

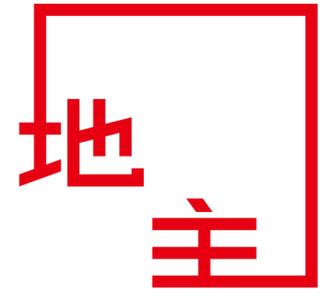
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Results of Operations for the First Half of the Fiscal Year Ending December 31, 2025

August 14, 2025

JINUSHI Co., Ltd.

地主株式会社



JINUSHI
BUSINESS

Securities Code: 3252
<https://www.jinushi-jp.com/en/>

Our company business is **JINUSHI**.

Aiming to be **a major landowner in Japan** as JINUSHI REIT grows.

| | |
|---------------------------|---|
| Company Name: | JINUSHI Co., Ltd. |
| Head Office: | Shin Marunouchi building, 13th Floor, 1-5-1 Marunouchi, Chiyoda-ku, Tokyo |
| Established: | April 7, 2000 |
| Capital: | ¥6,461 million (as of December 31, 2024) |
| Organization Form: | Company with an Audit and Supervisory Committee (Company with a Nomination and Remuneration Committee) |
| Listing: | TSE Prime (Securities code: 3252) |
| Representative: | Hirofumi Nishira, Representative Director and President |
| Employees (consolidated): | 116 (as of August 2025) |



C O N T E N T S

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Part 1

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FY12/25 2Q Financial Results

In FY12/25, we expect to record profits mainly in the second half of the year, and progress is being made as initially expected.

Accelerating purchases. As of the end of July, total purchases have exceeded the full-year target of ¥70.0 billion.

Aiming to exceed the net profit forecast of ¥6.1 billion and achieve a record-high net profit.

| | 2Q Results | | Full-year Forecasts | | |
|------------------------------------|---|---------------|----------------------------------|------------------------|--|
| ■ Net Sales | ¥ 39.8 billion | YoY -11.4% | ¥ 70.0 billion | Progress rate 56.9% | <ul style="list-style-type: none"> • 2Q results decreased in both sales and earnings YoY, but we expect to record profits mainly in the second half of FY12/25, and progress is being made as initially expected. • Aiming to exceed the net profit forecast of ¥6.1 billion and achieve a record-high net profit. |
| ■ Net Profit | ¥ 2.7 billion | YoY -47.0% | ¥ 6.1 billion | Progress rate 45.6% | |
| ■ Purchases (Agreements signed) | As of end of July ¥ 70.0 billion ¥ 28.5 billion | YoY -4.4% | ¥ 70.0 billion or more | Progress rate 40.7% | <ul style="list-style-type: none"> • Purchases totaled ¥28.5 billion as of the end of 2Q and have reached ¥70.0 billion by the end of July, exceeding the full-year target. • Continue aiming to further expand purchases. |

Statements of Income

- In FY12/25 2Q, decreased in both sales and earnings YoY, due to a decrease in sales amount and the sale of low-profit-margin properties that had already been recorded in 1Q.
- In FY12/25, we expect to record profits mainly in the second half of the year. Aiming to exceed the net profit forecast of ¥6.1 billion and achieve a record-high net profit.

| (Millions of yen) | FY12/24 2Q | FY12/25 2Q | Change | | Major reasons | FY12/25 | |
|---|------------|---------------|----------|---------|--|--|--------------|
| | 6M (1) | 6M (2) | (2)-(1) | YoY (%) | | Full-year forecast Target | Progress (%) |
| Net sales | 44,929 | 39,816 | (5,112) | (11.4) | • Decrease in sales amount | 70,000 | 56.9 |
| Gross profit | 9,411 | 6,518 | (2,893) | (30.7) | | • Decrease in profit margin on sales (mainly due to low-margin projects using "Real Estate Warehousing Scheme", etc.) ^{*1} | — |
| Operating profit | 6,962 | 4,057 | (2,905) | (41.7) | • Foreign exchange gains (losses) on loans to U.S. subsidiaries ^{*2} | | 9,500 |
| Non-operating income | 550 | 38 | (512) | | | Profit/Loss Impact | — |
| Non-operating expenses | 413 | 920 | +507 | | | | — |
| Ordinary profit | 7,100 | 3,174 | (3,925) | (55.3) | | 8,000 | 39.7 |
| Extraordinary income | — | 626 | +626 | | • Profit contribution from liquidation of Australian subsidiary ^{*3} | — | — |
| Extraordinary losses | — | — | — | | | | — |
| Income taxes | 1,856 | 1,016 | (839) | | | — | — |
| Profit attributable to owners of parent | 5,242 | 2,780 | (2,461) | (47.0) | | 6,100 | 45.6 |
| Net profit per share (Yen) | 318.24 | 134.99 | (183.25) | | | 295.54 | — |
| Net profit on net sales (%) | 11.7 | 7.0 | (4.7) | | | 8.7 | — |

*1. The scheme that when JINUSHI Private REIT Investment Corporation (JINUSHI REIT) acquires a property from a third party, JINUSHI holds the property for a specific period of time, and then JINUSHI REIT acquires the property at the right time.

*2. Mainly, foreign exchange gains on yen-denominated loans to JINUSHI USA resulted from translation and revaluation to the year-end U.S. dollar rate.

*3. The liquidation of the Australian subsidiary of New Real Property, which became a consolidated subsidiary in 2016.

Balance Sheet

- The balance of real estate for sale at the end of FY12/25 2Q was ¥63,883 million (down ¥6,787 million from the end of FY12/24). Aim to further increase the balance.
- The equity ratio at the end of FY12/25 2Q stood at 40.1%. A solid financial base has been established ahead of further acceleration in purchases.

| (Millions of yen) | As of Dec. 31, 2024 (1) | As of Jun. 30, 2025 (2) | Change (2)-(1) | Major reasons |
|---|----------------------------|----------------------------|-------------------|---|
| Assets | 115,417 | 115,400 | (17) | |
| Current assets | 95,431 | 92,462 | (2,968) | |
| of which cash and deposits | 23,701 | 26,991 | +3,290 | |
| of which real estate for sale | 70,670 | 63,883 | (6,787) | • Sales of properties to JINUSHI REIT, etc. |
| Non-current assets | 19,986 | 22,937 | +2,951 | |
| of which land (Long-term Leasing Business, JINUSHI CLUB) | 14,336 | 17,114 | +2,778 | • Acquisition of properties (leased land) for Long-term Leasing Business and JINUSHI CLUB |
| Liabilities | 70,617 | 68,944 | (1,672) | |
| of which borrowings | 62,819 | 62,034 | (785) | • Repayment of long-term borrowings associated with the sale of real estate for sale |
| of which deposits received from investments in silent partnerships (JINUSHI CLUB) | 409 | 655 | +245 | |
| Net assets | 44,800 | 46,455 | +1,655 | |
| of which shareholders' equity | 44,567 | 46,285 | +1,718 | |
| Equity ratio (%) | 38.6 | 40.1 | +1.5 | |
| Net D/E ratio (times) ^{*1} | 0.87 | 0.76 | (0.12) | |
| DCR (Debt Coverage Ratio) (%) ^{*2} | 149.6 | 129.4 | (20.3) | |

*1. Net D/E ratio = Net interest-bearing debt (Interest-bearing debt – cash and deposits) / Net assets

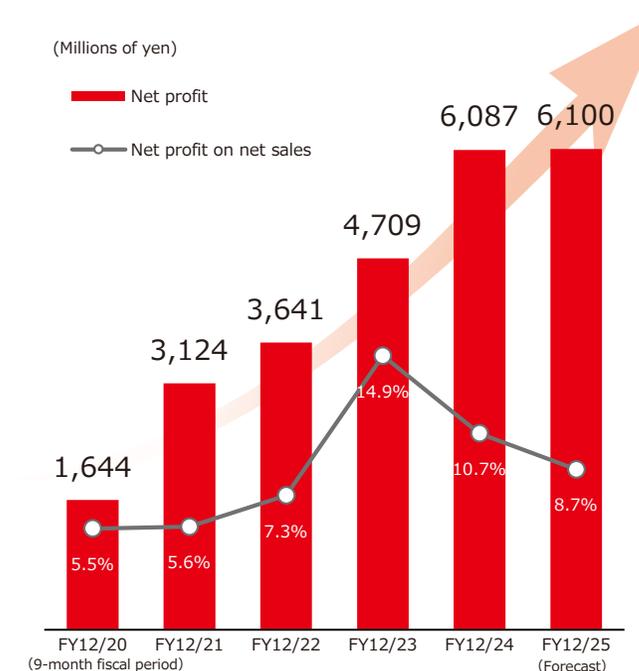
*2. DCR (Debt Coverage Ratio) = Interest-bearing debt / (Cash and deposits + Investment securities + Property, plant and equipment)

FY12/25 Consolidated Forecast (1)

- Plan to increase sales and earnings again in FY12/25. Aiming to exceed net profit forecast of ¥6.1 billion and achieve a record-high net profit.
- Steady progress as expected toward achieving a net profit of ¥7.0 billion as stated in the Medium-term Management Plan (FY12/26).

| (Millions of yen) | FY12/24 (Result) (1) | FY12/25 (Forecast) (2) | Change (2)-(1) | Major reasons | | | | | | | | | |
|-----------------------------|----------------------------|------------------------------|-------------------|---|--|----------------|------------------|--------------------|------|-------|---------------|--------------------|----------------------------|
| Net sales | 57,068 | 70,000 | +12,931 | • Increase in sales of properties | | | | | | | | | |
| Operating profit | 8,677 | 9,500 | +822 | | | | | | | | | | |
| Ordinary profit | 8,265 | 8,000 | (265) | • Incorporated foreign exchange rate impact ^{*1} | | | | | | | | | |
| | | | | <table border="1"> <thead> <tr> <th></th> <th>FY12/24 Result</th> <th>FY12/25 Forecast</th> </tr> </thead> <tbody> <tr> <td>Profit/Loss Impact</td> <td>+350</td> <td>(210)</td> </tr> <tr> <td>USD/JPY</td> <td>¥158</td> <td>¥150</td> </tr> </tbody> </table> | | FY12/24 Result | FY12/25 Forecast | Profit/Loss Impact | +350 | (210) | USD/JPY | ¥158 | ¥150 |
| | FY12/24 Result | FY12/25 Forecast | | | | | | | | | | | |
| Profit/Loss Impact | +350 | (210) | | | | | | | | | | | |
| USD/JPY | ¥158 | ¥150 | | | | | | | | | | | |
| Net profit | 6,087 | 6,100 | +12 | • Effect of liquidation of Australian subsidiary ^{*2} | | | | | | | | | |
| | | | | <table border="1"> <thead> <tr> <th></th> <th>FY12/24 Result</th> <th>FY12/25 Forecast</th> </tr> </thead> <tbody> <tr> <td>Profit/Loss Impact</td> <td>+350</td> <td>+500</td> </tr> <tr> <td>Account items</td> <td>Income taxes, etc.</td> <td>Extraordinary income, etc.</td> </tr> </tbody> </table> | | FY12/24 Result | FY12/25 Forecast | Profit/Loss Impact | +350 | +500 | Account items | Income taxes, etc. | Extraordinary income, etc. |
| | FY12/24 Result | FY12/25 Forecast | | | | | | | | | | | |
| Profit/Loss Impact | +350 | +500 | | | | | | | | | | | |
| Account items | Income taxes, etc. | Extraordinary income, etc. | | | | | | | | | | | |
| Net profit per share (Yen) | 334.89 | 295.54 | (39.35) | | | | | | | | | | |
| Net profit on net sales (%) | 10.7 | 8.7 | (2.0) | | | | | | | | | | |

Growth of Net Profit



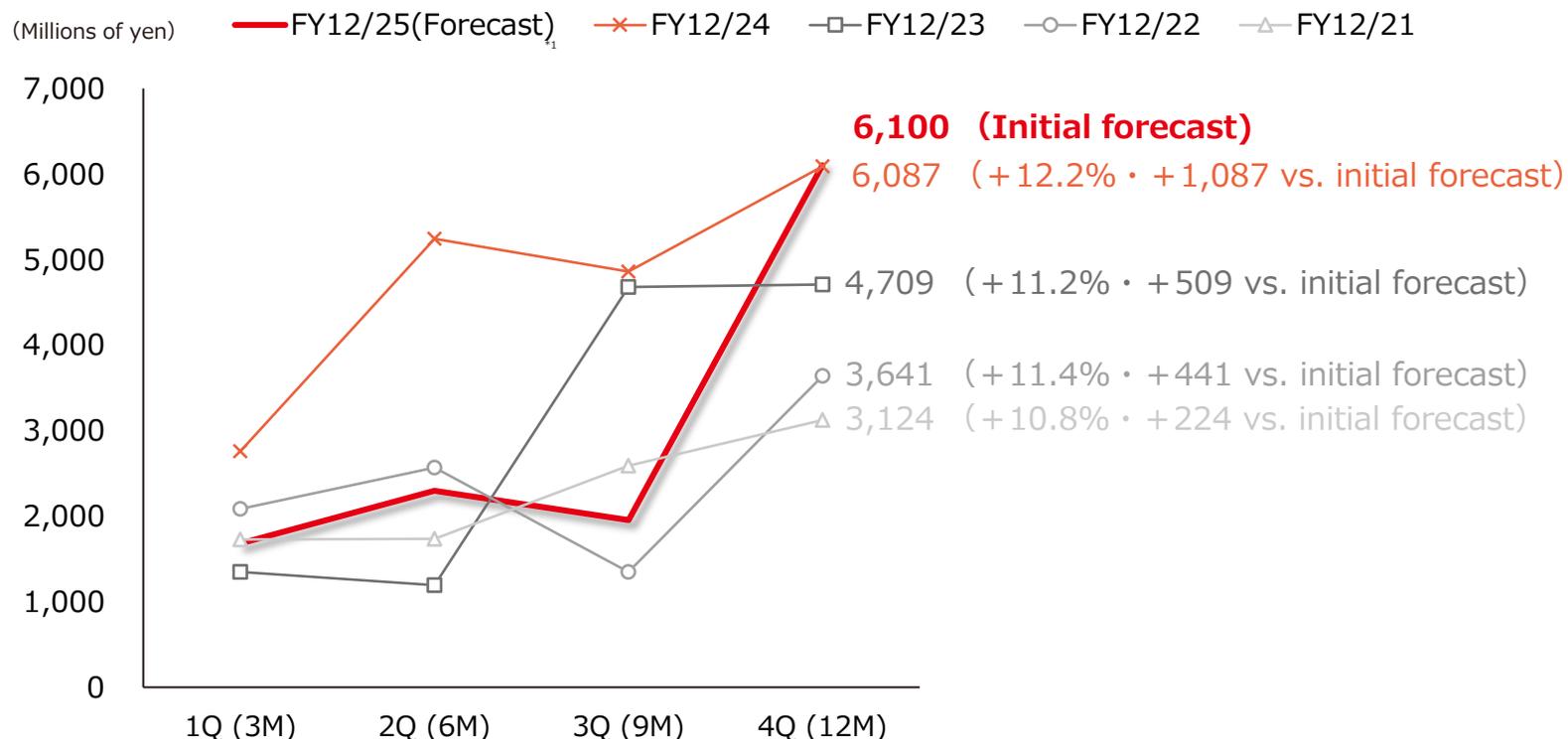
*1. Foreign exchange impact on yen-denominated loans to JINUSHI USA resulting from translation and revaluation to the year-end U.S. dollar rate.

*2. The liquidation of the Australian subsidiary of New Real Property, which became a consolidated subsidiary in 2016.

FY12/25 Consolidated Forecast (2)

- Exceeded the initial forecast for the fourth consecutive year (+11.4% on average vs. initial forecast).
- In FY12/25, we expect to record profits mainly in the second half of the year, given the expected timing of the sale of properties. Aiming for a record-high net profit.

Net Profit Transition Image (Quarterly)



*1. The above figures are expectations as of February 13, 2025 (announcement day), and the timing of the sales may be subject to change based on the progress of the business.

Our Approach to Forecasts

Emphasis on net profit growth

Emphasize sustainable growth in net profit. When formulating forecasts, select properties conservatively for sale after setting a target for net profit.

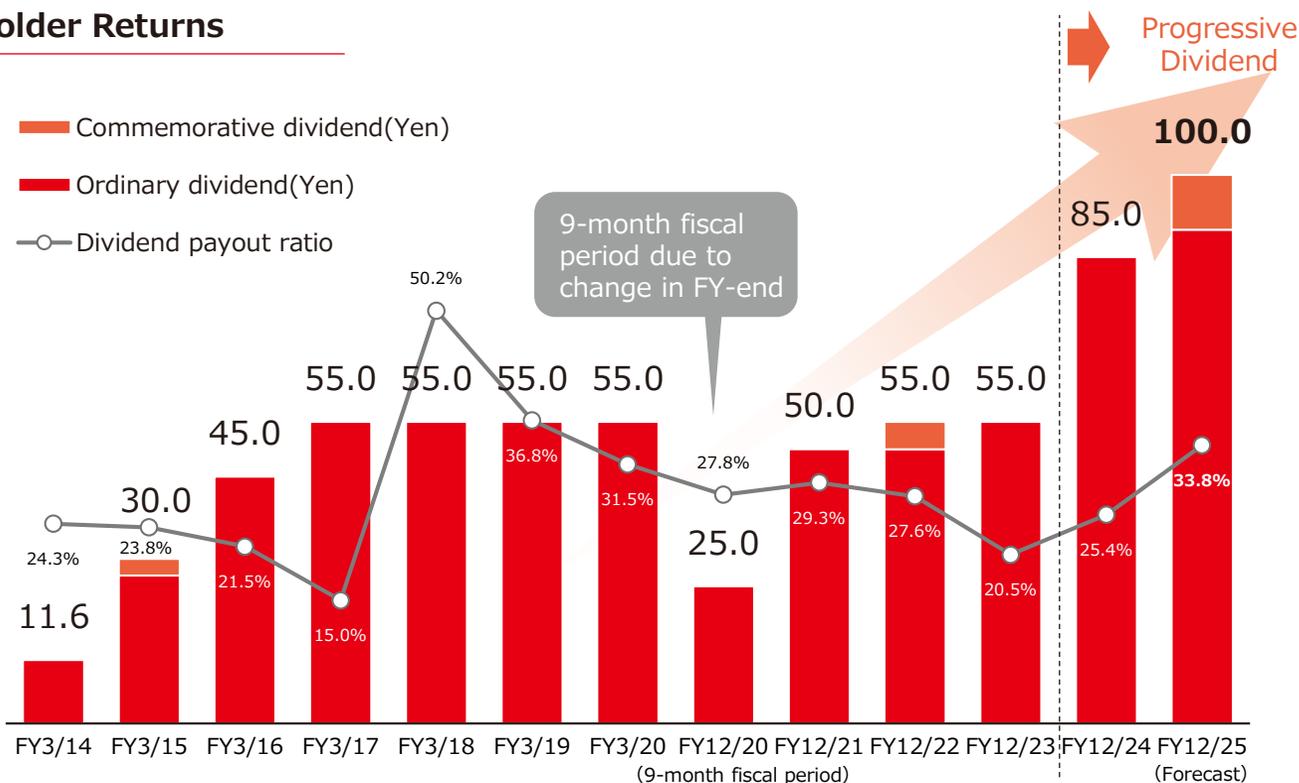
Planning throughout the year

Gains on sales of properties consist of about 70% of gross profit. Since the timing of sales is determined by using such factors as a policy of maximizing periodic earnings and financial conditions, quarterly results fluctuate each fiscal year.

Aim to Increase the Dividend Alongside Profit Growth (Progressive Dividend)

- Plan to increase the dividend to ¥100 per share in FY12/25 (+¥15 YoY) (Ordinary dividend of ¥90, commemorative dividend of ¥10 for 25th anniversary).
- Aiming to increase the dividend alongside profit growth. (Progressive Dividend)

Shareholder Returns



Shareholder Returns in FY12/25

Cash dividend ¥100
(+¥15 YoY)

- In addition to an ordinary dividend of ¥90 (+¥5 YoY), plan to pay a commemorative dividend of ¥10 for JINUSHI's 25th anniversary.

| Cash dividends | Interim | Year-end | Total |
|--------------------|---------|----------|--------|
| FY12/25 (Forecast) | ¥50.0 | ¥50.0 | ¥100.0 |
| FY12/24 | ¥42.5 | ¥42.5 | ¥85.0 |

| EPS(¥) | 48.0 | 125.91 | 209.09 | 366.84 | 109.61 | 149.30 | 174.59 | 89.94 | 170.90 | 199.16 | 267.76 | 334.89 | 295.54 |
|----------------|------|--------|--------|--------|--------|--------|--------|-------|--------|--------|--------|--------|--------|
| Dividend yield | 1.5% | 1.6% | 2.0% | 3.0% | 3.2% | 3.7% | 4.1% | 2.0% | 2.9% | 3.0% | 2.5% | 3.9% | - |

*1. Figures for FY3/14 are after the stock split.
 *2. The dividend yield is based on the stock closing price at the end of each FY.
 *3. The dividend yield for the 9-month transitional period that ended in FY12/20 is converted to a 12-month basis.

Part 2

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FY12/25 2Q Performance

- The flow business is expected to record profits mainly in the second half of the year.
- The stock business is steadily accumulating profits.

| (Millions of yen) | FY12/24 2Q 6M (1) | FY12/25 2Q 6M (2) | Change | | FY12/24 (Previous fiscal year) |
|---------------------------------------|-------------------------|-------------------------|---------|---------|-----------------------------------|
| | | | (2)-(1) | YoY (%) | |
| Net sales | 44,929 | 39,816 | (5,112) | (11.4) | 57,068 |
| of which Flow Business ^{*1} | 42,968 | 37,823 | (5,145) | (12.0) | 53,165 |
| of which Stock Business ^{*2} | 1,953 | 1,989 | +35 | +1.8 | 3,895 |
| of which others ^{*3} | 6 | 3 | (2) | (44.3) | 7 |
| Gross profit | 9,411 | 6,518 | (2,893) | (30.7) | 13,394 |
| of which Flow Business | 7,698 | 4,801 | (2,897) | (37.6) | 9,955 |
| of which Stock Business | 1,706 | 1,713 | +6 | +0.4 | 3,432 |
| of which others | 6 | 3 | (2) | (44.3) | 7 |
| Operating profit | 6,962 | 4,057 | (2,905) | (41.7) | 8,677 |
| Gross profit margin (%) | 20.9 | 16.4 | (4.6) | | 23.5 |
| of which Flow Business (%) | 17.9 | 12.7 | (5.2) | | 18.7 |

*1. Gain on sales from Real Estate Investment Business

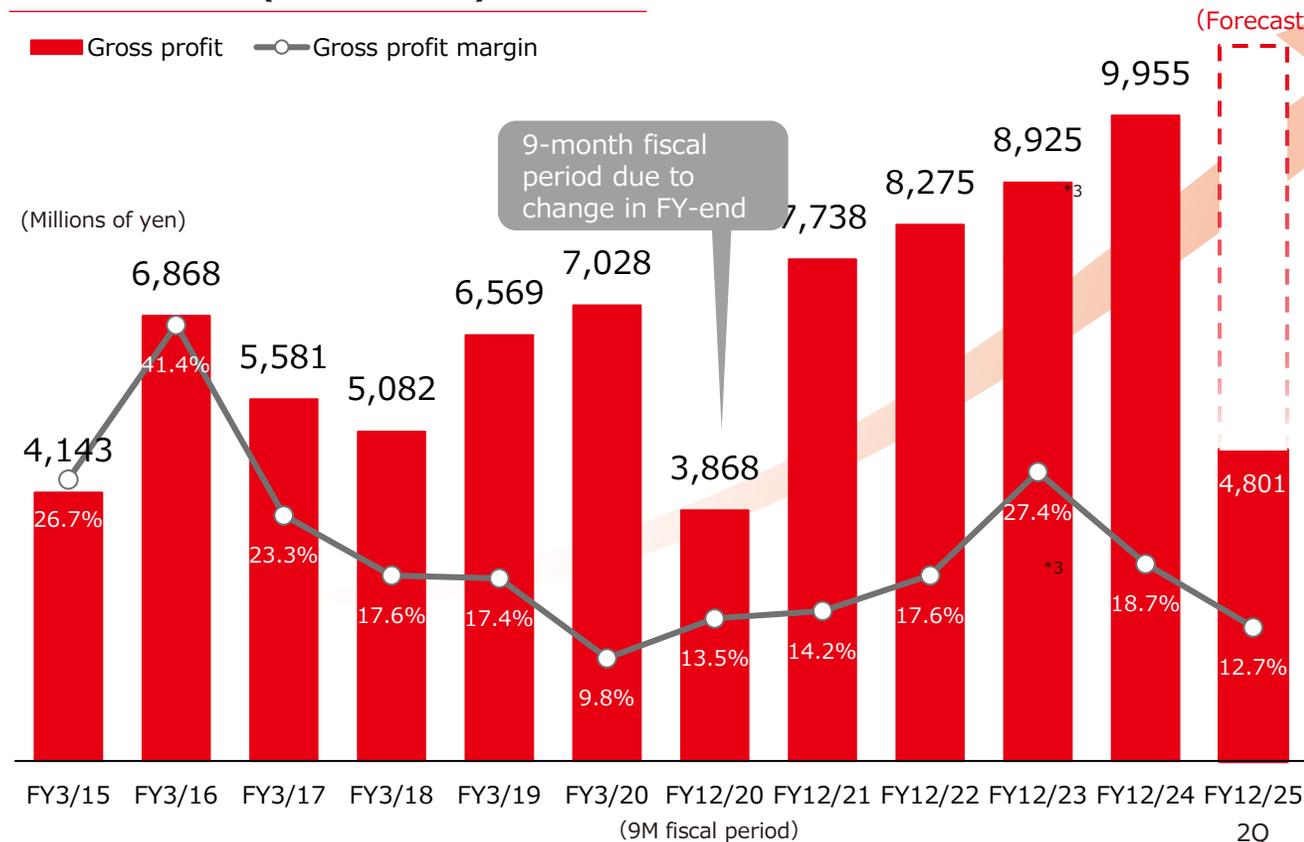
*2. Leasing income from Real Estate Investment Business + Real Estate Leasing Business + Asset Management Business

*3. Real Estate Brokerage Fees, etc.

Generation of Stable Capital Gains

- In FY12/25 2Q, profit margin decreased mainly due to projects using “Real Estate Warehousing Scheme” that had already been recorded in 1Q.
- No change in the plan for higher sales and earnings in FY12/25, as profits are expected to be recorded mainly in the second half of the year.

Flow Business (Gross Profit)



Generating Stable Gain on Sale

Emphasis on sustainable profit growth

- Emphasis on sustainable growth of net profit
- When formulating forecasts, calculate the necessary gross profit and select the sale properties conservatively, considering extraordinary income and other factors about the target profit plan.

FY12/25 Forecast

- Plan to increase both sales and earnings YoY.
- Profits are expected to be recorded mainly in the second half of the year.

*1. Flow Business = Gain on sales from Real Estate Investment Business

*2. Segment classification has been changed in FY12/24. Figures for prior fiscal years are presented based on the new classification.

*3. In FY12/23, an extraordinary income arising from the sale of non-current assets was added. (Before the addition, gross profit was ¥7,722 million and gross profit margin was 27.2%.)

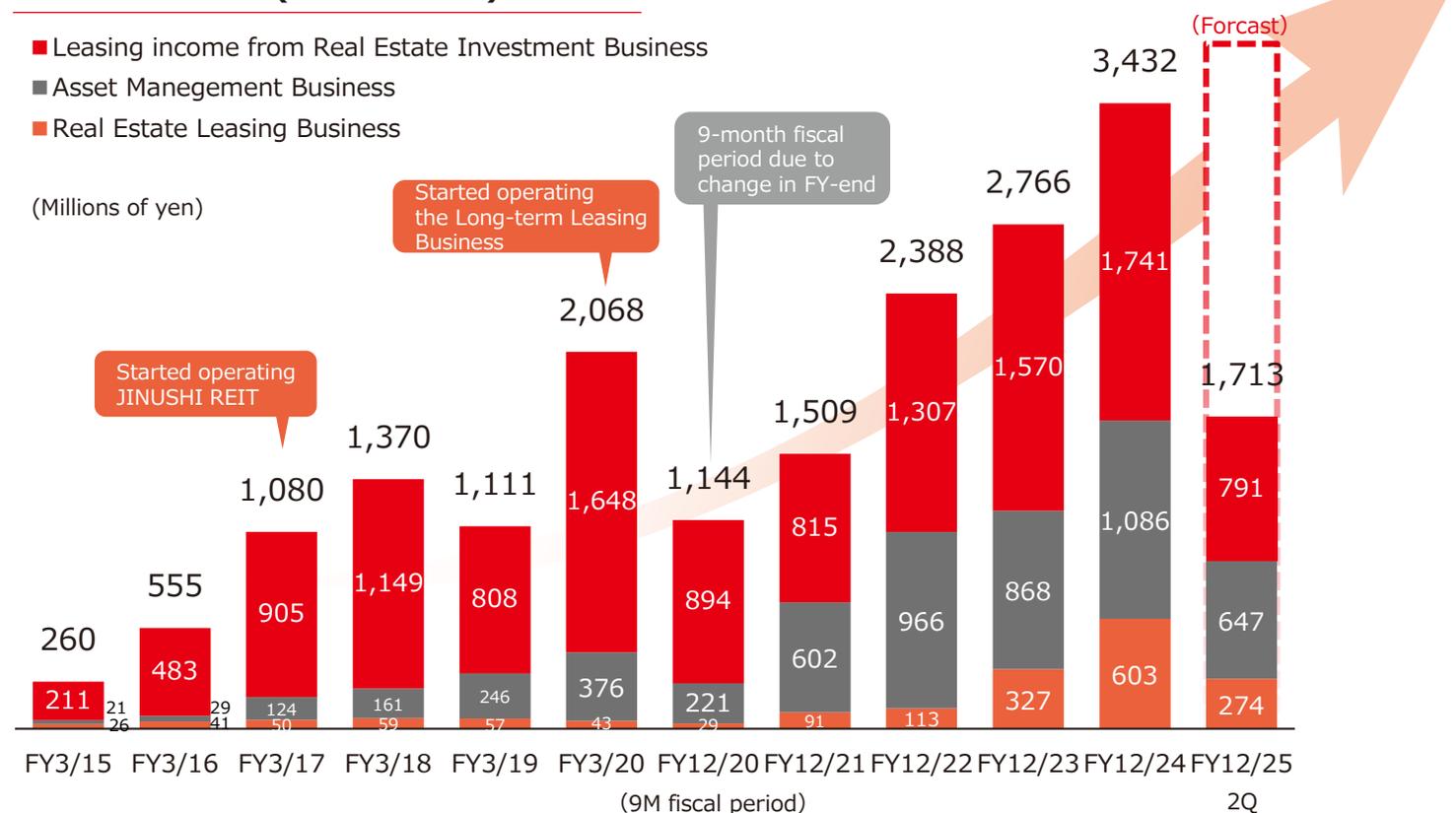
Expansion of Stable Income

- Our stock income, a source of stable income, includes asset management fees and leasing income, etc.
- In FY12/25 2Q, sales and earnings were at the same level YoY. We plan to increase sales and earnings in FY12/25.

Stock Business (Gross Profit)

- Leasing income from Real Estate Investment Business
- Asset Management Business
- Real Estate Leasing Business

(Millions of yen)



Expansion of Stock Business

Building up stable earnings

- Steadily building up stock income with the start of JINUSHI REIT operations in 2017 and the long-term leasing business in 2020.
- In the future, expand to a scale where fixed costs can be covered by Stock Business income to stabilize the business.

FY12/25 Forecast

- Plan to increase sales and earnings YoY. Expect higher leasing income from properties owned in the Real Estate Investment Business due to more purchase of land, and higher revenue from the asset management business due to the expansion of JINUSHI REIT.

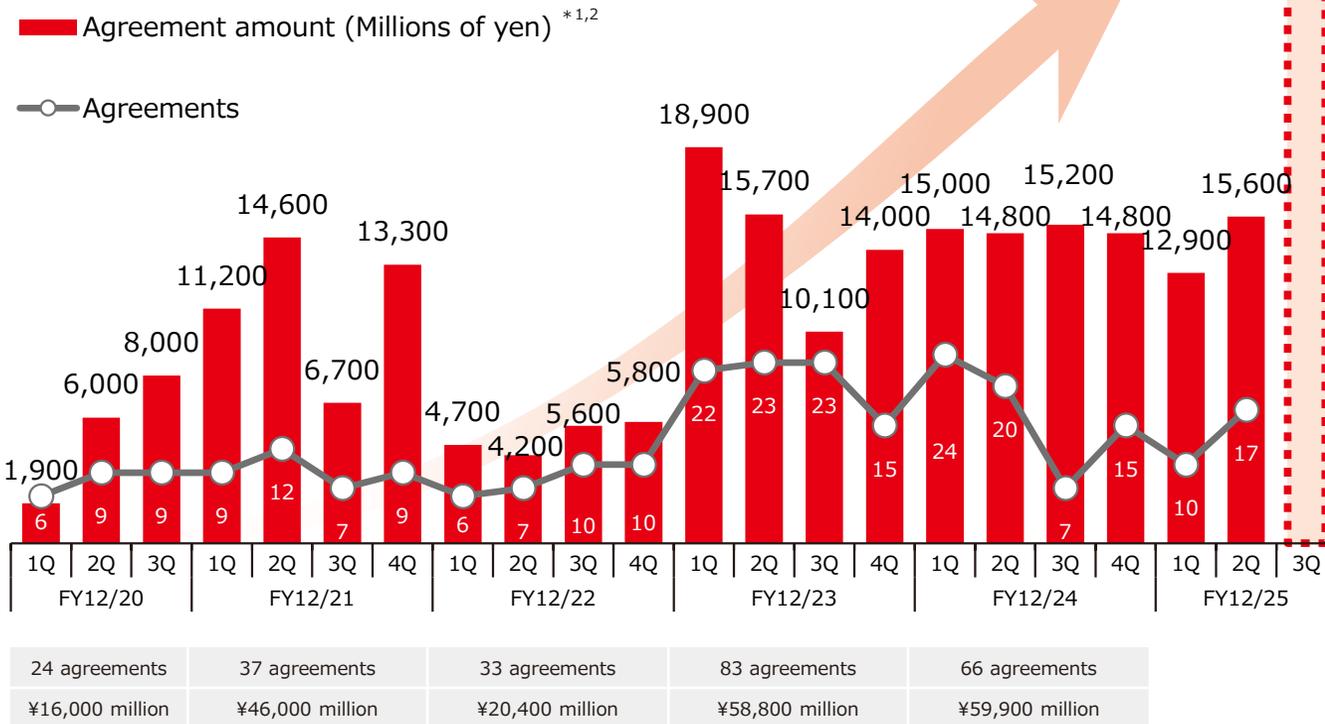
*1. Stock Business = Leasing income from properties owned in the Real Estate Investment Business + Real Estate Leasing Business + Asset Management Business
 *2. Segment classification has been changed in FY12/24. Figures for prior fiscal years are presented based on the new classification.

Land Purchases (Agreements Signed)

41,400

- Signed agreements of purchasing for a total of ¥28,500 million in FY12/25 2Q. (-¥1,300 million YoY)
- Purchases in July 2025 totaled ¥41.4 billion. As of the end of July, total purchases have reached ¥70.0 billion, achieving the full-year target of “¥70.0 billion or more.”

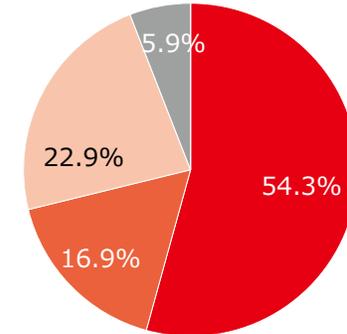
Purchases (Agreements Signed)



Breakdown of Purchases

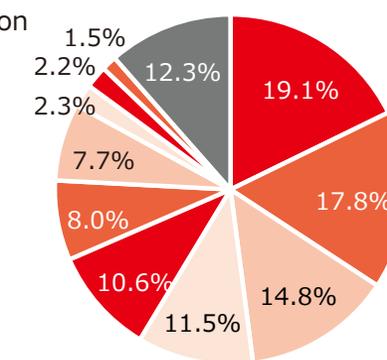
(Based on the agreement amount in FY12/25 2Q)

Diversification of Areas *3



- Tokyo area
- Osaka area
- Kyushu
- Others

Diversification of Use



- Home improvement stores
- Supermarkets
- Nursing homes
- Factories, warehouses
- Drugstores
- Sporting goods store
- Automotive supplies stores
- Secondhand retail business
- Nursery schools
- Hospice facilities
- 4 other categories

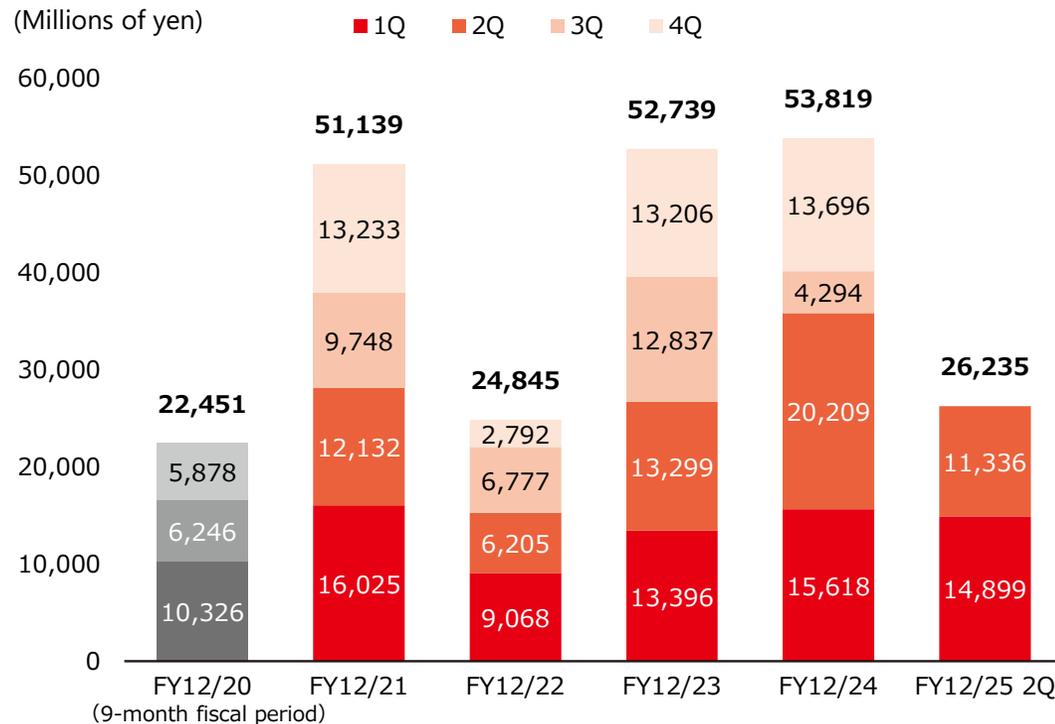
*1. The number and monetary amount of agreements includes those of the Real Estate Investment Business.
 *2. Planned investment at the internal budgeting stage. Total of quarterly figures may not match the cumulative total because of rounding down to the nearest ¥100 million. Expenses for land acquisitions are included.
 *3. Definitions for geographic diversification (Tokyo, Osaka and Nagoya areas and other terms) are on page 34.

*Tenants in the social infrastructure sector: 18.7% *Sale and leaseback of Land: 30.6%

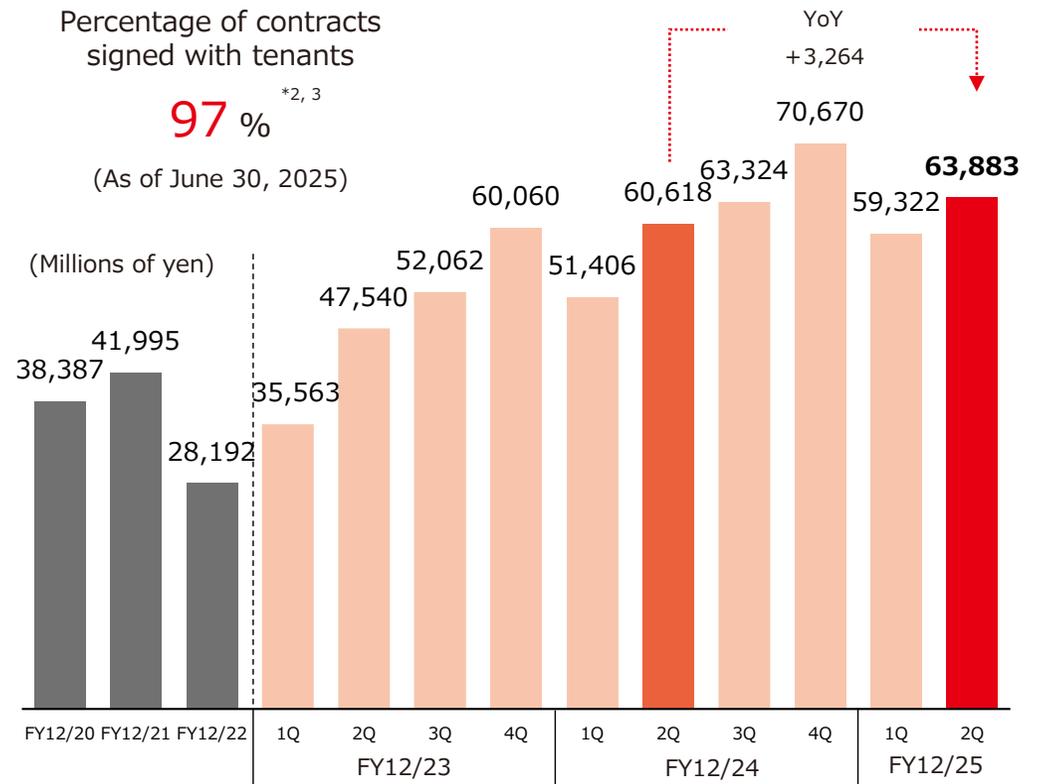
Land Purchases (Amounts Recorded on Balance Sheet)

- We purchase land after signing a contract with tenants. Therefore, future cash flow is fixed and there is no inventory risk.
- Total purchase was ¥26,235 million at the end of FY12/25 2Q. The balance of real estate for sale at the end of FY12/25 2Q was ¥63,883 million. Aim to further increase the balance.

Land Purchases (Amounts Recorded on B/S)^{*1}



Total Balance of Real Estate for Sale



*1. Real estate for sale added to the balance sheet in each quarter (End-of-quarter balance - Prior quarter balance + Flow Business cost of sales + Transfers of non-current assets to real estate for sale, and other items)

*2. Percentage of fixed-term land lease reservation agreements with tenants. (Including cases where a tenant is undecided, but a sales agreement is already signed with the buyer.)

*3. One of the two unsigned contracts relates to BALM Co., Ltd. (formerly BIGMORTOR Co., Ltd.), which filed for application under the Civil Rehabilitation Act, and was cancelled based on a fixed-term land lease agreement that had already been signed.

About Lawsuit with BALM Co., Ltd. (formerly Bigmotor Co.)

- JINUSHI has claimed penalties, etc. against BALM arising from breaches of contract, and it is still pending.
- There is no adverse impact on performance, and any received penalties will be recorded as extraordinary income.

Background Summary

- JINUSHI had been leasing land to BALM upon executing Notarized Deeds for Agreements on the Establishment of a Fixed-term Land Lease for Business Use. (The two cases below, both now terminated)

| | | |
|---------------|-------------------------------------|--|
| Location | (1) 4 Matsubara, Soka city, Saitama | (2) Higashiura-machi, Chita-gun, Aichi |
| Type and Area | Land: approx. 11,698㎡ | Land: approx. 9,745㎡ |
| Lease Term | About 49 years from June 2022 | About 32 years from May 2023 |

< News Coverage and Legal Actions Against BALM >

- Aug. 2022: Media coverage of fraudulent insurance claims through undervaluation
- Jan. 2023: Special investigation committee established
- Dec. 2024: Filed for Civil Rehabilitation with the Tokyo District Court

Dec. 2024

JINUSHI terminated agreements and claimed penalties due to BALM's contractual breach

Claimed amount: approx. **¥6.5 billion**



Apr. 2025

BALM filed a lawsuit on the non-existence of the obligation of the penalties, etc.

Current Status

- Soka city, Saitama(1): Already leased to a successor tenant
- Chita-gun, Aichi(2): Negotiations are underway with several potential replacement tenants.
- Currently in a lawsuit with BALM; the timeline for judgment is undecided

FAQs

Q. Will this affect performance for FY12/25?

A. There is no adverse impact.

Q. How will the received penalty be recorded?

A. It will be recorded as extraordinary income.

Q. What is included in the claim against BALM?

A. Penalty based on land lease contract, including rent for the non-cancellable period and late charges.

Q. Is there any possibility of recording impairment loss or write-downs?

A. No, there is not.

Part 3

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Opportunities to Accelerate Purchases

- The social changes, such as the TSE reform, investor demands, and rising construction costs, are accelerating acquisitions.

Social Changes:

TSE Reform
(Structural changes in capital markets)

Investor Demands
(Activists, PE funds) *1

Rising Construction Costs

- ✓ Acceleration of CRE strategy reviews and property sales by companies
- ✓ Increase in land sales by developers

Promoting the three growth strategies

following the change of the company name in 2022:

Tenant Business Sector Diversification

Expand to more Areas

Sale and Leaseback of Land

Jul. 2024

Issued new shares and disposed of treasury shares by public offering.
Strengthened the financial base ahead of further acceleration in purchases.



*1. Private Equity Fund: An investment fund that uses capital collected from investors to acquire shares in primarily unlisted companies. Its aim is to improve management and support growth to enhance corporate value, then sell the shares after a certain period to realize a profit.

Diverse Purchasing Methods

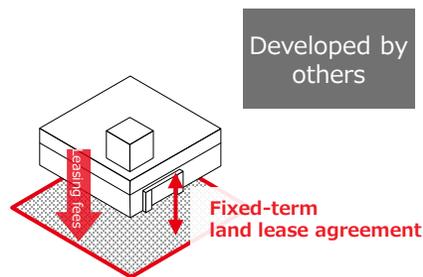
- In addition to new developments, proposals for sale and leaseback of land are accelerating purchases.

Total Purchase (Agreements signed) ¥70.0 billion (As of end of July)



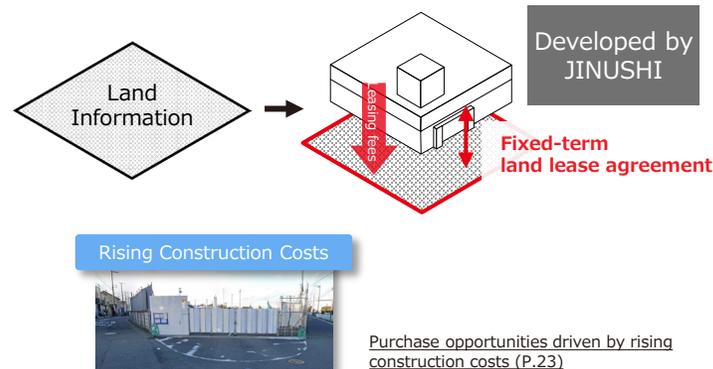
Existing Leased Land

- Developed by other companies. Increasing number of development projects with an eye to selling our group.



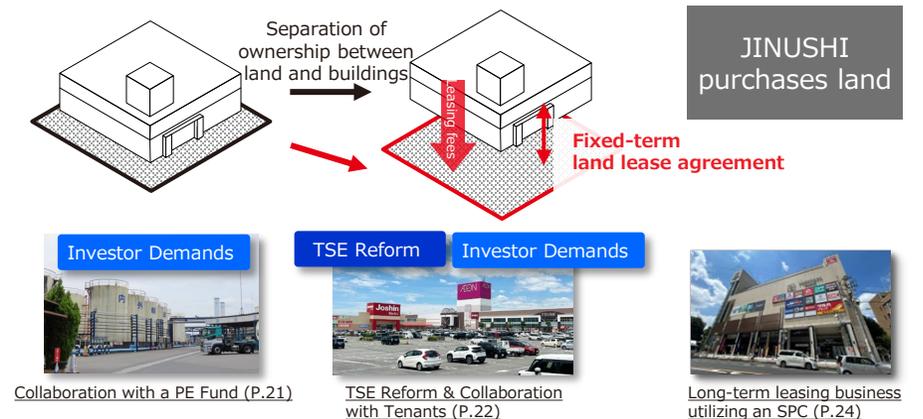
New Developments

- Developed by us. Many tenants bring information themselves and work with housing developers are lots.
- Increased consultation from tenants wishing to reduce initial investment and from developers selling undeveloped land** due to rising construction costs.



Sale and Leaseback of Land, etc.

- Purchase land through separating ownership of land and buildings from corporate real estate.
- CRE strategies are accelerating due to TSE reforms and investor demands. **Business opportunities have increased recently due to sale and leaseback of land, etc, and further growth is expected.**



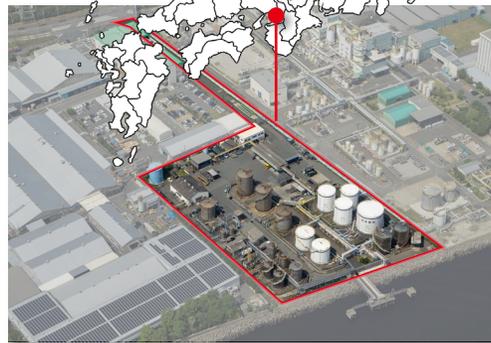
Tank Terminal (Collaboration with a Private Equity Fund)

【 Purchased in July 2025】

- Purchase through sale-and-leaseback of land, which helps realize corporate CRE strategies
- Expanding our strategic partnership with the major U.S. investment fund, the KKR Group

Total purchase amount over **¥9.0 billion** ^{*1}

- Land for tank terminals used to store liquid cargo such as petroleum and chemical products.
- Zoning areas where new chemical storage facilities can be constructed are strictly regulated by law, making them extremely rare and valuable.

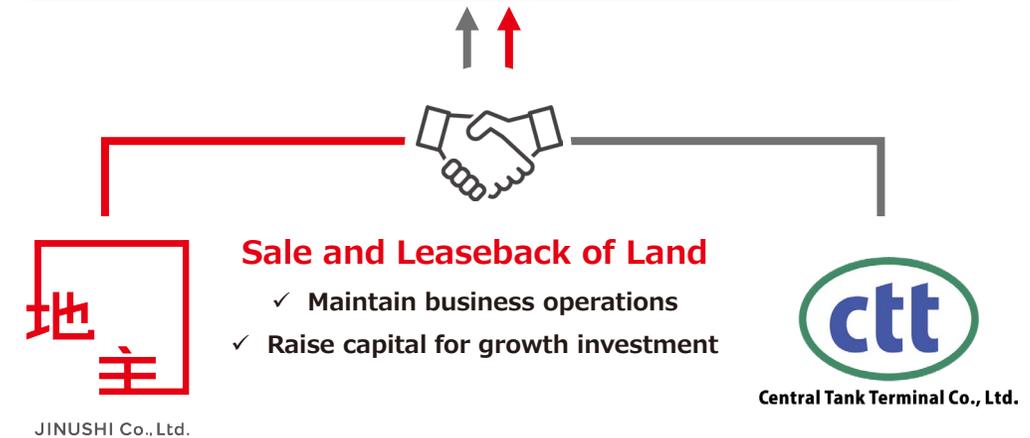


Nishi-ku, Sakai City Approx. 19,092 m²



Tsurumi-ku, Yokohama City Approx. 24,555 m²

Strategic partnership with the CCT Group and the KKR Group



- 25 years track record and the reliability of a stable landowner
- Information gathering through our proprietary network
- A major tank terminal operator under the KKR Group
- Promoting CRE strategies to enhance corporate value

*1. The purchase amount includes related acquisition costs. Amounts less than ¥1 billion are rounded down.

AEON Mall Hineno (TSE Reform & Collaboration with Tenants)

【 Purchased in July 2025】

- As part of the reallocation of management resources prompted by the TSE reform, a listed company sold the land and building of AEON Mall Hineno.
- AEON Retail Co., Ltd., the tenant, acquired the building, while we purchased the land.

Total purchase amount over **¥8.0 billion**^{*1}

- A highly convertible commercial site located in Izumisano City, Osaka— just a 5-minute walk from JR Hineno Station and approximately 20 minutes by car from Kansai International Airport.
- AEON Mall Hineno has been operating there since 1995, and with the fixed-term lease nearing its expiration, AEON RETAIL requested our company to acquire the land.



Hineno, Izumisano City, Osaka Approx. 89,712 m²

*1. The purchase amount includes related acquisition costs. Amounts less than ¥1 billion are rounded down.

Several properties operated by the AEON Group are approaching the expiration of their land and building lease agreements. JINUSHI aims to expand future business opportunities with the AEON Group.



Collaboration with Daiwa House Industry (Purchase opportunities amid rising construction costs)

[Purchased in July 2025]

- Initiatives leveraging close relationship with Daiwa House Industry Co., Ltd. (the "Daiwa House"), with whom we have a strong record of collaboration
- Rising construction costs have expanded purchase opportunities, leading to an increase in proposals for undeveloped land sales.

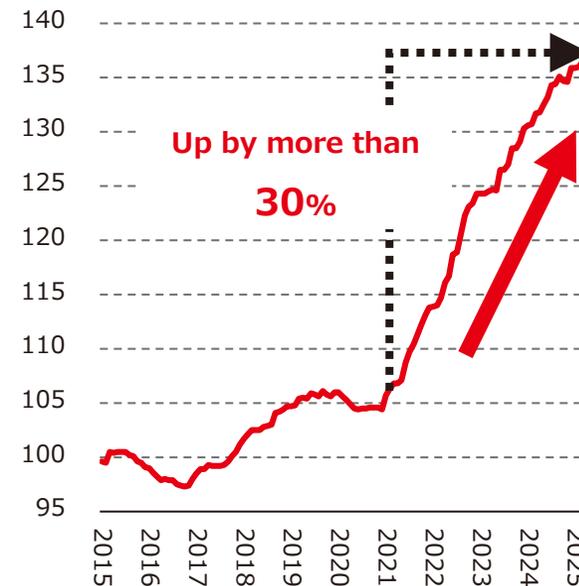
Total purchase amount over **¥3.0 billion**^{*1}

- JINUSHI has a total of 16 transaction records with Daiwa House and purchased the land directly from the company.^{*2}
- Daiwa House values our close relationship, our proven track record as a stable landowner, and our extensive experience working with a diverse range of tenants.
- JINUSHI also has a proven track record of multiple collaborations with the commercial tenant who builds a store here.

Purchase opportunities driven by rising construction costs

Construction Cost Trends

[Tokyo Retail Property (Steel-frame Structure), 2015=100]

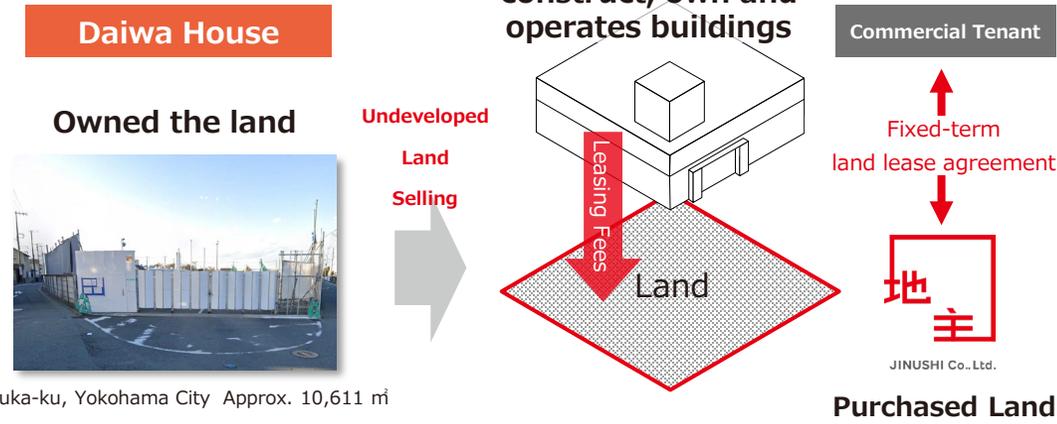


Real Estate Developer
Deterioration in Profitability / Change in Business Plan

Sale of undeveloped land to JINUSHI, which specializes in land ownership and is neither in the same industry nor a competitor.

Tenants
Rising initial costs for new site openings

By leasing the land from us instead of purchasing it, initial investment can be significantly reduced.



Totsuka-ku, Yokohama City Approx. 10,611 m²

*1. The purchase amount includes related acquisition costs. Amounts less than ¥1 billion are rounded down.
*2. Transaction record since September 2015, including transactions with our group companies.

Long-term leasing business utilizing an SPC (Special Purpose Company) 【 Purchased in July 2025】

- An SPC was structured by separating the existing property into land and building, with the land incorporated as an asset.
- JINUSHI made a major investment in the SPC to purchase highly convertible land located a 5-minute walk from Tokorozawa Station, which is held as part of our long-term leasing business.

Total purchase amount over **¥11.0** billion ^{*1}

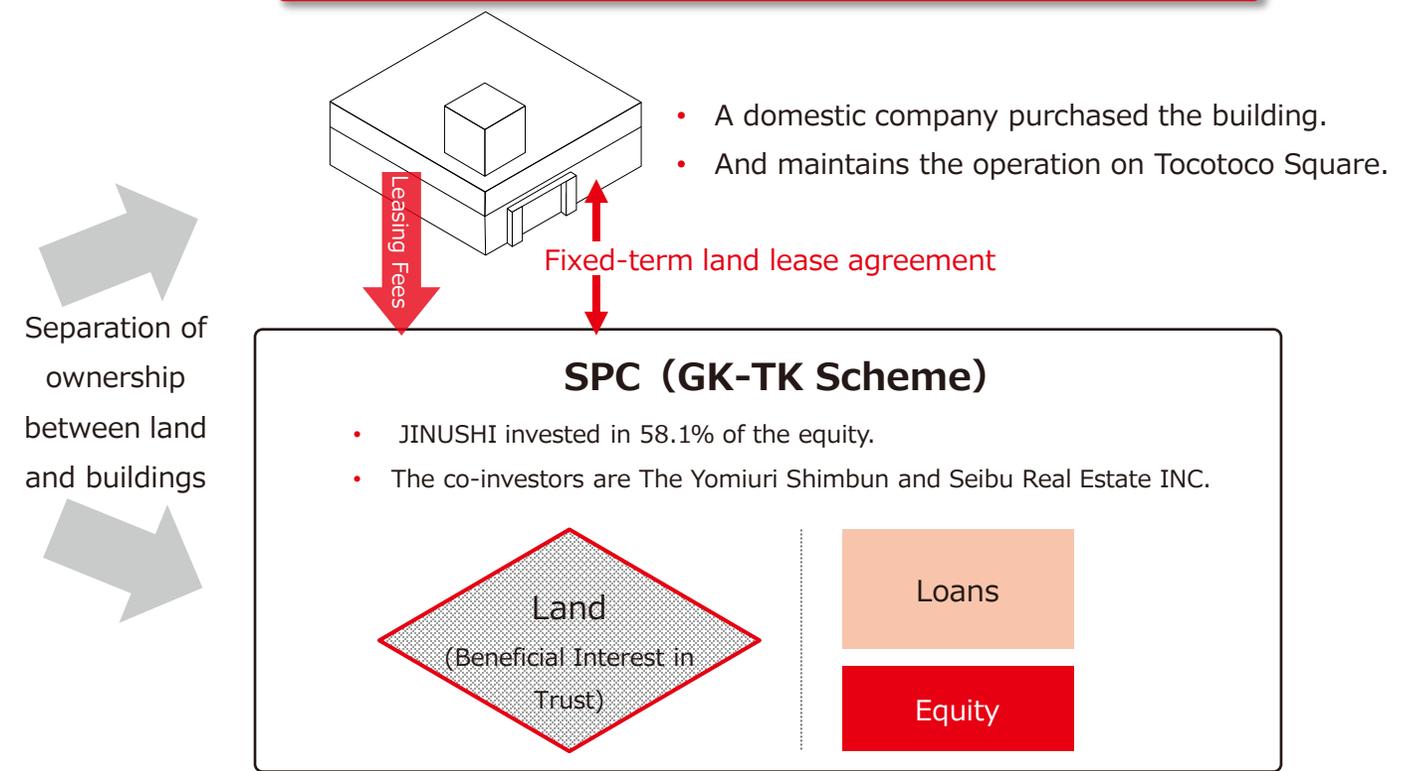
- Tocotoco Square is a commercial facility located a 5-minute walk from Tokorozawa Station on the Seibu Ikebukuro and Shinjuku Lines.
- The area around Tokorozawa Station is undergoing redevelopment, driven primarily by large-scale projects led by the Seibu Group.

The seller owned land and a building.



Tokorozawa City, Saitama Approx.10,305 m²

Joint project realized in collaboration with the Yomiuri Group and the Seibu Group.



*1. Transaction record since September 2015, including transactions with our group companies.

Purchase Growth by Expansion of the CRE sector and AI utilization

- Formed a business alliance on May 27, 2025, with CCR_eB Advisors Inc. (the “CCR_eB”), which is listed on the Tokyo Stock Exchange Growth Market.
- Accelerating purchases through the CCR_eB’s expertise in the CRE sector and the development of AI-driven Prop-tech systems.

Purchase Growth (Expansion of the CRE sector/ Enhancing Operational Efficiency through AI)

(1) Real estate information exchange and joint investment

Track record of collaboration in real estate transactions

Total **11** ^{※1} projects



- Real estate information exchange and exploration of joint investment
- Following the business alliance, purchased one property in July.

| | |
|-----------|---------------------------|
| Location | Sagamihara City, Kanagawa |
| Type/Size | Land Approx.1,136㎡ |
| Tenant | IDOM Inc. |

Expertise in the CRE sector



Strength in CRE expertise and the development of prop-tech systems utilizing AI

(2) Joint development of AI-driven Prop-Tech systems



- Accumulated land information: **35,000** entries
- More than **600** land information per month
- Tenant demand for site development



Enhancing Operational Efficiency through development of systems (Discussions started in June)



Expertise in AI utilization



CRE Solution Business

Providing one-stop CRE solution service by utilizing the real estate prop-tech system

- A team of CRE professionals
- Track record and expertise in CRE proposals
- Sourcing ability for CRE
- Development and provision of AI-driven Prop-Tech systems

※1. As of May 27, 2025

Part 4

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B U S I N E S S

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Management Philosophy and Our Vision

JINUSHI is a producer of real estate financial products
that provides investors with leasing fees from tenants as a long-term stability financial products

Management Philosophy Through our JINUSHI BUSINESS, we create safe real estate financial products and fulfill our part in protecting the assets of people throughout the world.



We purchase land, lease land, and sell leased land. Then manage the funds of investors. JINUSHI BUSINESS is a unique real estate investment method in which we invest only in land and then utilize fixed-term land lease rights.

Our Vision Aiming to be a major landowner in Japan as JINUSHI REIT grows.



JINUSHI Group manages institutional investor's fund stable and long-term at the JINUSHI Private REIT Investment Corporation (JINUSHI REIT) operated by us.

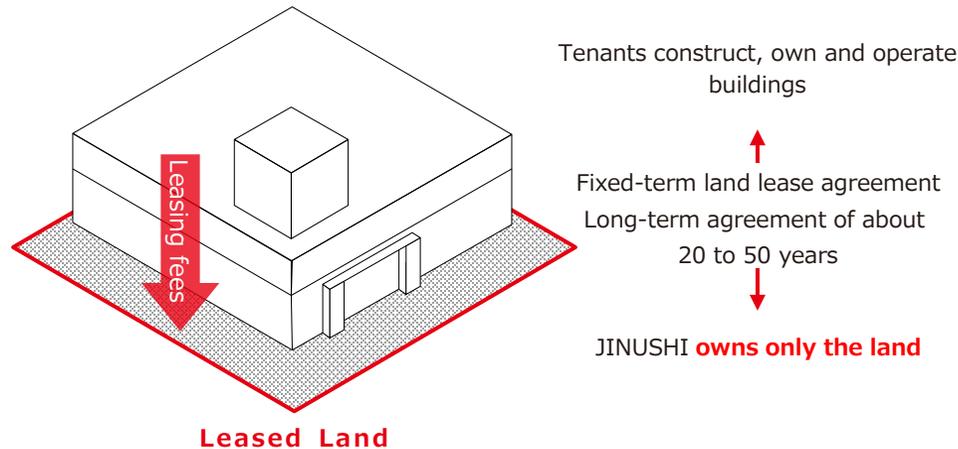
The growth of JINUSHI REIT will lead to the expansion of the JINUSHI BUSINESS and the growth of the company.

JINUSHI BUSINESS Invests Only in Land

- The JINUSHI BUSINESS is a unique real estate investment method in which we invest only in land and then utilize fixed-term land lease rights.
- Leasing fees from tenants are packaged as financial products with long-term stability that are provided to investors.

JINUSHI BUSINESS

We purchase land and then lease the land. We do not construct or own buildings. We provide the leased land to investors as real estate financial products with long-term stability packaged through tenant leasing fees.



Three Characteristics of the JINUSHI BUSINESS

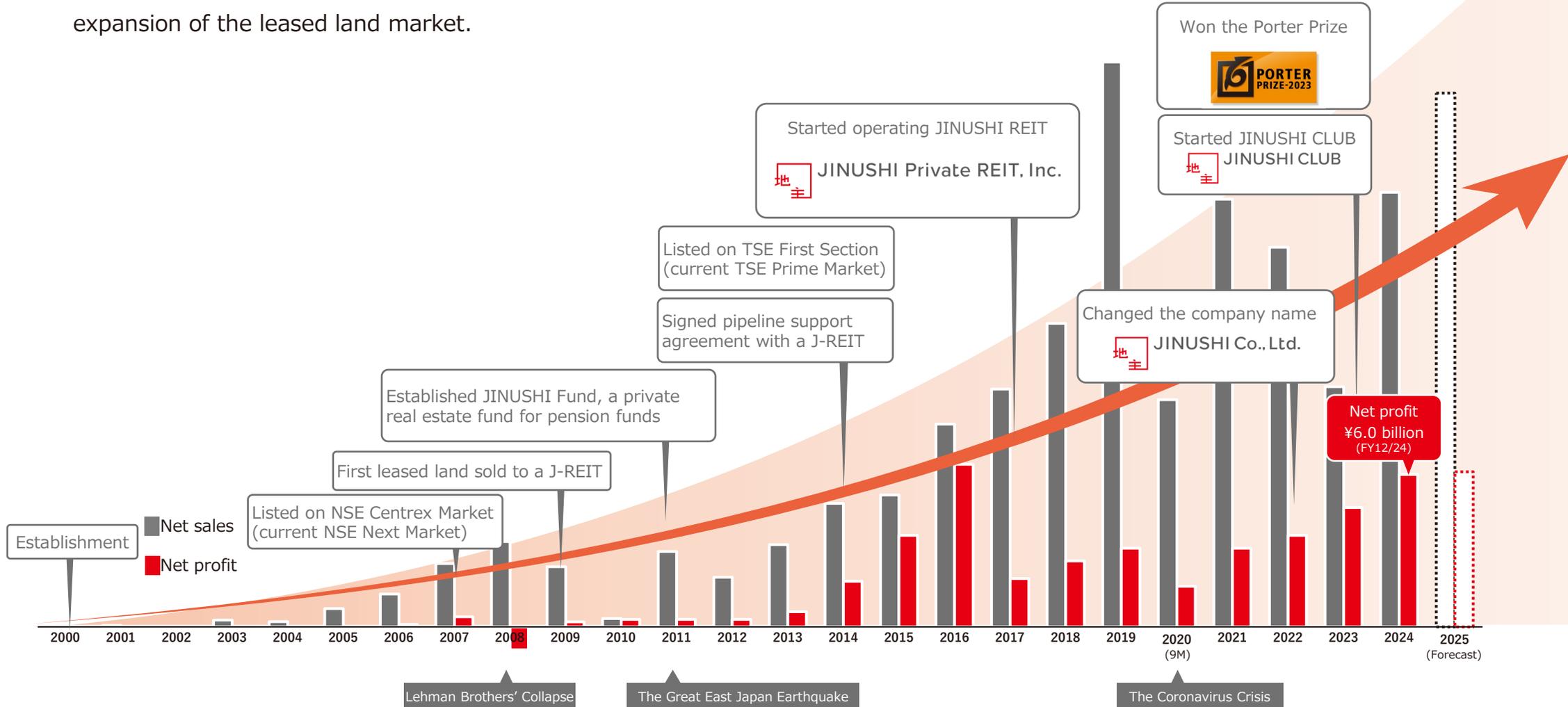
This real estate financial product is highly resistant to natural disasters and market volatility

Three Characteristics of the JINUSHI BUSINESS

| | |
|--|--|
| No need for additional investment | This business invests in land only. Since tenants pay for construction and ownership of buildings, there is no need for additional investment such as maintenance, repair, renovation, etc. |
| Stable long-term income is expected | During the long-term contract period of 20 to 50 years, tenants invest in buildings on the property. This reduces the risk of the property being vacated and creates expectations for stable long-term income. |
| Asset value is unlikely to decline | At the end of a lease, the tenant is required to return the site as a vacant lot, which can be easily leased again or sold. This characteristic of the JINUSHI BUSINESS makes it unlikely that the asset value of the land will decline. |

Our History

- Since our founding 25 years ago, we have specialized in the JINUSHI business and have grown significantly while leading the creation and expansion of the leased land market.



*1. 2020 is a transitional 9-month fiscal period for the year-end change from March to December.

The JINUSHI BUSINESS History

- The JINUSHI BUSINESS was created by overcoming the many difficulties and failures of prior years.
- We started this business after learning difficult lessons about risk involving the ownership of buildings. We realized that leasing only land and not owning buildings would not result in failures.

Failures of the Founder Prior to Establishing JINUSHI

Late 1990s (before establishing JINUSHI)

Tetsuya Matsuoka, founder of JINUSHI, and Hirofumi Nishira, president of JINUSHI, were employed by Kanematsu Urban Development, a member of the Kanematsu Group. They were involved with the development of a general merchandise store in Shiga prefecture and with the building leasing business.

Failures

Leased land and developed a commercial facility to the specifications of a tenant with sales of ¥1 trillion, but the tenant had financial problems and vacated the property. Although another tenant was found due to the prime location of the building, this incident created the following problems.

- The need for additional investments for building renovations
- Reduction of lease payments by the tenant
- Reduction of lease payments to the owner of the land

The Start of the JINUSHI BUSINESS

Key Points

- The business must avoid risk associated with owning a building designed for a specific industry or tenant because buildings can become out of date due to changes in market conditions.
- Leasing only land without owning the building on the land is likely to prevent failures.
- Always adhere to the fundamental rule of purchasing only land where there will be demand in the future too and that can be leased to another tenant or sold.

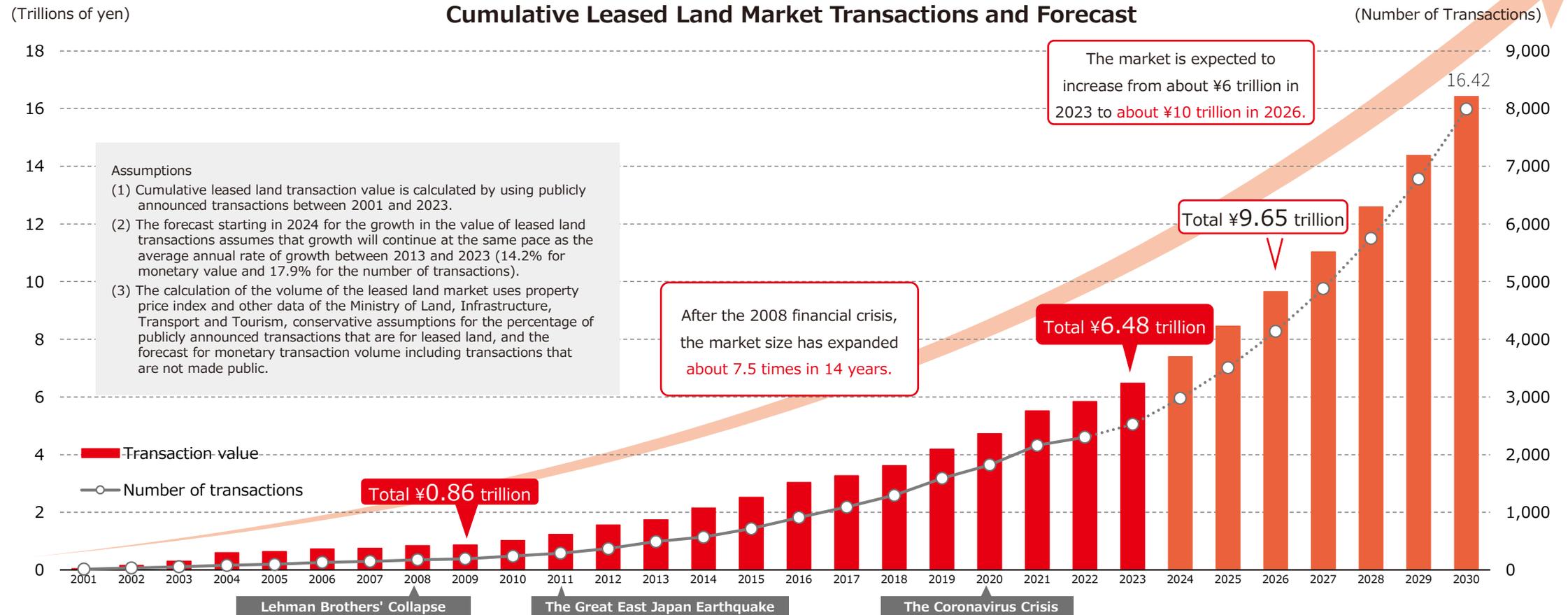
The start of the JINUSHI BUSINESS



JINUSHI BUSINESS refers to a business model that is expected to generate stable profits over the long term by investing only in land with no additional investments for buildings because the investment in buildings is made by a tenant who enters into a long-term fixed-term land lease agreement.

Leased Land Market Growth Forecast (Japan Real Estate Institute Survey)

- Liquidity of the market is increasing as more institutional investors recognize the ability of leased land investments to generate stable income for many years.
- The leased land market will expand significantly from about ¥6 trillion market in 2023 to about ¥10 trillion market in 2026.



*1. The figures in these graphs were calculated by the Japan Real Estate Institute using the above assumptions. These projections are not guarantees concerning the future growth of the leased land market in Japan.

Four Steps of JINUSHI BUSINESS

- Purchase and lease land and sell leased land. Manage the funds of investors. These four steps constitute JINUSHI BUSINESS.
- Leased land we developed is sold mainly to JINUSHI REIT. JINUSHI REIT holds leased land for a long-term and manage the funds of investors.

Four steps of the JINUSHI BUSINESS

STEP 1 Purchase land

Investments are made in land that can be easily used for different purposes in the future. Population, commercial characteristics, location (highway frontage, etc.), the surrounding area and other characteristics are examined to select investments.



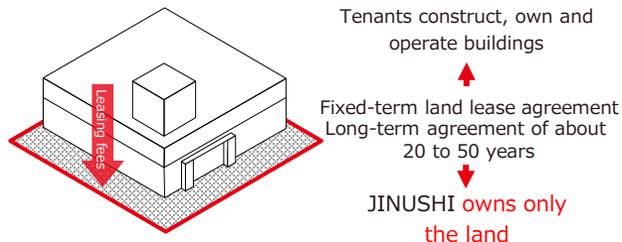
Purchase of land easy to convert to other uses

POINT Land evaluation skill

JINUSHI purchases land that can easily be switched to a different use in the rare event that a tenant leaves. This makes it easy to attract a new tenant or sell the land.

STEP 2 Lease land

The JINUSHI BUSINESS does not own buildings. Tenants sign long-term land leases, resulting in a consistent revenue stream for many years.



Fixed-term land lease agreement

POINT Fixed-term land lease agreement

In principle, fixed-term business-use land leases are used that require returning the site to its original condition, regardless of whether or not the lease is extended. At the end of the lease agreement, the tenant does not have the right to require JINUSHI to purchase the building. Lease agreements with similar terms are signed with tenants for ordinary fixed-term land leases too.

STEP 3 Sell the land being leased

Land is sold to JINUSHI REIT and other buyers as an asset that is expected to have a reliable return backed by a steady cash flow for many years.



A product producing safe interest yield; many successful developments

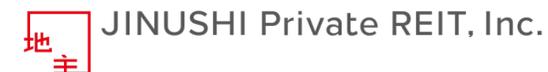
POINT More than 20 years of experience as a leased land specialist

As a specialist in leased land for more than 20 years, the JINUSHI BUSINESS has a long list of accomplishments. Only two cases of tenants moving out. This demonstrates the outstanding stability and reliability of the return provided by JINUSHI financial products.

Tenant departures before maturity Only **2**^{*1, 2} Reductions of lease payments Only **1**^{*1} (Temporary reduction due to the pandemic)

STEP 4 Manage the funds of investors

After the sale, JINUSHI REIT, Japan's only private REIT specializing in leased land managed by our group company, holds leased land for a long-term. This REIT provides the stable management of the funds of institutional investors who wish to invest in land.



JINUSHI REIT summary

POINT Japan's only private REIT specializing in leased land

JINUSHI REIT started operations in 2017 and has received strong demand from institutional investors, including capital increases for nine consecutive years. ^{*3}

| AUM | Properties | Distributions | Loan to Value |
|----------------|----------------|---------------|---------------|
| ¥257.6 billion | 188 properties | About 4% | About 30% |

*1. As of March 31, 2025 (extracted for the period of ownership at JINUSHI, group companies, and JINUSHI REIT. However, properties acquired on the premise of attracting alternative tenants are excluded)
 *2. Contracts relate to BALM Co., Ltd. (formerly BIGMORTOR Co., Ltd.), which filed for civil rehabilitation under the Civil Rehabilitation Act. The contracts were terminated in accordance with the fixed-term land lease agreement.
 *3. As of June 30, 2025.

JINUSHI BUSINESS Development Projects (Major Tenants)

- The majority of tenants are supermarkets and other stores handling daily necessities.
- Tenants in the social infrastructure sector (hospice facilities, nursing homes, logistics, etc.) are increasing too.

Tenants handling daily necessities

- Supermarkets
- Home improvement stores
- Drugstores
- Large electronics stores



Tenants in the social infrastructure sector

- Hospice facilities
- Schools
- Funeral halls
- Nursery schools
- Nursing homes
- Logistics

Supermarkets



Home improvement stores



Drugstores



Hospice facilities



Nursing homes



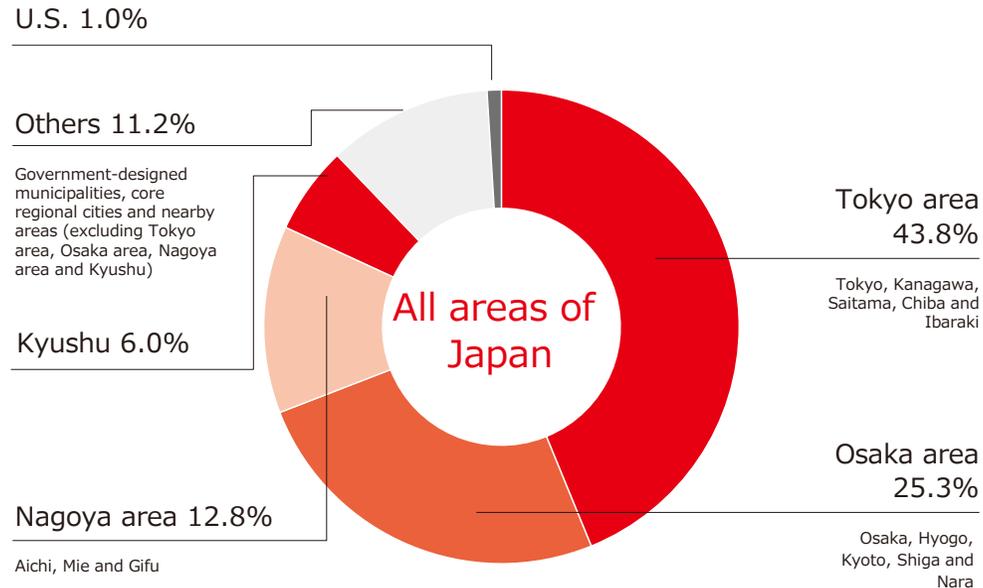
Logistics



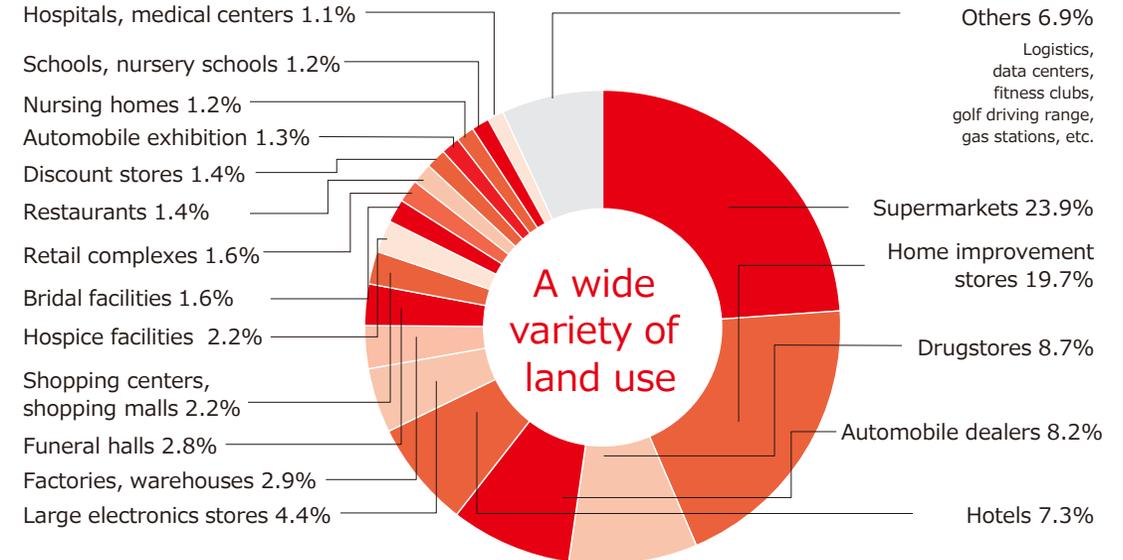
Development Track Record (Areas and Use)

- The JINUSHI BUSINESS operates in all areas of Japan. Started further diversifying the types of tenants following the change of the company name to JINUSHI.

Areas



Use



Cumulative total: **456** properties /Approx. **¥567.2** billion ^{*1}

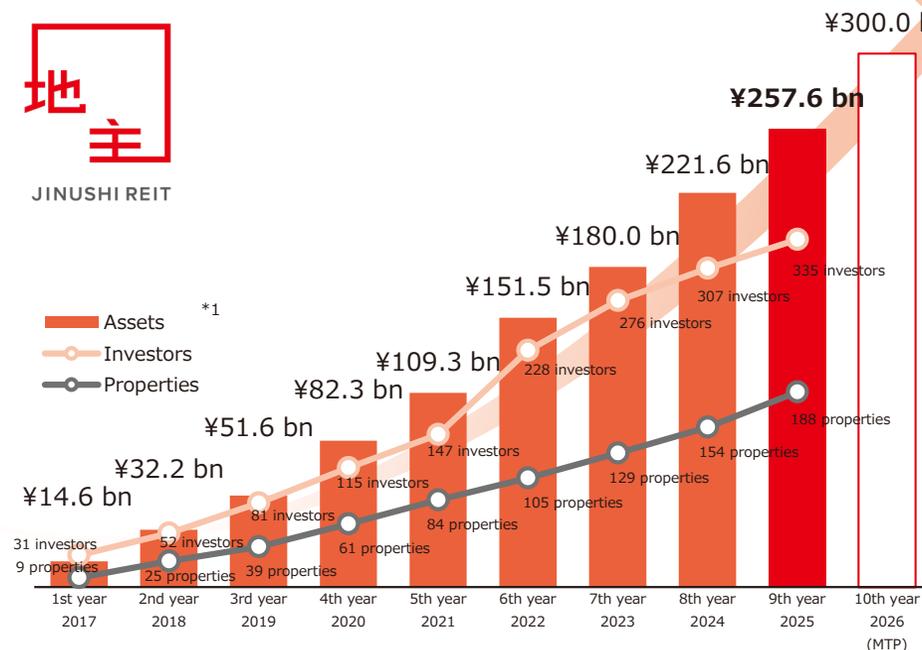
*1. Based on monetary value as of June 30, 2025.

Growth of JINUSHI REIT

- Nine consecutive years of capital increases since starting operations in 2017, backed by strong investor demand.
- Aiming to achieve ¥500 billion as soon as possible, with the medium-term plan goal of ¥300 billion as an intermediate step.

Growth of JINUSHI REIT

- AUM expanded from ¥14.6 billion in 2017 to ¥257.6 billion in 2025.

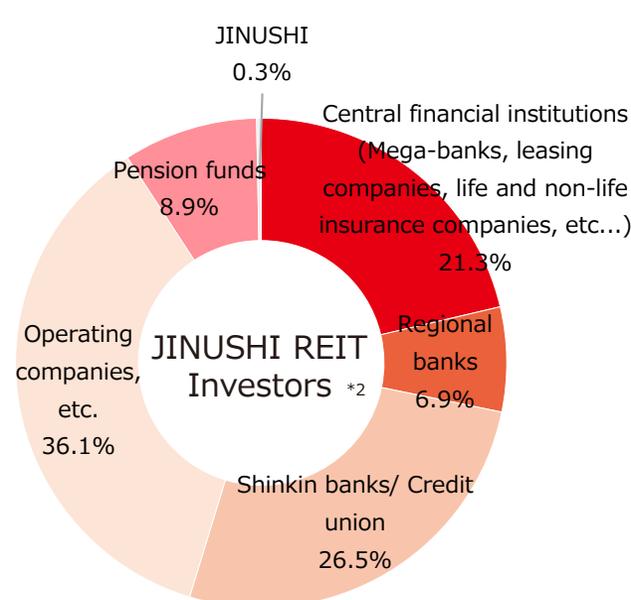


*1. All numbers in this graph are the amounts immediately after each offering. (Assets in each year are based on appraised values when acquired. The 2026 figure is the goal in the Medium-term Management Plan.)

*2. As of January 8, 2025.

JINUSHI REIT Investors

Manage funds of institutional investors who appreciate the product characteristics of long-term stability

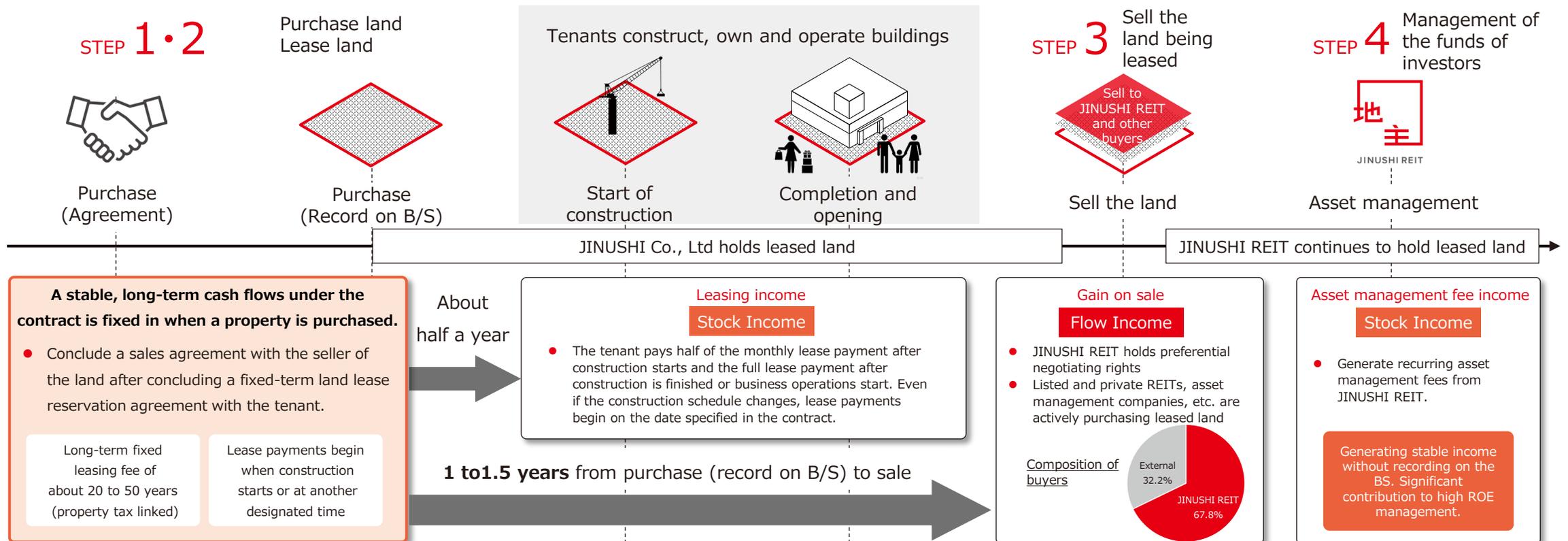


- At the beginning of the operation, since it was a new product that had not existed in the market, we focused on developing Shinkin banks and credit unions that could approach decision makers.
- Gradually increased investment demand from pension funds and central financial institutions (life and non-life insurance companies, major financial institutions, etc.) with a high affinity for long-term stable product characteristics.
- Long-term stability is highly evaluated, it is also attracting demand for investment of surplus funds from business corporations and others.

High-turnover Business Model with No Inventory Risk

- Stable, long-term cash flows is fixed under the contract with tenants when we purchase properties. No inventory risk.
- A business model with a fast turnover because properties are usually sold about 1 to 1.5 years after a purchase. Furthermore, asset management fees are received continuously after the property sale.

JINUSHI BUSINESS Process



*1. This explanation of the JINUSHI BUSINESS is for a typical transaction. Actual terms and schedules differ for each property.

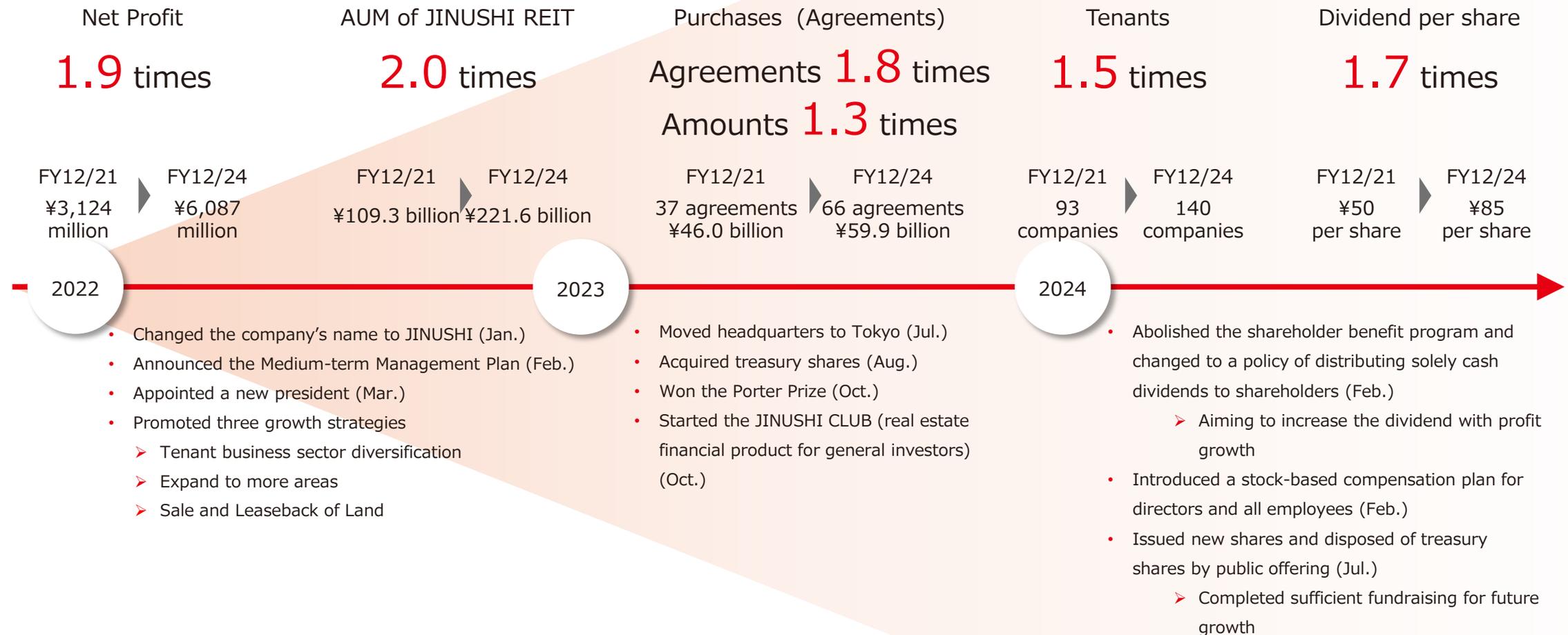
*2. The percentage of sales by JINUSHI and group companies of properties that were sold to JINUSHI REIT or sold using the bridge scheme (** based on sales value (excluding resale projects, etc.) during the period from FY3/17 to FY12/25 2Q.

** : Sales of properties by JINUSHI and group companies where the buyer is a third party designated by JINUSHI Asset Management (usually JINUSHI REIT, but not always) that has a preferential negotiation right.

Our Evolution

- Started various actions for more growth since changing the company’s name in January 2022. It has started on a growth trajectory.

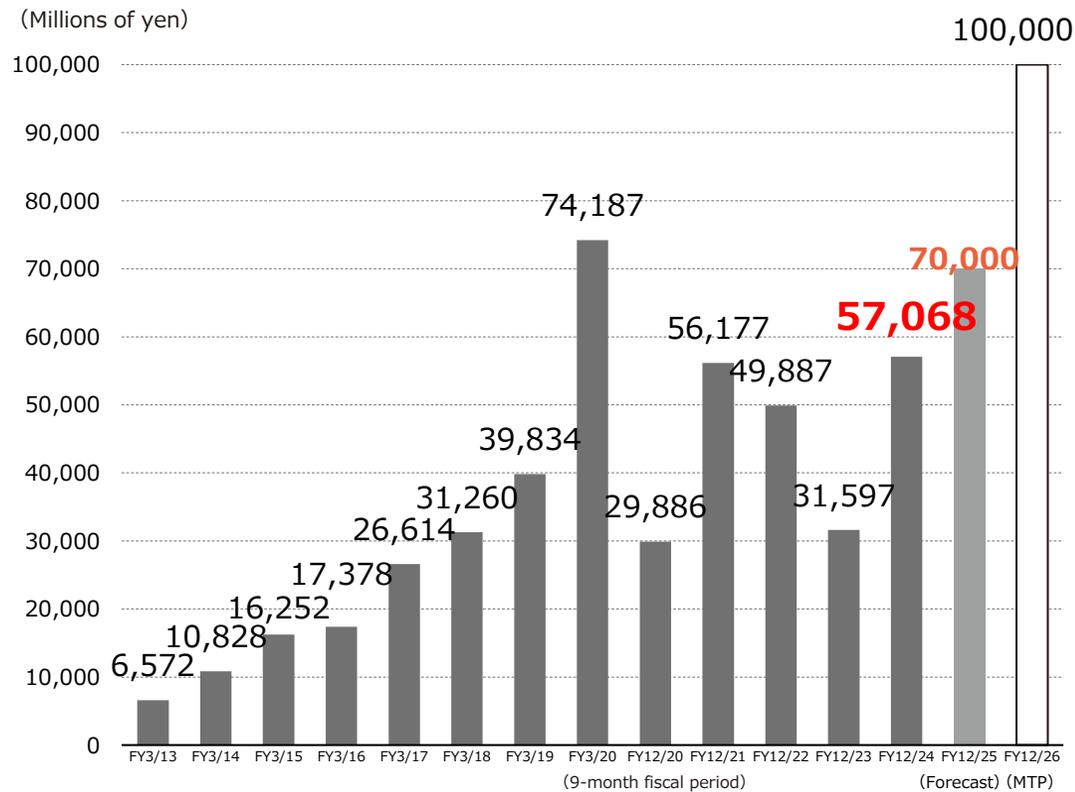
In the last three years



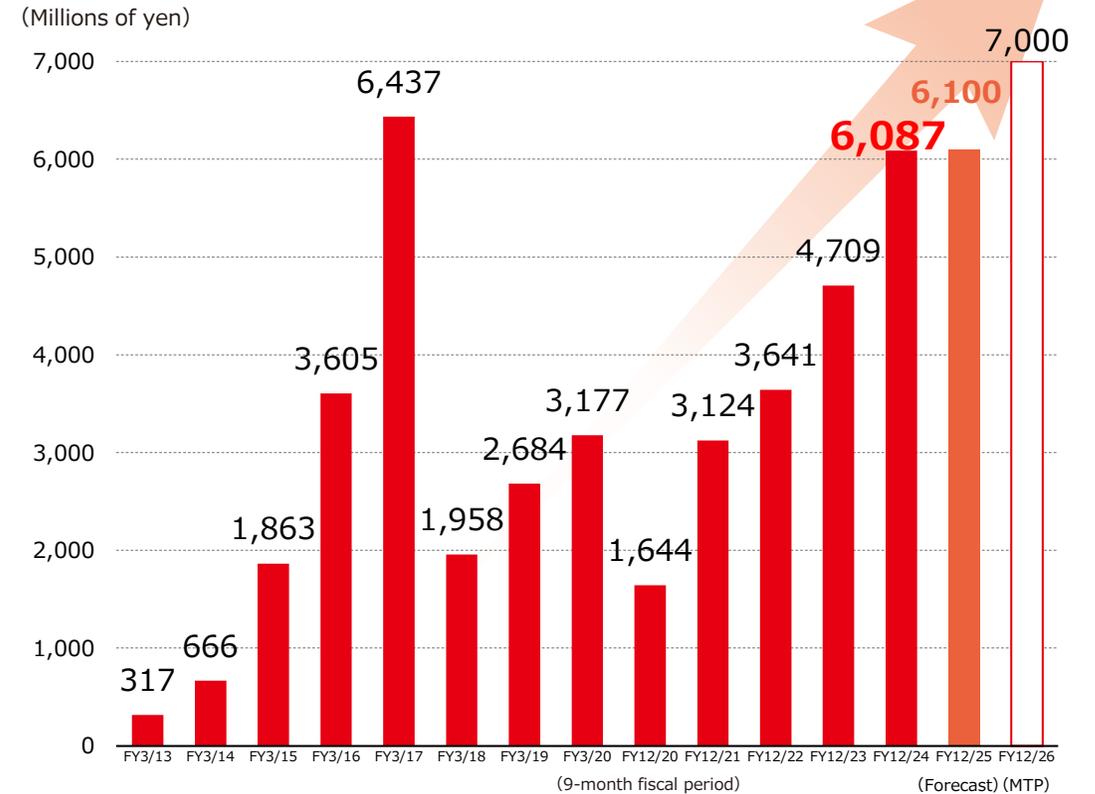
Growth of Net sales and Net Profit

- Achieved profit growth for the fourth consecutive year. Forecast higher earnings again in FY12/25.
- Managing sales while focusing on the sustainable growth of Net profit.

Net Sales



Profit Attributable to Owners of Parent



Part 5

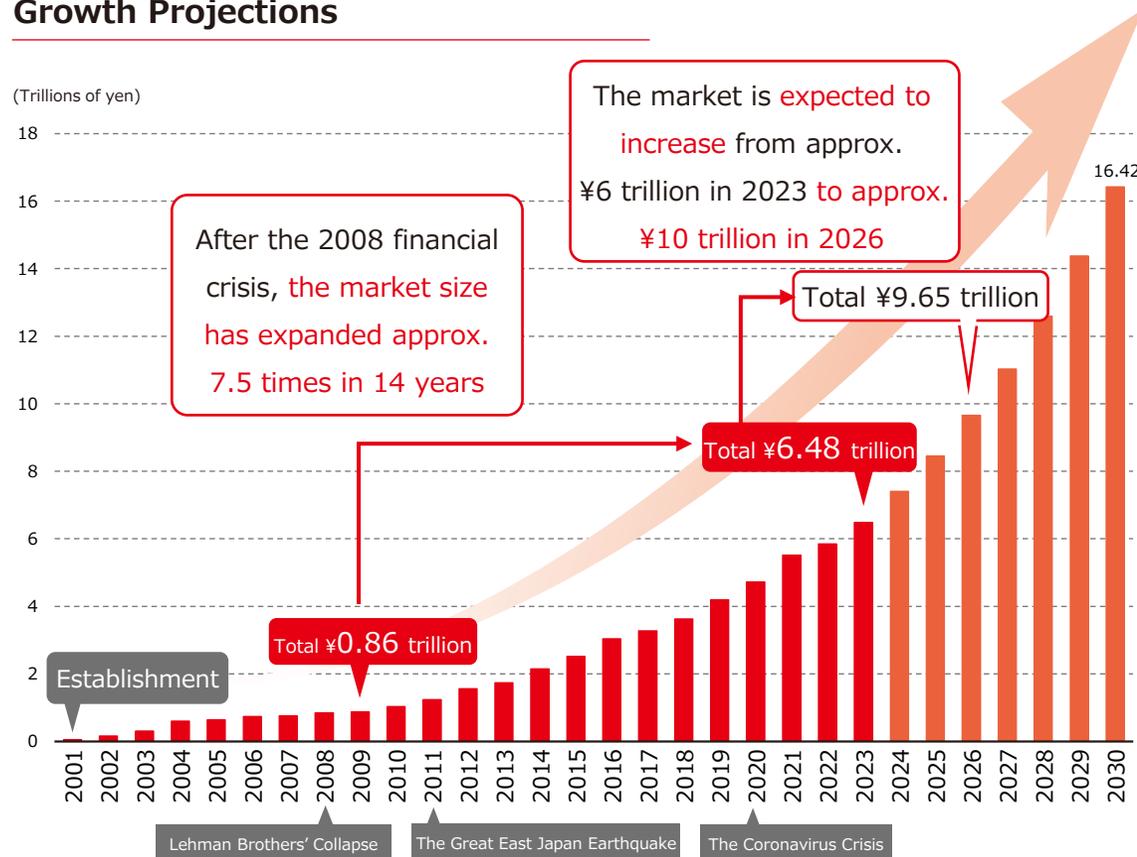
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The Leased Land Market Eyes ¥10 Trillion

- We created the leased land market, which did not exist at the time of our founding in 2000, as a leading leased land developer.
- The market size will expand significantly from approx. ¥6 trillion in 2023 to approx. ¥10 trillion in 2026.

Growth Projections



*1. Prediction by the Japan Real Estate Institute. (See page. 31 for prerequisites, etc.)

*2. As of December 31, 2024. J-REIT acquisitions are calculated based on publicly available information. The amount of leased land private REITs held is calculated from ARES "Private REITs Quarterly (as of December 31, 2024)."

Activation of Market

More and more new entrants into the market
The positive environment is coming for JINUSHI BUSINESS

Increase in **development and supply**

Various companies started entering, including general trading companies, leasing companies (developing leased land), and operating companies (selling existing leased land, sale and leaseback of land they own).

Increase in **transactions**

Transactions of J-REITs and private REITs also on the rise. While REITs acquired a cumulative total of ¥1.16 trillion in leased land, this represents only 3.3% of their assets acquired, leaving a large room for expansion. *2

Increase in **our pipeline**

Increased consultation with us, who have a lot of know-how in developing leased land. Other companies will develop products expecting to sell them to us or JINUSHI REIT.

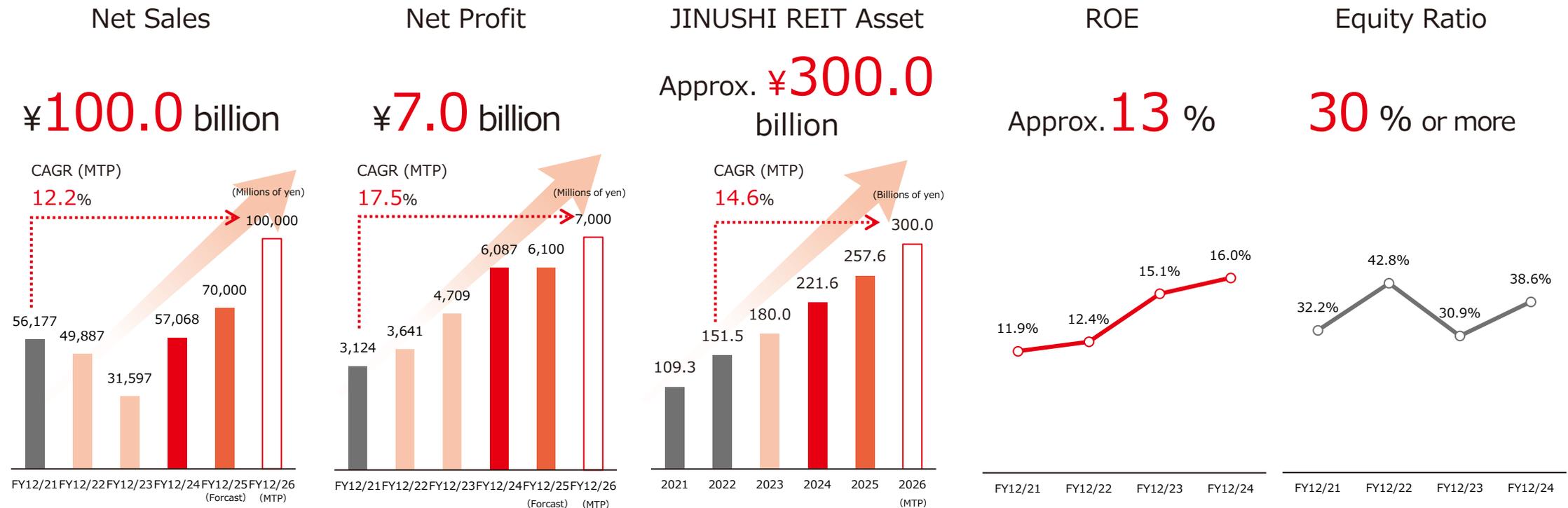
Improvement in valuation of leased land

There is a strong need to include leased land with the investment portfolio. Demand is in excess. Liquidity and valuation of leased land are improving significantly.

Medium-term Management Plan 2022-2026

- JINUSHI announced its first Medium-term Management Plan in February 2022. Set an ambitious target of 17.5% compound annual growth rate (CAGR) for net profit.
- Steady progress as expected toward achieving a net profit of ¥7.0 billion as stated in the Medium-term Management Plan (FY12/26).

Medium-term Management Plan (FY12/26 Plan)



The Three Growth Strategies

- Promoting the three growth strategies following the change of the company name to JINUSHI in January 2022.
- Aiming for more growth by adding tenants in an even broader range of business sectors, expanding operations to more areas, and using “sale and leaseback of land”.

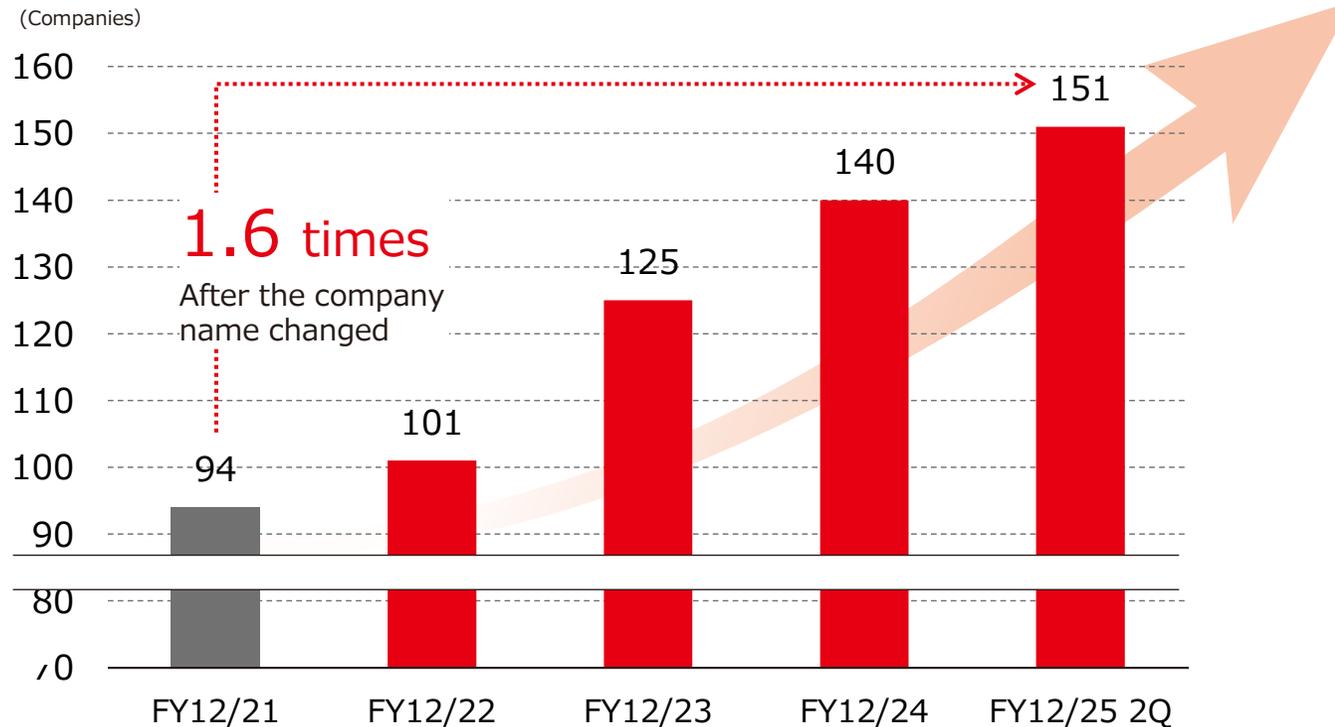
| | <u>Tenant business sector diversification</u> | <u>Expand to more areas</u> | <u>Sale and Leaseback of Land</u> |
|-------------|--|--|--|
| Goals | <ul style="list-style-type: none"> • Add tenants in a broad range of business sectors • Reduce the impact of changes in store requirements in specific market categories by business sector diversification • Many sales activities targeting tenants opening stores or planning on more growth | <ul style="list-style-type: none"> • Business activities anywhere that population density is high • Focusing operations outside Japan on the U.S., where the real estate market is large and consistent economic growth is expected | <ul style="list-style-type: none"> • Proposals for sale and leaseback of land at existing properties in order to improve financial soundness and for other benefits • Emphasize JINUSHI’s policy of being a stable landowner that is not aiming for a redevelopment project or other upside |
| Initiatives | <ul style="list-style-type: none"> • More tenants which will continue to grow and in sectors that perform an important role in society, such as hospice facilities and nursing homes • Use senior executives to build relationships with tenants | <ul style="list-style-type: none"> • Opened the Kyushu Branch in Fukuoka (December 2022) • Total Investments in the U.S. is ¥7.4 billion (of which, the amount of ¥2.5 billion has already been sold). Expanding U.S. business while building up our track record. | <ul style="list-style-type: none"> • Increase the use of banks and securities companies to contact potential customers (Hold seminars about JINUSHI’s business activities and use other activities) • Against the backdrop of TSE reform and investor demands, we actively make proposals to companies reviewing their CRE strategies, such as property sales, with the aim of improving ROE and financial conditions. |

Tenant Business Sector Diversification (1) Increase of Tenants

- The company name change to JINUSHI has dispelled the brand image that our tenants are mainly commercial companies. Add tenants in a broad range of business sectors.
- The number of tenants has increased significantly by about 1.6 times over the past three and a half years.

Tenants

Number of tenants: **151** companies Tenants with more than one lease: **62** companies



*1. Statistics Bureau of Japan, "2021 Economic Census." We extracted companies with capital more than ¥100 million. Number of companies rounded to the nearest 100.

Potential Tenants^{*1}

At least **16,000** companies
(Capital of ¥100 million or more)

Industries in which we have strengths

Commercial tenants

| | | |
|---------------------------------|---|----------------------------------|
| Food 300 companies | Retail and wholesale 5,800 companies | Hotel 400 companies |
|---------------------------------|---|----------------------------------|

Expand to More Tenants

Tenants in the social infrastructure sector

| | |
|--|---|
| Medical and welfare 300 companies | Education and learning support 200 companies |
|--|---|

Sale and Leaseback of Land

Holding numerous factories and other real estates

| | |
|---|---|
| Manufacturer 7,500 companies | Transportation 1,500 companies |
|---|---|

Tenant Business Sector Diversification (2) Tenant Classification

- Increased track record with various tenants, including healthcare facilities, hotels and logistics, while maintaining strength in transactions with commercial tenants.

Tenant Classification (Number of tenants/Achievements)

Commercial tenants **94/300** Approx. **¥422.3** billion

| Tenant Categories | Number of Companies |
|----------------------------------|---------------------|
| Supermarkets | 28 |
| Drugstores | 13 |
| Automobile dealers | 11 |
| Restaurants | 10 |
| Home improvement stores | 8 |
| Large electronics stores | 7 |
| Discount stores | 3 |
| Fitness clubs | 3 |
| Shopping centers, Shopping malls | 2 |
| Retail complexes | 1 |
| Convenience stores | 1 |
| Clothing stores | 1 |
| Automobile exhibition | 1 |
| Automobile maintenance stores | 1 |
| Automotive supplies stores | 1 |
| Automobile coatings | 1 |
| Furniture store | 1 |
| Sporting goods store | 1 |

[Major Tenants and Transactions]

- KOHNAN SHOJI: 43
- LIFE CORPORATION: 21
- Sugi Holdings: 20
- Welcia Yakkyoku: 14
- Ken Depot Corporation: 11
- NEXTAGE: 7
- IDOM: 4
- GIGAS CORPORATION: 5
- YAMADA DENKI: 2
- McDonald's Holdings (Japan): 3
- The Monogatari Corporation : 2 etc.

Hotels/Bridal facilities **11/13** Approx. **¥50.3** billion

| Tenant Categories | Number of Companies |
|-------------------|---------------------|
| Hotels | 8 |
| Bridal facilities | 3 |

[Major Tenants and Transactions]

- fav hospitality group: 3
- TAKE AND GIVE. NEEDS: 1
- Nishi-Nippon Railroad: 1
- THE SANKEI BUILDING: 1
- Toyoko Inn: 1 etc.

Tenants in the social infrastructure sector

Healthcare facilities

14/78 Approx. **¥35.4** billion

| Tenant Categories | Number of Companies |
|--------------------|---------------------|
| Funeral halls | 9 |
| Hospice facilities | 3 |
| Nursing homes | 2 |

[Major Tenants and Transactions]

- Amvis Holdings: 9
- CUC Group: 7
- Alpha Club: 12 etc.

Educational/Medical facilities

9/15 Approx. **¥13.1** billion

| Tenant Categories | Number of Companies |
|----------------------------|---------------------|
| Schools, nursery schools | 5 |
| Hospitals, medical centers | 4 |

Logistics/Data centers

2/2 Approx. **¥7.2** billion

| Tenant Categories | Number of Companies |
|-------------------|---------------------|
| Logistics | 1 |
| Data centers | 1 |

Industrial facilities

9/10 Approx. **¥16.5** billion

| Tenant Categories | Number of Companies |
|-----------------------|---------------------|
| Factories, warehouses | 9 |

Offices

1/1 Approx. **¥1.8** billion

Others

13/37 Approx. **¥20.2** billion

| Tenant Categories | Number of Companies |
|---------------------|---------------------|
| Gas stations | 3 |
| Housing exhibition | 2 |
| Golf driving ranges | 1 |
| Others | 7 |

*1. The number of tenants and achievements is calculated based on the development achievements as of June 30, 2025. The total number of companies may not be equal to the total number of tenants because the same tenant is added to the total number of tenants in case of different industry distribution.

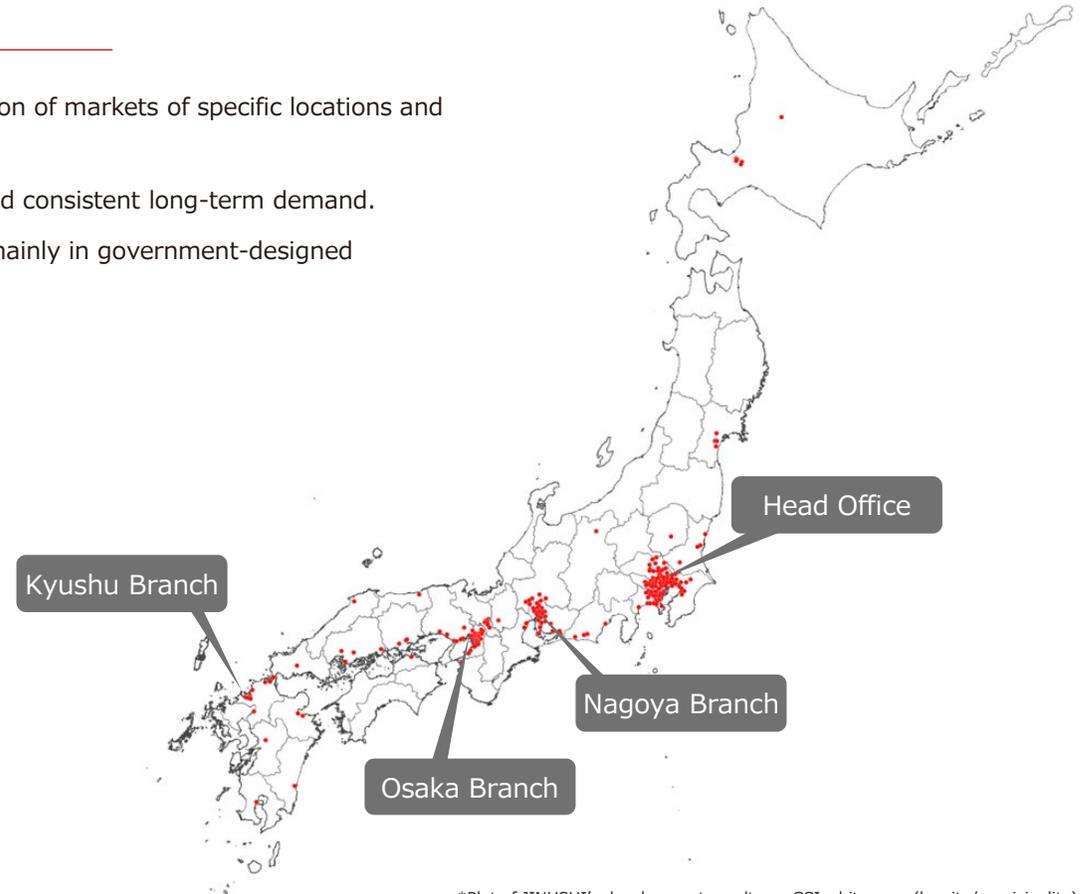
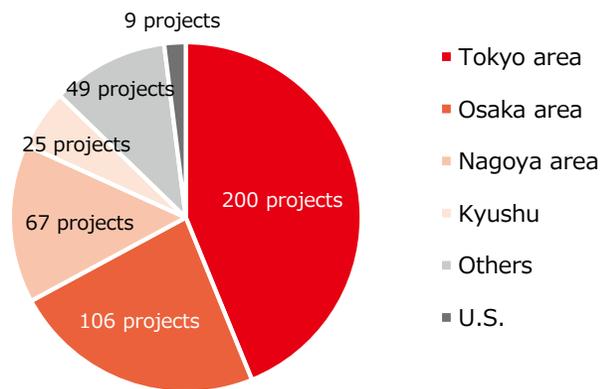
Expand to More Areas

- The JINUSHI BUSINESS, which invests solely in land, operates in many types of areas, but primarily areas with a high population density.

JINUSHI BUSINESS Development Projects (as of June 30, 2025)

- The JINUSHI BUSINESS places priority on populations of targeted areas as well as the population of markets of specific locations and other factors.
- Within each area, JINUSHI carefully selects land in locations with a rising population density and consistent long-term demand.
- There are many opportunities in Japan for the JINUSHI BUSINESS in a broad range of areas, mainly in government-designed municipalities.

Diversification of Areas
(Based on number of projects)

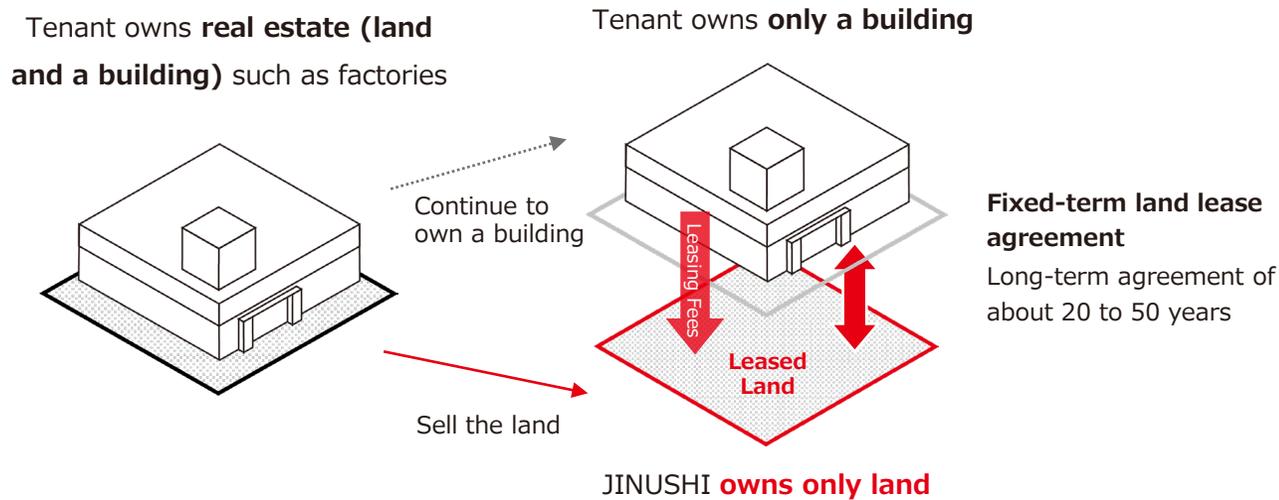


*Plot of JINUSHI's development results on GSI white map (by city/municipality)

Sale and Leaseback of Land (1) ¥45 Trillion Potential Market

- Companies are moving real estate holdings to sale and leaseback of land (separating ownership and use) to improve ROE and financial conditions.
- TSE's requirement for listed companies to "implement management that is conscious of cost of capital and stock price" also encourages these activities of companies.

Sale and Leaseback of Land



Cumulative total **29** properties / **¥80.3** billion^{*1}

*1. As of June 30, 2025

*2. Extracted by us from Nikkei Value Search (as of January 31, 2025). Manufacturing and others are extracted from the Nikkei Industry Classification: Transportation, Materials, Living Essentials, Food, Machinery & Electronics, Medical, Pharmaceutical, and Biotechnology industries.

Listed Companies Own a Lot of Land

Approx. **¥45.0** trillion potential market exists

- Listed companies have a lot of real estate for business. They enable to acquire funds for investment in growth and improve its financial position by selling the land.

Amount of land owned listed companies

| | |
|------------------------|------------------------|
| Retail | Manufacturing, etc. |
| ¥19.44 trillion | ¥25.63 trillion |



| | |
|--------------------|-------------|
| Current assets | Liabilities |
| Non-current Assets | Net assets |
| Real Estate | |

Sale of land

Secure funds that can be used for investments for growth, etc.

Improvement and enhancement of ROA and ROE

Improvement of financial condition

Sale and Leaseback of Land (2) Our Strength “JINUSHI REIT”

- The new “Sale and Leaseback of Land” gives a lot of benefits to companies that own factories, commercial and other facilities.
- We provide proposals to companies by using our strength as a stable landowner with JINUSHI REIT.

Hassle-free

- Land-only transactions require very few due diligence checks and are less time-consuming than building transactions.

Highly Flexible Management

- Continue to own the building and thus continue to have the freedom to operate it. Can be renovated at will. Depreciation also can be utilized.



Stable Landowner



JINUSHI REIT

Holds leased land for a long-term.
Earning a reputation as a stable landowner from tenants that want stable business operations

| | Sale and Leaseback of Land (Conclude a fixed-term land lease agreement after selling the land) | Sale and Leaseback (Conclude a lease agreement for the buildings after selling both land and building) |
|--------------------|--|--|
| Common benefits | Unrestricted fundraising / Improvement of financial conditions through recognition of gains on sale Good | |
| Business operation | No change Good The tenant owns the building, making it possible to renovate the building, add facilities and make other improvements. | Change Slightly Good The tenant needs consent from the owner of the building for renovation or additional capital investment, etc. |
| Sale Procedures | Hassle-free Good Only needs a soil contamination survey and boundary demarcation of land. | Takes a lot of effort Slightly Good Due diligence and other procedures must be completed on the building before it can be sold, which requires a lot of effort. |
| Other | Stable Landowner "JINUSHI REIT" Good The tenant can continue to operate its business with confidence because JINUSHI REIT assumes that leases will be renewed upon maturity. There will be no redevelopment or demand for an unreasonable increase in the lease payment. | Concerns about business continuity Concerns over risks of an eviction due to a redevelopment project or other reason or of an increase in the lease payment when the current lease ends. Slightly Good |

Financial Strategy

- Build a financial base and ensure risk management in preparation for financial crises and other contingencies.
- Each of JINUSHI Co., Ltd. and JINUSHI REIT will implement optimal financial strategies to reduce interest rate burdens.

Financial Discipline

An equity ratio of at least **30%**

- Retain equity capital to ensure business continuity in the event of a financial crisis or other contingency.
- Proper control of the net D/E ratio, DCR and other financial indicators that financial institutions watch closely.

Acquisition of External Ratings (JCR)

BBB+ (Stable)

- The ability to generate long-term, stable cash flow in the JINUSHI BUSINESS is evaluated.
- Objective evaluation from rating agencies improves public creditworthiness.

Strong Network with Banks

Contractual agreements for a credit line and credit facility of **¥52.75** billion

- Strong relationships with major banks as well as with prominent regional banks in areas where JINUSHI operates.
- Contractual agreements for a credit line and credit facility to enable activities with speed and flexibility.

Transaction Facility with Leasing Companies

¥60.0 billion

- JINUSHI has signed basic agreements for the establishment of comprehensive transaction facilities with two leasing companies. ^{*1} The transaction facility is a bridge scheme with JINUSHI REIT and others receiving preferential negotiation rights. ^{*2}
- This scheme enables balance sheet management and helps maintain the stability of cash flow through flexible property sales.

—Bank Borrowing Based on Business Characteristics—

 JINUSHI Co., Ltd.

- Using long-term loans to provide resilience against changes in real estate market conditions. On the other hand, based on the business characteristics of high-turnover from purchase to sale, borrowing at variable interest rates with lower cost burdens.

| | |
|----------------|---|
| Method: | Loans received and repaid for individual projects |
| Interest rate: | Variable |
| Length: | Long (at least 8 years for most loans) |
| Other: | No financial covenants |

 JINUSHI Private REIT, Inc.

- Low loan-to-value based on a policy of investments with long-term stability
- Loan-to-value is about 30%. ^{*3}
- The non-current liabilities ratio (non-current liabilities divided by equity) is 100% and the average time to loan maturity is 4.6 years. ^{*3}

*1. SMFL MIRAI Partners Company, Limited and ML Estate Company, Limited.

*2. When selling real estate acquired using this transaction facility, a third party designated by JINUSHI Asset Management (usually JINUSHI REIT, but not always) receives a preferential right for purchase negotiations.

*3. As of June 30, 2025.

Part 6

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Earn the First-mover Advantage

- Earn the first-mover advantage as a driver who created and expanded the leased land market.

JINUSHI has established a leading position by focusing on the creation and expansion of the leased land market for 25 years since its establishment.

Only Leased Land

As the specialist and market leader in leased land, JINUSHI has access to a large volume of information about land suitable for the JINUSHI BUSINESS.

Powerful Business Network

The JINUSHI BUSINESS uses its own business network for attracting financially sound tenants and building close relationships with these tenants.

Many Successful Developments

The JINUSHI BUSINESS has handled about 456 properties with an aggregate value of about ¥567.2 billion*¹ to provide attractive opportunities to investors.

JINUSHI REIT

Management of the holdings of JINUSHI REIT by JINUSHI Asset Management gives the JINUSHI BUSINESS a fully integrated profit model extending from the purchase of land to the management of these assets.

More than 600 land information per month

- A wide range of investment criteria, thus so much information.
- Many projects brought in by tenants themselves

| | |
|-----------|---|
| Amount | ¥100 million to several tens of billions of yen possible |
| Region | Tokyo 23 wards, cities designated by government ordinance of Japan, core cities of Japan, and surrounding areas |
| Land Area | Can be considered from about 100 tsubo (approx. 330m ²) |

Two Tenant departures before maturity^{*2, 3}

- Only two cases of tenants moving out and only one case of leasing fee reduction. Earn the trust as a very stable real estate financial product.

JINUSHI REIT's fundraising ability

- Nine consecutive years of capital increases since starting operations in 2017*¹
- AUM approx. ¥260 billion, Distributions 4%, LTV 30%; Difficult for other companies to provide equivalent quality

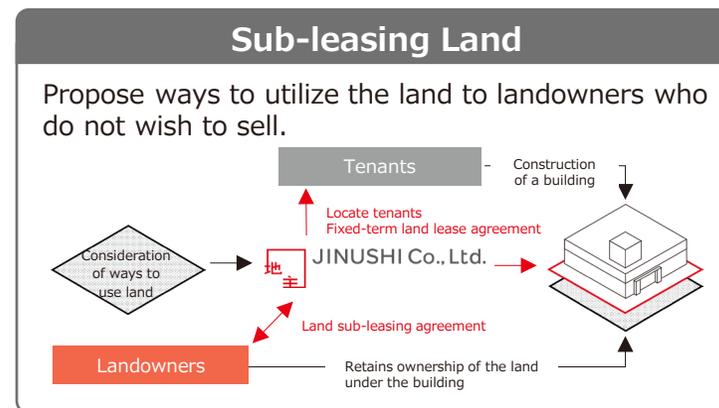
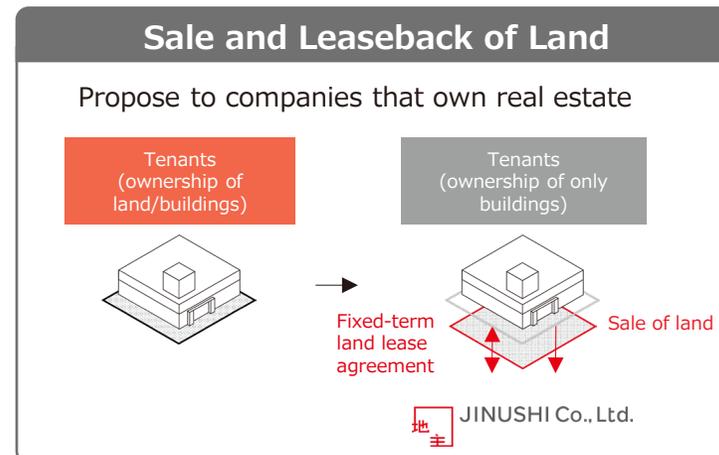
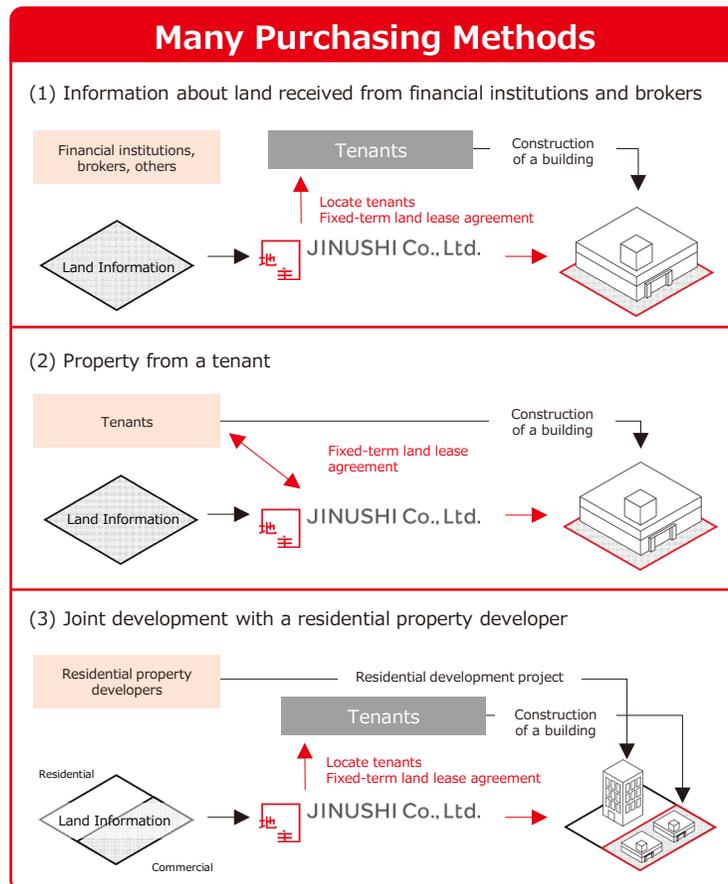
*1. As of June 30, 2025.

*2. As of June 30, 2025. (extracted for the period of ownership at JINUSHI, group companies, and JINUSHI REIT. However, properties acquired on the premise of attracting alternative tenants are excluded.)

*3. Contracts relate to BALM Co., Ltd. (formerly BIGMORTOR Co., Ltd.), which filed for civil rehabilitation under the Civil Rehabilitation Act. The contracts were terminated in accordance with the fixed-term land lease agreement.

Many Methods for Purchasing

- Many Methods for Purchasing; We obtain more than 600 pieces of land information per month.
- Our unique strengths, such as “property from a tenant” and “sale and leaseback of land,” lead to purchase.



More Than 600 Pieces of Land Information per Month

Q. With almost no vacant land available to invest, how can more than 600 pieces of land information be available monthly?

A. Our purchases are not limited to vacant land.

The question is true that there is a small amount of land traded in the state of vacant land. On the other hand, real estate transactions occur due to various circumstances (inheritance, business liquidation, disposal of idle assets, etc.), and many sales information is circulated. Even for land with existing buildings, there are various means of procurement, such as (1) demolition and clearing of the land after our acquisition or (2) the seller clearing the land and selling it to us.

JINUSHI BUSINESS Chosen by Tenants

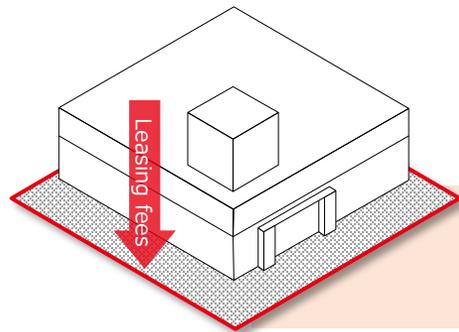
- Tenants benefit significantly from utilizing JINUSHI BUSINESS.
- Trust and a sense of security with a “Small Initial Investment Cost” and a “Stable Landowner” make a big difference.

Small Initial Investment Cost

- Land acquisition funds account for a large portion of a tenant’s initial investment. On the other hand, renting land from others carries the risk of eviction in the future.

Stable Landowner

- JINUSHI BUSINESS provides tenants with a sense of security by allowing JINUSHI REIT to become a stable landowner holding leased land for the long term.



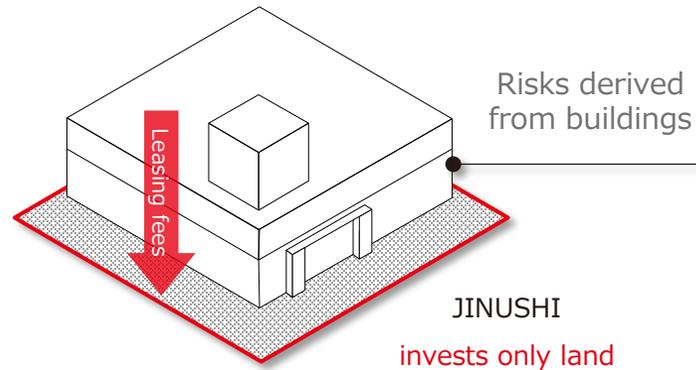
| How tenants open store | Tenants | | Initial Investment | Business Operation | | Advantages and Disadvantages, etc. |
|------------------------------|-------------|------------|--------------------|--------------------|--------------|---|
| | Land | Building | | Stability | Flexibility | |
| Own both land and building | Own | Own | Large | Large | Large | • High operational stability and flexibility, but high initial investment |
| Rent land from an individual | Rent | Own | Small | Small | Large | • Future risk of eviction due to inheritance, etc. |
| Rent both land and building | Rent | Rent | Small | Medium | Small | • Building holder (e.g., leasing company) required |
| Rent land from us | Rent | Own | Small | Large | Large | • Trust and sense of security in remaining as a stable landowner |

Inflation-Resistant JINUSHI BUSINESS

- JINUSHI BUSINESS eliminates various types of real estate investment risks derived from buildings.
- Inflation also contributes to higher land prices and increases the value of assets held by those who invest in JINUSHI BUSINESS.

Cost Up

- Compared to five years ago, construction costs are up 31%.^{*1} On the other hand, rent hikes are difficult, and leased land, which is unaffected by rising costs, will have an increasing advantage.



Rising Land Prices

- Land prices are rising. The Ministry of Land, Infrastructure, Transport and Tourism's official land price survey for 2025 shows that the national average for all-use, residential, and commercial land all rose for the fourth consecutive year.

None of this will affect the JINUSHI BUSINESS, which invests only in land.

| | | | |
|----------------|--|-------------------|--------------------|
| Leasing income | Leasing fluctuation risk | Vacancy risk | |
| Leasing cost | Sales promotion and advertising expenses | Leasing | Cleaning cost |
| | Property tax | Utilities expense | Insurance fee |
| | Depreciation and amortization | Repair costs | |
| Other expenses | Rebuilding | Renovations | Capital investment |
| | Fire/disaster damage | | |

*1. Calculated based on a survey by Construction Research Institute and the Tokyo Metropolitan Government's construction cost index for stores (steel-frame construction).

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Management with a focus on cost of capital and stock price

- JINUSHI BUSINESS, with high-turnover and no inventory risk, enables management to exceed the cost of equity.
- Net profit per share (EPS) is growing steadily, and ROE remains high.

Equity Spread

(ROE- Cost of equity)

ROE

Cost of equity

16.0% > 5.7-8%

Assumptions for calculating cost of equity

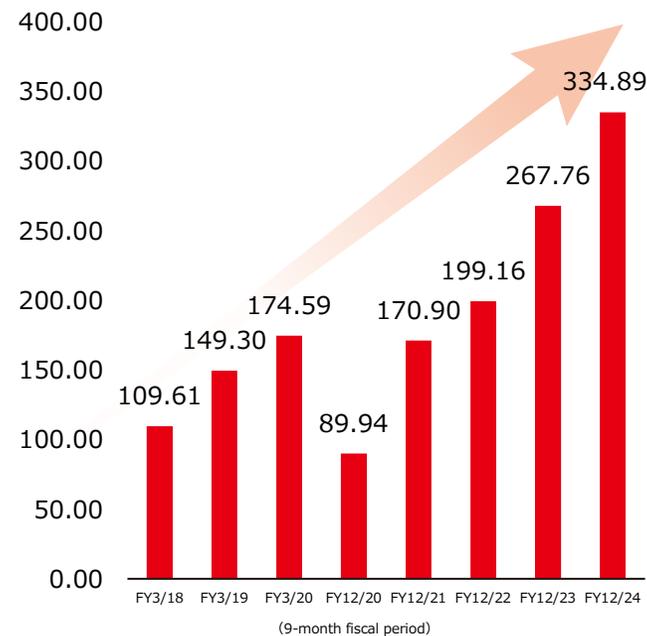
- Calculated by CAPM (Capital Asset Pricing Model): 5.7-7.6%

| Risk Free Rate | Market Risk Premium | Beta Value (Five-year) |
|----------------|---------------------|------------------------|
| 0.9-2.1% | 6.0% | 0.89 |

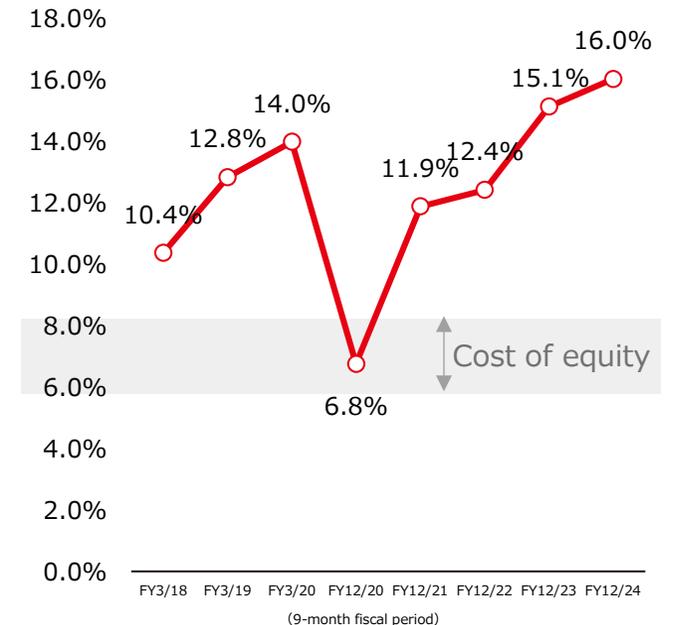
- Interviewed investors: 8% range

Net Profit Per Share (EPS)

(Yen)



ROE



Capital Allocation

- High-turnover business model enables ROE of around 13%, which exceeds cost of equity.
- Aiming to increase corporate value, we are conscious of the balance between enhancing retained earnings to enable investment for growth and returning profits to shareholders.

Value Creation Over Cost of Equity

ROE

About **13 %** ^{*1}

(Medium-term Management Plan)

- High turnover model from purchase to sale in 1 to 1.5 years
- IRR performance of investment projects: average 42.7%
- Stable stock income from asset management business, etc., is also expanding.

Build a Stable Financial Base

Equity Ratio

More than **30 %** ^{*1}

(Medium-term Management Plan)

- Build up equity capital in preparation for financial crises and other contingencies.
- Execution of financial strategies based on business characteristics.
- Establishment of bridge scheme.

Equity financing (completed)

Announced the issuance of new shares and the disposition of treasury shares by public offering in July 2024. Raised approx. ¥8.2 billion. Sufficient funds are available for future expansion of JINUSHI BUSINESS.

*1. Indicators for the medium-term management plan



Growth Investments

- Accelerate investment in and return from the JINUSHI BUSINESS. Expand flow income (gain on sales) and stock income (asset management fees) through sales to JINUSHI REIT.
- In the future, expand the real estate leasing business to increase business stability and cover fixed costs with Stock Business income.

Balance between growth investment and shareholder returns

Shareholder Returns

- Aim to increase the dividend with profit growth (Progressive Dividend)

Industry Comparison (Key Indicators and Stock Price Indexes)

- JINUSHI BUSINESS, which invests only in land, is hassle-free, highly efficient, and profitable.
- Aiming to improve stock price through proactive investor relations activities.

Key Indicators ^{*1}

| | ROE | Net profit on net sales | Net profit per employee |
|--------------------|--------------|-------------------------|-------------------------|
| JINUSHI Co., Ltd | 16.0% | 10.7% | ¥54.8 million |
| Industrial average | 8.4% | 4.5% | ¥11.2 million |

Stock Price Indexes ^{*2}

| | PER | PBR | Dividend yield |
|--------------------|------------------|------------------|----------------|
| JINUSHI Co., Ltd | 7.4 times | 1.0 times | 4.6% |
| Industrial average | 24.3 times | 2.3 times | 3.2% |

Our Stock Price Trends (Jan. 2022 - June. 30, 2025)



*1. The Company's actual results are for the fiscal year ended December 31, 2024. Industrial averages are calculated by us from Nikkei Value Search. Actual results for the most recent fiscal year of a total of 197 listed companies in the "Real Estate/Housing" sector and "Real Estate Investment/Fund Management" sector were used (as of the end of January 2025).

*2. Calculated by the Company used Qr1 data provided by QUICK (as of June 30, 2025)

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Winner of the Porter Prize

- JINUSHI received the 2023 Porter Prize Award for uniqueness and profitability from a business management perspective

The Porter Prize

- The prize is named for Mr. Michael Porter, a world-renowned authority on business administration.
- Uniqueness of strategy and profitability are the key points of evaluation



The Porter Prize, which is given by Hitotsubashi University, recognizes companies with innovative products, processes, and management systems. Winners of this prize use these strengths to implement innovative strategies and maintain high profitability in their industry.

Porter Prize website:

<https://www.porterprize.org/english/>

Reference: JINUSHI interview video (Competitiveness Conference 2023)

<https://www.jinushi-jp.com/video/PorterPrize.mp4>

Why JINUSHI was Selected

JINUSHI created a new type of financial product and uses a unique business model.



Creation of novel financial products

As a producer of real estate financial products that created financial products specialized in leased land, JINUSHI has created and expanded the leased land market.

Value for tenants

Tenants can develop a property with a small initial investment because there is no need to buy the land. In addition, tenants can use the land with confidence because JINUSHI REIT is a reliable long-term owner.



A distinctive business model

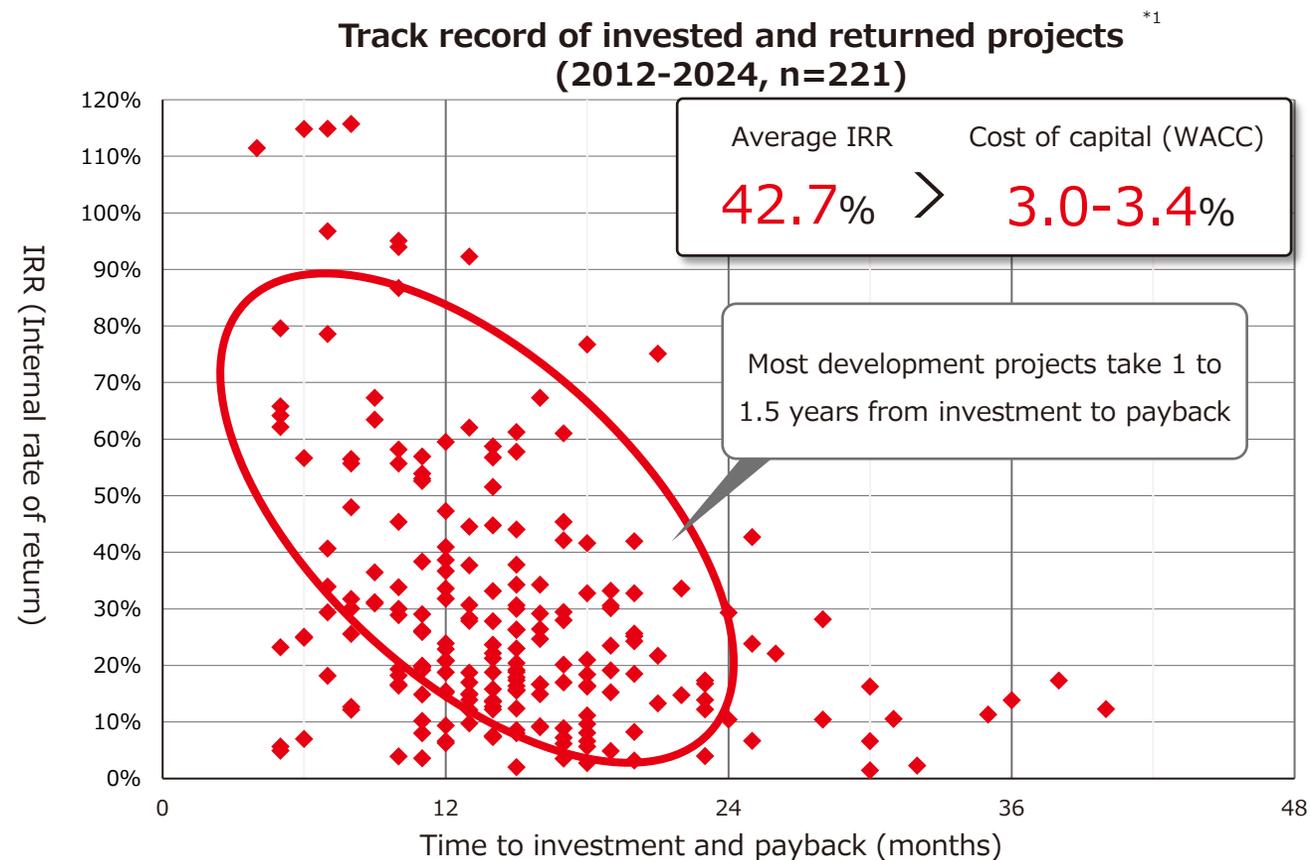
The JINUSHI BUSINESS develops real estate financial products that are highly resistant to natural disasters and market volatility through investments exclusively in land without buildings.

Value for institutional investors

JINUSHI offers pension funds, life insurance companies, and other institutions seeking long-term stable investments an additional option to diversify their investment portfolios through JINUSHI REIT.

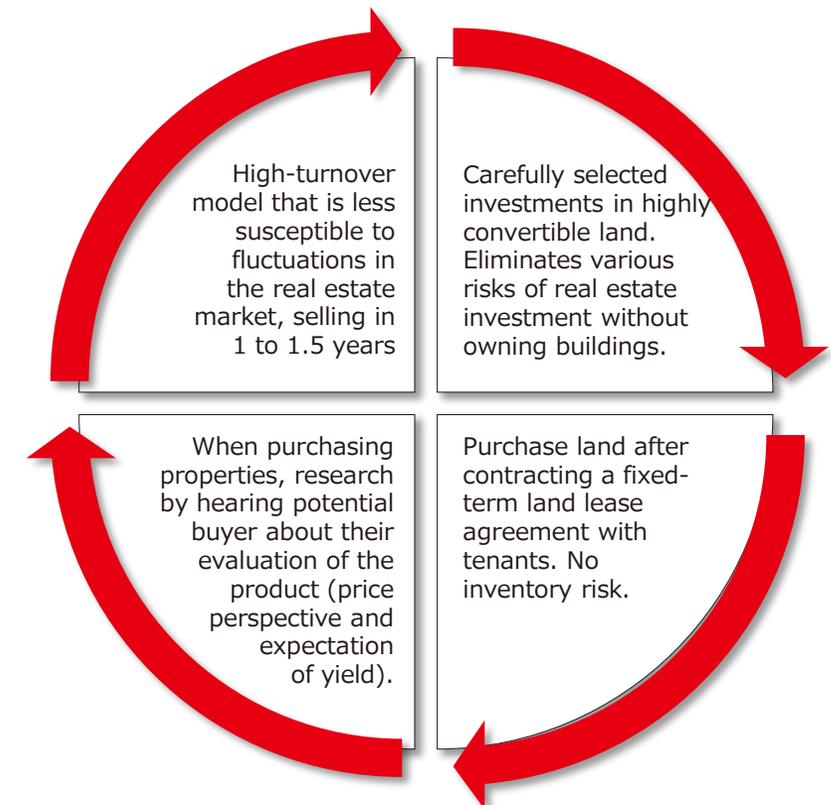
JINUSHI BUSINESS with High Investment Efficiency

- JINUSHI BUSINESS, a high-turnover model, is an investment approach with a high IRR (internal rate of return $\hat{=}$ annual return on investment)
- Investment performance well above weighted average cost of capita (WACC)



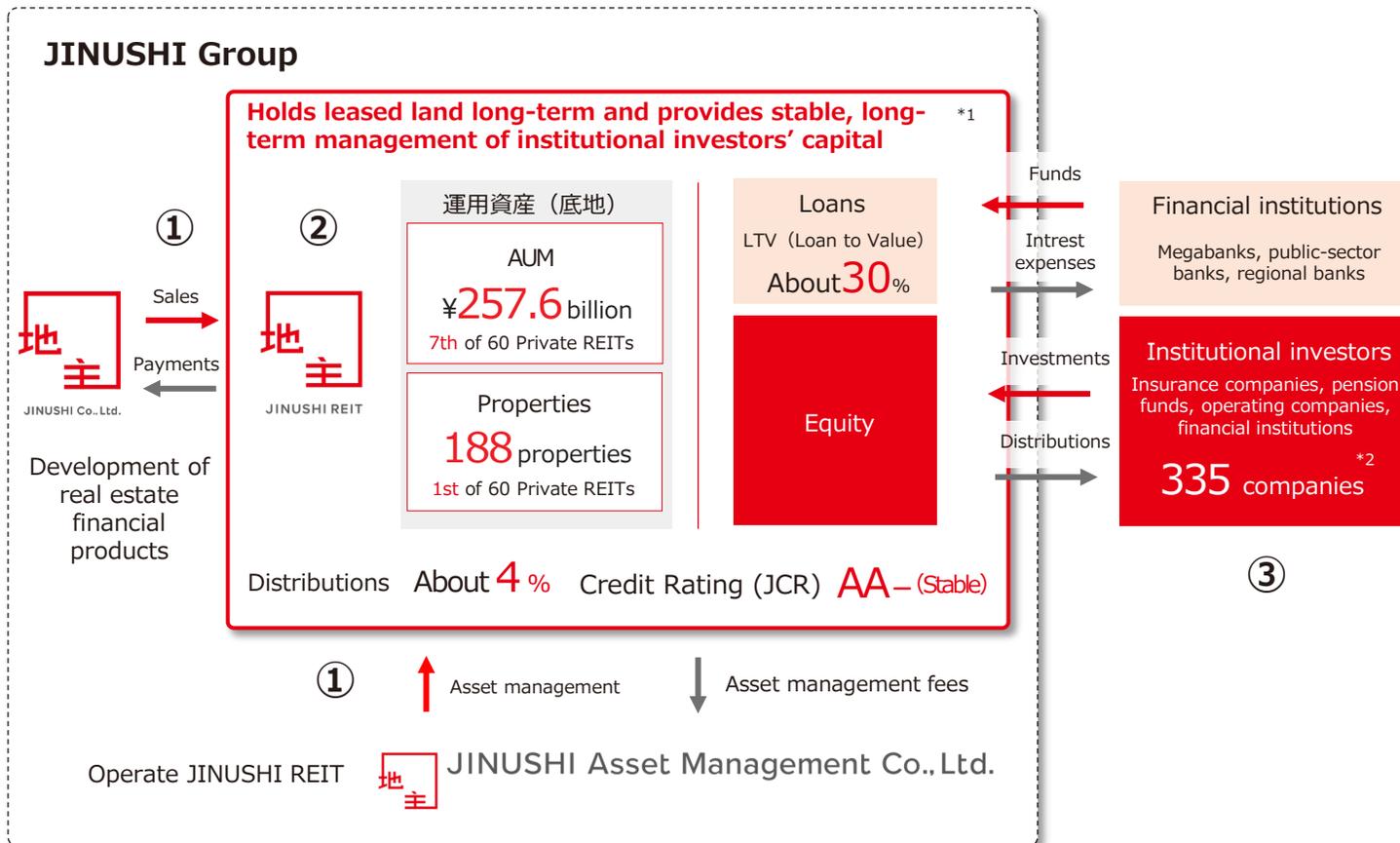
*1. Calculated for Real Estate Investment Business projects by the Company and JINUSHI Financial Advisors, among completed investments and returned between 2012 and 2024

Investment Approach to Minimize Risk



JINUSHI REIT's Structure

- JINUSHI Private REIT Investment Corporation (JINUSHI REIT), which is operated by JINUSHI group, is Japan's only private REIT specializing in leased land.
- JINUSHI REIT holds leased land over the long term and provides stable, long-term management of institutional investors' capital.



① Contributing to JINUSHI's High-ROE Management

- Assets and liabilities of JINUSHI REIT are not included in JINUSHI's balance sheet (BS).
- Even after recording gains on sales and compressing the BS, our group continues to earn asset management fees from the REIT, contributing to high-ROE management.

② Optimal Structure for Long-Term Ownership of Leased Land

- Private REIT is an investment corporation established under the Act on Investment Trusts and Investment Corporations. Asset management companies responsible for managing their assets are required to obtain approvals and licenses from relevant authorities such as the Financial Services Agency and the Ministry of Land, Infrastructure, Transport and Tourism.
- JINUSHI REIT has established a system that is ideal for long-term holdings, including bankruptcy isolation, no redemption deadlines, and transparent independent management.
- Earning a reputation as a stable landowner from tenants who want stable, long-term business operations.

③ Investments by Domestic Institutional Investors

- A large number of reputable domestic institutional investors—such as life and non-life insurance companies, pension funds, and financial institutions managing long-term capital—have invested.

*1. As of June 30, 2025. Ranking based on our own research (calculated using the number of private REITs as the denominator)

*2. As of January 8, 2025.

Features of JINUSHI REIT

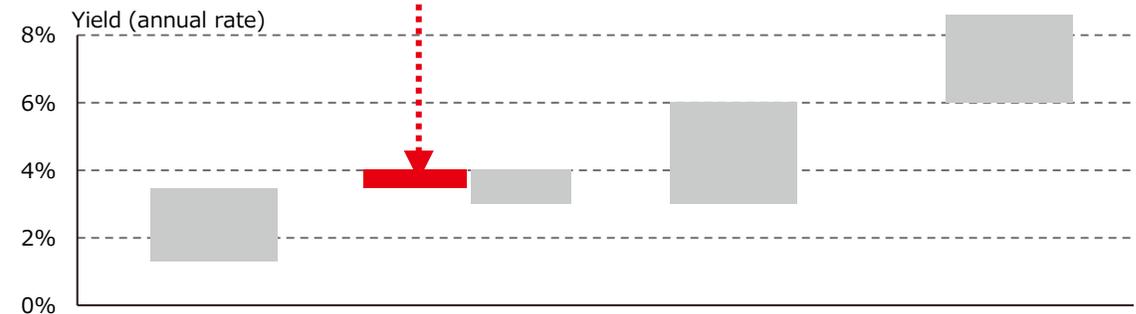
- JINUSHI REIT gives investors stable, long-term income with a low risk of a big change in the value of the principal.
- JINUSHI REIT has characteristics that match the requirements of pension funds, insurance companies, financial institutions, and other investors that want an investment with long-term stability.



| JINUHI BUSINESS | Private REIT | |
|--------------------------|--|----------------------------|
| Stable, long-term income | A low risk of a big change in the value of the principal | |
| | Management policy | Track record ^{*1} |
| Yield (annual rate) | About 3.5% | About 4% |
| LTV | About 20-40% | About 30% |

- The only private REIT in Japan that invests only in land; low LTV, low risk and low volatility
- Realize stable distributions over the long term by concluding long-term fixed-term land lease agreements with tenants without owning the building

Yield Comparison of Real Estate Financial Products



| Type | Yen-denominated public bonds | Private REIT | J-REIT | Real estate private fund |
|-----------------------------------|--|---|---|--|
| Yield (annual rate) ^{*2} | About 1.5%-3.5% | About 3%-4% | About 3%-6% | 6% or more |
| LTV | – | About 40% | About 40%-50% | About 60%-80% |
| Features | <ul style="list-style-type: none"> Traditional asset management | <ul style="list-style-type: none"> Avoiding price linkage with securities markets by not listing GOOD Investment period is indefinite GOOD ⇒ Products that "combine the best" of private funds and J-REITs | <ul style="list-style-type: none"> Expected yields vary widely depending on unit price BAD Investment period is indefinite GOOD | <ul style="list-style-type: none"> Limited principal price volatility due to private ownership GOOD Real estate asset management for a fixed term (exit is based on market conditions at maturity) BAD |
| | | <ul style="list-style-type: none"> Limited liquidity but can be redeemed on the secondary market or by using a refund system Slightly Good | <ul style="list-style-type: none"> Easy to buy and sell as the company is listed on the stock exchange GOOD | <ul style="list-style-type: none"> Limited liquidity BAD |
| | | <ul style="list-style-type: none"> This market has grown to 60 REITs and assets of ¥7.2 trillion; also attracting a broader range of investors ^{*3} | <ul style="list-style-type: none"> A wide range of individuals, domestic and foreign institutional investors, etc., investing in the company | <ul style="list-style-type: none"> Maximize equity income by adopting relatively high LTVs |

*1. As of June 30, 2025

*2. Typical figures are shown for each category of financial product. Actual numbers differ for individual REITs and funds and due to future performance.

*3. Source: The Association for Real Estate Securitization, "Private REITs Quarterly" (July 31, 2025). Figures are as of March 31, 2025, and the number of REITs includes JINUSHI REIT.

The JINUSHI CLUB (Real Estate Financial Product for General Investors)

- JINUSHI started to provide general investors with JINUSHI BUSINESS which has an excellent reputation among institutional investors.
- Offering for the 6th fund has been completed. The 7th fund is scheduled to be offered in September 2025. Properties for the 8-10th fund have already been purchased for JINUSHI CLUB.

Start with ¥100 thousand, become a **landowner**

Real Estate Financial Product for General Investors



Official Web Site



<https://jinushi-club.jp/>

Flexible structuring of returns and durations to meet diverse investor needs

Total investment:
Approx. **¥1.0** billion



Offering Performance up to the 6th fund

- Expected Annual Yield:
Approx. **3.0 % - 7.0 %**
- Operation Period:
9 months to **13** years and **7** months

Growth of the JINUSHI BUSINESS

- Since its start more than 20 years ago, JINUSHI has been a leader in the creation and growth of a market for leased land.
- Expanding the JINUSHI BUSINESS to general investors is expected to contribute to more growth.

For General Investors



JINUSHI CLUB

Provision of real estate financial products in small units as a Specified Joint Real Estate Enterprise^{*1}

Personal financial assets in Japan^{*2}

¥2,230 trillion

+

For Institutional Investors



JINUSHI REIT

Japan's only leased land and a reliable long-term private REIT specializing in investment for institutions

| AUM | Properties | Investors ^{*3} |
|-----------------------|------------|-------------------------|
| ¥257.6 billion | 188 | 335 |

*1. Provided by Jinushi Financial Advisors, a wholly owned subsidiary of our company

*2. Flow of Funds for the 4Q of 2024, Bank of Japan

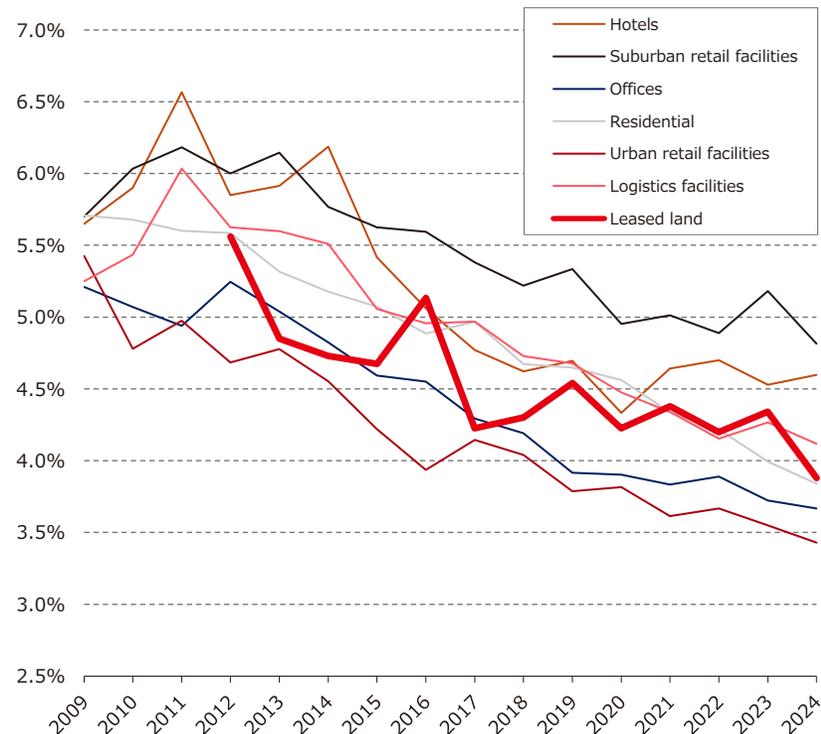
*3. As of January 8, 2025

Market Trend Data J-REIT Leased Land Transactions

- The cap rate of leased land when purchased by J-REITs has been declining steadily because of the strength of Japan's real estate market.
- Market liquidity of leased land has steadily improved. Since the establishment of J-REITs in 2001, the cumulative transaction amount of leased land by J-REITs has reached ¥831.4 billion.

J-REIT Cap Rate (Appraisal Value)

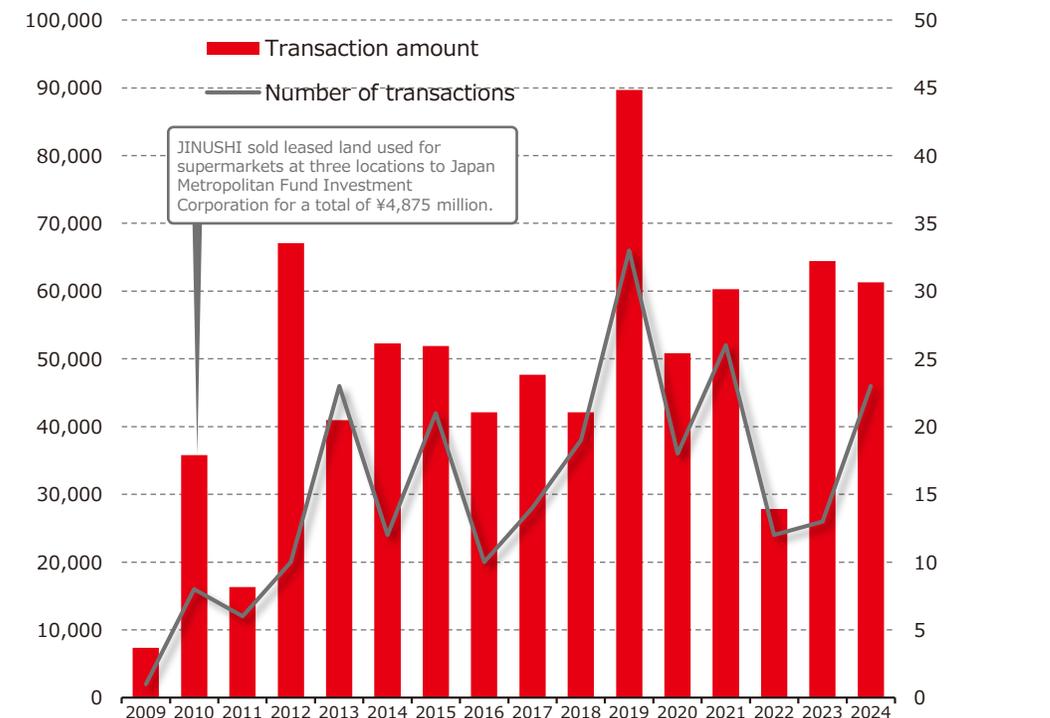
(Appraisal CAP rate as of purchase)



Transaction Amount and Number of Leased Land in J-REITs

(Amounts of transactions: Millions of yen)

(Number of transactions)



*1. JINUSHI estimates using information disclosed by J-REITs. Cap rates using appraisal values are the simple averages for each asset class. The total amounts of leased land transactions is the sum of acquisitions and sales of each RIET.

ESG (1) Environment

- In 2022, JINUSHI has established goals and performance indicators regarding climate change.
- We are dedicated to using the JINUSHI BUSINESS, which is resilient to climate change and natural disasters, to play a role in solving environmental and social issues.

Climate Change Goals and Performance Indicators

Goals

- Maintain carbon neutrality (Internal emissions: Scope 1, 2)^{*1}
- Increase pct. of land lease agreement with tenants that include ESG provisions: 100%^{*2}
- Volume of greenhouse gas emissions Unit: CO2 emissions (tons)

Performance Indicators

| Category | | FY12/22 results | FY12/23 results | Goal for 2030 | Goal for 2050 |
|--------------------------------|---|-----------------|-----------------|----------------|----------------|
| Scope1 ^{*1} | + | 26 | 27 | Carbon-neutral | Carbon-neutral |
| Scope2 ^{*1} | + | 14 | 16 | | |
| Purchased emission rights | - | (40) | (43) | | |
| Scope 1, 2 ^{*1} total | | 0 | 0 | | |

| | | | | | |
|----------------------|---|-------|-------|---|---|
| Scope3 ^{*1} | + | 4,619 | 2,694 | - | - |
|----------------------|---|-------|-------|---|---|

- Other indicators

| Category | FY12/23 results | FY12/24 results | Goal for 2030 | Goal for 2050 |
|--|-----------------|-----------------|---------------|---------------|
| ESG provisions in land lease agreements with tenants ^{*2} | 100% | 100% | 100% | 100% |

Activities with Tenants (Inclusion of ESG provisions)

Since June 2022, JINUSHI has included the following model ESG clause in land lease agreements for the use of greenery and energy conservation measures.

ESG Provisions for Land Lease Agreements

Based on discussions by JINUSHI and the tenant concerning the ESG concept and a joint commitment to ESG, the tenant agrees to use at the site and building solar power, an electric car charging system, greenery, and other environmental facilities and measures as much as possible without disrupting the operation of the business on the site.

Solar power generation system
65 projects



EV charging stations
44 projects



Wall vegetation and rooftop greenery
26 projects



As of the end of June 2025

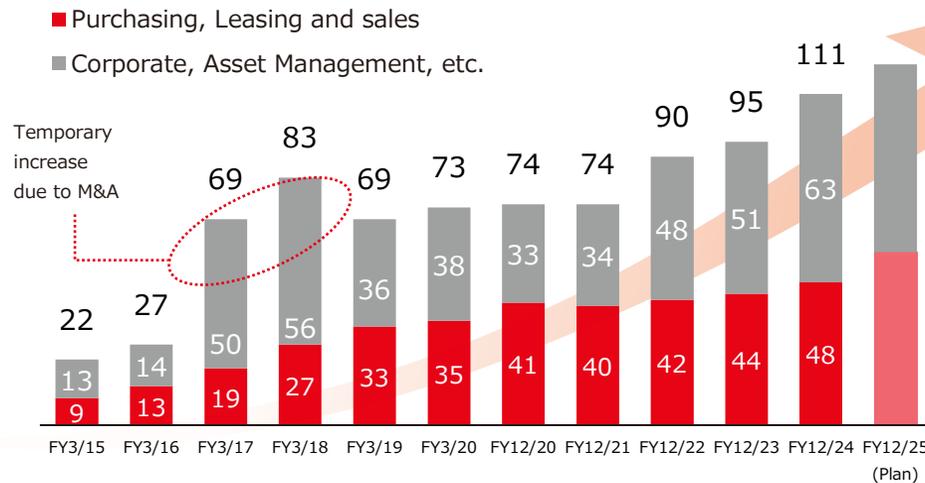
*1. Scope 1: Direct GHG emissions from internally used energy (fuel of company cars, etc.) Scope 2 : Indirect GHG emissions due to internally used electricity, heat, etc. (electricity at offices, etc.) Scope 3 : Emissions of other companies associated with business activities (site preparation, building demolition and other operations of partner companies)

*2. For land lease contracts including ESG provisions beginning on June 9, 2022 (only new developments of JINUSHI in Japan)

ESG (2) Human Resources Information/ Corporate Governance Framework

- Aiming for further business expansion of JINUSHI BUSINESS, actively recruiting excellent human resources.
- Outside directors are the majority of the Board of Directors.

Number of Employees



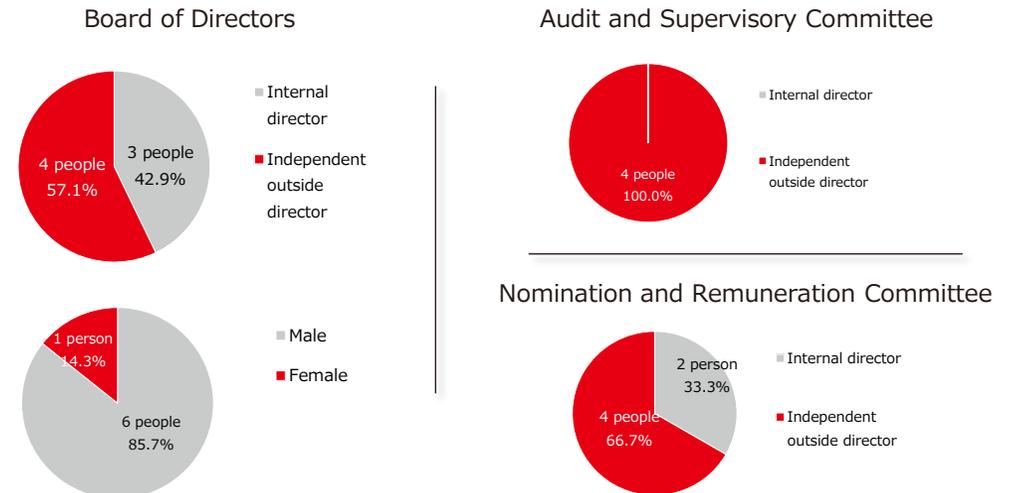
| Annual employee salary | Net profit per employee | Degree of sharing management philosophy |
|--|---|--|
| Avg. ¥19.15 million (FY12/24 Result) | ¥54.84 million (FY12/24 Result) | 4.22 pt ^{*2} (Dec. 2024) |
| No. 9 in the nation in average annual salary ranking of listed companies | JINUSHI BUSINESS is highly profitable due to its unique business model. | Max. 5pt (Avg. of other companies 3.54 pt) |

*1. The average annual employee salary is for only JINUSHI. Includes ¥2.07 million in restricted stock compensation. The ranking is based on the Toyo Keizai survey (ranked based on our actual results (¥17.18 million) for FY12/23).
 *2. Scores from an engagement survey conducted in December 2024 among employees (100% response rate) of our group (excluding some subsidiaries).

Corporate Governance Framework

- Company with an Audit and Supervisory Committee and a Nomination and Remuneration Committee
- Independent outside directors are 4 of the 7 directors
- Independent outside directors are the majority of the Audit and Supervisory Committee and the Nomination and Remuneration Committee

Composition



10-year Summary

| | | FY3/15 | FY3/16 | FY3/17 | FY3/18 | FY3/19 | FY3/20 | FY12/20 (9-month fiscal period) | FY12/21 | FY12/22 | FY12/23 | FY12/24 |
|---------------------------------|-----------------------|--------|--------|--------|----------|----------|----------|------------------------------------|----------|----------|----------|------------------|
| Statement of Income | | | | | | | | | | | | |
| Net sales | | 16,252 | 17,378 | 26,614 | 31,260 | 39,834 | 74,187 | 29,886 | 56,177 | 49,887 | 31,597 | 57,068 |
| Gross profit | | 4,653 | 7,427 | 7,710 | 6,858 | 8,172 | 9,100 | 5,019 | 9,263 | 10,857 | 10,499 | 13,394 |
| of which, Flow Business | Millions of yen | 4,143 | 6,868 | 5,581 | 5,082 | 6,569 | 7,028 | 3,868 | 7,738 | 8,275 | 7,722 | 9,955 |
| of which, Stock Business | | 260 | 555 | 1,080 | 1,370 | 1,111 | 2,068 | 1,144 | 1,509 | 2,388 | 2,766 | 3,432 |
| of which, others | | 249 | 3 | 1,048 | 404 | 491 | 3 | 6 | 15 | 194 | 10 | 7 |
| Operating profit | | 3,547 | 5,955 | 4,843 | 3,684 | 4,446 | 5,244 | 2,420 | 5,475 | 6,411 | 6,154 | 8,677 |
| Ordinary profit | | 2,987 | 5,626 | 5,181 | 3,044 | 4,327 | 4,599 | 2,157 | 5,002 | 5,943 | 5,718 | 8,265 |
| Net profit | | 1,863 | 3,605 | 6,437 | 1,958 | 2,684 | 3,177 | 1,644 | 3,124 | 3,641 | 4,709 | 6,087 |
| Net profit on net sales | % | 11.5 | 20.7 | 24.2 | 6.3 | 6.7 | 4.3 | 5.5 | 5.6 | 7.3 | 14.9 | 10.7 |
| Balance Sheet | | | | | | | | | | | | |
| Total assets | Millions of yen | 24,104 | 38,690 | 56,792 | 67,251 | 99,597 | 75,054 | 71,220 | 86,337 | 72,153 | 101,482 | 115,417 |
| of which, real estate for sale | | 12,640 | 22,610 | 31,639 | 41,049 | 69,516 | 43,493 | 38,387 | 41,995 | 28,192 | 60,060 | 70,670 |
| of which, land | | 3 | 3 | 3 | 3 | 3 | 3 | 2,883 | 16,994 | 16,066 | 13,971 | 14,336 |
| Total liabilities | | 15,593 | 26,989 | 36,914 | 46,947 | 77,985 | 51,184 | 46,379 | 58,555 | 41,193 | 69,980 | 70,617 |
| of which, interest-bearing debt | | 13,529 | 23,464 | 33,265 | 41,063 | 73,762 | 46,564 | 43,300 | 49,812 | 37,165 | 62,774 | 62,896 |
| Net assets | | 8,510 | 11,700 | 19,878 | 20,304 | 21,611 | 23,870 | 24,841 | 27,781 | 30,960 | 31,501 | 44,800 |
| of which, shareholders' equity | | 8,405 | 11,626 | 17,493 | 20,278 | 21,591 | 23,870 | 24,841 | 27,781 | 30,905 | 31,365 | 44,567 |
| Shareholder Returns | | | | | | | | | | | | |
| Dividend per share | Yen | 30.0 | 45.0 | 55.0 | 55.0 | 55.0 | 55.0 | 25.0 | 50.0 | 55.0 | 55.0 | 85.0 |
| Dividend payout ratio | % | 23.8 | 21.5 | 15.0 | 50.2 | 36.8 | 31.5 | 27.8 | 29.3 | 27.6 | 20.5 | 25.4 |
| Indicators | | | | | | | | | | | | |
| EPS | Yen | 125.91 | 209.09 | 366.84 | 109.61 | 149.30 | 174.59 | 89.94 | 170.90 | 199.16 | 267.76 | 334.89 |
| BPS | | 496.43 | 665.31 | 979.32 | 1,135.12 | 1,196.94 | 1,305.43 | 1,358.52 | 1,519.30 | 1,690.17 | 1,915.86 | 2,181.23 |
| Equity ratio | % | 34.9 | 30.1 | 30.8 | 30.2 | 21.7 | 31.8 | 34.9 | 32.2 | 42.8 | 30.9 | 38.6 |
| ROE ^{*1} | | 35.3 | 36.0 | 44.2 | 10.4 | 12.8 | 14.0 | 6.8 | 11.9 | 12.4 | 15.1 | 16.0 |
| Net D/E ratio ^{*2} | Times | 0.37 | 0.97 | 0.98 | 1.31 | 2.54 | 1.04 | 0.90 | 1.17 | 0.45 | 1.26 | 0.87 |
| Number of employees | | 22 | 27 | 69 | 83 | 69 | 73 | 74 | 74 | 90 | 95 | 111 |
| CO2 emissions | Scope 1 ^{*3} | t-CO2 | — | — | — | — | — | — | 32 | 26 | 27 | To be calculated |
| | Scope 2 ^{*3} | t-CO2 | — | — | — | — | — | — | 20 | 14 | 16 | To be calculated |
| | Scope 3 ^{*3} | t-CO2 | — | — | — | — | — | — | 3,434 | 4,619 | 2,694 | To be calculated |

*1. ROE is net profit divided by average equity during the fiscal year

*2. The net debt-equity ratio is debt minus cash and deposits divided by net assets

*3. Scope 1: GHG emissions directly from company operations (gasoline for company vehicles, etc.), Scope 2: GHG emissions indirectly from company operations, such as for electricity and heat (electricity at offices, etc.), Scope 3: Indirect GHG emissions not included in Scope 2 that include activities of suppliers, customers and others (emissions due to soil remediation by customers, building demolition, etc.)



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