

MUGEN ESTATE Co.,Ltd.

# **FY2024 1Q ended March 31, 2024**

## **Financial Results**

Standard Market:3299 | May 10, 2024

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

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Appendix: Company Profile

- **Net sales rose and profits fell year on year.**

Demand for real estate continued to be firm, as in the previous fiscal year, resulting in increased net sales, although profit declined. Net sales were up slightly by 5.8% on year, to 12.3 billion yen. However, operating income was down 19.6%, to 1.1 billion yen, reflecting a rise in personnel expenses associated with business expansion, as well as a fall in the gross profit margin due to a sharp spike in material prices and outsourcing expenses. Ordinary income was down 22.4%, to 0.9 billion yen, and profit attributable to owners of parent was down 23.0%, to 0.6 billion yen.

- **Purchase and Resale Business**

Sales of residential-type properties moved roughly as planned. Purchases were also strong due to the effect of launching sales offices in local areas. Sales of investment-type properties were lower than planned as a result of careful sales with an emphasis on profitability. From 2Q onward, we will shift to sales activities to increase net sales and profits.

- **Other Businesses**

In the Real Estate Development Business, net sales were significantly larger than planned as a result of a focus on sales of completed properties. In the Real Estate Specified Joint Business, the offering of the fourth project, the Nursing Care Edogawa Project, was completed, and the offering of the fifth project, the Sumida Ryogoku Project, has begun.

- **Shibuya Sales Office opened.**

The Shibuya Sales Office is scheduled to be established in May 2024 for the purpose of expanding the core Purchase and Resale Business, and developing the Josai area.

**01**

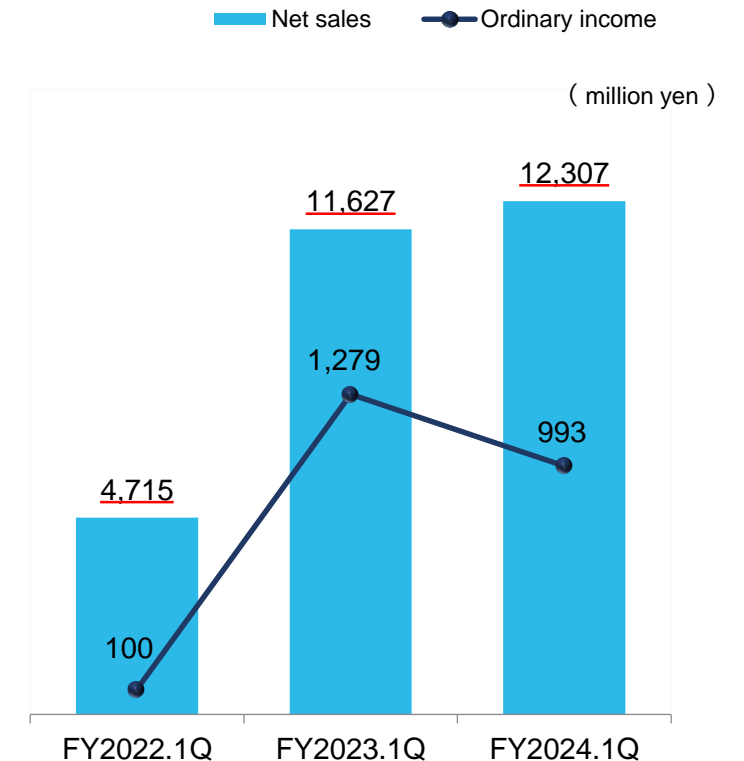
**Overview of FY2024 1Q  
Financial Results**

## Overview of Consolidated Financial Results for FY2024 1Q

Net sales were up slightly year on year. Operating income was down approximately 20% year on year, as the decline in the gross profit margin due to rising construction costs and increased SG&A expenses (personnel expenses) associated with a personnel increase could not be offset.

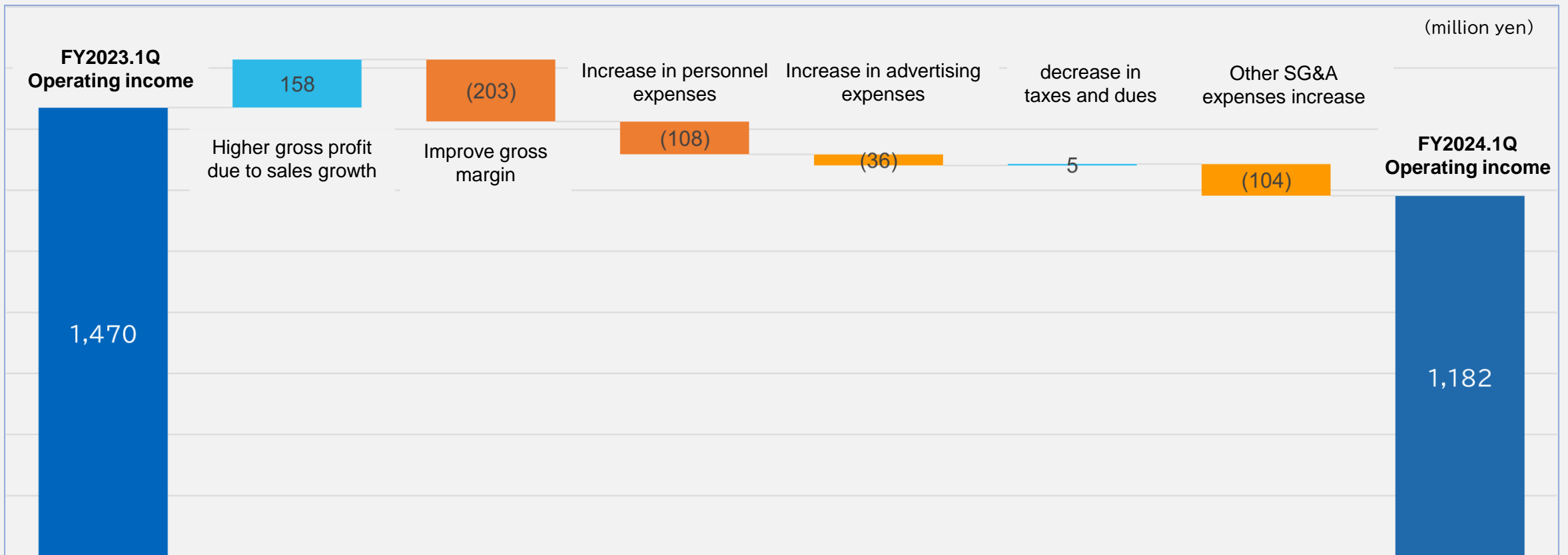
million yen	FY2023.1Q		FY2024.1Q		YOY	
	Results	Proportion (%)	Results	Proportion (%)	Results	Rate (%)
Net sales	11,627	100.0	12,307	100.0	680	5.8
Gross profit	2,704	23.3	2,659	21.6	(45)	(1.7)
SGA	1,233	10.6	1,477	12.0	243	19.8
Operating income	1,470	12.7	1,182	9.6	(288)	(19.6)
Ordinary income	1,279	11.0	993	8.1	(286)	(22.4)
Profit attributable to owners of parent	845	7.3	651	5.3	(194)	(23.0)

Net sales & Ordinary income



## Operating Income Analysis for FY2024 1Q

- Operating income fell 0.28 billion yen year on year to 1.18 billion yen.
- Factors decreasing operating income were a decline in the gross profit margin, which had a 0.20 billion yen impact, and an increase in SG&A expenses, with an impact of 0.24 billion yen.
- Major factors for the increased SG&A expenses were personnel expenses, reflecting an increase in personnel, as well as expenses for launching sales offices in local areas.



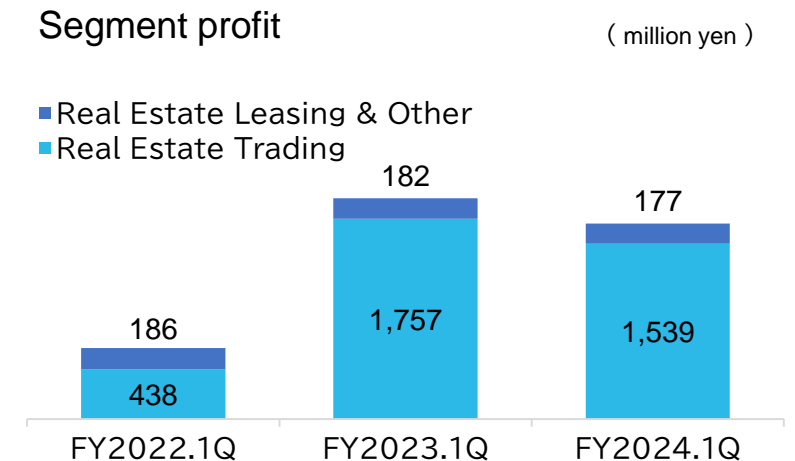
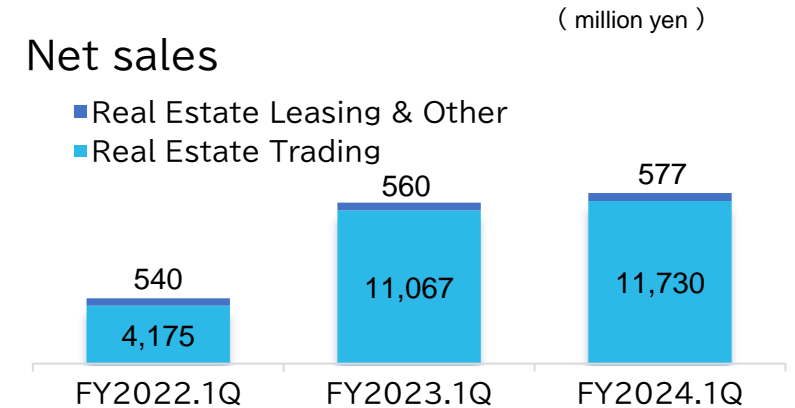
## Operating Income Analysis for FY2024 1Q

Real Estate Trading Business: Net sales increased, but income declined due to a fall in the gross profit margin. Real Estate Leasing and Other Business: Income remained unchanged.

million yen	FY2023.1Q		FY2024.1Q		YOY	
	Net sales	Proportion (%)	Net sales	Proportion (%)	Change	Rate (%)
Real Estate Trading	11,067	95.2	11,730	95.3	663	6.0
Real Estate Leasing & Other	560	4.8	577	4.7	16	3.0
Total	11,627	100.0	12,307	100.0	680	5.8

million yen	FY2023.1Q		FY2024.1Q		YOY	
	Net sales	Proportion (%)	Net sales	Proportion (%)	Change	Rate (%)
Real Estate Trading	1,757	90.6	1,539	89.7	(217)	(12.4)
Real Estate Leasing & Other	182	9.4	177	10.3	(4)	(2.6)
Total	1,939	100.0	1,716	100.0	(222)	(11.5)

※ Net sales and Proportion indicates sales to external customers. Segment profit and Proportion indicates segment profit in comparison with operating income before segment adjustments



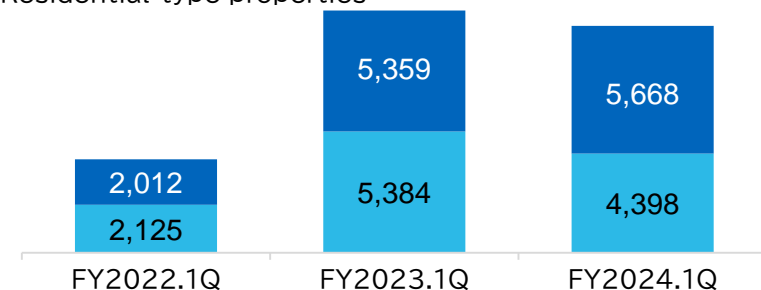
## Net sales for reportable business segments

- Purchase and Resale Business: Residential-type properties made progress generally as planned. Sales of investment-type properties were lower than the year-ago level, the result of an increase in sales of small properties.
- Real Estate Development Business: Net sales increased significantly year on year, attributable to sales of four completed properties as a result of strengthening sales activities.
- Real Estate Specified Joint Business: Phase 2 offering of the Nursing Care Edogawa Project was completed, and the Project is scheduled to be formed in June.

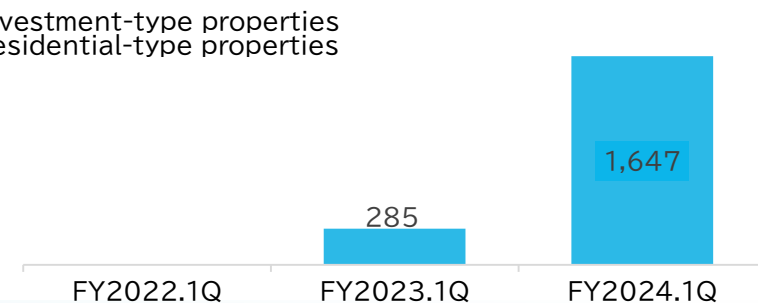
million yen	FY2023.1Q	FY2024.1Q	YOY	
	Results	Results	Change	Rate (%)
Real Estate Trading	11,067	11,730	663	6.0
Purchase and Resale Business (Investment-type properties)	5,384	4,398	(985)	(18.3)
Purchase and Resale Business (Residential-type properties)	5,359	5,668	308	5.8
Real Estate Development Business	285	1,647	1,361	477.1
Real Estate Specified Joint Business	—	—	—	—
Other	38	16	(21)	(56.8)
Real Estate Leasing & Other	560	577	16	3.0

※Sales of land are included in Residential-type properties

Purchase and Resale Business (million yen)  
 ■ Investment-type properties  
 ■ Residential-type properties



Real Estate Development Business  
 Real Estate Specified Joint Business (million yen)  
 ■ Investment-type properties  
 ■ Residential-type properties

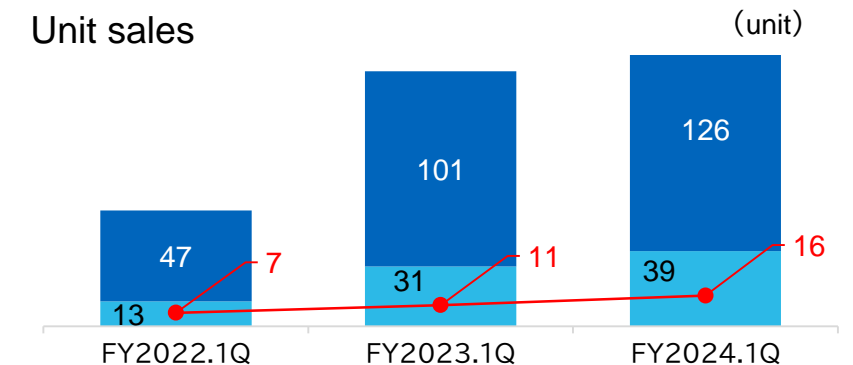
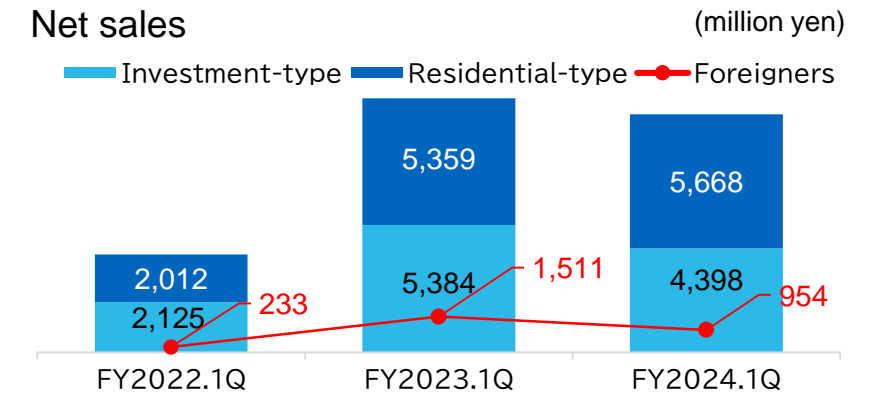




## Purchase & Resale Business

- Investment-type properties: While unit sales remained strong, the average sales price per unit declined year on year due to the lack of progress in sales of large properties.
- Residential-type properties: Both net sales and unit sales made progress generally as planned. From 2Q onwards, sales are expected in local areas.
- Foreign buyers: While unit sales increased, net sales declined year on year as there were many small properties.

million yen	FY2023.1Q	FY2024.1Q	YOY	
			Change	Rate(%)
Net sales	10,743	10,067	(676)	(6.3)
Investment-type	5,384	4,398	(985)	(18.3)
Residential-type	5,359	5,668	308	5.8
Unit sales	132	165	33	25.0
Investment-type	31	39	8	25.8
Residential-type	101	126	25	24.8
Average selling price	81.3	61.0	(20.3)	(25.0)
Investment-type	173.6	112.7	(60.9)	(35.1)
Residential-type	53.0	44.9	(8.0)	(15.2)
Foreigners				
Net sales	1,511	954	(556)	(36.8)
Unit sales	11	16	5	45.5
Average selling price	137.4	59.6	(77.7)	(56.6)



※ Sales of land are included in Residential-type properties

## Purchase & Resale Business: Sales by Area

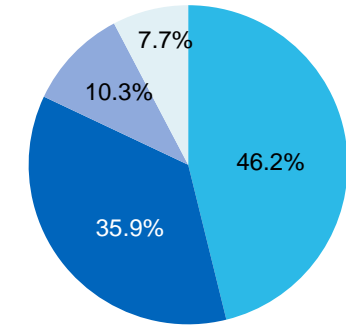
- Investment-type properties: Although unit sales increased year on year, the average sales price per unit declined in Tokyo and the Saitama area, giving an impact on sales amount.
- Residential-type properties: Sales were strong. The factor that reduced the average sales price per unit in Tokyo was sales of high-priced detached properties in the same period of the previous year.

### < Investment-type properties >

Area	FY2023.1Q				FY2024.1Q				YOY	
	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Sales Amount
Tokyo	19	61.3	3,777	198.8	18	46.2	2,745	152.5	(1)	(1,031)
Kanagawa	7	22.6	545	77.8	14	35.9	1,149	82.0	7	603
Saitama	5	16.1	1,061	212.3	4	10.3	225	56.4	(1)	(835)
Chiba	—	—	—	—	3	7.7	277	92.5	3	277
Total	31	100.0	5,384	173.6	39	100.0	4,398	112.7	8	(985)

(million yen)

### FY2024.1Q Breakdowns of sales by area

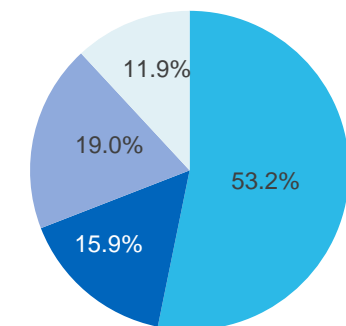


### < Residential-type properties >

Area	FY2023.1Q				FY2024.1Q				YOY	
	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Sales Amount
Tokyo	39	38.6	3,592	92.1	67	53.2	3,817	56.9	28	224
Kanagawa	18	17.8	603	33.5	20	15.9	708	35.4	2	105
Saitama	24	23.8	643	26.8	24	19.0	693	28.8	—	49
Chiba	20	19.8	520	26.0	15	11.9	449	29.9	(5)	(70)
Total	101	100.0	5,359	53.0	126	100.0	5,668	44.9	25	308

(million yen)

■ Tokyo ■ Kanagawa ■ Saitama ■ Chiba



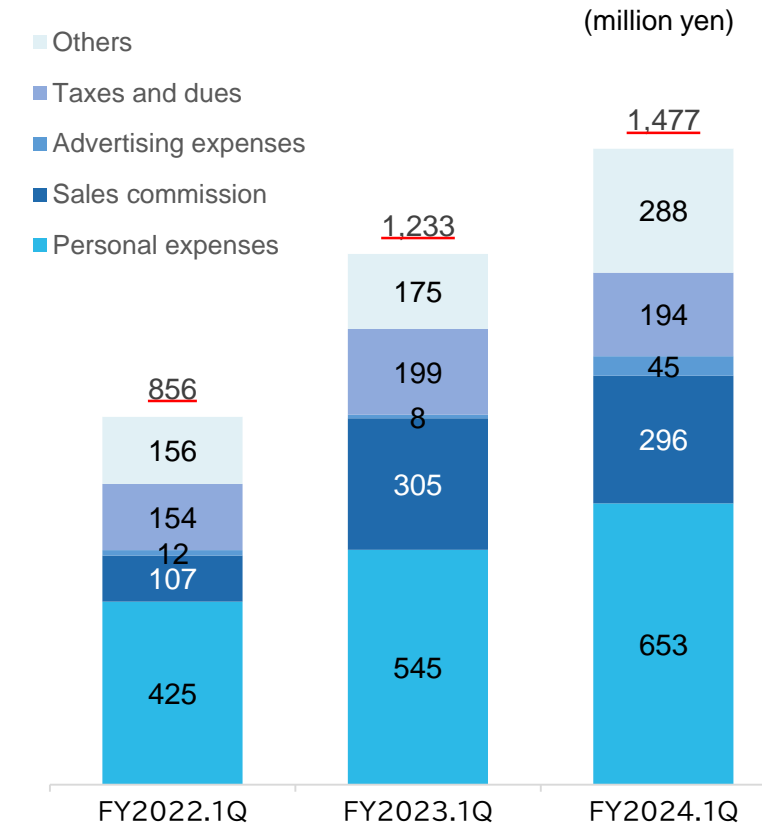
※Residential-type properties include land, etc. that purchasing parties use for residential purposes.

## Selling, General & Administrative Expenses

- Increases in personnel expenses and hiring expenses due to a personnel increase
- Increases in advertising expenses, expenses for launching sales offices and rent expenses on land and buildings due to a move into local areas

million yen	FY2023.1Q		FY2024.1Q		YOY	
	Results	Sales ratio (%)	Results	Sales ratio (%)	Change	Rate (%)
Selling, general and administrative expenses	1,233	10.6	1,477	12.0	243	19.8
Personal expenses	545	4.7	653	5.3	108	19.9
Sales commission	305	2.6	296	2.4	(9)	(3.1)
Advertising expenses	8	0.1	45	0.4	36	437.0
Taxes and dues	199	1.7	194	1.6	(5)	(2.9)
Others	175	1.5	288	2.3	113	64.9
Non-operating income	16	0.1	14	0.1	(2)	(16.1)
Non-operating expenses	208	1.8	203	1.7	(5)	(2.5)
Interest expenses	183	1.6	174	1.4	(9)	(5.0)
Others	25	0.2	28	0.2	3	15.2

### Selling, general and administrative expenses breakdown



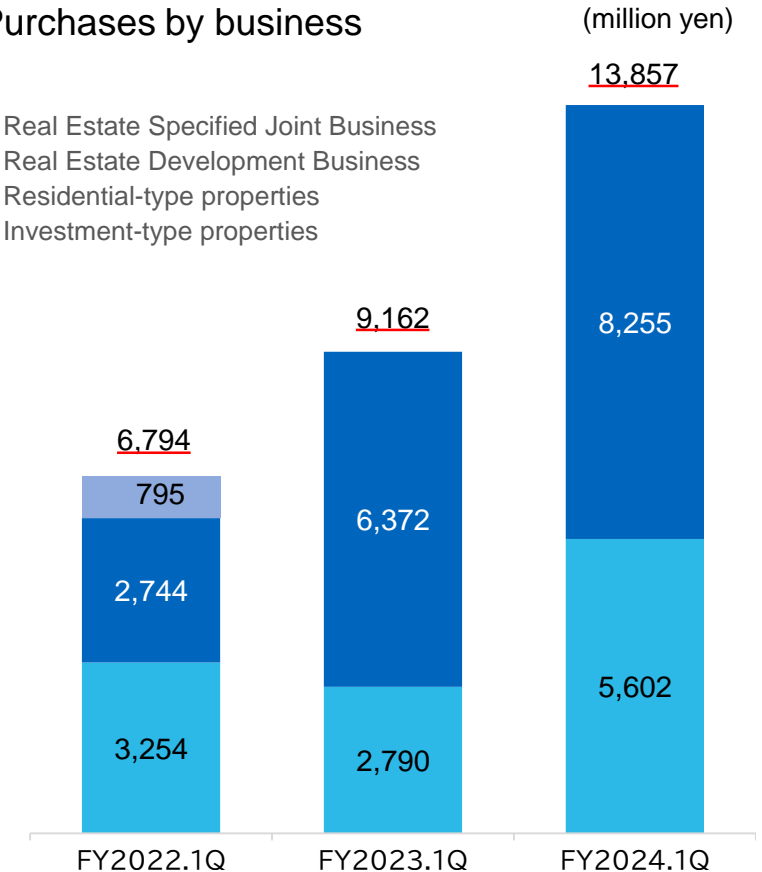
## Purchases by Business Segments

- Purchase and Resale Business: Purchases were strong, and purchases of residential-type properties, in particular, were much larger than planned.
- Real Estate Development Business: There were no purchases as it focused on sales activities in 1Q.
- Real Estate Specified Joint Business : There were no purchases as it focused on the offering of two projects in 1Q.

million yen	FY2023.1Q	FY2024.1Q	YOY	
	Results	Results	Change	Rate (%)
Investment-type properties	2,790	5,602	2,811	100.8
Residential-type properties	6,372	8,255	1,883	29.6
Real Estate Development Business	—	—	—	—
Real Estate Specified Joint Business	—	—	—	—
<b>Total</b>	<b>9,162</b>	<b>13,857</b>	<b>4,694</b>	<b>51.2</b>

Purchases by business

- Real Estate Specified Joint Business
- Real Estate Development Business
- Residential-type properties
- Investment-type properties



## Real Estate for Sales (Inventory)

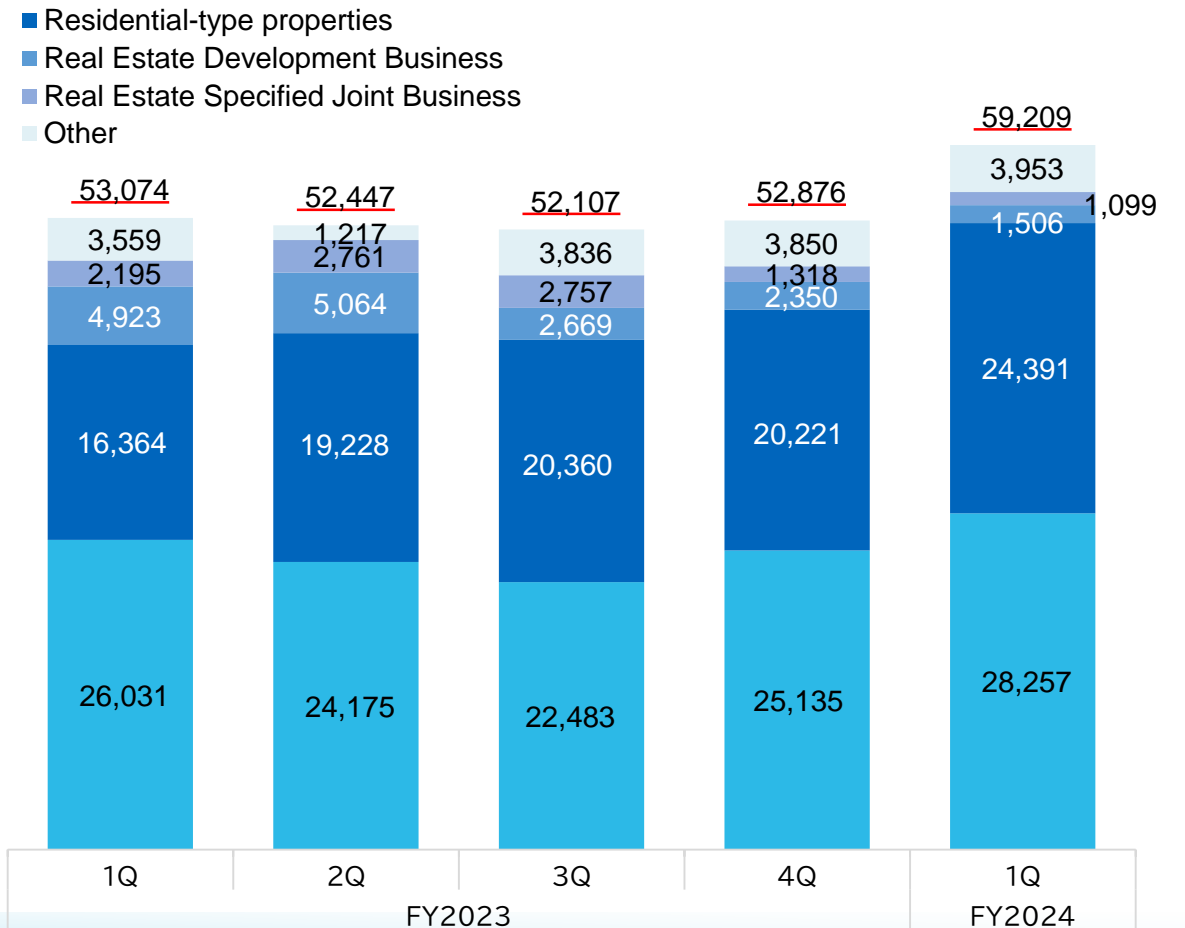
- Inventory increased in both residential-type properties and investment-type properties due to strong progress in purchases. We will focus on sales from 2Q onwards.
- Development Business: Inventory decreased with the sales of four completed properties.

million yen	As of Dec.31,2023	As of Mar.31,2024	Change
Real estate for sales	52,876	59,209	6,332
Investment-type properties	25,135	28,257	3,121
Residential-type properties	20,221	24,391	4,170
Real Estate Development Business	2,350	1,506	(844)
Real Estate Specified Joint Business	1,318	1,099	(218)
Other	3,850	3,953	103

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

Real estate for sales breakdown

(million yen)

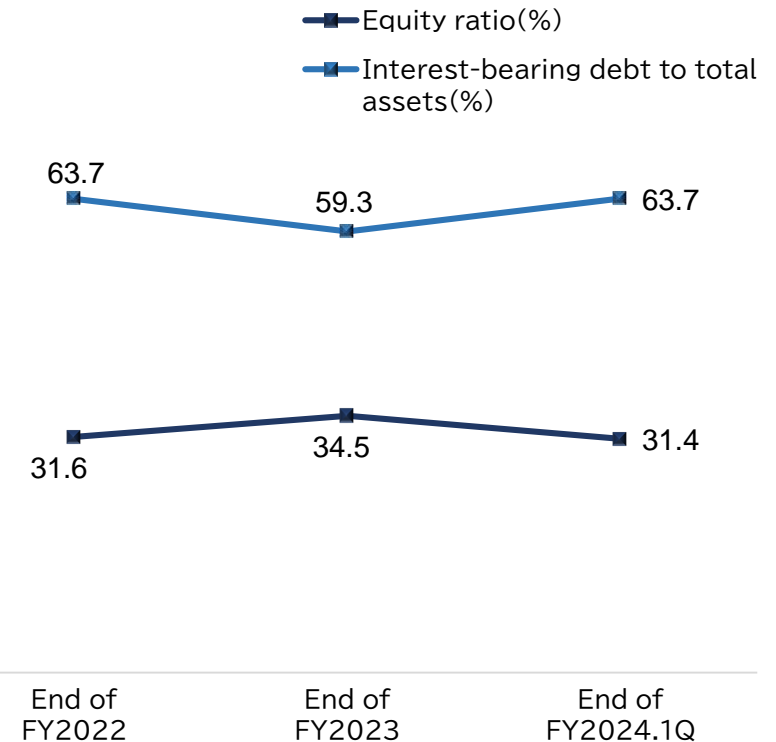


## Overview of Consolidated Financial Position

- Real estate for sale increased due to a strong progress in purchases, particularly those of large properties.
- Long-term interest-bearing debt increased in association with the acquisition of properties.

million yen	As of Dec.31,2023	As of Mar.31,2024	YOY	
	Results	Results	Change	Rate (%)
<b>Current assets</b>	74,189	79,567	5,377	7.2
Cash & deposits	20,420	18,754	(1,665)	(8.2)
Real estate for sale	52,644	58,968	6,323	12.0
<b>Non-current assets</b>	6,119	6,201	81	1.3
<b>Total assets</b>	80,362	85,820	5,457	6.8
<b>Current liabilities</b>	19,484	19,416	(68)	(0.3)
Short-term interest-bearing debt	15,607	16,335	728	4.7
<b>Non-current liabilities</b>	33,034	39,393	6,358	19.2
Long-term interest-bearing debt	32,053	38,342	6,289	19.6
<b>Total liabilities</b>	52,518	58,809	6,290	12.0
<b>Total net assets</b>	27,844	27,011	(832)	(3.0)
<b>Total liabilities &amp; net assets</b>	80,362	85,820	5,457	6.8
<b>Average loan period (Investment-type)</b>	4yr 0mo.	4yr 0mo.	-	-
<b>Average loan period (Residential-type)</b>	1yr 0mo.	1yr 0mo.	-	-

Equity ratio & Interest-bearing debt to total assets



02

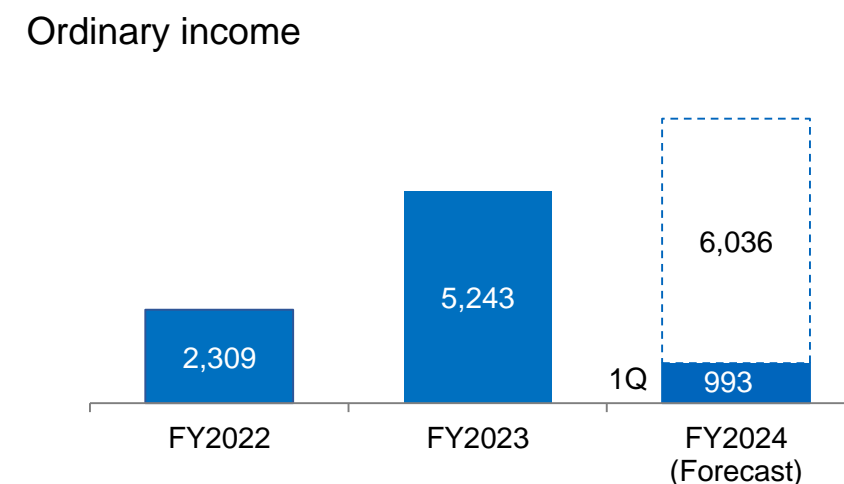
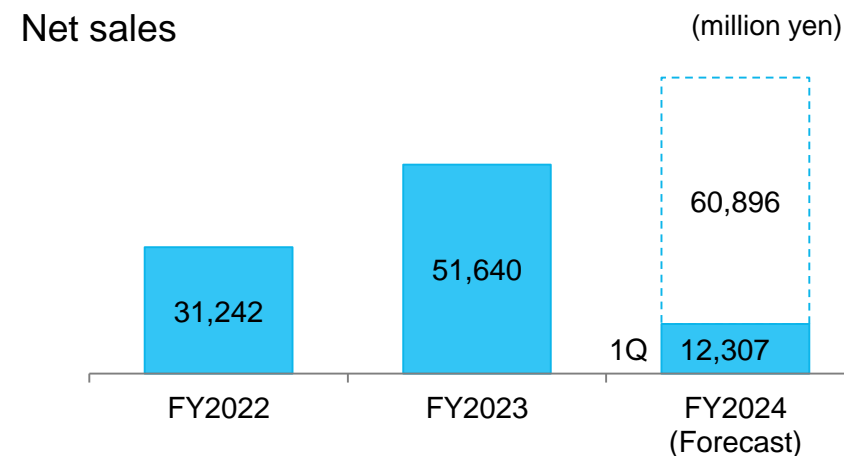
**FY2024 Earnings Forecast**



## FY2024 Earnings Forecast <Consolidated>

Demand for real estate remains strong. We will increase net sales and profits by focusing on sales while keeping a close eye on rising construction costs and interest rate trends.

million yen	FY2023	FY2024	FY2024.1Q	
	Results	Forecast	Results	Progress (%)
<b>Net sales</b>	51,640	60,896	12,307	20.2
Real Estate Trading	49,353	58,504	11,730	20.1
Real Estate Leasing & Other	2,286	2,392	577	24.1
<b>Gross profit</b>	11,406	13,594	2,659	19.6
Ratio to net sales	22.1%	22.3%	21.6%	—
<b>Operating income</b>	5,936	6,861	1,182	17.2
Ratio to net sales	11.5%	11.3%	9.6%	—
<b>Ordinary income</b>	5,243	6,036	993	16.5
Ratio to net sales	10.2%	9.9%	8.1%	—
<b>Profit attributable to owners of parent</b>	3,653	3,985	651	16.3
Ratio to net sales	7.1%	6.5%	5.3%	—



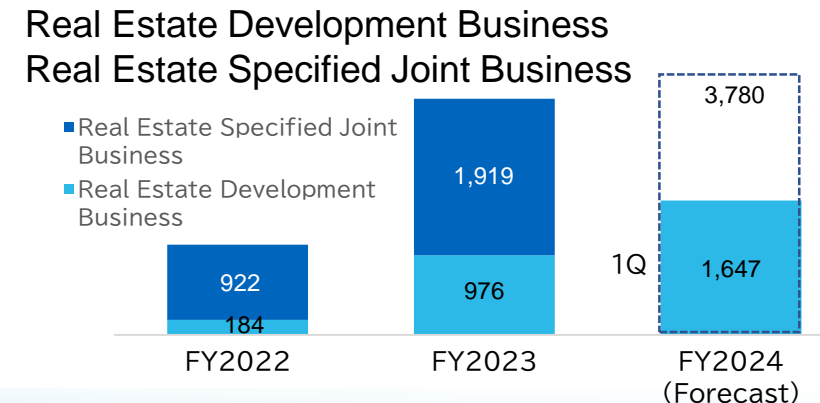
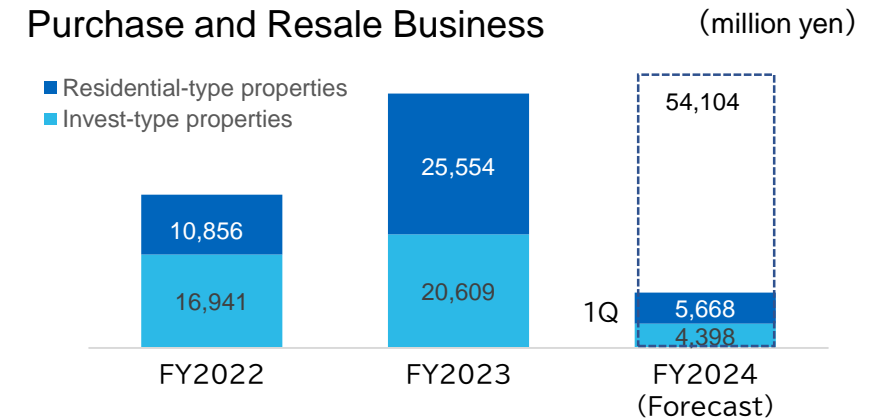


## FY2024 Earnings Forecast

### <Net sales for reportable business segments>

- Purchase and Resale Business: From 2Q onwards, we will shift to sales activities and promote sales of large properties such as income-producing buildings and high-priced detached properties.
- Real Estate Development Business: We will focus on the sale of two completed properties while actively seeking to purchase land for development.
- Real Estate Specified Joint Business : The Nursing Care Edogawa Project is scheduled to be formed in June, and sales of the Sumida Ryogoku Project will be strengthened.

million yen	FY2023	FY2024	FY2024.1Q	
	Results	Forecast	Results	Progress (%)
Real Estate Trading	49,353	58,504	11,730	20.1
Purchase and Resale Business (Investment-type properties)	20,609	32,304	4,398	13.6
Purchase and Resale Business (Residential-type properties)	25,554	21,800	5,668	26.0
Real Estate Development Business	976	2,302	1,647	71.5
Real Estate Specified Joint Business	1,919	1,477	—	—
Other	292	619	16	2.7
Real Estate Leasing & Other	2,286	2,392	577	24.1



## Acquisition Plan

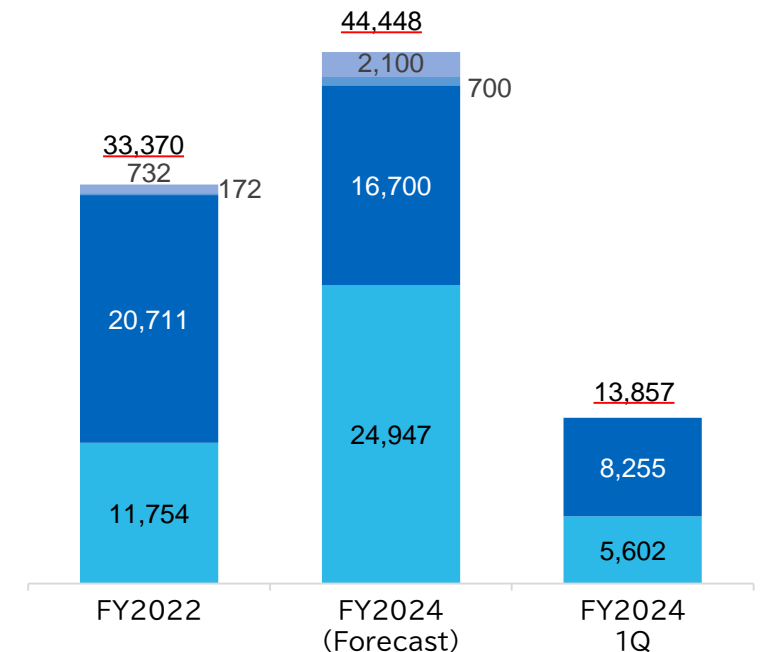
- Purchase and Resale Business: Purchases remain strong, with progress significantly exceeding plans for residential-type properties, in particular.
- Real Estate Development Business: We will promote purchases activities of land for development and the development of new properties for new projects.
- Real Estate Specified Joint Business : We plan to purchase new properties for the sales of the sixth project.

million yen	FY2023	FY2024	FY2024.1Q	
	Results	Forecast	Results	Progress (%)
Investment-type properties	11,754	24,947	5,602	22.5
Residential-type properties	20,711	16,700	8,255	49.4
Real Estate Development Business	172	700	—	—
Real Estate Specified Joint Business	732	2,100	—	—
<b>Total</b>	<b>33,370</b>	<b>44,448</b>	<b>13,857</b>	<b>31.2</b>

### Purchases by business

- Real Estate Specified Joint Business
- Real Estate Development Business
- Residential-type properties
- Investment-type properties

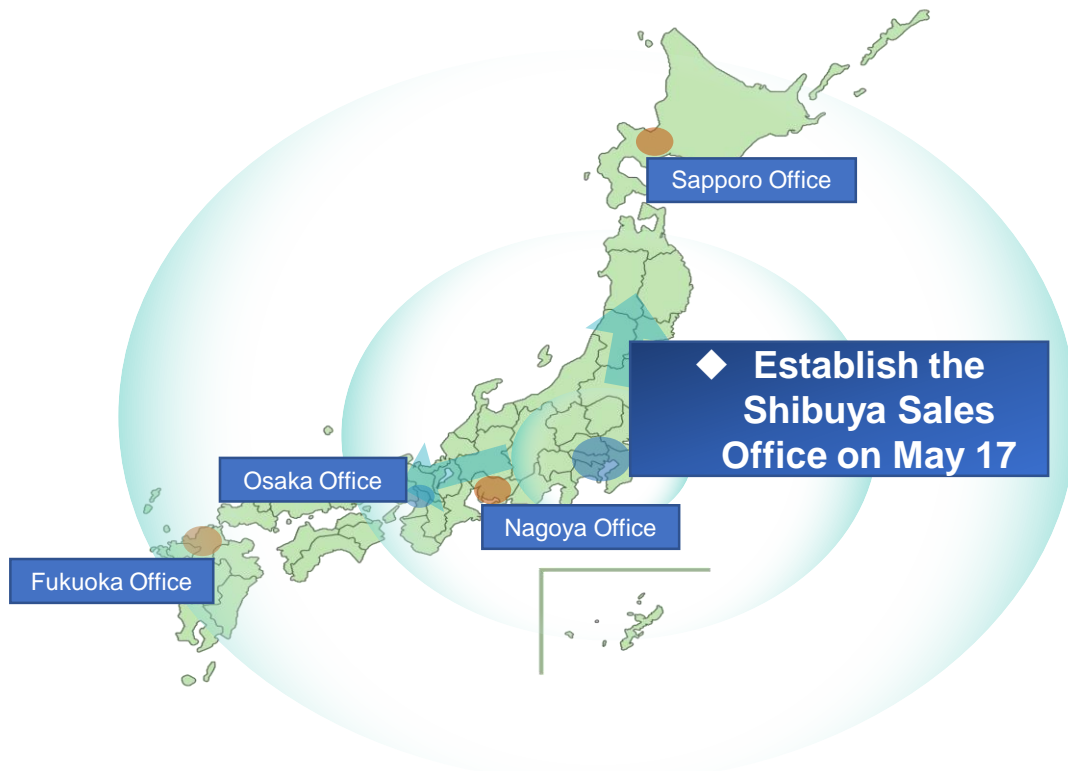
(million yen)



## Purchase and Resale Business Initiatives

### Expand sales offices nationwide

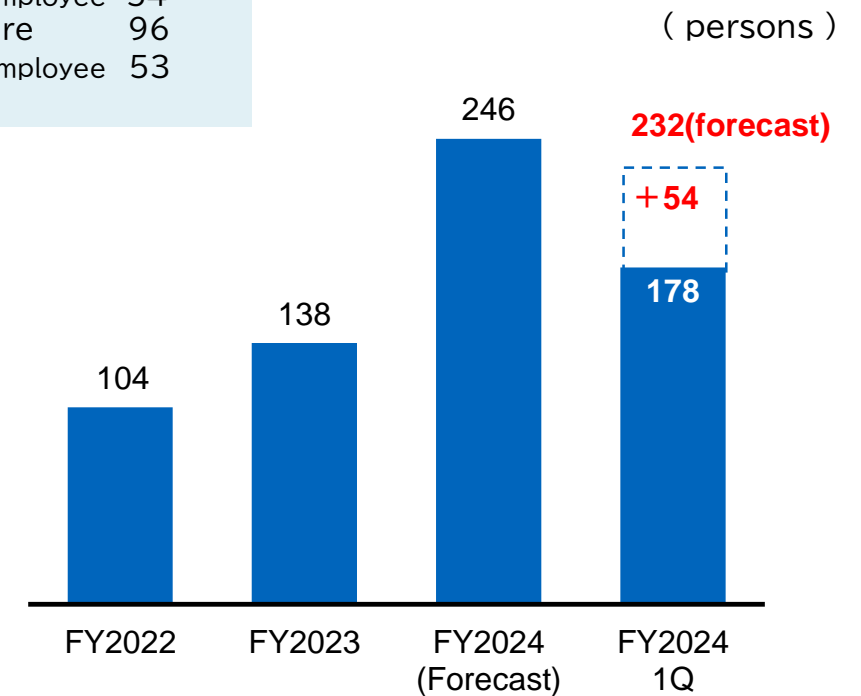
Established the Sapporo, Nagoya and Fukuoka Sales Offices in January 2024 and plan to establish the Shibuya Sales Office on May 17.



### Increasing sales personnel

Continue to reinforce the sales workforce to increase opportunities for winning projects ⇒ Aim to expand sales.

Plan	(persons)
New graduate	55
within sales employee	54
Mid-career hire	96
within sales employee	53



# Real Estate Development Business & Real Estate Specified Joint Business Initiatives

## Real Estate Development Business

Property name/location	Scheduled completion	Structure/total number of units and uses
SIDEPLACE HIRAI [Hirai, Edogawa-ku, Tokyo]	Completion in March 2024	Steel construction, 9 floor above ground 13 units for retail, office and residential uses
SIDEPLACE JUJO [Jujo-nakahara, Kita-ku, Tokyo]	Scheduled for completion in September 2024	Reinforced concrete construction, 7 floor above ground/partial steel construction, 3 floor above ground 20 units for retail and residential uses

【SIDEPLACE HIRAI】



【SIDEPLACE JUJO】



※ Product image for illustration purposes only. Actual product may vary

## Real Estate Specified Joint Business

■ The voluntary partnership for the Nursing Care Edogawa Project (our fourth project)  
Phase 2 offering is done.

■ The voluntary partnership for the Ryogoku Sumida Project (our fifth project) **opened on March 15**  
Amount of offering: 1.13 billion yen (1,135 units offered at 1 million yen per unit)

【Sumida Ryogoku Project】



【Nursing Care Edogawa Project】





# Sustainability Initiatives

## Environment (E)

### [We disclose emissions in Scope 3, in addition to Scopes 1 and 2, on our website]

We aim to realize a decarbonized society by calculating all GHG emissions of the Company and responding to them. We will step up our efforts to curb increases in emissions by conducting real estate transactions and real estate development with impressive environmental performance, among other measures.

### [Scope3]

In FY2023, Scope 3 emissions increased 51.7% year on year to 69,659.6 t-CO2. The main reason for this increase was an increase in emissions related to an increase in sales. In particular, emissions in Category 11 (by the use of sold products) accounted for approximately 60% of the total increase.

## Society(S)

### [Launched the second phase of the Women's Empowerment Project]

Second phase of the cross-company Women's Empowerment Project started

We will carry out various approaches and project activities to educate our employees and foster their awareness by focusing on support for work-life balance, with male employees included as project members, so that all employees can continue to play an active role regardless of gender.

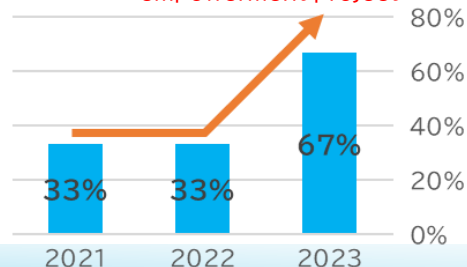
### [Initiatives for male employees' use of childcare leave]

Actively promoting support for work-life balance, including Kurumin certification

As a result of promoting this initiative, the rate of childcare leave taken by male employees increased by 34 points in FY2023, compared to the previous year.



Internal booklet created through the women's empowerment project



## Governance (G)

### [Strengthen corporate governance]

Invited new Outside Directors and Outside Audit & Supervisory Board Members for the purpose of further strengthening our corporate governance.

The persons appointed have knowledge and expertise in financial accounting and corporate law, and will continuously make efforts to strengthen our corporate governance.

We will maintain diversity, including gender, and an appropriate number of external experts at the Board of Directors.

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

## Renewal of the sustainability page on our website

### [Renewed the sustainability page of our website]

Providing appealing, easy-to-understand content with a new design, including the creation of a new materiality page.

Reference: <https://www.mugen-estate.co.jp/en/sustainability/index.html>



| Sustainability Policy

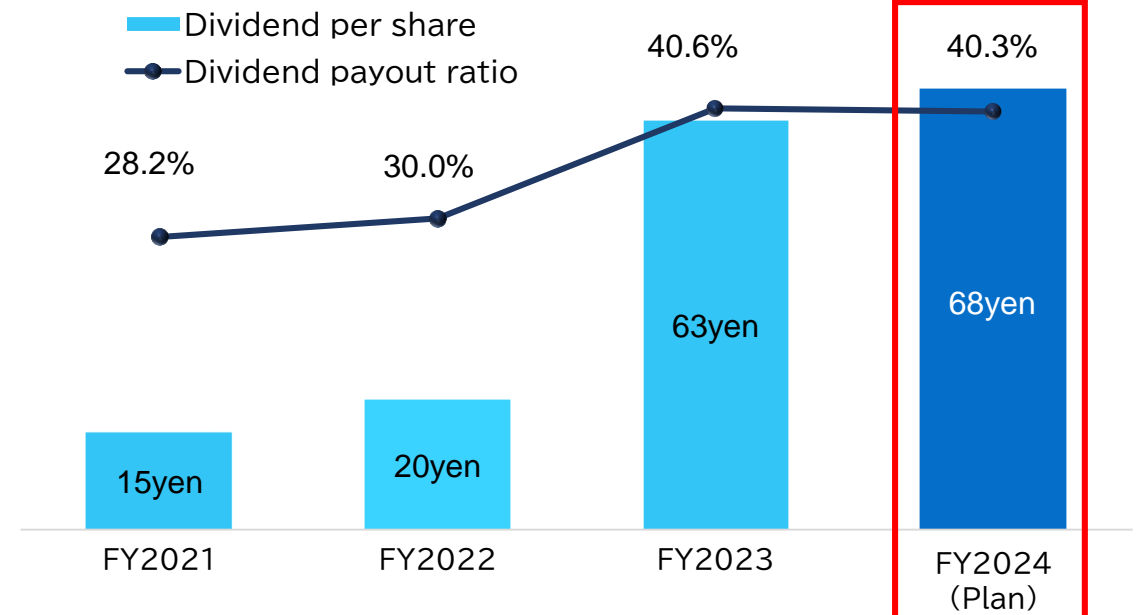
## [Reference] Shareholder Returns: Dividend Policy and Dividend Forecast

### Basic Policy for Dividend Distribution

- The Group's basic policy
  - The Group continues to pay dividends consistently, while simultaneously strengthening its financial position and enhancing its internal reserves to expand its businesses on a long-term basis.
  - The Group determines profit allocation comprehensively considering the financial results, the cost of capital based on the balance sheet, capital profitability and other factors.
  - The Group aims for a consolidated dividend payout ratio of 40% or more in the medium to long term.

### Dividend forecast (dividend increase)

- Dividend forecast (dividend increase)
  - Forecasting to pay a dividend of 68 yen per share in FY2024, with a payout ratio of 40.3%.



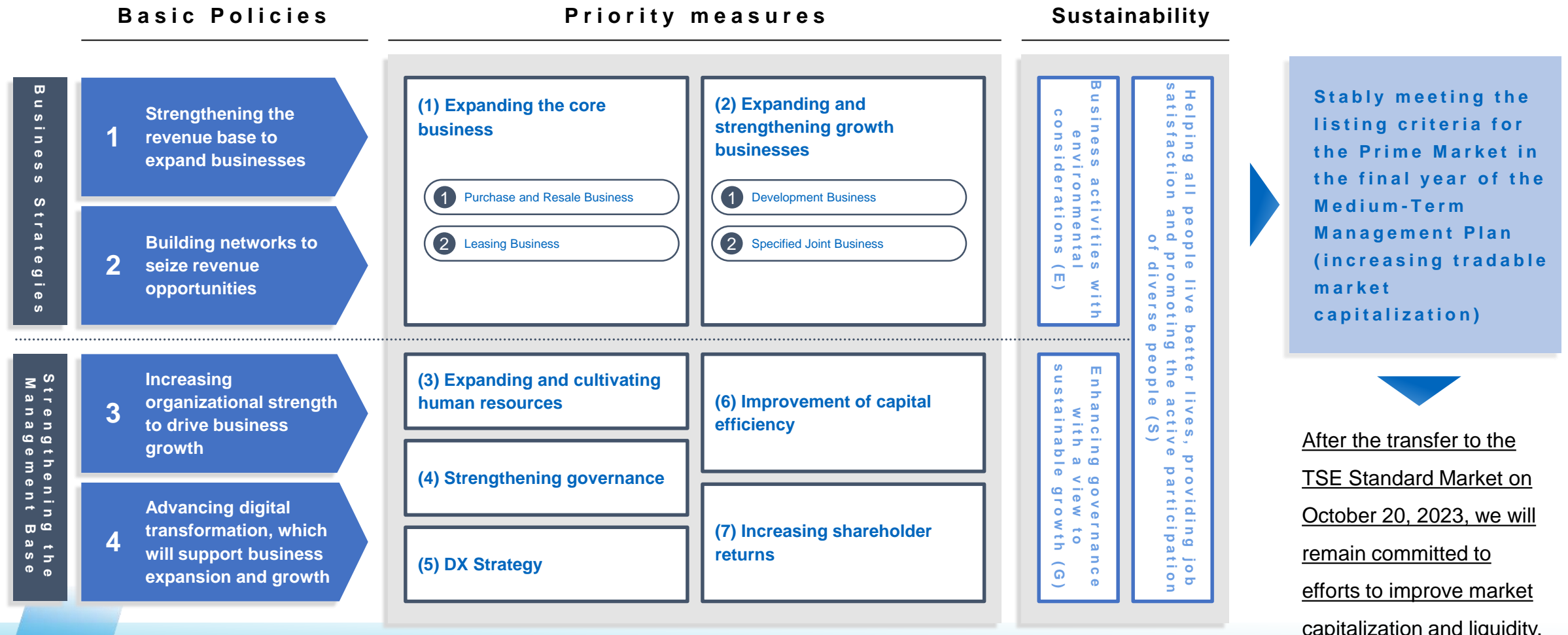
**03**

**Second Medium-term  
Management Plan**

## [Reference] Basic Policies and Priority measures

In the second year of the second Medium-Term Management Plan, no changes have been made to the basic policies and priority measures. We will work to expand business and to strengthen the management foundation. In addition, we will implement management that considers sustainability and shareholder returns.

Moved to the TSE Standard Market on October 20, 2023. After the transfer, the Group will advance a plan covering the basic policy for initiatives to comply with the criteria for maintaining our listing on the Prime Market, issues to address and details of initiatives.





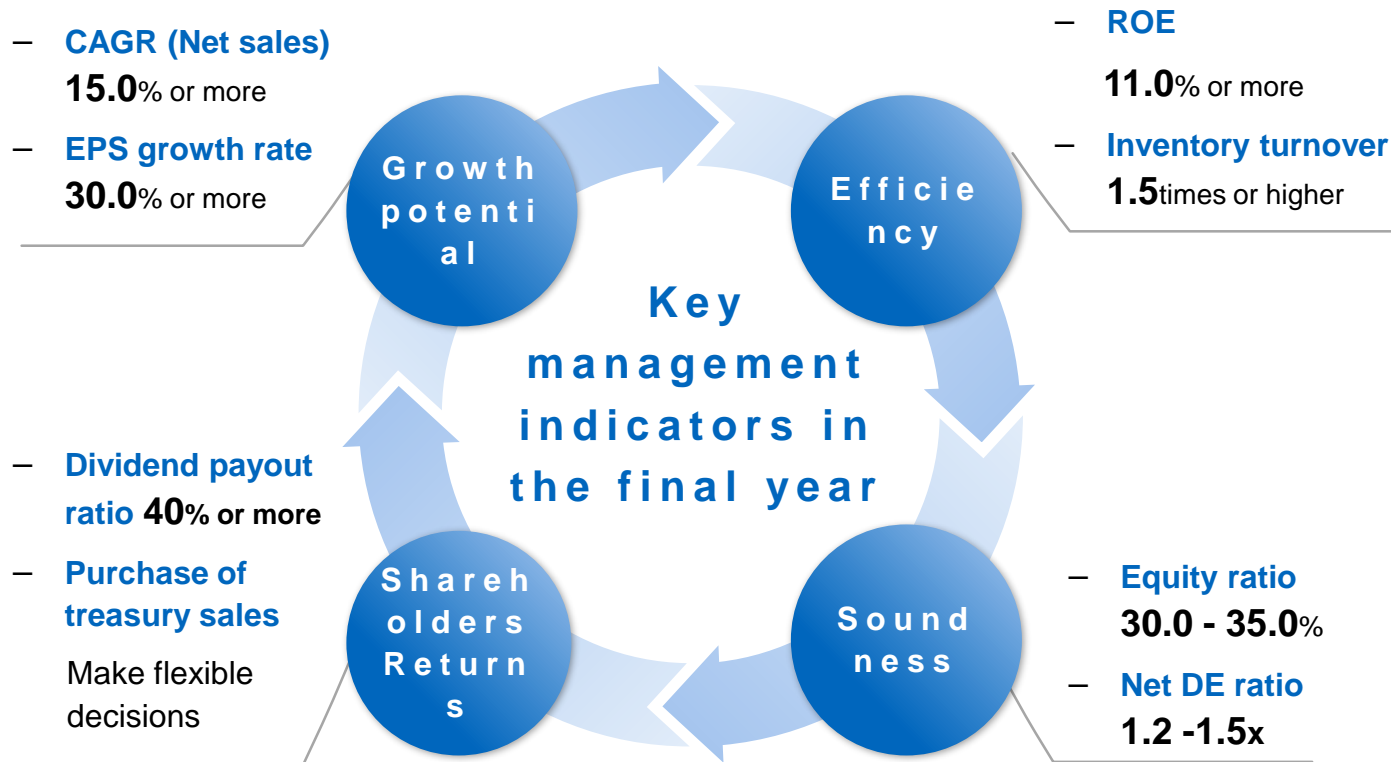
## [Reference] Revision of Second Medium-Term Management Plan Consolidated Results Targets

In light of the current results in the Real Estate Trading Business and the current real estate market conditions, we have revised our initial targets for 2024.

million yen	FY2022 Results	FY2023 Results	FY2024	FY2024
			Initial plan	Revised plan
<b>Net sales</b>	<b>31,242</b>	<b>51,640</b>	<b>53,224</b>	<b>60,896</b>
Real Estate Trading Business	29,016	49,353	49,797	58,504
Real Estate Leasing and Other Business	2,226	2,286	3,427	2,392
<b>Operating income</b>	<b>2,976</b>	<b>5,936</b>	<b>4,991</b>	<b>6,861</b>
Ratio to net sales	9.5%	11.5%	9.4%	11.3%
<b>Ordinary income</b>	<b>2,309</b>	<b>5,243</b>	<b>4,411</b>	<b>6,036</b>
Ratio to net sales	7.4%	10.2%	8.3%	9.9%
<b>Profit attributable to owners of parent</b>	<b>1,564</b>	<b>3,653</b>	<b>2,805</b>	<b>3,985</b>
Ratio to net sales	5.0%	7.1%	5.3%	6.5%

## [Reference] Progress of 2nd Medium-term Management Plan Key Performance Indicators

With a view to ensuring management with an awareness of capital costs and share price, we will work to improve capital profitability, capital costs and market evaluation.



	FY2023 Results	FY2024 Forecast
CAGR(Net sales)	23.3%	21.5%
EPS growth rate	133.3%	8.6%
ROE	14.0%	13.7%
Inventory turnover	0.95	1.08
Equity ratio	34.5%	36.8%
Net DE ratio	0.98	0.86
Dividend payout ratio	40.6%	40.3%

## [Reference] Progress of Strengthening the Management Base

In accordance with the Second Medium-Term Management Plan, we will hire more personnel, improve engagement and advance digital transformation (DX).

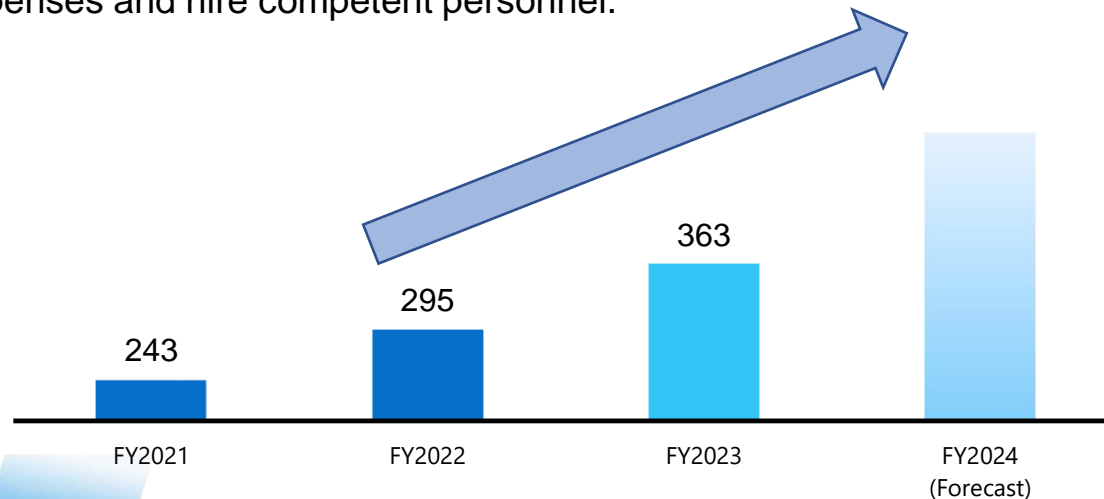
### Human resource recruitment and development

#### ■ Staff expansion

We increased the number of employees on a consolidated basis to 363 as of the end of 2023. In FY2024, we hired 55 new graduates, chiefly for sales positions.

#### ■ Effective use of the referral program

We will use the employee referral program to reduce recruitment expenses and hire competent personnel.



### Efforts to improve engagement

#### ■ Improving employee engagement

- We will conduct employee engagement surveys of all our staff members.
- We will conduct surveys on a quarterly basis to build closer relationships between the Group and individuals.
- We will continue efforts to understand changes in our organizational culture and in employees' workstyles, opinions and awareness in a timely manner and to incorporate findings into management.

### Enhancement of governance and implementation of DX

#### ■ Upgrade of information security systems

We will upgrade our security systems in preparation for the recently increasingly frequent ransomware attacks and other cyberattacks.

#### ■ Revamp of personnel and recruitment systems

We have a plan to revamp our personnel system and introduce a recruitment system to centralize data management, enhance user satisfaction and increase work efficiency.

The background features several blue geometric shapes, including triangles and parallelograms, in various shades of blue, creating a modern, abstract design. A central white rectangular box contains the text.

## **Appendix: Company Profile**

# Company Profile & History

## <Company Profile>

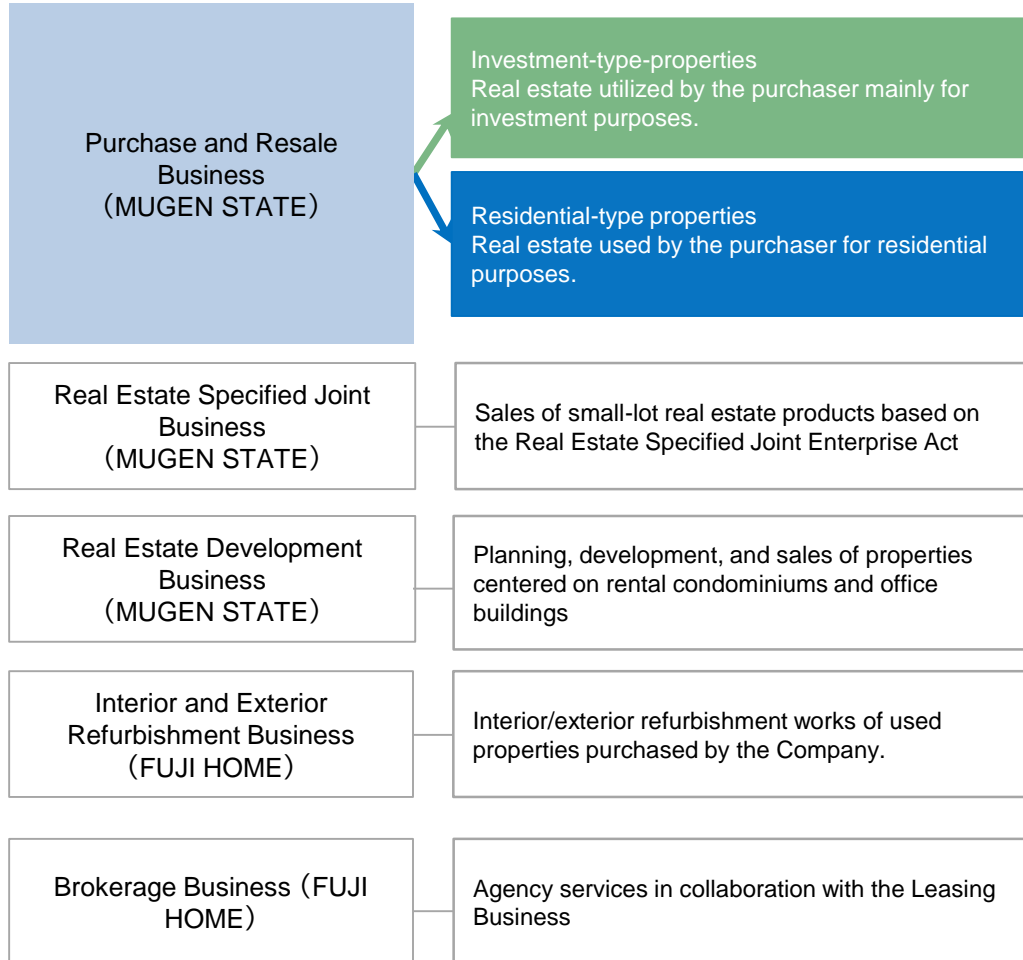
Corporate name	MUGEN ESTATE Co., Ltd.
Founded	May 1990
Representative	Susumu Fujita, Chairman Shinichi Fujita, President
Capital	2,552 million yen * as of Mar. 31, 2024
Financial period	The end of December
Stock market	TSE Standard Market (3299:JP)
Number of employees	385 on a consolidated basis (average age 36.1) 302 on a non-consolidated basis (average age 36.2) * as of Mar. 31, 2024
Head office	1-9-7 Otemachi, Chiyoda-ku, Tokyo
Branches	Yokohama: 5nd Fl. ONEST Yokohama Nishiguchi Building, 2-6-1 Kitasaiwai, Nishi-ku, Yokohama-shi, Kanagawa
Sales Office	Kitasenju Office Funabashi Office Ogikubo Office Akabane Office Ikebukuro Office Kamata Office Shibuya Office Osaka Office Sapporo Office Nagoya Office Fukuoka office
Consolidated subsidiary	FUJI HOME Co., Ltd. Mugen Funding Co., Ltd.

## <History>

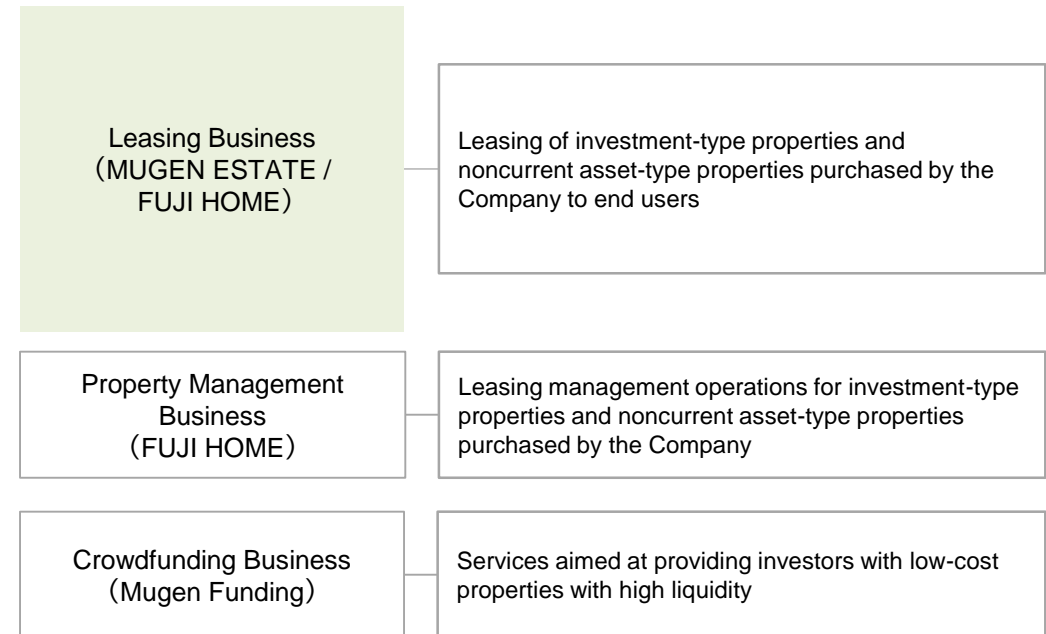
May 1990	MUGEN ESTATE founded
August 1997	Established FUJI HOME Co., Ltd. (Consolidated subsidiary)
July 2005	Registered as a first-class architect's office
May 2010	Change from the Building Lots and Buildings Transaction license to the Minister of Land, Infrastructure, Transport and Tourism
June 2010	Established Yokohama branch
June 2014	Listed on TSE Mothers
February 2016	Listed on TSE 1st Section
June 2018	Obtained the Real Estate Specified Joint Enterprise license from Tokyo Metropolitan Government
August 2018	Established Mugen Funding Co., Ltd. (Consolidated subsidiary)
May 2020	Moved head office to Otemachi, Chiyoda-ku, Tokyo
September 2021	Kitasenju Sales Office in Senju, Adachi-ku, Tokyo
October 2021	Funabashi Sales Office in Honmachi, Funabashi City, Chiba
November 2021	Ogikubo Sales Office in Ogikubo, Suginami-ku, Tokyo Akabane Sales Office in Akabane, Kita-ku, Tokyo
December 2021	Ikebukuro Sales Office in Nishi-Ikebukuro, Toshima-ku, Tokyo
April 2022	The listed market changed from TSE 1st Section to TSE Prime Market
December 2022	Kamata Sales Office opened in Kamata, Oota-ku, Tokyo
May 2023	Osaka Sales Office opened in Toyosaki, Kita-ku, Osaka
October 2023	The listed market changed from TSE Prime Market to TSE Standard Market
January 2024	Sapporo Sales Office in Kita7jonishi, Kita-ku, Sapporo City, Hokkaido Nagoya Sales Office in Sakae, Naka-ku, Nagoya City, Aichi Fukuoka Sales Office in Tenjin, Chuo-ku, Fukuoka City, Fukuoka
May 2024	Shibuya Sales Office in Shibuya, Shibuya-ku, Tokyo (scheduled to open)

# Our Business

## Real Estate Trading Business



## Real Estate Leasing and Other Business



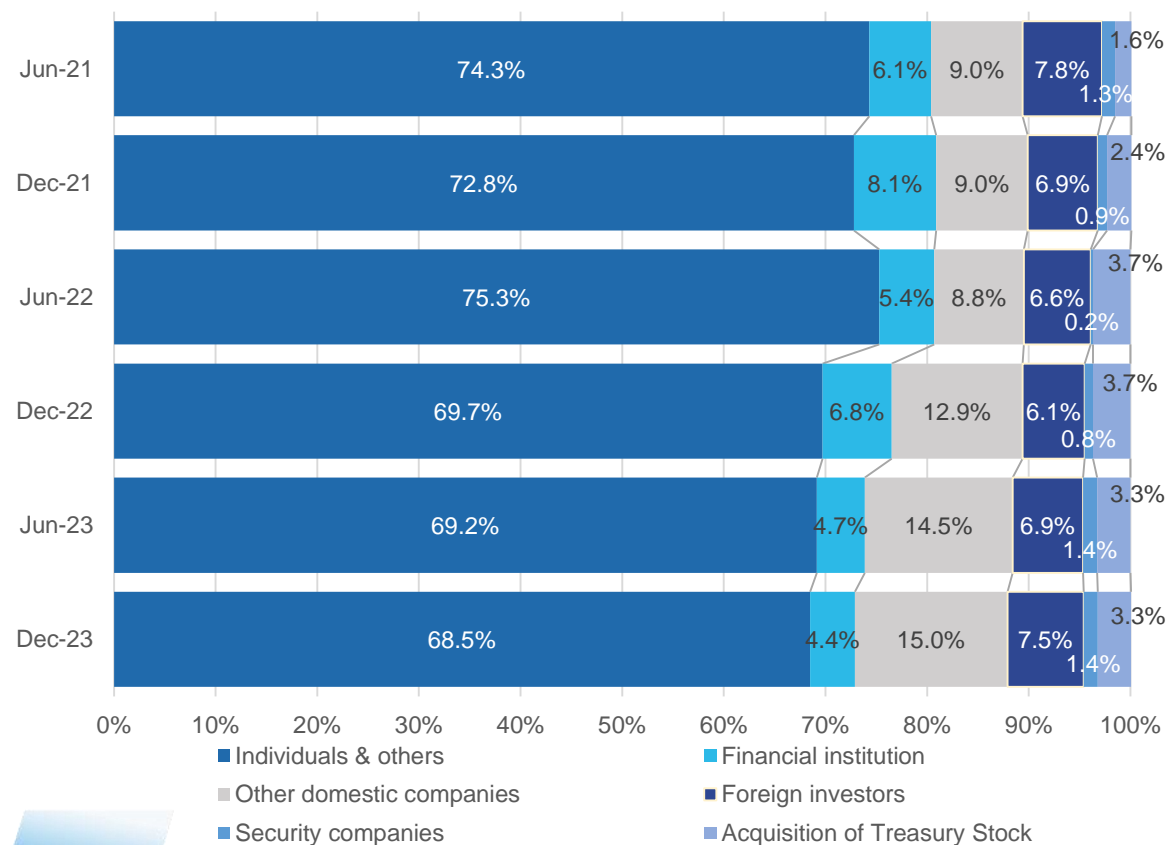
## Stock Information (As of Dec. 31, 2023)

Authorized number of shares : 64,000,000 shares

Number of shares issued : 24,361,000 shares

Number of shareholders : 25,206 people

### 【 Composition by number of shareholdings 】



### 【 Major shareholders 】

	Name	Number of shares held (shares)	(%)
1	Susumu Fujita	4,558,500	19.3
2	Shinichi Fujita	2,084,000	8.8
3	Dream Come True Co., Ltd.	1,700,000	7.2
4	Celanese Co., Ltd.	1,000,000	4.2
5	Master Trust Bank of Japan, T.	814,000	3.5
6	MUGEN KIKAKU Co., Ltd.	760,000	3.2
7	Yuriko Fujita	700,000	3.0
7	Yuka Fujita	700,000	3.0
9	Keiji Shoda	676,000	2.9
10	Yuko Shoda	655,000	2.8

\* The number of shares of treasury stock is not included in the chart above.  
The Company holds 798,325 treasury shares as of Dec. 31, 2023.  
Percentage of number of shares held is calculated based on the number of shares excluding treasury stock.

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- The forward-looking statements such as the forecasts of financial results included in this material are based on information that we have obtained and certain assumptions that we consider reasonable. We do not guarantee that we will achieve the forecasts. Actual results may differ from forecasts for a range of reasons. We do not assume any obligation to revise the forecasts in this material or publish them based on new information or future phenomena.
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