

### **FY2025 First Quarter Financial Results**

Mar. 31, 2025





### 1. FY2025 First Quarter Financial Result Summary

- a. Financial result summary
- b. Topics of the Mid-Term Plan
- 2. FY2025 Forecast (Excerpt from FY2024 Financial Results)
- 3. Summary of Discussion with Shareholders etc. (Q&A)
  - a. Our perception of stock price
  - b. Q&A

### 4. APPENDIX

- a. Summary of our Mid-Term Plan (Excerpt from FY2024 Financial Results)
- b. Our business

For further detail, please see our Mid-Term Plan "Find the Value 2026" and newly published "Fact Book".



### FY2025 Q1 Highlights

### Both revenue & profit reached a record high in Q1.

- Significant increase in # of units sold & robust sales of high-priced condos drove profit growth.

# FY2025 forecast progress

### The current progress is extremely favorable.

Revenue JPY 16bn (Progress: 25.1%)
Operating profit JPY 2.3bn (Progress: 36.6%)
Net profit JPY 1.4bn (Progress: 41.3%)

# Our perception of stock price

### We see rooms for further valuation improvement.

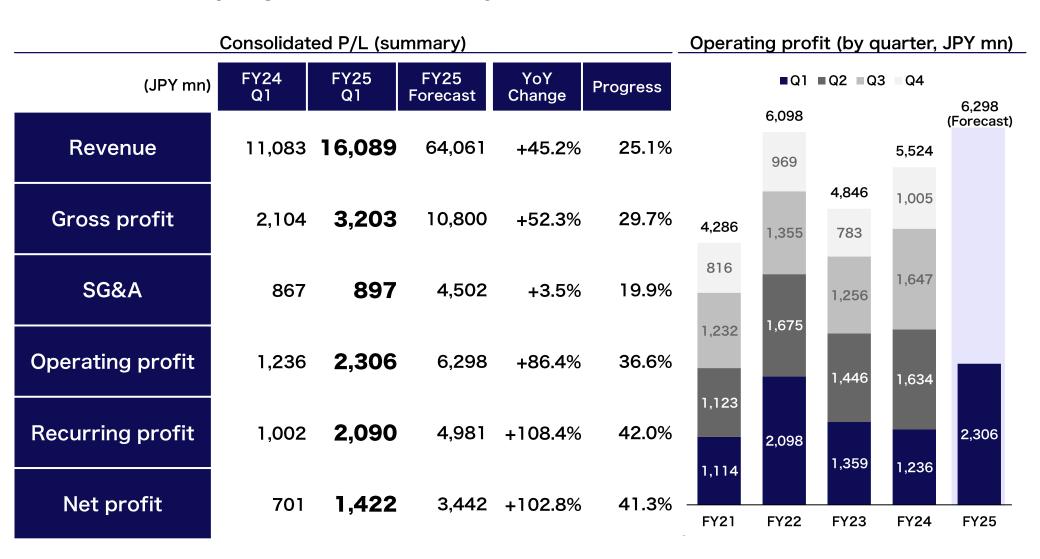
 Aim to further enhance valuation by improving PER and eliminating undervaluation on a NAV basis.



# FY2025 First Quarter Financial Result Summary

a. Financial result summary

- Both revenue & profit reached a record high in Q1.
- The current progress is extremely favorable.

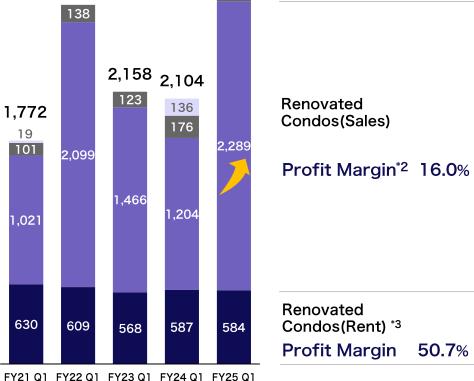


 Significant profit increase in Renovated condominium segment (Sales) drove record-high earnings.

Revenue and gross profit (by segment)

(JPY mn)	FY24 Q1	FY25 Q1	YoY Change
Revenue	11,083	16,089	+45.2%
Renovated condominium business	10,715	15,696	+46.5%
Rent	1,095	1,153	+5.3%
Sales	9,619	14,543	+51.2%
Investment business	140	162	+15.4%
Advisory business	227	230	+1.5%
Gross profit	2,104	3,203	+52.3%
Renovated condominium business	1,791	2,873	+60.4%
Rent	587	584	-0.5%
Sales <sup>*1</sup>	1,204	2,289	+90.1%
Investment business	136	155	+14.3%
Advisory business	176	175	-1.0%

# 3,203 2,847 138 Gross profit (by segment, JPY mn) 1,203 Investment Advisory

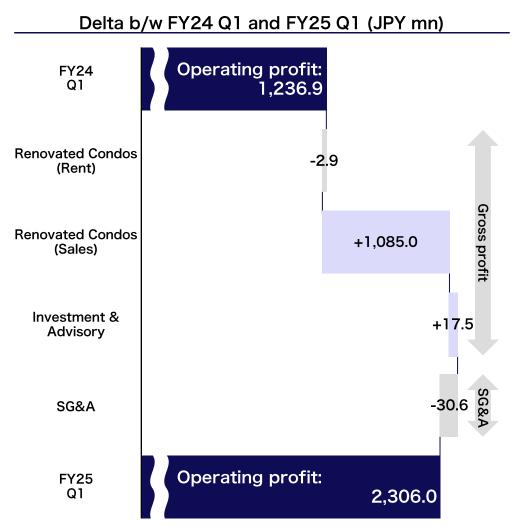


<sup>\*1</sup> Including mark-to-market (MTM) loss (FY24 Q1: JPY 18.9mn / FY25 Q1: JPY 30.5mn)

<sup>\*2</sup> Profit margin excluding MTM loss (JPY 30.5mn)

<sup>&</sup>lt;sup>\*3</sup> Depreciation for properties have been recorded as costs since FY23.

 # of units sold & profit margins were boosted mainly thanks to "back to owner-change condos" strategy & sales of high-priced renovated vacant condos.



Main reasons

#### **Renovated Condos (Rent)**

- Increase from a rise in the number of owned units (FY24 Q1: 3,984 units -> FY25 Q1: 4,052 units, JPY +21.5mn)
- Increase in depreciation costs (FY24 Q1: JPY -55.0mn -> FY25 Q1: JPY -79.5mn, JPY -24.4mn)

### **Renovated Condos (Sales)**

- Renovated OC condos\*1: Increasing sales volume through active sales efforts
  - (FY24 Q1: 75 units -> FY25 Q1: 129 units, JPY +411.5mn)
- Other OC condos\*2: Increase in # of condos sold thanks to diversifying exit strategies (FY24 Q1: 14 units -> FY25 Q1: 64 units, JPY +357.7mn)
- Renovated vacant condos\*3: Increase in profit margin thanks to the sales of high-priced condos (FY24 Q1: 8.4% -> FY25 Q1: 11.2%, JPY +271.0mn)

#### **Other Gross Profit**

- Investment: Partial sale of trading securities (FY24 Q1: JPY 128.7mn, FY25 Q1: JPY 148.8mn, JPY +20.1mn)
- Advisory: Increase in the number of cases in agent business (JPY +13.4mn) / Decrease of one-time consulting fees (JPY -16.6mn)

#### SG&A

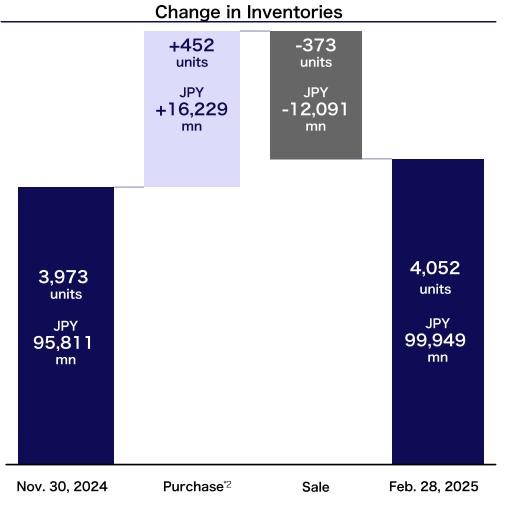
- Personnel expenses
  - (FY24 Q1: JPY -422.5mn -> FY25 Q1: JPY -476.2mn, JPY -53.6mn)
- Consumption tax
- (FY24 Q1: JPY -178.4mn -> FY25 Q1: JPY -144.8mn, JPY +33.5mn)
- (FY24 Q1: JPY -178.4mn -> FY25 Q1: JPY -144.8mn, JPY +33.5r
   Other expenses
  - (FY24 Q1: JPY -266.3mn -> FY25 Q1: JPY -276.8mn, JPY -10.5mn)

<sup>\*2</sup> Purchase as an owner-change condo and sell it while it is still with tenants

<sup>\*3</sup> Purchase as a vacant condo, renovate and sell it

- Continue purchasing properties as the growth investment while replacing property portfolio by focusing on efficiency improvement.
- Continue to monitor the equity ratio to maintain financial soundness.

**Consolidated BS (Summary)** Feb. 28, Nov. 30, (JPY mn) Change 2024 2025 Current assets 99,532 106,868 +7.4% Cash and deposits 1.904 4.863 +155.3% Inventories\*1 95.811 99,949 +4.3% +9.0% Fixed assets 3,227 3,517 Total assets 102.760 110.387 +7.4% **Short-term liabilities** 16.065 18.801 +17.0% 61.195 +6.2% Long-term liabilities 64.980 Shareholder's equity 25,441 26,539 +4.3% **Equity Ratio** 24.8% 24.0%



<sup>&</sup>lt;sup>\*1</sup> All owned condominiums (with or without tenants) and income-generated whole building

<sup>&</sup>lt;sup>\*2</sup> Including increase in book value through renovation



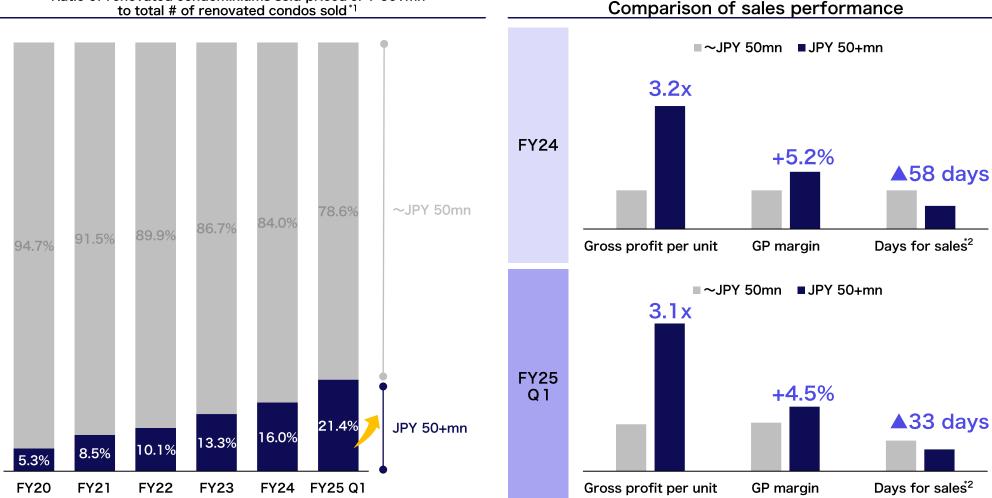
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# FY2025 First Quarter Financial Result Summary

b. Topics of the Mid-Term Plan

- "Urban area focus" strategy boosted the ratio of condos sold priced JPY 50+mn.
- Higher-priced condos with excellent profitability & efficiency contributed to profit growth.

Ratio of renovated condominiums sold priced JPY 50+mn to total # of renovated condos sold\*1



<sup>\*1 #</sup> of units sold after renovation (includes both OC condos and vacant condos)

<sup>\*2</sup> Start date of sales listing ~ End date of sales listing (Contract date)

Completed the largest-ever bulk purchase (137 units) in March 2024.

Total: **137** 

units

Sold 41 units as of FY2025 Q1.

### Property Overview



Location: # of purchase: **71** units Chuo-ku, Tokyo (Total # of units: 624units)



Location: # of purchase: **26** units Ota-ku, Tokyo (Total # of units: 216units)

c. Park Heights Azusawa

Location: # of purchase: **24** units Itabashi-ku, Tokyo (Total # of units: 271units)

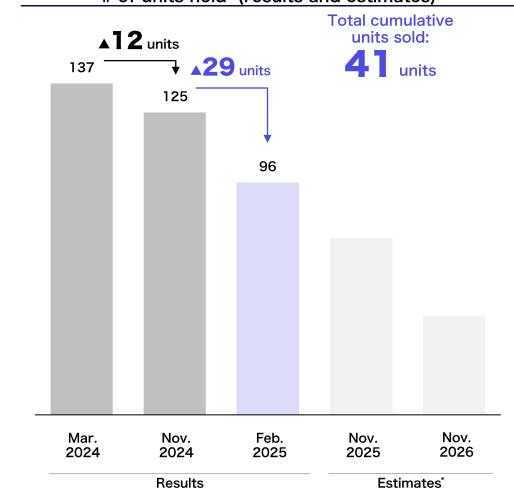
d. Sanno Garden Heights

Location: # of purchase: 10 units
Ota-ku. Tokyo (Total # of units: 132units)

e. Sakuragaoka Flat

Location: # of purchase: **6** units Setagaya-ku, Tokyo (Total # of units: 226units)

# of units hold (results and estimates)



<sup>\*</sup> Estimates based on the total cumulative units sold and the remaining lease term of the properties as of Feb. 28, 2025

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#### 11

- Convey our business policy & strategy to investors through archived financial results
   & lonl meetings.
- Plan to visit European investors & have presentation for individual investors in April & May.

Highlights of IR activities in FY25 Q1

Archived video of the results briefing



### Increase in the # of lonl meetings

Contents	FY25 Q1 Result	YoY change
lon1 meetings with institutional investors and analysts (domestic)	31	+13
lonl meetings with institutional investors (overseas)	9	+2

### **Upcoming IR events**

### Roadshow targeting European investors

- Planning to visit European investors in April since July 2024.
- Focusing on increasing meetings with new overseas institutional investors.

### Seminars for individual investors

### 1. Kobe Investment Group Seminar

- Date : Wed. Apr. 9, 2025, 8 – 9 PM

- Venue : Online

### 2. Kabu Berry

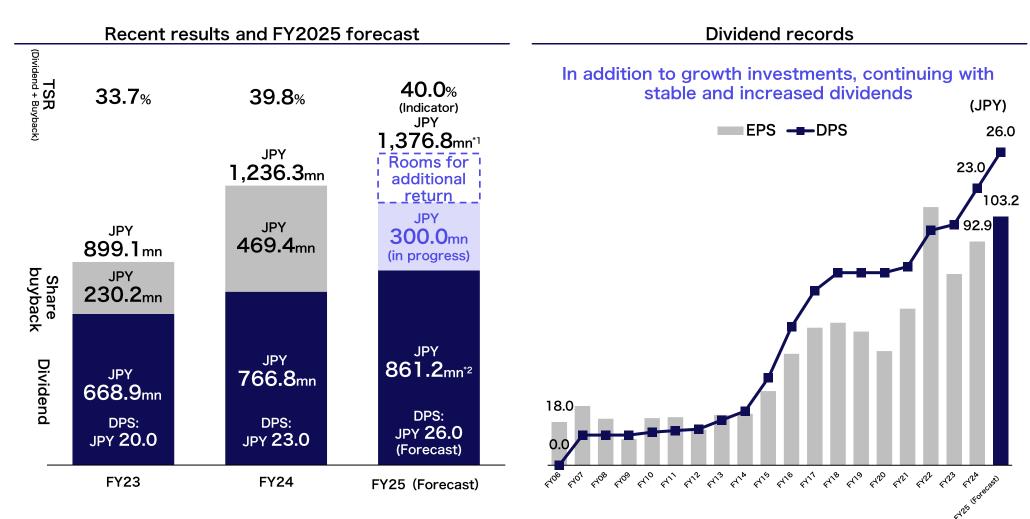
Date : Sun. May 25, 2025, from 12:30 PMVenue : Held in person (Nagoya) and online

### 3. Shonan Investment Group Seminar

- Date : Sat. May 31, 2025, from 11:00 AM

- Venue : Held in person (Nagoya) and online

- In line with our Mid-Term Plan, we aim for 40% total shareholder return + growth investment.
- In addition to JPY 26.0 DPS (forecast) in FY2025, already resolved JPY 300mn buyback in Feb. (in progress)



<sup>\*1</sup> Calculated by JPY 3.4bn net profit (forecast) x 40.0%

<sup>&</sup>lt;sup>\*2</sup> Calculated by JPY26.0 DPS (forecast) x 33,124,411 shares (excluding treasury shares, as of the beginning of FY25)





# FY2025 Forecast (Excerpt from FY2024 Financial Results)

For further detail, please see FY2024 Financial Results.

Pursue profit growth by +10% (YoY), best-ever revenue, gross & operating profit.

### **FY25 Forecast**

Revenue JPY 64.0bn

YoY + 14.7%

Gross profit
JPY 10.8bn

YoY +10.0%

Operating profit

JPY 6.2<sub>bn</sub>

YoY + 14.0%

Net profit

JPY 3.4bn

YOY +10.8%

EPS\*
JPY 103.2

ROE 13.0%

## **Business** strategy

Back to owner-change condos

Market share expansion in urban areas

Restructure of renovation operation

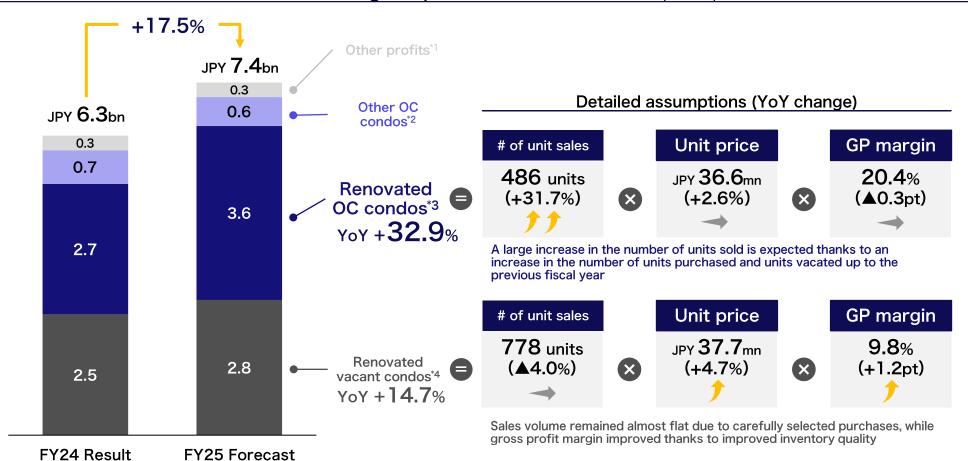
Shorter sales turnover (Disciplined inventory management)

### Fund business development

(Strengthen our exit strategies of owner-change condos)

 Expand profits by increasing the number of units sold of owner-change condos which have relatively high profit margin.

### Breakdown of gross profit in renovated condos (Sales)



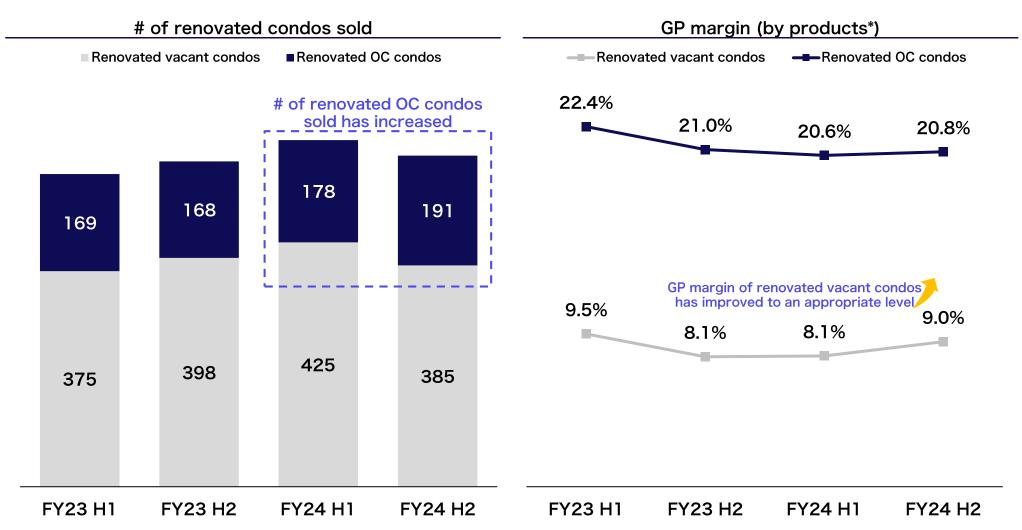
<sup>&</sup>lt;sup>\*1</sup> Dividend income from funds etc.

<sup>\*2</sup> Purchase as an owner-change condo and sell it while it is still with tenants

<sup>\*3</sup> Purchase as an owner-change condo, renovate it after the tenant's leave, and then sell it

<sup>\*4</sup> Purchase as a vacant condo, renovate and sell it

- # of units sold: Increased # of renovated OC condos contributed to higher GP.
- GP margin: GP margin of renovated vacant condos was improved with high-quality inventories.





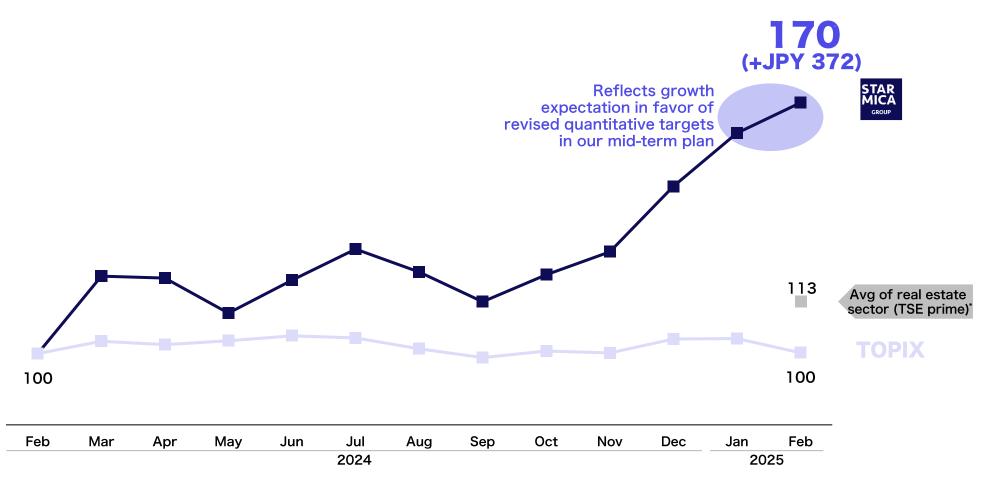
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# Summary of Discussion with Shareholders etc. (Q&A)

a. Our perception of stock price

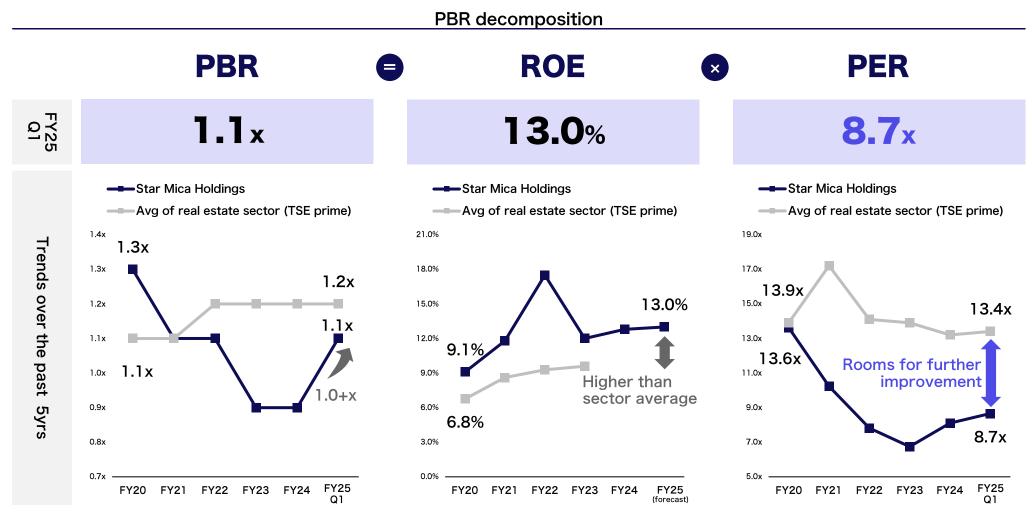
- Our stock price rose by 70% in the last year, outperforming TOPIX & sector averages.
- We understand the price rise after Jan. 2025 is thanks to the positive response to our mid-term plan's upward revision.

Stock price index (Feb. 29, 2024 = 100)



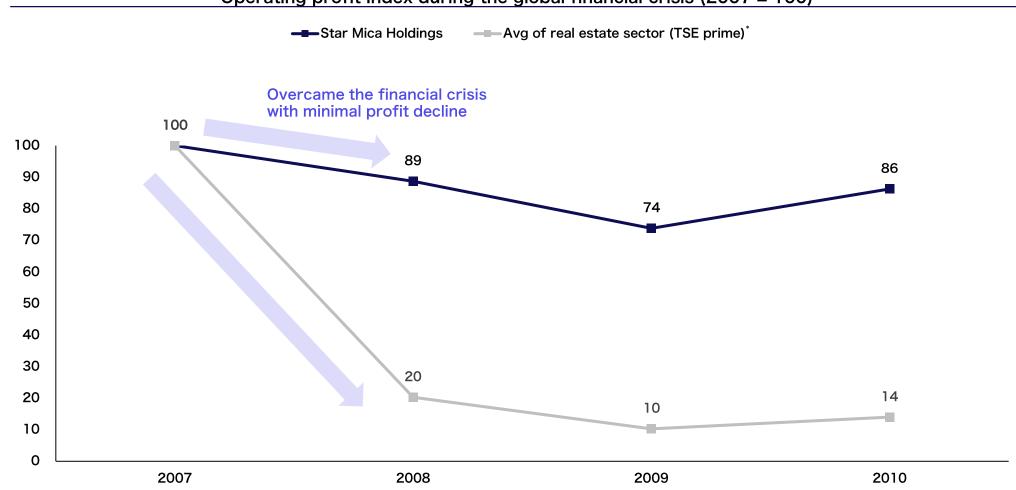
Calculated based on the share prices of 50 real estate companies listed on the TSE Prime as of Feb. 28, 2025; comparison of closing prices on Feb. 29, 2024, and Feb. 28, 2025.

- PBR currently above 1.0x and ROE continues to over 12.0%.
- PER remains low and we see significant rooms for PER improvement.



 Our business model is very stable even during recessions as we survived the financial crisis with minimal profit declines.

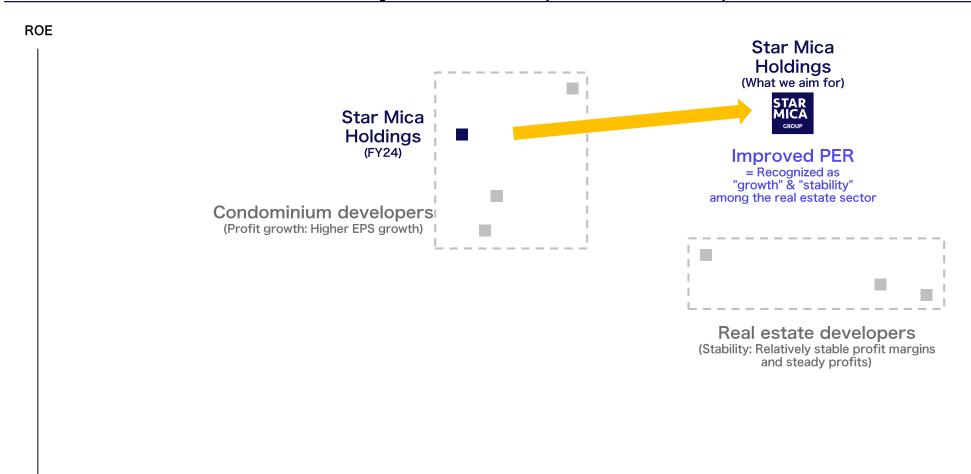
Operating profit Index during the global financial crisis (2007 = 100)



Calculated by 32 TSE Prime companies in the real estate sector which financial data as of 2007 is available.

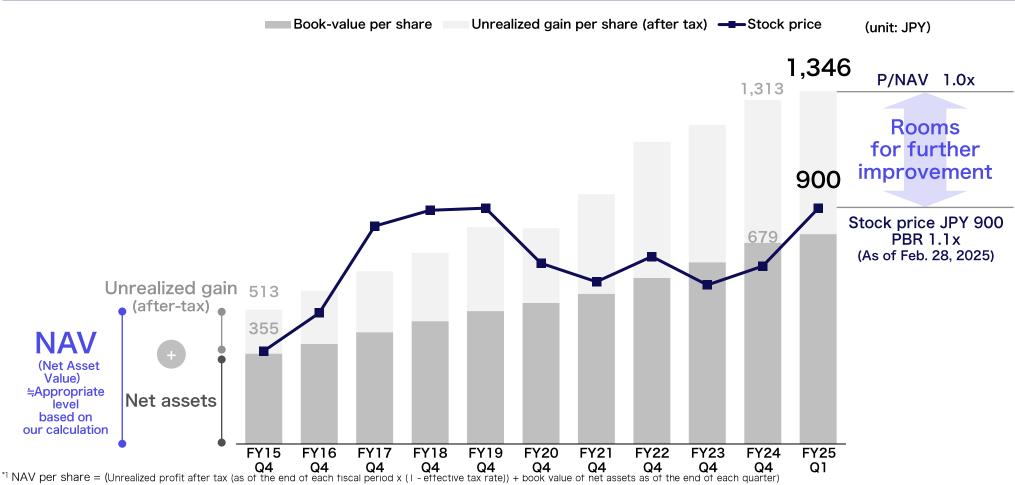
 Aim to improve PER by achieving EPS growth targets, fostering growth expectations, and emphasizing the stability value.

Valuation of major real estate companies listed to TSE prime\*



We see rooms for further valuation improvement on a NAV basis.





<sup>\*2</sup> Closing prices for each quarter

/ Number of shares at the end of each quarter (excluding treasury stock)

Assuming FY25 unrealized gain is the same amount as FY24.

- Achieved 30% of unrealized profit through sales activities.
- Unrealized gains increased by JPY 1.0bn thanks to property purchases & valuation increases of our owned properties.

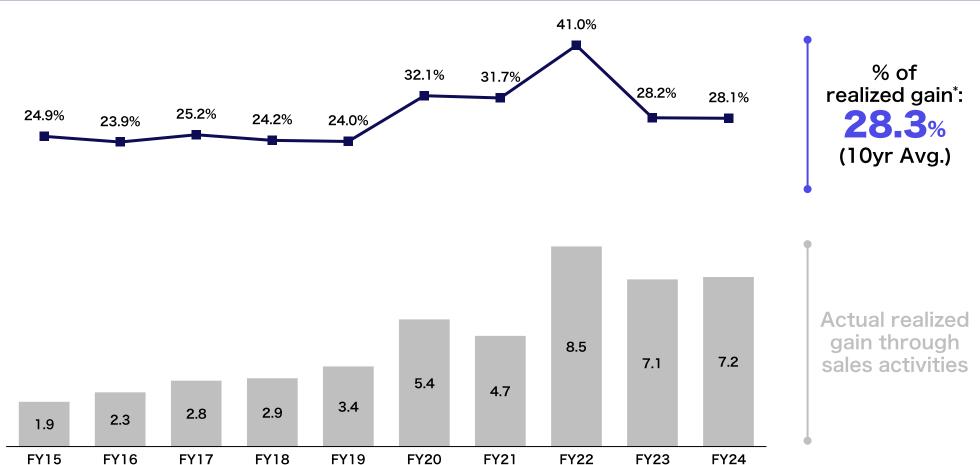


<sup>\*1</sup> Estimated sales – Book value – Estimated cost (Property agent cost etc.)

<sup>\*2 %</sup> of realized gain in each fiscal year = Actual realized gain through sales activities in each fiscal year / Unrealized gain as of the end of previous fiscal year.

- The ratio of realized gain is stable at 30% per year.





<sup>&</sup>quot; % of realized gain in each fiscal year = Actual realized gain through sales activities in each fiscal year / Unrealized gain as of the end of previous fiscal year.



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# Summary of Discussion with Shareholders etc. (Q&A) b. Q&A

### **Updated**

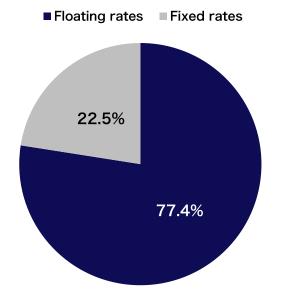
How the rising interest rates affects Star Mica's business?

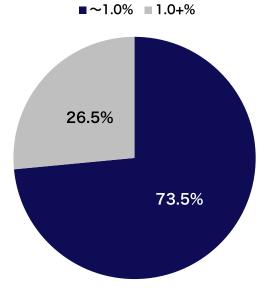


- The cost of borrowing from financial institutions in our group is influenced by interest rate fluctuations. To limit the impact on performance, we have been implementing interest rate fixes through measures such as interest rate swaps, in accordance with a disciplined hedging policy
- Going forward, we will continue to monitor financial conditions and respond flexibly
- We believe unlikely to have a sharp rise in mortgage rate and will have little impact on consumer demand
  - Approximately 80% of Japanese mortgage borrowers choose floating rates (linked to short-term interest rates) and their applicable interest rates are 1.0% or less.<sup>2</sup>
  - Some financial institutions are announcing revisions to their base interest rates for variable rates in line with the policy change, however, there has been no significant impact on our current sales activities.
  - Even if the applied interest rate increases by 0.25% due to a rise in the benchmark interest rate, it is expected that up to 0.7 % of tax credit will still be applicable, therefore, we expect strong demand for housing purchase will continue.
  - Most of the buyers of our properties select floating rates or cash, and have higher annual household incomes than the target of our competitors and local home resale operators
    - Even if interest rates were to rise, households would not be "unable to pay their loans"
    - More affluent customers are increasing (dual-income households & seniors aim to buy 2nd house)

### Interest rate type chosen by mortgage borrowers\*2

### Applicable interest rates of mortgage loan\*2





Key points from Q&A sessions with institutional investors, individual investors, analysts, and media personnel since January 2024, focusing on particularly noteworthy topics

<sup>\*2</sup> (Source) Japan Housing Finance Agency "Survey on the actual conditions of Mortgage Borrowers" (Oct. 2024 survey)

Are there any reasons for the negative trend in operating cash flow?

- Property purchases as growth investments negatively impact operating cash flow
  - The properties held are classified as current assets (inventories) on the balance sheet, regardless of the type of properties
  - We strategically purchase properties at a pace exceeding sales, which has resulted in a negative trend in operating cash flow
- The proforma operating cash flow is positive, and concerns about soundness are minimal
  - Our purchased properties can be broadly categorized into two types: vacant condos that are quickly turned around from purchase to sale, and owner-change condos that are held until tenant leave, generating rent revenue, resulting in longer business cycles
  - Considering the nature of upfront investment in purchasing owner-change condos, if we were to categorize it as an investment activity, we could segregate the changes in owner-change condos from "the increase or decrease in inventories" in consolidated cash flow statement as investment cash flow
  - In this assumption, it is possible to consider that the operating cash flow is positive
- Property purchases, which are the source of business growth, are crucial, and we will continue to strategically pursue purchases in the future
  - Given our business model, expanding purchases of owner-change condos directly contributes to business growth. Therefore, we plan to actively pursue purchases of owner-change condo in the future

### <Consolidated cash flow statement>

### <(Reference) Proforma cash flow statement>

(JPY mn)	FY24	(JPY mn)	FY24
CF from operating activities	-5,269.2	CF from operating activities (proforma)	5,447.0
Net profit before income taxes	4,607.3	Net profit before income taxes	4,607.3
Increase in inventories*2	-9,226.6	Decrease in vacant condos*2	1,489.6
Others	-649.9	Others	-649.9
CF from investing activities	-56.6	CF from investing activities (proforma)	-10,772.9
-	-	Increase in owner-change condos etc.*2,3	-10,716.3
-	-	Others	-56.6
CF from financing activities	3,030.7	CF from financing activities	3,030.7
Borrowing from banks	4,187.1	Borrowing from banks	4,187.1
Dividends paid	-686.8	Dividends paid	-686.8
Share buyback	-469.4	Share buyback	-469.4

<sup>\*1</sup> Key points from Q&A sessions with institutional investors, individual investors, analysts, and media personnel since January 2024, focusing on particularly noteworthy topics

<sup>&</sup>lt;sup>\*2</sup> The negative cash flow indicates that the purchase amount exceeded the sales amount, resulting in an increase in real estate balance

<sup>\*3</sup> Including the changes of single property

It seems the price differences in the pre-owned condo market are coming in depending on the area. What do you think about the future trend of this market?



- Even with the burst of the bubble economy and the financial crisis in the past, the rate of decline was limited in actual demand (our main business areas).
- As we expect new condo prices to remain high due to the cost structure, it is difficult to assume only existing condos will see price declines.
- In the short-term adjustment phase, there will be no significant fluctuations in housing demand nor price decline.

### ■ Our business activities have been successful in increasing the market share in urban areas, which would contribute to minimize the future business performance risks.

- In case the market is to enter a downtrend, we have been increasing the urban share from FY24, anticipating that the market will be polarized between urban & rural areas.
- We are transforming a high-quality property portfolio by replacing our properties with data utilization & disciplined internal guidelines.
- We believe that executing the current area strategy is a crucial factor in successfully achieving profit growth.

Why can you continuously purchase attractive properties?



### ■ Information Network: Advanced information gathering capabilities as an industry pioneer.

- Since our business initiation, we have established a strong information network with real estate agencies as a pioneer in the family-type owner-change condo market which has limited buyers.
- We collect 30,000+ potential transaction information per year.

### Operation: Systematization for rapid business execution.

- We own in-house operations of labor-intensive price assessment, contract and settlement. By developing these operations, approximately 3,000 purchase contracts and payments are made annually with a small number of staff.
- Financing: Realization of long-term borrowing based on past track records.
  - Have considered various financing methods supported by 13,000+ transaction track records and secured long-term borrowings.
  - Currently, we have raised over JPY 73bn from 50 financial institutions, which enabling fast and stable fund settlement.

What are the changes in external factors surrounding construction of renovation? / How are you responding to these changes?



### ■ Renovation costs: Establish a specialized department for BPR and process improvement

- Currently, renovation costs are slightly increasing due to external factors such as inflation and rising material prices, as well as internal factors like improving product quality for high-end condos. However, this increase is being absorbed by rising sales prices
- To aim for competitive product development and cost reduction, we have started a thorough review by establishing a specialized department with knowledgeable members

### ■ Talent acquisition: Increasing product supply capacity and strengthening collaboration with partner companies

- We outsource renovation work to external business partners
- Currently, there are no delays in starting or extending projects due to labor shortages
- Aiming to improve product supply capacity by strengthening collaboration with partner companies

Key points from Q&A sessions with institutional investors, individual investors, analysts, and media personnel since January 2024, focusing on particularly noteworthy topics





## APPENDIX

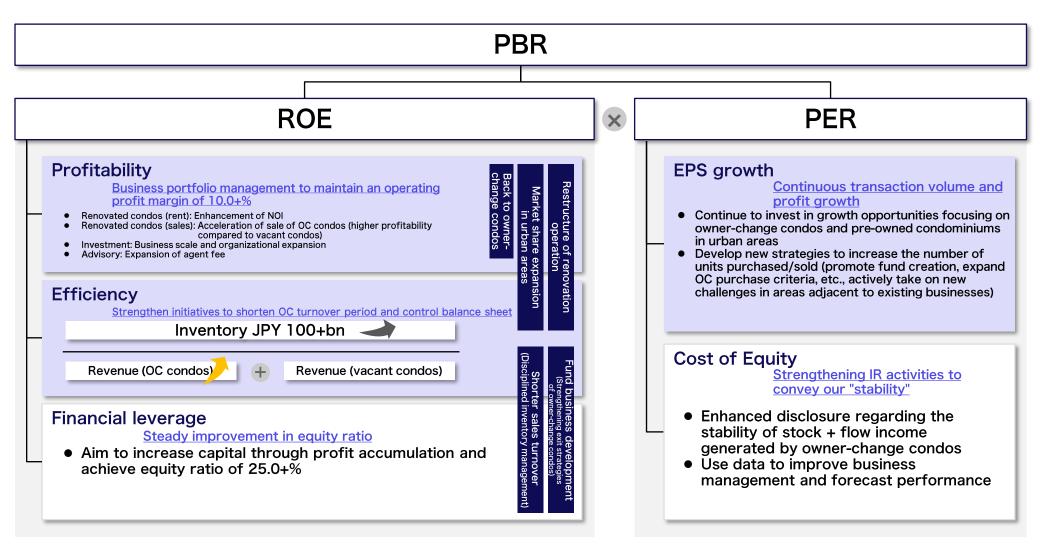
a. Summary of our Mid-Term Plan (Excerpt from FY2024 Financial Results)

For further detail, please see <u>FY2024 Financial Results</u> and <u>Mid-Term Plan</u> "Find the <u>Value 2026</u>" (FY2024-2026).

Added / Revised our quantitative goals to clarify growth & efficiency improvement.



 To maximize corporate value, pursue profitability, efficiency and business growth with monitoring our cost of equity.



- Significantly shortened the inventory turnover in FY2024 by actively selling vacant condos with long-term holding.
- Aim to significantly improve the turnover of owner change condos by diversifying exit strategies based on holding period, etc.

Forecast of inventory turnover period (=inventory/revenue)

### Overall turnover

Improve efficiency of overall trading with shortening OC turnover period as a key driver

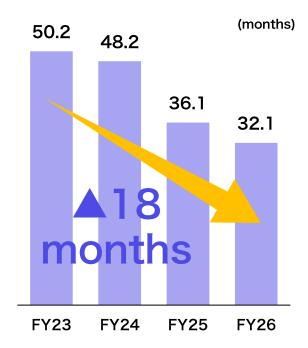
### OC condo turnover

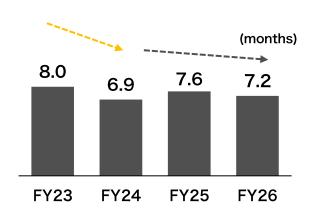
- In FY24, improved efficiency by actively selling long-term inventories (i.e. condos with low probability of tenant vacancy) while they were still with tenants
- From FY25 onwards, continue to improve turnover period including fund development

#### Vacant condos turnover

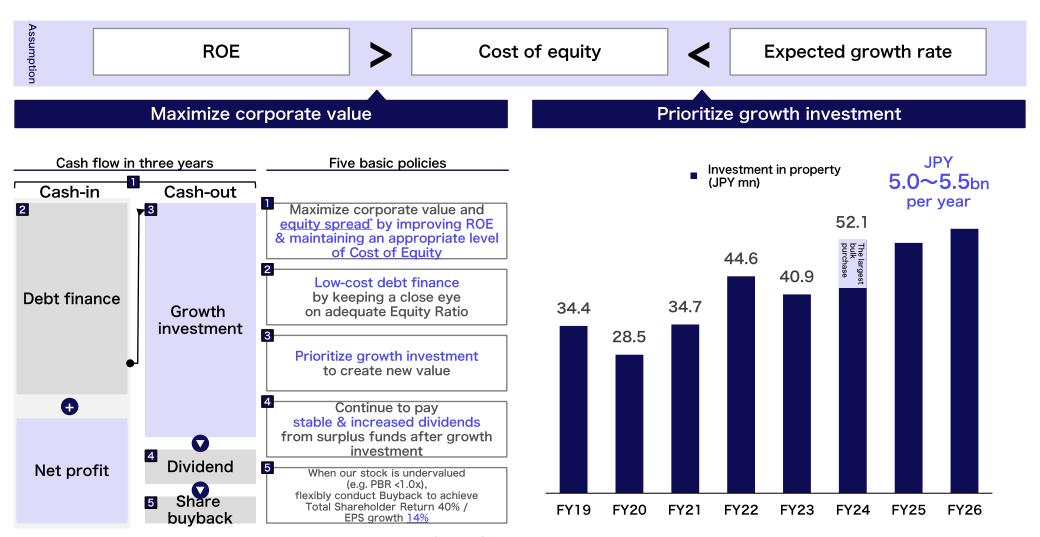
- In FY24, greatly shortened the turnover thanks to long-term inventory sales
- Going forward, we will maintain the current level balancing with profitability







 Actively allocate our capital to the growth investment considering the situation where our ROE & growth rates far exceed cost of capital.



Equity spread = ROE - Cost of equity



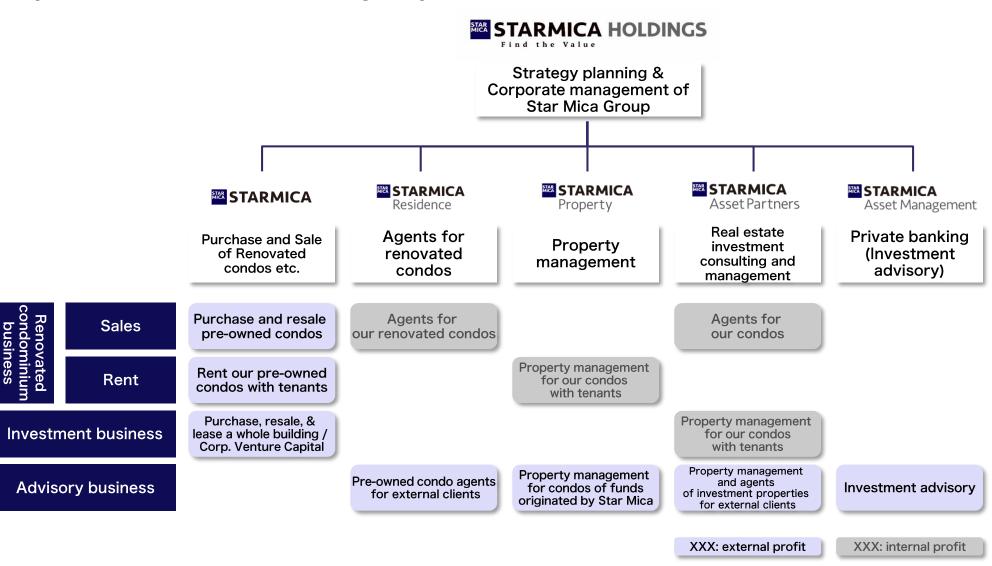


# **APPENDIX**

b. Our business



 Regard the condominium business as our core and aim to maximize profits across the entire group.





- Value chain creating value for society.

### Purchase

- Purchase mainly family-type, owner-change condos.
- Create a market for owner-change condos where generally difficult to distribute and contribute to increasing the liquidity of real estate.

- Offer high quality renovated condos in major cities.
- Respond to variety of consumers' needs in our product design.

### Sale

### Manage and Hold

- Manage and hold the condos until tenant spontaneously vacates.
- Support tenants' comfortable life by our own property management solutions.

- Value-up of old properties to high quality in a short period of time.
- Realizing construction with full consideration for the environment "Keep what we can still use".

### Renovation

 Steadily gain profit by investing in properties with high liquidity & solid demand.





### **Unit by Unit**

Purchase and sale of pre-owned condominiums





Owner-change\* Focus





**Family Type** 





**Metro Area Focus** 

5



### **Renovated Condos**

Neither new nor existing

### **Diversified Portfolio**

Located in major metropolitan areas in Japan

Price Arbitrage b/w Owner-

change

& Vacant

Recurring Revenue from

rent

Solid demand for residential use



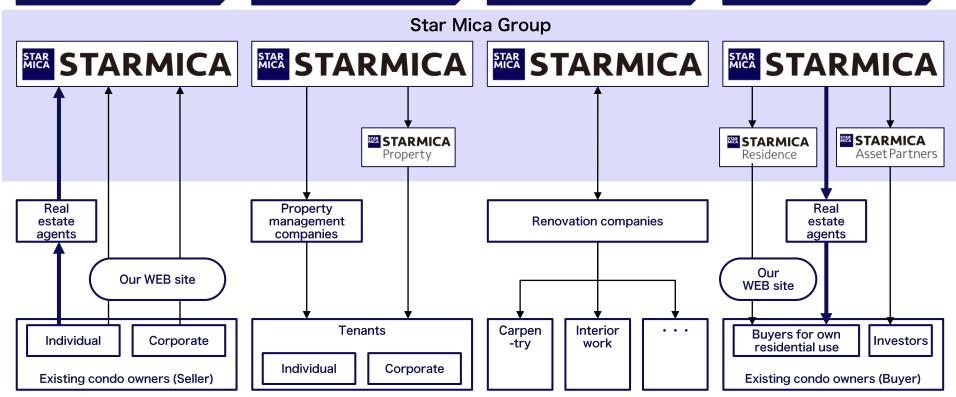
- Purchase and sales transactions are mainly direct with consumers.
- Efficiently operating by balancing between in-house production and outsourcing.
  - Receive 30+k potential inquiries per year for purchase
  - Over half of the purchase are from individual owners through real estate agents
  - Some part of our purchase are from corporate owners
- Over half of our condos in Tokyo metropolitan area are managed by property management subs
- Condos in regional areas are outsourced to external property management companies
- Internally handling quality related business such as renovation planning, specifications, and inspections
- Actual constructions of renovation are outsourced to external business partners
- Our sales main channel is through property agents to individual home buyers
- 20% of transactions are directly through our internal real estate agent

**Purchase** 

Manage and Hold

Renovation

Sale





 Successfully leading the expansion of the existing condo market by increasing purchase/sale transactions and inventories in our main renovated condo business.

< History of Renovated Condo Business (units) >

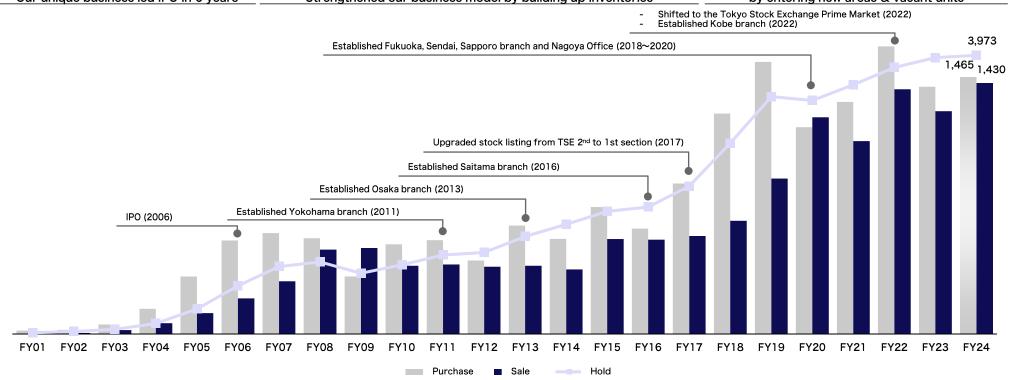
< Early stage >
Our unique business led IPO in 6 years

< Establishment stage >

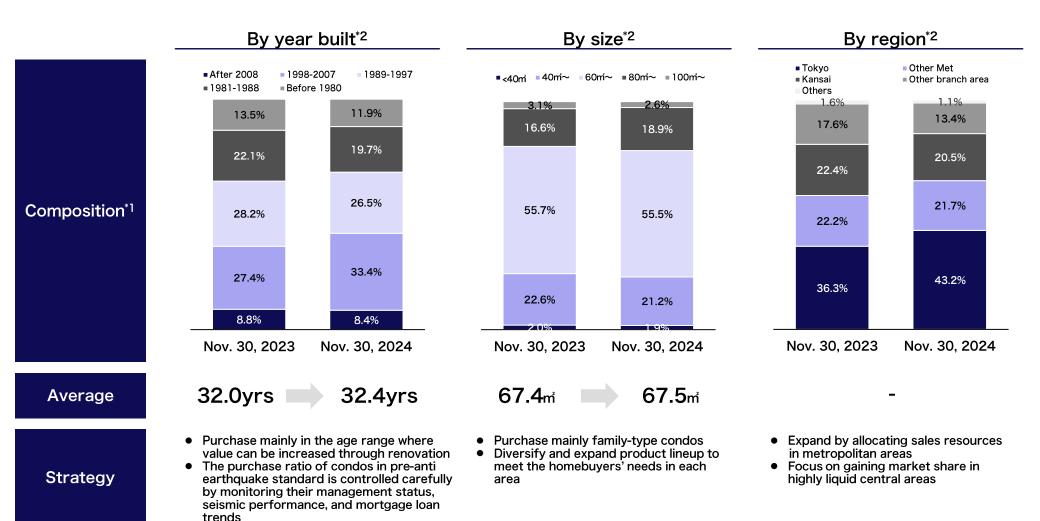
Strengthened our business model by building up inventories

< Expansion stage
~ Stable growth >

Sharply expanded # of transactions by entering new areas & vacant units



### - Well-diversified portfolio by accumulating on a unit-by-unit basis.



<sup>&</sup>lt;sup>\*1</sup> Based on purchase price as of Nov. 30, 2024

41

<sup>\*2</sup> Average year as of each year-ending

Company name	Star Mica Holdings Co., Ltd.
Representative	President and CEO Masashi Mizunaga
Date of incorporation	July 24, 1998
Listing date	June 1, 2019
Listed market	Tokyo Stock Exchange Prime Section (stock code: 2975)
Shareholders' equity	JPY 26,539mn
Group	Star Mica Co., Ltd., Star Mica Residence Co., Ltd., Star Mica Asset Management Co., Ltd., Star Mica Property Co., Ltd., Star Mica Asset Partners Co., Ltd.
Offices	Tokyo head office (Minato-ku) Branches in Sapporo, Sendai, Yokohama, Osaka, Kobe, Fukuoka
Main Bank	MUFG Bank, Aozora Bank, Mizuho Bank, Sumitomo Mitsui Banking Corporation, Resona Bank, Sumitomo Mitsui Trust Bank
Auditor	Grant Thornton Taiyo LLC
Number of employees	204
Businesses	Renovated Condominium Business, Investment Business, Advisory Business

<sup>\*1</sup> Consolidated basis unless otherwise noted



# **STARMICA HOLDINGS**

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**Department: President Office IR Group** 

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- This presentation is not to be construed as a solicitation to invest in the company. Investors must make their own investment decisions.