

Daito Trust Construction Co., Ltd.

Q2 Financial Results Briefing for the Fiscal Year Ending March 2026

October 31, 2025

Event Summary

[Company Name] Daito Trust Construction Co., Ltd.

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[Event Name] Q2 Financial Results Briefing for the Fiscal Year Ending March 2026

[Fiscal Period] FY2026 Q2

[Date] October 31, 2025

[Time] 15:30 – 17:00

[Venue] Webcast

[Participants] 80

[Number of Speakers] 2

Kei Takeuchi President, Representative Director, CEO Tsukasa Okamoto Director, Senior Executive Officer, CFO,

General Manager of Corporate Management

Headquarters

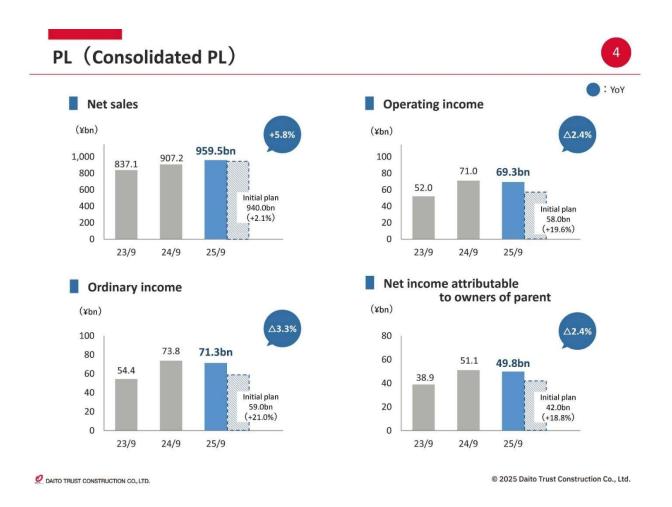
Presentation

Moderator: The time has come, so we will now begin the Daito Trust Construction Co., Ltd. Q2 financial results briefing for the fiscal year ending March 2026. Today's briefing is also being streamed remotely. A recording will be posted on our website at a later date, so if any part is difficult to hear, please refer to that version.

As for today's agenda, following an overview of the financial results for Q2 of the fiscal year ending March 31, 2026, by the Director, Senior Executive Officer, CFO, and General Manager of Corporate Management Headquarters, Okamoto, President, Representative Director, and CEO, Takeuchi, will explain the key figures and other items. We will then move on to the Q&A session. Details on how to submit questions will be provided at that time. The session is scheduled to end at 16:30.

Now, let us begin. Mr. Okamoto, please proceed.

Okamoto: Good afternoon, everyone. Thank you very much for taking the time out of your busy schedules to join us today. I will begin with an explanation of our financial results. Unless otherwise stated, all figures are on a consolidated basis.

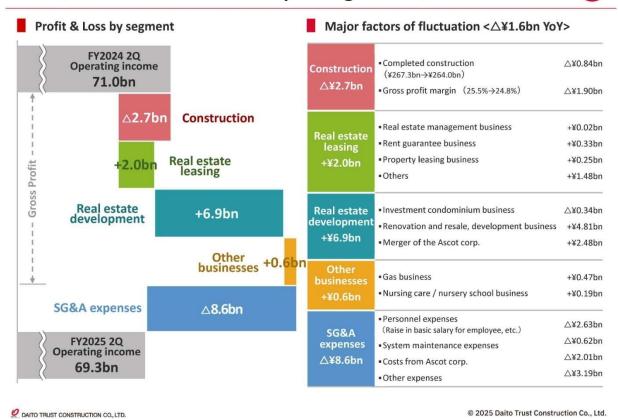


Please turn to page four. I will now explain the P&L situation for the period.

Net sales increased 5.8% YoY to JPY959.5 billion, operating income decreased 2.4% YoY to JPY69.3 billion, and net income for the interim period decreased 2.4% YoY to JPY49.8 billion. Although we recorded higher sales but lower profits, income exceeded the initial plan by more than 10%. Further details will be explained later by segment.

PL (Factors of fluctuation in operating income) < YOY>





Please turn to page five. First, I will explain the comparison with the same period of the previous fiscal year.

Operating income for the quarter was JPY69.3 billion, a decrease of JPY1.7 billion from JPY71 billion in the same period of the previous year. The breakdown by factor is as follows.

In the construction business, due to a decrease in completed construction and a decline in gross profit margin, gross profit decreased by JPY2.7 billion.

In the real estate leasing business, the number of units under management increased, and the occupancy rate was maintained at the same level as the previous year, resulting in an increase of JPY2 billion.

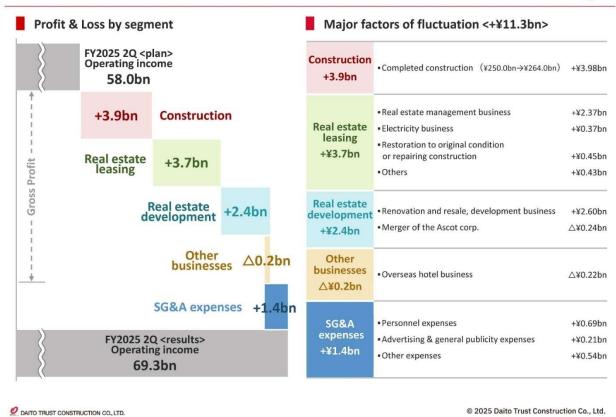
In the real estate development business, the consolidation of Ascot Corp. from April and steady progress in the income property business led to an increase of JPY6.9 billion.

In other businesses, steady performance in the gas supply and nursing care/nursery school businesses resulted in an increase of JPY0.6 billion.

Finally, SG&A expenses increased by JPY8.6 billion due to the impact of the base salary raise implemented this fiscal year, as well as the granting of stock to employees, and the consolidation of Ascot Corp.

PL (Factors of fluctuation in operating income) <vs. initial plan>





Please turn to page six. Next, I will explain the comparison with the initial plan.

Operating income for the quarter was JPY69.3 billion, exceeding the initial plan by JPY11.3 billion. The details by segment are as follows.

In the construction business, operating income increased by JPY3.9 billion, mainly due to higher construction volume as some projects originally scheduled for completion in H2 were handed over ahead of schedule in H1.

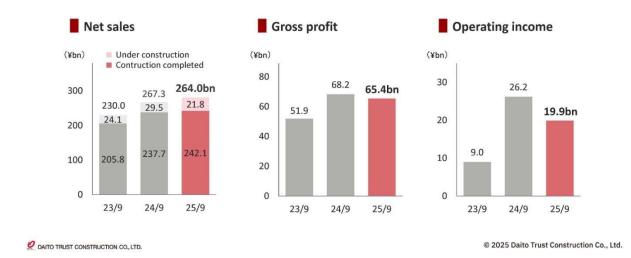
In the real estate leasing business, operating income increased by JPY3.7 billion, reflecting a more stable occupancy rate than initially planned.

In the real estate development business, operating income increased by JPY2.4 billion, as both sales volume and profit margins were secured as planned.

In other businesses, operating income decreased by JPY0.2 billion, primarily due to lower occupancy rates at hotels in Malaysia, impacted by the economic effects of US tariffs.

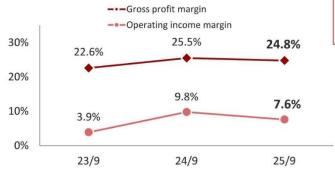
SG&A expenses decreased by JPY1.4 billion, mainly due to a reduction in personnel expenses resulting from curtailed overtime hours and lower incentive payments as orders fell short of plan.

			(¥bn)
	2024/9	2025/9	(YoY)
Net sales	267.3	264.0	(△1.2%)
Gross profit	68.2	65.4	(△4.0%)
Operating income	26.2	19.9	(∆24.0%)



Please turn to page seven. In the construction segment, completed construction decreased 1.2% YoY to JPY264 billion, and operating income decreased 24% YoY to JPY19.9 billion, mainly due to a decline in gross profit from completed construction and an increase in personnel expenses resulting from the base salary raise.

		2024/9		2025/9	(YoY)	
	Gross profit margin	25.5%		24.8%	(△0.7p)	
	Operating income margin	9.8%		7.6%	(∆2.2p)	
				Major breakdown of	the variance $(\triangle 0.7 \text{p Yo})$	Y)
				1. Price revision	n +2.1p	
G	ross profit margin / Oper	ating income margi	n	2. Labor cost	△1.0 p	
	Gross profit ma	argin		3. Material cost	t △1.2p	
200/	-•-Operating inco			4. Imported ma	terials △0.6p	

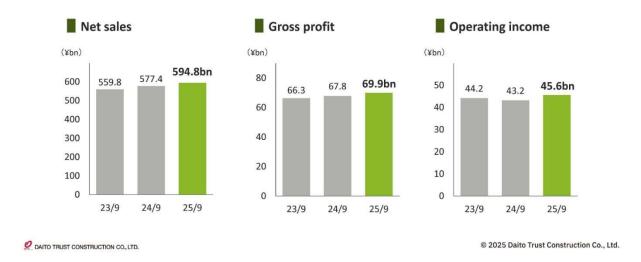


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Please turn to page eight. The gross profit margin decreased by 0.7 percentage points YoY, to 24.8%. As shown in the materials, while the effects of price revisions contributed positively, increases in labor costs—particularly for electrical and plumbing work—and higher material costs for ready-mixed concrete and panels continued to have a negative impact.

			(¥bn)
	2024/9	2025/9	(YoY)
Net sales	577.4	594.8	(+3.0%)
Gross profit	67.8	69.9	(+3.1%)
Operating income	43.2	45.6	(+5.5%)



Please turn to page nine. In the real estate leasing segment, net sales increased 3% YoY to JPY594.8 billion, and operating income increased 5.5% YoY to JPY45.6 billion.

	2024/9	2025/9	(YoY)
Gross profit margin	11.8%	11.8%	(±0.0p)
Operating income margin	7.5%	7.7%	(+0.2p)

■ Gross profit margin / Operating income margin

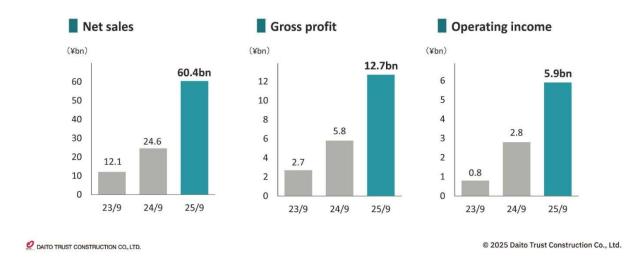


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Please turn to page 10. The gross profit margin remained unchanged from the previous year at 11.8%, while the operating income margin increased by 0.2 percentage points to 7.7%.

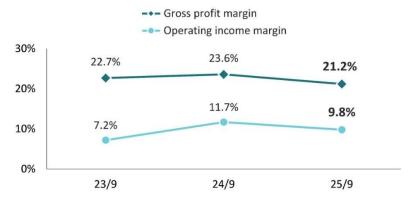
			(¥bn)
	2024/9	2025/9	(YoY)
Net sales	24.6	60.4	(+144.8%)
Gross profit	5.8	12.7	(+119.2%)
Operating income	2.8	5.9	(+105.1%)



Please turn to page 11. In the real estate development segment, net sales increased significantly by 144.8% YoY to JPY60.4 billion, and operating income increased 105.1% YoY to JPY5.9 billion, driven by the consolidation of Ascot Corp. and progress in development projects.

	2024/9	2025/9	(YoY)
Gross profit margin	23.6%	21.2%	(△2.4p)
Operating income margin	11.7%	9.8%	(△1.9p)

Gross profit margin / Operating income margin

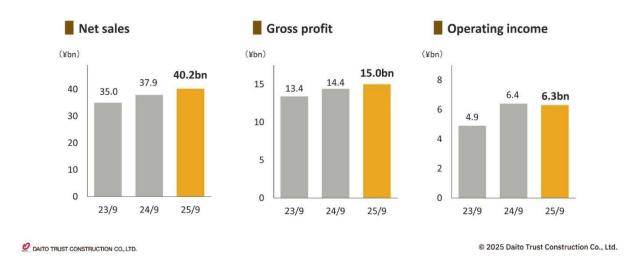


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Please turn to page 12. In the real estate development segment, the gross profit margin decreased by 2.4 percentage points YoY to 21.2%, and the operating income margin decreased by 1.9 percentage points to 9.8%.

			(¥bn)
	2024/9	2025/9	(YoY)
Net sales	37.9	40.2	(+6.2%)
Gross profit	14.4	15.0	(+4.5%)
Operating income	6.4	6.3	(△2.2%)

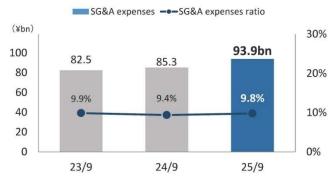


Please turn to page 13. In other businesses, while the number of operating gas meters increased in the gas supply business, higher SG&A expenses, such as personnel costs, led to net sales increasing 6.2% YoY to JPY40.2 billion, and operating income decreasing 2.2% YoY to JPY6.3 billion.

			(¥bn)
	2024/9	2025/9	(YoY)
SG&A expenses	85.3	93.9	(+10.1%)
SG&A expenses ratio	9.4%	9.8%	[+0.4p]

[]: Difference from same period in previous year

SG&A expenses / SG&A expenses ratio



	Major breakdown of the variance(+8	(6bn YoY)
1.	Personnel expenses (Raise in basic salary for employee, etc.)	+¥2.63bn
2.	System maintenance fee	+¥0.41bn
3.	Advertising expenses	+¥0.21br
4.	Recruitment and training expense	+¥0.15br
5.	Costs from Ascot corp.	+¥2.01br
6.	Other expenses	+¥3.19br

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Please turn to page 14. SG&A expenses increased JPY8.6 billion YoY to JPY93.9 billion, and the SG&A-to-net-sales ratio rose by 0.4 percentage points YoY to 9.8%.

Financial review (Consolidated BS)

15

83	<u>ep. 2024</u> ¥1,112.2bn	End of March 2025 Total assets ¥1,221.9bn (+¥109.7bn)		ssets ¥1,221.9bn Total assets ¥1,321.2l		¥1,321.2bn	(¥br
Current assets	Current liabilities 360.1	 Current assets	Current liabilities 410.8 (+50.7)		Current assets	Current liabilities 354.9 (△55.9)	
646.6	Fixed liabilities 302.6	753.8 (+107.2)	Fixed liabilities 343.7 (+41.1)		855.8 (+102.0)	liabilities 481.3 (+137.6)	
Fixed assets 465.5	Net assets 449.4	Fixed assets 468.1 (+2.6)	Net assets 467.3 (+17.9)		Fixed assets 465.3 (△2.8)	Net assets 484.8 (+17.5)	
Equity ratio	40.4%	Equity ratio	38.4%		Equity ratio	37.0%	<u> </u>
BPS	¥1,365.63	BPS	¥1,414.63		BPS	¥1,469.17	7
EPS	¥156.37	EPS	¥285.66		EPS	¥150.41	1

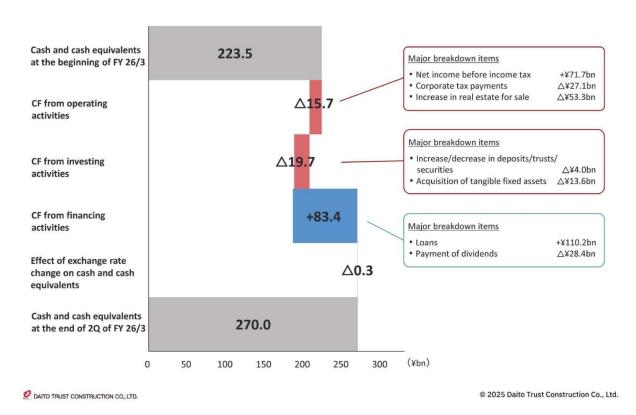
^{*}The BPS and EPS are calculated assuming that the stock split occurred at the beginning of the previous consolidated FY.

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Please turn to page 15. In terms of the financial position, current assets, mainly real estate for sale, increased due to the progress of the real estate development business, while liabilities, including borrowings associated with these acquisitions, also increased. Details regarding assets related to real estate for sale will be explained later.

^{*}BPS : Net assets per share

^{*}EPS : Quarterly (current year) net income per share © 2025 Daito Trust Construction Co., Ltd.



Please turn to page 16. As shown in the materials, the factors behind changes in consolidated cash flows are as described there. In September, we executed borrowings totaling JPY140 billion, including JPY43.5 billion in refinancing. As a result, cash flow from financing activities recorded a positive JPY83.4 billion. The purpose of these borrowings, as mentioned earlier, was primarily to secure funds for the expansion of the real estate development business.

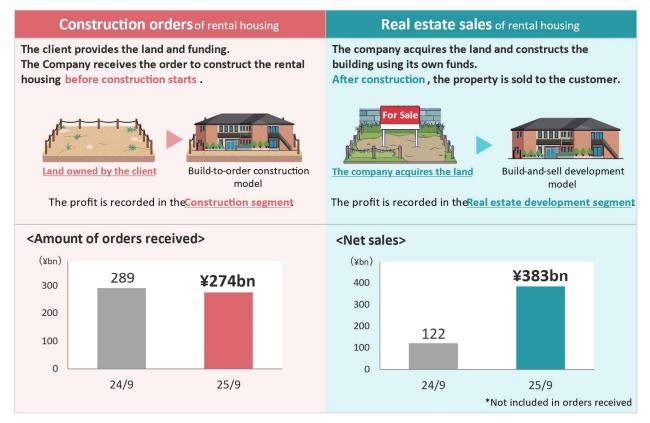
That concludes the explanation of the Q2 financial results. Next, Takeuchi will provide an explanation.



Takeuchi: Thank you very much for taking the time out of your busy schedules to join today's briefing. I will now explain the results of the key figures.

Please refer to page 18. First, orders received for the period decreased 5.3% YoY to JPY273.9 billion, while orders in hand remained at the same level as the previous year at JPY791.8 billion.

Although orders had been declining YoY due to factors such as the reduction of sales areas implemented in January, we have finally secured order levels comparable to the previous year since around August. We will therefore continue to work steadily toward achieving the full-year target of JPY620 billion without revising the plan.



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Please turn to page 19. Here, I would like to provide supplementary information regarding the supply of rental housing within our group.

On the left-hand side is the number of orders for rental housing through build-to-order construction, which I explained earlier. On the right-hand side is the amount of rental housing sales through real estate development, an area we are focusing on under the Medium-Term Management Plan.

In the real estate development business, we purchase land at our own expense, construct buildings, and then sell them to owners. Therefore, these figures are not included in the order amount shown on the left, but as illustrated here, the supply of rental housing is increasing, and we intend to continue providing high-quality rental housing through various approaches going forward.

1人当たり受注高 1,562万円/月(前期比 △103万円)

営業担当者数〈9月末〉 2,983人(前期比 +33人)

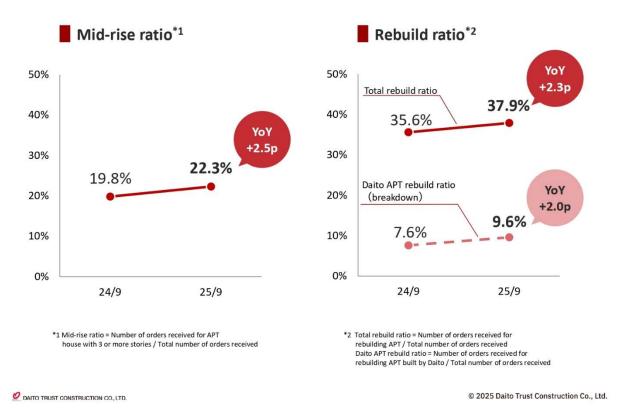
■ 受注効率(1人当たり受注高・営業担当者数)



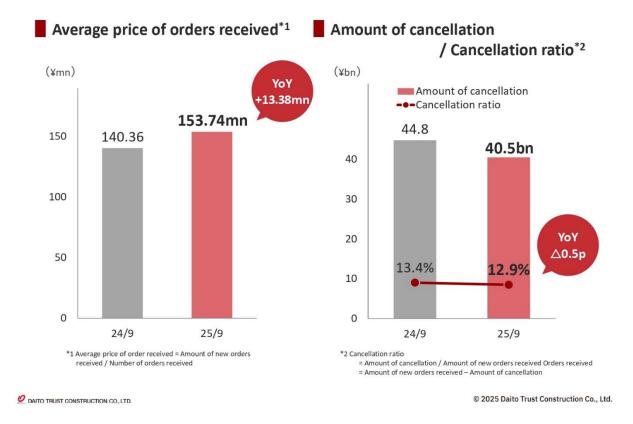
Please turn to page 20. The amount of orders received per sales representative decreased JPY1.03 million YoY to JPY15.62 million, while the number of sales representatives as of the end of September increased by 33 YoY to 2,983. We will continue our recruitment efforts to establish a sales force of 3,000 representatives.

Orders received (Mid-rise ratio and rebuild ratio)





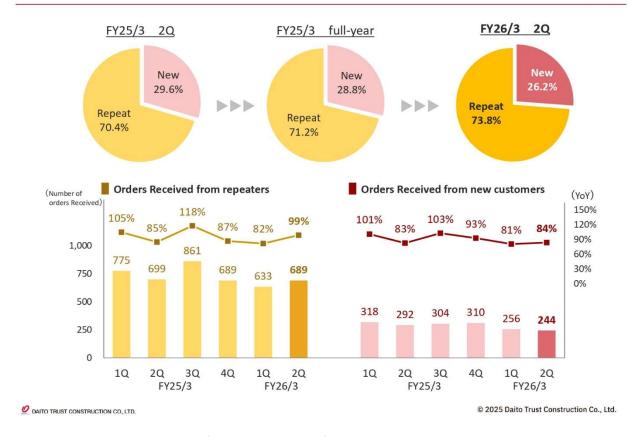
Please turn to page 21. The mid-rise ratio increased by 2.5 percentage points YoY to 22.3%, reflecting a shift in sales activities toward central areas within our operating regions and an increase in corporate contracts, both contributing to larger property sizes. In addition, the rebuild ratio rose by 2.3 percentage points YoY to 37.9%.



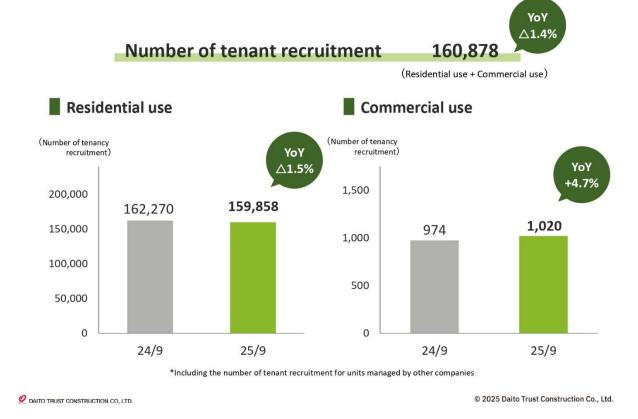
Please refer to page 22. Next, I will explain the status of the average order price and the cancellation ratio. As shown in the graph on the left, the average order price increased by JPY13.38 million YoY to JPY153.74 million, reflecting the impact of price revisions. On the right, the cancellation ratio improved by 0.5 percentage points YoY to 12.9%, with the cancellation amount decreasing by JPY4.3 billion.

Orders received (Number of orders received & their channels)





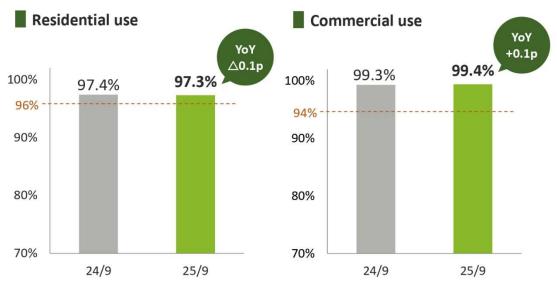
Please turn to page 23. The ratio of repeat customers for the period increased by 3.3 percentage points YoY to 73.8%.



Please turn to page 24. The number of tenant recruitment cases decreased 1.4% YoY to 160,878.

Keep sound level of occupancy rate continuously

(Residential use: 96% / Commercial use: 94%)

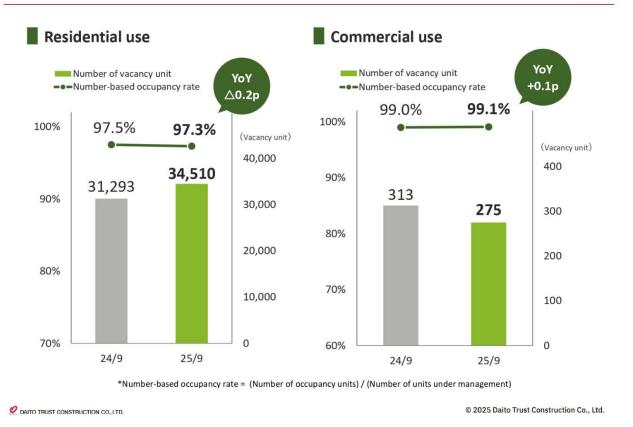


*Rent-based occupancy rate = 100% - (Lease fee payment for vacant units / Aggregate amount of rent [%])

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Please turn to page 25. The rent-based occupancy rate for residential properties decreased by 0.1 percentage points YoY to 97.3%, and we have continued to maintain a high level of occupancy.



Please refer to page 26. The number-based occupancy rate decreased by 0.2 percentage points YoY to 97.3%.

Balance of real estate investment



*The balance sheet total as of Sep. 2025 includes 87.9 billion yen from Ascot corp. that joined the Group in March 2025.

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24/9

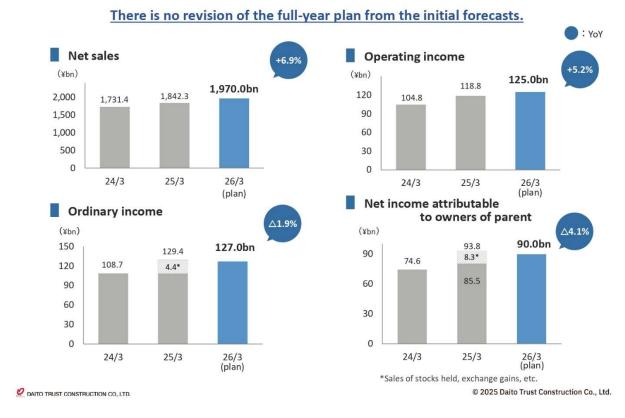
25/9

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Please turn to page 27. The balance of real estate investment increased JPY158.5 billion YoY to JPY228.1 billion. We will continue working to expand earnings from the real estate development business by securing appropriate real estate for sale.

Forecasts for FY ending March 2026 (Consolidated PL)



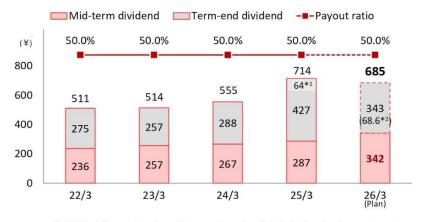


Next, I will explain the forecasts for the current fiscal year. Please turn to page 29. At this time, there are no changes to the full-year plan. Should a revision to the earnings forecast become necessary, we will promptly disclose the information.



Term end <plan> \quad \q

>>> Payout ratio 50%



*1 Dividends from extraordinary factors such as sales of stocks held and exchange gains, etc.

*2 Dividend per share after the 1:5 stock split

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Next, I will explain the shareholder return. Please turn to page 31. The mid-term dividend for the current fiscal year, based on the number of shares before the stock split, will be JPY342 per share, an increase of JPY55 YoY, and will be paid on November 21 as planned. The year-end dividend is projected to be JPY343 per share on a pre-stock-split basis, bringing the full-year total dividend to JPY685 per share.

Basic Policies of the Medium-Term Management Plan





Finally, I will explain the progress of the Medium-Term Management Plan and other topics. Please refer to page 33.

The Medium-Term Management Plan, which began last fiscal year, is based on three pillars: the promotion of human capital management, the establishment of a strong core business, and the implementation of tackling key focus areas. For the final fiscal year of the plan, we have set targets of JPY2 trillion in net sales, JPY140 billion in operating income, and an ROE of 20%.

From the next page onward, I will explain the progress of each initiative.

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Please turn to page 34. First, regarding the promotion of human capital management.

We are working to enhance both the ease of work and job satisfaction of our employees to maximize the capabilities of each individual. In H1, as part of our efforts to create a work environment where employees can continue working with peace of mind, we introduced a new system that provides a lump-sum payment of JPY1 million in the event an employee is diagnosed with cancer. In addition, as a measure against heatstroke, we provided cooling vests to construction site supervisors, implementing initiatives that prioritize the safety and health of our on-site personnel.

To further promote purpose-driven management, we also recognized employees who exemplify purpose-based behavior in their daily work, thereby enhancing motivation and engagement.

Moreover, as part of our support for employee asset formation, we introduced incentive payments for DC and the new NISA programs.

As a result of these initiatives, our employee engagement score reached a record high of 65.6, compared with an average deviation value of 50. We will continue to build an environment in which all employees can fully demonstrate their abilities and strive to enhance our corporate value.

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Sales price revision

from Jan. 2026

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Rebuilding contract ratio

+2.3pt

Please refer to page 35. Next is the establishment of a strong core business. In the rental housing business, all three key factors—construction costs, rents, and interest rates—are showing an upward trend. Under these conditions, to address rising labor and material costs caused by inflation, we implemented a 2% price revision in July of this year and plan to introduce an additional 3% revision in January next year. Since January of this year, we have expanded orders mainly in sales areas where rent increases are expected, resulting in a 4.2-percentage-point rise in orders from the three major metropolitan areas.

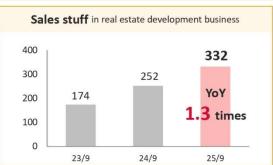
in three major metropolitan areas

+4.2pt

In addition, with the growing number of aging buildings, the ratio of rebuilding contracts increased by 2.3 percentage points. We will continue conducting sales activities that respond to changes in the business environment to further secure orders.







	Breakdov	vn of the ¥228.1bn balance
Investment condominiums	¥64.6bn	
Building and land set sales	¥39.3bn	
Renovation and resale	¥61.1bn	
Hotels	¥20.7bn	
Others	¥30.0bn	
Total	¥12.4bn	Rental condominiums (Yokohama) Apartment hotel (Fukuoka)

Tackling on Focus Areas of the Medium-Term Management Plan

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Please refer to page 36. The third pillar is initiatives addressing the key focus areas of the current Medium-Term Management Plan, where we are focusing on three main initiatives.

The first is the expansion of the real estate development business. Net sales in this segment expanded to JPY60.4 billion, 2.4 times higher YoY, achieving sales growth that far outpaced the increase in personnel. Profitability per employee has improved significantly. On the balance sheet [Inaudible], both investment condominiums and development-for-sale projects have been steadily accumulating, and we expect further growth in sales and profits going forward.

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Please turn to page 37. The second initiative is the expansion of overseas business. In Los Angeles, California, we sold three properties for JPY1.1 billion and newly acquired three properties with a total of 12 units during this fiscal year. Going forward, we will continue to collaborate with local companies to further expand our business in the US.





Tackling on Focus Areas of the Medium-Term Management Plan Regional development that is unique to Daito Group

The first residential-style nursing home facility opens





Community development projects with local governments

Environment, Disaster Preparedness, Collaboration with other industries, etc.



Scheduled to open in FY2028

*Many other projects are also underway, including those in Takaoka City, Toyama Prefecture

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Please turn to page 38. The final initiative under the Medium-Term Management Plan is community development that is unique to the Daito Trust Construction Group. As part of these efforts, we are focusing on expanding senior care facilities to help address social issues arising from the progression of an aging society.

On September 1, our first residential-type paid nursing home, SOEL Garden Toyohashi, opened in Toyohashi, Aichi Prefecture. We plan to open an additional 60 facilities in FY2026. In addition, as previously introduced, we are advancing community development projects such as the Chiba ZEH Town development, in collaboration with local governments and companies from other industries.



Topics

Three of our Group's properties received the GOOD DESIGN AWARD



CLT rental housing in Chofu, Tokyo (ForterbIII)

- Houses with excellent environmental, fire-resistant, and earthquake-resistant performance.
- The "one-hour fire-resistant structure" ensures a high level of safety.
- The design incorporates the natural wood texture of CLT in both the common areas and individual rooms.



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Please turn to page 39. Lastly, I would like to introduce three additional topics.

The first is that three properties developed by our group were honored with the GOOD DESIGN AWARD 2025. The first property is the CLT rental housing in Chofu, developed by Daito Trust Construction. This marks the first time one of our company's product buildings has received the GOOD DESIGN AWARD. Our continuous efforts to promote the CLT construction method and the high-quality design that utilizes the warmth and texture of wood were highly evaluated.



Topics

Three of our Group's properties received the GOOD DESIGN AWARD



Idudibililli ASCOT CORP.

ASTILE Hiroo





- Balancing the maximization of interior space with harmony with the surrounding environment.
- All units are corner units, designed to allow residents to enjoy views of the sky and greenery.
- The design incorporates the natural wood texture of CLT in both the common areas and individual rooms.



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Please turn to page 40. The second property is ASTILE Hiroo, developed by Ascot Corp. This 19-unit rental residence was recognized for its high design quality, characteristic of ASCOT CORP., and its exterior design that harmonizes with the surrounding streetscape while maximizing the use of available floor area.



Topics

Three of our Group's properties received the GOOD DESIGN AWARD





AUSPICE Tenjin, Fukuoka

- Medium-sized office building equipped with sun-shading
- Balancing environmental considerations and design expression.
- Received a 4-star rating in the "DBJ Green Building Certification"



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Please turn to page 41. The third property is AUSPICE Fukuoka Tenjin, also developed by ASCOT CORP., marking its 19th overall award. This 10-story, medium-sized office building was recognized for its design innovations unique to medium-scale offices, which enhance both comfort and environmental performance.



Topics

Business partnership project with Sumitomo Forestry Co., Ltd.

A project committee has been established to promote business partnerships aimed at ensuring a stable supply of domestically produced timber. (Two committee meetings per year, one subcommittee meeting per month)



← Takeuchi, CEO of the DAITO TORUST CONSTRUCTION Mitsuyoshi, CEO of the Sumitomo Forestry→



Representatives from both companies visited forestry-related organizations (in Fukushima)

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Please refer to page 42. The second topic concerns our collaboration with Sumitomo Forestry Co., Ltd. In May, we established a joint promotion committee and have been discussing collaborative initiatives across various fields, including the domestic timber business and overseas operations. To promote the use of domestically produced timber, we plan to commence operations at a lumber processing plant in Iwaki City in March 2026. By continuing discussions with local forestry associations and government authorities, we aim to contribute to the realization of a circular forestry system, a decarbonized society, and the revitalization of regional forestry.

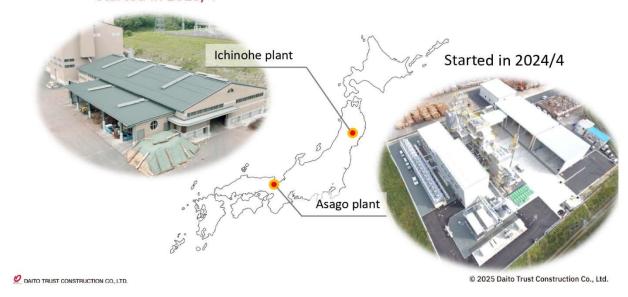


Topics

The biomass energy power plant has started operations

The second biomass power plant in the country has begun operations. The renewable energy adoption rate is expected to reach 100%.

Started in 2025/4



Please refer to page 43. Lastly, I would like to discuss the biomass power generation business. Our company has set a goal of sourcing 100% of the electricity used in our business activities from renewable energy by 2040.

As part of this initiative, we have commenced commercial operations at the Ichinohe Forest Power Plant in Ichinohe, Iwate Prefecture. Together with the Asago Biomass Power Plant in Asago, Hyogo Prefecture, which is already in operation, the renewable energy adoption rate of our Group is expected to reach 100%. We will continue to accelerate our efforts toward realizing a decarbonized society.

That concludes my presentation.

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