

**Q&A at Earnings Conference for Analysts/Institutional Investors (Summary)**  
**at Announcement of Financial Results for FY2025**  
**(For the fiscal year from April 1, 2025 to March 31, 2026)**

**Date & time: From 5:30 p.m. to 6:30 p.m., Wednesday, May 13, 2026**

**Presenters: Takeshi Kosokabe, Executive Vice President, CFO**

**Eiichi Shibata, Director and Managing Executive Officer, Head of Management Strategy  
Planning Headquarters**

**Yuji Yamada, Managing Executive Officer, in charge of Finance and IR**

**Saori Seki, General Manager, IR Department**

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**【Q1】**

Please discuss your approach to incorporating the impact of conditions in the Middle East into your business performance forecast for FY2026. What is the degree of impact on a quarterly basis and how have residential housing equipment and materials been affected?

(Reference) Financial Highlights P.6 “Topics (2)”

**【A】**

-We forecast that there will be no impact on business performance for the first quarter. Our business performance forecast for FY2026 was formulated based on the assumption that conditions in the Middle East would stabilize to a certain extent by around September. However, depending on conditions, there is the possibility that we may conduct an upward revision.

-As for residential housing equipment and materials, we have secured deliveries through June. From July onward as well, we do not forecast any issues in terms of securing sufficient quantities. However, we have not yet received firm confirmations regarding the delivery timing for all orders.

**【Q2】**

To what extent has the impact of conditions in the Middle East been incorporated into plans for business in Japan? Is there a degree of difference between the parent company and Group companies?

**【A】**

-For the most part, we have not incorporated the impact of the current conditions in the Middle East into plans for Group companies operating in Japan.

-We recognize that, in addition to concerns about the impact of delivery delays for existing construction, we will need to be even more careful in ensuring that new orders received include careful explanations to customers concerning the need for estimate revisions to reflect increased costs in pricing. We did incorporate the impact of this matter in plans to a certain extent.

-However, our view on current orders received is that we are not at a level that requires any special concerns.

### **【Q3】**

Please indicate the factors behind the significant YoY growth in the number of orders received for US single-family houses for January through March. Also, please discuss April performance.

(Reference) Financial Highlights P.27 “Single-Family Houses Business (2) Overseas Business”

### **【A】**

-Orders received for January through March trended favorably for all three subsidiaries due in part to the spring selling season in the US.

-As for the month of April, while there is a slight variance depending on the region, we are seeing continued growth with orders received up 18% year on year.

-Our analysis is that the strategic expansion of communities for sale is contributing to increased orders received.

### **【Q4】**

Looking at the gross margin ratio for construction in your mainstay Rental Housing, Commercial Facilities, and Logistics, Business & Corporate Facilities businesses, the plan suggests concerns about the impact of conditions in the Middle East, but what is your forecast when excluding that impact?

(Reference) Financial Highlights

P.29 “Rental Housing Business (2) Forecasts”

P.34 “Commercial Facilities Business (2) Forecasts”

P.36 “Logistics, Business & Corporate Facilities Business (2) Forecasts”

### **【A】**

-In terms of current profitability at time of order received, we are seeing improvements with the Rental Housing Business and the Logistics, Business & Corporate Facilities Business. We expect performance to stay in line with typical trends and continue on this improvement trajectory. In particular, profitability is improving for Fujita which operates in the Logistics, Business & Corporate

Facilities Business segment.

-The Commercial Facilities Business also saw improvement in FY2025 results. Moving forward, we anticipate a slight recovery or for performance to remain largely unchanged.

**【Q5】**

The FY2026 plan for the sale of development properties forecasts a year-on-year decrease in profit of 12.0 billion yen, but is there any possibility of additional gains? Also, please discuss your approach to the timing of recording sales.

(Reference) Financial Highlights P.20 “Sale of Development Properties : Results and Forecasts”

**【A】**

-The profit plan for the sale of development properties includes roughly 15.0 billion yen as the impact of conditions in the Middle East.

-Looking at the market environment, while there is concern regarding interest rate hikes, we do not view the current environment as a declining market for property sales. We think that we are in a position to largely conduct sales as usual.

-As for the timing of recording sales, we have yet to begin negotiations for some properties. In terms of our current forecast, we recorded 45.0 billion yen in profit for the first quarter of the previous fiscal year but expect this to decrease slightly on a year-on-year basis.

**【Q6】**

Concerning extraordinary losses for FY2025, please discuss the factors behind the increase from the 23.0 billion yen outlined in the plan to the actual result of 35.8 billion yen.

(Reference) Financial Highlights P.10 “Summary of Profits (1)”

**【A】**

-The main factor was that we recorded over 10.0 billion yen in impairment losses on fixed assets to account for the impact of increased raw material expenses at the Hibikinada Power Plant. There will be no additional impairment loss treatments for this facility moving forward, so we will conduct evaluations on improving commercial viability.

**【Q7】**

The announcement of the 8th Medium-Term Management Plan was postponed but can

you discuss your future forecasts?

**【A】**

-Our policy on the timing of the announcement is to make a decision based on our future operating environment and trends in the external environment. At present, the announcement timing has not been determined, and depending on circumstances, this could be next fiscal year.

**【Q8】**

What is your forecast for ROE based on your business performance forecast for FY2026?

**【A】**

-We are forecasting roughly 8%.

End

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