

Company name: Tama Home Co., Ltd.

Name of representative: Shinya Tamaki, President & Representative Director  
(Securities code: 1419; Tokyo Stock Exchange, Fukuoka Stock Exchange)

Inquiries: Yusuke Nishibori, Director

Telephone: +81-3-6408-1200

## **Release of Summary of Q&A Session from the Financial Results Briefing (Teleconference) for the Six Months Ended November 30, 2025**

Thank you very much for your continued support.

Today, we held a teleconference to discuss our financial results for the six months ended November 30, 2025, and answered questions about the financial results from attendees at the teleconference. We hereby provide a summary of the Q&A session below.

[Summary of Q&A session]

Q1. Are there any positive factors that you can highlight for the second half of the current fiscal year or for the next fiscal year?

A1. With a view toward revenue growth in the next fiscal year, the Company has begun restructuring its product lineup this month. We anticipate this move will lead to a gradual increase in order intake. The Company will continue to review and enhance its product offerings on an ongoing basis as appropriate.

Q2. Is your recruitment progressing as planned?

Additionally, does the revised business plan announced this time reflect the impact of recruitment activities?

A2. Recruitment for sales personnel has not progressed as planned. However, we see a certain positive impact of the recruitment on order intake through the improved contract conversion rate. The Company intends to continue its recruitment efforts going forward to expand its workforce. The revised business plan reflects the impact of recruitment activities.

Q3. Regarding deliveries of built-for-sale detached homes, it appears that, while the value of homes delivered has increased, the number of units has been flat.

Is it correct to assume that procurement costs and selling prices are increasing while the unit volume remain stable?

Also, do you have a positive outlook for the built-for-sale detached housing business?

A3. The increase in unit selling price for built-for-sale detached homes is attributable to differences in land acquisition costs depending on procurement and sales locations. Currently, sales in urban areas are performing steadily and contributing to higher selling prices. In addition, procurement is progressing smoothly, and the Company maintains a positive outlook for the built-for-sale detached housing segment.

Q4. You indicated that sales of lower-priced products in the custom-built housing segment are increasing. Do you expect this trend to help curb the decrease in unit volume going forward?

A4. The Company has commenced restructuring its product lineup this month, and expects that this effort will help increase the number of housing orders going forward.

Q5. The value of homes delivered and the unit volume for built-for-sale detached homes in the second quarter appear to have declined from the first quarter. Was there any specific background to this trend?

A5.

In the built-for-sale detached housing business, there is typically a time lag between order receipt and delivery.

As previously disclosed in the Company's preliminary order intake figures, the order intake remains steady, and we currently anticipate our full-year performance to exceed the forecast.

Q6. Have deliveries of built-for-sale detached homes by any factors, such as prolonged approval processes due to special circumstances or legal regulations?

A6. The period required for building confirmation approvals following the recent regulatory changes is slightly longer than expected. Given the situation, however, the Company is managing its construction schedules appropriately to ensure that such factors will not have a material impact on performance.

Q7. The Company has announced a downward revision to its earnings forecast. Could you outline how your dividend policy may change going forward?

A7. At this stage, we are not in a position to provide specific guidance regarding it. However, the entire Company will work in a united effort to steadily improve business performance to enhance shareholder returns.