OCHI Holdings Co., Ltd.

# Supplementary Materials on Financial Results

## for the Fiscal Year Ended March 31, 2026

June 15, 2026

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# Overview of Consolidated Financial Results

for the Fiscal Year Ended March 31, 2026

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# Results for the fiscal year ended March 31, 2026

## Net Sales

**120,432**million yen

vs FY2025 **+3,348**million yen

**+2.9%**

Despite the continued impact of a decline in housing starts for owner-occupied houses and built-for-sale detached houses, which represent the main target for the Group, net sales increased by 2.9% year on year, supported by a significant increase in sales in the Engineering Business due in part to the effect of corporate acquisitions that took place in the previous fiscal year.

| | | vs FY2025 |
|---|---|---|
| Construction Materials Business | ↓ | -2.9% |
| Pre-cut Lumber Business | ↑ | +6.3% |
| Air-conditioning, Heating and Cooling, and Household Products Business | ↓ | -1.8% |
| Engineering Business | ↑ | +48.7% |
| Other | ↑ | +18.3% |

## Operating Profit

**1,669**million yen

Vs FY2025 **+198**million yen

**+13.5%**

Operating profit increased by 13.5% year on year due to revenue growth in the Engineering Business.

Operating profit excluding the contribution of the corporate acquisitions decreased by 11.0% year on year.

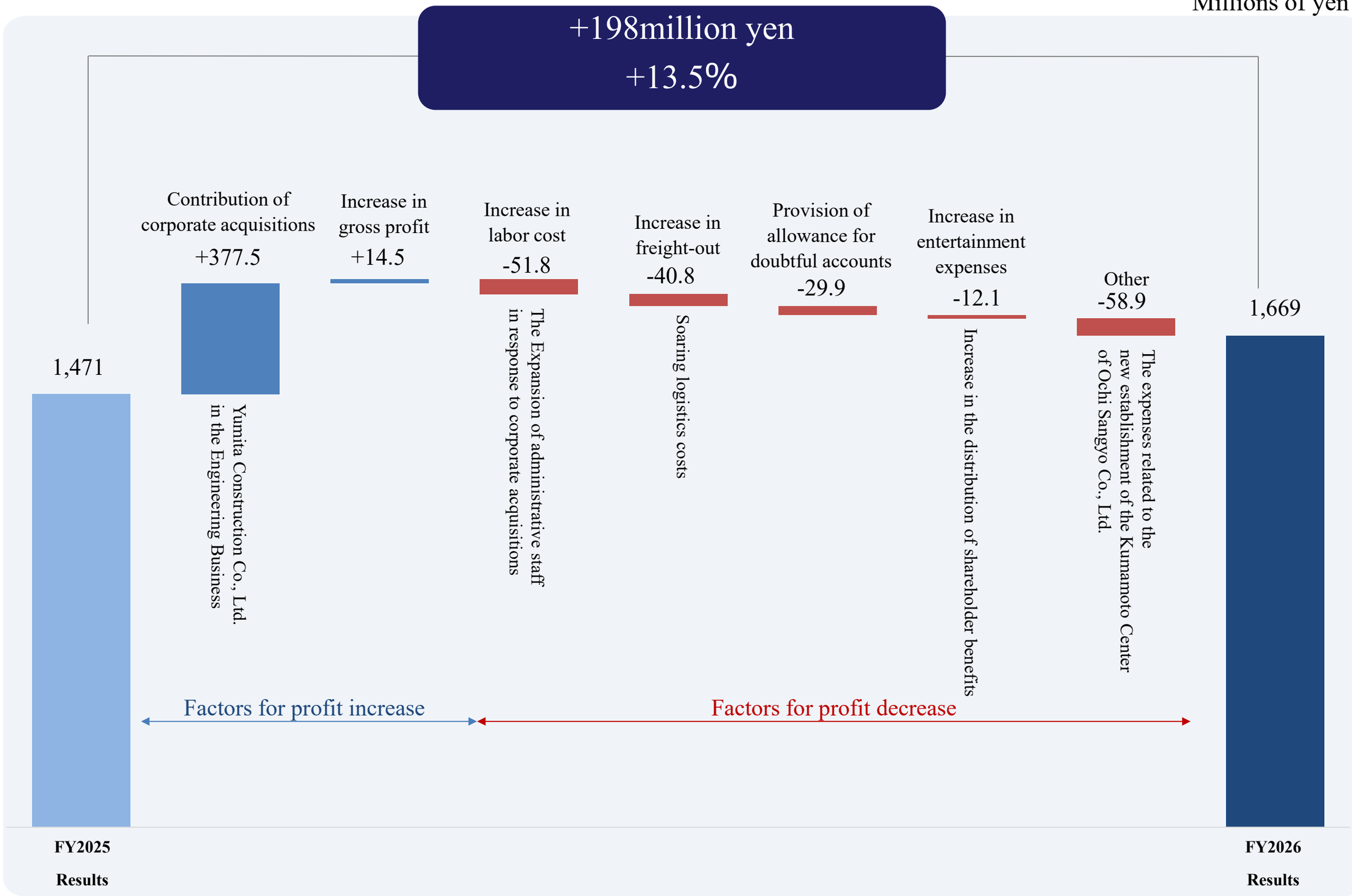
| | | vs FY2025 |
|---|---|---|
| Construction Materials Business | ↓ | -34.5% |
| Pre-cut Lumber Business | ↓ | -17.0% |
| Air-conditioning, Heating and Cooling, and Household Products Business | ↓ | -1.9% |
| Engineering Business | ↑ | +159.4% |
| Other | ↑ | +53.7% |

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# Analysis for Year-on-Year Changes in Operating Profit

✓ **There was an increase in profit due to the effect of the corporate acquisitions that took place in the previous fiscal year.**

Millions of yen




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# Net Sales by Segment

Millions of yen
Figures in [ ] represent composition ratios

| | FY2025 | FY2026 | Changes | |
|---|---|---|---|---|
| | | | Millions of yen | % |
| Net Sales | 117,084 [100.0%] | 120,432 [100.0%] | +3,348 | +2.9% |
| **Construction Materials Business** | 72,934 [62.3%] | 70,806 [58.8%] | -2,128 | -2.9% |
| **Pre-cut Lumber Business** | 14,152 [12.1%] | 15,046 [12.5%] | +893 | +6.3% |
| **Air-conditioning, Heating and Cooling, and Household Products Business** | 17,551 [15.0%] | 17,237 [14.3%] | -313 | -1.8% |
| **Engineering Business** | 9,541 [8.1%] | 14,190 [11.8%] | +4,648 | +48.7% |
| **Other** | 3,605 [3.1%] | 4,265 [3.5%] | +659 | +18.3% |
| Intersegment sales or transfers | -702 | -1,113 | -411 | — |

## <Situation by Segment>

**Construction Materials Business**

Net sales of this business decreased due to the impact of the decline in new construction starts for owner-occupied houses and built-for-sale detached houses.

**Pre-cut Lumber Business**

We made greater efforts to win orders for non-housing projects, including nursing homes, nursery schools, and other facilities. As a result, net sales of this business increased.

**Air-conditioning, Heating and Cooling, and Household Products Business**

Net sales of this business decreased due to decreased sales in the northern Tohoku region.

**Engineering Business**

Net sales of this business increased significantly, aided by the results of Yumita Construction Co., Ltd., which became our subsidiary in October 2024, in addition to other factors such as completed construction of large properties.

**Other**

Net sales of this business increased, aided by the results of Hi-il Co., Ltd., which became our subsidiary in May 2024, as well as a strong performance of automotive-related sales.

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# Operating Profit by Segment

Millions of yen
Figures in [ ] represent composition ratios
Figures in < > represent operating profit margin of each segment

| Operating Profit | FY2025 | FY2026 | Changes | |
|---|---|---|---|---|
| | 1,471 [1.3%] | 1,669 [1.4%] | +198 | +13.5% |
| **Construction Materials Business** | 835 <1.1%> | 546 <0.8%> | -288 | -34.5% |
| **Pre-cut Lumber Business** | 637 <4.5%> | 528 <3.5%> | -108 | -17.0% |
| **Air-conditioning, Heating and Cooling, and Household Product Business** | 309 <1.8%> | 303 <1.8%> | -5 | -1.9% |
| **Engineering Business** | 444 <4.7%> | 1,152 <8.1%> | +708 | +159.4% |
| **Other** | 122 <3.4%> | 188 <4.4%> | +65 | +53.7% |
| Intersegment sales or transfers | -877 | -1,050 | -173 | — |

## <Situation by Segment>

**Construction Materials Business**
Operating profit decreased due to the decrease in net sales of this business resulting from the impact of the decline in new construction starts for owner-occupied houses and built-for-sale detached houses, as well as the expenses related to the new establishment of the Kumamoto Center of Ochi Sangyo Co., Ltd.

**Pre-cut Lumber Business**
Operating profit decreased due to a decline in gross profit margin resulting from competition with other companies, and to an increase in logistics costs.

**Air-conditioning, Heating and Cooling, and Household Products Business**
Operating profit decreased due to the decrease in net sales of this business.

**Engineering Business**
Operating profit increased considerably due to the increase in net sales of this business and to the contribution of the corporate acquisition.

**Other**
Operating profit increased due to the increase in net sales of this business and to the contribution of the corporate acquisition.

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# Consolidated Financial Results Forecast
for the Fiscal Year Ending March 31, 2027

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# Financial Results Forecasts for FY 2027

**Net sales and profits are expected to remain at approximately the same level as in the previous fiscal year. However, a prolonged period of turmoil in the Middle East could adversely affect the housing-related market.**

Millions of yen
Figures in [ ] represent composition ratios

| | FY2026 | FY2027 | | |
|---|---|---|---|---|
| | | FY Forecast | Change Amount YoY | Change % YoY |
| Net Sales | 120,432 [100.0%] | 125,000 [100.0%] | +4,456 | +3.8% |
| Operating Profit | 1,669 [1.4%] | 1,850 [1.5%] | +180 | +10.8% |
| Ordinary Profit | 2,242 [1.9%] | 2,350 [1.9%] | +107 | +4.8% |
| Profit attributable to owners of parents | 1,309 [1.1%] | 1,310 [1.0%] | +0 | +0.0% |
| Return On Equity | 5.4% | 5.3% | -0.1% | |

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# Plan for the Fiscal Year Ending March 31, 2027 by Segment

Millions of yen
Figures in [ ] represent composition ratios
Figures in < > represent operating profit margin of each segment

| | FY2026 | FY2027 | Change | |
|---|---|---|---|---|
| | | | Amount YoY | % YoY |
| Net Sales | 120,432 [100.0%] | 125,000 [100.0%] | +4,567 | +3.8% |
| **Construction Materials Business** | 70,806 [58.8%] | 74,518 [59.6%] | +3,712 | +5.2% |
| **Pre-cut Lumber Business** | 15,046 [12.5%] | 16,232 [13.0%] | +1,186 | +7.9% |
| **Air-conditioning, Heating and Cooling, and Household Products Business** | 17,237 [14.3%] | 18,320 [14.7%] | +1,082 | +6.3% |
| **Engineering Business** | 14,190 [11.8%] | 14,586 [11.7%] | +396 | +2.8% |
| **Other** | 4,265 [3.5%] | 4,571 [3.7%] | +306 | +7.2% |
| Intersegment sales or transfers | -1,113 | -3,229 | -2,116 | — |
| Operating Profit | 1,669 [1.4%] | 1,850 [1.5%] | +180 | +10.8% |
| **Construction Materials Business** | 546 <0.8%> | 936 <1.3%> | +389 | +71.2% |
| **Pre-cut Lumber Business** | 528 <3.5%> | 689 <4.2%> | +160 | +30.4% |
| **Air-conditioning, Heating and Cooling, and Household Products Business** | 303 <1.8%> | 339 <1.9%> | +36 | +12.0% |
| **Engineering Business** | 1,152 <8.1%> | 937 <6.4%> | -215 | -18.7% |
| **Other** | 188 <4.4%> | 219 <4.8%> | +30 | +16.5% |
| Intersegment sales or transfers | -1,050 | -1,272 | -221 | — |

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# Company Overview

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# Company Overview

| | |
|---|---|
| Company Name | OCHI Holdings Co., Ltd. |
| Representative | Michihiro Ochi |
| Head Office | 3-12-20 Nanotsu, Chuo-ku, Fukuoka 810-0071, Japan |
| Founded | May 18, 1955 |
| Established | October 1, 2010 |
| Capital | 400 million yen |
| Business Outline | Wholesale trade |
| Securities Code | 3166 (Tokyo Standard・Fukuoka) |
| Stock Abbreviation | OCHI・HD |
| Stock Trading Unit | 100 |
| Number of Group Company | 30 (as of March 31, 2026) |
| Number of Employees in the Group | 1,742 (as of March 31, 2026) |

## Purpose

To create safe, secure and sustainable society

## Basic Policy

① Transformation of business portfolio for sustainable growth

② Development of sales activities focusing on growth fields

③ Establishment of business foundation underpinning stable growth

## Principles of Conduct

Positiveness Faithfulness Steadiness

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# Business Segments and Geographical Locations

| Construction Materials Business | Pre-cut Lumber Business | Air-conditioning, Heating and Cooling, and Household products Business | Engineering Business | Other |
|---|---|---|---|---|
| Sales of building materials and housing equipment | Processing and sales of timber for housing | Sales of freezing and refrigeration, air-conditioning and heating equipment and household and textile products, etc. | Contract, planning, design, construction and supervision of construction work | Sales of industrial materials<br>Dispatch of personnel<br>IT services |

**Widespread development of wholesale business**
- Ochi Sangyo Co., Ltd.

**Affiliated companies**
- Home core Co., Ltd.
- Tosoh Co., Ltd.
- Ai-build Corporation

**Building material dealers, House builders**

**Operation of Pre-cut plants**
- Yodo Ply Co., Ltd.
- Ehime Precut Co., Ltd.
- Nishinihon Framing Corporation

**Construction work**

**Sales and installation work of refrigeration, air-conditioning and kitchen equipment**
- Taiyo-Sangyo Co., Ltd.

**Vender business for mass retailers**
- Matsui Co., Ltd.

**Construction of non-residential facilities & civil engineering works**
- DS TOKAI Co., Ltd.
- IMTEC Co., Ltd.
- Chouhou Construction Co., Ltd.
- Hagaya Construction Co., Ltd.
- Yumita Construction Co., Ltd.
- Takahashi Construction Co., Ltd.

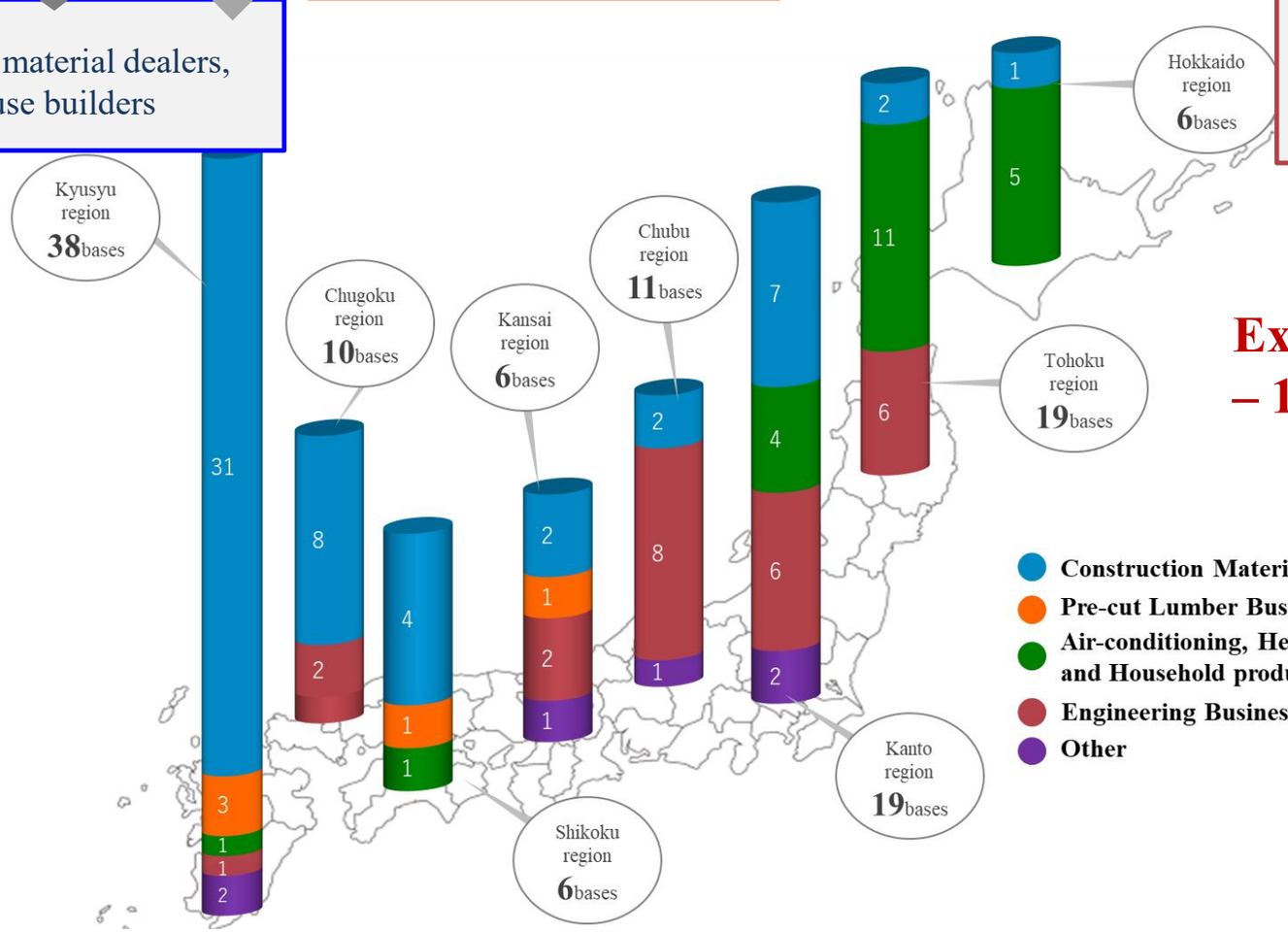
**Structure inspection**
- All Japan Date Service, Co., Ltd.

**Wholesale of industrial materials**
- Taihei Shoko Co., Ltd.

**Worker dispatching business for the construction industry**
- Hit-il Co., Ltd.

**IT services for the construction industry**
- Japan System Solution Co., Ltd.

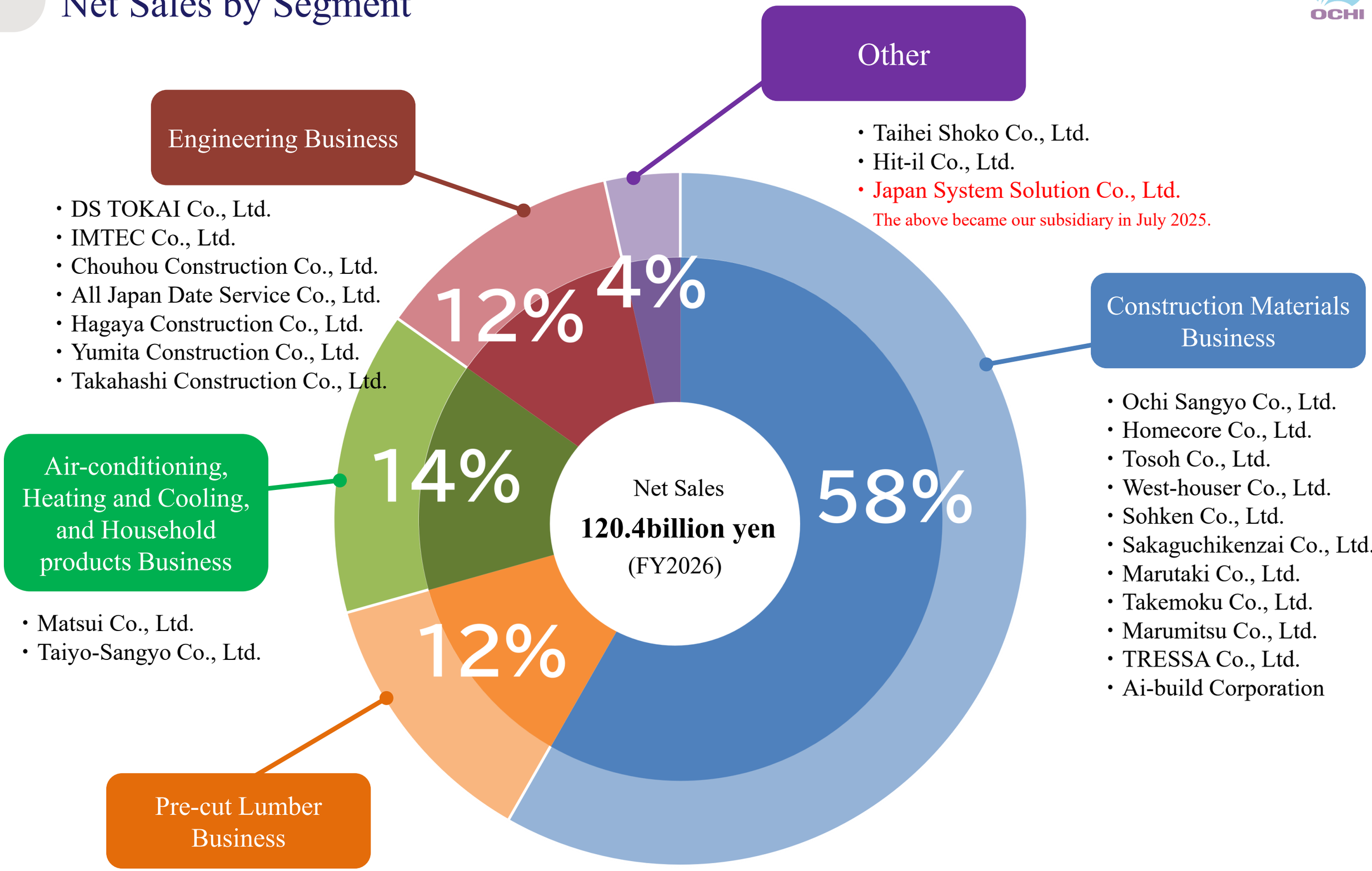
※The company in red box was acquired in this fiscal year.




**Expanding group networks to nationwide – 115 bases in total** (as of March, 2026)

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# Net Sales by Segment




- Taihei Shoko Co., Ltd.
- Hit-il Co., Ltd.
- Japan System Solution Co., Ltd.

The above became our subsidiary in July 2025.

- DS TOKAI Co., Ltd.
- IMTEC Co., Ltd.
- Chouhou Construction Co., Ltd.
- All Japan Date Service Co., Ltd.
- Hagaya Construction Co., Ltd.
- Yumita Construction Co., Ltd.
- Takahashi Construction Co., Ltd.

- Ochi Sangyo Co., Ltd.
- Homecore Co., Ltd.
- Tosoh Co., Ltd.
- West-houser Co., Ltd.
- Sohken Co., Ltd.
- Sakaguchikenzai Co., Ltd.
- Marutaki Co., Ltd.
- Takemoku Co., Ltd.
- Marumitsu Co., Ltd.
- TRESSA Co., Ltd.
- Ai-build Corporation

- Matsui Co., Ltd.
- Taiyo-Sangyo Co., Ltd.

- Nishinihon Framing Corporation
- Yodo Ply Co., Ltd.
- Ehime Precut Co., Inc.

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# Various Initiatives

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# Initiatives for sustainability

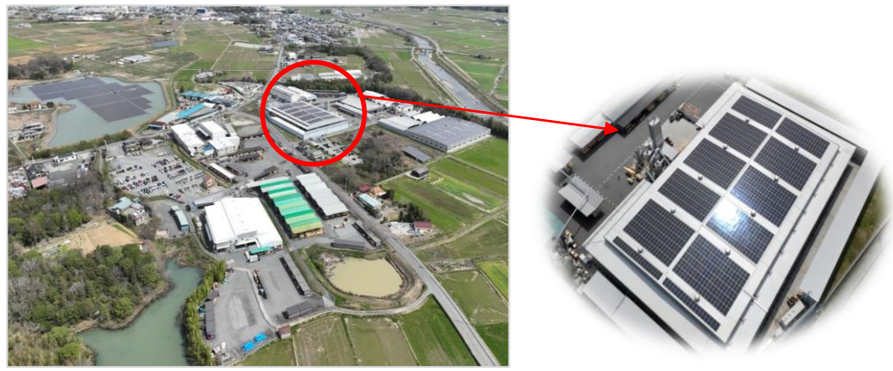
## Approach to environmental issues

### Greenhouse gas reduction target and efforts to reduce greenhouse gas emissions

The OCHI Group aims to reduce GHG emissions by 30% by FY2031, compared with FY2021 levels.
CO2 emissions in FY 2021：3,404 t - CO2（metric tons CO2）
CO2 emissions in FY 2026：2,609 t - CO2（metric tons CO2） Reduction of 23.3%

### Energy Creation

- **Yodo Ply Co., Ltd.**
  In February 2024, Self-consumption solar power generation system was installed on the roof of the pre-cut factory.
  Amount of CO2 reduction：182.7 t - CO2 / year
- **Ochi Sangyo Co., Ltd. Kumamoto Center**
  In May 2025, Self-consumption solar power generation system was installed.
  Amount of CO2 reduction：18.47 t - CO2 / year



### OCHI Group Forest

＜From October 2023＞Yamaguchi Prefecture
Aiming at environmental conservation,
we have been engaged in reforestation activities to sustain forests in deforest land.

Amount of CO2 absorption：126.32 t - CO2 (for 5 years)




### CDP climate change questionnaire

We have continuously responded to the climate change questionnaire
from CDP (formerly the Carbon Disclosure Project), the UK-based international NGO,
since FY2023.

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# Initiatives for sustainability

## Investment in human capital
## Support for human resource development

- In June 2023, we established “OCHI Group Human Rights Policy”
- In March 2024, we conducted an engagement survey to improve the internal environment based on the Human Rights Policy.

### Strengthening human resource development

- Well-established training system
  - New employee training including on-site training
  - Follow-up training for first to third-year employees
  - Training for next generation leaders
  - Skill development training through e-learning
  - External training focused on specialized areas



### Implementation of health management

- Work-life balance efforts
- Mental health care
- Support for wealth building through employee stock ownership association and defined contribution pension
- Creating a supportive work environment for employee raising children (parental leave, shortened working hours)
- Five Group companies －Ochi Sangyo Co., Ltd., Yodo Ply Co., Ltd., Chouhou Construction Co., Ltd., Yumita Construction Co., Ltd., and Takahashi Construction Co., Ltd. have been certified as the KIH (KENKO Investment for Health) Outstanding Organizations.

### We have established the Kouchi scholarship foundation as a public interest incorporated foundation.

- To support for the development of talented students who can contribute to society, and the encouragement of academic studies.

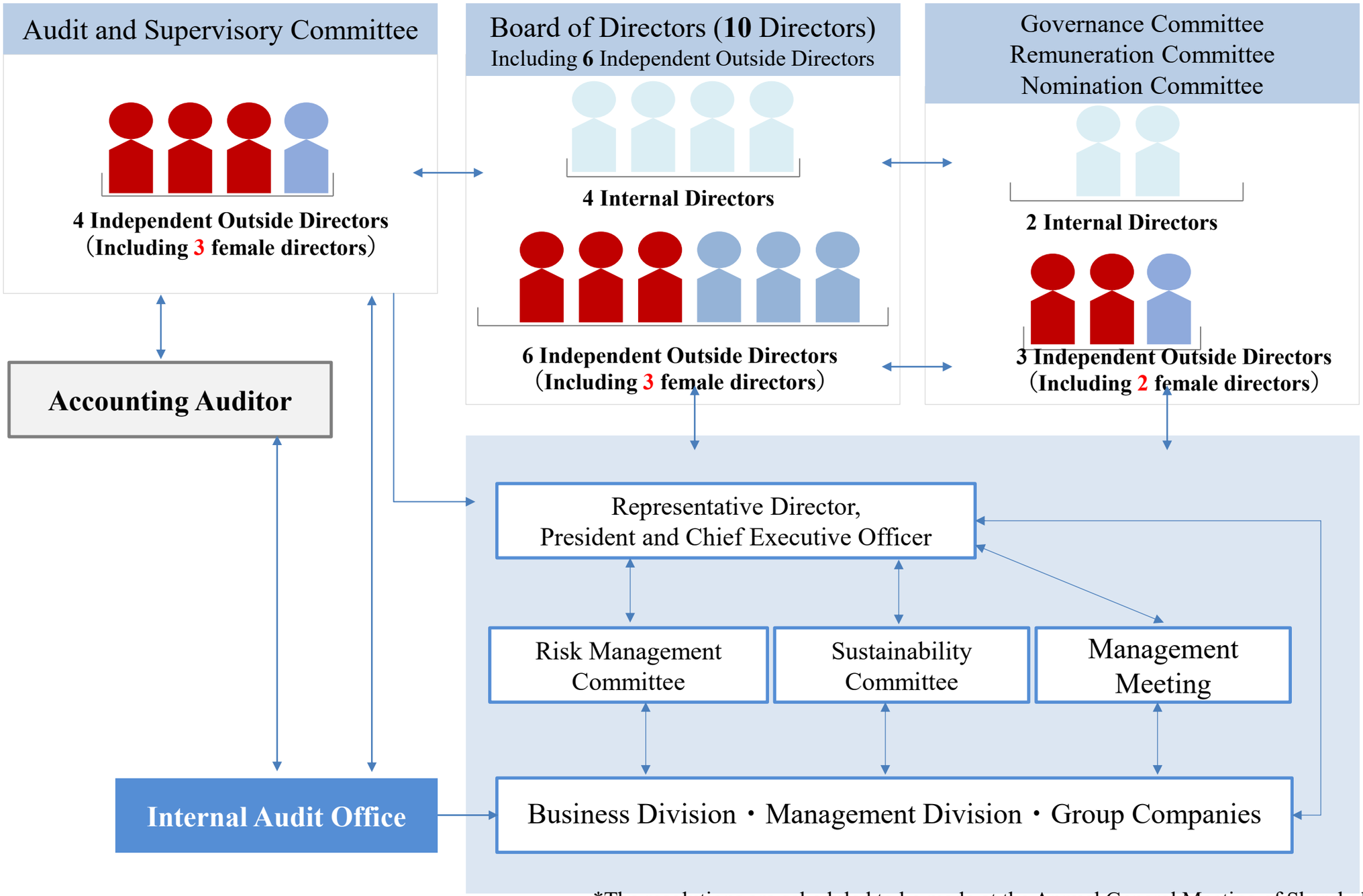
| | |
|---|---|
| Established | March 2022 |
| Location | 3-22 Tenyamachi, Hakata-ku, Fukuoka<br>812-0025, Japan |
| Work Description | Scholarships for students in the faculties of<br>science and technology |
| Representative Director | Kenjiro Hashimoto<br>President of Nippon Bunri University |
| Number of Scholarship Students | 70 (41 of whom were newly selected in FY2026) |

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# Strengthening Corporate Governance

We have established a stronger and more transparent governance structure, with 30% of the Board of the Directors being women.

## Governance Structure




*The resolutions are scheduled to be made at the Annual General Meeting of Shareholders on June 24, 2026, and at the Board of Director meeting that will follow immediately afterwards.

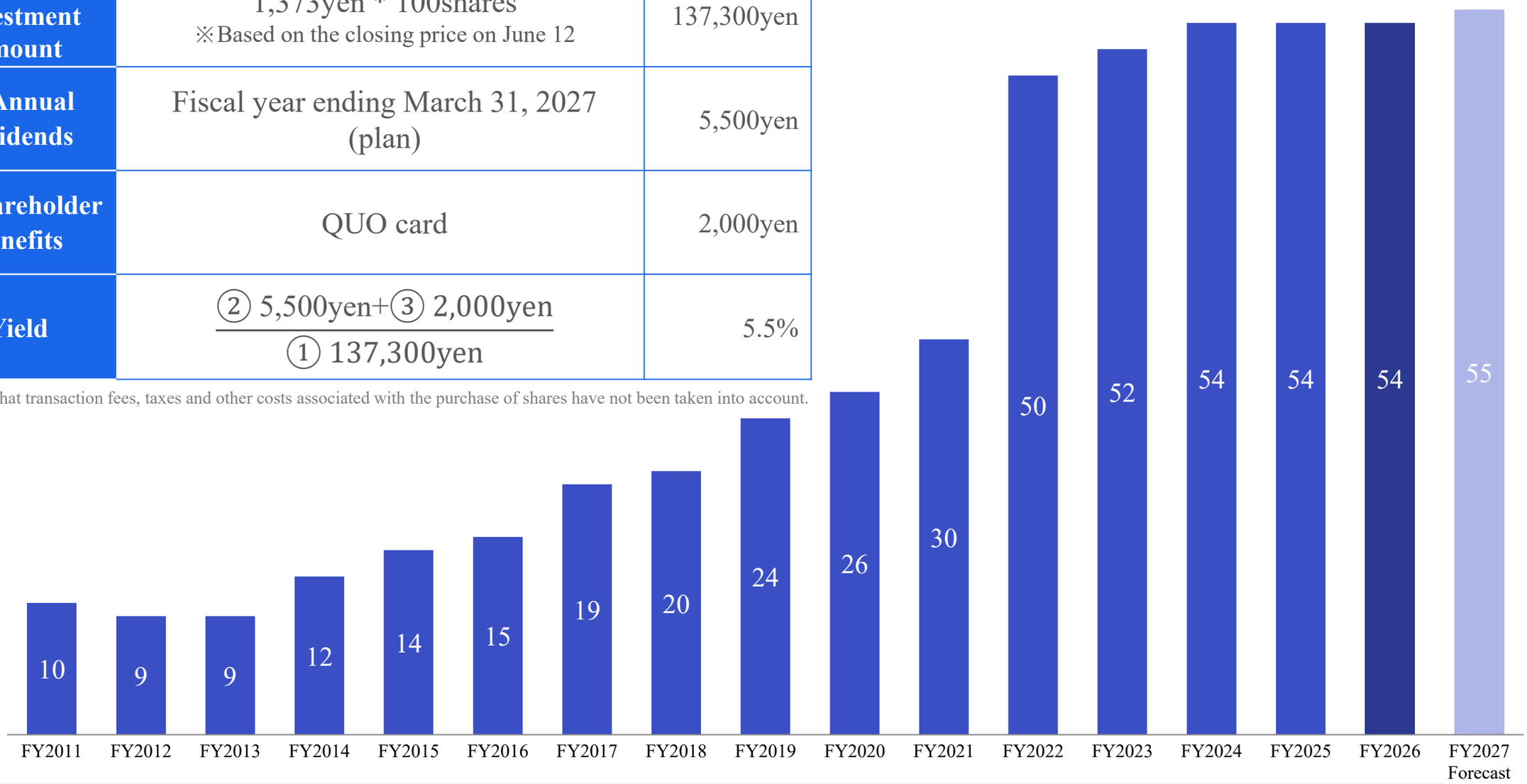
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# Shareholder Returns

**Our dividing policy is to provide dividends based on a Dividend On Equity(DOE) ratio of approximately 2.8% or A consolidated payout ratio of approximately 30%, whichever is higher.**

| | | |
|---|---|---|
| **①Minimum investment amount** | 1,373yen * 100shares<br>※Based on the closing price on June 12 | 137,300yen |
| **②Annual dividends** | Fiscal year ending March 31, 2027 (plan) | 5,500yen |
| **③Shareholder benefits** | QUO card | 2,000yen |
| **Yield** | $\frac{②\ 5{,}500\text{yen}+③\ 2{,}000\text{yen}}{①\ 137{,}300\text{yen}}$ | 5.5% |

※Please note that transaction fees, taxes and other costs associated with the purchase of shares have not been taken into account.




| | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **DOE** | 0.9% | 0.9% | 1.1% | 1.2% | 1.9% | 1.8% | 2.1% | 2.0% | 2.3% | 2.3% | 2.4% | 3.5% | 3.2% | 3.1% | 3.0% | 2.9% |
| **Payout ratio** | 7.9% | 4.7% | 6.2% | 7.3% | 16.9% | 17.4% | 18.4% | 19.6% | 22.9% | 23.7% | 21.8% | 18.8% | 27.0% | 33.4% | 67.4% | 53.7% |
| **Number of shares** | 100 | 120 | 180 | 180 | 270 | 270 | 270 | 270 | 270 | 270 | 270 | 270 | 270 | 270 | 270 | 270 |
| **Stock split** | | 1:1.2 | 1:1.5 | | 1:1.5 | | | | | | | | | | | |

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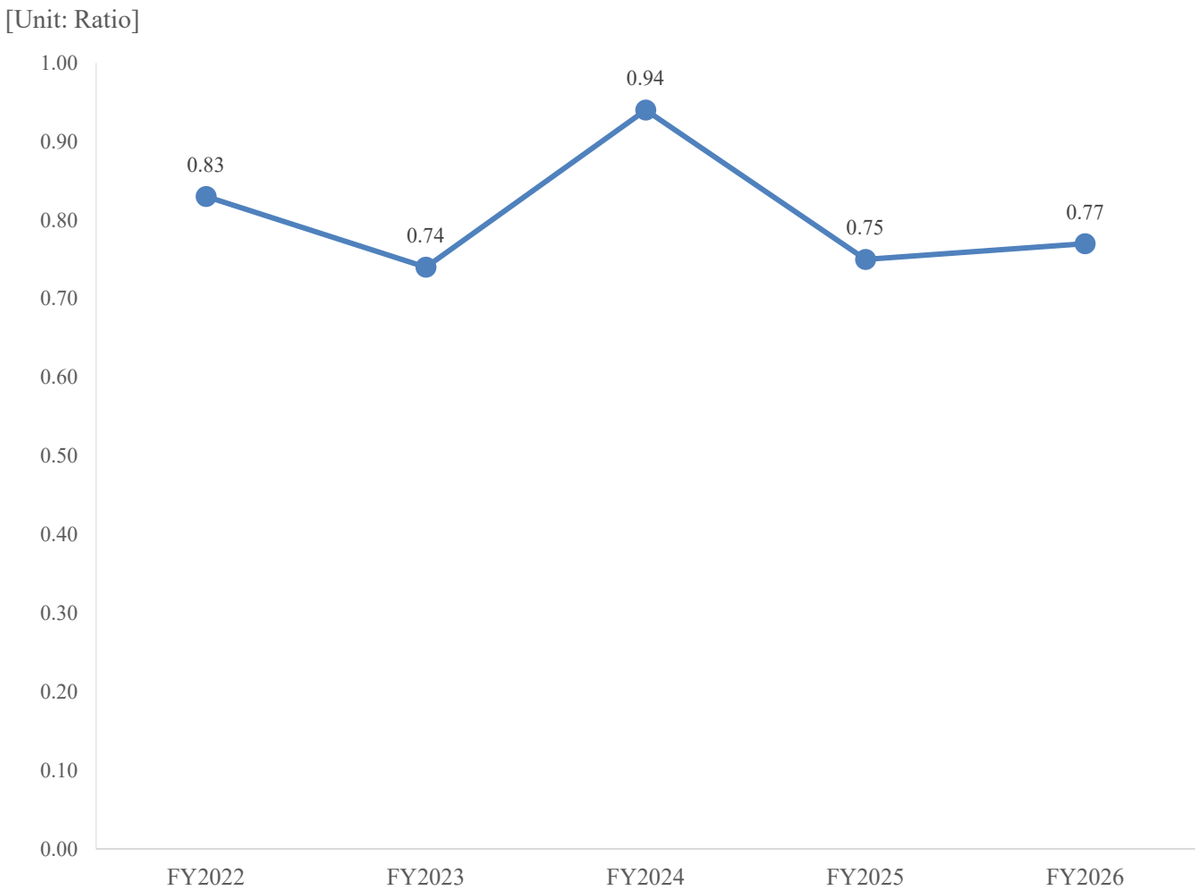
# Action to Implement Management that is Conscious of Cost of Capital and Stock Price

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# Current understanding of market evaluation

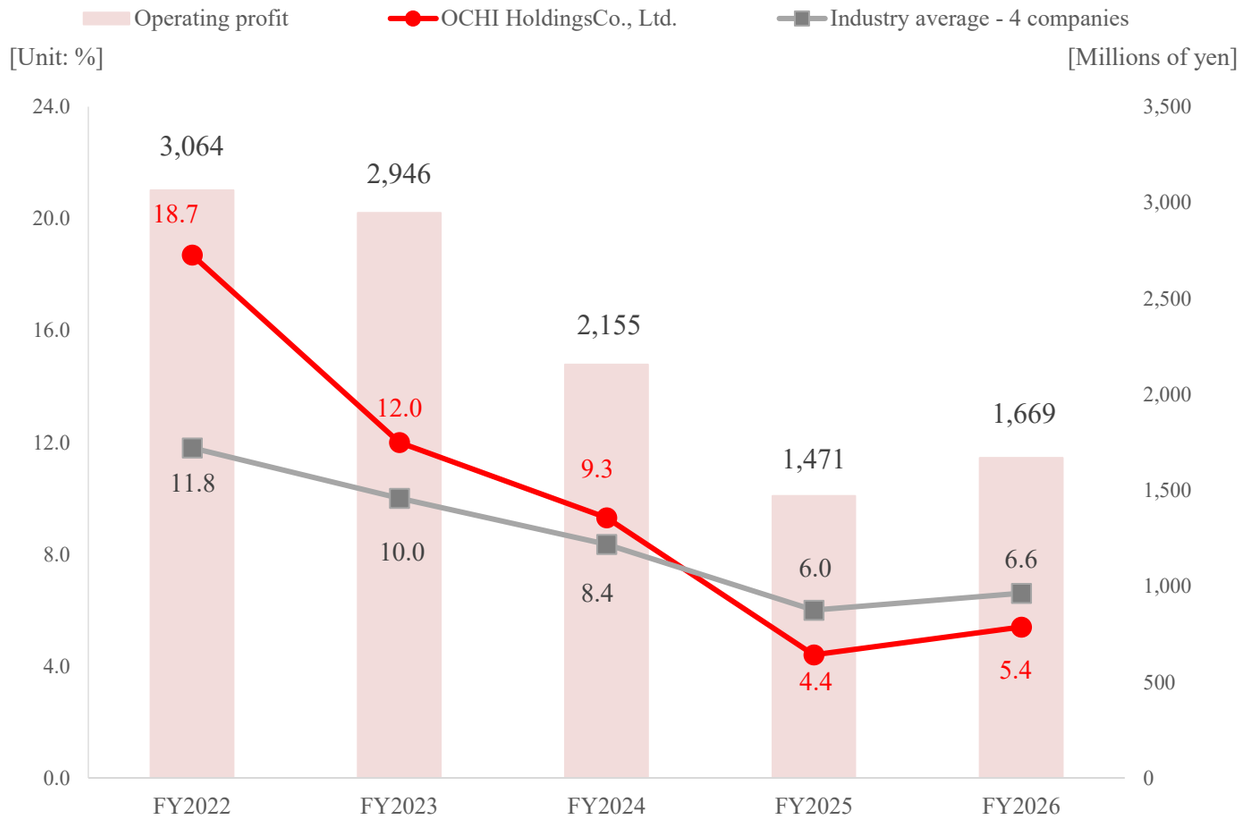
## PBR

- **Since the end of FY2022, PBR ratio has been below 1 x.**
- **There was a slight improvement from 0.75 times at the end of FY2025 to 0.77 times at the end of FY2026.**




## ROE

- **ROE peaked in FY2022 and declined to 4.4% in FY2025.**
- **There was a slight rise to 5.4% for FY2026.**




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# Initiatives to improve PBR

## ①Improvement of capital profitability

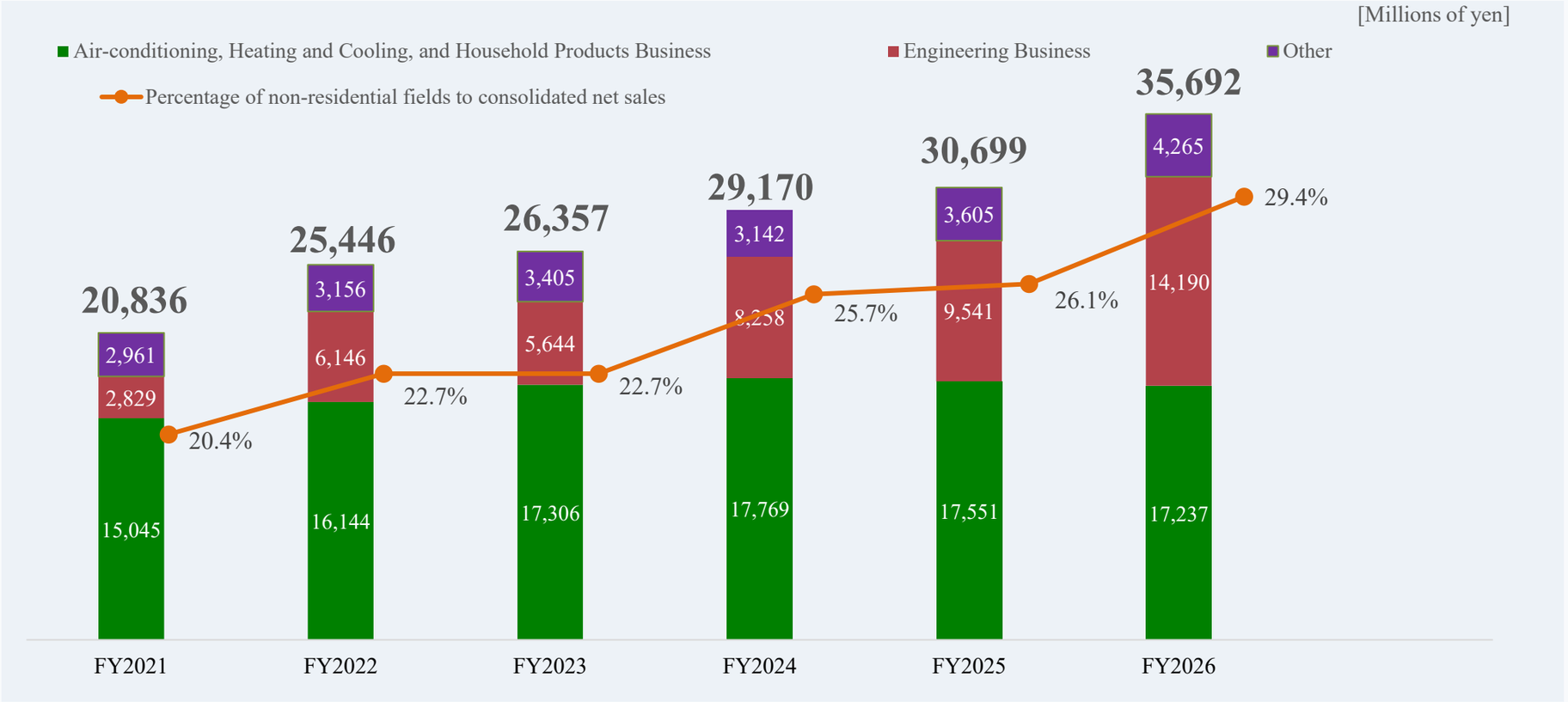
We strive to strengthen consolidated profitability while promoting development of sales activities focused on growth fields, and conducting corporate acquisitions with an emphasis on profitability.

## ②Transformation of business portfolio

In order to increase sales in non-residential fields, we acquired the following companies.

- May 2024 Hit-il Co., Ltd.
- October 2024 Yumita Construction Co., Ltd. including its two subsidiaries.
- July 2025 Japan System Solution Co., Ltd.

Trends in sales in non-residential fields are shown below:




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# Initiatives to improve PBR

## ③Expanding shareholder returns

The basic policy is to strive to maintain stable dividend payments, and to pay dividends taking into account consolidated financial results. The Company provides dividends based on a Dividend On Equity(DOE) ratio of approximately 2.8% or a consolidated payout ratio of approximately 30%, whichever is higher.

## ④Improvement in liquidity of our shares

Trends in the tradable shares ratio of the Company -
FY2022: 25.5%, FY2023: 32.5%, FY2024: 33.8%, FY2025: 35.6%, FY2026: 34.6%

## ⑤Strengthening IR activities

▪ Investor Communications
-Briefings for individual investors: twice（July and December 2025）
▪ English Disclosure
-Financial Results: 4 times (May, August, and November 2025, and February 2026)
-Supplementally Materials on Financial Results: twice (June and December 2025)
-Notice of Annual General Meeting of shareholders: once (May 2025)

## ⑥Strengthening corporate governance

We plan to select 4 Internal Directors and 6 Outside Directors at the general meeting of shareholders in June 2026. Among all 10 Directors, 3 Directors will continue to be female, representing 30% of the board.

## ⑦Sustainability

We established the sustainability committee and set the reduction target for greenhouse gas emissions within the Group at 30%, compared with FY2021 levels, for 10-year period from FY2022 to FY2031. FY2026 results were 23.3% reduction.

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# OCHI Holdings Co., Ltd.

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Finance Department 092-235-0604

## Disclaimer Regarding Forward-looking Statements.

These presentation materials contain forward-looking statements based on the current assumptions and expectations in light of the information currently available.
Certain risks, uncertainties and various factors may cause the Company's actual results to differ materially from any projections presented here.
The Company undertakes no obligation to publicly update any forward-looking statements.
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