

FY2025 1Q FINANCIAL RESULTS

robot home Inc. (TSE: 1435)

robot**home**

In technology, we are changing homes
and changing the world.

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1. FY2025 Financial Results Overview

2. Results by Segment

3. Appendix

1. FY2025 1Q Financial Results Overview

Company overview

Name	robot home Inc.
Head office	6-10-1 GINZA SIX 9F Ginza, Chuo-ku, Tokyo
Established	January 23, 2006
Representative	Daisaku Furuki, Representative Director/CEO
Capital	7,470 million yen <small>(Including capital surplus)</small>
Employees	243 persons <small>(consolidated basis / full-time employees / as of March 31, 2025)</small>

Businesses	AI / IoT business robot home business
Subsidiaries	rh labo Inc. rh investment Inc. rh maintenance Inc. rh warranty Inc. IDC Inc. Next Relation, Inc.

Reportable segment

AI/IoT business

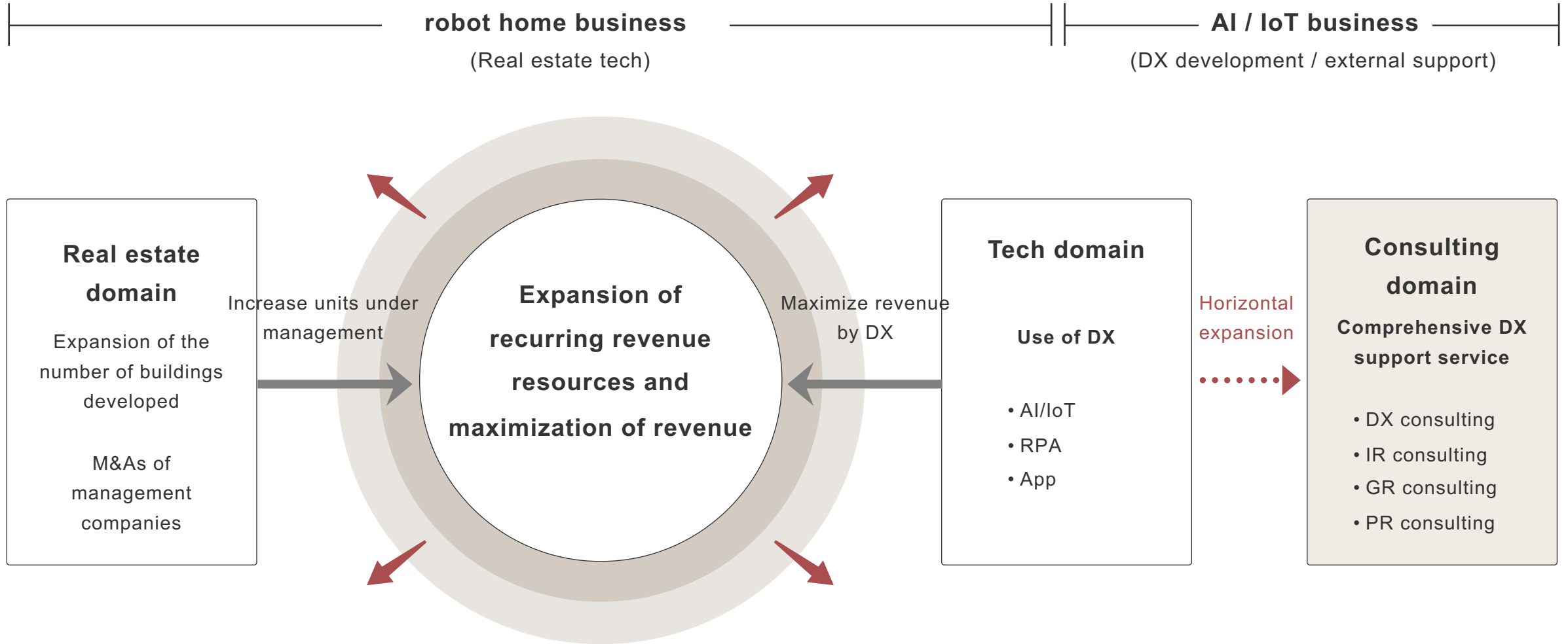
Service to support development, sale, and
installation of AI and IoT

Comprehensive DX support service

robot home business

Operation of digital asset management
platform "robot home"

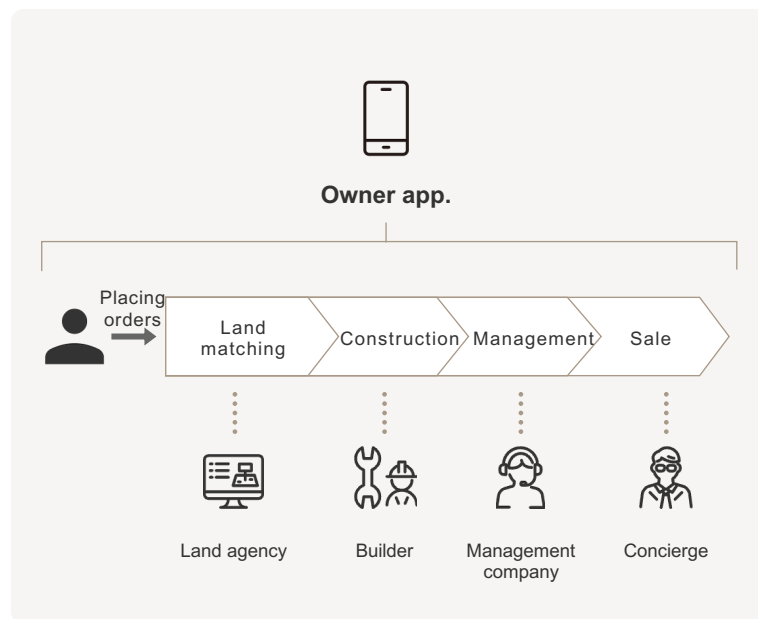
Expansion of knowledge in the real estate and technology domains to the DX domain



Improvement of the speed of development of products and strengthening of recurring revenue through evolution of business models

1. Built-for-sale model

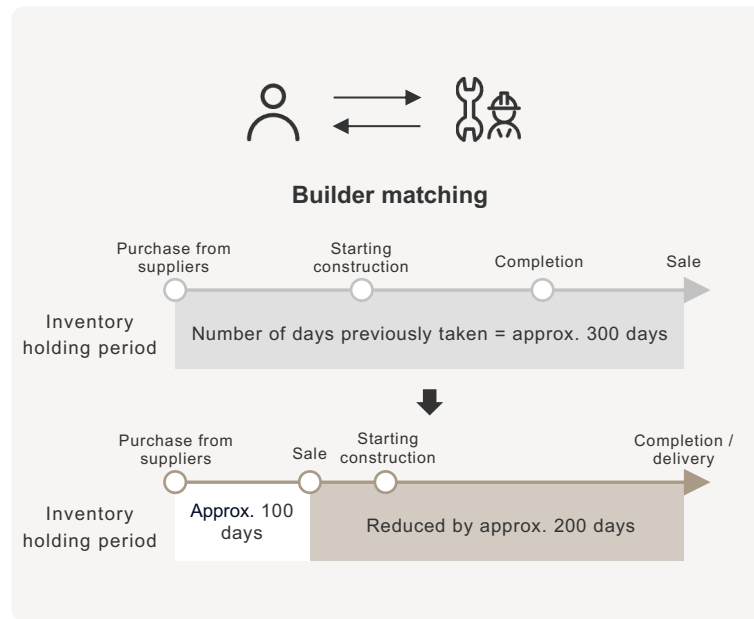
Integrated supply chain with the digital asset management platform.



➔ Ability to attract customers with the convenience of using app. and advantage of built-for-sale in controlling costs

2. Built-after-land-sale model

Supplier matching model allowing customers directly selecting their favorite builders.



➔ Improvement of inventory turnover and gross profit with direct builder matching

3. Value Creation Model

Value creation model utilizing accumulated bid data.



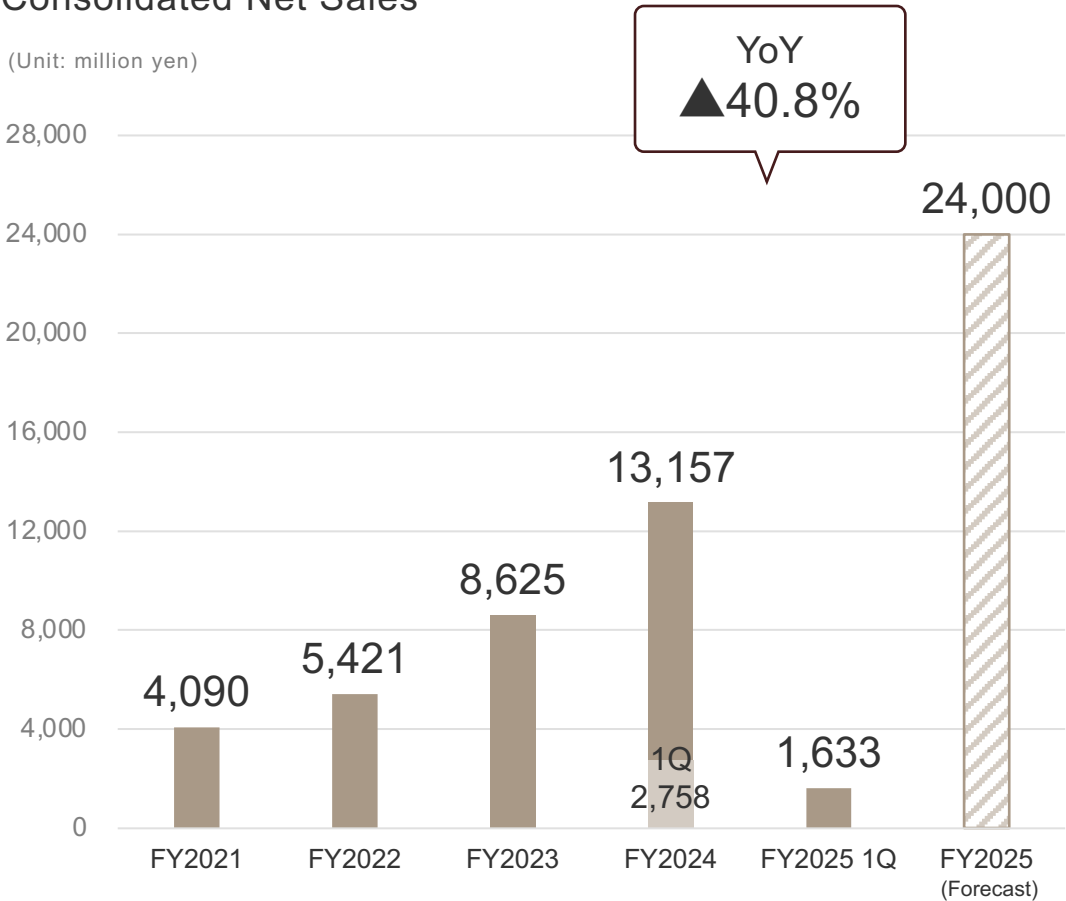
➔ Further improve the quality of services for owners and create new value

Trend in Financial Results of the robot home Group

Consolidated net sales and operating profit of the robot home Group for FY2025 1Q were ¥1,633 million (down 40.8% year on year), and ¥5 million (down 99.1% year on year), respectively.

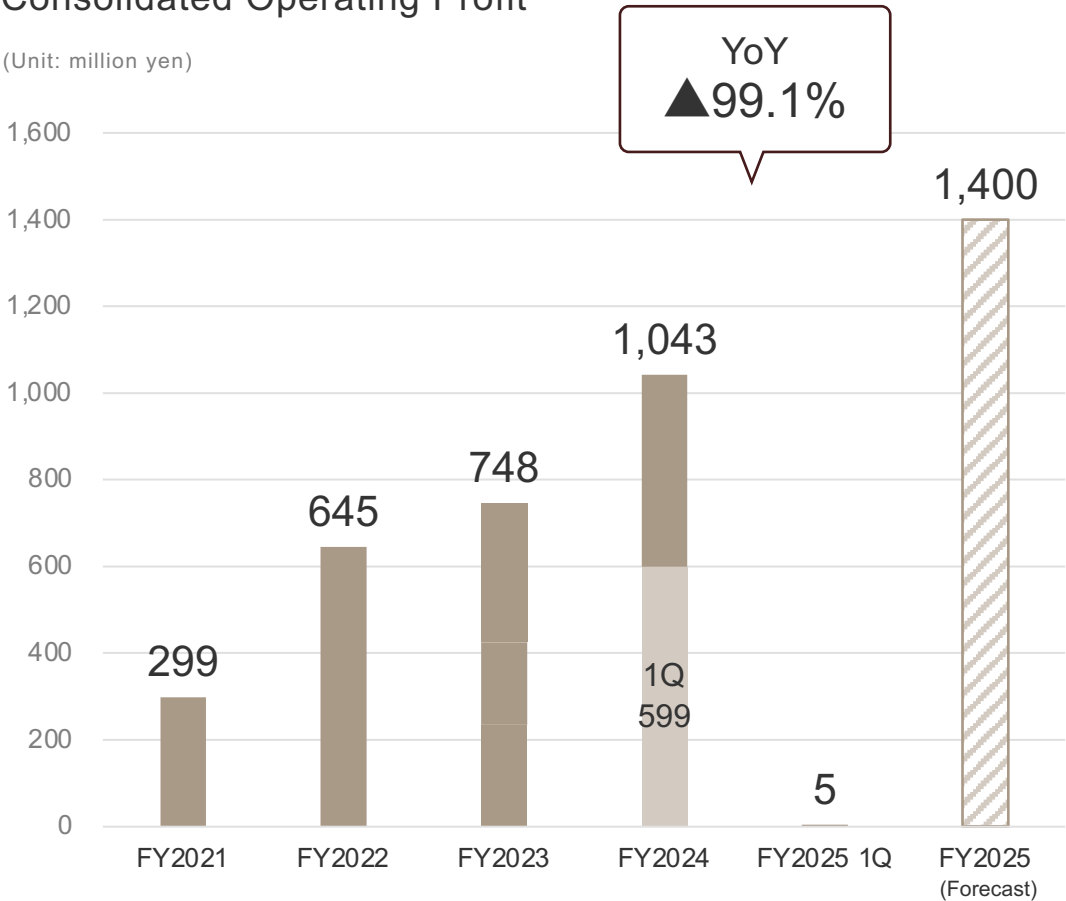
Consolidated Net Sales

(Unit: million yen)



Consolidated Operating Profit

(Unit: million yen)



* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

Consolidated statements of income

Consolidated net sales and operating profit of the robot home Group for FY2025 1Q were ¥1,633 million (down 40.8% year on year), and ¥5 million (down 99.1% year on year), respectively.

(Unit: million yen)

	FY2024 1Q	FY2025 1Q	YoY Change(¥)	YoY Change(%)
Net sales	2,758	^a 1,633	▲1,125	▲40.8%
AI/IoT business	128	81	▲47	▲36.8%
robot home business	2,637	1,558	▲1,078	▲40.9%
Gross profit	1,466	907	▲559	▲38.2%
AI/IoT business	104	63	▲40	▲38.9%
robot home business	1,366	847	▲519	▲38.0%
Selling, general and administrative expenses	867	^b 901	34	4.0%
Operating profit	599	^c 5	▲594	▲99.1%
AI/IoT business	54	11	▲43	▲79.3%
robot home business	967	431	▲536	▲55.5%
Ordinary profit	594	171	▲422	▲71.1%
Profit attributable to owners of parent	563	167	▲397	▲70.4%

^a Net sales

Increased in terms of the normal figure excluding sales of large-scale inventories in FY2024 1Q, of which effect was ¥1,137 million. (*Refer to the description on page 24.) Driven by stable growth of recurring revenue and the increased number of real estate intermediated.

^b Selling, general and administrative expenses

Continued human resources investment and capital investment to achieve the Medium-Term Management Policy.

^c Operating profit

Increased in terms of the normal figure excluding sales of large-scale inventories in FY2024 1Q, of which effect was ¥659 million. (*Refer to the description on page 24.)

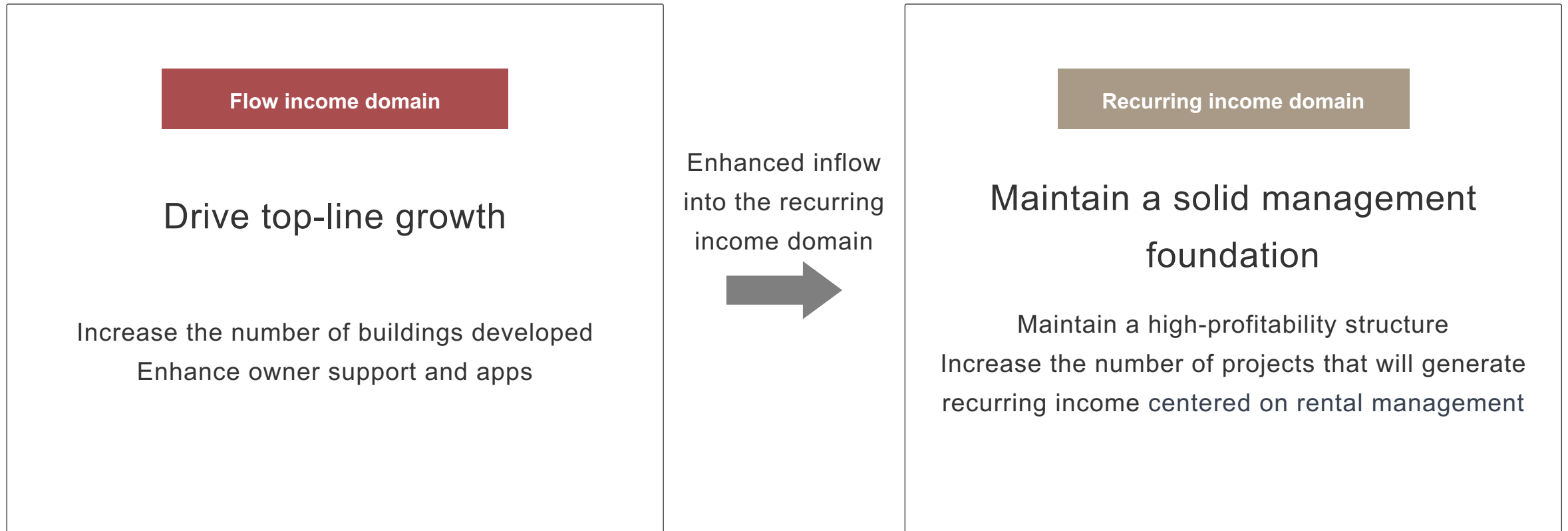
Consolidated balance sheets

The financial position remains robust while utilizing cash and deposits and interest-bearing debt corresponding to an increase in the number of buildings developed. Effectively debt-free management with an equity ratio of 65.2%.

(Unit: million yen)	FY2024	FY2025	YoY Change (¥)
Current assets	9,823	10,633	809
Cash and deposits	6,501	5,330	▲1,171
Inventories	2,755	4,620	1,864
Non-current assets	3,409	3,759	350
Total assets	13,233	14,392	1,159
Liabilities	3,922	5,008	1,085
Interest-bearing debt	1,321	2,361	1,102
Net assets	9,310	9,383	73
Total liabilities and net assets	13,233	14,392	1,159

Medium-Term Management Policy

Work to drive top-line growth in the flow income domain, and through an enhanced inflow into the recurring income domain, build an even more solid management foundation.



Medium-Term Management Policy (Numerical Targets)

Work to drive top-line growth in the flow income domain, and through an enhanced inflow into the recurring income domain, build an even more solid management foundation.

	FY2024	FY2025	FY2026	FY2027	
Flow income domain	Number of buildings developed	60building	100building	140building	200building
	Net sales from flow income	9,000million	15,000million	21,000million	30,000million
Recurring income domain	Increase in the number of managed properties (Fiscal year)	600units	1,000units	1,400units	2,000units
	Increase in the number of managed properties (Cumulative)	600units	1,600units	3,000units	5,000units
	Increase in the amount of gross profit from recurring income (Fiscal year)	54million	90million	126million	180million
	Increase in the amount of gross profit from recurring income (Cumulative)	54million	144million	270million	450million

*Calculated on the assumption of ¥150 million in sales per building and ¥90,000 in gross profit per unit.

FY2025 Financial Results Forecast

Steady progress against initial plan.

(Unit: million yen)

	FY2024 (Result)	FY2025			
		Forecast		Result	
		Full-year	YoY Change (%)	1Q	Progress(%)
Net sales	13,157	24,000	82.4%	1,633	6.8%
Operating profit	1,043	1,400	34.1%	5	0.4%
Ordinary profit	1,018	1,350	32.6%	171	12.7%
Profit attributable to owners of parent	912	1,100	20.5%	167	15.2%

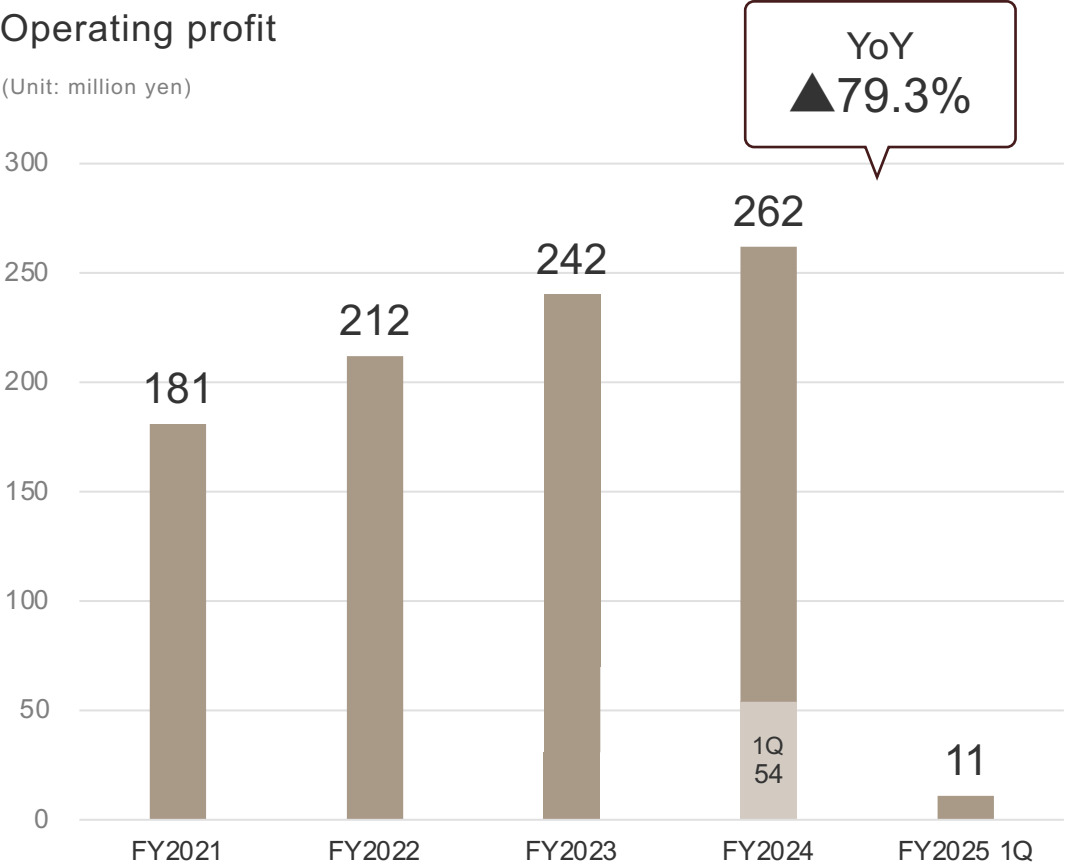
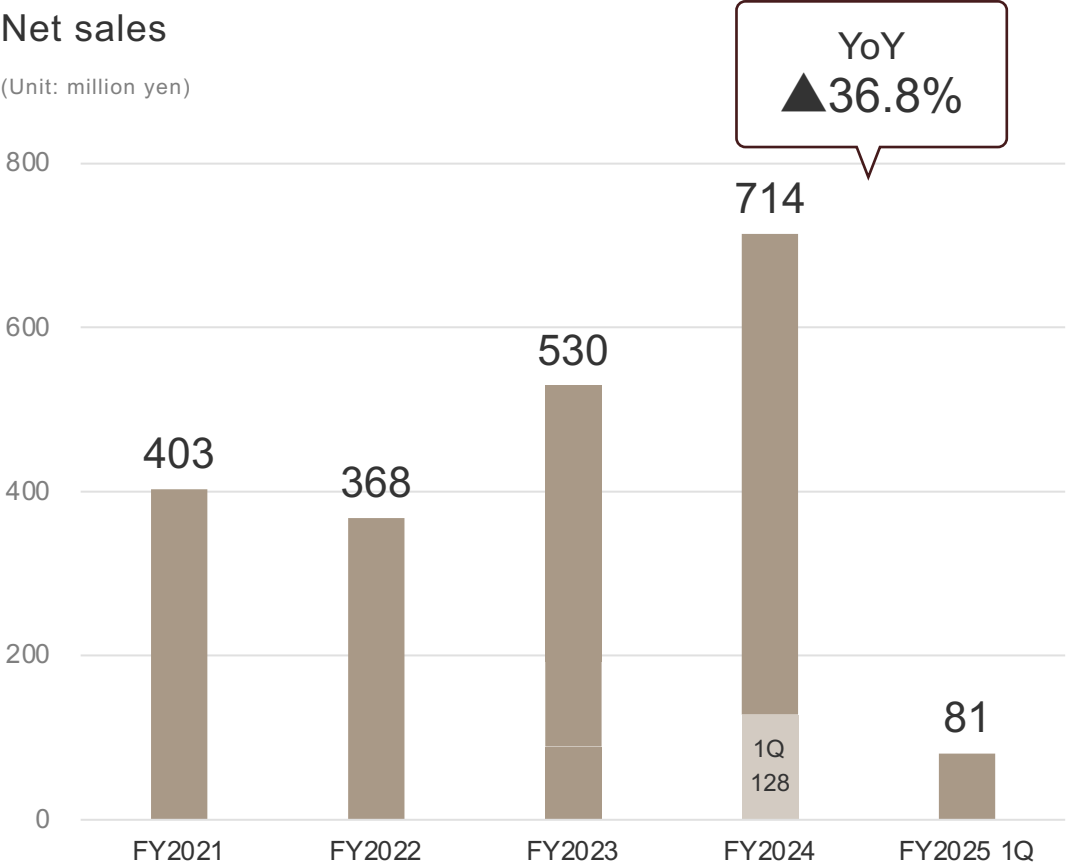
2. Results by Segment

2.

AI / IoT Business

Trend in Financial Results of the AI / IoT Business

Net sales and operating profit of the AI/IoT Business for FY2025 1Q were ¥81 million (down 36.8% year on year), and ¥11 million (down 79.3% year on year), respectively.



* Figures for FY2022 and onward have been prepared in accordance with a new revenue recognition standard.

Financial Results of the AI / IoT Business

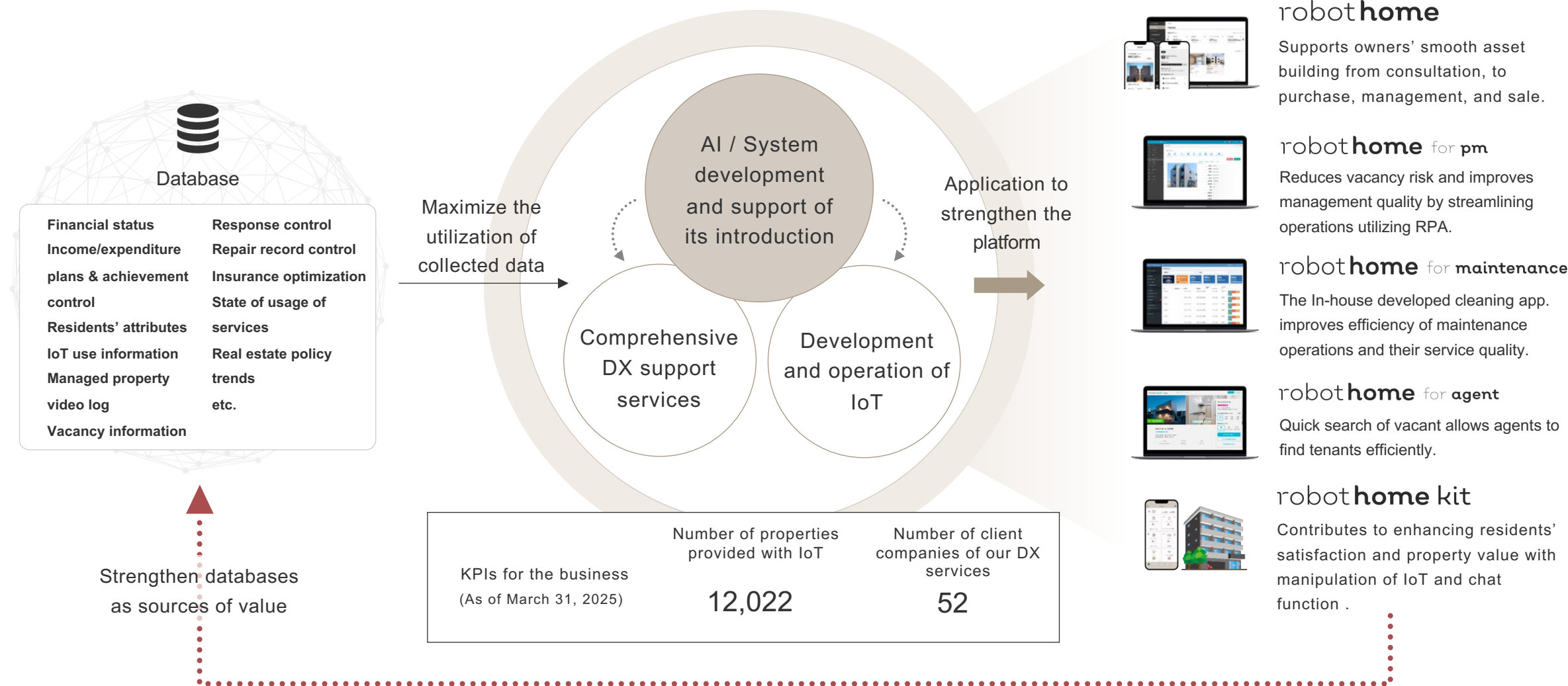
Net sales and operating profit of the AI/IoT Business for FY2025 1Q were ¥81 million (down 36.8% year on year), and ¥11 million (down 79.3% year on year), respectively.

(Unit: million yen)

	FY2024 1Q	FY2025 1Q	YoY Change (¥)	YoY Change (%)
Net sales	128	81	▲47	▲36.8%
Gross profit	104	63	▲40	▲38.9%
Selling, general and administrative expenses	49	52	2	5.7%
Operating profit	54	11	▲43	▲79.3%

Business Model of the AI / IoT Business

Promote invigorating the platform by maximizing the utilization of collected data. Create new value.



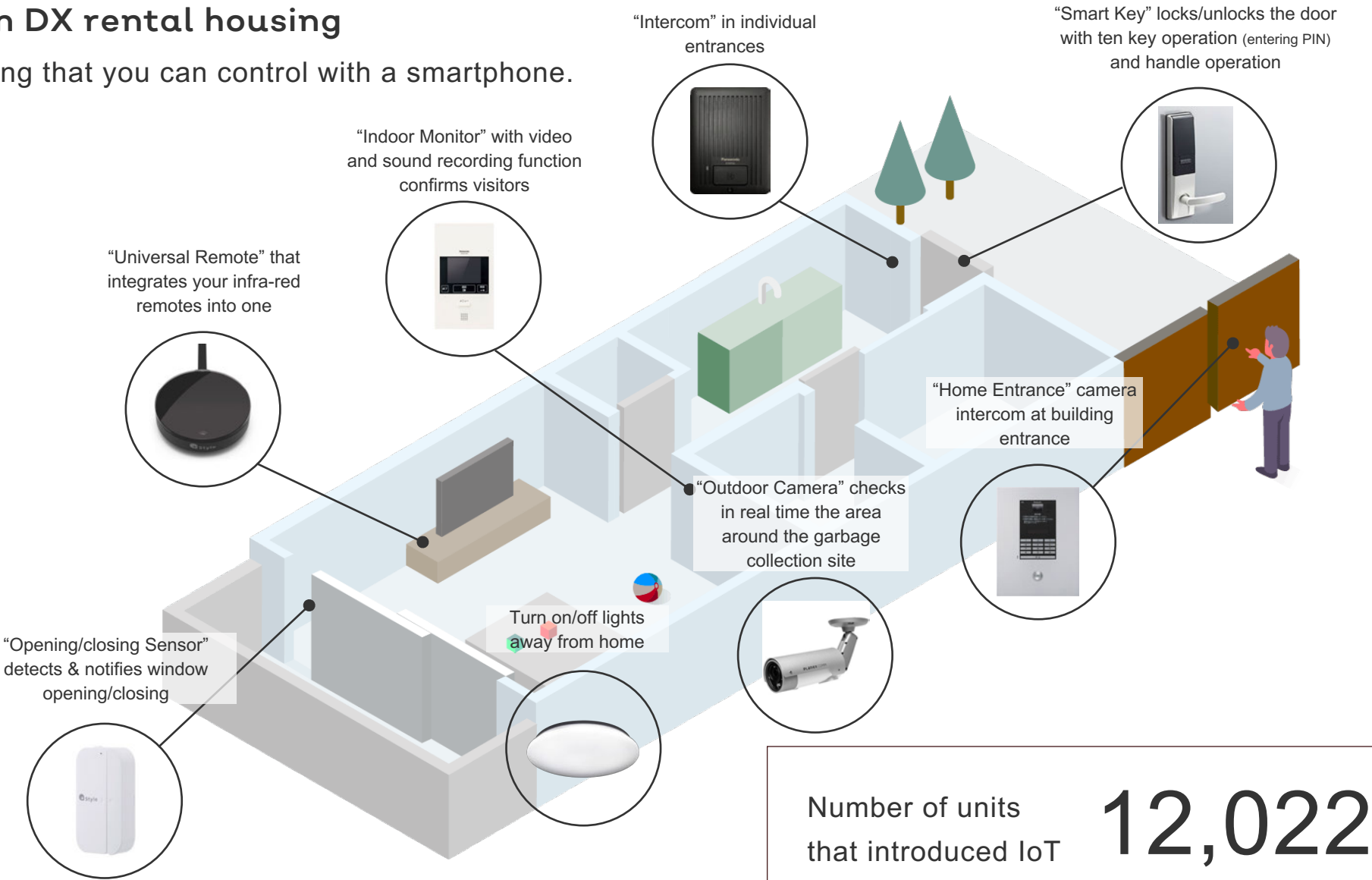
Provide next-generation DX rental housing

Smart life in an IoT rental housing that you can control with a smartphone.

robothome kit



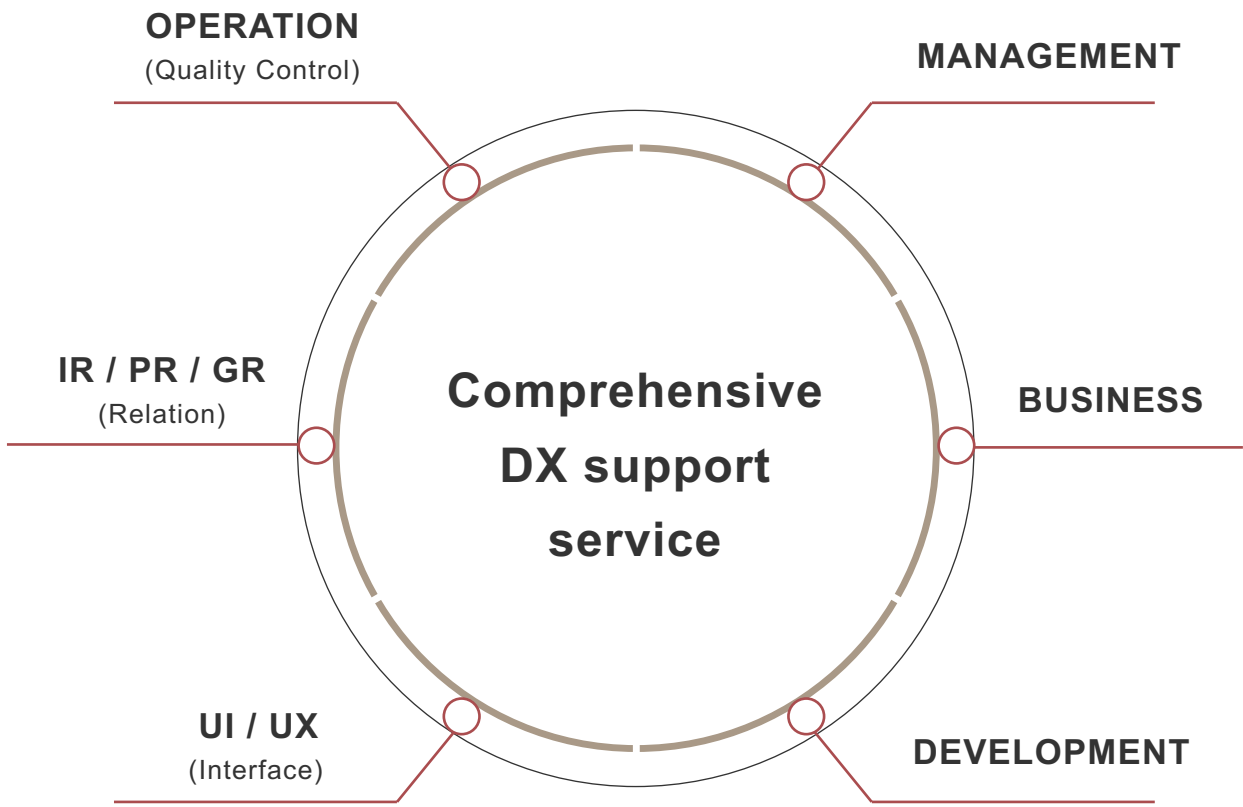
*The apartment layout is a sample.



Number of units that introduced IoT **12,022**
(as of March 31, 2025)

Overview of comprehensive DX support service

Launched a comprehensive DX support service drawing on our experience of developing and running various in-house products combining AI / IoT and real estate.



Clientele



KEIAI
デザインのケアイ



ATSUMARU



SYLA
Technologies



Ro Facilities Inc.



NEXUS AGENT



STELLAR FORCE



INNOVATION DESIGN



TsunamiGod



drive
communications



Keeyls



FANTAS technology



BYWILL

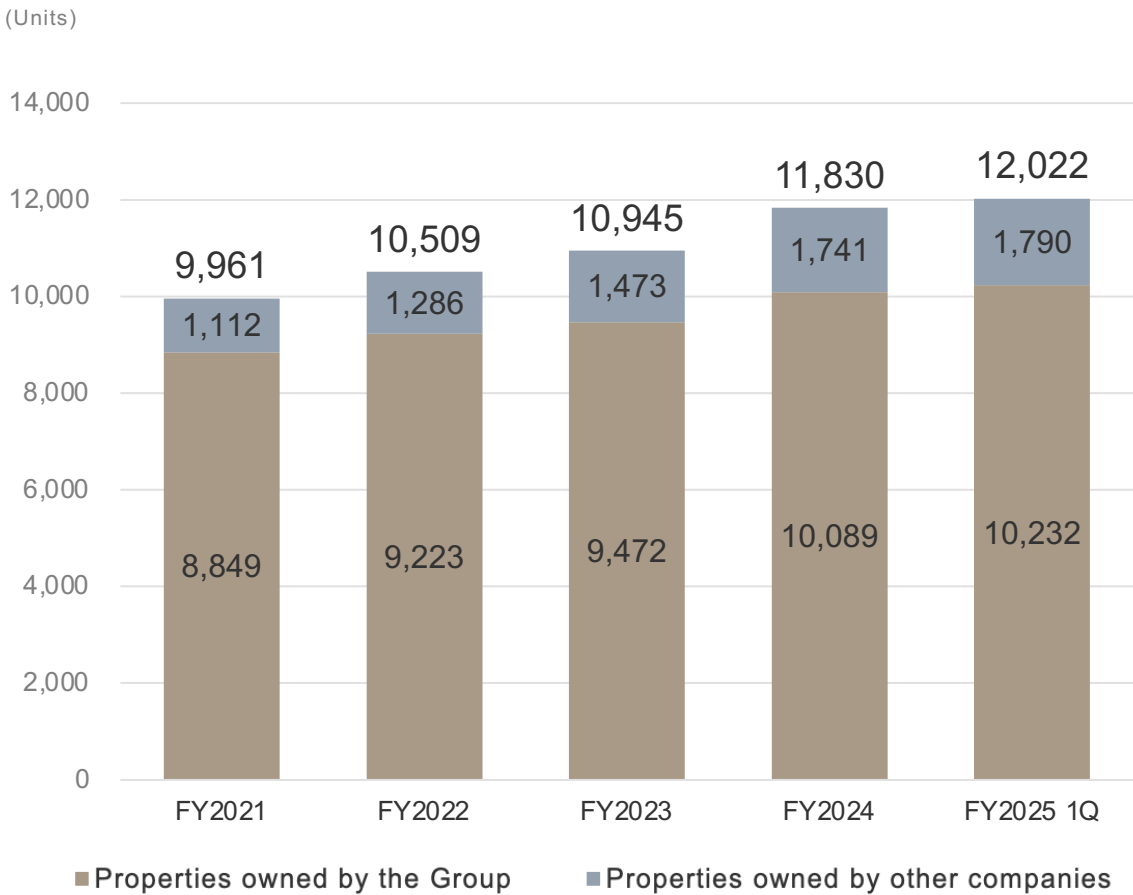


SEIA
Small restaurant Environment
Improvement Association
一般社団法人 小規模飲食店環境整備協会

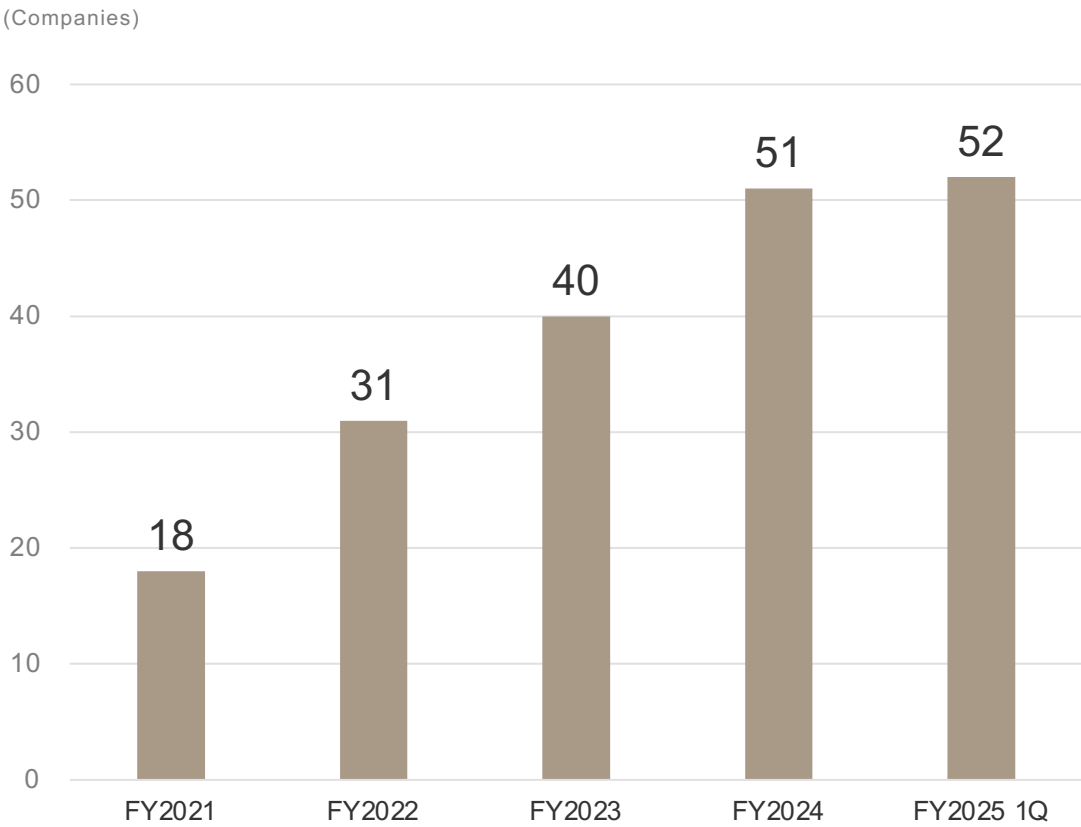
*Shown above are clients that gave permission to be named.

KPIs for AI / IoT Business

Trend in the Number Properties to Which IoT Has Been Introduced



Number of client companies of the services (cumulative)



robot home Business

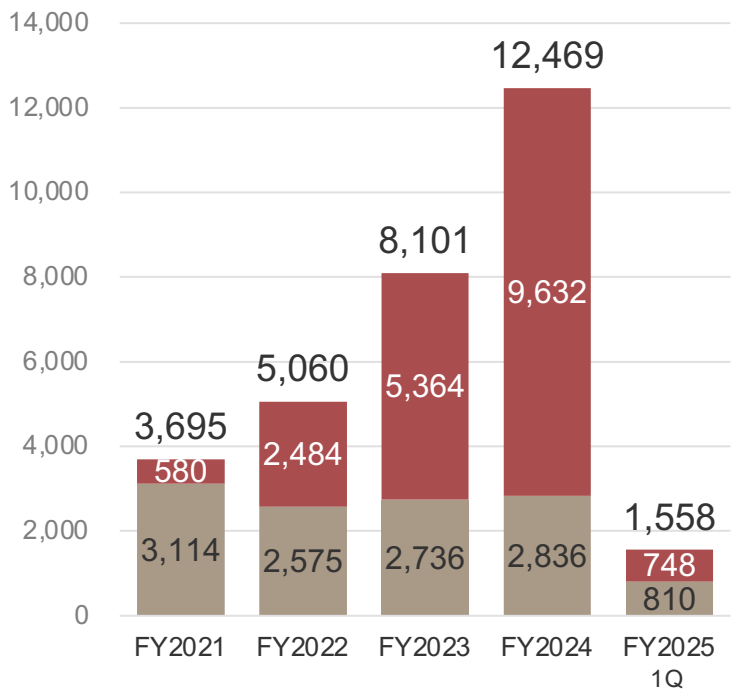
Trend in Financial Results of the robot home Business

Net sales and operating profit of the robot home Business for FY2025 1Q were ¥1,558 million (down 40.9% year on year), and ¥431 million (down 55.5% year on year), respectively.

Net sales

(Unit: million yen)

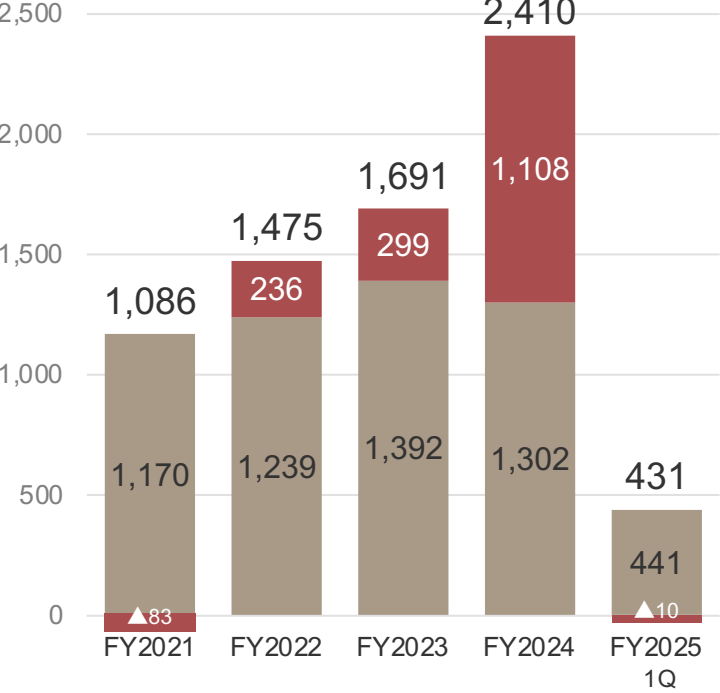
■ Recurring income ■ Flow income



Operating profit

(Unit: million yen)

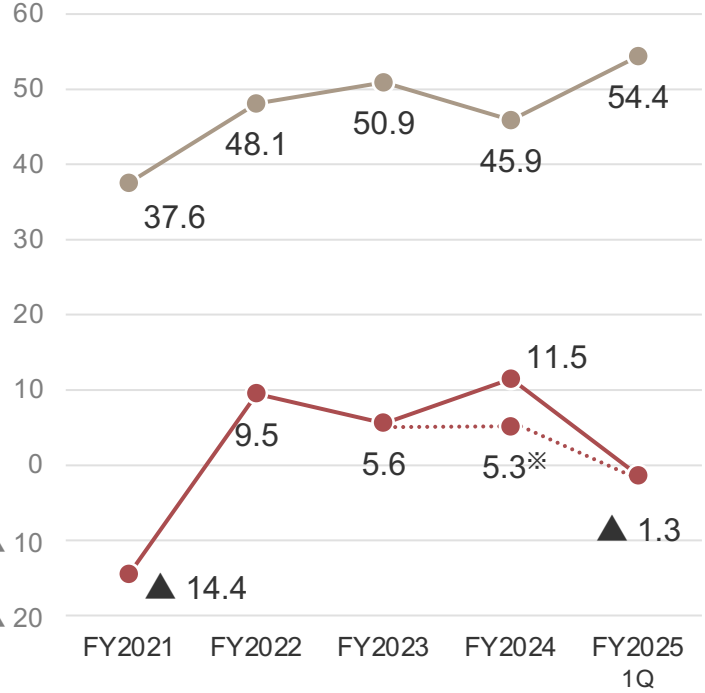
■ Recurring income ■ Flow income



Operating profit margin

(%)

● Recurring income ● Flow income



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* Excluding effects due to sales of large-scale inventories (see next page)

Financial Results of the robot home Business

Net sales and operating profit of the robot home Business for FY2025 1Q were ¥1,558 million (down 40.9% year on year), and ¥431 million (down 55.5% year on year), respectively. Refer to the description on the page 24 for the impact of sales of large-scale inventories.

(Unit: million yen)

	FY2024 1Q	FY2025 1Q	YoY Change (¥)	YoY Change (%)
Net sales	2,637	1,558	▲1,078	▲40.9%
Flow income	1,899	748	▲1,151	▲60.6%
Recurring income	738	810	72	9.8%
Gross profit	1,366	847	▲519	▲38.0%
Flow income	733	162	▲570	▲77.8%
Recurring income	633	684	50	8.0%
Selling, general and administrative expenses	398	416	17	4.3%
Flow income	119	172	53	44.3%
Recurring income	279	243	▲35	▲12.8%
Ordinary profit	967	431	▲536	▲55.5%
Flow income	613	▲10	▲623	▲101.6%
Recurring income	354	441	86	24.4%

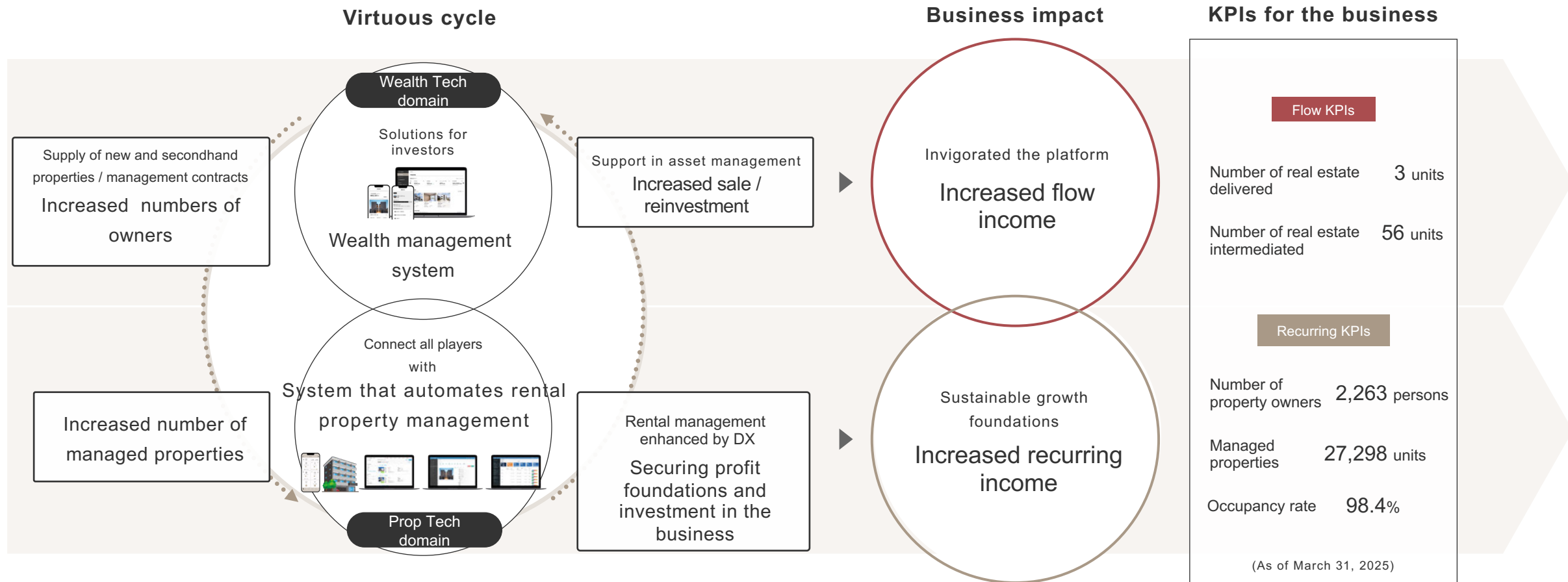
Effects due to sales of large-scale inventories in the robot home business

The following shows the performance of the robot home business excluding effects due to sales of large-scale inventories. The performance was solid with increases of net sales by 3.9% year on year and operating profit by 39.6% year on year, based on normal figures excluding the effects of the one-shot special factor.

	①	②	① - ②			
(Unit: million yen)	FY2024 1Q	Large-scale inventories	FY2024 1Q *Excluding effects due to sales of ②	FY2025 1Q	YoY Change(¥)	YoY Change(%)
Net sales	2,637	1,137	1,499	1,558	58	3.9%
Flow income	1,899	1,137	761	748	▲13	▲1.8%
Recurring income	738	-	738	810	72	9.8%
Operating profit	967	659	308	431	122	39.6%
Flow income	613	659	▲45	▲10	35	▲77.9%
Recurring income	354	-	354	441	86	24.4%

Diagram to Summarize the robot home Business

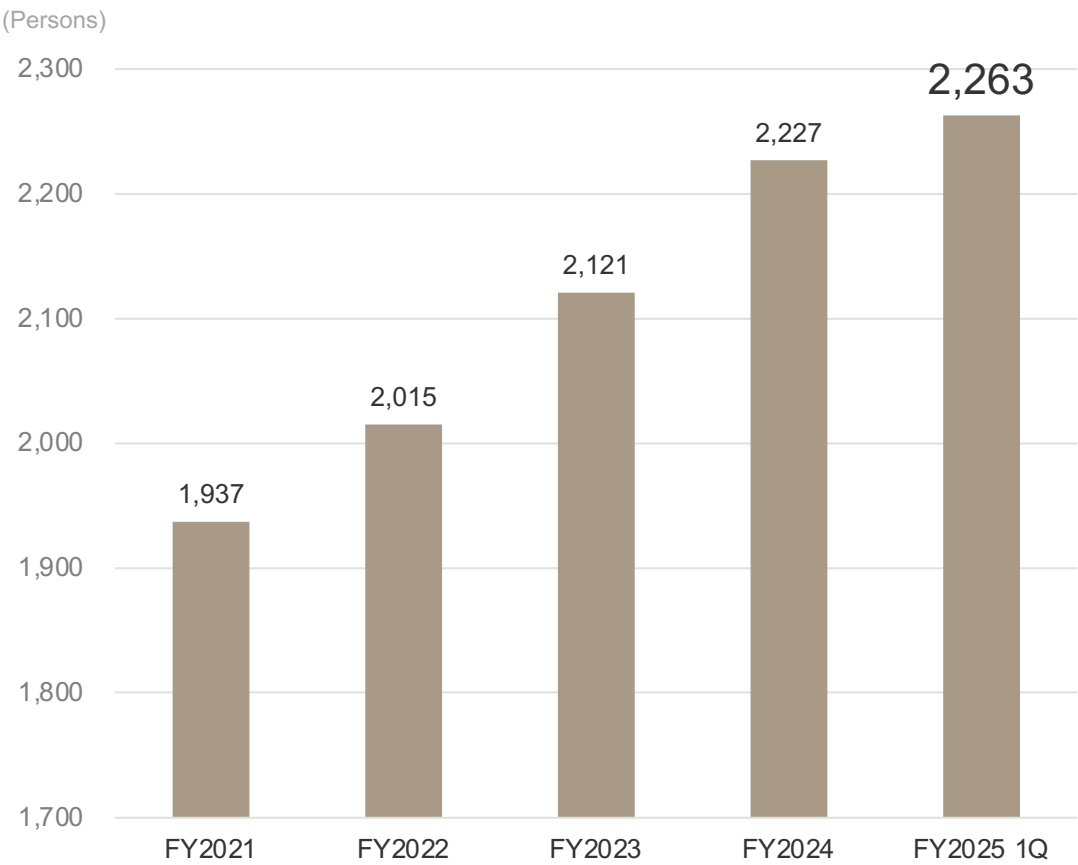
The Company’s growth cycle is a virtuous one that involves increased recurring income through providing asset building solutions for investors, sale and reinvestment (or additional purchase), and further growth of the circulation on the platform.



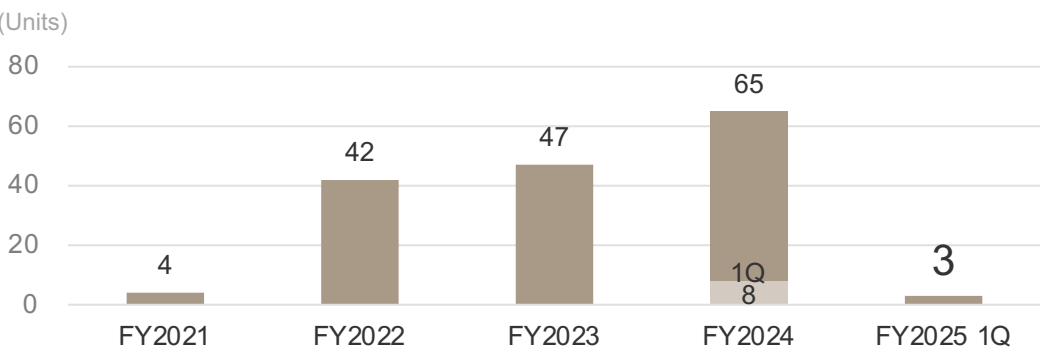
KPIs for robot home Business

Boosting the circulation on the platform through the steady rise in the number of property owners

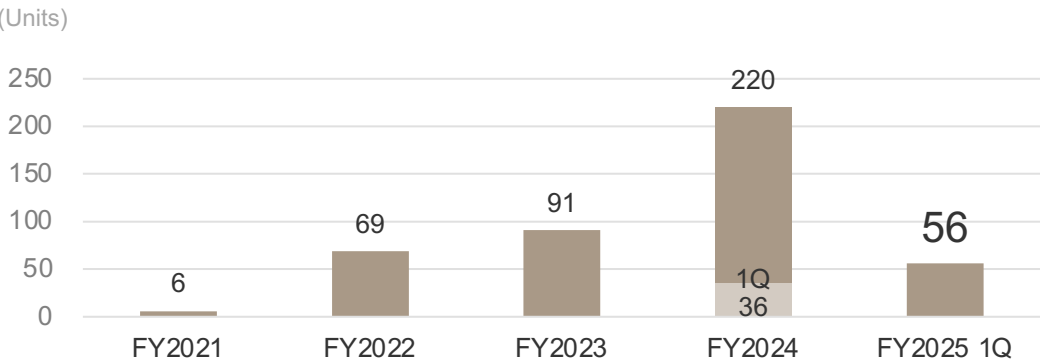
Number of property owners



Number of real estate delivered



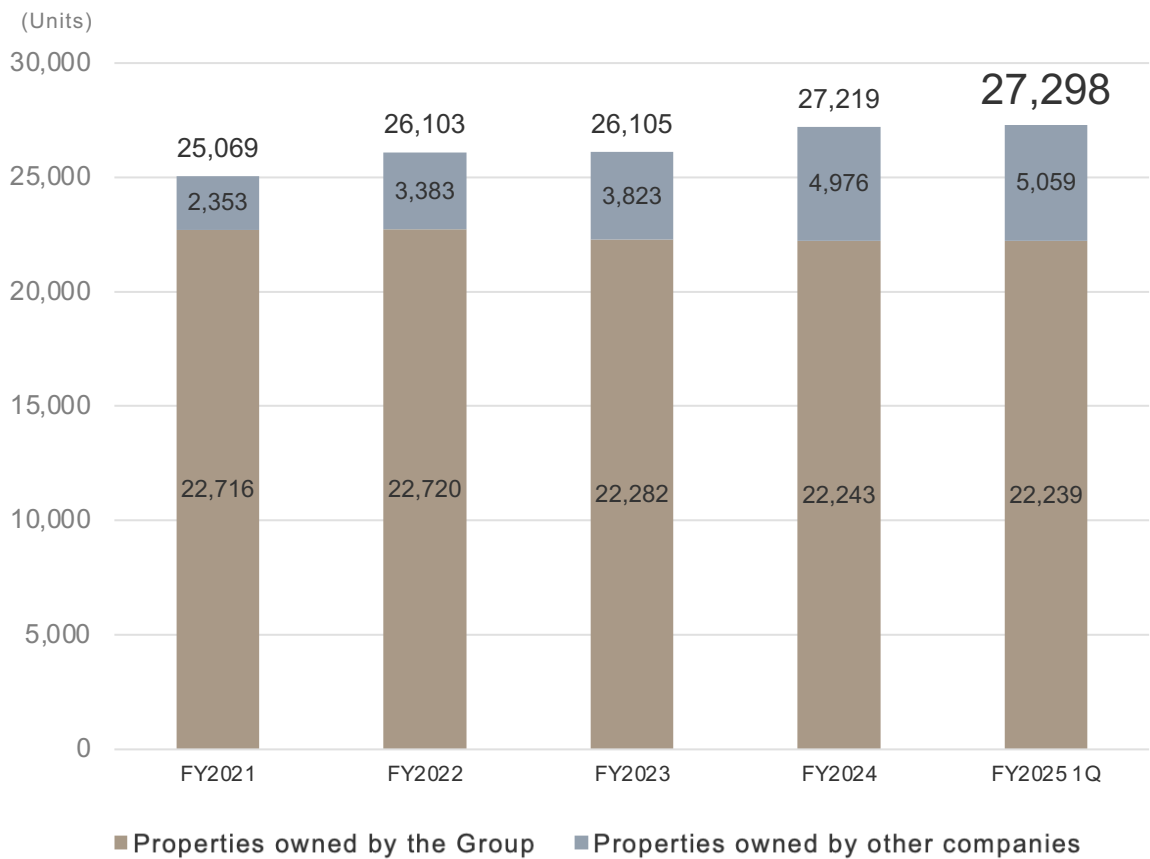
Number of real estate intermediated



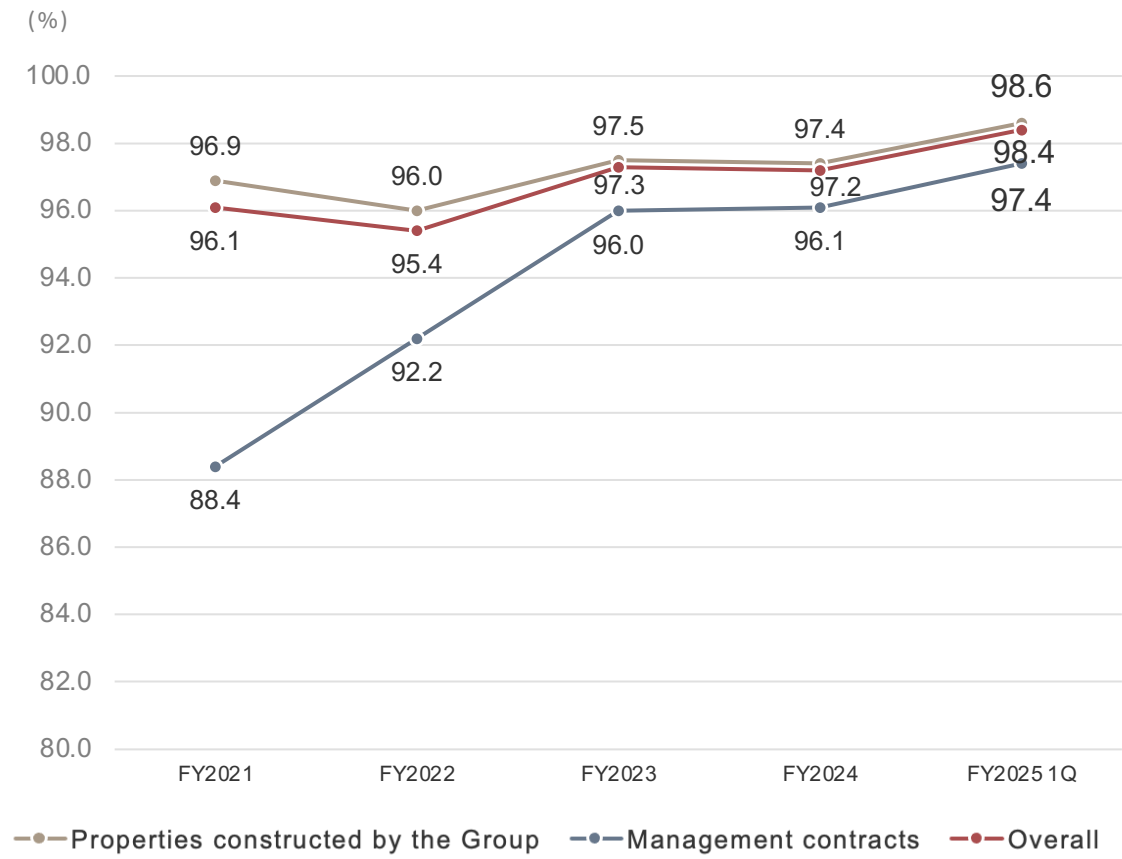
KPIs for robot home Business

The occupancy rate for properties under management contracts has been trending upward. The platform is functioning effectively, maintaining a high occupancy rate.

Managed properties



Occupancy rate



3. Appendix

3.

Contents

3.1. Asset Building Services Created by WealthTech

3.2. Rental Management Automated by PropTech

3.3. Development of Attractive Profitable Real Estate

3.4. Next-generation DX Rental Housing

3.5. Our SDGs initiatives

Wealth Tech tool to support data-based investment strategies

The occupancy rate for properties under management contracts has been trending upward. The platform is functioning effectively, maintaining a high occupancy rate.

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Manage real estate assets overall

Centrally manage real estate assets owned regardless of management companies and types of assets.

Make scenario analysis of properties / automated analysis*

Automatically determine and propose sales of individual properties and the timing of replacement purchase.

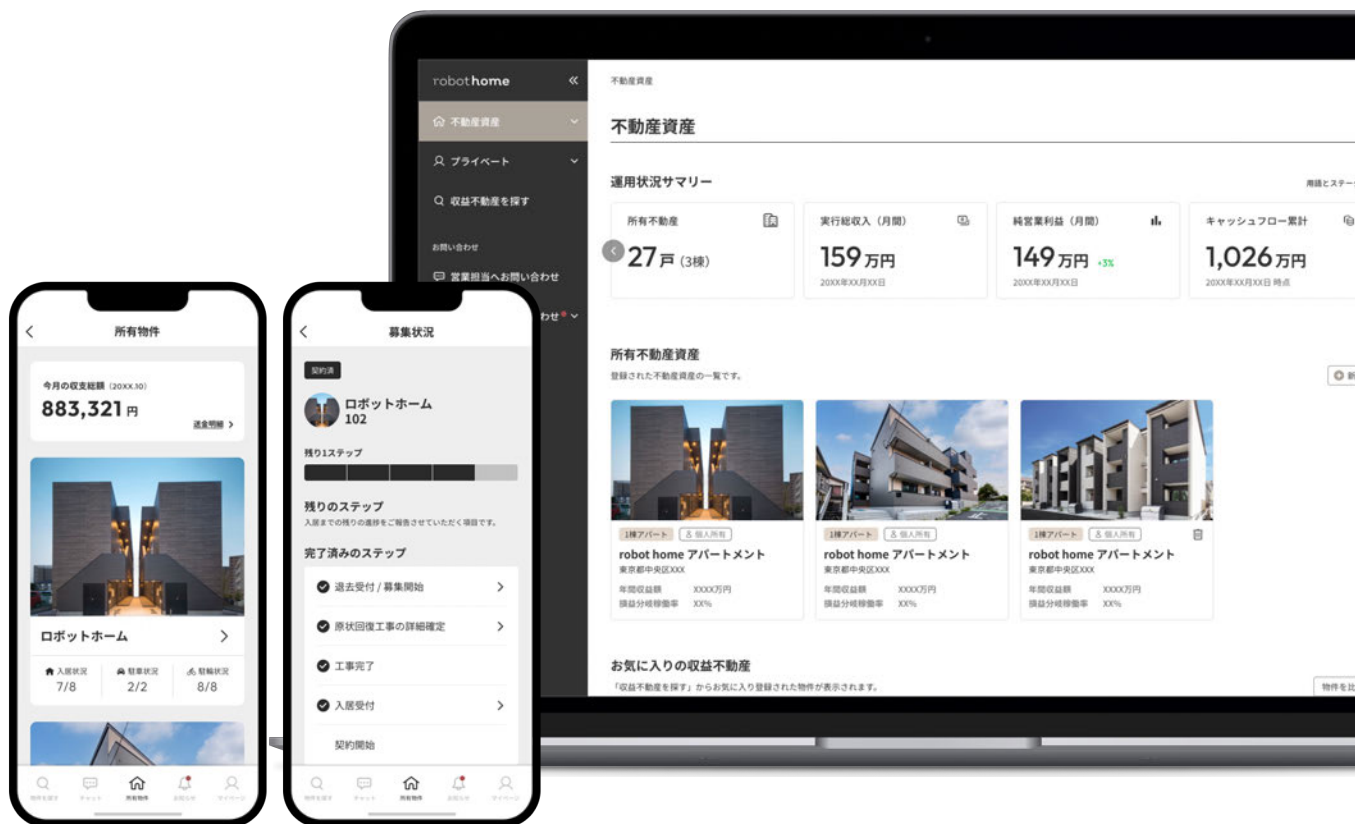
Visualize and forecast cash flows*

Comprehensively visualize cash flows and forecast cash flows expected to be generated in the future.

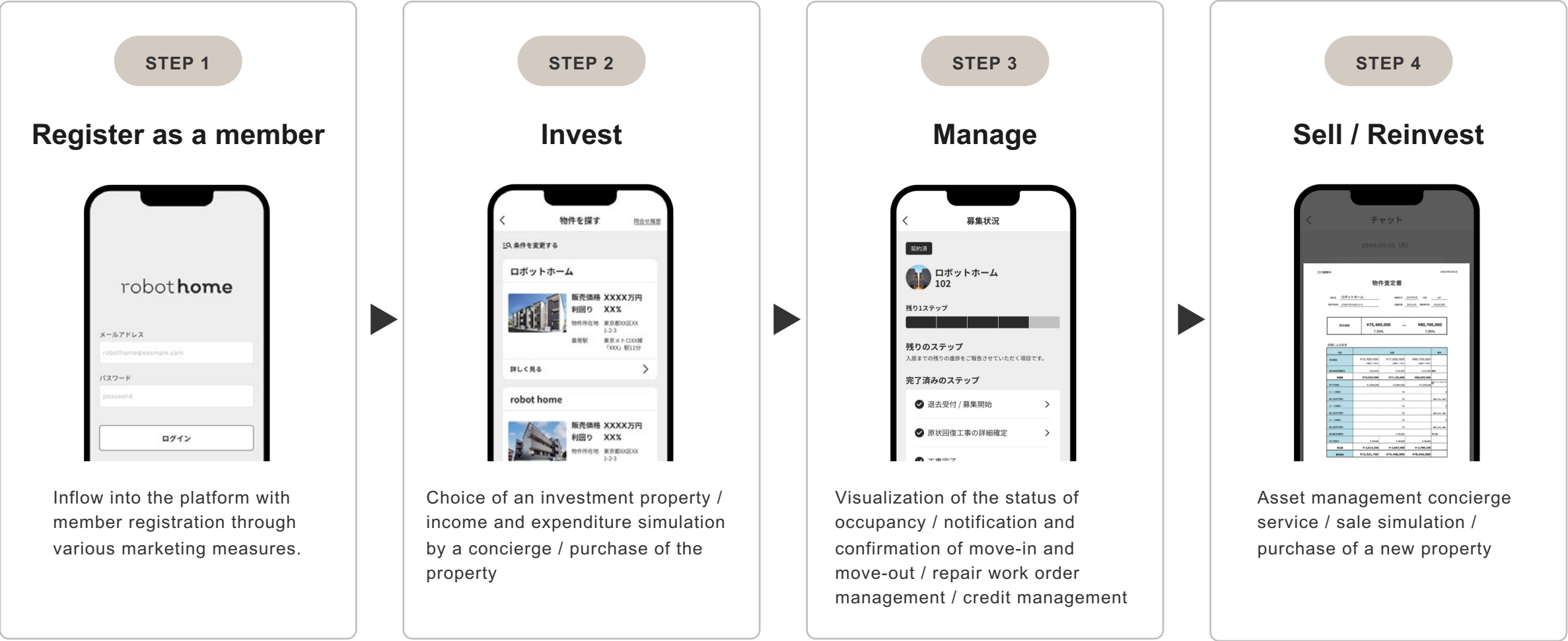
Totally support asset building*

Based on the situations and environment of assets other than real estate owned by investors, support their formulating future plans.

*Planned to be installed in the future.



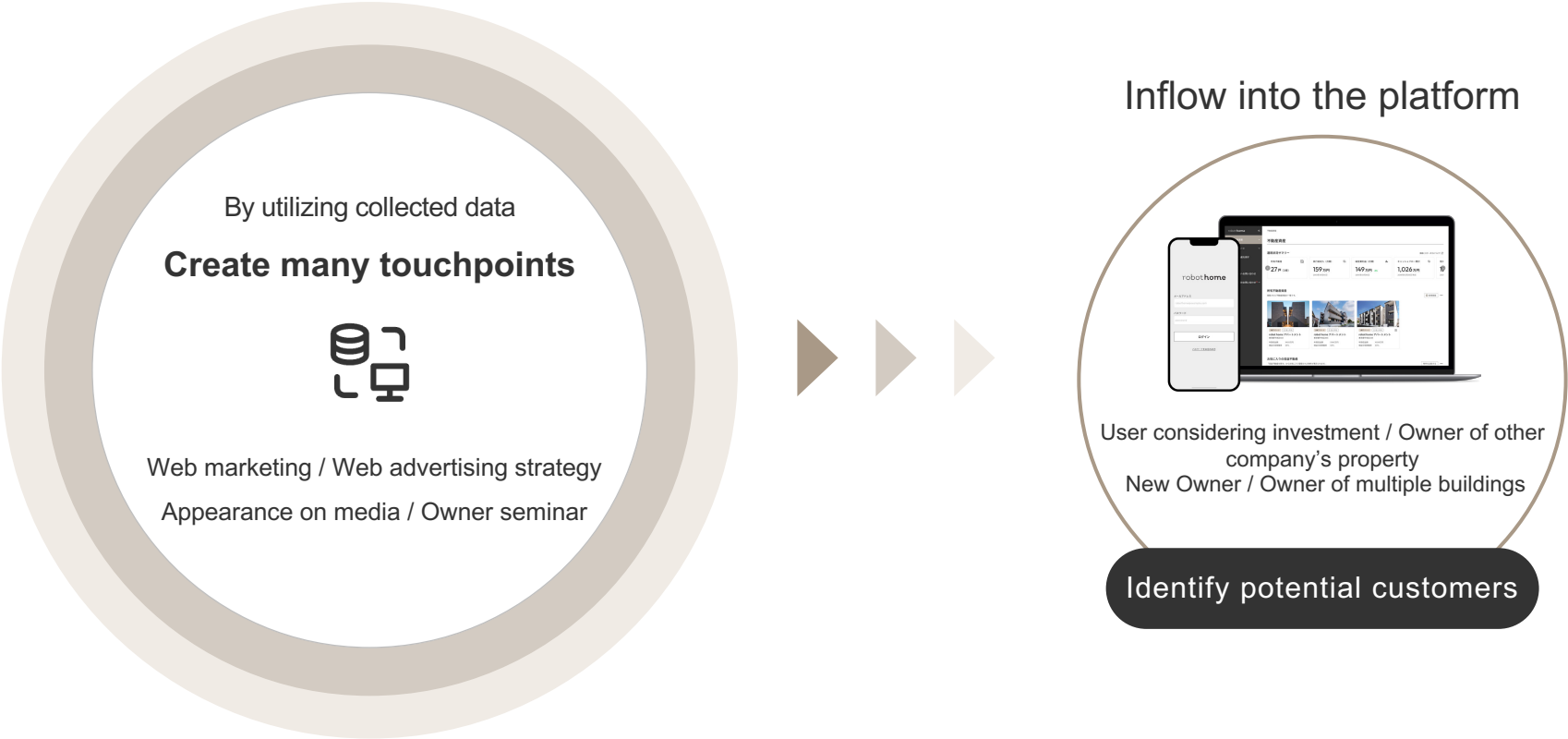
Develop a platform leveraging technology for rental property management owners



Inflow into the platform

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

Increase members through inflow into the platform by using various marketing measures.
Develop them using the lead approach.



One-stop Asset Building

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

One-stop service, from online purchasing to land contract and construction to delivery

- **Online consultation**

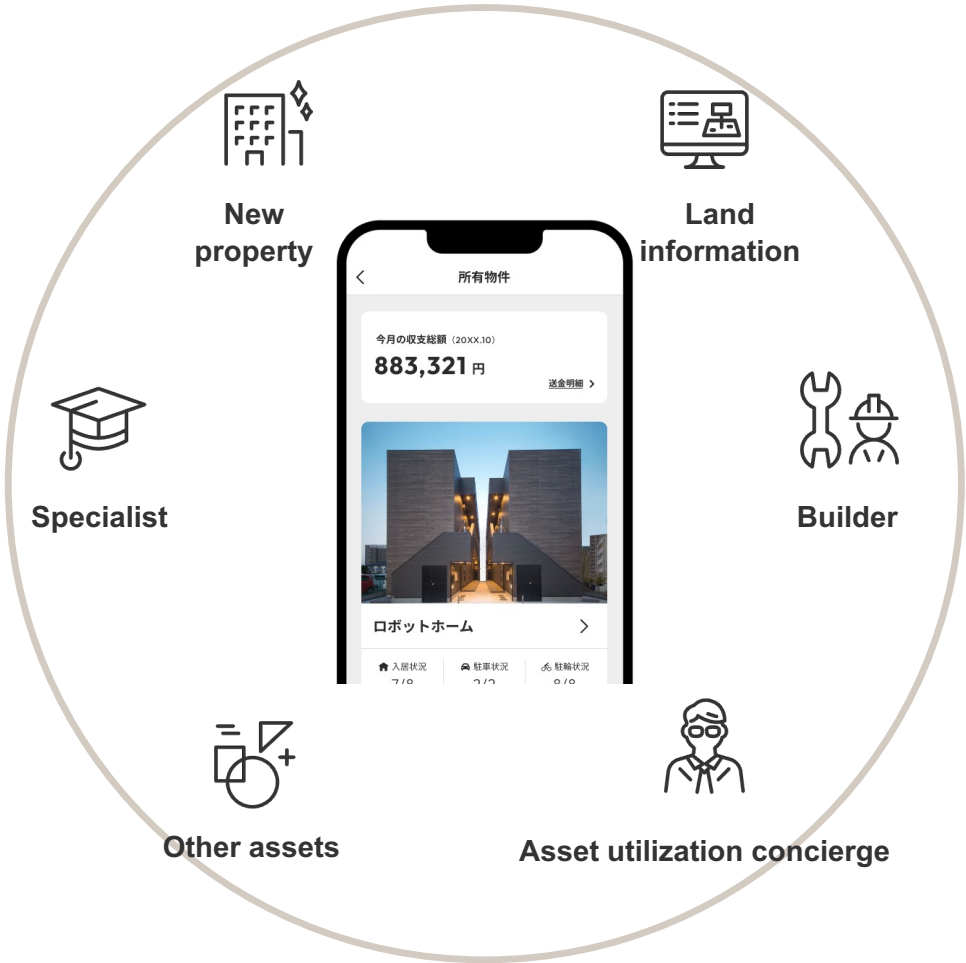
Choosing land → Selecting a property → Income and expenditure simulation by a concierge

- **Land selection, contracting and delivery**

Formulating a project plan → Providing land information → Land contract concluded with robot home

- **From builder matching to building completion and delivery**

Introduction of affiliated builders (or robot home contracts for work) → Conclusion of a contract → View construction progress reports

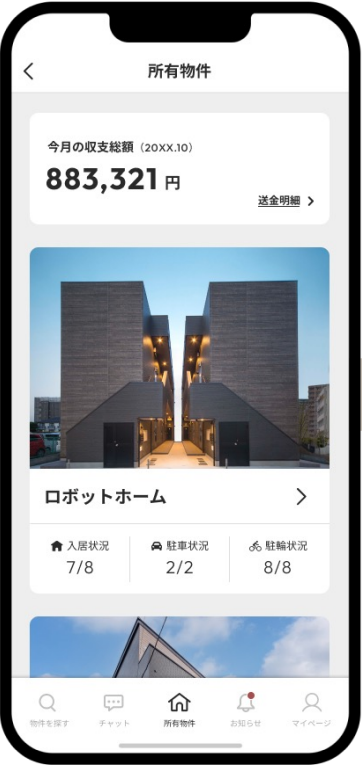


Owners can manage rental housing operations with the app

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

App helps owners manage their rental properties

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Receipt of a move-out request



Confirmation of work details



Preview status



Receipt of move-in request



Online contract signing



*Image UIs are contained.

Number of owners

2,263

(as of March 31, 2025)

Owners can manage rental housing operations with the app

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

Easy management of remittance statements, periodic reports and other things, through distribution using the app.

Thoroughly streamline all operations of rental property management, from move-in through move-out to an advertisement for tenants, using the app



Real property management
Shows the occupancy statuses and logs of real property



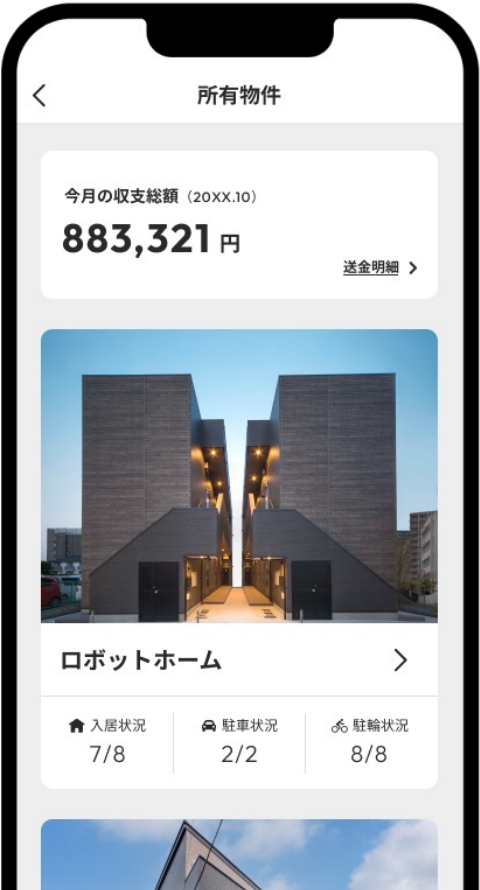
Request for an advertisement for tenants
Checking the status and conditions of the advertisement is possible



Credit management
Shows monthly rental payment and expenses



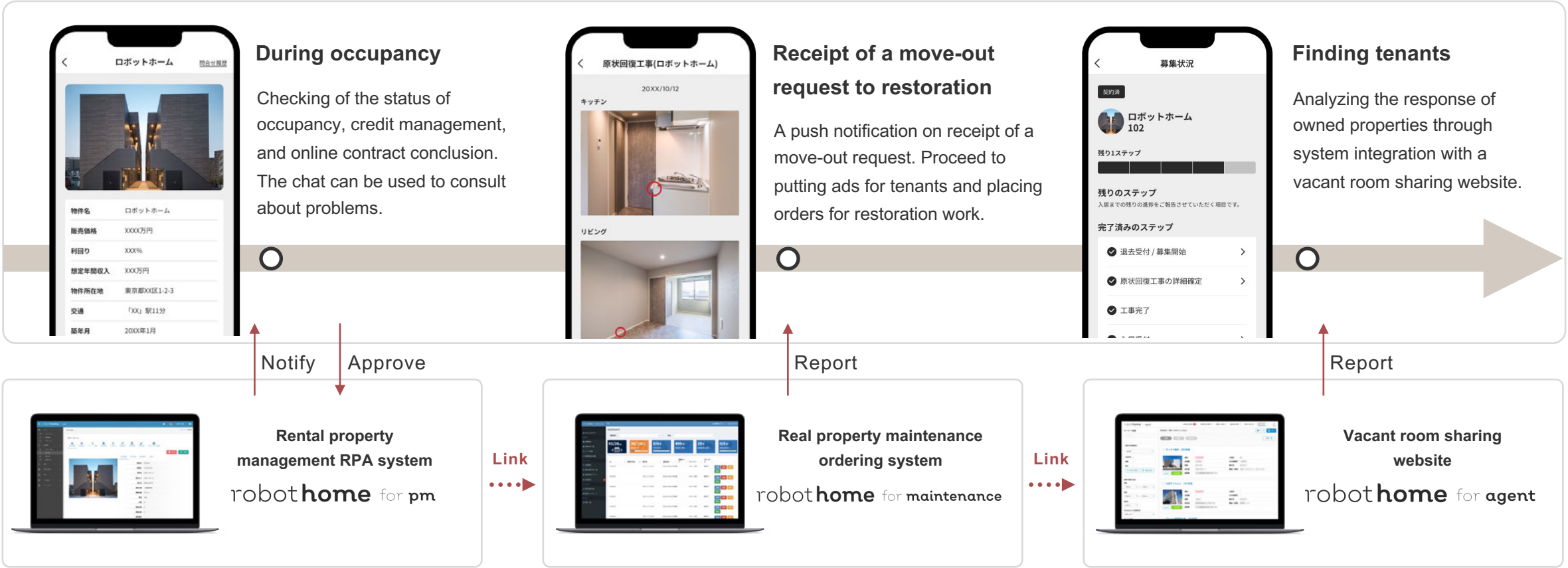
Chat
The chat can be used to consult about daily problems



Owners can manage rental housing operations with the app

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

Significantly reduce time from move-out to finding a tenant. Prevent opportunity loss due to vacancy, and maximize the return on investment.

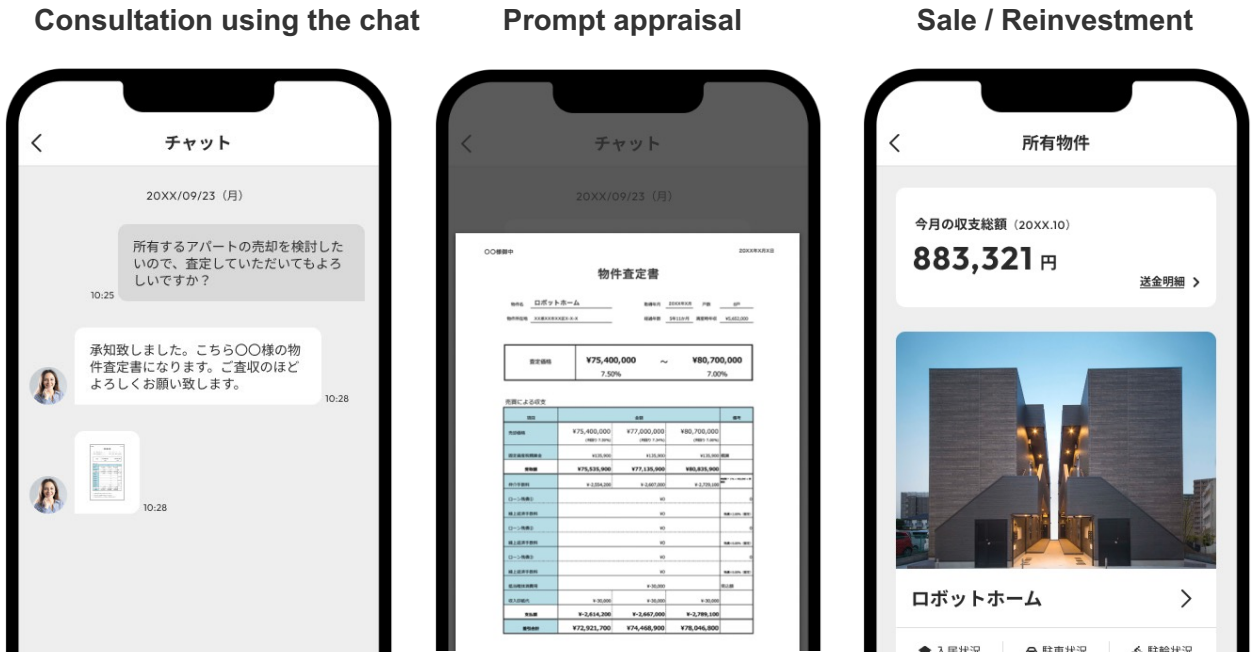


*Image UIs are contained.

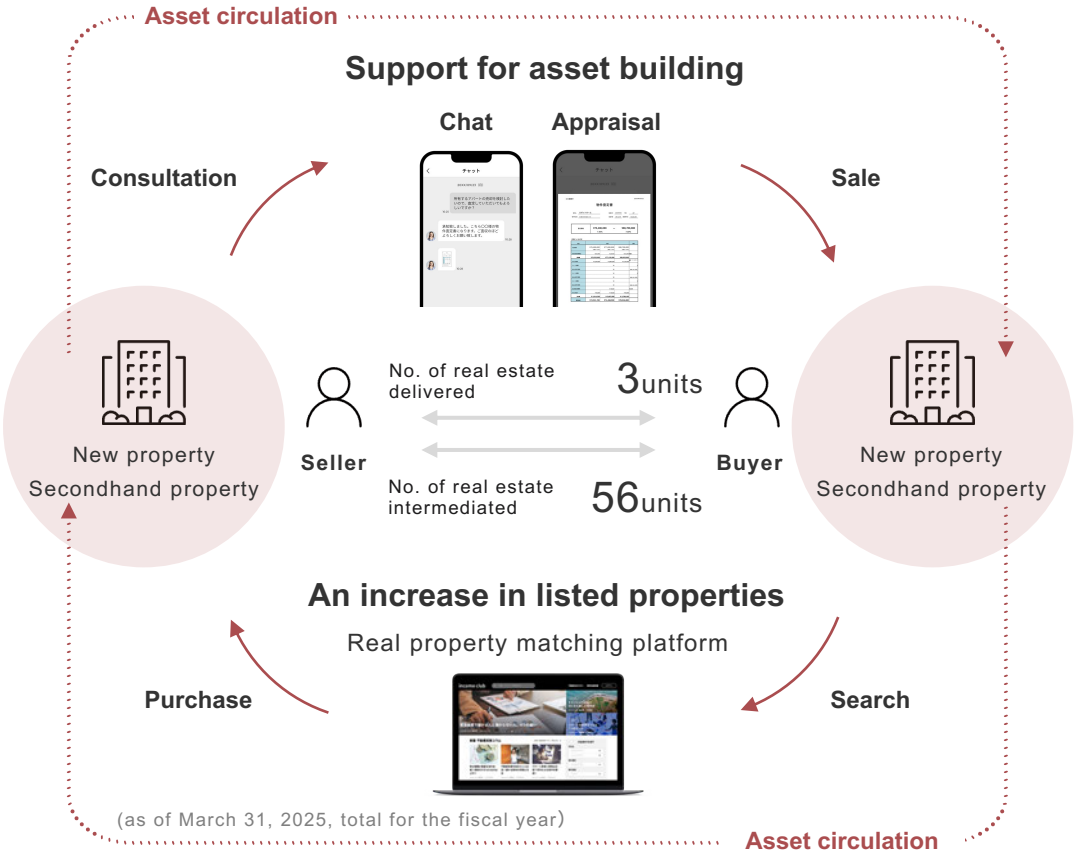
Support for sale and reinvestment

STEP 1	STEP 2	STEP 3	STEP 4
Register as a member	Invest	Manage	Sell / Reinvest

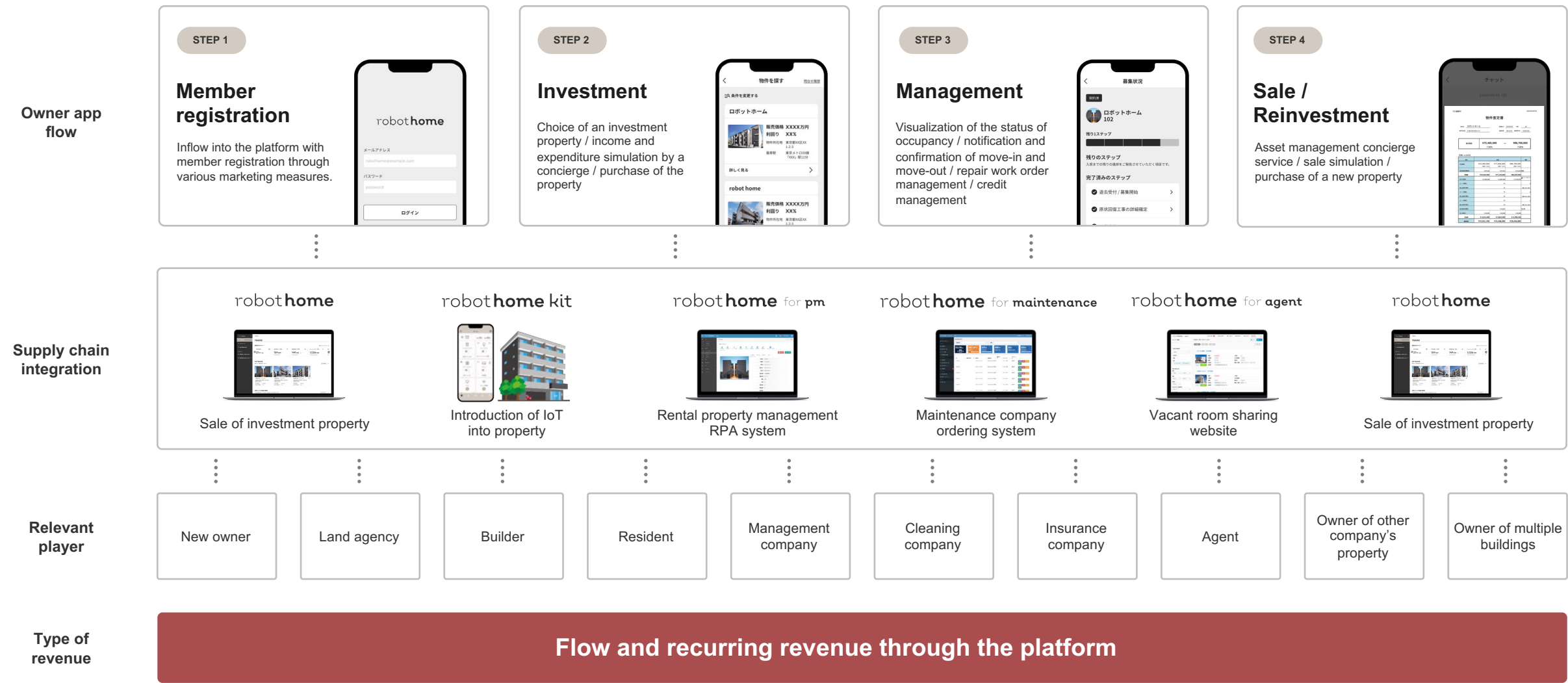
Support owners' asset building, and promote distribution within the platform



➡ Further expansion of flow and recurring revenue resources



Connect all players on the platform and automate rental property management



Management companies can streamline operations with RPA

Reduces vacancy risk and improves service quality by streamlining operations utilizing RPA.

robothome for pm

Manage moving-in/moving-out

Receipt of move-in/move-out requests, receipt of repair requests, making orders, management of history

Management of remittance history

Management of rent payment, remittance to owners, management of vendor billing

Manage information

Management of property information, management of and search for owner information

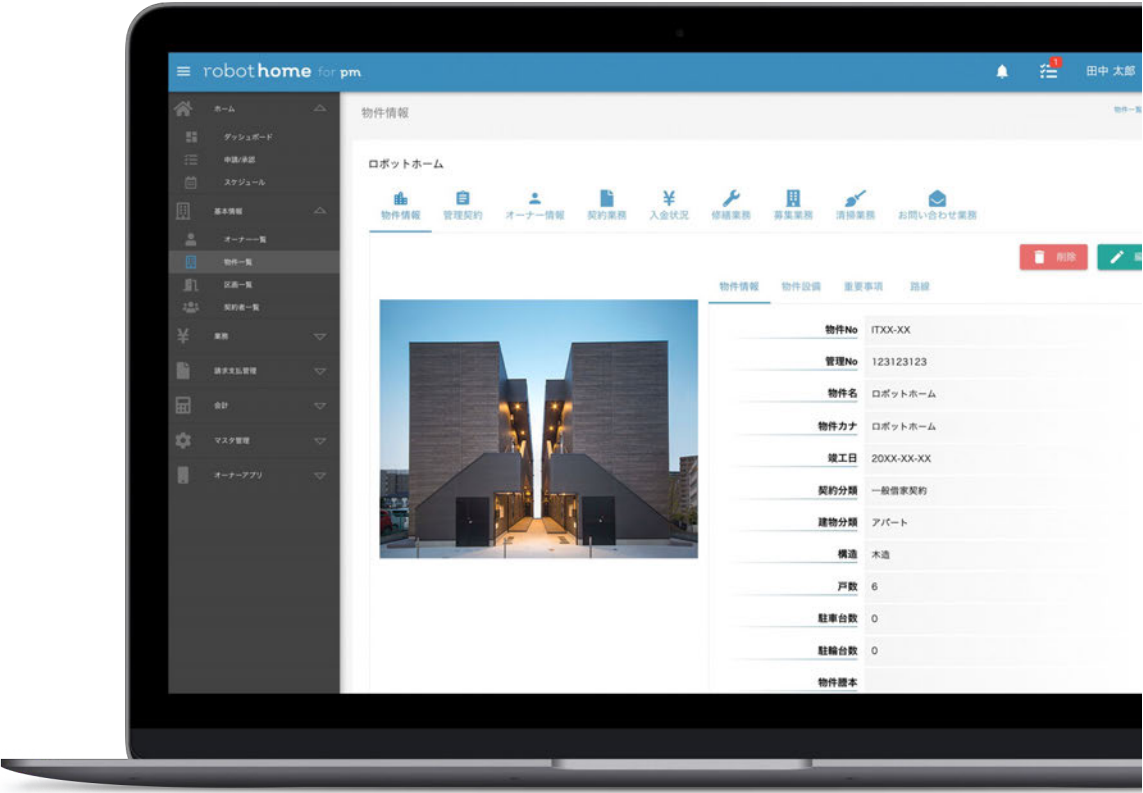
Management of documents

Management of contracts, remittance statements, and bills

Number of units
that introduced RPA

26,668

(as of March 31, 2025)



Efficiency Improvement in Cleaning, Inspection, Etc. Using an App

Improvement of operational efficiency and service quality of maintenance services realized through the in-house developed cleaning app.

robothome for maintenance

Optimized routes

Maximally efficient routes are presented to janitors.

Management screen

The cleaning status can be confirmed at a glance.

Automatically generated reports

Quality is maintained through completion reports with images attached.

Walk-around cleaning

14,378
times

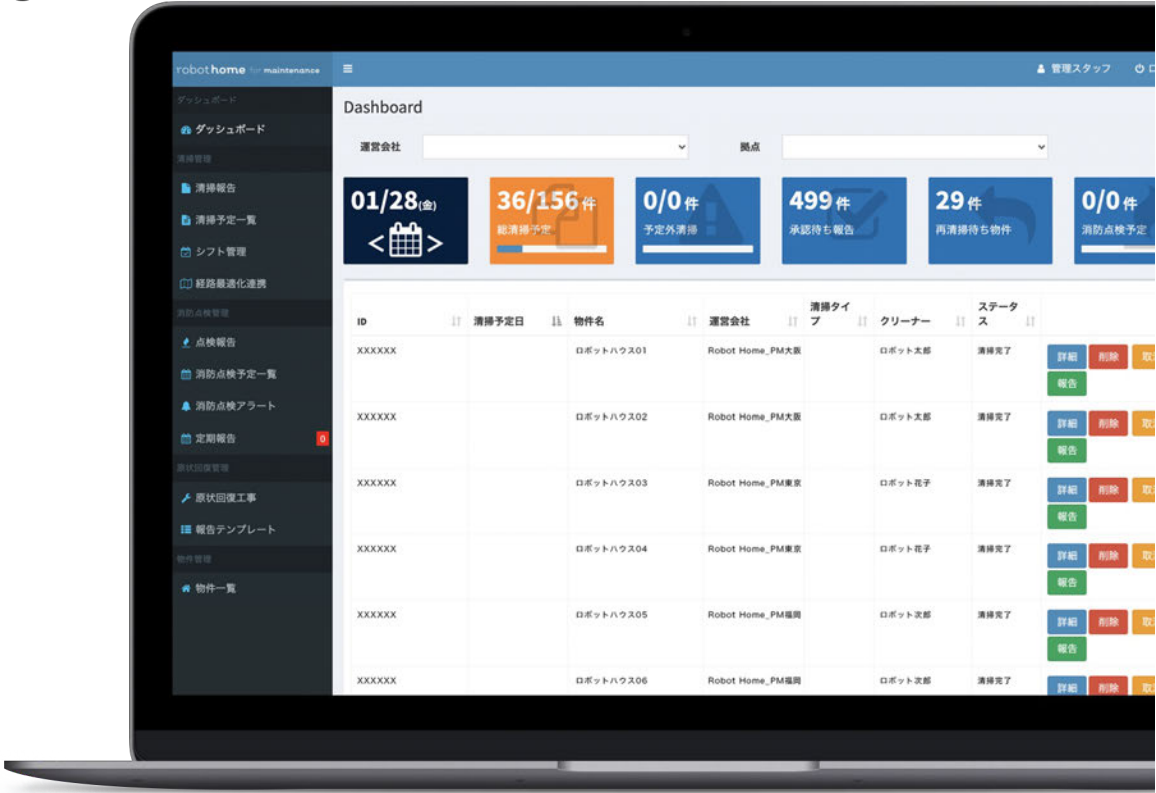
Fire-fighting inspection

881
times

Restoration work

1,482
cases

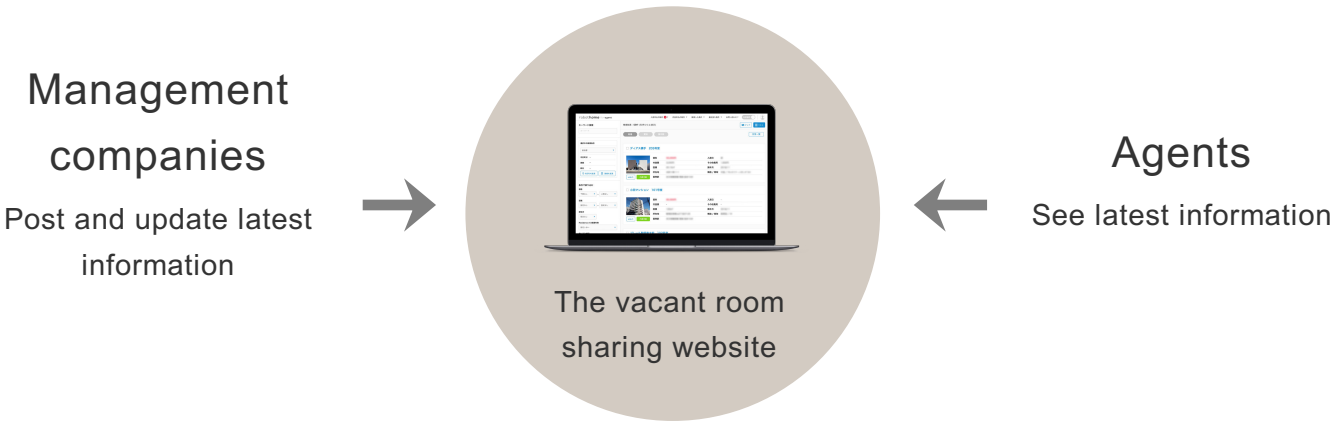
(as of March 31, 2025, total for the fiscal year)



Agents can find tenants more efficiently through the vacant room sharing website

Quick search of vacant rooms on the website allows agents to find tenants more efficiently.

robothome for agent



Number of
registered
agents

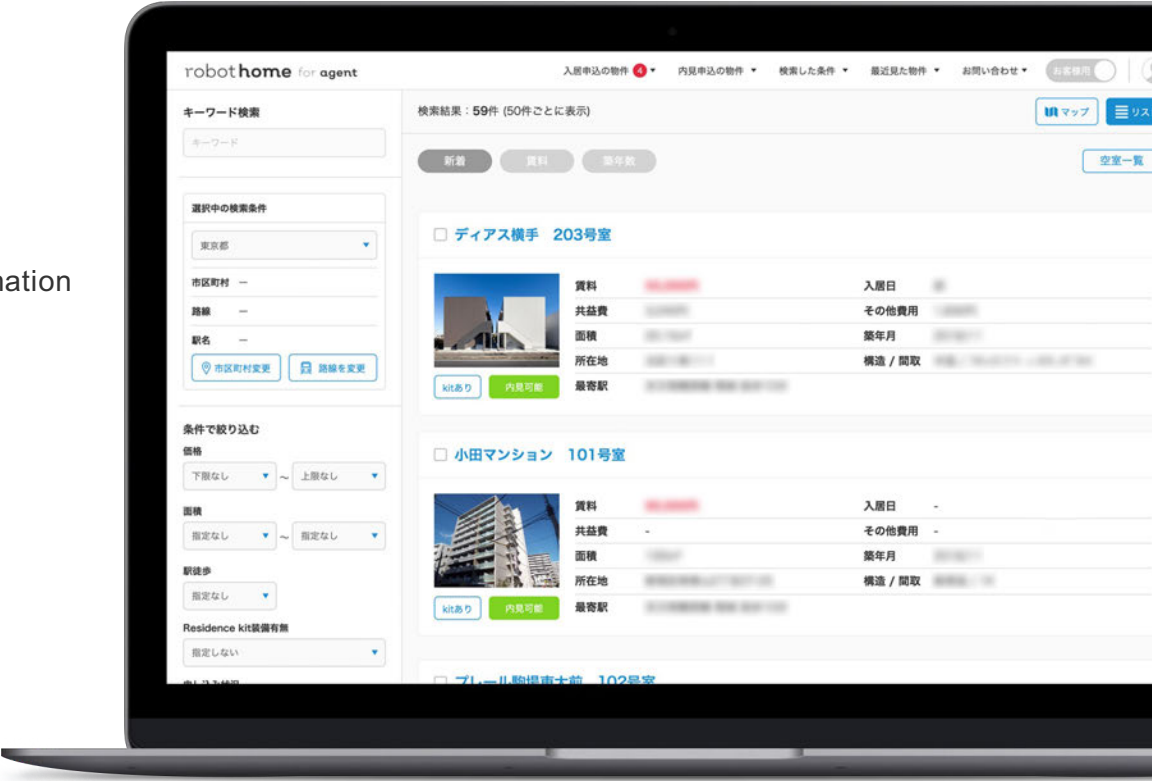
26

prefectures nationwide

8,989

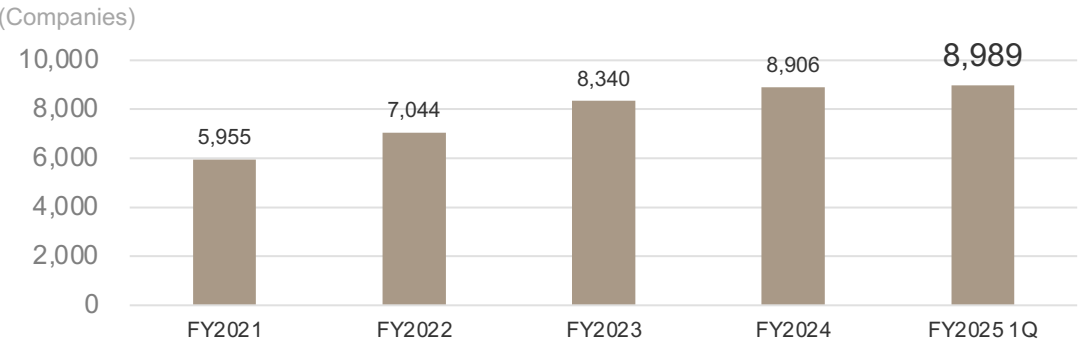
registered agents in

(as of March 31, 2025)

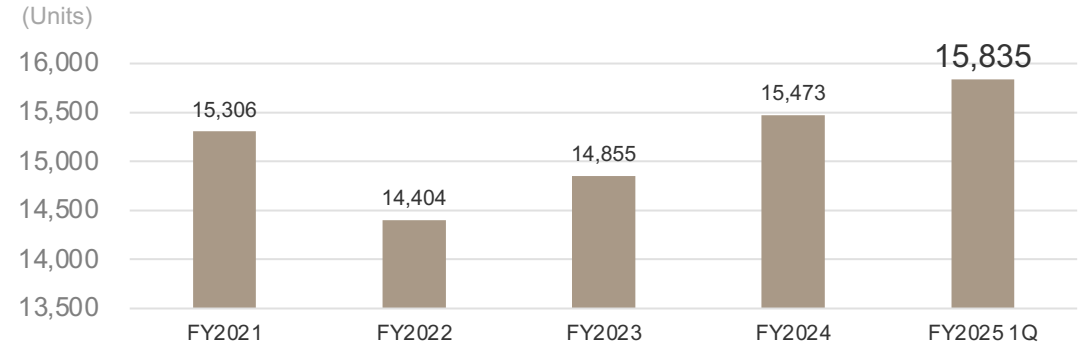


KPIs for platform

Number of registered agents

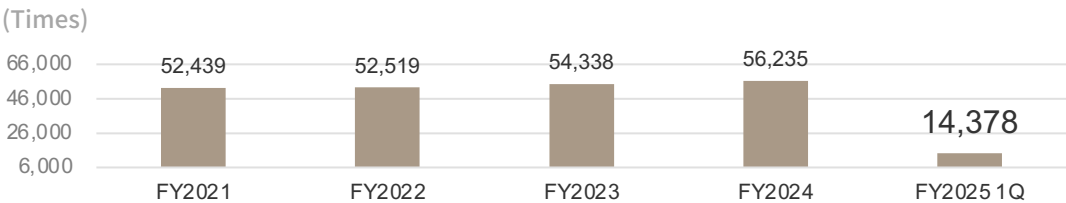


Number of company-guaranteed units

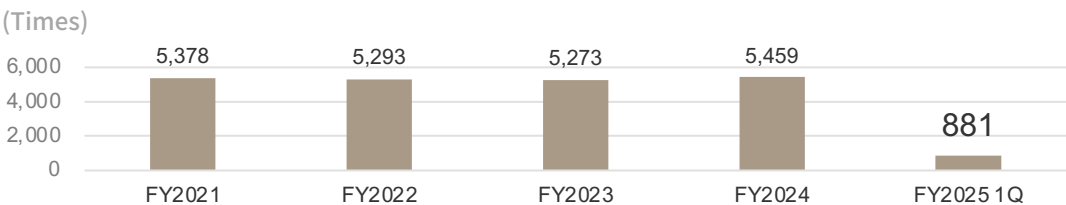


Number of times maintenance tasks are performed

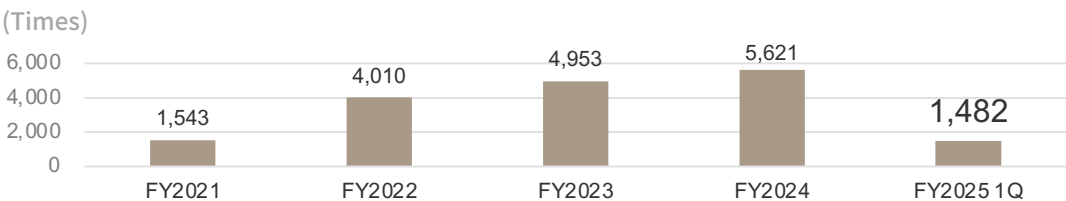
Walk-around cleaning



Fire-fighting inspection



Restoration work

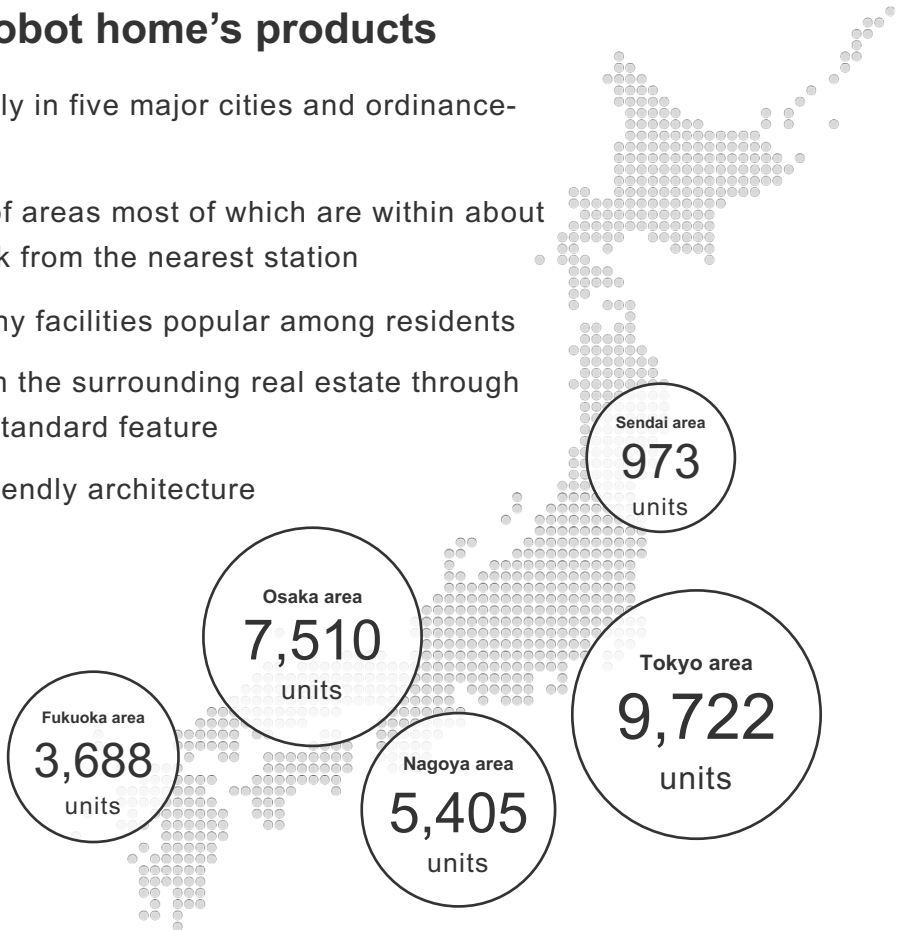


Deployment on a nationwide scale, careful selection of areas in high demand

Leveraging technology to develop high-quality financial products

Strengths of robot home's products

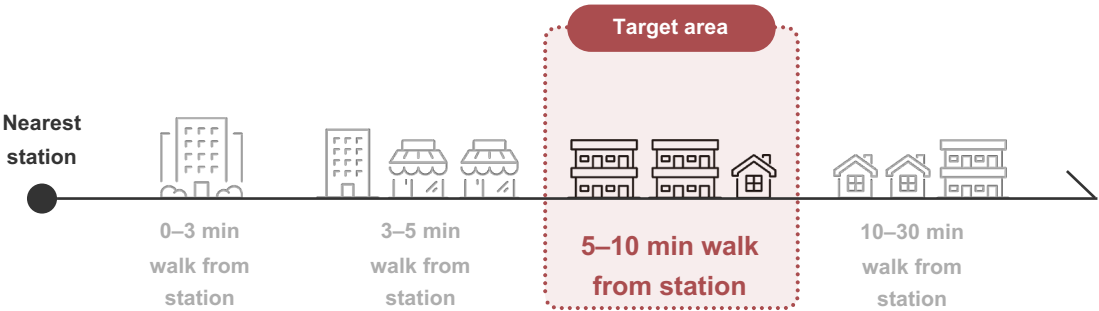
- Development mainly in five major cities and ordinance-designated cities
- Careful selection of areas most of which are within about a 5–10 minute walk from the nearest station
- Introduction of many facilities popular among residents
- Differentiation from the surrounding real estate through IoT adopted as a standard feature
- Environmentally friendly architecture



(as of March 31, 2025)

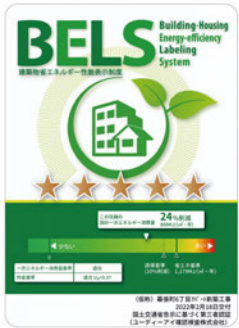
Development in carefully selected locations

Convenient and profitable locations are carefully selected with the target of areas within a 5–10 minute walk from the station.



Environmentally friendly architecture

Development of properties that receive the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS)

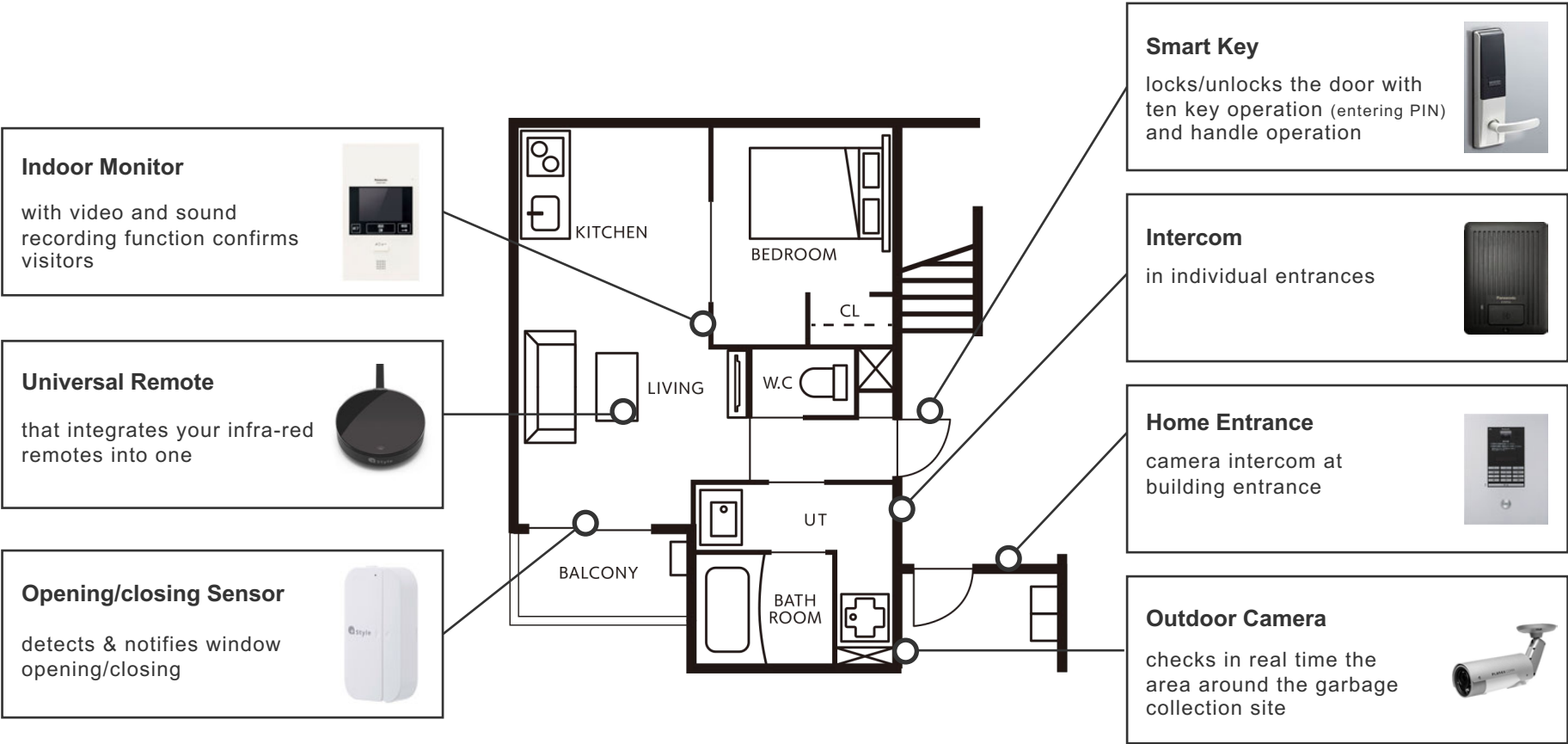


Rental housing differentiated through IoT



Rental housing differentiated through IoT

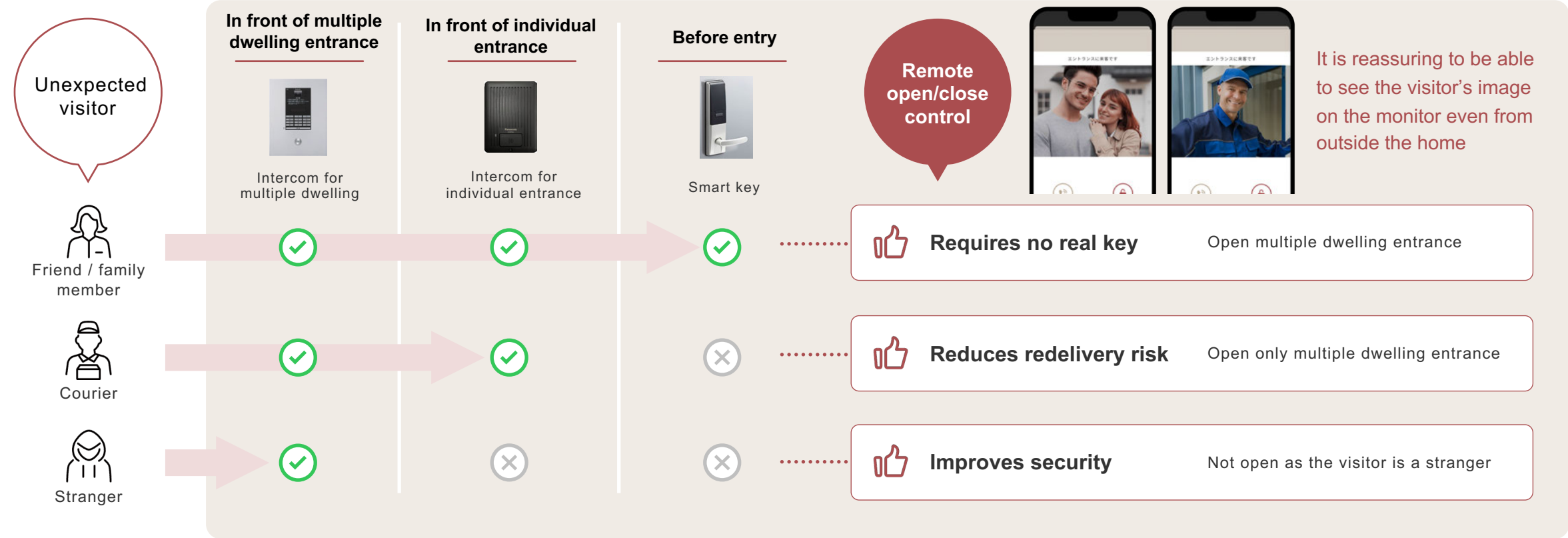
Real properties are equipped with, as standard features, various IoT devices that improve residents' convenience. They can be easily operated with a single app.



Providing next-generation DX rental housing

CASE 01 | HOME ENTRANCE

Allows users to confirm a visitor and unlock the door with the smartphone even from outside the home



Providing next-generation DX rental housing

CASE 02 | OPEN / CLOSE SENSOR

Install security measures at windows, a major route of intrusion → Instant notification to the app improves security

Enables an instant response, including notifying the police

Someone is entering the house from the window



Open or close the window

Sensor detects opening or closing of the window



Send notification to the app



Supplemental information

The most common burglars' entry points at apartment houses (third and lower floors) in FY2023 were “front entrances at 46.7%, followed by windows at 38.9%.”

* Source: Data published by the Metropolitan Police Department

Providing next-generation DX rental housing

CASE 03 | OUTDOOR CAMERA

Outdoor security camera effective for crime prevention

- **Deterrent effect on criminal acts**

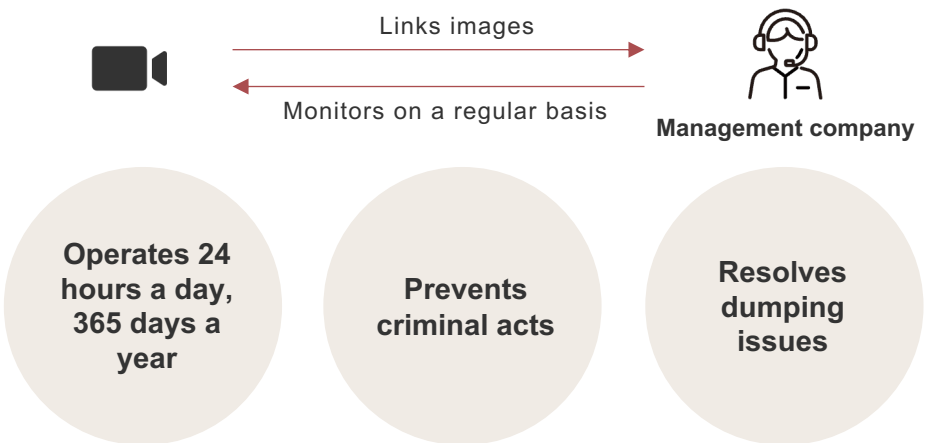
The installation of a security camera scares away potential intruders, which is expected to prevent criminal acts from occurring.

- **Identifying suspicious persons and recording evidence videos**

In the event that a suspicious person or intruder is detected within the premises, recorded images and videos can be submitted to the police as evidence.

- **Monitoring the garbage collection site, which is likely to lead to a complaint**

Action can be taken before issues, such as violation of garbage collection rules and dumping of garbage by non-residents, develop into a claim.



* Whether a security camera is installed or not varies depending on the development timing.

Providing next-generation DX rental housing

CASE 04 | UNIVERSAL REMOTE

Allows users to operate various appliances with a single app



Providing next-generation DX rental housing

CASE 05 | CHAT

Making inquiries to the management company becomes stress-free



- **Even busy people can make inquiries using the chat**

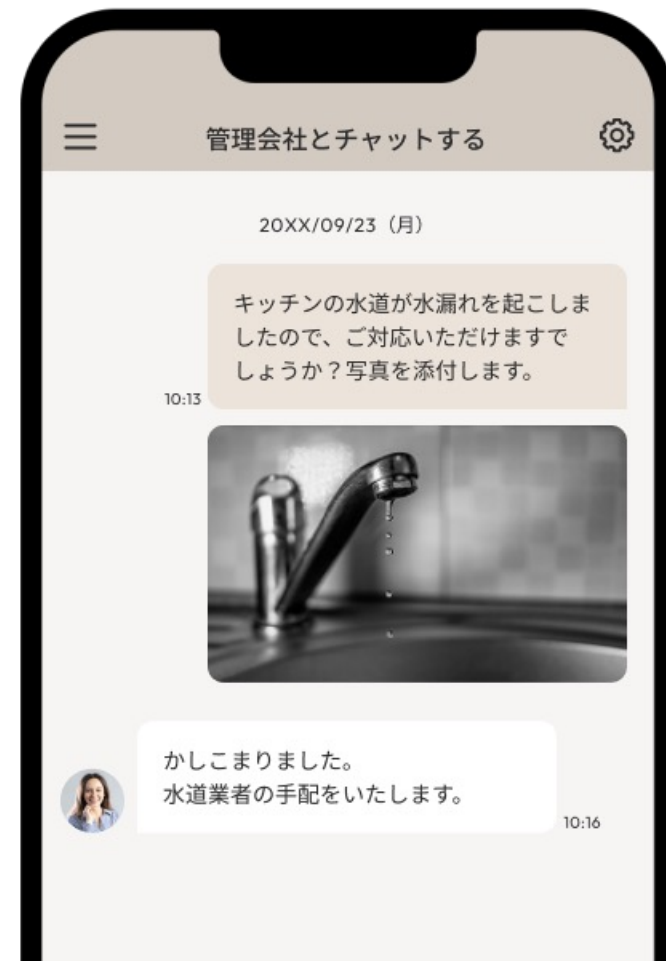
Even those who work in the daytime and cannot make a phone call can use the chat to make inquiries to the management company.

- **Image sharing that better reports the situation**

It also allows image transmission and is more convenient than the phone when reporting the situation.

- **Paperless communication**

The management company can also send messages to residents using the chat instead of conventional printed matter.



Providing next-generation DX rental housing

CASE 06 | BENEFITS TO RESIDENTS

Benefits make daily life more comfortable

As lifestyle contents for residents, we provide services with privileges that make daily life more comfortable.

Lifestyle contents helpful for daily life



Medical consultation with a doctor

A medical consultation service that residents can receive easily using the chat any time.



Delivery type storage service

Residents just pack stuff they want to deposit in a box and send it! An easy storage service starting at 110 yen per month.



Car sharing

Residents can easily and economically use a car at the place and time they want. A sign-up campaign is underway!



Providing next-generation DX rental housing

Toward DX rental housing that is not only convenient but also chosen

In addition to providing new life experiences through DX rental housing, robot home has many facilities conducive to finding tenants. We will strive to develop real properties, which allow owners to conduct real property management without anxiety, by offering services that meet universal demand like security and fit a new lifestyle using technology.



Rankings of popular facilities for real properties designed for single persons

Ranking (ranking in the previous survey)	Facility	robot home property specifications
1(1)	Free internet connection	○
2(4)	Delivery box	○
3(2)	Entrance that locks automatically	○
4(3)	High-speed internet	○
5(5)	Bathroom ventilating and drying device	○
6(-)	Pet facilities	—
7(6)	Independent washstand	○
8(14)	Garage	△
9(7)	Kitchen system	○
10(15)	Reheating function	○

* Source: Zenkoku Chintai Jutaku Shinbun (Nationwide Rental Housing Newspaper) (Oct. 2024)
* Some properties do not have all of the above facilities.

Providing next-generation DX rental housing

Pursuant to Article 31 of the Act on Facilitation of Information Processing, robot home Inc. has been selected by the Minister of Economy, Trade and Industry as a **DX-certified operator under the DX Certification Initiative**

- **DX Certification Initiative** (From the information released by IPA: Information-technology Promotion Agency, Japan)

The DX Certification Initiative is based on the Act on the Partial Revision of the Act on Facilitation of Information Processing that came into effect on May 15, 2020. The initiative certifies operators that undertake excellent DX initiatives, based on the application by the operator, in light of guidelines established by the Japanese government (*1).

(*1) The guidelines present a vision for the strategic use of systems in company management. These guidelines were established based on the Act on Facilitation of Information Processing. For details, visit the website of IPA: Information-technology Promotion Agency, Japan.

<https://www.ipa.go.jp/ikc/info/dxcp.html> (in Japanese)



robothome

List of DX-certified operators (in Japanese)

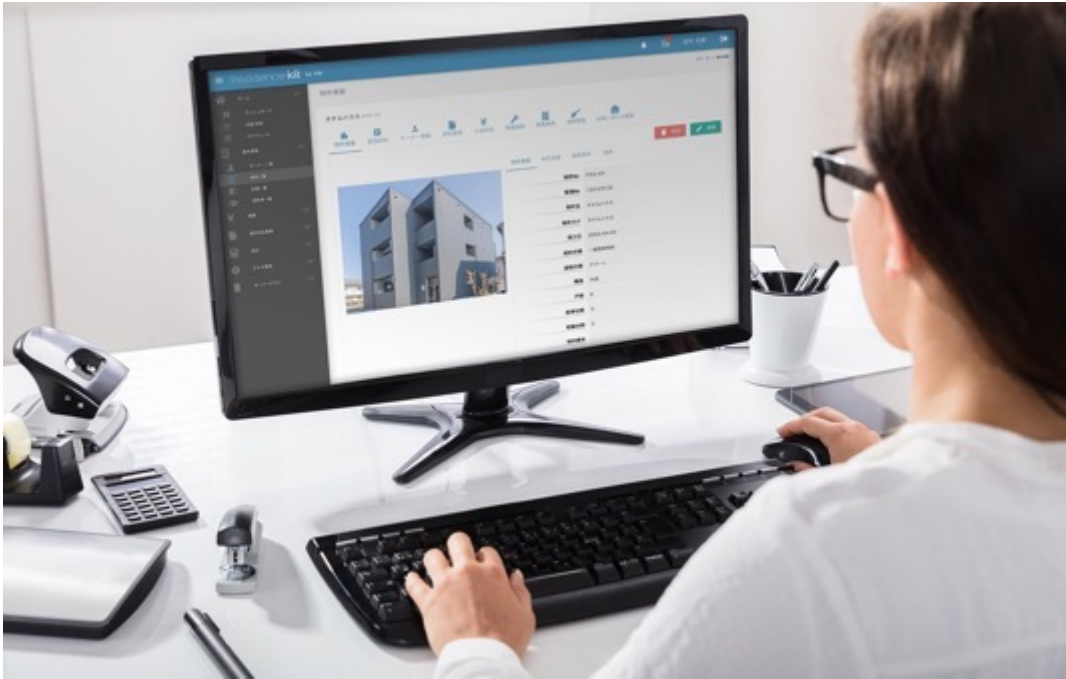
<https://www.ipa.go.jp/ikc/info/dxcp-list-202103.html>

Our SDGs initiatives

Contribute to building comfortable cities through rental housing management services that take advantage of RPA and human resources



Contribute to building comfortable cities by streamlining operations with RPA and providing high-quality services. Take a tenant-first approach to enhance readiness for responding to requests by further expanding the rental housing management domain and developing a total support structure for rental management.



Our SDGs initiatives

Development of environment-friendly properties with the highest rank for energy-efficiency performance



“CRASTINE +e,” an investment apartment with superior energy-efficiency performance developed by the Company, received the highest five-star rating in the Building-Housing Energy-efficiency Labeling System (BELS) under which a third-party organization evaluates the energy-efficiency performance of buildings in accordance with evaluation standards provided by the MLIT.

BELS is a public certification system that evaluates buildings’ energy-efficiency performance on a five-scale rating that real estate agents and certain other parties are required to make efforts to label under the Act on the Improvement of Energy Consumption Performance of Buildings (Building Energy Efficiency Act) enforced in April 2016.



Our SDGs initiatives

Promote diversity management that values diversity and creativity



Maintains sound diversity management: 44.5% female employees ratio, 100% parental leave taken by female employees, and 73.0% paid leave taken (as of December 31, 2024). We have employees with other jobs and those who are from other countries. We value diversity and creativity of our employees and promote the creation of workplaces where employees can work at ease while respecting their individual life plans.



Disclaimer regarding forward-looking statements

The materials and information presented in this release include “forward-looking statements.” These statements are based on expectations, forecasts, and assumptions that are subject to risks at the time of release, and include uncertainties that may cause outcomes to differ in substance from these statements.

These risks and uncertainties include industries in general, market conditions, and general domestic and international economic conditions such as interest rate and foreign exchange fluctuations.

robot home undertakes no obligation to update or revise the “forward-looking statements” included in this release, even in the event of new information, future events, or other circumstances.