Daito Trust Construction Co.,Ltd.

Q3 Financial Results Briefing for the Fiscal Year Ending March 2026

January 30, 2026

Event Summary

[Company Name]	Daito Trust Construction Co.,Ltd.
[Company ID]	1878-QCODE
[Event Language]	JPN
[Event Type]	Earnings Announcement
[Event Name]	Q3 Financial Results Briefing for the Fiscal Year Ending March 2026
[Fiscal Period]	FY2026 Q3
[Date]	January 30, 2026
[Time]	15:30 – 16:30
[Venue]	Webcast
[Number of Speakers]	2

Kei Takeuchi	Representative Director, CEO
Tsukasa Okamoto	A Member of Board of Directors, Senior Executive Officer, CFO

Presentation

Moderator: It is time and we will now begin the briefing on the financial results for Q3 of the fiscal year ending March 31, 2026, of Daito Trust Construction Co.,Ltd.

Today's financial results presentation is also available remotely. We will post the information on our website at a later date. Please check there if you have any difficulty in hearing on stream.

As scheduled today, Mr. Okamoto, Director, Senior Executive Officer and CFO, General Manager of Administration Division, will provide an overview of the financial results for Q3 of the fiscal year ending March 31, 2026, and then Mr. Takeuchi, Representative Director, President and CEO, will explain the results of key indicators and beyond.

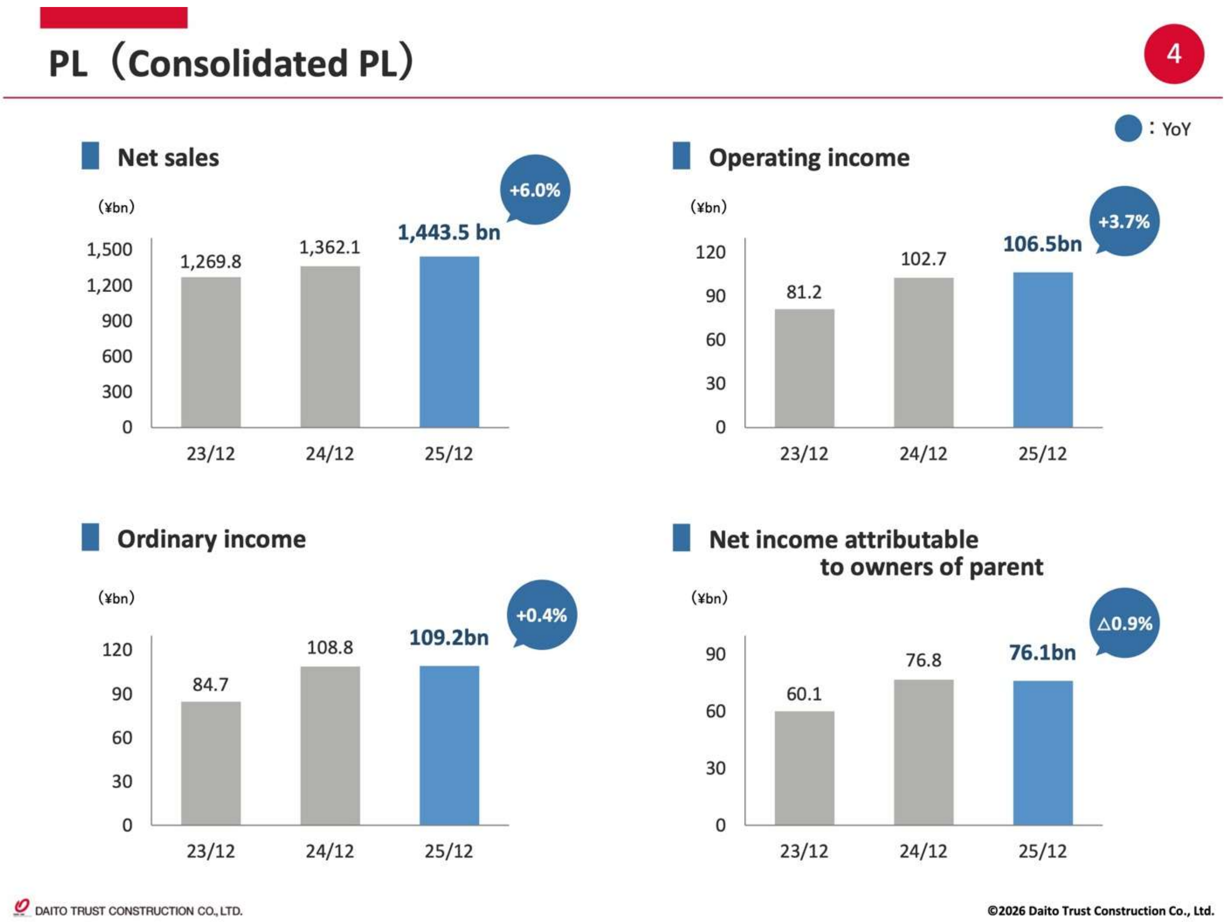
We will then proceed to the Q&A session. The method for accepting questions will be explained when we start the Q&A session.

The event is scheduled to end at 4:30 PM.

Let’s begin. Mr. Okamoto, please.

Okamoto: Hello everyone. I am CFO Okamoto. Thank you very much for joining us today.

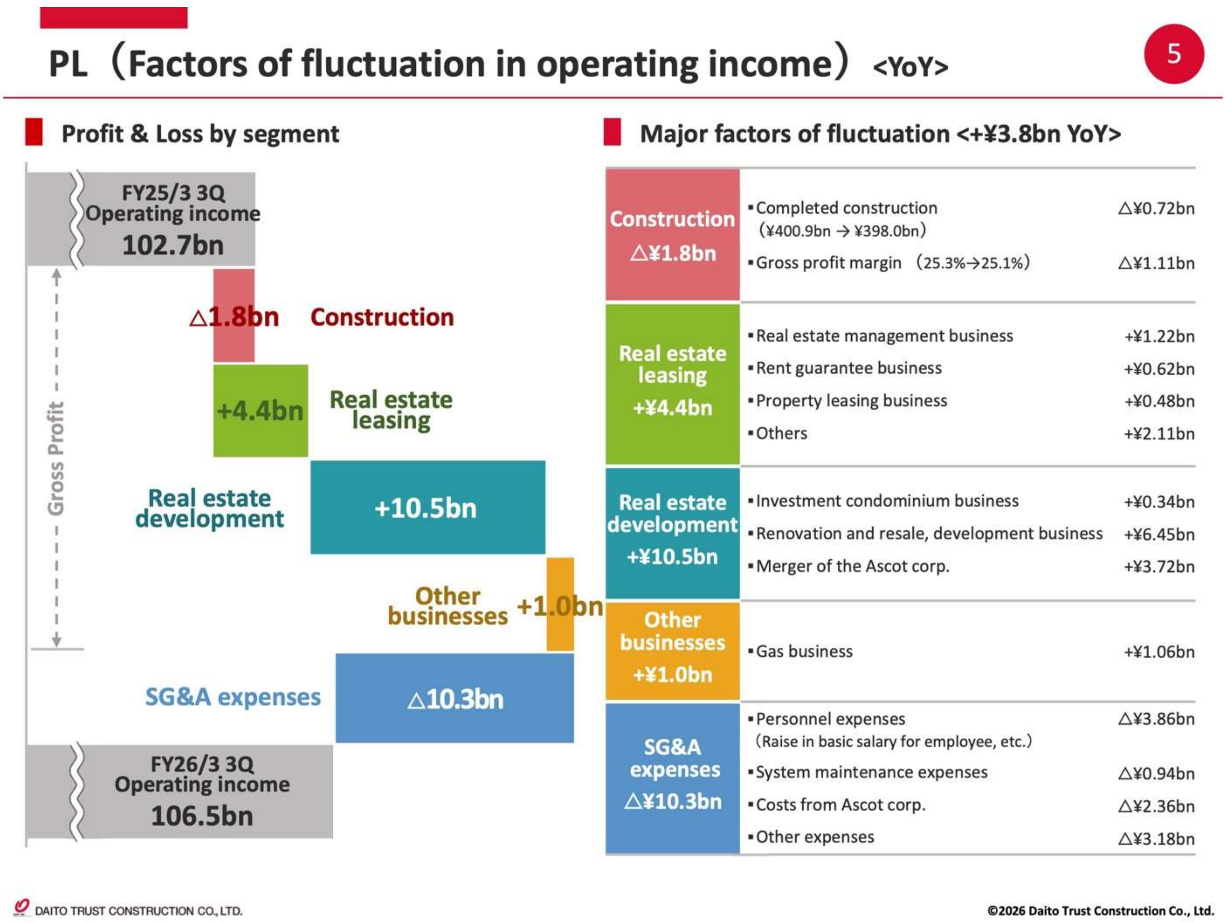
Let me quickly move on to an explanation of our business performance. Unless otherwise noted, we will explain on a consolidated basis, thank you.



First, please see page four. I will now explain the current period's profit and loss situation.

In Q3 of the current fiscal year, net sales increased 6% from the previous year to JPY1,443.5 billion and operating income increased 3.7% from the previous year to JPY106.5 billion. Net income for the quarter was JPY76.1 billion, down 0.9% year on year.

While operating income increased, net income for the quarter decreased due to an increase in interest expenses on borrowings, as well as the absence of a JPY1.1 billion gain on sales of securities and extraordinary gains recorded in the previous period. We will explain in detail by segment later.



Next, please see page five. Operating income for the period was JPY106.5 billion, an increase of JPY3.8 billion from JPY102.7 billion in the previous period.

The following is an explanation of each factor. First, in the construction business, gross profit declined by JPY1.8 billion due to a decrease in gross profit margin caused by soaring material and labor costs, in addition to a decrease in the amount of completed construction contracts.

In the real estate leasing business, higher gross profit was driven by an increase in the number of units under management,contributing JPY4.4 billion, while occupancy rates remained at the same level as the previous year.

In the real estate development business, the increase of JPY10.5 billion was due to the consolidation of Ascot from April, as well as steady growth in the business of buying and reselling existing properties.

In other businesses, the gas supply business increased by JPY1 billion due to steady growth.

SG&A expenses increased by JPY10.3 billion due to the impact of base increases, stock grants to employees, and the consolidation of Ascot.

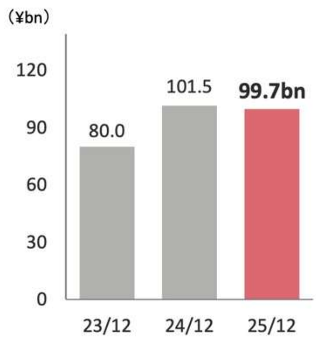
Profit & Loss by segment（Construction business - 1）

(¥bn)

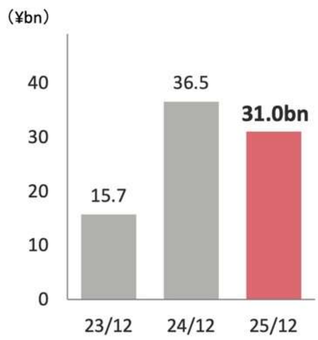
	2024/12	2025/12	(YoY)
Net sales	400.9	**398.0**	(△0.7%)
Gross profit	101.5	**99.7**	(△1.8%)
Operating income	36.5	**31.0**	(△15.1%)

Net sales

Gross profit



Operating income



DAITO TRUST CONSTRUCTION CO., LTD.

Please see page six. In the construction segment, construction work completed decreased by 0.7% from the previous period to JPY398 billion, and operating income decreased by 15.1% to JPY31 billion, mainly due to lower gross profit on completed construction contracts and higher labor costs resulting from base increases.

Profit & Loss by segment（Construction business - 2）

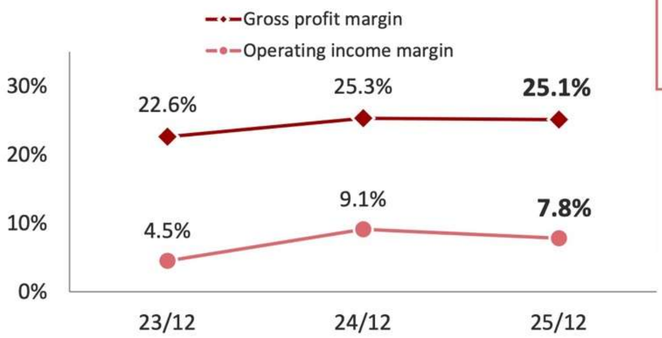
7

	2024/12	2025/12	(YoY)
Gross profit margin	25.3%	**25.1%**	(△0.2p)
Operating income margin	9.1%	**7.8%**	(△1.3p)

Major breakdown of the variance（△0.2p YoY）

1. Price revision	**+2.5p**
2. Labor cost	**△0.9p**
3. Material cost	**△1.1p**
4. Imported materials	**△0.7p**

Gross profit margin / Operating income margin



Please see page seven. The gross margin ratio decreased by 0.2 percentage points from the previous year to 25.1%.

Here we outline the breakdown of the decline in gross profit margin. As stated, while price revisions had a positive effect, this was offset by rising labor costs, primarily for electrical and plumbing installers, coupled with the ongoing impact of increased material costs, such as ready-mix concrete and structural panels.

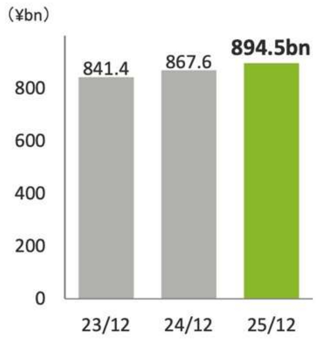
Profit & Loss by segment（Real estate leasing business - 1）

8

（¥bn）

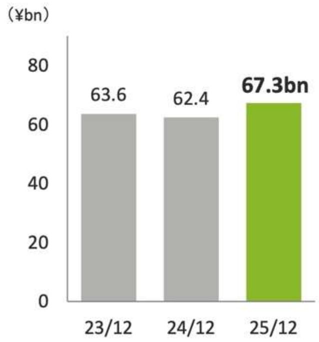
	2024/12	2025/12	(YoY)
Net sales	867.6	**894.5**	(+3.1%)
Gross profit	99.7	**104.2**	(+4.5%)
Operating income	62.4	**67.3**	(+7.9%)

Net sales



Gross profit

Operating income



DAITO TRUST CONSTRUCTION CO., LTD.

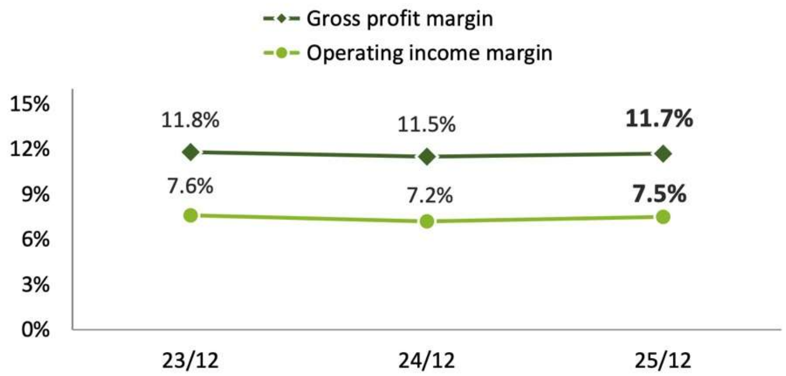
Next, please see page eight. The real estate leasing segment recorded sales of JPY894.5 billion, a 3.1% increase from the previous period, and operating profit of JPY67.3 billion, a 7.9% increase from the previous period.

Profit & Loss by segment（Real estate leasing business - 2）

9

	2024/12	2025/12	（YoY）
Gross profit margin	11.5%	**11.7%**	（+0.2p）
Operating income margin	7.2%	**7.5%**	（+0.3p）

Gross profit margin / Operating income margin



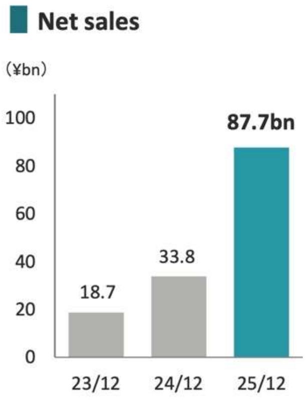
Please see page nine. The gross profit margin and operating profit margin were 11.7% and 7.5%, up 0.2 and 0.3 percentage points, respectively, from the previous year.

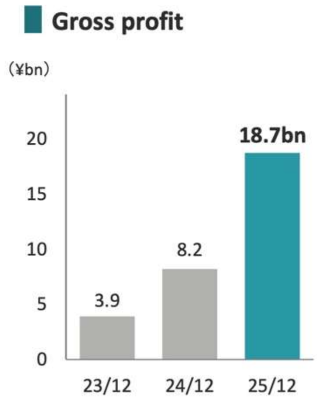
Profit & Loss by segment（Real estate development business - 1）

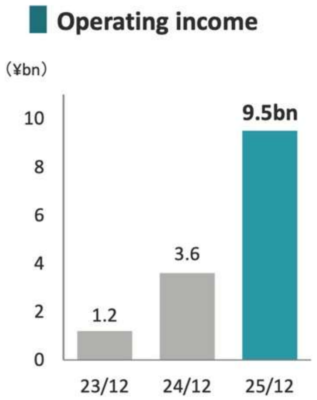
10

(¥bn)

	2024/12	2025/12	(YoY)
Net sales	33.8	**87.7**	(+159.5%)
Gross profit	8.2	**18.7**	(+126.8%)
Operating income	3.6	**9.5**	(+160.6%)







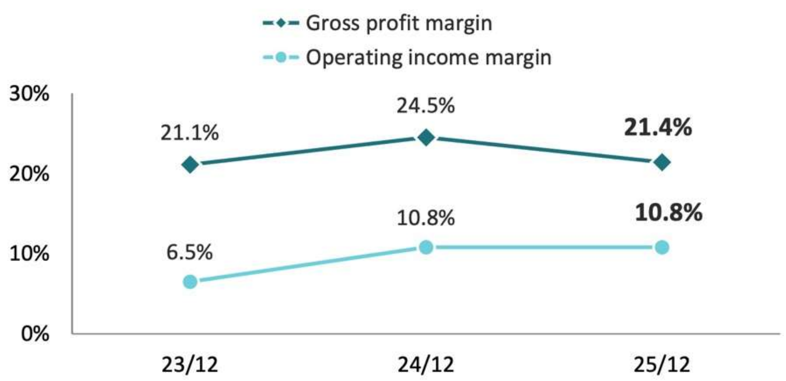
Please see page 10. The real estate development segment saw a significant YoY increase, following the consolidation of Ascot and progress in the development business, with net sales rising 159.5%- or 2.5-times YoY to JPY87.7 billion and operating income increasing 160.6% YoY to JPY9.5 billion.

Profit & Loss by segment（Real estate development business - 2）

11

	2024/12	2025/12	（YoY）
Gross profit margin	24.5%	**21.4%**	（△3.1p）
Operating income margin	10.8%	**10.8%**	（±0.0p）

Gross profit margin / Operating income margin



DAITO TRUST CONSTRUCTION CO., LTD.

Please see page 11. The gross margin ratio decreased by 3.1 percentage points from the previous year to 21.4% due to the impact of the mark-to-market valuation of real estate held for sale associated with the consolidation of Ascot, which we have discussed in Q1 and Q2.

SG&A expenses have increased alongside business expansion. Although operating profit grew at a faster rate than the SG&A expenses, the ratio of SG&A expenses to sales has declined.

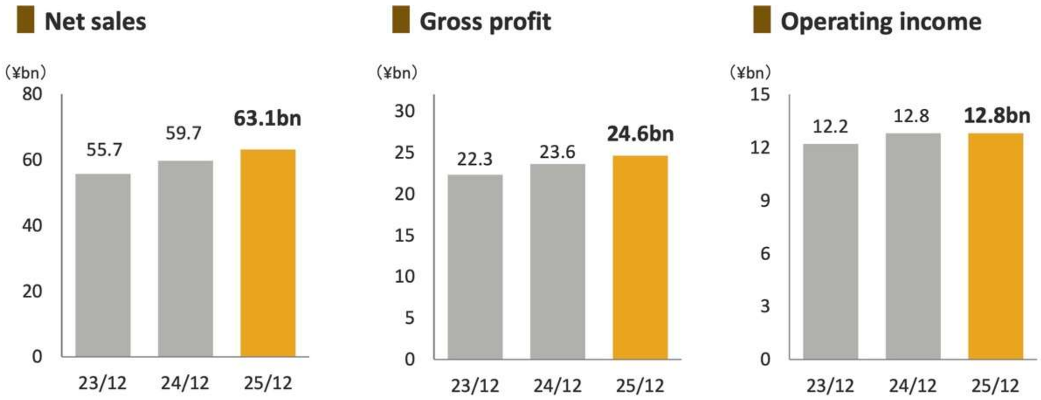
As a result, the operating income margin was 10.8%, the same level as the previous year.

Profit & Loss by segment（Other businesses）

12

(¥bn)

	2024/12	2025/12	(YoY)
Net sales	59.7	**63.1**	(+5.7%)
Gross profit	23.6	**24.6**	(+4.3%)
Operating income	12.8	**12.8**	(△0.2%)



DAITO TRUST CONSTRUCTION CO., LTD.

Please see page 12. In other businesses, sales increased 5.7% from the previous year to JPY63.1 billion, but operating income was JPY12.8 billion, the same level as the previous year, due to an increase in the total number of meters in operation in the gas supply business, while SG&A expenses, including labor costs, increased.

Profit & Loss（Selling, general and administrative expenses）

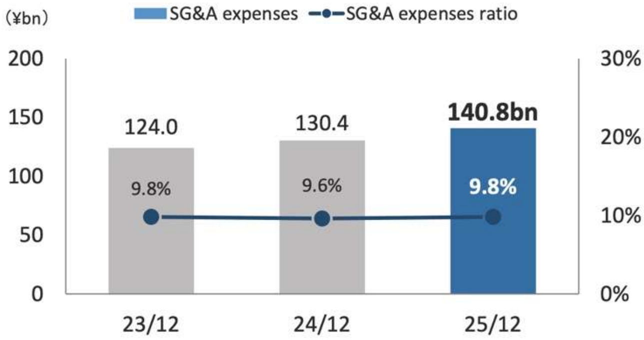
13

（¥bn）

	2024/12	2025/12	(YoY)
SG&A expenses	130.4	**140.8**	(+8.0%)
SG&A expenses ratio	9.6%	**9.8%**	[+0.2p]

[ ]：Difference from same period in previous year

SG&A expenses / SG&A expenses ratio

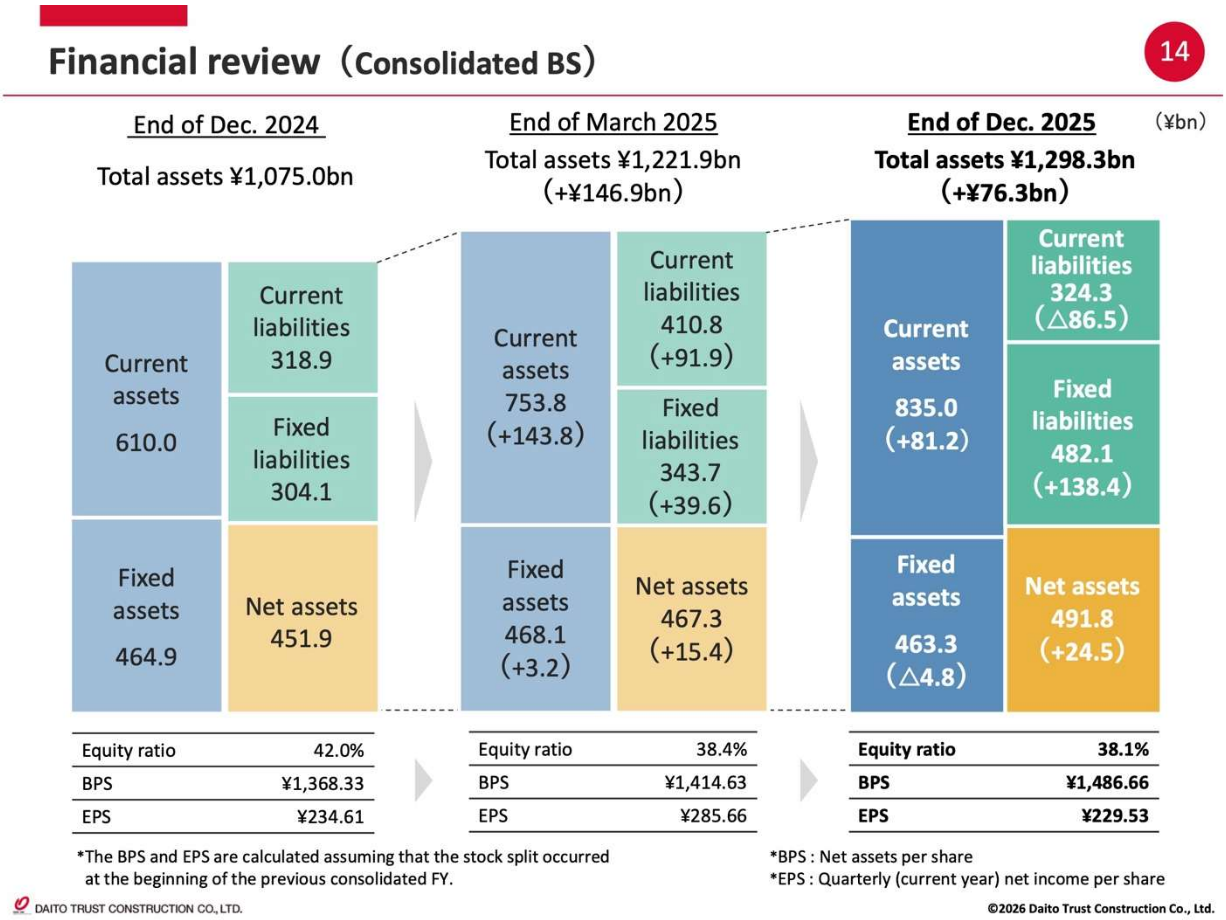


Major breakdown of the variance（+10.3bn YoY）

1. **Personnel expenses** **+¥3.86bn**
   （Raise in basic salary for employee, etc.）
2. **System maintenance fee** **+¥0.61bn**
3. **Advertising expenses** **+¥0.33bn**
4. **Costs from Ascot corp.** **+¥2.36bn**
5. **Other expenses** **+¥3.18bn**

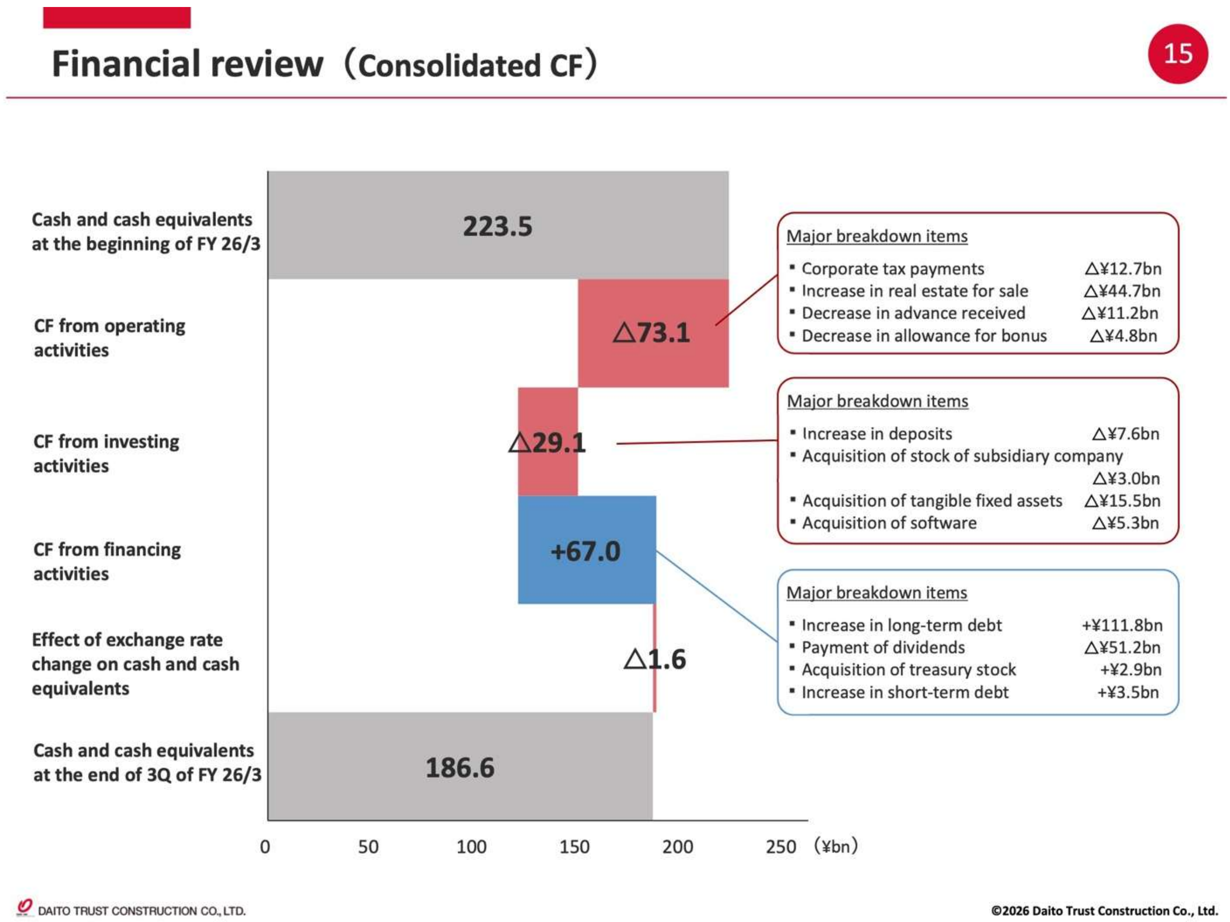
DAITO TRUST CONSTRUCTION CO., LTD.

Please see page 13. SG&A expenses increased by JPY10.3 billion from the previous year to JPY140.8 billion. The SG&A-to-sales ratio increased 0.2 percentage points from the previous year to 9.8%.



Please see page 14. As for the financial situation, while current assets, mainly real estate for sale, have been increasing due to the steady progress of the real estate development business, the Company has taken out loans to cover the acquisition of such properties, which means that long-term liabilities have been increasing.

Assets related to real estate for sale will be explained later.



Please see page 15. Factors for changes in consolidated cash flow are shown on the slide.

Operating cash flow was negative JPY73.1 billion due to the acquisition of real estate for sale in preparation for the expansion of the real estate development business.

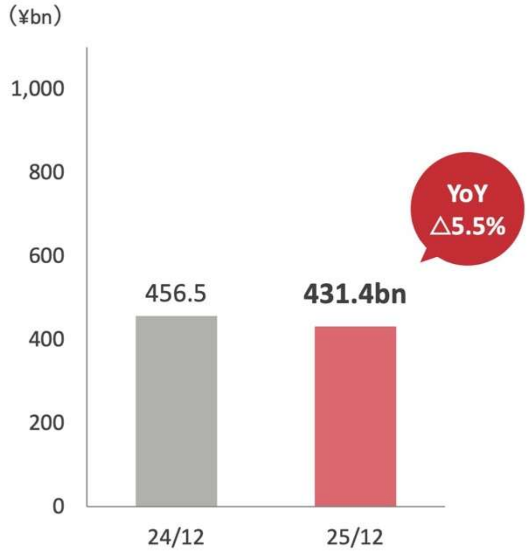
To meet the demand for funds for this purpose, the Company borrowed money, resulting in an increase in financing cash flow of JPY67 billion.

This is my explanation of the Q3 results. Please continue, Mr. Takeuchi.

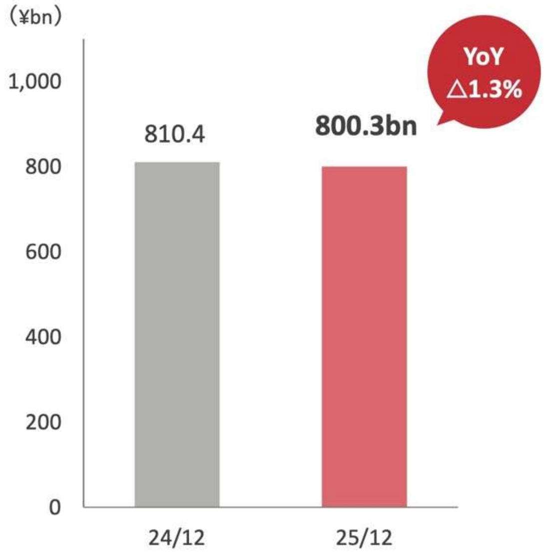
Takeuchi: My name is Takeuchi. Thank you very much for taking time out of your very busy schedule to come here today. I will explain the results of the key indicators.

Orders received

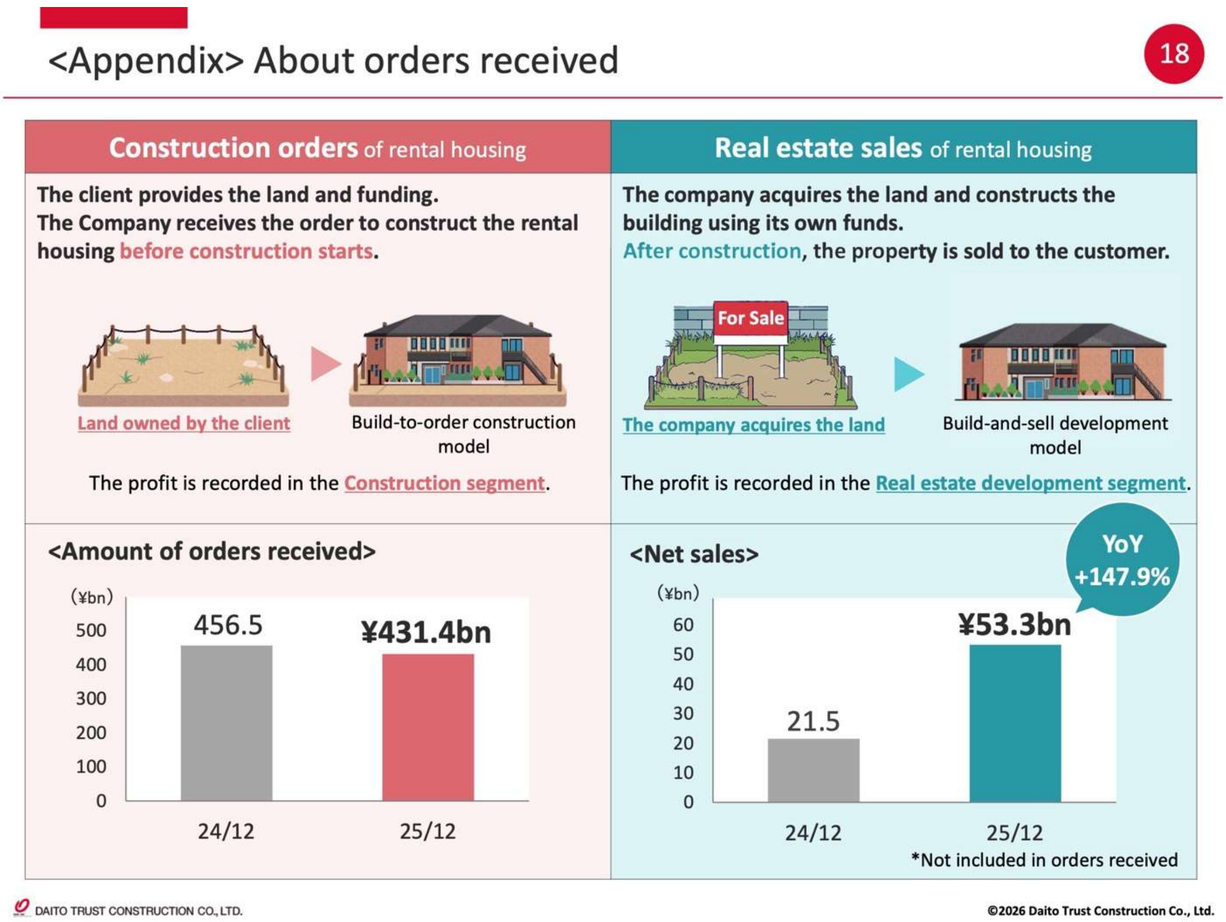
Orders received



Orders in hand



C



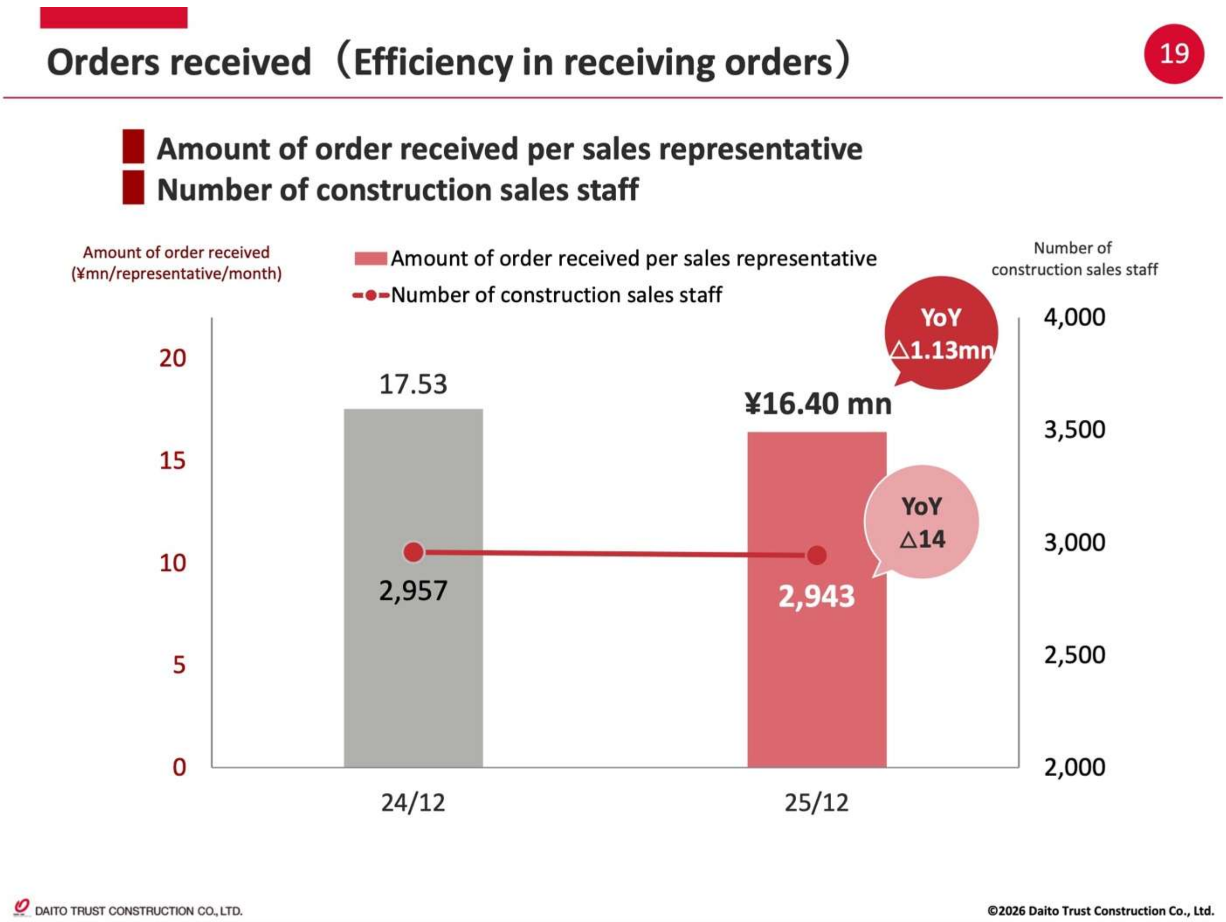
Please see page 18. This is a supplemental explanation of the new supply of rental housing.

On the left is the amount of revenue from rental housing acquired through construction orders as explained on the previous page. The chart on the right illustrates shows the amount of revenue from rental housing handled through real estate development.

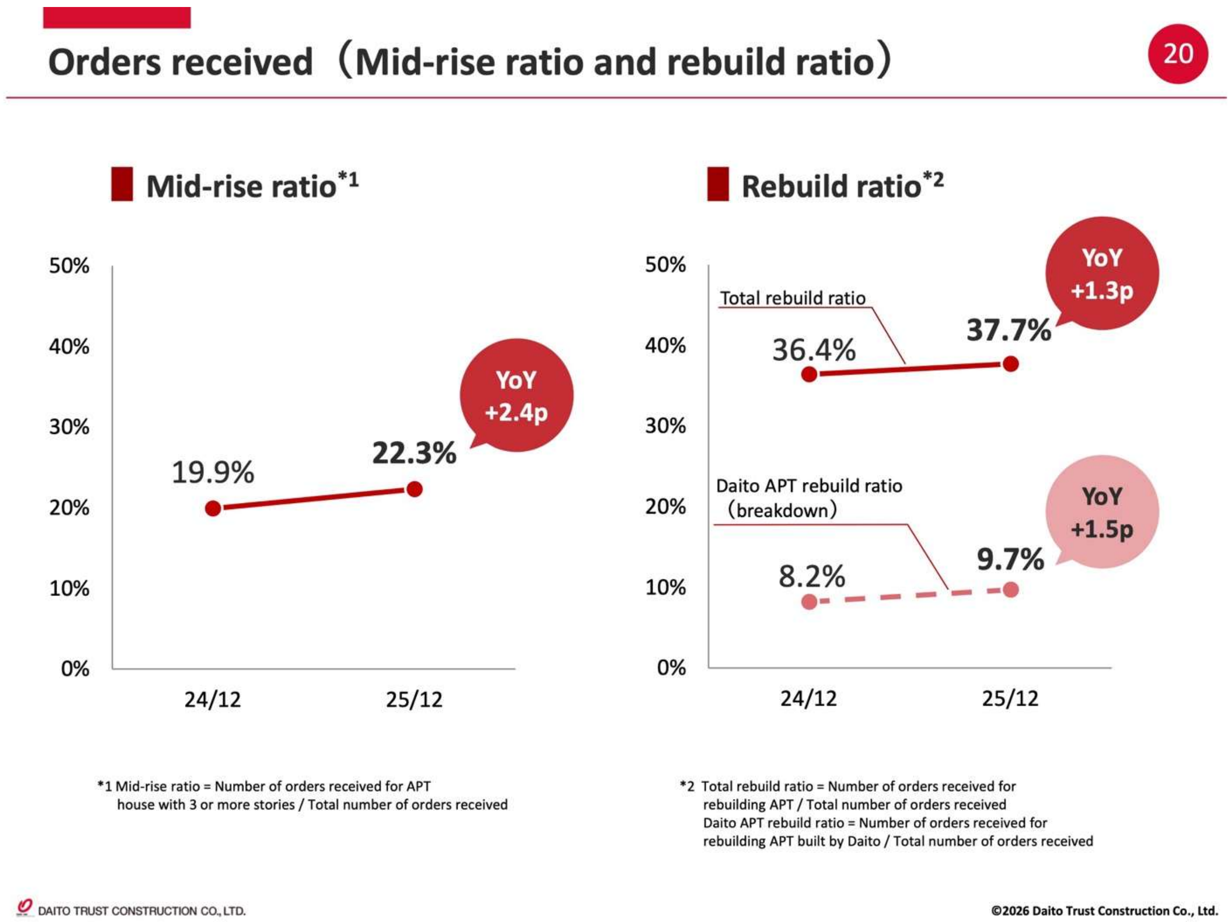
As for the total amount of rental housing we handle, you can see that it is increasing.

Our on-site sales employees are also involved in the sale of rental housing through real estate development, and by taking advantage of our sales base, we are able to expand real estate development.

We will continue to supply quality rental housing while responding to diverse needs.

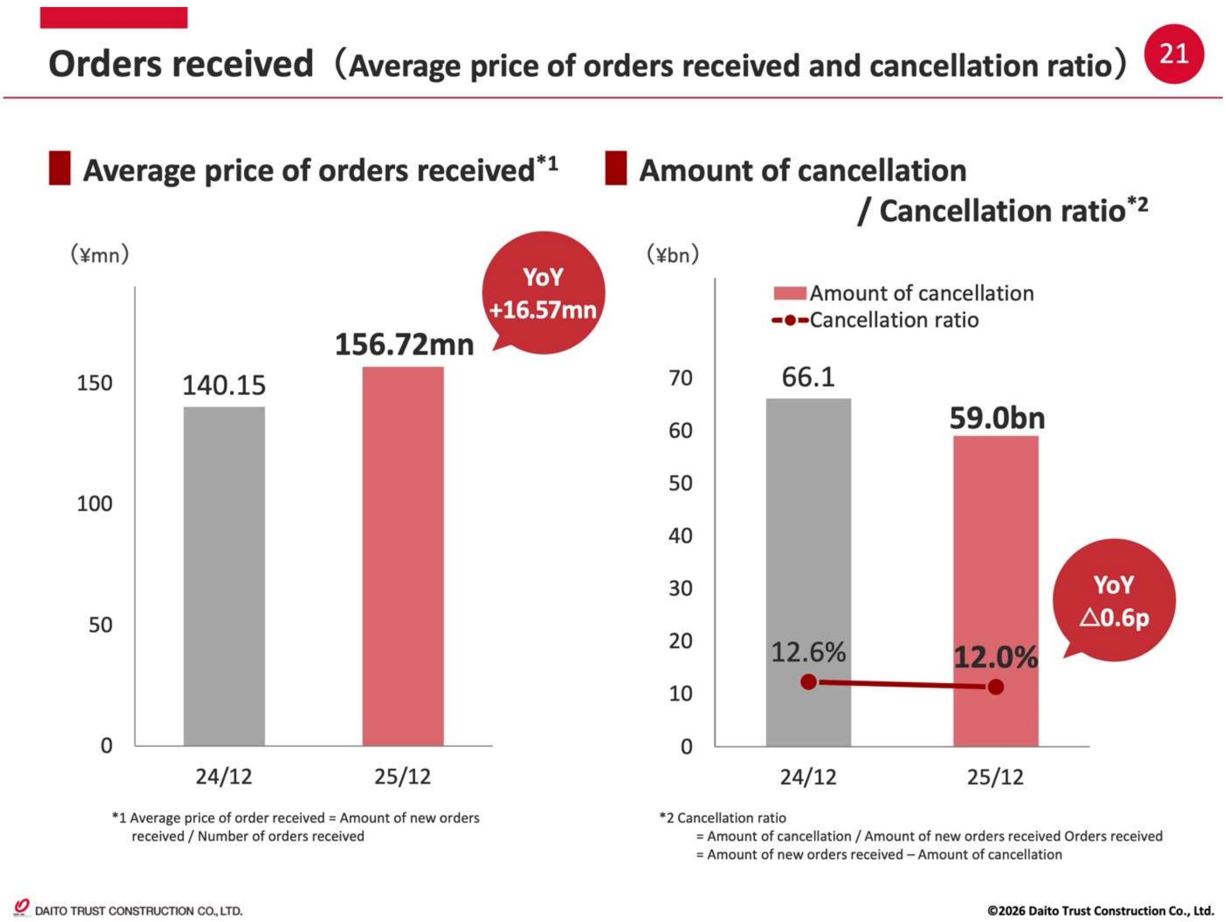


Please see page 19. The number of sales representatives at the end of December decreased by 14 from the previous period to 2,943. Orders per worker decreased by JPY1.13 million to JPY16.4 million.



Please see page 20. The mid-tier ratio rose 2.4 percentage points from the previous year to 22.3% due to the shift of the sales area to the center of the city.

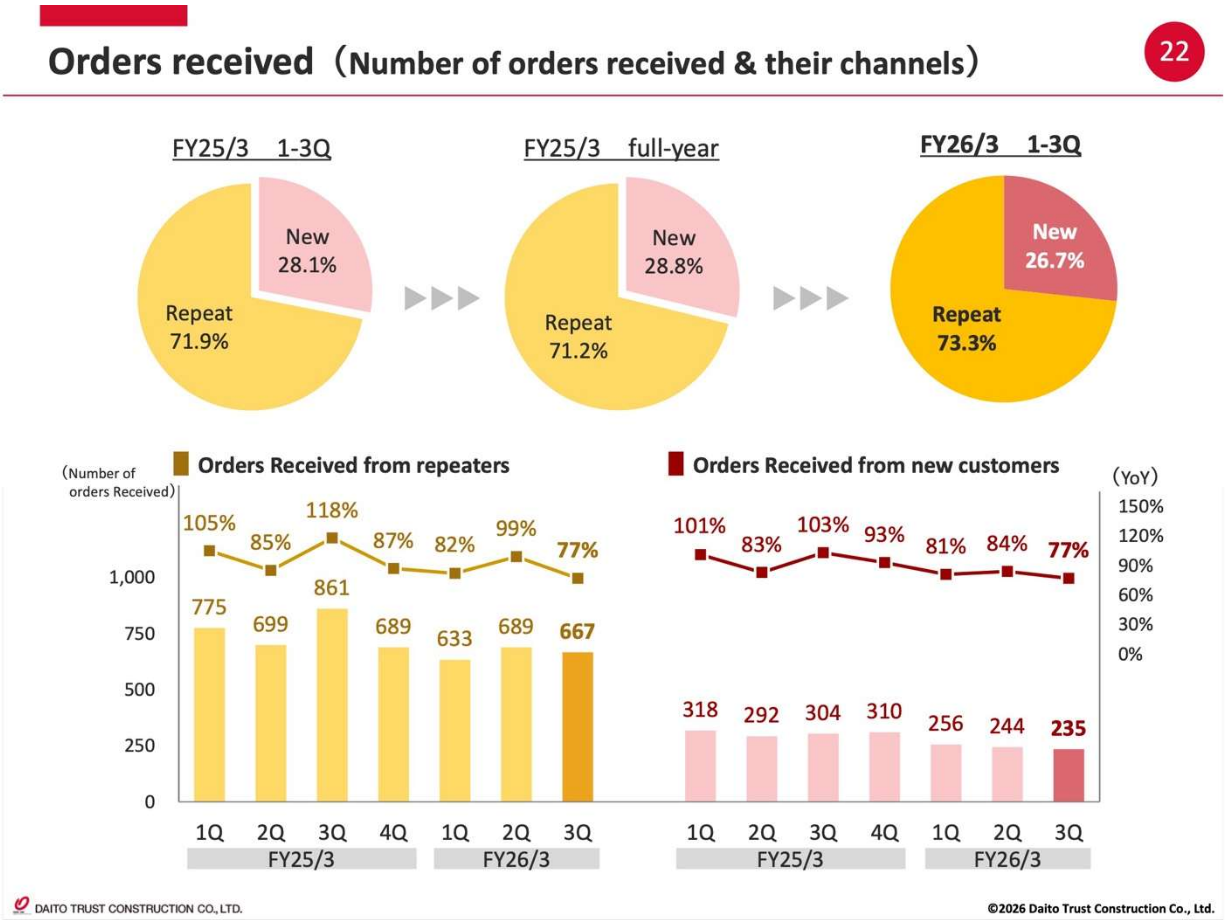
The ratio of rebuilding rose 1.3 percentage points from the previous period to 37.7%.



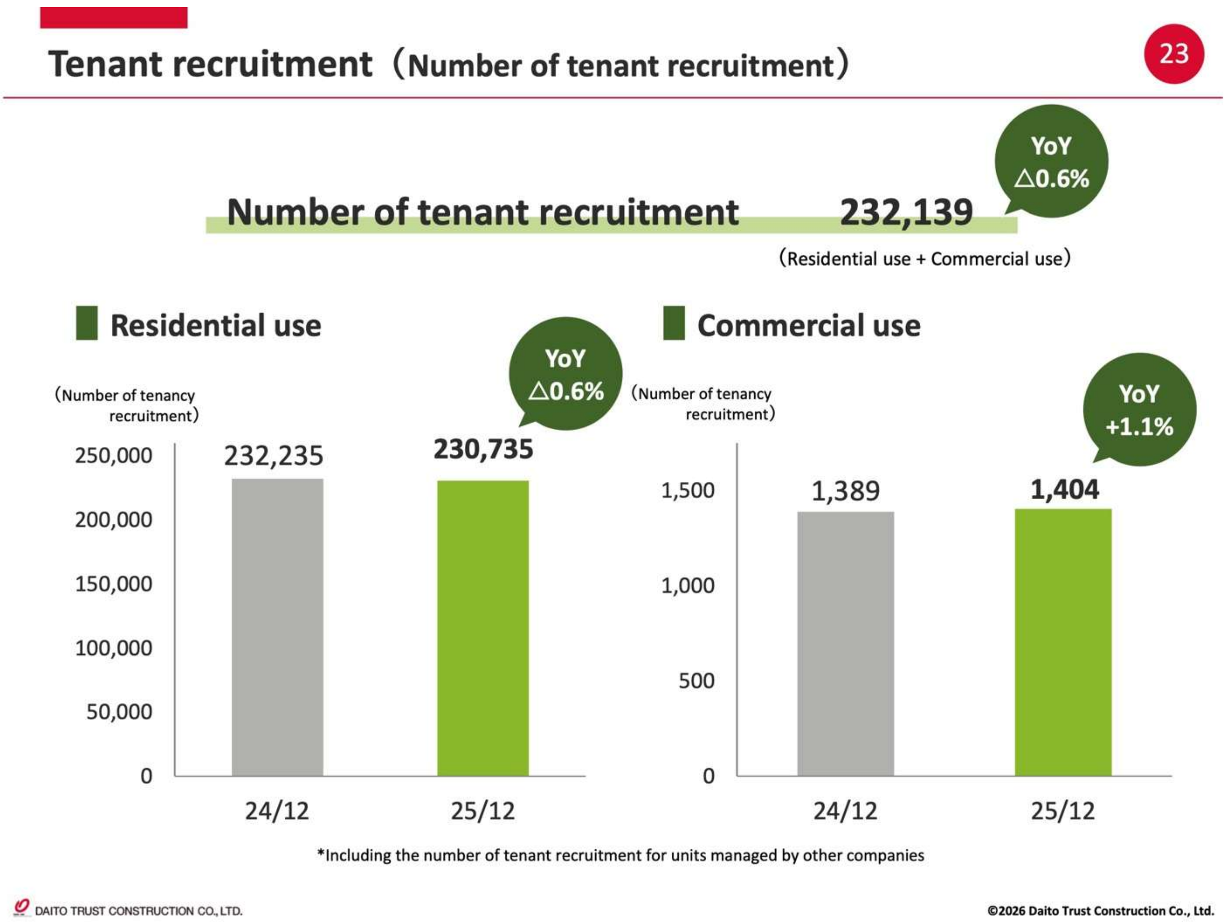
Please see page 21. Next is the status of order unit prices and cancellation rates.

The left graph shows the unit price of orders received, which increased by JPY16.57 million from the previous year to JPY156.72 million due to price revisions.

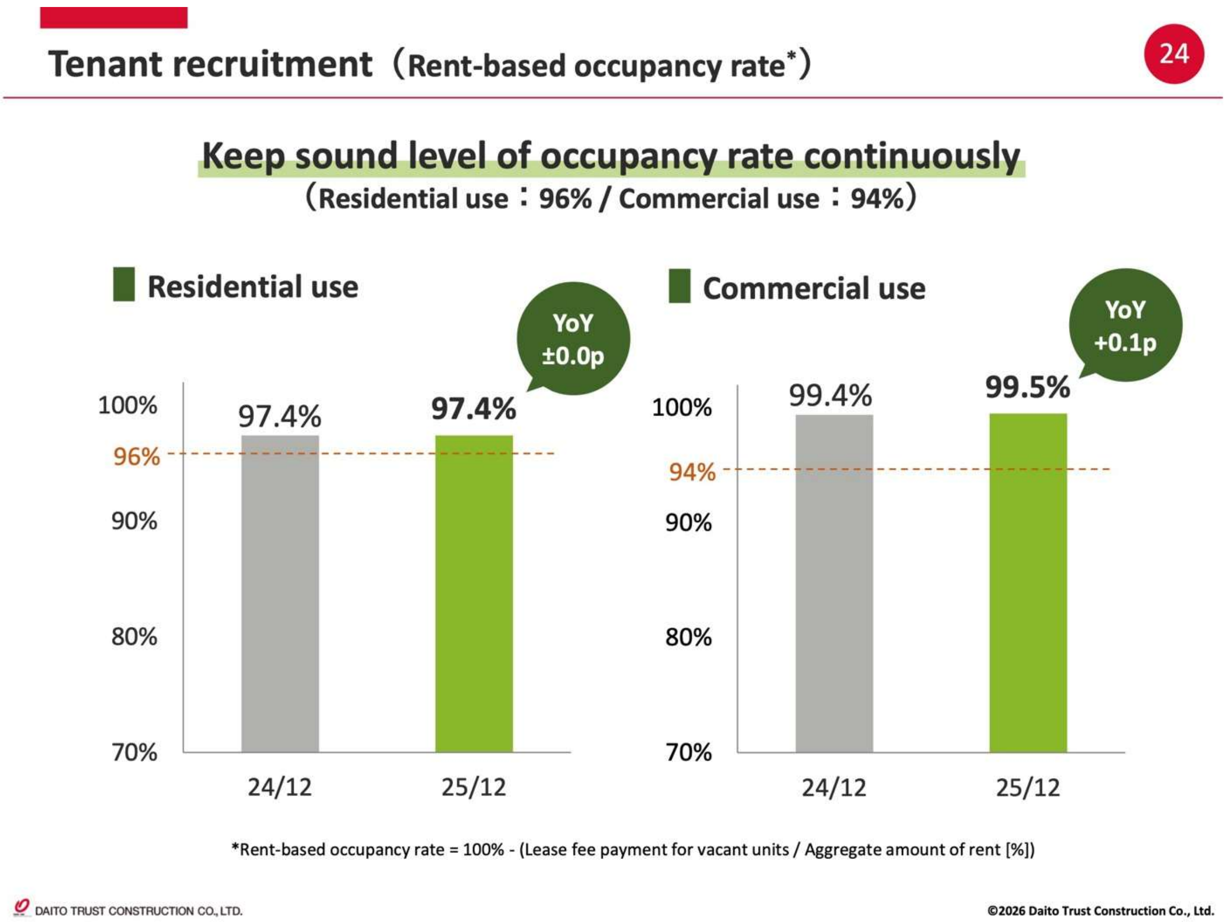
The graph on the right shows the cancellation rate, which improved 0.6 percentage points from the previous period to 12%, a decrease of JPY7.1 billion.



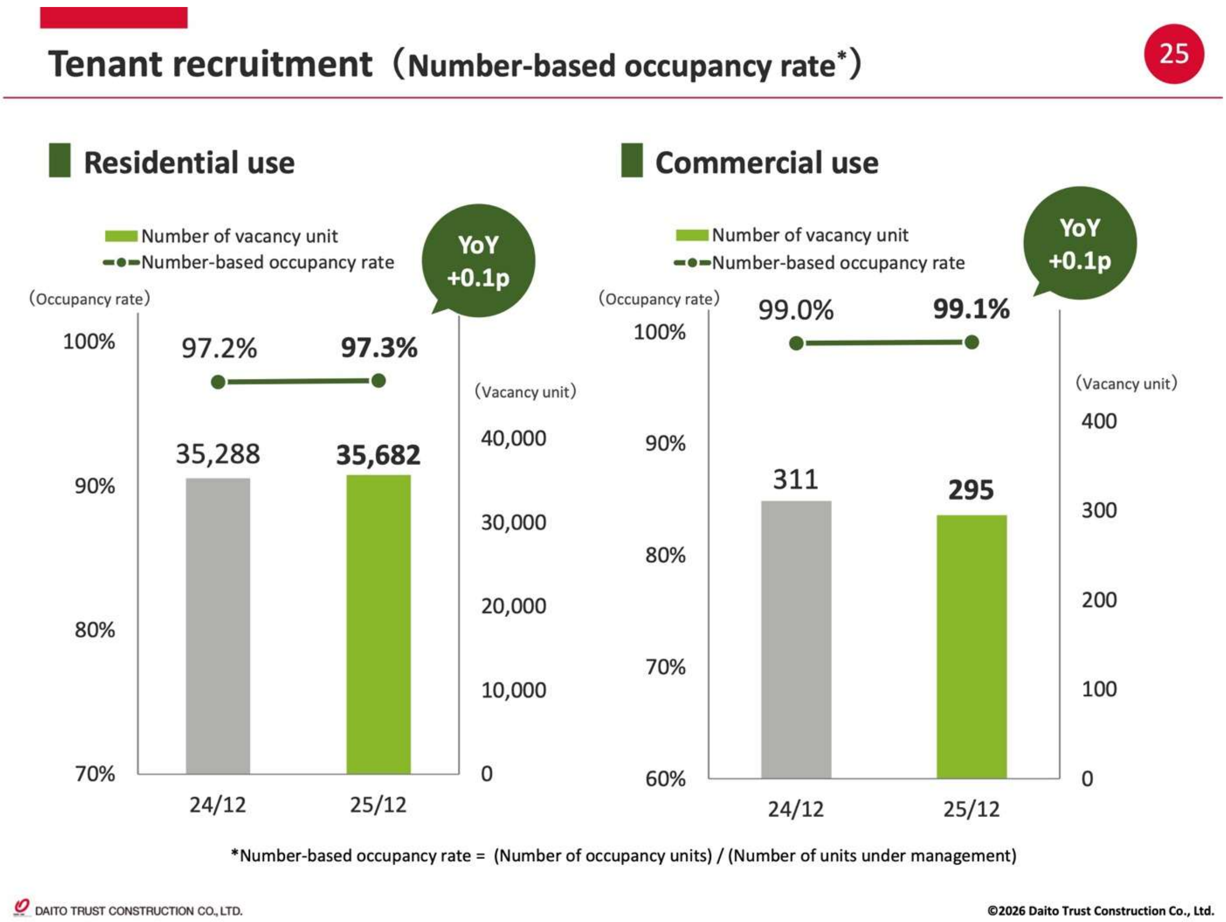
Please see page 22. The repeat customer ratio for the current period increased by 1.4 percentage points compared to the previous period, reaching 73.3%.



Next, please see page 23. The number of tenant brokerage cases decreased 0.6% from the previous fiscal year to 232,139.



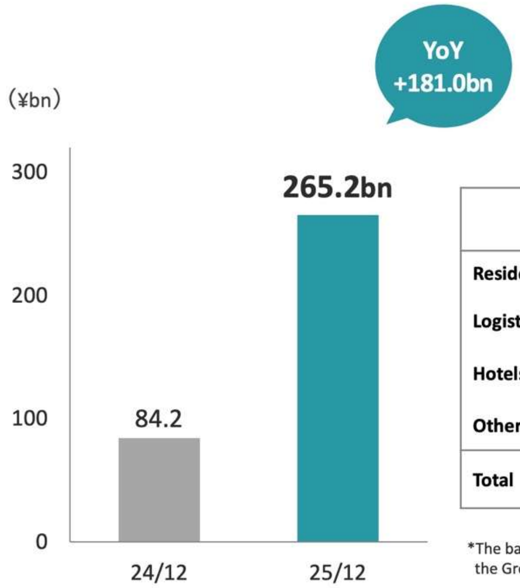
Please see page 24. The occupancy rate on a rent basis was 97.4% for residential units, almost the same level as the previous year.



Next, please see page 25. The occupancy rate for residential units was 97.3%, the same level as the previous year.

Balance of real estate investment

Balance of real estate investment



	24/12 Balance	25/12 Balance	YoY	
Residensial properties	¥67.4n	¥171.7bn	+¥104.3bn	225%
Logistics facilities	¥8.6bn	¥22.8bn	+¥14.2bn	266%
Hotels	¥4.9bn	¥51.5bn	+¥38.1bn	1,508%
Others	¥3.3bn	¥19.2bn	+¥14.4bn	401%
Total	¥84.2bn	¥265.2bn	+¥181.0bn	315%

*The balance sheet total as of Dec. 2025 includes 97.6 billion yen from Ascot corp. that joined the Group in March 2025.

DAITO TRUST CONSTRUCTION CO., LTD.

Please see page 26. The investment balance in real estate increased by JPY181 billion from the previous period to JPY265.2 billion. By securing appropriate real estate for sale, we will strive to further increase revenues from real estate development.

Next, I will explain our outlook for the current period.

Forecasts for FY ending March 2026（Consolidated PL）

28

The forecasts announced at the beginning of the FY was revised upward today (1/30).

【Consolidated Financial Forecasts for the FY ending March 31, 2026】

	Initial Plan（A）	Revised Plan（B）	Change（B-A）
Net Sales	1,970.0	**1,980.0**	+10.0
Construction Business	550.0	**545.0**	△5.0
Real Estate Leasing Business	1,200.0	**1,200.0**	-
Real Estate Development Business	130.0	**145.0**	+15.0
Other Business	90.0	**90.0**	-
Gross profit	328.0	**340.0**	+12.0
Construction Business	137.5	**138.0**	+0.5
Real Estate Leasing Business	129.0	**137.0**	+8.0
Real Estate Development Business	25.5	**30.0**	+4.5
Other Business	36.0	**35.0**	△1.0
SG&A expenses	203.0	**205.0**	+2.0
Operating income	125.0	**135.0**	+10.0
Ordinary income	127.0	**138.0**	+11.0
Net income ※	90.0	**95.0**	+5.0
Net income per share	¥274.00	**¥286.00**	+¥12.00
Annual dividend	¥68.60	**¥74.60**	+¥6.00

DAITO TRUST CONSTRUCTION CO., LTD.

Next, please see page 28. As announced today, we have revised upward our full-year forecasts.

Both net sales and operating profit are projected to increase by JPY10 billion, with net income expected to rise by JPY5 billion. Other items are as stated. The primary factors driving this forecast are: first, the maintenance of high occupancy rates in our real estate leasing business; and second, the steady progress of projects within our real estate development business.

As announced today, the Company will also repurchase its own shares up to JPY25 billion.

This concludes our explanation.

Disclaimer

DAITO TRUST CONSTRUCTION reserves the right to edit or modify, at its sole discretion and at any time, the contents of this document and any related materials, and in such case DAITO TRUST CONSTRUCTION shall have no obligation to provide notification of such edits or modifications to any party. This event transcript is based on sources DAITO TRUST CONSTRUCTION believes to be reliable, but the accuracy of this transcript is not guaranteed by us and this transcript does not purport to be a complete or error-free statement or summary of the available data. Accordingly, DAITO TRUST CONSTRUCTION does not warrant, endorse or guarantee the completeness, accuracy, integrity, or timeliness of the information contained in this event transcript. This event transcript is published solely for information purposes, and is not to be construed as financial or other advice or as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal.

In the public meetings and conference calls upon which DAITO TRUST CONSTRUCTION's event transcripts are based, companies may make projections or other forward-looking statements regarding a variety of matters. Such forward-looking statements are based upon current expectations and involve risks and uncertainties. Actual results may differ materially from those stated in any forward-looking statement based on a number of important factors and risks, which are more specifically identified in the applicable company's most recent public securities filings. Although the companies may indicate and believe that the assumptions underlying the forward-looking statements are accurate and reasonable, any of the assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the anticipated outcome described in any forward-looking statements will be realized.

THE INFORMATION CONTAINED IN EVENT TRANSCRIPTS IS A TEXTUAL REPRESENTATION OF THE APPLICABLE PUBLIC MEETING OR CONFERENCE CALL. ALTHOUGH DAITO TRUST CONSTRUCTION ENDEAVORS TO PROVIDE ACCURATE TRANSCRIPTIONS, THERE MAY BE MATERIAL ERRORS, OMISSIONS, OR INACCURACIES IN THE TRANSCRIPTIONS. IN NO WAY DOES DAITO TRUST CONSTRUCTION OR THE APPLICABLE COMPANY ASSUME ANY RESPONSIBILITY FOR ANY INVESTMENT OR OTHER DECISIONS MADE BY ANY PARTY BASED UPON ANY EVENT TRANSCRIPT OR OTHER CONTENT PROVIDED BY DAITO TRUST CONSTRUCTION. USERS ARE ADVISED TO REVIEW THE APPLICABLE COMPANY'S PUBLIC SECURITIES FILINGS BEFORE MAKING ANY INVESTMENT OR OTHER DECISIONS. THIS EVENT TRANSCRIPT IS PROVIDED ON AN "AS IS" BASIS. DAITO TRUST CONSTRUCTION DISCLAIMS ANY AND ALL EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE, FREEDOM FROM BUGS, SOFTWARE ERRORS OR DEFECTS, AND ACCURACY, COMPLETENESS, AND NON-INFRINGEMENT.

None of DAITO TRUST CONSTRUCTION's content (including event transcript content) or any part thereof may be modified, reproduced or distributed in any form by any means, or stored in a database or retrieval system, without the prior written permission of DAITO TRUST CONSTRUCTION. DAITO TRUST CONSTRUCTION's content may not be used for any unlawful or unauthorized purposes.
The content of this document may be edited or revised by DAITO TRUST CONSTRUCTION at any time without notice.