5 years, and most recently ranked eighth nationwide.

## About housing with services for the elderly

In the face of a super-aging society and an increasing need for housing where elderly people can live with peace of mind, we have steadily expanded the number of houses we operate, mainly in Osaka Prefecture, based on the concept of "homes where people can entrust their parents with peace of mind." Consequently, in Osaka prefecture, we have maintained a market share for both the number of buildings and the number of units, and in the number of buildings we operate, we boast a track record of supplying No.1 nationwide.



\*1 The number of new housing starts (including newly constructed for-sale detached houses and condominiums) in Osaka Prefecture is based on the monthly summary from the Ministry of Land, Infrastructure, Transport and Tourism's "Building Construction Starts Statistics Report."

[Housing] Our results are the number of units delivered in Osaka for the respective fiscal year (free design house + condominiums for sale).

\*2 Our results are the number of deliveries in the Kinki region (used detached houses + used condominium) in the respective fiscal year.

Our company ranking is based on the positions listed in the Remodeling Industry Newspaper.

\*3 The number of buildings operated in Osaka Prefecture is tabulated based on the "Housing with services for the elderly registration status" of the Aged Housing Association.

Our track record refers to the number of housing with services for the elderly facilities supplied in Osaka Prefecture for each fiscal year.



Department: Investor Relations Office (IR Office)  
IR information is available on our company website.

<https://www.fuji-jutaku.co.jp/ir/>

- ◆ The information contained in this document includes future projections and performance forecasts related to our company. However, these projections involve potential risks and uncertainties and do not guarantee future performance. Please be aware that actual results may differ from these forecasts due to changes in the business environment and other factors.
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