English Version

KATITAS Co., Ltd.

Financial Results Presentation

For the First Three Months of the 48th Fiscal Year
Ending March 31, 2026 (FY2025)

August 7, 2025

Before

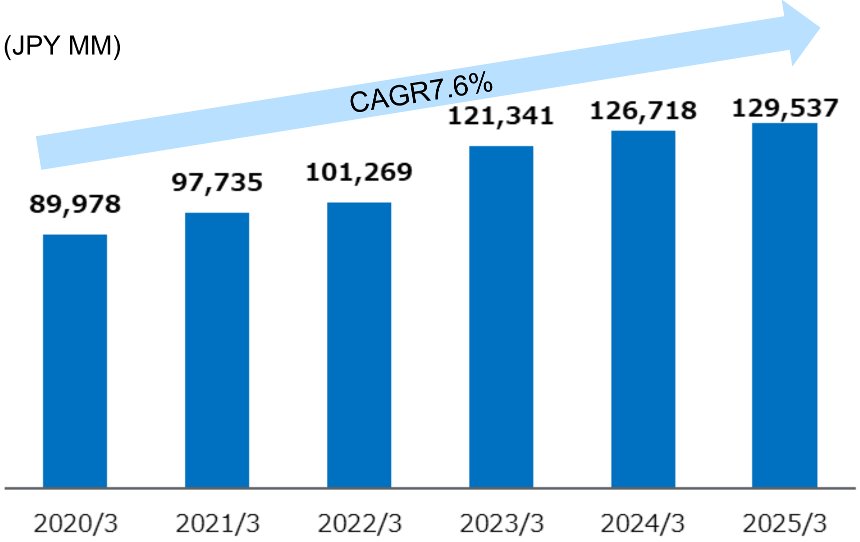
After

(Securities Code: 8919, Prime Market of TSE)

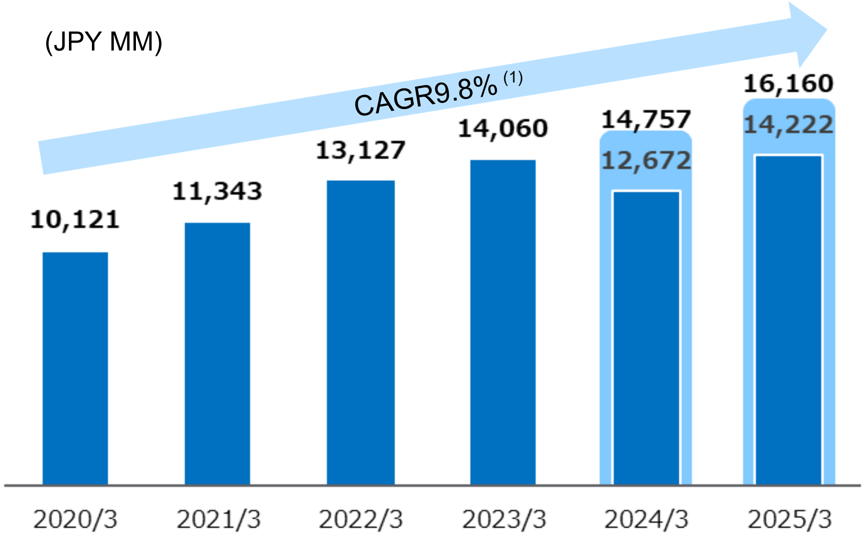
Presentation Highlights

1. Sales and Operating Profit Trend

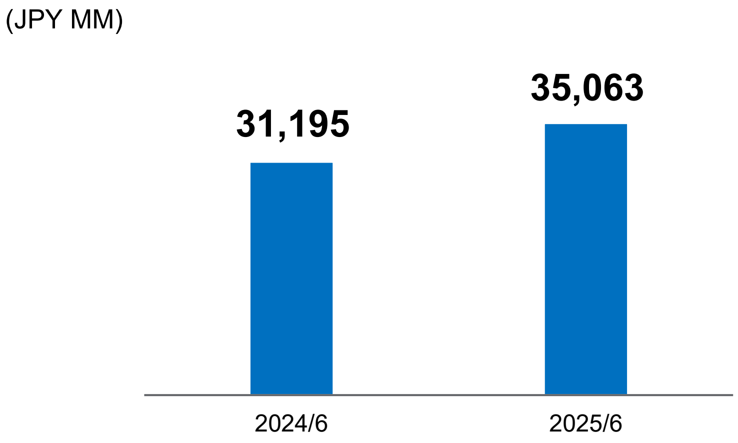
Historical Net Sales (FY-base)



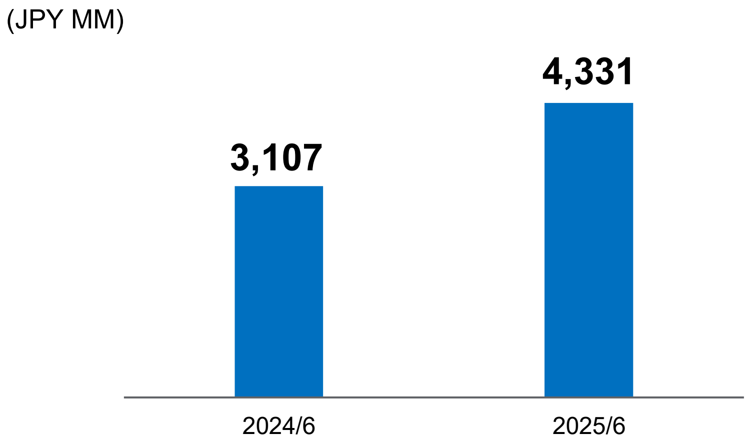
Historical Operating Profit (FY-base)



Historical Net Sales (FY2025 1Q)



Historical Operating Profit (FY2025 1Q)



---

[1] When calculating the CAGR for operating profit, impact from 2024/3 and 2025/3 was measured using adjusted operating profit.

1. Highlights of Financial Results for 1Q FY2025 (April 2025 - June 2025)

	(JPY MM)	FY2024 1Q	FY2025 1Q	YoY
Sales	**Net sales**	**31,195**	**35,063**	**+12.4%**
	Number of properties sold	1,786	1,976	+10.6%
	Gross profit margin (%)	22.4%	24.0%	+1.6pt
	(Ref) Adjusted gross profit margin (%) (1)	**22.4%**	**24.8%**	**+2.4pt**
Profit	SG&A expenses	3,868	4,083	+5.6%
	Operating profit	**3,107**	**4,331**	**+39.4%**
	Operating profit margin (%)	10.0%	12.3%	＋2.3pt
Key indicators	Inventory real estates	51,144	64,998	+18.1%
	ROE (LTM) (2)	**22.1%**	**23.9%**	**+1.8pt**

■ **Sales were strong. Number of properties sold increased over 10% YoY, and both KATITAS and REPRICE posted record-high quarterly sales**

- KATITAS: Sales were strong as the company maintained ample inventory and received a steady volume of inquiries (responses)
- REPRICE: Continued efforts to offer low-priced products and implement sales channel strategies contributed to performance

■ **Gross profit margin was also solid and would have reached a record high level if not for impact from consumption tax-related litigation**

- In May 2025, the company received a finalized court decision against it in the consumption tax-related litigation. In response, the company revised its accounting procedures and began subtracting “differences in consumption taxes, etc.” from net sales rather than recording them under “SG&A expenses” (see slide 5 for further details). This change has a negative impact on gross profit and gross profit margin but does not affect profitability at the operating profit level or below
- If not for this change, the adjusted gross profit margin would have been 24.8%, a significant YoY improvement.
- KATITAS: Implemented a uniform price increase of ¥500,000 in April 2025. While this initially led to a temporary decline in inquiries, the market is gradually adjusting to the price increase.
- REPRICE: In suburban areas, our pricing advantage over new housing remains unchanged. Gross profit margin remained high, supported by efforts to offer low-priced products and implement cost reduction measures

■ **Operating profit reached a record high, achieving a strong start toward fulfilling management plan targets**

- SG&A expenses increased mainly due to higher personnel costs associated with an increase in new graduate hires and greater performance-based incentives. The company also continued to invest in systems aimed at improving productivity
- As noted above, “differences in consumption taxes, etc.” previously recorded under SG&A expenses are now deducted from net sales

■ **Properties purchased continued to increase, and the company has secured ample inventory to support double-digit growth going forward**

- Houses purchased in 1Q: 2,163 (+21.7% YoY)
  The market supply of pre-owned houses continues to expand. Meanwhile, the company has successfully maintained a strong level of purchasing activity by its sales employees and continues proactively acquiring properties to support growth of over 10%
- Purchase price: Increased slightly due to an increase in the share of relatively new purchased properties

---

[1] Adjusted gross profit margin: Gross profit margin the company would have reported if not for deductions of “differences in consumption taxes, etc.” from net sales and gross profit undertaken since a May 2025 litigation defeat. Provided as a reference to illustrate the group’s underlying competitiveness. This reference value is calculated by adjusted gross profit (JPY 8,791 million) / adjusted net sales (JPY 35,440 million).

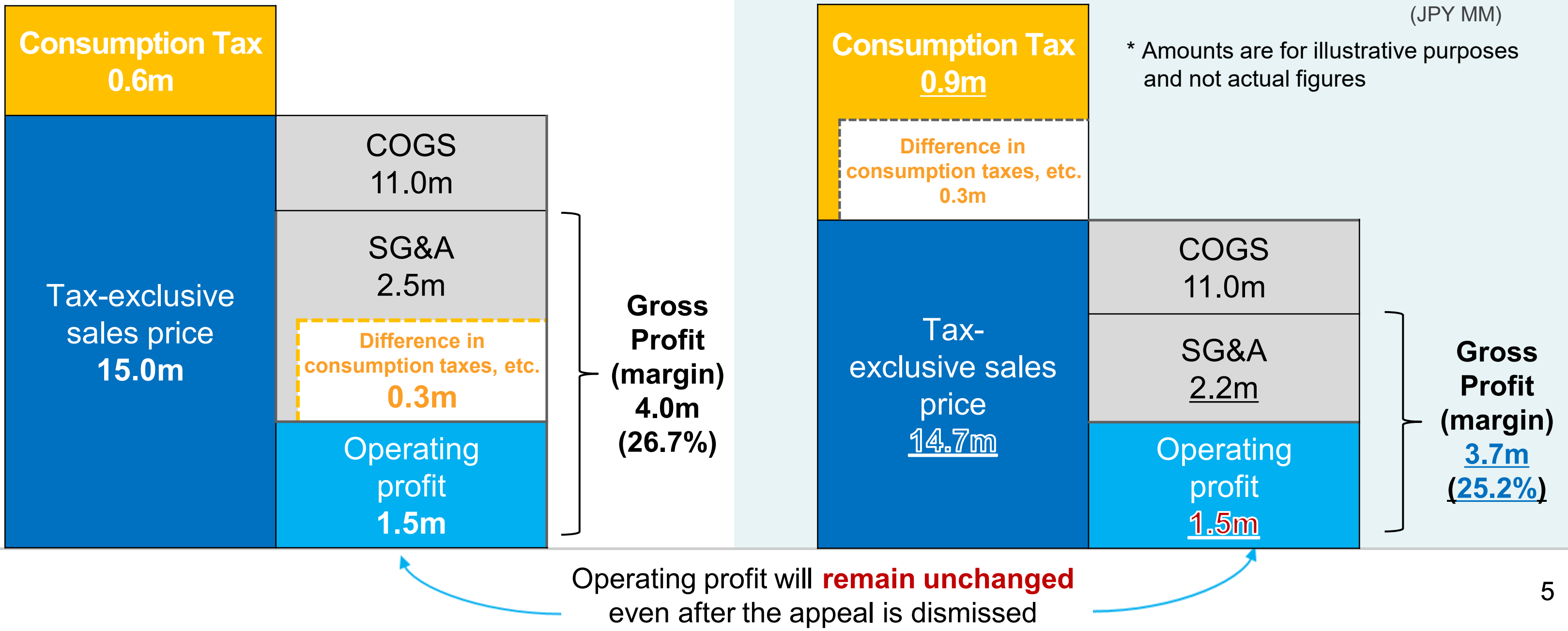
[2] ROE (LTM) = Total profit attributable to owners of parent (LTM) / average of balances of shareholders’ equity at end-June of previous FY and end-June of current FY

[3] Number of inquiries (responses): The number of inquiries to property ads posted by KATITAS (parent) on its own website or other real estate portal sites. Includes telephone inquiries, e-mails, and requests for information to stores and call centers. The lead time between the receipt of an inquiry to delivery (sales booking) is about two to three months.

1. Consumption Tax-related Litigation: Accounting Treatment Following the Supreme Court’s Decision to Dismiss the Appeal

- On May 12, 2025, we received a notice from the Supreme Court stating it would not accept the appeal in the consumption tax-related lawsuit against the National Tax Agency
- Effective from May 12, 2025, we will adopt the calculation method prescribed by the National Tax Agency from the sales contract phase, which will result in a reduction in net sales and gross profit. However, since the difference in consumption taxes, etc. has already been recorded under SG&A expense, there will be no impact on operating profit. Cash flow has also remained unchanged since the period under dispute

	Before May 12, 2025 (during period of dispute)	**Since May 12, 2025**
Net sales & Gross profit	Calculate consumption tax using our calculation method Contract price also calculated using our calculation method	**Decrease** (as difference in consumption tax will be deducted from sales)
Operating profit	Difference in consumption tax is calculated retroactively and recorded as SG&A expenses	**No change** (Although sales and gross profit will decrease, SG&A expenses will also decrease by the same amount due to the difference in consumption tax)
Cash flow	Pay taxes based on the National Tax Agency’s calculation method	**No change** (as we have been paying taxes using the method prescribed by the National Tax Agency during the litigation)



(JPY MM)

* Amounts are for illustrative purposes and not actual figures

Operating profit will **remain unchanged** even after the appeal is dismissed

1. Progress Versus Management Plan for FY2025 (Ending March 31, 2026)

- Progress toward target achievement has exceeded expectations and continues to advance at a favorable pace. The company expects performance to remain solid from Q2 onward
  - ✓ Sales volume: In line with targets, supported by ample inventory, capture of demand for lower-priced offerings. The strong performance of fully renovated products—driven in part by a decline in the supply of newly built homes on the market—also contributed
  - ✓ Gross profit per property sold: Exceeded projections on an adjusted basis, excluding the impact of the finalized consumption tax-related litigation. A slight decline is expected from Q2 onward due to increased sales of strategic inventory positioned for rapid turnover
  - ✓ Gross profit margin: In line with initial plans, which did not factor in the negative impact of the consumption tax-related litigation ruling (a 0.8pt reduction in margin). On an adjusted basis, gross profit margin exceeded expectations
  - ✓ REPRICE: Operating profit exceeded expectations. Gross profit margin remained above the initial assumption due to restrained discounting. The company will continue to implement various measures such as expanding its contractor network and deploying sales channel strategy
  - ✓ The market supply of newly built houses remains limited. In June, the number of housing starts for newly built detached houses declined 11% YoY. Inventory growth of newly built homes may remain below initial expectations through 2H
- In regional areas, the supply-demand balance for local construction contractors remains relaxed due to a continued decline in new housing starts, resulting in limited upward pressure on costs. In addition, U.S. tariff measures have not affected the cost of supplies provided by Katitas to contractors
- Rising interest rates have not had a notable impact on sales trends. In addition, there has been no change in the rate of cancellations after contract signing due to mortgage loan application rejections

(JPY MM)	FY2025 1Q (ended June 30, 2025)		FY2025 Plan (ended Mar 31, 2026)					
	Results	vs sales (%)	The first half			Full-year		
			Plan	% of plan	vs sales (%)	Plan	% of plan	vs sales (%)
Sales	**35,063**	**100.0%**	**71,800**	**48.8%**	**100.0%**	**146,000**	**24.0%**	**100.0%**
Number of properties sold	1,976	-	4,050	48.8%	-	8,240	24.0%	-
Gross profit	8,415	24.0%	17,200	48.9%	24.0%	34,600	24.3%	23.7%
(Ref) Adjusted gross profit	8,791	24.8% (1)	17,200	51.1%	24.0%	34,600	25.4%	23.7%
Operating profit	**4,331**	**12.4%**	**8,200**	**52.8%**	**11.4%**	**16,200**	**26.7%**	**11.1%**
Ordinary profit	4,199	12.0%	8,000	52.5%	11.1%	15,700	26.7%	10.8%
Profit attributable to owners of parent	2,857	8.2%	5,500	52.0%	7.7%	10,800	26.5%	7.4%

---

(1) Adjusted gross profit margin: Gross profit margin the company would have reported if not for deductions of "differences in consumption taxes, etc." from net sales and gross profit undertaken since a May 2025 litigation defeat. Provided as a reference to illustrate the group's underlying competitiveness. This reference value is calculated by adjusted gross profit (JPY 8,791 million) / adjusted net sales (JPY 35,440 million).

1. Progress of Various Measures

Sale of low-priced products

- Demand for low-priced housing products remains strong. The sales breakdown is provided below
- These products address the needs of a diverse range of household types, including single-parent families, elderly couples, and single-person households

	FY2024				FY2025
	1Q	2Q	3Q	4Q	1Q
KATITAS	20%	20%	20%	20%	20%
REPRICE	15%	20%	20%	20%	20%

Note: All rates are approximate

New graduate recruitment

- We aim to accelerate workforce expansion by increasing the number of new graduate hires
- Our recruitment plan is on track with a satisfactory number of job offer acceptances among newly graduated candidates

Number of new graduate hires

	April 2024	April 2025	April 2026	April 2027
	Result	Result	Forecast	Target
KATITAS	100	129	150	150
REPRICE	21	28	35	35

Brokerage of properties between KATITAS Group companies

- An initiative through which sales representatives from KATITAS act as brokers for properties marketed by REPRICE
- Properties under construction, including low-priced products and properties under renovation that are difficult to sell through general brokerage firms, are also seeing improved sales

	FY2024				FY2025
	1Q	2Q	3Q	4Q	1Q
Group brokerage ratio[1]	7%	12%	12%	17%	18%

[1] Percentage of REPRICE sales unit brokered by KATITAS

Progress associated with other elements of our fourth mid-term business plan's basic strategy

Basic Strategy	Progress
Open stores in untapped areas・Open small stores	Planning stage (on schedule)
Strategic inventory budget	Currently focused on carrying out planned purchases (on schedule)
Diversify purchasing channels	Planning stage (on schedule)
M&A	Undisclosed

1. Financial Highlights

(JPY MM)	FY2024					FY2025					YoY			
	1Q	2Q	3Q	4Q	Full-year	1Q	2Q	3Q	4Q	Full-year	vs Q	vs Q (%)	vs YTD	YTD(%)
Net sales	31,195	32,814	32,629	32,897	129,537	35,063				35,063	+3,867	+12.4%	+3,867	+12.4%
Number of properties sold	1,786	1,890	1,850	1,846	7,372	1,976				1,976	+190	+10.6%	+190	+10.6%
Number of properties purchased	1,777	2,152	2,436	1,958	8,323	2,163				2,163	+386	+21.7%	+386	+21.7%
Gross profit	6,975	7,670	7,931	8,124	30,702	8,415				8,415	+1,439	+20.6%	+1,439	+20.6%
Gross profit Margin (%)	22.4%	23.4%	24.3%	24.7%	23.7%	24.0%				24.0%	+1.6pt		+1.6pt	
(Ref) Adjusted gross profit margin(1)	22.4%	23.4%	24.3%	24.7%	23.7%	24.8%				24.8%	+2.4pt		+2.4pt	
SG&A expenses	3,868	3,956	3,885	4,769	16,479	4,083				4,083	+215	+5.6%	+215	+5.6%
Operating profit	3,107	3,713	4,046	3,355	14,222	4,331				4,331	+1,223	+39.4%	+1,223	+39.4%
Operating profit Margin (%)	10.0%	11.3%	12.4%	10.2%	11.0%	12.4%				12.4%	+2.4pt		+2.4pt	
Ordinary profit	3,014	3,641	3,960	3,259	13,876	4,199				4,199	+1,185	+39.3%	+1,185	+39.3%
Ordinary profit margin (%)	9.7%	11.1%	12.1%	9.9%	10.7%	12.0%				12.0%	+2.3pt		+2.3pt	
Net income	2,049	2,486	2,674	2,341	9,550	2,857				2,857	+808	+39.5%	+808	+39.5%
Net income margin (%)	6.6%	7.6%	8.2%	7.1%	7.4%	8.2%				8.2%	+1.6pt		+1.6pt	
EPS（JPY）	26.27	31.81	34.21	29.93	122.22	36.55				36.55	+10.28	+39.1%	+10.28	+39.1%
											vs 24/6	vs 24/6(%)	vs 25/3	vs 25/3(%)
Cash and deposits	21,375	22,289	16,646	18,766		13,646					-7,729	-36.2%	-5,120	-27.3%
Real estate for sale	35,409	34,214	36,893	39,141		41,812					+6,402	+18.1%	+2,671	+6.8%
Real estate for sale in process	15,734	18,863	22,108	22,394		23,186					+7,452	+47.4%	+792	+3.5%
Inventory real estates	51,144	53,078	59,001	61,535		64,998					+13,854	+27.1%	+3,463	+5.6%
Inventory turnover ratio (LTM)	1.87	1.83	1.73	1.74		1.74					-0.12		+0.01	
Total assets	75,212	78,439	78,220	83,329		81,682					+6,470	+8.6%	-1,646	-2.0%
ROA（LTM）(%)	18.2%	18.6%	18.8%	17.7%		19.7%					+1.5pt		+2.0pt	
Interest-bearing liabilities	26,500	26,500	26,500	26,500		26,500					–	–	–	–
Shareholders' equity	40,315	42,891	43,378	45,719		46,387					+6,072	+15.1%	+668	+1.5%
Equity-to-asset ratio（%）	53.6%	54.7%	55.5%	54.9%		56.8%					+3.2pt		+1.9pt	
ROE（LTM）(%)	22.1%	22.4%	23.1%	22.2%		23.9%					+1.8pt		+1.7pt	
		1H		2H	Full-year		1H		2H	Full-year	vs 1H	vs 2H	Full-year	
Decrease in Inventory real estates		-822		-8,462	-9,284									
Cash flows from operating activities		+2,363		-1,200	+1,162									
Cash flows from investing activities		-19		-132	-152									
Cash flows from financing activities		-2,081		-2,189	-4,270									
Net increase (decrease) in cash and cash equivalents		+261		-3,522	-3,260									

(1) Adjusted gross profit margin: Gross profit margin the company would have reported if not for deductions of "differences in consumption taxes, etc." from net sales and gross profit undertaken since a May 2025 litigation defeat. Provided as a reference to illustrate the group's underlying competitiveness. This reference value is calculated by adjusted gross profit (JPY 8,791 million) / adjusted net sales (JPY 35,440 million).

(2) ROA (LTM) = Total operating profit (LTM) / average of total assets at end-June of previous FY and end-June of current FY

(3) ROE (LTM) = Total profit attributable to owners of parent (LTM) / average of balances of shareholders' equity at end-June of previous FY and end-June of current FY

Presentation Highlights

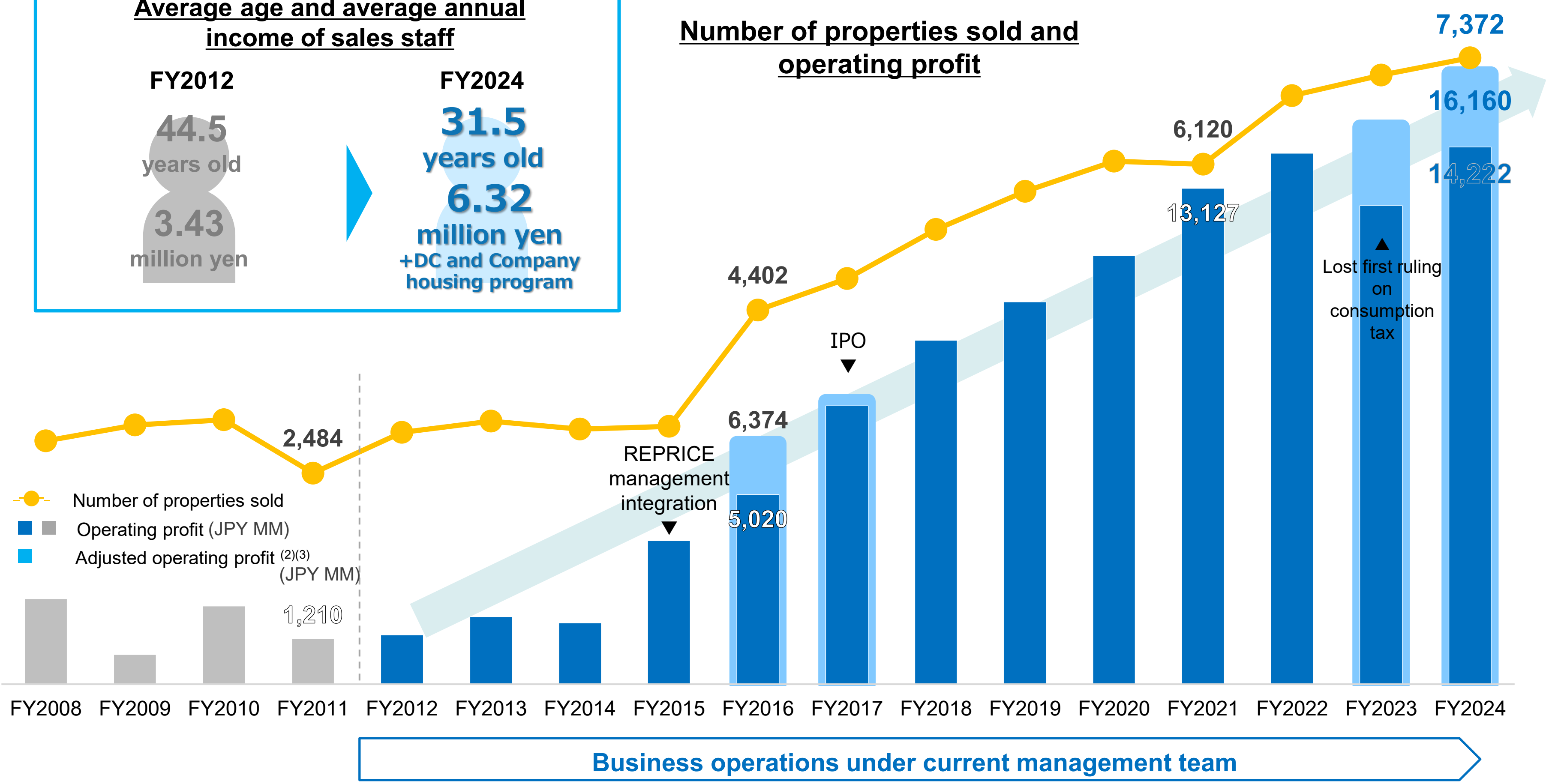
2. Continuing Steady Business Growth Since Launch of Current Management Team

(Reposted from FY2024 4Q)

- Current management team established in FY2012. Achieved continuous growth while improving profitability
- Number of properties sold rose approx. 3x and operating profit rose approx. 12x (adjusted operating profit approx. 13x) compared to FY2011
- Substantially improved employee treatment, with average age of sales staff becoming 13 years younger and average annual income increasing by 84% compared to FY2012

Average age and average annual income of sales staff(1)

FY2012	FY2024
44.5 years old	31.5 years old
3.43 million yen	6.32 million yen +DC and Company housing program



---

(1) At KATITAS parent for second-year employees onward. Employees on leave are excluded.

(2) Conducted fair value assessment of inventory at the time of the REPRICE integration. Adjusted operating profit reflects operating profit assuming no such assessment had been made (FY2016–2017)

(3) Adjusted operating profit reflects the difference in consumption tax resulting from the loss of the consumption tax-related litigation (FY2023–2024)

(TSE Prime 8919)

2. Long-Term Vision and Positioning of Fourth Mid-Term Business Plan

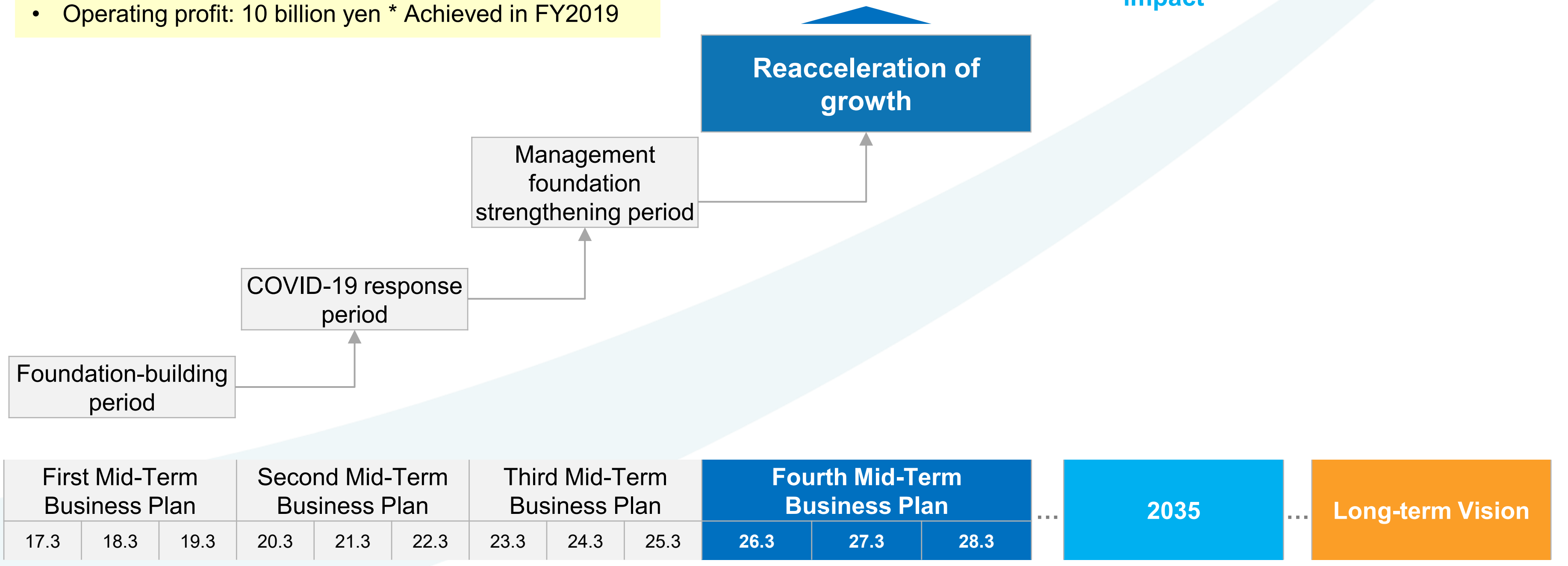
(Reposted from FY2024 4Q)

- Our long-term vision is to become the company that enriches people's lives the most in Japan
- We achieved tangible results in our third mid-term business plan, which ended in FY2024, establishing a foundation for growth by improving the quantity and quality of human resources, etc.
- In the fourth mid-term business plan, we aim to achieve an operating profit CAGR of 12% and reach our mid-term target of 10,000 houses sold per year set in 2012

Achievement of mid-term targets under current management team

Mid-term targets set upon launch of current management team in 2012

- Annual number of houses sold: 10,000
- Net sales: 100 billion yen * Achieved in FY2021
- Operating profit: 10 billion yen * Achieved in FY2019



Realized the vision of "The company to buy or sell your home through."

Annual houses sold: 10,000
Operating profit CAGR: 12%

Annual houses sold: 20,000

Achieve further growth and social impact

Become the company that enriches people's lives the most in Japan

Reacceleration of growth

Management foundation strengthening period

COVID-19 response period

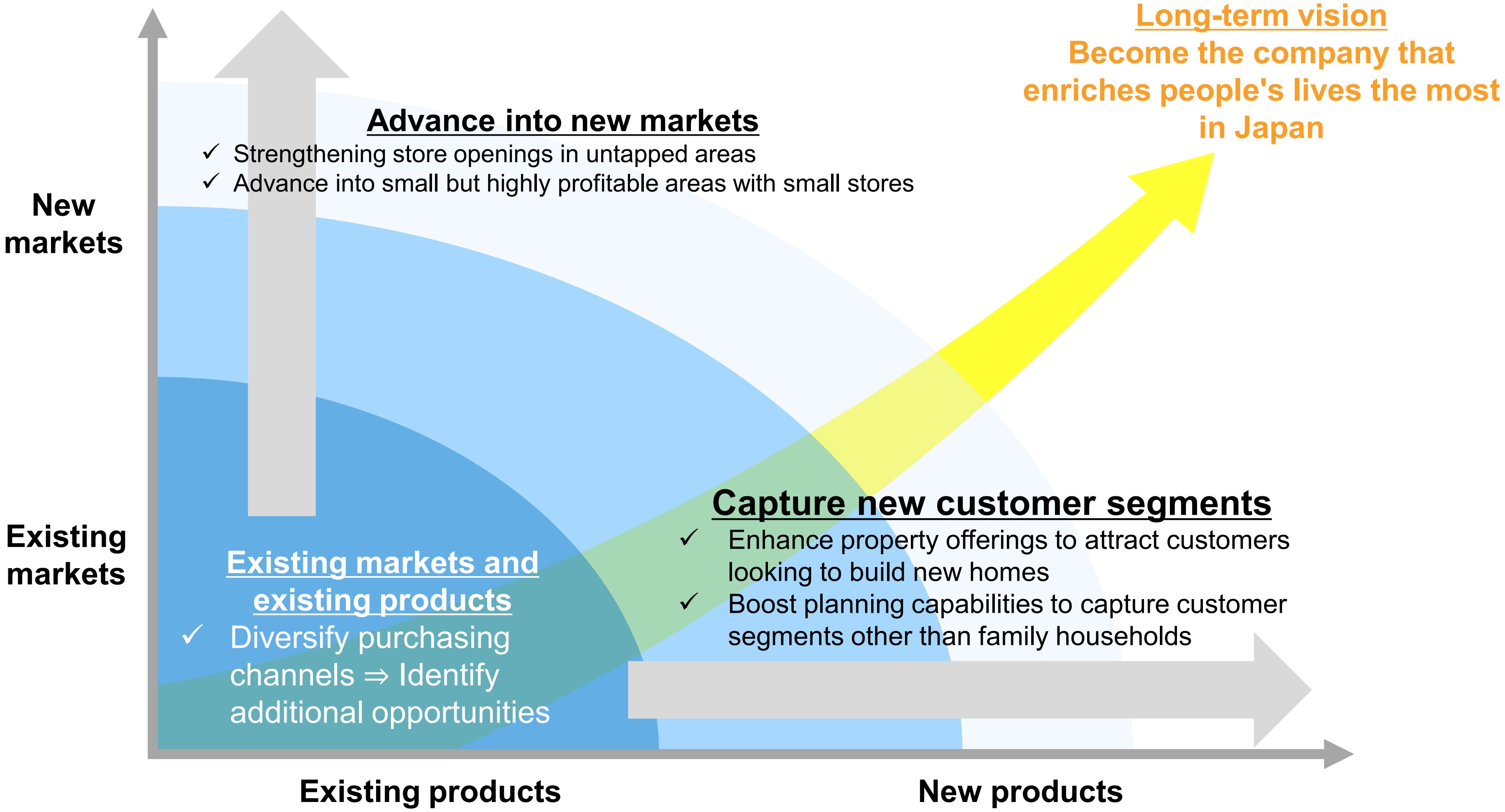
Foundation-building period

First Mid-Term Business Plan			Second Mid-Term Business Plan			Third Mid-Term Business Plan			Fourth Mid-Term Business Plan			…	2035	…	Long-term Vision
17.3	18.3	19.3	20.3	21.3	22.3	23.3	24.3	25.3	26.3	27.3	28.3				

2. Aiming to Expand Growth Potential and Accelerate Growth In the Fourth Mid-Term Business Plan

(Reposted from FY2024 4Q)

- We will deepen our existing businesses while advancing into new geographical markets and developing new products that enable us to reach new customer segments
- We will expand our growth potential and accelerate growth by developing new markets and new customer segments



Long-term vision
Become the company that enriches people's lives the most in Japan

Advance into new markets
- ✓ Strengthening store openings in untapped areas
- ✓ Advance into small but highly profitable areas with small stores

Capture new customer segments
- ✓ Enhance property offerings to attract customers looking to build new homes
- ✓ Boost planning capabilities to capture customer segments other than family households

Existing markets and existing products
- ✓ Diversify purchasing channels ⇒ Identify additional opportunities

2. Vision for the Fourth Mid-Term Business Plan (Financial KGI)

(Reposted from FY2024 4Q)

- With a focus on vacant houses, rural areas, and adding value to the lifestyle of middle- and low-income earners, our long-term vision is to become the company that enriches people's lives the most in Japan
- In the fourth mid-term plan period, we will focus on quantitative growth while prioritizing operating profit as our most important KGI. We aim to achieve growth of 10% or more.
- We set ROE as a new KGI and aim to maintain a minimum of 20%. In addition, we increased the dividend payout ratio from the previous 40% to 50% or more and introduced a progressive dividend policy

	FY2024		FY2027	
	Results		Plan	CAGR
Number of properties sold	7,372	・・・	**10,000**	**10.7%**
Operating profit	14,222 Million yen	・・・	**20,000 Million yen**	**12.0%**
ROE	22.2%	・・・	**20% or more**	**-**
Dividend payout ratio	45.8%	・・・	**50.0% or more & progressive dividend payment**	**-**

2. External Environment and Challenges in the Fourth Mid-Term Business Plan

(Reposted from FY2024 4Q)

- Industry and business structure remains resistant to the external environment. Furthermore, changes in the external environment (society and competitive environment) creates additional growth opportunities
- We identified the following challenges to be addressed in order to take advantage of growth opportunities and continue the initiatives from the previous medium-term plan

Growth is driven by our own efforts as the external environment has limited impact

Industry and business structure (permanent factors)

- **Many vacant houses resulting from declining birthrate and aging population**

  ⇒There will continue to be ample target properties available for purchase

- **High demand for low-priced, high-quality housing**

  ⇒There is substantial underlying demand

- **Difficulty in handling regional/pre-owned/detached houses**

  ⇒There are many new entrants, but most companies exit without scaling up, resulting in no increase in supply

Growth opportunities driven by changes in external environment

Changes in society

- **High cost of new housing**
  - Increased costs and reduced supply of new housing due to inflation, stricter environmental regulations, etc.
  - Rise in mortgage interest rates due to increase in policy interest rates
- **Increase in demand for low-priced products due to rising living expenses**
- **Changes in household composition (decline in family households, increase in single-person households)**

Changes in competitive environment

- **Policies to promote market circulation of vacant houses**
  - Making inheritance registration mandatory
  - Revision of the Act on Special Measures for Vacant Houses
  - Relaxation of brokerage fee regulations for low-priced vacant houses

Challenges to be addressed during the fourth mid-term business plan period + ongoing challenges from the previous mid-term business plan (third mid-term business plan)

- [Ongoing] Increase sales staff and improve productivity to fulfill substantial underlying demand
- Shrinking household sizes and diversifying lifestyles: Address diversifying customer needs (acquire customers other than traditional family households)
- Build a purchasing channel to acquire target properties as more vacant homes become available
- [Ongoing] Explore M&A opportunities
- Curb the impact of changes in the market for newly built detached houses on REPRICE business results

2. Basic Strategy in Response to Management Challenges

(Reposted from FY2024 4Q)

■ We formulated a basic strategy to address the challenges we will focus on during the fourth mid-term plan period and the ongoing challenges from the previous mid-term plan. We aim to accelerate growth by implementing this basic strategy.

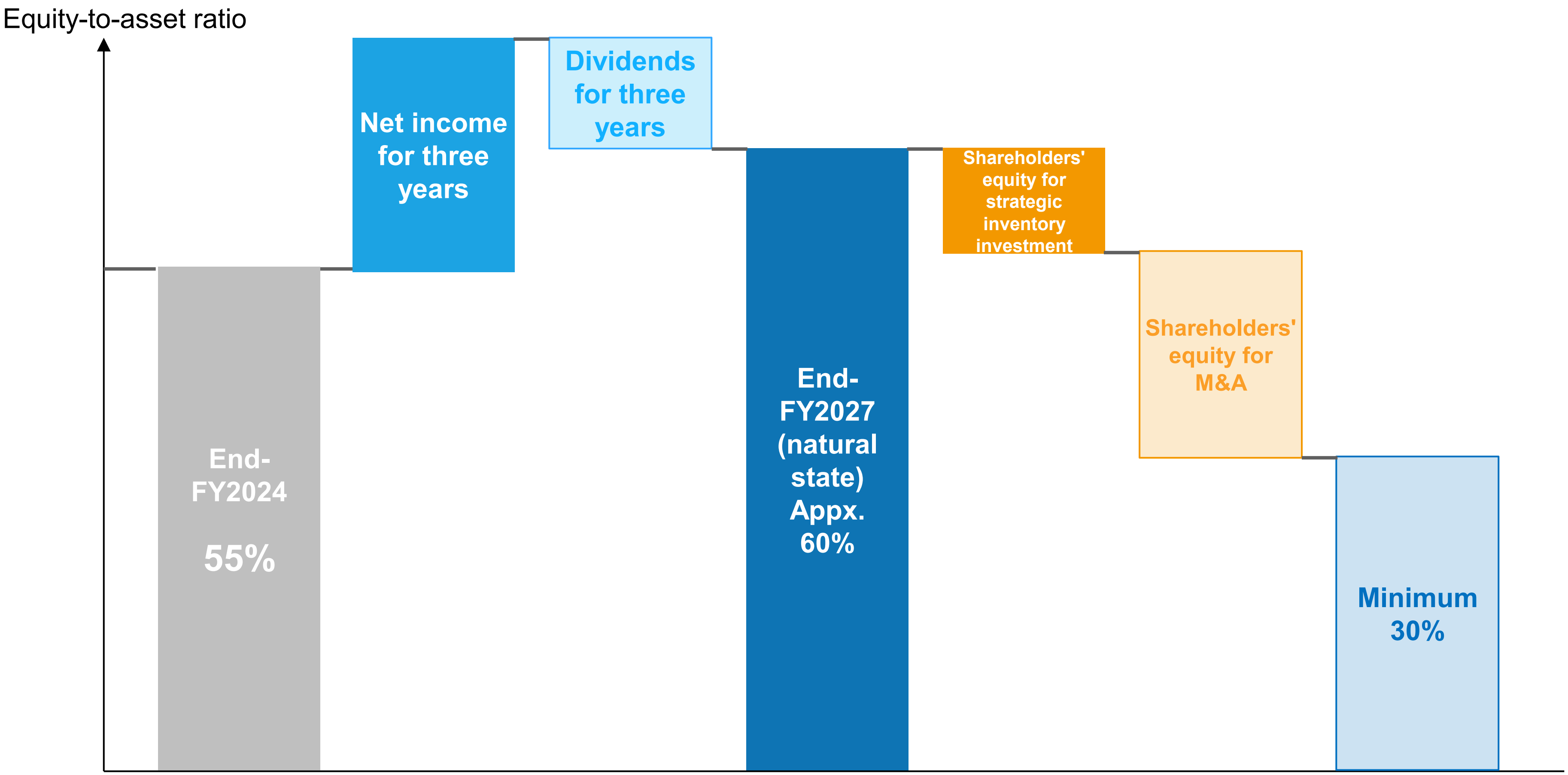
Challenges to be addressed during the fourth mid-term business plan period + ongoing challenges from the previous mid-term business plan (third mid-term business plan)

	Fourth Mid-Term Business Plan: Basic Strategy	**Overview**
①	**Increase sales staff and strengthen training** ∟Open stores in untapped areas ∟Open small stores	• Aim to accelerate personnel growth by increasing the number of new graduate hires and enhancing retention efforts • Leverage our robust human capital to tap into areas without existing stores and small but highly profitable areas • Establish a Organizational Strategy Promotion Office to strengthen organizational capabilities at stores facing challenges
②	**Improve productivity** ∟Set strategic inventory budget	• Continue efforts to improve productivity by investing in various systems • Set a strategic inventory budget for inventory with high turnover potential. Aim to boost the number of properties handled while keeping sales staff workload to a minimum
③	**Diversify renovation projects** ∟Capture new customer segments	• Shrinking household sizes and diversifying lifestyles: Enhance renovation projects that address customer needs • Continue efforts to expand construction capacity by finding new contractors
④	**Diversify purchasing channels**	• Maintain brokerage channel while diversifying purchasing channels through collaboration with local governments and other industries
⑤	**M&A**	• Objective is to leverage KATITAS sales capabilities and diversify purchasing channels • Currently reviewing multiple companies. Planning to fund M&A deals using debt
⑥	**Improve REPRICE earnings stability**	• Market impact on business results decreased due to various measures implemented in FY2024 • Aim to strengthen renovation cost control capabilities by finding new contractors

2. Capital Allocation

(Reposted from FY2024 4Q)

- During the three-year-period of the fourth mid-term business plan, we will invest in strategic inventory (properties with high turnover potential) and pursue the possibility of M&A implementation
- Our minimum required equity-to-asset ratio is approximately 30%. We are currently reviewing multiple M&A opportunities and will retain the shareholders' equity necessary for these investments on our balance sheet for the time being (planning to fund investments through debt).



2. Management Plan for FY2025 (Ending March 31, 2026)

(Reposted from FY2024 4Q)

- We aim to achieve 12% growth in properties sold and 14% growth in operating profit
  - ✓ Average price per sale: Expecting sales ratio of low-priced products to remain flat. Projecting a slight increase in average price per sale compared to FY2024, reflecting price increases of existing inventory and changes in the sales mix
  - ✓ Properties sold: Demand is strong. We have ample initial inventory.
  - ✓ Gross profit per property sold: Expecting increase YoY in 1H while maintaining the high level achieved in 2H FY2024, when various measures to improve gross profit bore fruit
  - ✓ REPRICE: Inventory level is ample. Expecting 1H gross profit per property sold to remain at the high level seen in 2H FY2024. Anticipating a gradual increase in new housing starts in 2H. Aiming to enhance responsiveness to market changes through further advancement of our sales channel strategy
- We expect inventory in the new housing market to gradually increase in 2H. However, we anticipate that the impact on our group will be minimal due to rising costs associated with environmental regulations.
- Most buyers opt for variable rate mortgages, so impact from fluctuations in long-term interest rates is small. Even if short-term interest rates rise, the impact on KATITAS is neutral, as the increase in monthly payments is relatively small
- Impact of cost increases due to inflation is minimal. This is due to the fact that we use few materials and that the supply and demand for carpenters is easing in regional areas due to a decline in new housing starts
- Since 100% of our group's revenue is generated from domestic sales, we do not expect any impact on our performance from the U.S. tariff measures

(JPY MM)	FY2024 (ended Mar 31, 2025)						FY2025 (ended Mar 31, 2026)								
	1H		2H		Full-year		1H			2H			Full-year		
	Results	vs sales (%)	Results	vs sales (%)	Results	vs sales (%)	Plan	YoY (%)	vs sales (%)	Plan	YoY (%)	vs sales (%)	Plan	YoY (%)	vs sales (%)
Net Sales	**64,010**	**100.0%**	**65,527**	**100.0%**	**129,537**	**100.0%**	**71,800**	**+12.2%**	**100.0%**	**74,200**	**+13.2%**	**100.0%**	**146,000**	**+12.7%**	**100.0%**
Number of properties sold	3,676	-	3,696	-	7,372	-	4,050	+10.2%	-	4,190	+13.4%	-	8,240	+11.8%	-
Gross profit	14,645	22.9%	16,056	24.5%	30,702	23.7%	17,200	+17.4%	24.0%	17,400	+8.4%	23.5%	34,600	+12.7%	23.7%
Operating profit	**6,820**	**10.7%**	**7,401**	**11.3%**	**14,222**	**11.0%**	**8,200**	**+20.2%**	**11.4%**	**8,000**	**+8.1%**	**10.8%**	**16,200**	**+13.9%**	**11.1%**
Ordinary profit	6,656	10.4%	7,220	11.0%	13,876	10.7%	8,000	+20.2%	11.1%	7,700	+6.6%	10.4%	15,700	+13.1%	10.8%
Profit attributable to owners of parent	4,535	7.1%	5,015	7.7%	9,550	7.4%	5,500	+21.3%	7.7%	5,300	+5.7%	7.1%	10,800	+13.1%	7.4%

* The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. Please refer to the disclaimer on the last page of this presentation.

2. Dividends

(Reposted from FY2024 4Q)

- For FY2024, we expect to pay a year-end dividend of ¥28.0 per share as originally planned
- For FY2025, we expect to pay an interim dividend ¥35.0 per share and a year-end dividend of ¥35.0 per share, for a total annual dividend of ¥70.0 per share. As stipulated in our fourth mid-term business plan, we aim to maintain a dividend payout ratio of 50% or more and implement a progressive dividend policy (total annual dividend of ¥70.0 per share is 2.7x the dividend paid after listing our IPO in 2017 (equivalent to ¥26.0 per year)).

	FY2024 (ended March 31, 2025)		Forecast for FY2025 (ending March 31, 2026)	
	Interim	Year-end	Interim	Year-end
Dividends per share (initial forecast)	28.0 yen	28.0 yen	**35.0 yen**	**35.0 yen**
Dividend payout ratio	45.8%		**50.7%**	
Dividend payout ratio (based on adjusted net profit)	40.2%		-	

---

* The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. Please refer to the disclaimer on the last page of this presentation.

2. Growth Strategy at KATITAS (1): Enhance Sales Force (FY2024 Results)

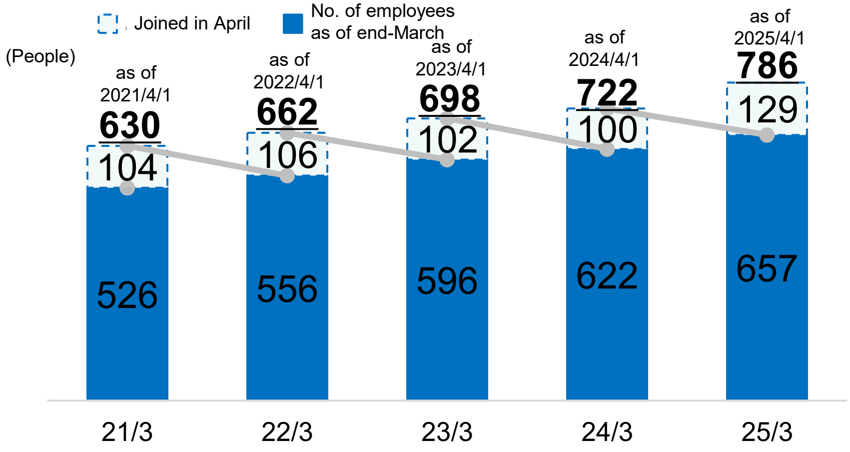
(Reposted from FY2024 4Q)

- There's ample supply of vacant houses in Japan and sufficient demand for low-priced houses. The potential market is sizable both for purchases and sales.
- KATITAS plans to expand through an increase in procured and sold homes by increasing sales staff headcount while maintaining and improving productivity.
- We expanded our capacity to train new graduate employees by continuing our recruitment efforts. In April 2025, we increased the number of new hires from the usual 100 to 129. Next year, we plan to hire 150 new employees

Sales Staff		Productivity		Capacity (FY2024 Results)
Sales employees(1) (average during the fiscal year) 639.5	×	Purchases 10.0 / sales employee	=	Number of properties purchased: 6,364(2)
	×	Sales 8.8 / sales employee	=	Number of properties sold: 5,597

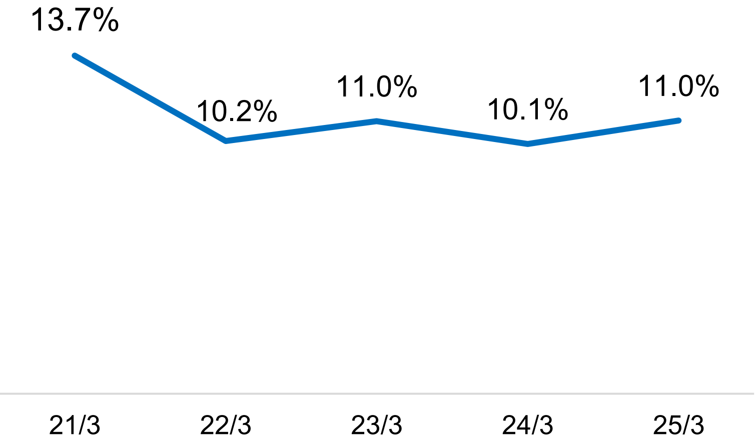
Number of sales staff

- ✓ As of April 1, 2025, our sales force had expanded 8.9% YoY.
- ✓ We continue to focus primarily on recruiting new graduates. Under the fourth mid-term plan kicking off this fiscal year, we plan to accelerate the pace of our personnel expansion.



Turnover rate(3)

- ✓ Turnover rate in FY2024 came in as expected at 11.0%.
- ✓ Employee engagement survey results exceeded the benchmark "BBB" and we received the Best Motivation Company Award 2025 (4)



---

(1) Number of sales staff = Number of store staff (incl. contract and part-time) + number of deputy sales managers and section managers
(2) Earnings presentation materials from the fiscal year ended March 31, 2021, will include properties purchased at auction, retroactively applied in previous fiscal years.
(3) Turnover rate = number of employees who resigned or retired during the fiscal year / number of employees at the beginning of the fiscal year
(4) Award for companies with high employee engagement presented by Link and Motivation Inc.; KATITAS Co., Ltd. press release (5) Figures represent historical results of KATITAS (non-consolidated)

2. Growth Strategy at KATITAS (2): Productivity Improvement (FY2024 Results)

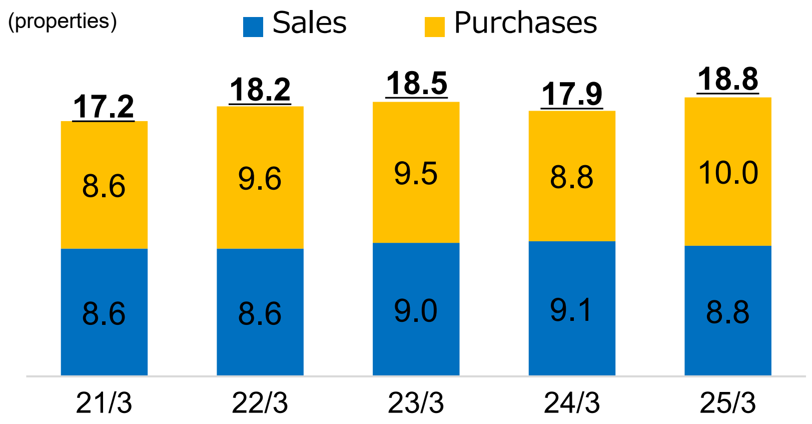
(Reposted from FY2024 4Q)

- Productivity continued to rise, reaching a record high in FY2024. Contributing factors included strengthening KPI management for purchasing and increasing turnover through low-priced products
- In FY2025, we will focus on bolstering properties with high turnover potential, enhancing our sales website, diversifying our promotional activities, and stepping up marketing automation

Sales Staff		**Productivity**		**Capacity** (FY2024 Results)
Sales employees(1) (average during the fiscal year) 639.5	×	Purchases 10.0 / sales employee	=	Number of properties purchased: 6,364 (2)
	×	Sales 8.8 / sales employee	=	Number of properties sold: 5,597

Productivity of sales staff(2) (3)

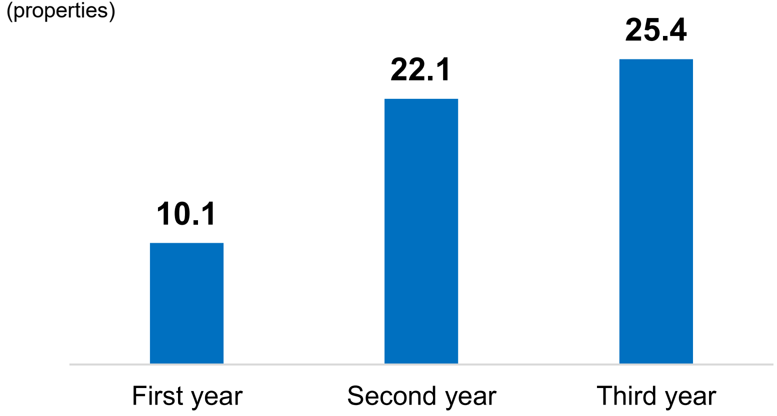
- ✓ Growth in contracts for which renovations are underway (and also those sold in the present condition) continued
- ✓ We will continue improving productivity while aiming to boost gross profit per property



Productivity of new graduate employees(4)

- ✓ By increasing the number of employees at store-manager level, we increased capacity for training and accelerated the time it takes until new employees start contributing to the business.
- ✓ Effective from FY2023, the target productivity of sales employees raised from 24 properties (purchased and sold) to 32 properties sold.

Procurement via direct purchase method



---

(1) Number of sales staff = Number of store staff (incl. contract and part-time) + number of deputy sales managers and section managers
(2) Earnings presentation materials from the fiscal year ended March 31, 2021, will include properties purchased at auction, retroactively applied in previous fiscal years.
(3) Productivity= sum of the number of homes purchased and the number of homes sold by KATITAS over a period, divided by the average of the number of sales employees of KATITAS at the beginning and end of the period
(4) Average calculated from the results of the last three fiscal years (5) Figures represent historical results of KATITAS (non-consolidated)

2. Growth Strategy at REPRICE (FY2024 Results)

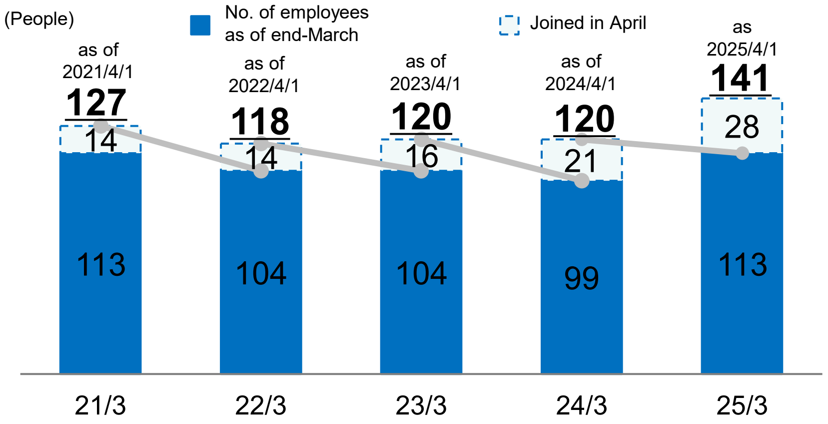
(Reposted from FY2024 4Q)

- Like KATITAS, we plan to drive growth at REPRICE by increasing sales staff and maintaining or raising productivity.
- Sales staff headcount grew substantially as we increased hiring and stepped-up retention efforts
- Productivity is trending upward and reached a record high in FY2024. Contributing factors include low-priced products and changes in sales channel strategy

Sales Staff		**Productivity**		**Capacity** (FY2024 Results)
Sales employees [1] (average during the fiscal year) 106.0	×	Purchases 18.5 / sales employee	=	Number of properties purchased: 1,959
	×	Sales 16.7 / sales employee	=	Number of properties sold: 1,775

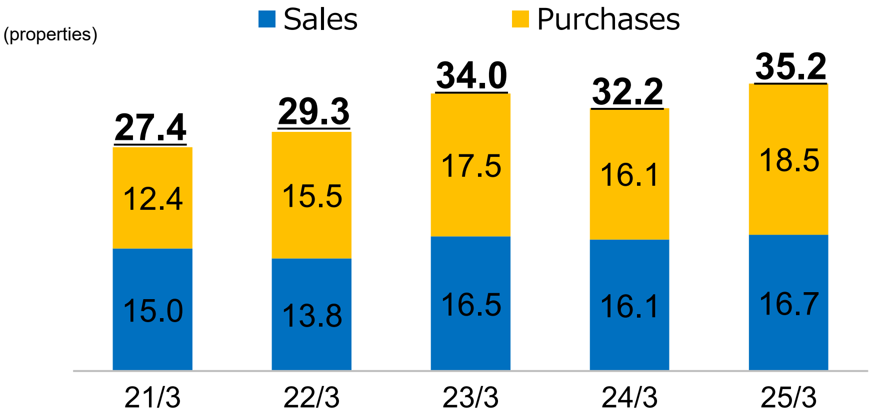
Number of sales staff

- ✓ As of April 1, 2025, our sales force had expanded 17.5% YoY.
- ✓ Hired 28 new graduates in April 2025.
- ✓ Employee engagement survey results exceeded the benchmark “BBB,” and there were no resignations among new employees hired in April 2024



Productivity[2]

- ✓ Reached a record high in FY2024
- ✓ From FY2025 onward, we will aim to improve profit per property while maintaining productivity, as the ratio of new employees will rise due to increased hiring



---

(1) Number of sales staff = Number of sales representatives + Number of sales block managers and area managers
(2) Productivity= sum of the number of homes procured and the number of homes sold by REPRICE over a period, divided by the average of the number of sales employees of REPRICE at the beginning and end of the fiscal year

Presentation Highlights

3. Business Model of KATITAS

- KATITAS purchases pre-owned detached houses in regional areas, and renovate them to accommodate today's living styles before selling them at half the price of newly built houses.
- About 80% of properties we purchase are empty, vacant houses. We create social value by resolving the issue of vacant houses and providing affordable housing.

Procurement → **Renovation** → **Sale**

Seller → **KATITAS Group** → Buyer

Ability to procure properties

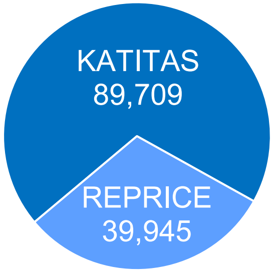
Ability to assess property purchase risks

Before

After

KATITAS Group

FY2024 Revenue (JPY millions)



	KATITAS	REPRICE
Operating areas	Suburban areas and Regional Cities	Cities and Suburban areas
Number of properties sold	5,597 Houses	1,775 houses
Ratio of single-family detached houses	93.8%	73.5%
Average price per property sold (1)	15.8MM	22.4MM

Large-volume orders ↓ Price discounts ↑ **Building materials manufacturers**

Price discount ↑ Regular orders ↓ **Contractors**

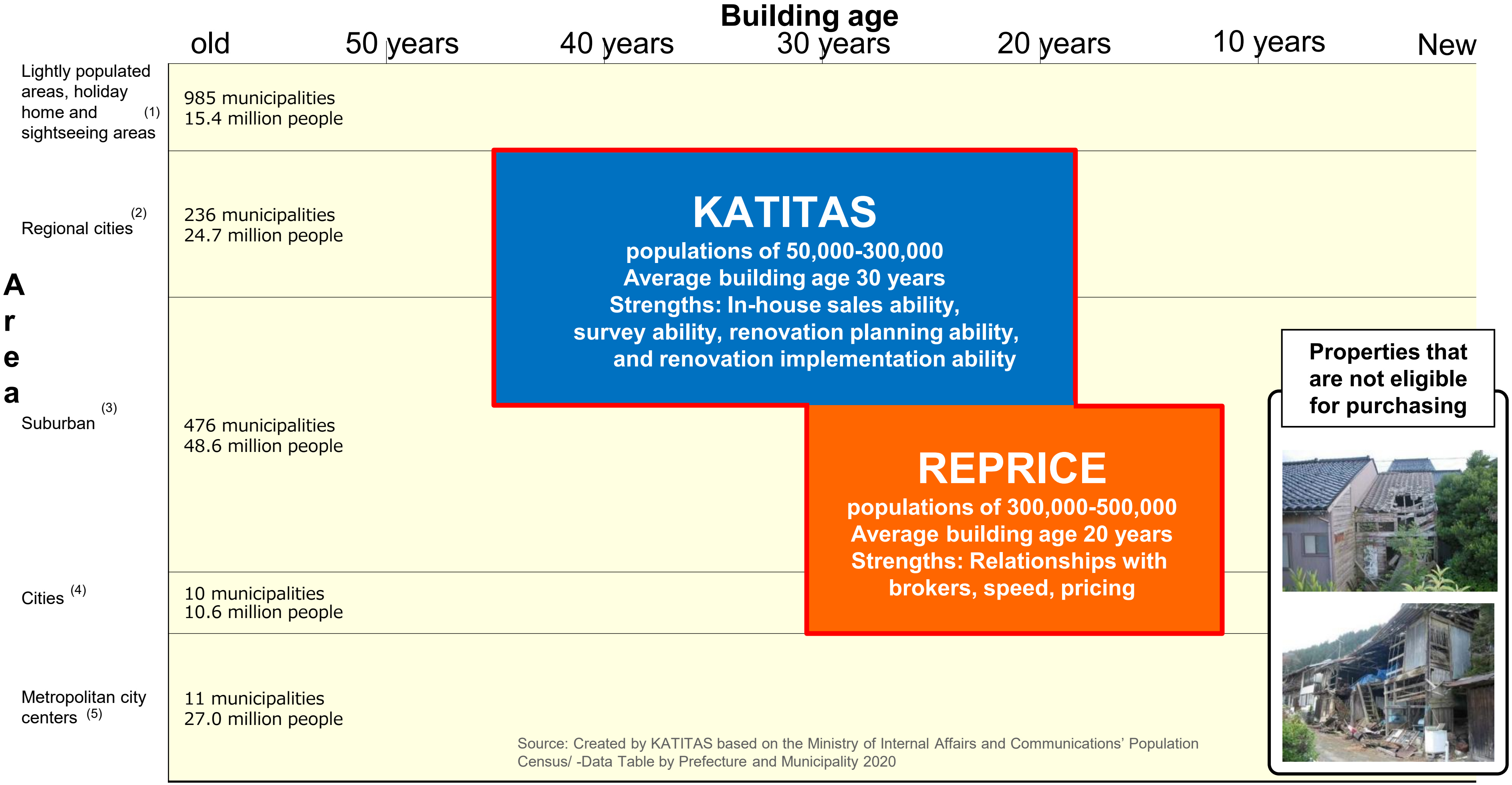
Ability to plan renovation work → **Ability to implement renovation work**

---

(1) Excluding tax

3. Business Development Areas and Building Ages of the Group

- KATITAS focuses on regional cities (population 50,000-300,000) and buildings with an average 30 years. It has strengths in in-house sales ability, survey ability, renovation planning ability, and renovation implementation ability.
- REPRICE focuses on urban and suburban areas (population 300,000-500,000) and buildings with an average 20 years. It has strengths in its broker network, speed, and pricing accuracy



Building age

old | 50 years | 40 years | 30 years | 20 years | 10 years | New

Area

Lightly populated areas, holiday home and sightseeing areas (1)	985 municipalities 15.4 million people
Regional cities (2)	236 municipalities 24.7 million people
Suburban (3)	476 municipalities 48.6 million people
Cities (4)	10 municipalities 10.6 million people
Metropolitan city centers (5)	11 municipalities 27.0 million people

KATITAS
populations of 50,000-300,000
Average building age 30 years
Strengths: In-house sales ability, survey ability, renovation planning ability, and renovation implementation ability

REPRICE
populations of 300,000-500,000
Average building age 20 years
Strengths: Relationships with brokers, speed, pricing

Properties that are not eligible for purchasing

Source: Created by KATITAS based on the Ministry of Internal Affairs and Communications' Population Census/ -Data Table by Prefecture and Municipality 2020

(1) Lightly populated areas, holiday home and sightseeing areas: Municipalities with populations under 50,000 excluding areas within the three metropolitan areas
(2) Regional cities: Municipalities with populations of 50,000-300,000 excluding areas within the three metropolitan areas
(3) Suburban areas : Areas within three metropolitan areas excluding Tokyo 23 wards, ordinance-designated cities same as above and municipalities with populations of 300,000-500,000
(4) Cities: Ordinance-designated cities outside the Tokyo 23 wards and three metropolitan areas (Sapporo-shi, Fukuoka-shi, Hiroshima-shi, Sendai-shi, Kitakyushu-shi, Niigata-shi, Hamamatsu-shi, Kumamoto-shi, Okayama-shi, Shizuoka-shi)
(5) Metropolitan city centers: Tokyo 23 wards and ordinance-designated cities within three metropolitan areas (Osaka-shi, Nagoya-shi, Kyoto-shi, Yokohama-shi, Kobe-shi, Kawasaki-shi, Chiba-shi, Saitama-shi, Sakai-shi, Sagamihara-shi)

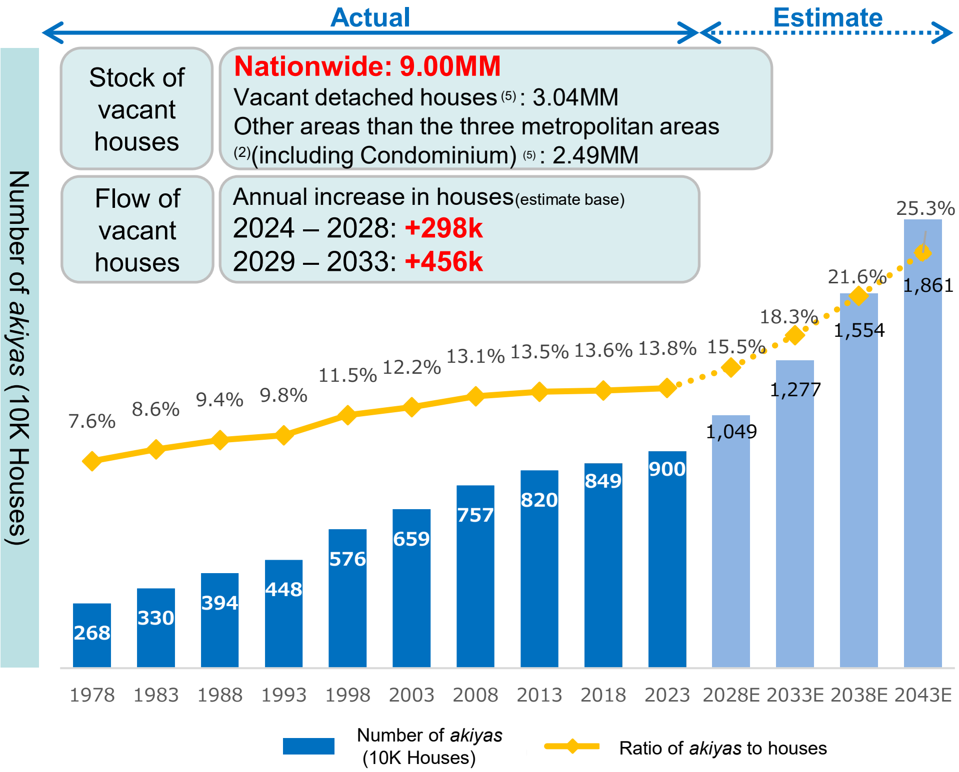
3. Medium and Long Term Expansion with Opportunities for Procurement Based on Increased Supply of Vacant Houses

- There is a large number of vacant houses and the number is expected to increase, which provides KATITAS with procurement opportunities
- Although a large majority of such vacant houses cannot be distributed in the housing market on an “as-is” basis, KATITAS is capable of acquiring such houses with a low level of competition

Abundance in Stock and Flow of Vacant Houses[1]

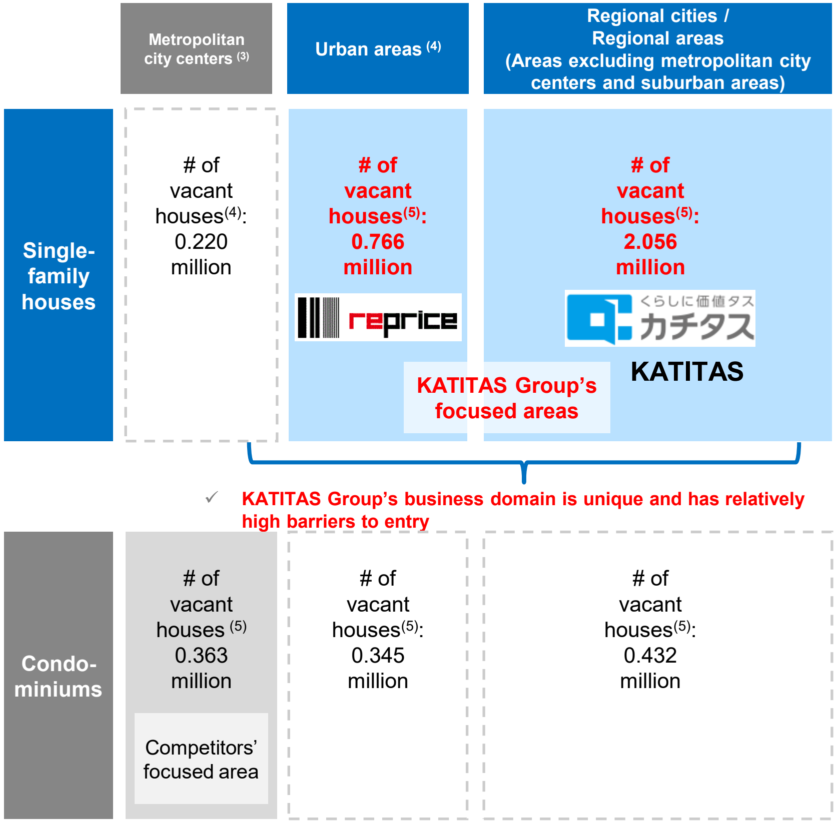
Number and Predicted Rate of Increase of Vacant Houses

Stock of vacant houses	**Nationwide: 9.00MM** Vacant detached houses [5] : 3.04MM Other areas than the three metropolitan areas [2](including Condominium) [5] : 2.49MM
Flow of vacant houses	Annual increase in houses(estimate base) 2024 – 2028: **+298k** 2029 – 2033: **+456k**



Source: Ministry of Internal Affairs and Communications, “2023 Housing and Land Survey Approximate Tabulation of Dwellings (Revised Report)”, Estimates are prepared by KATITAS based on the news release, “New Housing Starts Expected to Fall to 580,000 in FY2040 and the Ratio of Vacant Houses Expected to Rise to Around 25% in 2043,” (June 13, 2024) issued by Nomura Research Institute, Ltd.

Unique Business Segment



	Metropolitan city centers [3]	Urban areas [4]	Regional cities / Regional areas (Areas excluding metropolitan city centers and suburban areas)
Single-family houses	# of vacant houses[4]: 0.220 million	# of vacant houses[5]: 0.766 million reprice	# of vacant houses[5]: 2.056 million KATITAS
Condo-miniums	# of vacant houses [5] 0.363 million Competitors’ focused area	# of vacant houses[5]: 0.345 million	# of vacant houses[5]: 0.432 million

KATITAS Group’s focused areas

✓ KATITAS Group’s business domain is unique and has relatively high barriers to entry

Source: Ministry of Internal Affairs and Communications,“2023 Housing and Land Survey (Revised Report)”

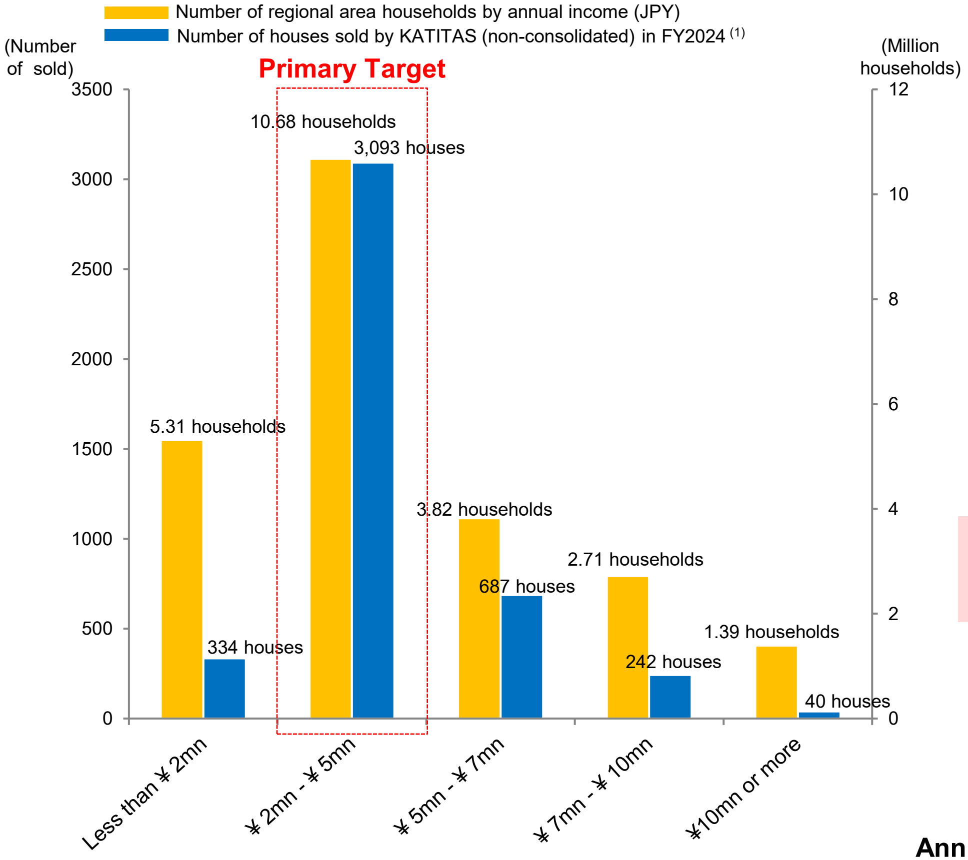
---

(1) Vacant houses include pre-owned properties and rental houses.
(2) Three Metropolitan Areas (defined by the Ministry of Internal Affairs and Communications): Tokyo area (Saitama, Chiba, Kanagawa and Tokyo prefectures), Nagoya area (Gifu, Aichi and Mie prefectures) and Osaka area (Osaka, Hyogo, Nara and Kyoto prefectures).
(3) Tokyo 23 wards and ordinance-designated cities within three metropolitan areas (Osaka-shi, Nagoya-shi, Kyoto-shi, Yokohama-shi, Kobe-shi, Kawasaki-shi, Chiba-shi, Saitama-shi, Sakai-shi, Sagamihara-shi).
(4) Areas within three metropolitan areas excluding Tokyo 23 wards and ordinance-designated cities same as above.
(5) Pre-owned properties and rental houses are excluded from the calculation of vacant houses same as above.

3. Fourth Housing Option in Regional Areas: Pre-Owned and Renovated Single-Family Houses

- KATITAS' primary target customer base consists of approximately 1.27 million households currently living in rental houses in regional areas, with annual income of JPY2-5 million and the intention to own a house
- Based on the assumption that there is demand for 127,000 units if the duration of the abovementioned families considering the purchase of housing units is 10 years.
- The number of properties sold by KATITAS in FY2024 was 5,597, which is equivalent to around 4.4% of the estimated market and many potential customers still exist.

Customer Group by Annual Income and Macro Environment



Large Potential Customer Base

Number of households in Japan
55.67 million

Households in regional areas
25.15 million

Approx. 45% of nationwide households

Households with annual income of JPY 2-5 million
10.68 million

Approx. 43% of households in regional areas

Households living in rental houses
3.70 million

Approx. 35% of households with JPY2-5 million annual income are living in rental residence

KATITAS' main target

Households with intention to own a house: 1.27 million

Approx. 34% of the households living in a rental house have the intention to own a house

Based on the assumption that the duration of considering the purchase of housing units is **10 years**.
⇒The size of the market including potential demand is estimated at about **127,000 houses** per year.

Annual number of houses sold by KATITAS: 5,597 (around 4.4% of target)

⇒ There are still many potential customers

---

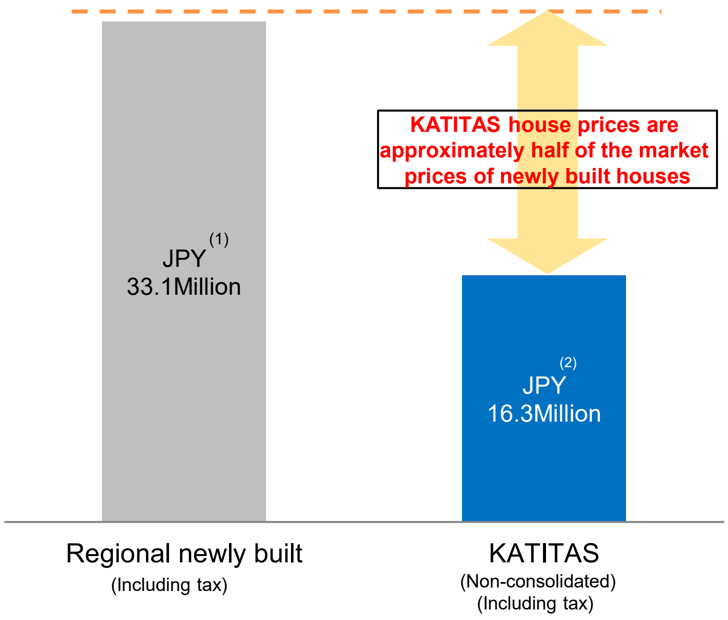
[1] Categories such as 'Unknown', 'Corporation', etc. are excluded from the house count.

Sources: Ministry of Internal Affairs and Communications "2023 Housing and Land Survey (Revised Report)", Ministry of Land, Infrastructure, Transport and Tourism "2018 Comprehensive Survey on Housing and Living Environments"

3. Offering High-Quality Renovated Houses at Reasonable Prices

- KATITAS is able to offer renovated houses at roughly half the price of comparable newly built houses, that also offer lower monthly mortgage payments compared to renting
- Customers can purchase a home with a mortgage within their means, in accordance with the growth of their children and other life stages.
- Mortgage repayments will not increase as much as newly built houses even if interest rates were to rise.

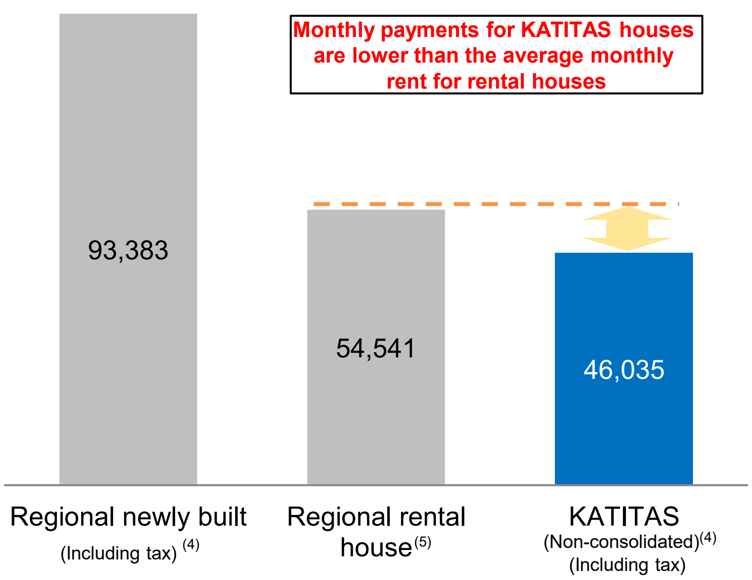
Less Expensive than the Average Selling Price of Newly Built Houses UPDATE



KATITAS house prices are approximately half of the market prices of newly built houses

Timing of transaction	From April 2024 to March 2025
Timing of construction	In January 2024 and after
Type	Building lot (land and building)
Total floor area (m^2)	Between 50 and 200
Use of building	Housing

Lower Payments than Rental Houses[3] UPDATE



Monthly payments for KATITAS houses are lower than the average monthly rent for rental houses

Monthly repayment amount when mortgage interest rate rise

		Regional newly built	KATITAS
Mortgage interest rates	1.0%	¥ 93,383	¥ 46,035
	1.5%	¥ 101,289	¥ 49,933
	2.0%	¥ 109,585	¥ 54,023

---

(1)Average prices (including tax) of newly built houses are surveyed under the screening method described above, based on the "Integrated System of Land Information" operated by Ministry of Land, Infrastructure, Transport and Tourism

(2)The average sales price of KATITAS is calculated based on the sale price of properties constructed during the period between April 2024 and March 2025.

(3) Monthly rent paid by households other than single-person households

(4) Payment amounts for Regional newly built and KATITAS are calculated based on the premise assuming that a buyer pays the average sale price under a 35-year loan with no initial down payment or other incentive payments at a fixed interest rate of 1.0% for the life of the loan

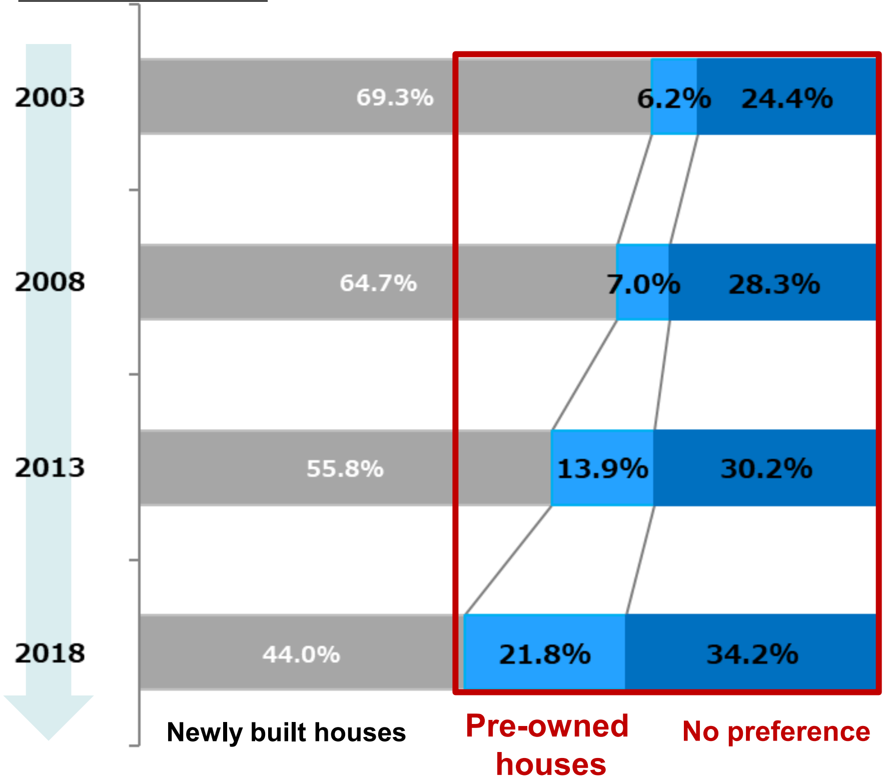
(5) Source: Ministry of Internal Affairs and Communications, "2023 Housing and Land Survey (Revised Report)"

3. Consumer Preferences Have Shifted Toward Accepting Pre-Owned Houses

- Increasing number of households with less preference for newly built houses and increasing preference for pre-owned houses even in the Japanese market where traditionally people tend to prefer newly built houses
- There is huge potential for more pre-owned houses to be distributed in the market if we can supply enough properties that are “clean and inexpensive.”
- The pre-owned housing market has been expanding in recent years and is expected to continue growing in the future.

Mindset Change toward Ownership of Pre-owned Houses

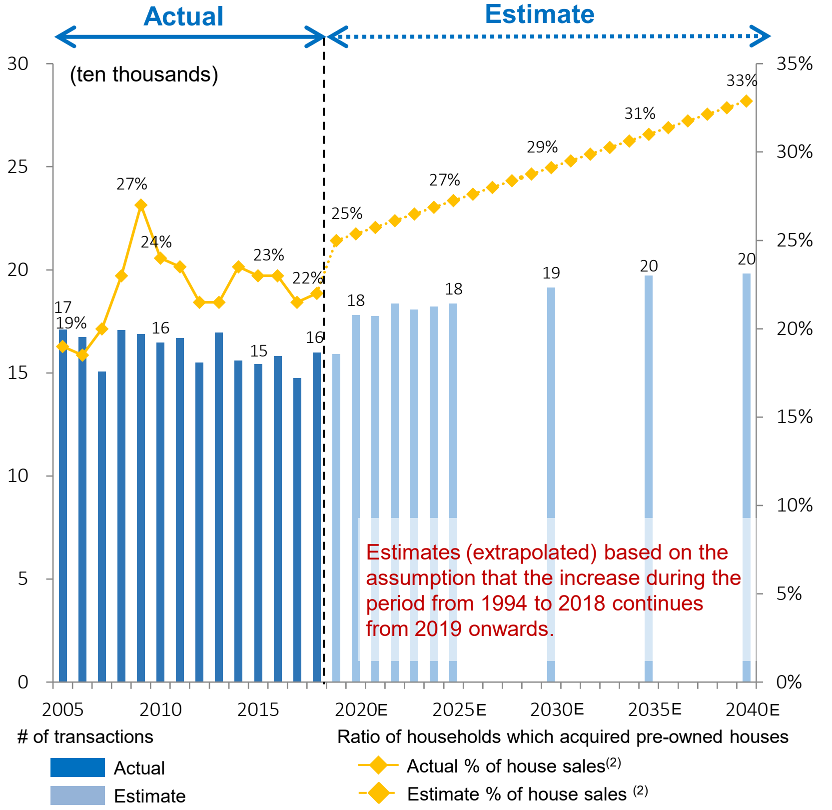
Survey of preference in moving to newly built or pre-owned houses from the current rental houses



Source: Housing Bureau of Ministry of Land, Infrastructure, Transport and Tourism, “Comprehensive Survey on Housing and Living Environments (2018)”

Increase in Transactions of Pre-owned Houses

Actual and estimated figures of transactions of pre-owned houses and ratio of households which acquired pre-owned houses from 2005 to 2018



Source: Produced by KATITAS based on data in NRI’s June 9, 2022 press release claiming that new housing starts in 2040 are expected to decline to 490,000 units, while pre-owned houses in transactions will increase to 200,000 houses in 2040

---

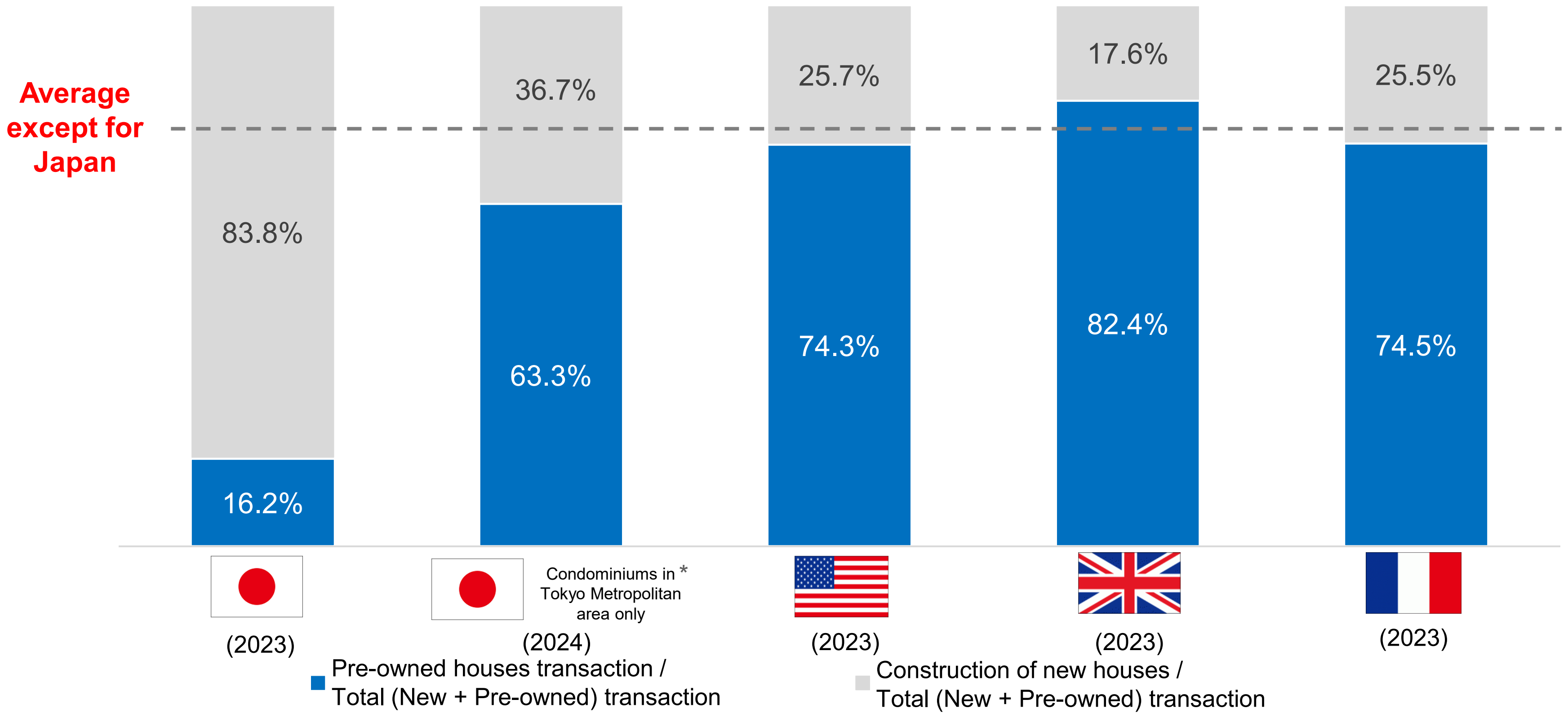
(1) NRI estimates / forecasts based on Census, National Social Security and Population Research Institute "Forecast of number of Japan's households“, Ministry of Internal Affairs and Communications, “Housing and Land Survey”, and NRI Questionnaire on housing purchasers

(2) Questionnaire by NRI : Ratio of households which acquired pre-owned houses (excluding newly built houses) out of households which acquired a house

3. Room for Growth in the Share of Regional Pre-owned Houses in Distribution

- Lower market share of pre-owned houses compared with United States and Europe
- In the Tokyo Metropolitan area, there are many “clean and inexpensive” used condominiums being supplied that their distribution volume has already surpassed that of new condominiums.
- By supplying “clean and inexpensive” detached houses in rural areas, we have a chance of capturing the untapped market for pre-owned houses.

Pre-owned houses Market Share - Japan vs United States and Europe



*Ratio of pre-owned condominium units under contract to new condominium units on the market.

Source: Ministry of Land, Infrastructure, Transport and Tourism “Organizations Utilizing Housing and the Distribution of Existing Housing (September 25, 2024)” / Real Estate Economic Institute “Nationwide New Condominium for Sale Market Trends 2024 (Annual Summary)” / Real Estate Information Network for East Japan “Trends in the Metropolitan Real Estate Distribution Market (2024)”

3. The Company's Customer Profile

	Customer profile
Business area	**Suburban areas surrounding regional cities** (Targeting regions with populations of 50,000 – 300,000)
Properties handled	Mainly pre-owned single-family **detached houses** which have become vacant due to events such as inheritance
Average selling price	**JPY 16.3 million** (including tax)
Buyers' needs	**Actual demand** (our customers purchase the properties to live in rather than for investment)
Buyers' age range	**30s–50s** (65.8% of the Company's sales results)
Buyers' annual income	**JPY 2-5 million** (55.3% of the Company's sales results) (home loan to annual income ratio is 4.3) * Households with annual incomes between JPY 2-5 million are the largest volume zones in rural areas, excluding the three major cities.
Type of buyers' loan	**Mortgage**
Financial institutions with loan transactions	**Nationwide** regional banks, shinkin banks, credit associations and labor banks, etc.
Source of loan payments	Buyer's **flow income**

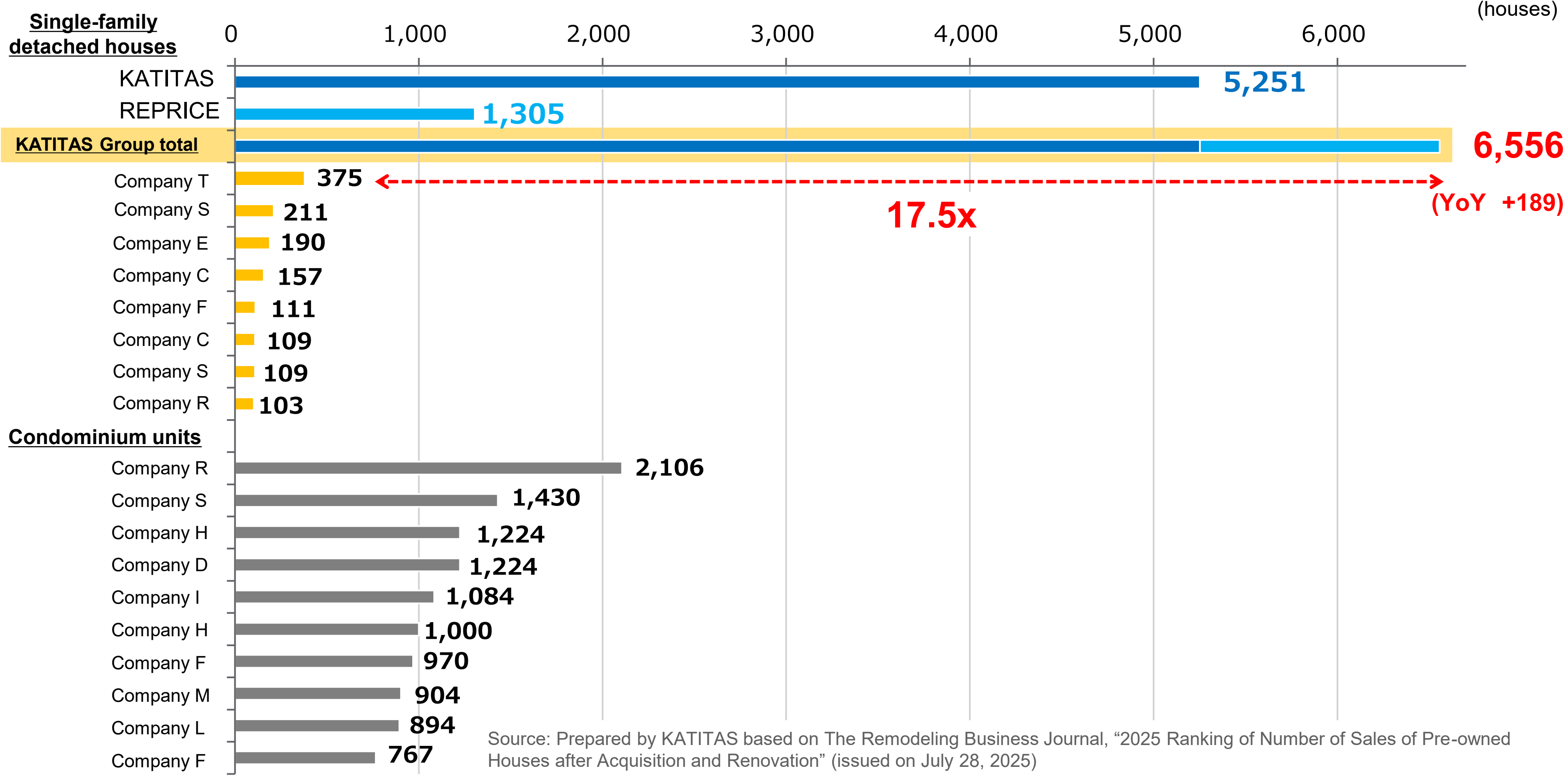
---

(1) Figures for average selling price, buyers' age range, and buyers' annual income are from cumulative results for the fiscal year ended March 31, 2025.
(2) Home loan to annual income ratio = selling price (including tax) / annual income
Annual income based on customer responses. Calculated excluding customers that pay in full in cash, customers with unknown income, and corporations.

3. Number of Houses Sold is Over 10 Times that of No.2 Ranked Company

- No.1 among House Reselling Businesses(1) in terms of number of units sold
- Established unique positioning by focusing on pre-owned single-family detached houses located in regional cities and regional areas that competitors find challenging to bring to the market

Number of Units Sold by Major House Re-sellers (FY2024) UPDATE



Source: Prepared by KATITAS based on The Remodeling Business Journal, “2025 Ranking of Number of Sales of Pre-owned Houses after Acquisition and Renovation” (issued on July 28, 2025)

---

(1) A “Housing Reselling Business” is defined as one conducted by certified “building lot and transactions” dealers with extensive know-how in renovation so as to efficiently and effectively improve the quality of existing house inventory (Requests for FY2016 Tax Reform (Special Measures Concerning Taxation))

3. Our Greatest Strength is the Know-How We Accumulated by Selling a Cumulative Total of 80,000 Houses. We Approach Even the Tedious Details with Persistent Care, While Managing Risks to Minimize Failures.

- KATITAS has accumulated a stock of “failure cases” through purchasing and selling more than 80,000 houses. These cases frequently occur as a result of errors made at the time of purchasing. The company ensures timely risk management by sharing actual failure cases with all stores nationwide through weekly company-wide morning video conferences.
- Before purchasing a property, we conduct "three-party on-site inspections" with our renovation partners and termite control specialists. Focusing on the three major risks specific to older detached houses, we thoroughly check from the crawlspace to the attic for structural deterioration, past water damage, and renovation feasibility. We also clarify property boundaries, which are a common source of disputes.
- KATITAS will also carry out extensive inspections both during renovation and at the time of completion, in order to minimize failures and problems that may occur after the property has been delivered.

Examples of Pre-purchase Inspections: Inspections concerning Three Major Risks Associated with Older Detached Houses

Termite Risk

The termite exterminator performs an inspection of the underfloor space looking for evidence of termite damage. This avoids unexpected renovation costs, and reduces the risk of procuring a property that is difficult to renovate

Rain Leakage Risk

The renovation contractor will check the entire frame of the building including the roof space looking for evidence of roof leaks and pests. These inspections increase the accuracy of renovation cost estimates.

Risks Associated with Property Rights

A land survey is conducted on every project. This provides comfort to the buyer.
Land surveys are unnecessary for pre-owned condominiums.

3. Examples of Post-Acquisition Failures

- Detached houses tend to have highly individual characteristics, and problems can still arise even after thorough inspection.
- In some failure cases, the holding period becomes extended, with some properties taking over 20 years from purchase to sale. To avoid adverse impact on the profit-and-loss statement at the time of sale, we record impairment losses after a certain period from purchase, in some cases writing down the book value to ¥1.
- The most common reason companies exit the market for purchasing and reselling detached houses is the difficulty in handling the highly individual nature of each property.

Examples of cases which required major repair after purchasing or after sale


Unstable foundations were discovered after purchasing. This needed to be repaired before sale which led to additional costs.


Case in which subsidence under the floor was discovered after purchasing. A major rebuilding of the foundation was necessary.


An instance where termite damage was overlooked, resulting in major restoration work including replacement of parts of the wooden structure.


Case in which the roof leaked after sale. A full repair was carried out under the warranty against defects.


Case in which deterioration in roof materials was noticed after sale. As a partial repair was not possible, the entire roof had to be replaced.


A case where residential land damage caused by erosion from a nearby waterway was discovered after sale. Significant costs were incurred for erosion control measures.

●In some cases, unforeseen defects are discovered after purchase, and the property is deemed beyond repair, forcing the company to exclude it from resale.

●KATITAS regards these failure cases as the “assets of the company,”. They are shared with the entire company on a weekly basis to prevent recurrences (= minimize risk)

Properties with Extended Turnover Periods

	Branch	Turnover (days)	Cause
1	Tochigi	7,245	Ownership/legal rights-related issues
2	Hirosaki	3,990	Ownership/legal rights-related issues
3	Izumo	2,979	Building-related issues
4	Oita	2,317	Ownership/legal rights-related issues
5	Okinawa	1,783	Conditions in the surrounding area
6	Fukui	1,757	Building-related issues
7	Nobeoka	1,483	Conditions in the surrounding area
8	Tsuyama	1,250	Building-related issues
9	Niigata	1,218	Building-related issues
10	Nakatsu	1,194	Ownership/legal rights-related issues

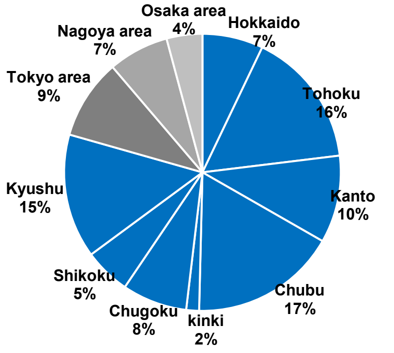
(TSE Prime 8919)

3. Nationwide Branch Network and High Brand Recognition

- KATITAS maximizes purchasing and sales opportunities by covering geographic areas not or rarely accessed by competitors, including small- and medium-sized cities with populations between 50,000-300,000
- KATITAS has No.1 brand recognition in regional areas

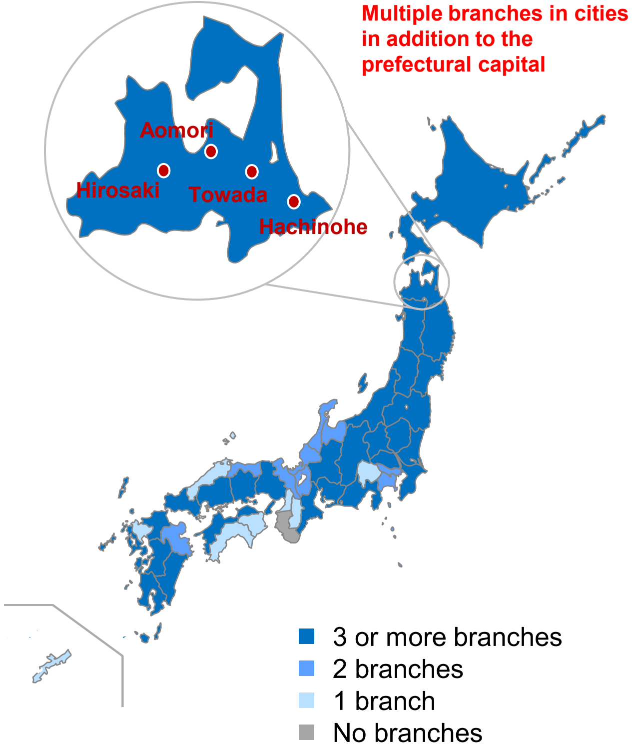
Nationwide Branch Network

KATITAS: Sales by area[1]
(FY2024, based on number of units)



*Number of properties sold (FY2024): 5,597

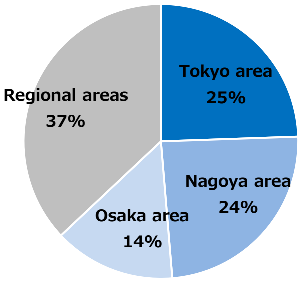
Branch Locations[3] of KATITAS
(As of March 31, 2025)



※e.g. Aomori prefecture : Multiple branches in cities in addition to the prefectural capital

- 🟦 3 or more branches
- 🟦 2 branches
- 🟦 1 branch
- ⬜ No branches

REPRICE: Sales by area
(FY2024, based on number of unit)



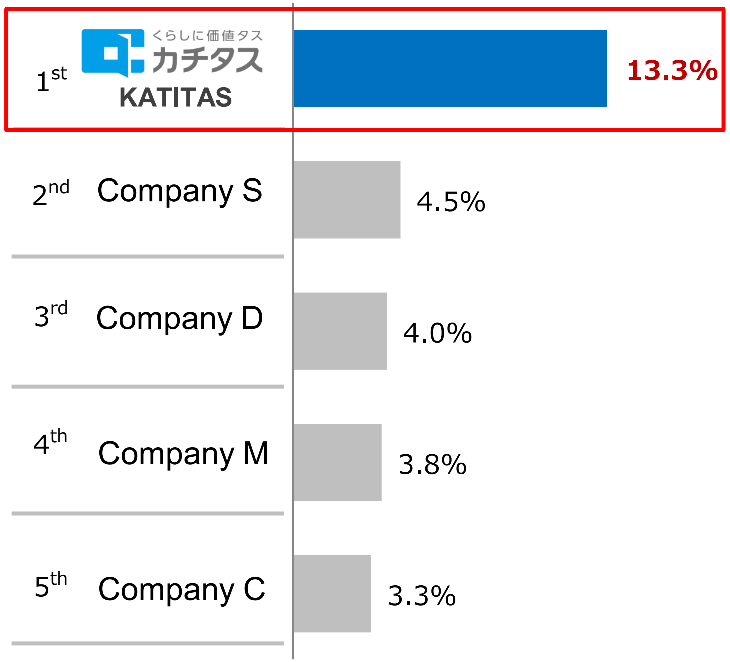
*Number of properties sold (FY2024): 1,775

*"Regional areas" are other areas than the "three metropolitan areas"[2]

High Brand Recognition in Regional Areas

Survey on Brand Recognition[4]

Q. "Which company comes to mind if you are asked about a company to which one could sell a house?"



Source: Web-based survey without presenting answers options in February 2025 conducted by a third-party research firm requested by KATITAS. The number of samples of each survey was 1,100. 10 prefectures were selected as target survey areas and the surveys were conducted in rotation. The above chart shows aggregated results of prefectures where KATITAS TV commercials were aired

---

(1) Tohoku: Aomori, Iwate, Miyagi, Akita, Yamagata and Fukushima prefectures. Kanto: Ibaraki, Tochigi and Gunma Prefectures. Chubu: Niigata, Toyama, Ishikawa, Fukui, Yamanashi, Nagano and Shizuoka prefectures. Kinki: Shiga and Wakayama prefectures. Chugoku: Tottori, Shimane, Okayama, Hiroshima and Yamaguchi prefectures. Shikoku: Tokushima, Kagawa, Ehime and Kochi prefectures. Kyushu: Fukuoka, Saga, Nagasaki, Kumamoto, Oita, Miyazaki, Kagoshima and Okinawa prefectures.
(2) Three Metropolitan Areas (defined by the Ministry of Internal Affairs and Communications): Tokyo area (Saitama, Chiba, Kanagawa and Tokyo prefectures), Nagoya area (Gifu, Aichi and Mie prefectures) and Osaka area (Osaka, Hyogo, Nara and Kyoto prefectures)
(3) Branch list is explained in detail on P.40
(4) Surveyed areas in February 2025 were Akita, Yamagata, Niigata, Ishikawa, Nagano, Ehime, Nagasaki, Kagoshima prefectures (where TV commercials were aired), as well as Gunma and Shiga prefectures (where no TV commercials were aired)

3. KATITAS' Advantages in Supplying High-Quality Renovated Homes at Reasonable Prices

- Track record of dealing over 80,000 pre-owned single-family homes, leading to accumulation of know-how (Management of failure)
- Conducting efficient procurement and renovation by utilizing organized third parties such as builders and intermediaries
- Advantage in ability to procure vacant pre-owned homes that competitors are unable to acquire, utilizing our ability to judge, procure, plan and renovate

Accumulated Knowhow based on Track Record

Ability to assess property purchase risks

- ✓ Careful inspection and leverage track record to knowledgeably assess properties that on face might seem too risky for competitors to procure
- ✓ Purchase price determined with strong awareness of expected renovation costs and likely selling price

Ability to plan renovation work

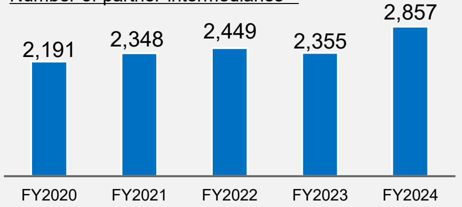
- ✓ Exploit renovation know-how to meet customer needs with a reasonable selling price
- ✓ Plan renovation to make purchased properties sellable, by addressing region specific needs
- ✓ Awarded by the Ministry of Economy, Trade and Industry as an Innovative Renovation Company in 2015(2)

Well-organized Third Parties

Ability to purchase properties

- ✓ Form alliances with local brokers throughout Japan to gain strength of presence in local markets
- ✓ Stable purchase system

Number of partner intermediaries(1)

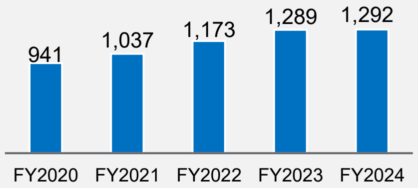


* Number of intermediary companies with which KATITAS concluded one or more purchase transaction annually

Ability to implement renovation work

- ✓ Entrust renovation work to partner contractors that are knowledgeable about KATITAS quality
- ✓ Efficiency and quality of renovation work

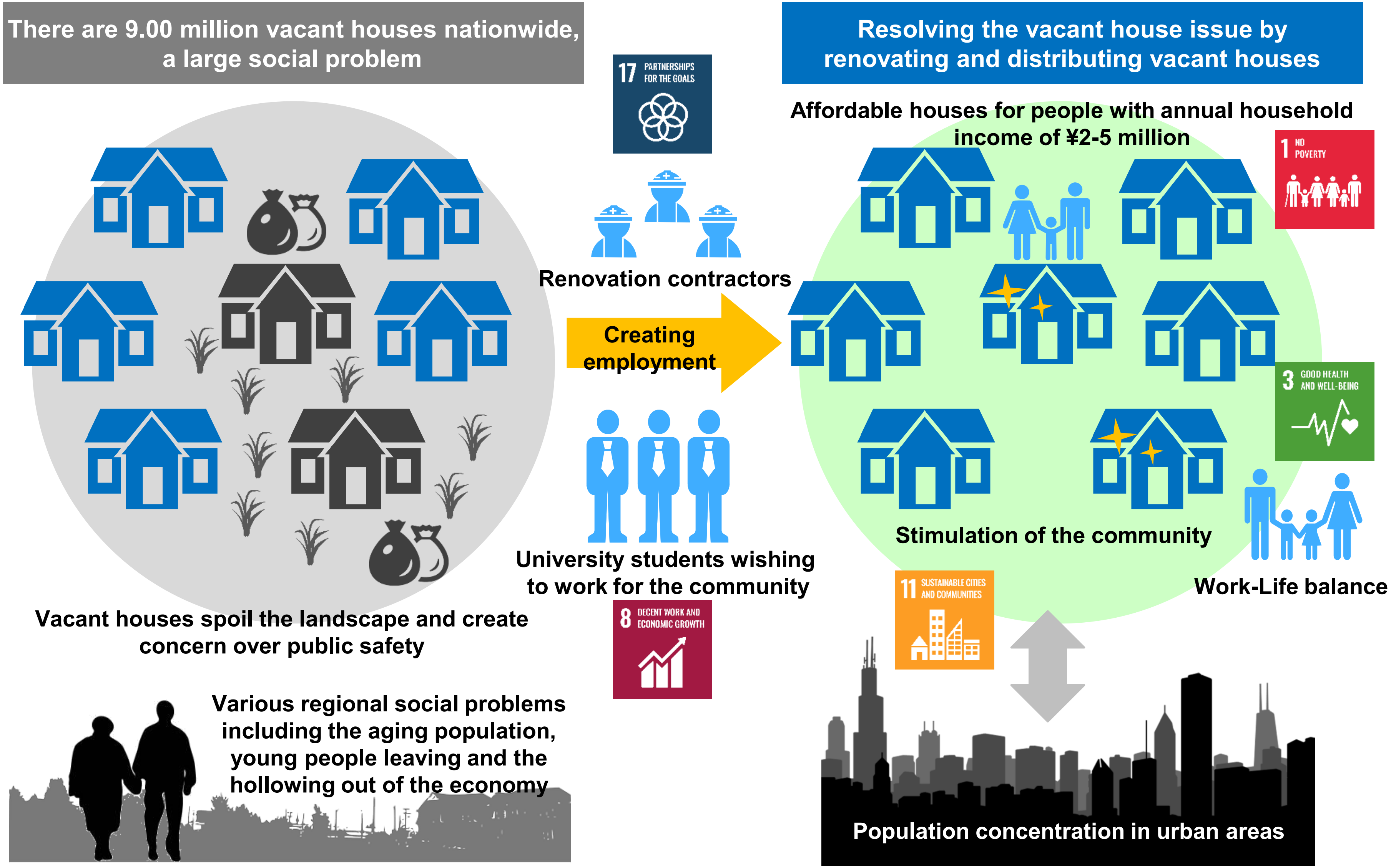
Number of partner contractors(1)



---

(1) The number of contractors and intermediary companies are on a non-consolidated basis
(2) Starting in 2014, METI has been granting annual awards to companies that address a variety of needs of consumers with the strengths of their unique business models

3. KATITAS' ESG and SDGs : Contributing to Acquisition of Affordable Housing for Low- and Middle-Income Households



There are 9.00 million vacant houses nationwide, a large social problem

Vacant houses spoil the landscape and create concern over public safety

Various regional social problems including the aging population, young people leaving and the hollowing out of the economy

Renovation contractors

Creating employment

University students wishing to work for the community

Resolving the vacant house issue by renovating and distributing vacant houses

Affordable houses for people with annual household income of ¥2-5 million

Stimulation of the community

Work-Life balance

Population concentration in urban areas

*The UN's Sustainable Development Goals website：https://www.un.org/sustainabledevelopment/

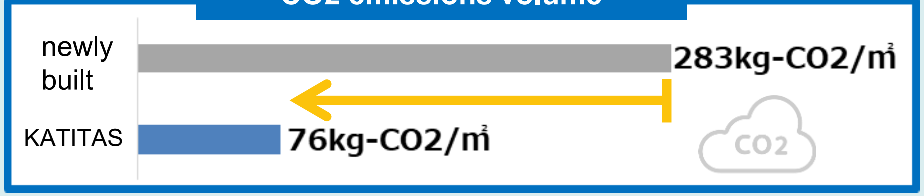
3. KATITAS‘ ESG and SDGs: Status of Overall Initiatives

KATITAS’ pre-owned house renovation business

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

Scrap and build new houses

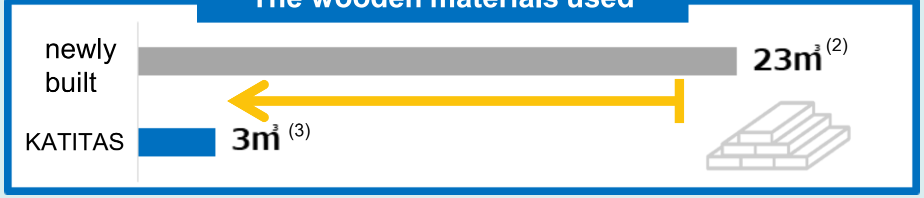
CO2 emissions volume (1)



7 AFFORDABLE AND CLEAN ENERGY

13 CLIMATE ACTION

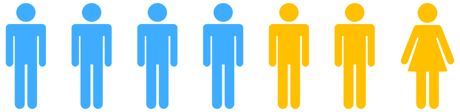
The wooden materials used



15 LIFE ON LAND

Independent outside directors: 1/3 of the total

- ✓ Of those, three are Independent Outside Directors.
- ✓ Outside Director attendance ratio: 91.7% (4)
- ✓ Flat Board of Directors operations in which Directors can comment freely.



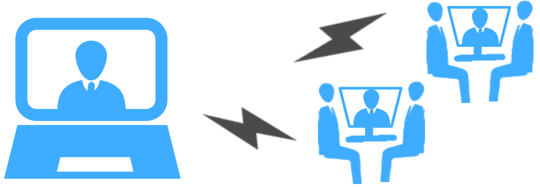
Salaries of sales employees are mainly fixed salaries

- ✓ Incentives make up a small percentage of salaries, which are less likely to become contributors to unreasonable sales activities and sales.

Wage system (5)	Fixed salaries and allowances 70%	Incentives 30%

Weekly video conference connecting all branches nationwide

- ✓ Communication including failure cases and compliance.



The three reporting principles

- ✓ Thorough internal notifications on compliance awareness.

1. **Promptly** report trouble
2. **Report the bad** things first
3. **Do not lie**

- Voluntary Remuneration Advisory Committee
- Monthly partner meetings held with renovation contractors (KRP Meeting)
- Regular distribution of awareness-raising materials related to human rights

---

(1) Source: Kimoto, Ikaga, Hanaki, Shintani, and Noguchi (2009), "Projection of CO2 Emissions from Construction, Renovation, and Demolition of Housing to 2050"

(2) Source: "Current Status and Issues in the Forestry, Logging, and Timber Industry," Forestry Agency (March 2021)

(3) Our standard remodeling property results, constructed in December 2018

(4) Results for the fiscal year ended March 31, 2025

(5) Results for the fiscal year ended March 31, 2025
(for employees ranging from personnel in charge to sales department managers)

Presentation Highlights

4. History

Date	Event
Sep. 1978	Established as Yasuragi Co., Ltd., in Kiryu, Gunma Prefecture with ¥10 million in capital to conduct the stone quarrying business
Dec. 1988	Acquired a real estate brokerage license and started the real estate sales and agency business
Aug. 1998	In line with the revised Civil Execution Act, established a business model of purchasing real estate at property auctions and selling refurbished properties
Mar. 1999	Opened the Takasaki Branch (later opened more regional branches, reaching a total of 135 as of March 31, 2025)
Feb. 2004	Listed on the Centrex Market of the Nagoya Stock Exchange
Mar. 2012	Tender offer for the Company’s shares by Advantage Partners Inc., a private-equity fund
Jul. 2012	Delisted from the Centrex Market of the Nagoya Stock Exchange
Jul. 2013	Changed company name to KATITAS Co., Ltd.
Feb. 2016	Received the METI Minister Award for “Advanced Rehabilitation Remodeler” from the Ministry of Economy, Trade and Infrastructure
Mar. 2016	Acquired all shares of REPRICE Co., Ltd. (now a consolidated subsidiary)
Apr. 2017	Formed a capital and business alliance with Nitori Holdings Co., Ltd.
Oct. 2017	Received the 17th Porter Prize (sponsored by the School of International Corporate Strategy, Hitotsubashi University Business School)
Dec. 2017	Listed on the First Section of the Tokyo Stock Exchange
Mar. 2020	Due to stable growth post-listing, achieved consolidated operating profit of ¥10.0 billion
May. 2021	Cumulative number of homes sold by REPRICE surpasses 10,000
Apr. 2022	Listed on the Prime Market of the Tokyo Stock Exchange
Feb. 2025	Cumulative number of homes sold by KATITAS surpasses 80,000

（TSE Prime 8919）

4. KATITAS Group Branch List（All Own Branches）

Branches (As of June 30, 2025) UPDATE

KATITAS ⇒ Nationwide network covering regional small- to medium- sized cities

Hokkaido
Sapporo
Otaru
Asahikawa
Iwamizawa
Kitami
Hakodate
Kushiro
Obihiro
Muroran

Tohoku
Hirosaki
Towada
Hachinohe
Aomori
Morioka
Ichinoseki
Hanamaki
Sendai
Osaki
Natori
Ishinomaki
Akita
Yokote
Odate
Yamagata
Sakata
Yonezawa
Koriyama
Iwaki
Aizu
Fukushima

Kanto
Mito
Tsukuba
Shimotsuma
Hitachi
Utsunomiya
Oyama
Nasu
Tochigi
Ota
Midori
Numata
Takasaki
Maebashi
Kumagaya
Koshigaya
Kawagoe
Iruma
Higashi-Matsuyama
Honjo
Mobara
Sakura
Kisarazu
Chiba
Hachioji
Hon'atsugi

Koshinetsu, Hokuriku
Nagaoka
Niigata
Joetsu
Shibata
Tsubamesanjo
Toyama
Takaoka
Kanazawa
Nanao
Fukui
Tsuruga
Kofu
Ueda
Nagano
Matsumoto
Ina
Suwa

Tokai
Gifu
Tajimi
Ogaki
Shizuoka
Numazu
Iwata
Fuji
Nagoya
Toyohashi
Toyota
Matsuzaka
Nabari
Yokkaichi

Kansai
Hikone
Kusatsu
Fukuchiyama
Fushimi
Kobe
Himeji
Takarazuka
Akaho
Nara

Chugoku
Tottori
Yonago
Izumo
Okayama
Tsuyama
Hiroshima
Fukuyama
Miyoshi
Higashi-Hiroshima
Yamaguchi
Shimonoseki
Iwakuni

Shikoku
Tokushima
Takamatsu
Marugame
Matsuyama
Saijo
Uwajima
Kochi

Kyushu
Fukuoka
Kita-Kyushu
Kurume
Iizuka
Omuta
Fukuoka-Higashi
Saga
Sasebo
Isahaya
Nagasaki
Kumamoto
Yatsushiro
Uki
Oita
Nakatsu
Miyazaki
Miyakonojo
Nobeoka
Kirishima
Kagoshima-Chuo
Satsumasendai
Okinawa

Total 135 Branches

+

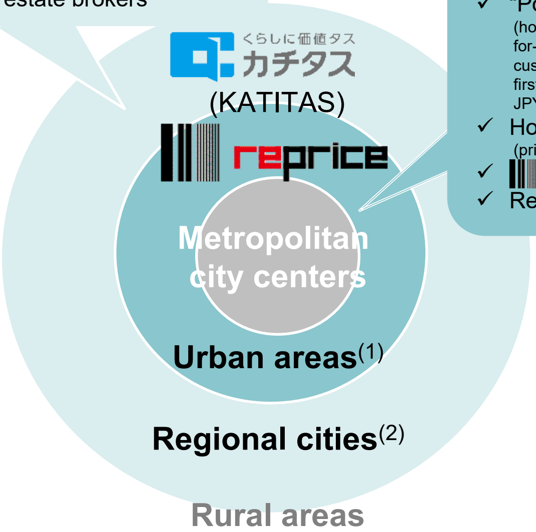
⇒Focus on urban areas

REPRICE Tokai
REPRICE Tokyo
REPRICE Kanagawa
REPRICE Hokkaido
REPRICE Tohoku
REPRICE Kita-Kanto
REPRICE Shinshu
REPRICE Shizuoka

REPRICE Mikawa[*1]
REPRICE Gifu
REPRICE Kansai
REPRICE Hyogo[*1]
REPRICE Chugoku
REPRICE Okayama
REPRICE Shikoku
REPRICE Kyushu

Total 16 Branches

Main types of house sellers
- ✓ Local home builders
- ✓ (KATITAS)
- ✓ Real estate brokers



Main types of house sellers
- ✓ Home builders
- ✓ “Power Builders”
  (home builders specializing in built-for-sale houses primarily targeting customers purchasing home for the first time in the price range of JPY20MM-30MM)
- ✓ House re-sellers
  (primarily condominium units)
- ✓
- ✓ Real estate brokers

---

(1) The branches newly opened in FY2025.

(1) Primarily regional cities and suburban areas in proximity to the three major metropolitan cities of Japan (Tokyo, Nagoya and Osaka)

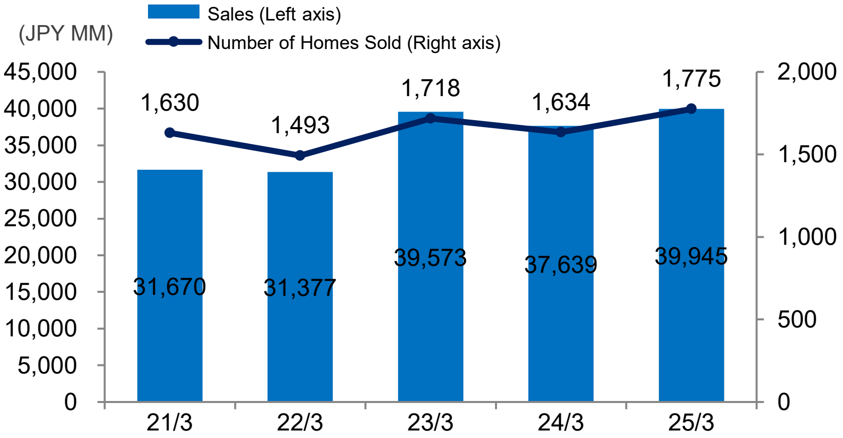
(2) Suburban areas surrounding regional cities across Japan

4. Merger and Synergies with REPRICE

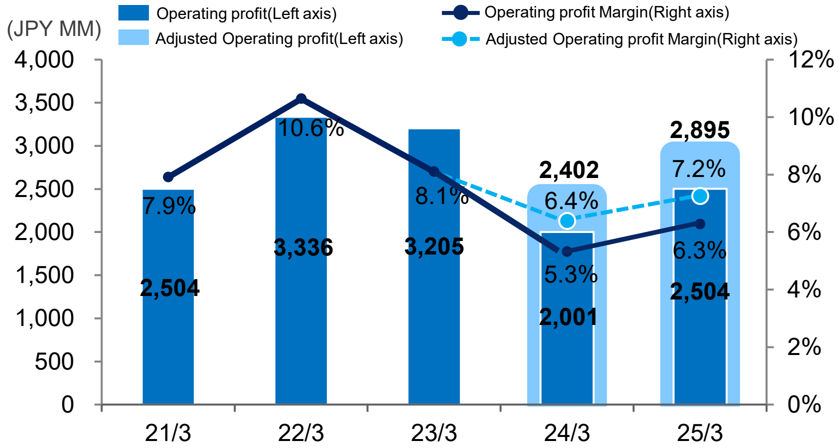
(Reposted from FY2024 4Q)

- In March 2016, we conducted a merger with REPRICE by acquiring 100% of its shares and thereby removed funding constraints, which was the biggest hindrance to REPRICE's growth.
- We injected our know-how to REPRICE and have effectively switched their purchase strategy from auction to direct purchase and shifted property types from condominiums to detached houses.
- Both sales and operating profit have increased since the merger. Unlike KATITAS' operations which are centered around rural areas, REPRICE's operations are in the suburbs of the three major metropolitan areas where there are competitors.

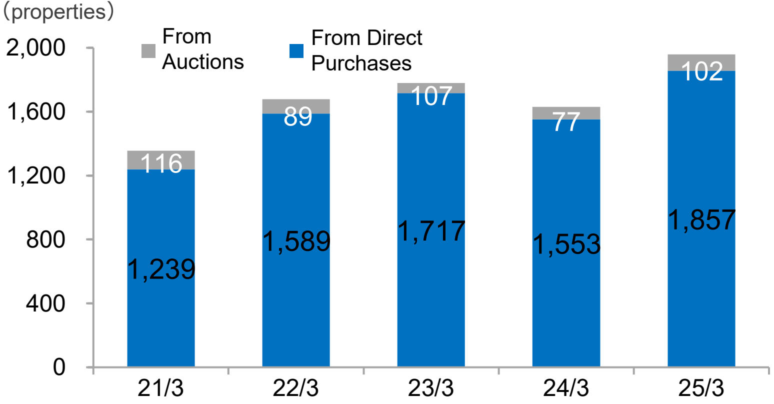
Sales and number of properties sold



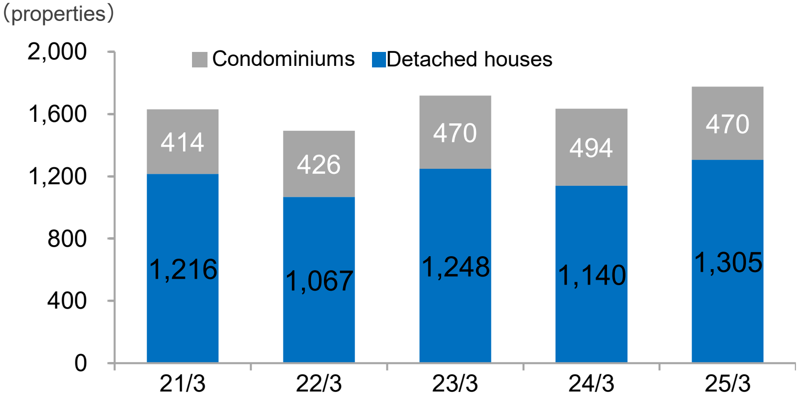
Operating profit and operating profit margin



Number of Houses Procured by Procurement Method



Number of sales by detached houses/condominiums



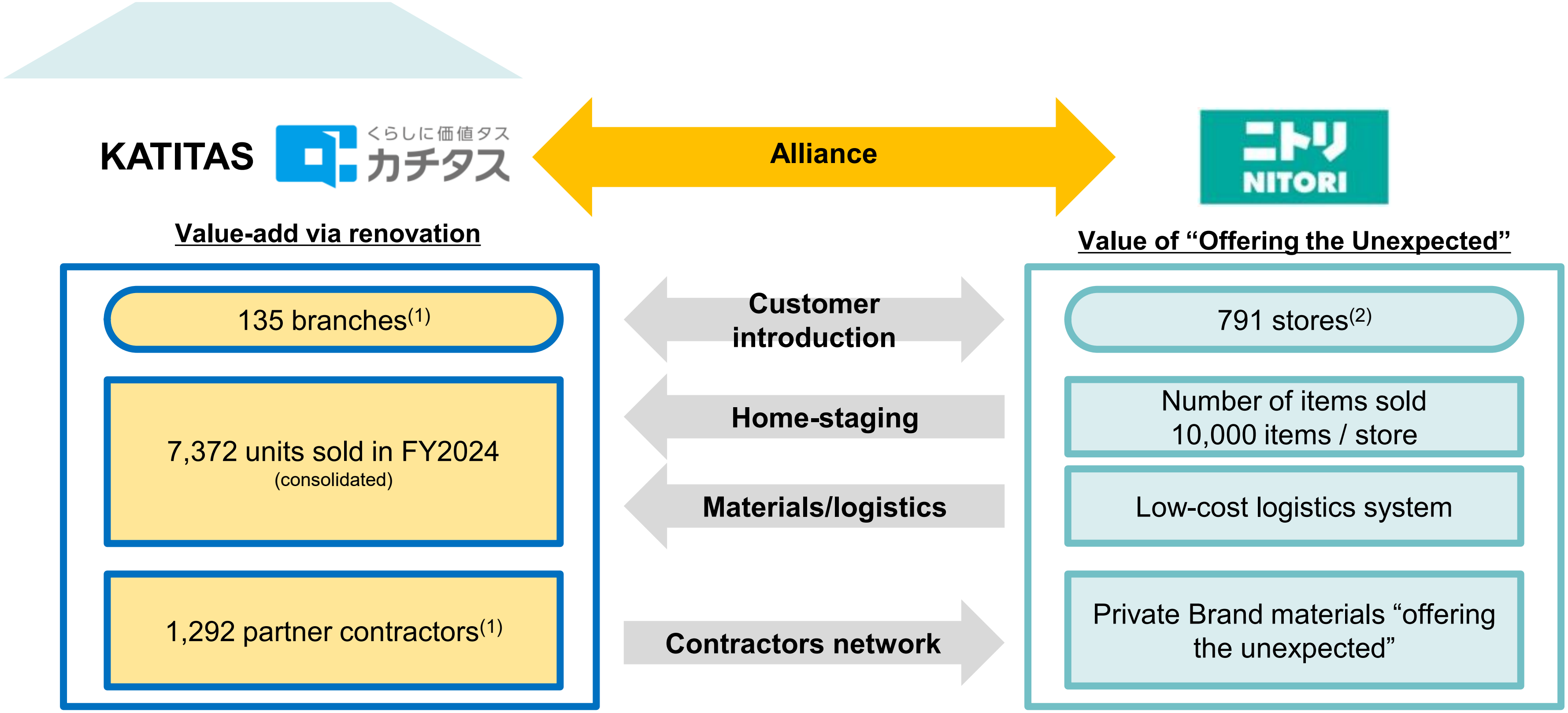
~~(1) For details on adjusted items, please see the Adjustment Item List on slide 9.~~

4. Alliance with Nitori Holdings (Announced on April 28, 2017)

- Advantage Partners transferred 34% of KATITAS' shares to Nitori Holdings for JPY23,300 MM
- KATITAS and Nitori entered into an alliance that aims to utilize their respective strengths to provide enriched and more comfortable living environments to their customers

Expected Synergies

From House Re-seller to Lifestyle Provider



KATITAS くらしに価値タス カチタス

Alliance

ニトリ NITORI

Value-add via renovation

- 135 branches(1)
- 7,372 units sold in FY2024 (consolidated)
- 1,292 partner contractors(1)

Value of "Offering the Unexpected"

- 791 stores(2)
- Number of items sold 10,000 items / store
- Low-cost logistics system
- Private Brand materials "offering the unexpected"

Customer introduction

Home-staging

Materials/logistics

Contractors network

---

(1) As of March 31, 2025

(2) Aggregate of "Nitori" stores, "Nitori Deco home" stores, "Nitori Express" stores and "Shimachu" stores in Japan (as of March 31, 2025)

4. Progress of Alliance-based Operations(1/2)

- Pre-owned houses fitted with Nitori furniture and interior items not only convey a more concrete image of the post-move lifestyle and living space to those considering purchasing, but also have the advantage to the purchaser of incorporating the expense into the home loan, so that there is no burden associated with the new lifestyle.
- Buyers of KATITAS Group properties will receive two coupons that multiply reward points received through purchases at NITORI by five.

Sales Service

Offering and selling pre-owned houses fitted with Nitori furniture and interior items

Sales Service

Issuing coupons that can be used for purchases of Nitori products

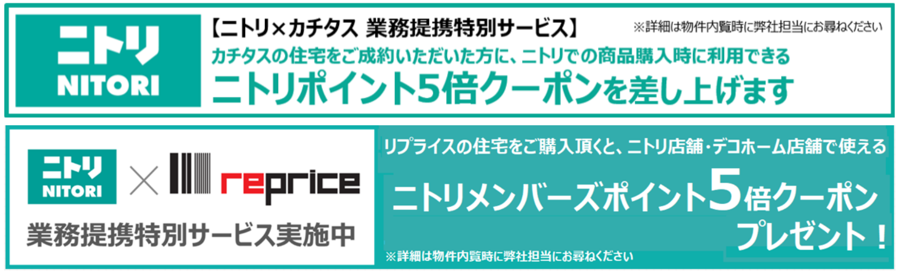
カチタス・リプライスご成約者様 ニトリ特別クーポン

ニトリ
メンバーズ
ポイント 5倍
プレゼント！

SAMPLE

〈クーポンご利用上のご注意〉
●お一人様1回までのご利用とさせていただきます。●ニトリメンバーズ会員様対象です。(当日入会可)●ニトリネット・電話でのご注文、ニトリ法人事業部・リフォーム事業部ではご利用いただけません。●送料・組立料・設置料などのサービス料金は除きます。●クーポンのコピーはご利用いただけません。●付与されたポイントはお買い物の翌日からご利用いただけます。●クーポンはお会計時に回収させていただきます。●他のクーポンや割引、キャンペーンとの併用はできません。●有償・無償問わず、クーポンの第三者への譲渡は禁止します。●購入金額が100円(税別)未満の場合はポイント加算いたしません。 ※お会計の前に店員へお渡しください。

Coupons provided to buyers upon conclusion of property contracts and upon delivery



ニトリ NITORI
【ニトリ×カチタス 業務提携特別サービス】 ※詳細は物件内覧時に弊社担当にお尋ねください
カチタスの住宅をご成約いただいた方に、ニトリでの商品購入時に利用できる
ニトリポイント5倍クーポンを差し上げます

ニトリ NITORI × reprice
業務提携特別サービス実施中
リプライスの住宅をご購入頂くと、ニトリ店舗・デコホーム店舗で使える
ニトリメンバーズポイント5倍クーポン
プレゼント！
※詳細は物件内覧時に弊社担当にお尋ねください

Website banner announcing that coupons will be given

4. Progress of Alliance-based Operations(2/2)

- "VHS (Virtual Home Staging)" virtually installs Nitori furniture in KATITAS properties.
- This can be implemented more easily in terms of cost and furniture delivery logistics than showing a "furnished house“.
- VHS increases the success rate, so using VHS before revising prices helps to curtail price reductions.

中古戸建 **1 Yokomori, Akita-shi, Akita (single-family homes)** 予約制見学会受付中 4月24日(土)

【リフォーム済】4月24日(土)予約制見学会開催(前日18時まで要電話予約) 5LDK。駐車場並列3台駐車可能。大家族におすすめの住宅です。

Selling Price
JPY 15.8MM
(Including tax)

Monthly payments
JPY 44,573

Land 325.98㎡ Building 125.85㎡ (5 bedroom ＋ 1 bathroom)

現地見学会 パノラマ写真有り

Links to a 360° panorama allows viewers to take virtual tour of a property while moving the view around.

Switchable with one click

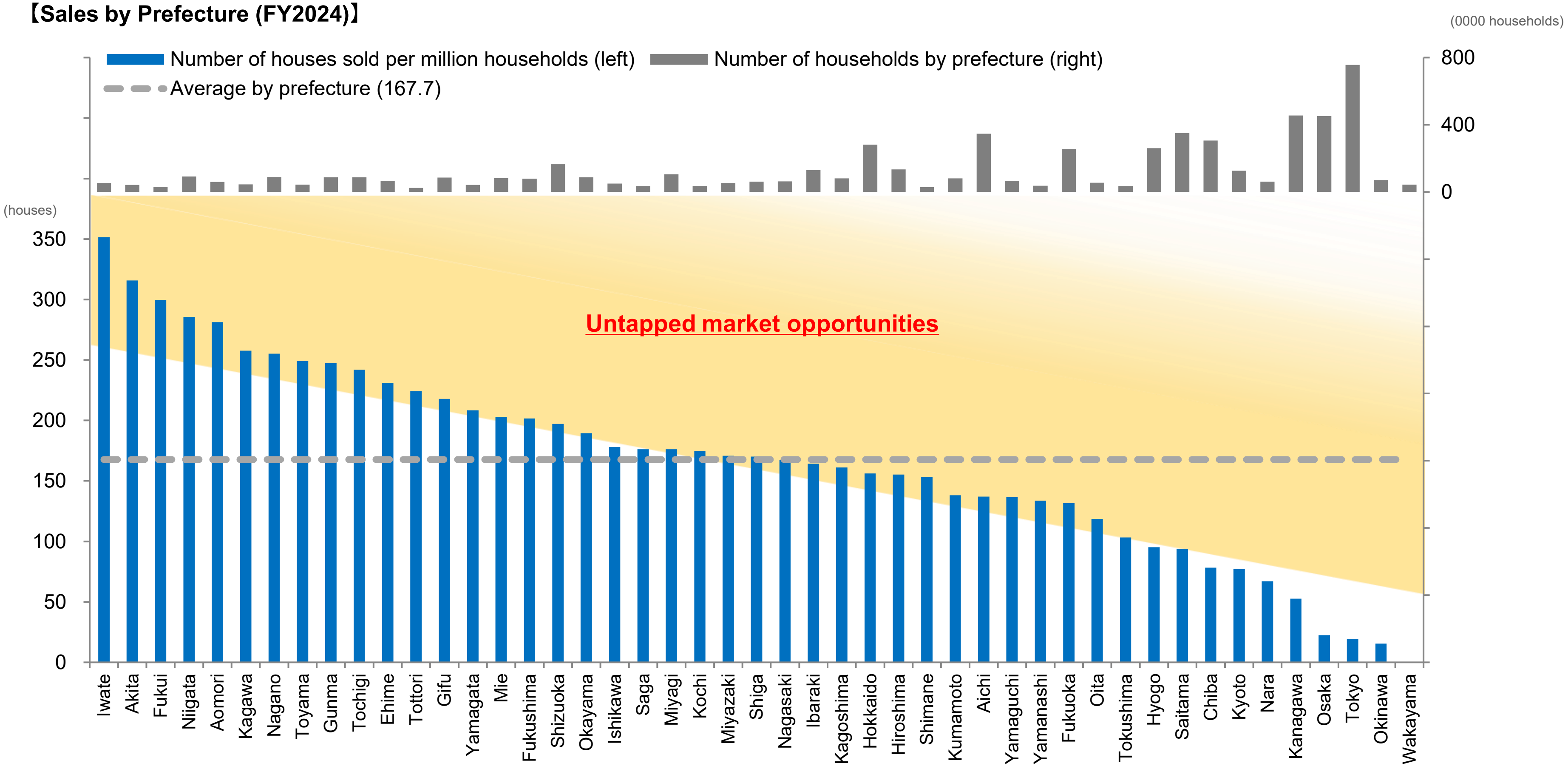
Currently, VHS is used mainly for living rooms

4. Untapped Market Opportunities

- Rural areas where the population is declining are more likely to see power builders* and new homebuilders pull out. Hence, the more rural a region is, the more attention our homes are getting.
- Prospective homebuyers in rural areas tend to have a lower income than those in the three major metropolitan areas, making it difficult for them to purchase expensive new homes.

Gap in Market Share by Region

【Sales by Prefecture (FY2024)】



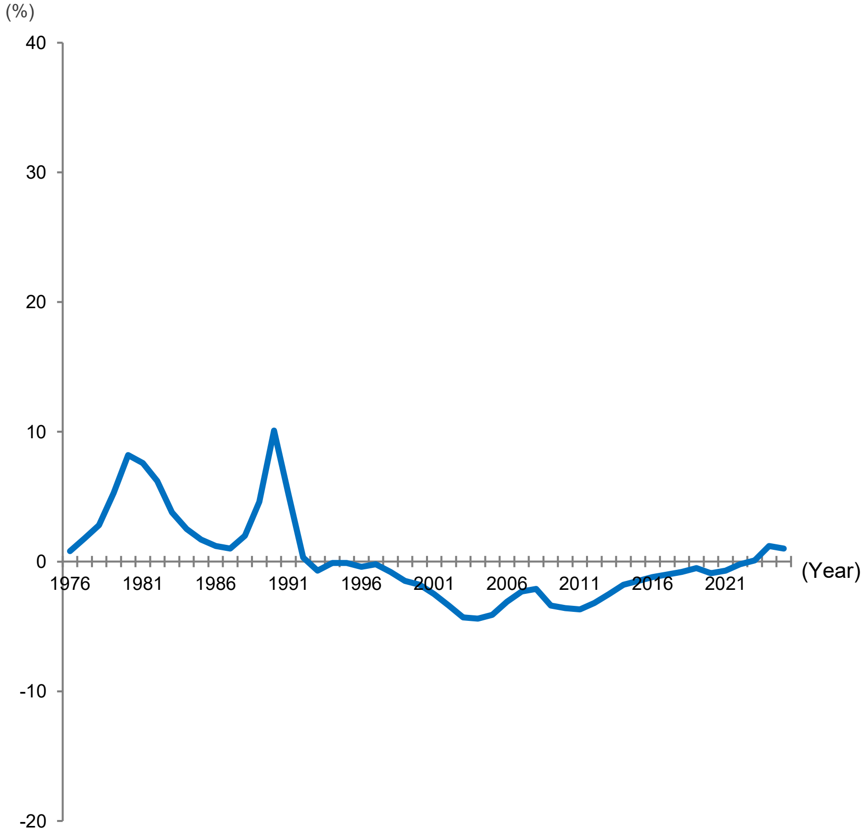
---

*Power builders: Home builders specializing in built-for-sale houses primarily targeting customers purchasing homes for the first time in the price range of JPY20MM-30MM.

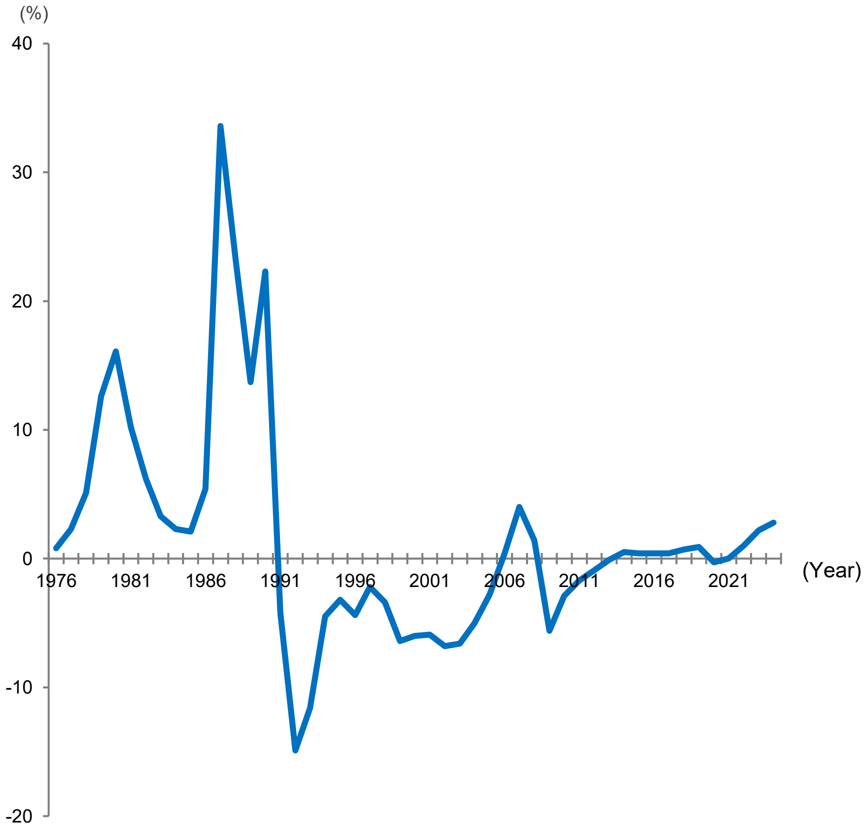
4. Trends in Land Prices - Regional Areas vs Three Metropolitan Areas

- As land prices in regional areas fluctuate based on actual demand, the level of volatility is lower than that in urban areas.
- In addition, with the trend of stable and low land prices, fluctuations in land prices have a limited influence on prices of residential properties in regional areas.
- As a result, buying and re-selling residential properties in regional areas is less subject to market volatility.

Trends in land prices of residential districts in regional areas, compared to the previous year



Trends in land prices of residential districts in the three metropolitan areas, compared to the previous year



Source: Ministry of Land, Infrastructure, Transport and Tourism, “Survey of Land Prices by Prefecture”

Disclaimer

This presentation was prepared solely for the purpose of presenting general background information regarding KATITAS CO., LTD (“KATITAS”) as of the date of this presentation. This presentation does not constitute an offer to sell or the solicitation of an offer to buy any security in the United States, Japan or any other jurisdiction and should not be treated as giving investment advice to any recipients.

This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof, and KATITAS does not guarantee that this information is true, accurate or complete. It should be understood that subsequent developments may affect the information contained in this presentation, which KATITAS is not under an obligation to update, revise or affirm. The information in this presentation is subject to change without prior notice and such information may change materially. Neither this presentation nor any of its contents may be disclosed to or used by any other party for any purpose without the prior written consent of KATITAS.

This presentation contains statements that constitute forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, including estimations, forecasts, targets and plans. Such forward-looking statements do not represent any guarantee by management of future performance. In many cases, but not all, we use such words as “aim,” “anticipate,” “believe,” “continue,” “endeavor,” “estimate,” “expect,” “initiative,” “intend,” “may,” “plan,” “potential,” “probability,” “project,” “risk,” “seek,” “should,” “strive,” “target,” “will” and similar expressions to identify forward-looking statements. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Any forward-looking statements in this document are based on the current assumptions and beliefs of KATITAS in light of the information currently available to it, and involve known and unknown risks, uncertainties and other factors. Such risks, uncertainties and other factors may cause KATITAS’ actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by such forward-looking information.

The information in connection with or prepared by companies or parties other than KATITAS is based on publicly available and other information as cited, and KATITAS has not independently verified the accuracy and appropriateness of, nor makes any warranties of, such information.

These materials contain non-GAAP financial measures, including adjusted operating profit, EBITDA, adjusted EBITDA, and adjusted net profit attributable to owners of the parent. These non-GAAP financial measures should not be considered in isolation or as a substitute for the most directly comparable financial measures presented in accordance with Japanese GAAP. Please refer to reconciliation tables for details.

This presentation and its contents are proprietary, confidential information and may not be reproduced, published or otherwise disseminated without KATITAS’ written consent.

Throughout this presentation, unless otherwise specified, FY refers to the fiscal year ended March 31 of the following year (for example, FY2025 refers to the fiscal year ended March 31, 2026).

In this presentation, unless otherwise specified, references to our “homes” include single-family detached houses and condominium units that KATITAS acquires, renovates and resells as part of its business. Data presented for “homes” is on a gross basis, excluding home returns.

This is a partial English translations of the original Japanese version prepared only for the convenience of shareholders residing outside Japan. Should there be any inconsistency between the translation and the official Japanese text, the latter shall prevail.

On March 30, 2016, KATITAS completed the acquisition of REPRICE Co., Ltd. (“REPRICE”) and its two wholly owned subsidiaries (Comprehensive Urban Development Corporation and Arctive Co., Ltd.), and REPRICE became a wholly owned subsidiary of KATITAS as of the same date. Because the date of the acquisition of REPRICE was deemed to be March 31, 2016 for accounting purposes, the consolidated balance sheet of KATITAS as of March 31, 2016 reflects the consolidation of REPRICE but the consolidated results of operations of REPRICE for the period from March 30, 2016 to March 31, 2016 are not reflected in KATITAS’ consolidated statements of income, comprehensive income, changes in equity and cash flows for the fiscal year ended March 31, 2016. On September 2, 2016, KATITAS sold all of the shares of Comprehensive Urban Development Corporation, and on September 30, 2016, KATITAS sold all of the shares of Arctive Co., Ltd. to third parties. Due to the consolidation of the results of operations of REPRICE and its subsidiaries in KATITAS’ results of operations for the fiscal year ended March 31, 2017, KATITAS’ results of operations for that fiscal year are not directly comparable to the results of operations for prior fiscal years. Further, prior to the completion of the acquisition of REPRICE on March 30, 2016, KATITAS did not have any subsidiaries.