

TamaHome®

Serving communities by providing the highest quality housing at the lowest price

Building houses to enrich the lives of the people who will inhabit them.

We have sought to achieve “high quality and reasonable pricing” by thoroughly reducing the costs involved in building houses.

We hope to always support the people who live in our housing through quality that allows for long-term,
comfortable living and prices that make our houses obtainable.

We aim to be a housing company that cares not only about finishing construction
but one that can also create happiness for the residents once the construction is finished.

TamaHome will continue to strive to provide the highest quality housing at the lowest price.



We hope to contribute to society by being a leading company in the housing industry

When I was in my 30s, I traveled to the U.S.A. to study house construction techniques there. I was struck by the dramatic contrast between land and house price in Japan and in the U.S.A.

The average unit price for a house in the U.S.A. was roughly equivalent to 300,000 yen tsubo (one tsubo equals approximately 3.31m²). I realized that, with this kind of low price, it is possible to enrich people's lives.

If it was possible for low-cost housing to be widely adopted in Japan, then people in Japan could enjoy better lives, and would be able to devote themselves to culture and the arts.

I decided that I wanted to try to provide low-cost housing in Japan.

To realize this vision, I founded Tama Home Co.,Ltd.

Houses in Japan are generally too expensive.
This fact was the starting point for TamaHome.

In the future, we will continue challenging ourselves to provide high-quality homes at reasonable price.

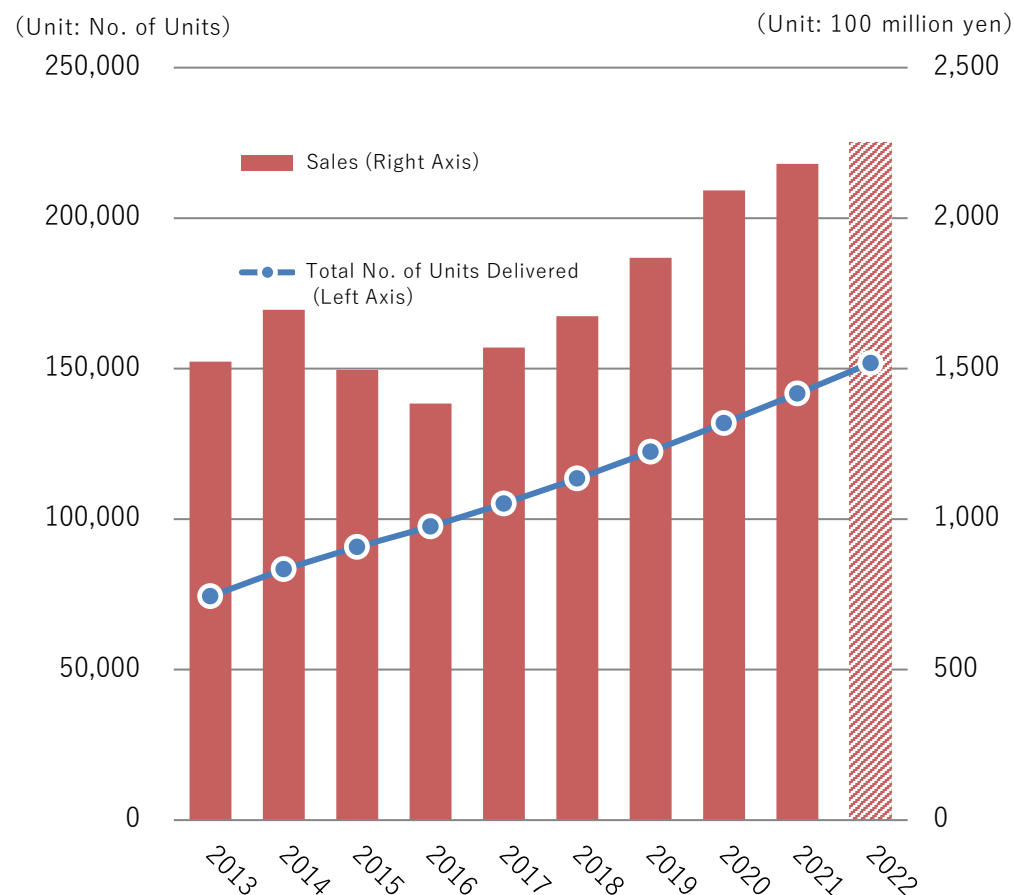
Chairman & Representative Director

玉木康裕

Yasuhiro Tamaki

***Tsubo**(one *tsubo* equals approximately 3.31m²)

Sales and Total No. of Units Delivered After Going Public



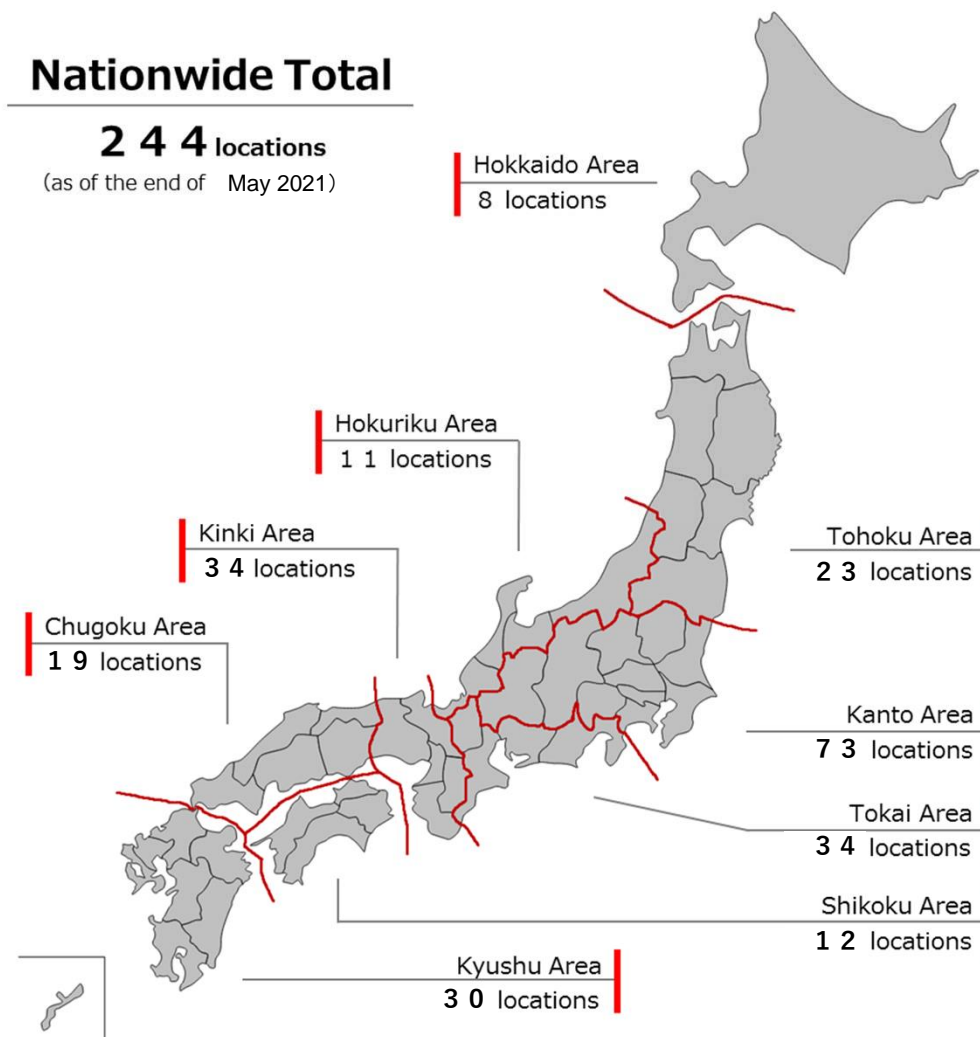
Apr. 2021

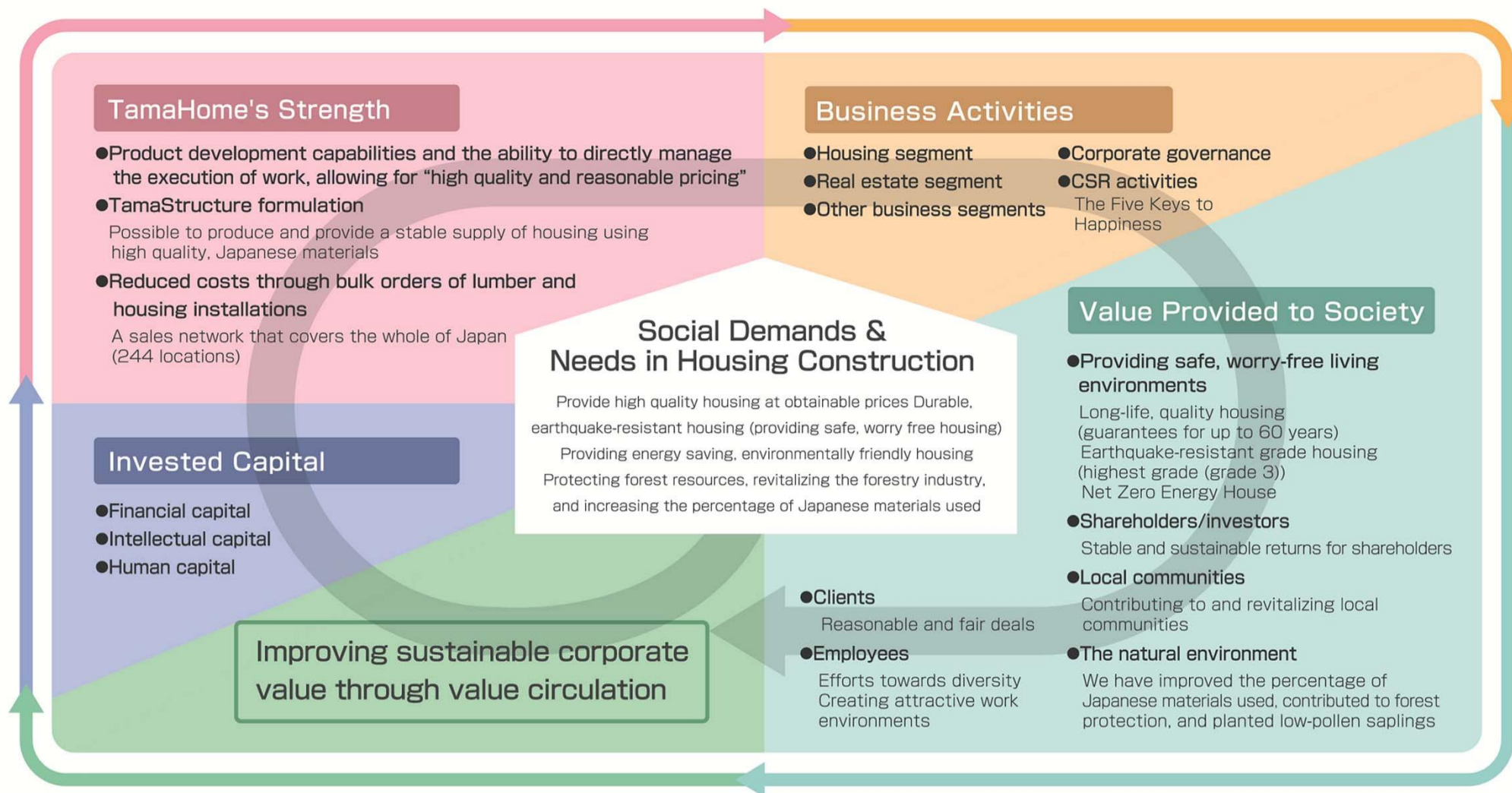
Total No. of Units Delivered **Over 140,000**

Store Expansion

Nationwide Total

244 locations
(as of the end of May 2021)



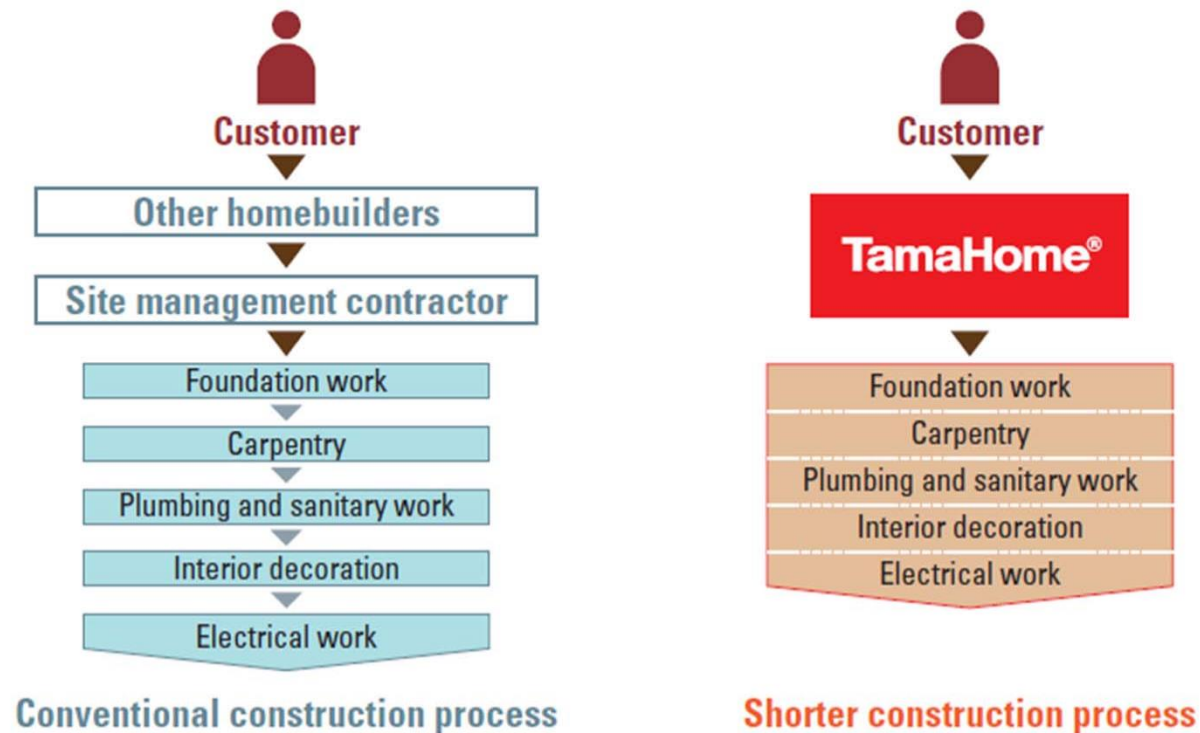


Fulfilling the promise of “high quality and reasonable prices”

1. Direct management of work execution
2. Distribution system for directly connecting with producers ;
“The TamaStructure”
3. Reducing costs through bulk orders



Directly managing work execution, no intermediaries.

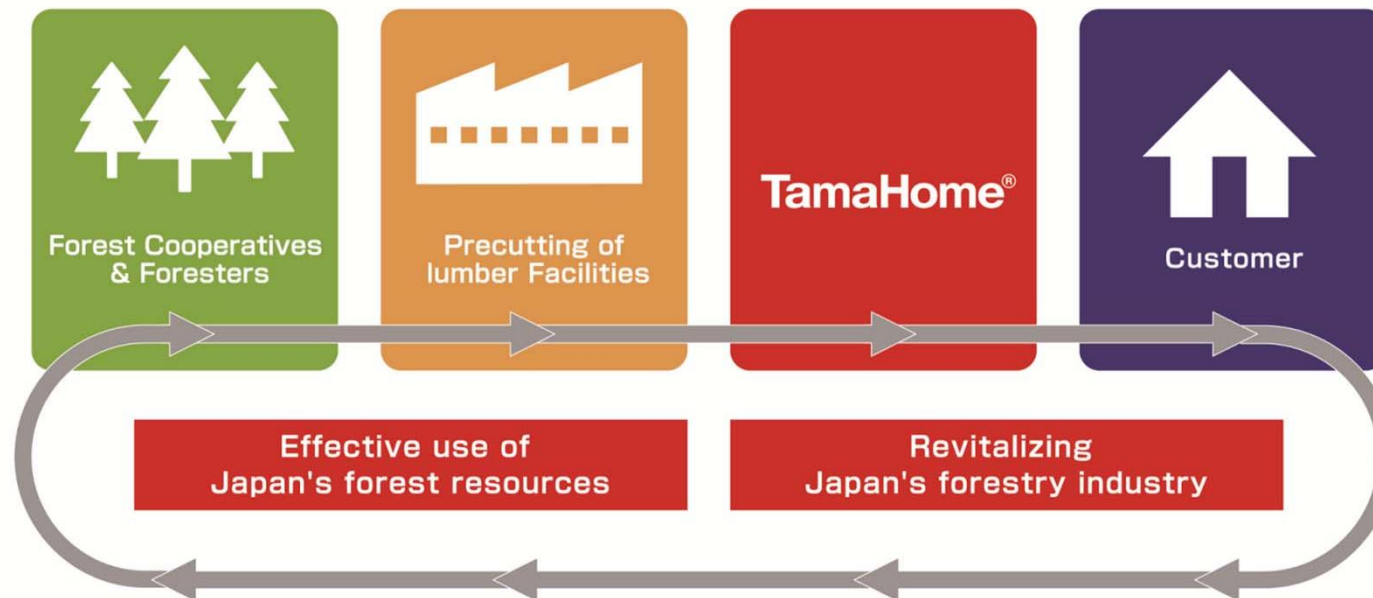


We reduce costs and shorten the work period by placing orders directly with subcontractors and carrying out the direct management of work execution rather than following the “pile-on method” that has traditionally been used in the housing industry.

We have managed to improve cost performance by being flexible in our thinking.

Our new “TamaStructure” distribution system for directly connecting with producers

We eliminate the margins for the intermediaries, stock lumber at a stable price, and ensure lumber traceability



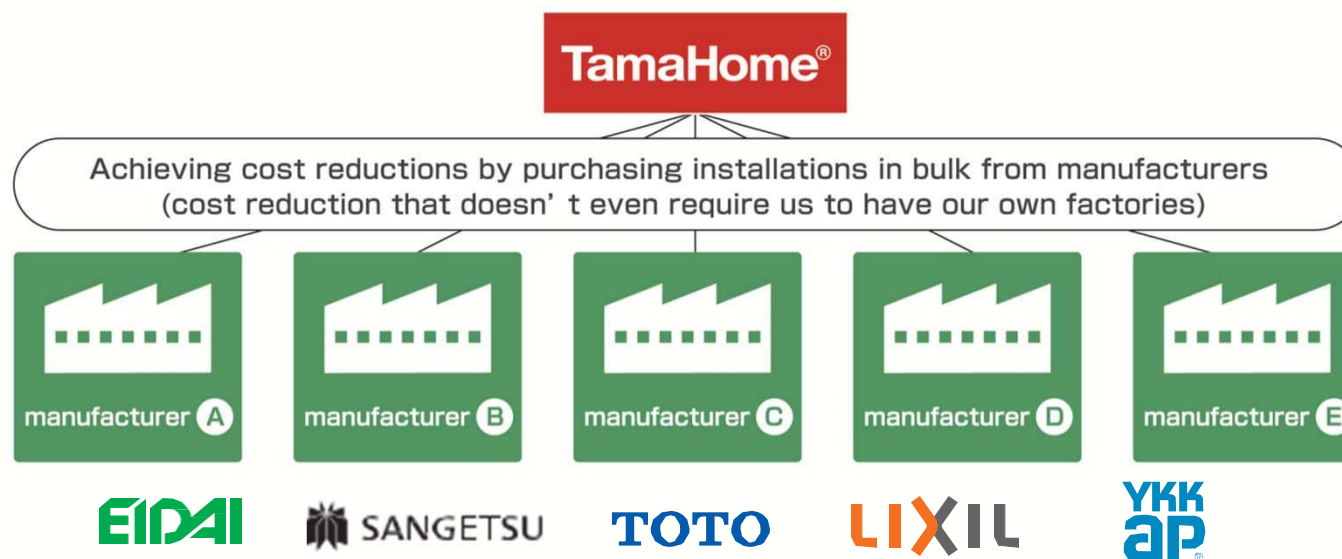
We have built the TamaStructure distribution system to produce and provide a stable supply of high quality, Japanese timber.

We have cut out the margins for the intermediaries by directly connecting with foresters and forest traders.

We are able to stock lumber at stable prices unaffected by market prices and the season as we inform forestry cooperatives and foresters of the volume we need beforehand based on the number of units we plan to construct. We have also achieved traceability for our lumber, something that has been difficult to achieve with the complexity of distribution up to now.

Reducing costs by ordering housing installations in bulk

We reduce costs through advantage of scale. We also provide “customer comforts” by using a wide variety of manufacturers.



We are able to stock high quality products at low costs by purchasing housing installations, such as kitchen, bath, and toilet installations, in bulk from specialized installation manufacturers.

We reduce costs by setting our prices after discussing the number of installations to be provided with installation manufacturers in accordance with the number of units planned for construction during the year and then ordering in bulk. There is no need for us to have our own production facilities, such as a factory, or material warehouses and, since no product development costs are incurred, we are able to sharply reduce costs.

We have also been able to bring happiness to our customers by increasing the variety of housing installation selections available to them.

Promoting the mid-term management plan through a new management system

On June 3, 2018 we celebrated our company's 20 year anniversary. I would like to give my sincere thanks for the support received from all of our stakeholders: our shareholders, our customers, and our clients.

Since our founding, our company has provided high quality, reasonably priced housing under the management philosophy of "serving communities by providing the highest quality housing at the lowest price."

I firmly believe that TamaHome has been able to grow so rapidly over these past twenty years because our efforts based on this management philosophy conformed to the needs of our customers. We will continue to strive for management that places the customer first, aiming to be a "housing company that can also create happiness for the residents after the construction is finished."

At the time of our founding we had three objectives. The first of these objectives, to be listed on the First Section of the Tokyo Stock Exchange, we achieved 15 years after our founding. We have positioned our 20 year anniversary as our "second founding," setting our long term vision for the remaining two goals that we will be working to achieve: becoming a "1 trillion yen company" and "being number one in the housing industry".

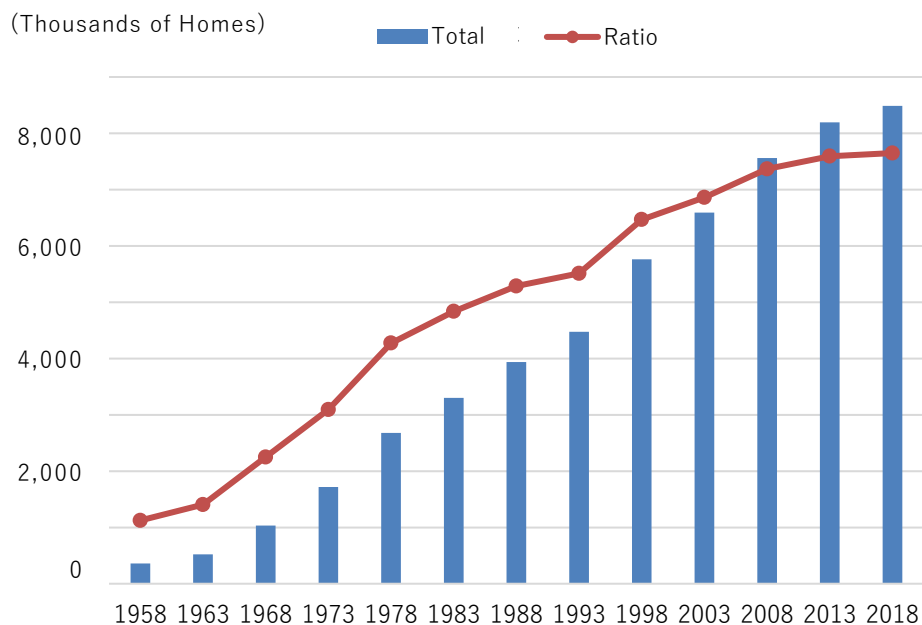
President & Representative Director

玉木 伸弥
Shinya Tamaki



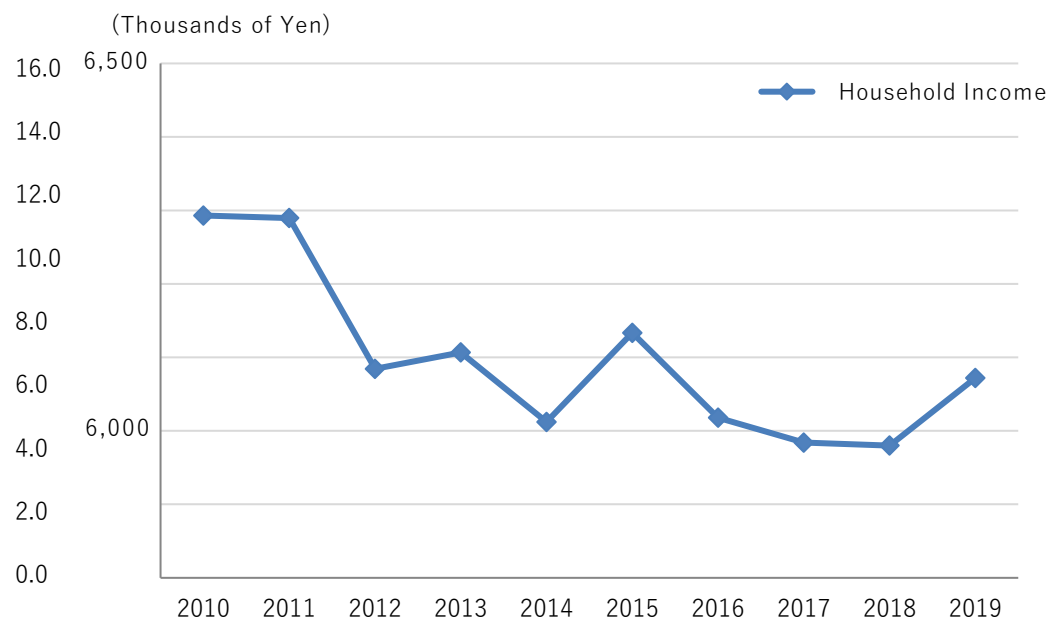
- Change in working styles and need for the detached house due to COVID-19
- Increase in the number of unused, vacant houses
- Low interest rates and declining household income

No. and Ratio of Vacant Houses



Source: Housing and land survey of Japan 2018

Household Income of Flat 35 Users



Source: Housing Finance Promotion Association (*Jutaku Kinyu Fukyu Kyokai*)
Flat 35 user survey report

The new housing market is shrinking. Even though the number of vacant houses is increasing, there remains a high level of demand for new housing.

Basic Policy

Aim to be **No.1 in housing start orders and grow around the four pillars of business.**

The four pillars are custom-built housing, detached house sales, renovation, real estate businesses.

We aim to reach 320 billion yen in sales and 20 billion yen in operating profit by 2026.

Basic Strategy

1. Aim to have the top market share in each prefecture for the custom-built homes segment.
2. Aim to reach 1,700 units in sales for the detached house sales business and increase its market share.
3. Aim to reach 12 billion yen in sales for the renovation business and grow more annually.
4. Aim to reach 50 billion yen in sales for the real estate business and grow more annually.

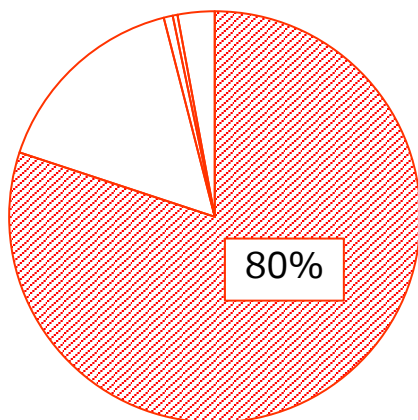
Figure Objectives

	May 2021 Results	May 2026 Objectives
No. of Units Ordered	12,324	15,000
No. of Units Sold	9,786	12,500

*Based on the no. of units delivered, including detached homes

	May 2021 Results	May 2026 Objectives
Sales	218 billion yen	320 billion yen
Operating Profit	10 billion yen	20 billion yen
Operating Profit Rate	5.0%	6.2%
Current Net Income	7 billion yen	12 billion yen

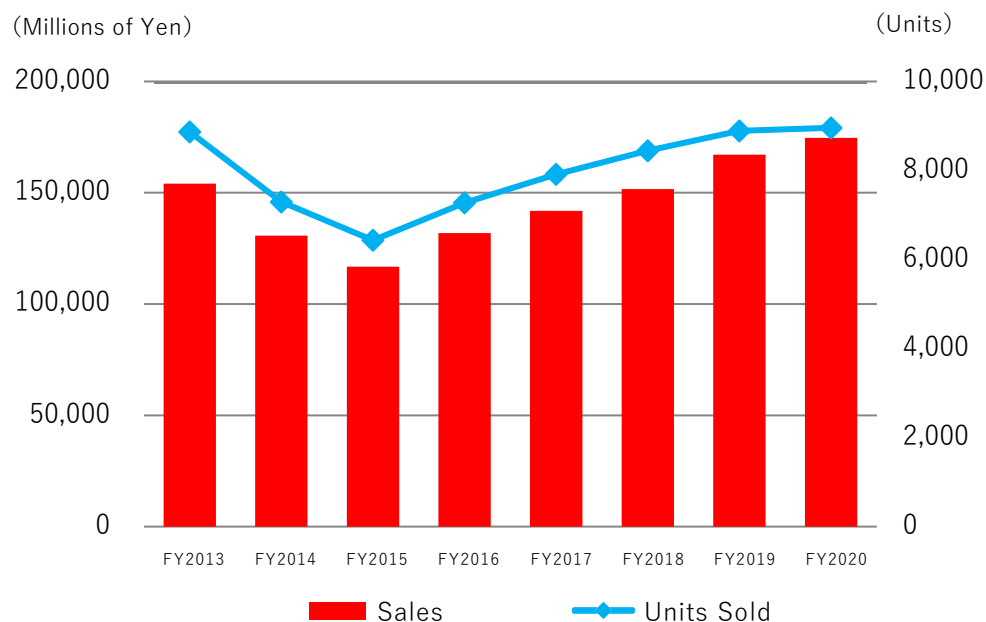
Segment Percentage and Sales



Business Domain

- Construction contractor for custom-built homes
- Contractor for home renovation and other work
- Contractor for ancillary services and construction such as landscaping work
- Design support work such as inputting CAD data for pre-cuts and creating drawings

- Foundational Segment for Our Group
- Opened 244 locations in all 47 prefectures (as of the end of May 2021)
- Passed 100,000 total units delivered in November 2016
- No. of customers having received their house 10 years ago or more reached 56,000 units



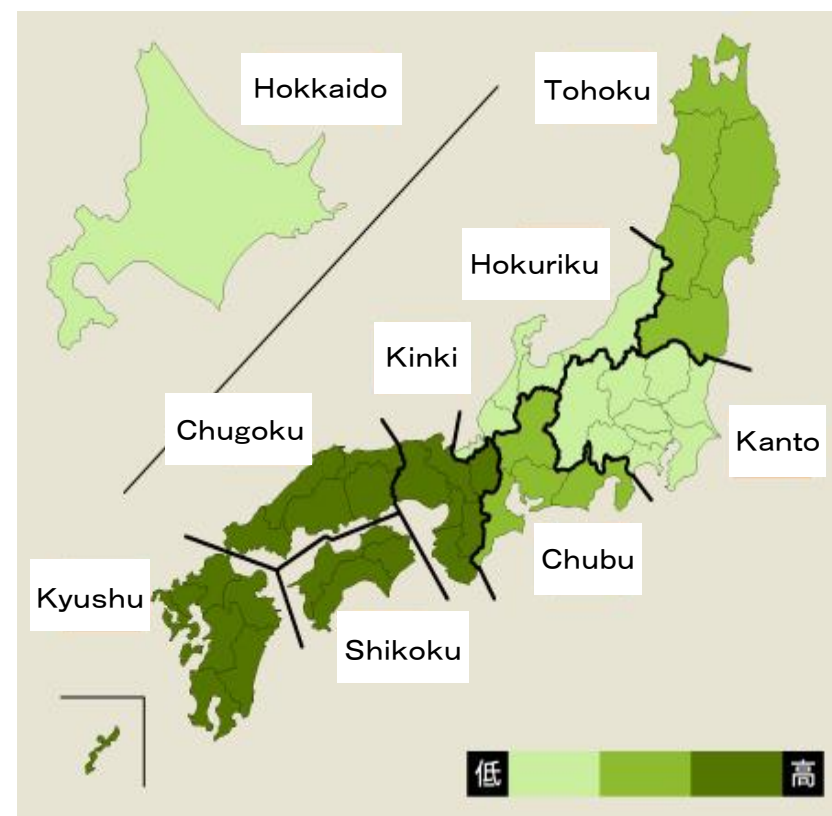
Aiming to be number one in orders for custom built homes starts in each prefecture

- Establish and implement sales strategy in accordance with regional particularities

- Products & prices
Strengthen sales of standardized houses and regionally limited products
Add high value added products to the lineup
- Sales outlets
Open stores in blank areas
- Promotion
Holistically promote the quality of products and services

Market Share Distribution by Area

(Cumulative Total for Housing Starts for the May 2021 Period)



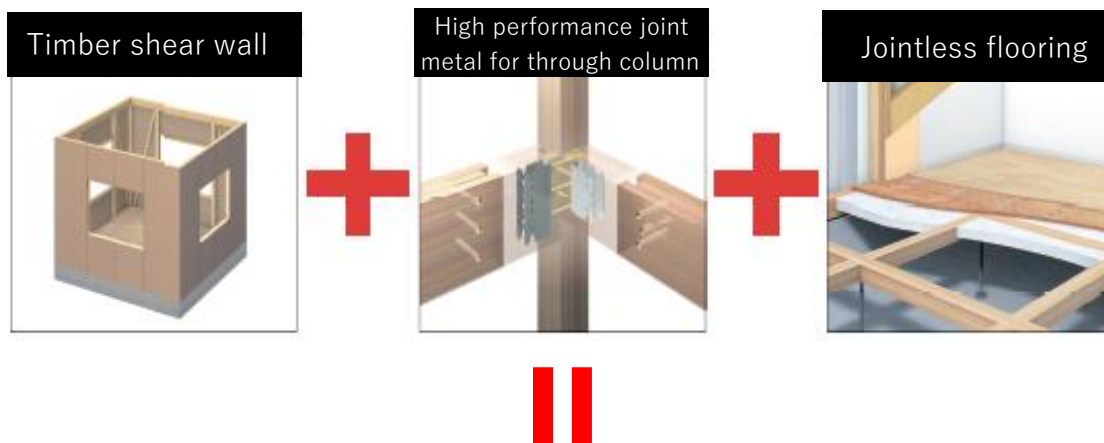
*Regional divisions in statistical surveys by the Ministry of Land, Infrastructure, Transport and Tourism

Development of products that allow for long-term, worry free living

- We pursue sturdy construction against earthquakes, and our houses have the highest grade(3) earthquake resistance.

■ We verify that our houses have a high level of earthquake resistance. Grade(3) earthquake resistance proves high performance against earthquakes. We build safe living spaces protecting your life.

■ We provide high-performance for earthquake resistance.



Our products have high-performance earthquake resistance and durability.



Performing continuous shaking experiments at the “E-Defense” earthquake resistance testing facility, the largest in the world. We verify that houses built under our standard specifications have a high level of earthquake resistance for multiple magnitude seven earthquakes.

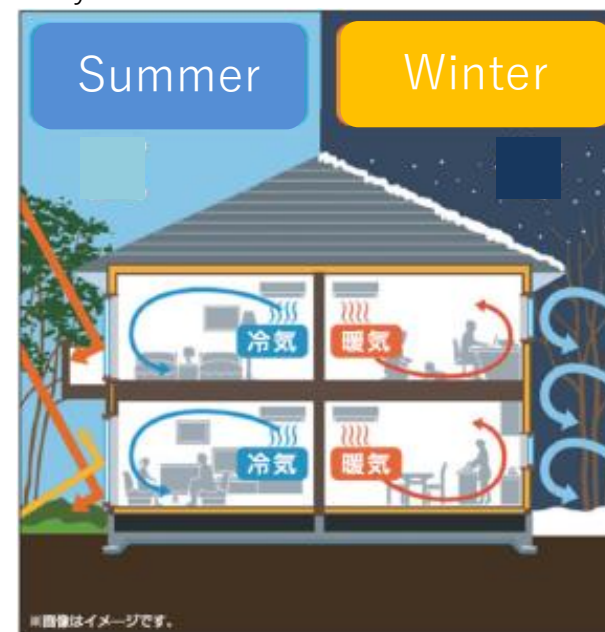
- We develop environment-friendly products.
- Our houses have the highest grade(4) thermal insulation following the area classification for energy efficiency and conservation.

■ Particularly our “Daichi-no-ie” has high insulation.



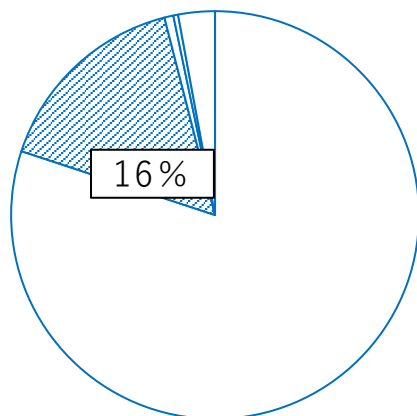
- “Daichi-no-ie” has both external wall insulation and fill insulation.
- Its front door is a high insulation door, and its windows are made of organic triple-layered glass.
- Its bathroom has air conditioning as standard.
- “Daichi-no-ie” softens temperature gap and contributes to a rich and comfortable life.

■ We realized the highest grade(4) insulation and a healthy indoor environment.



- It's cool in summer because it keeps heat outside.
- It's warm in winter because of the sealed heat inside.

Segment Percentage and Sales



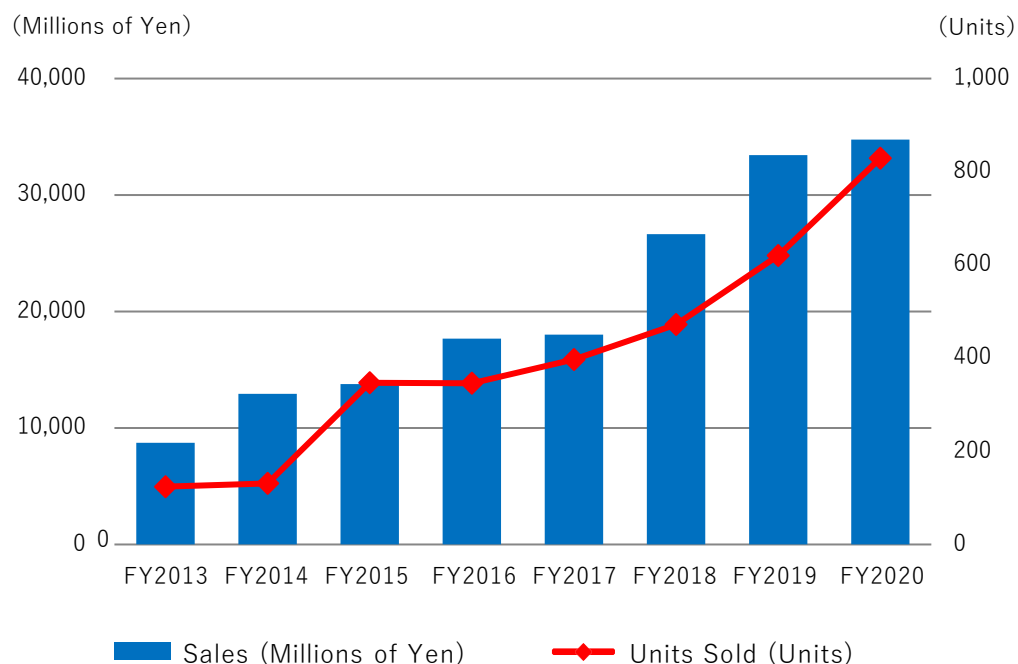
Business Domain

- Sale of residential lots and detached homes
- Planning, development, and sale of condominiums
- Subleasing of office buildings
- Sale of unit ownership rights for offices
- Real estate agent

From housing construction to urban development, we provide comprehensive housing environments that consider the cityscape and scenery.

As for new businesses, we have begun offering office subleases and selling unit ownership rights for offices.

We are aiming to expand by understanding the vigorous demand for offices.

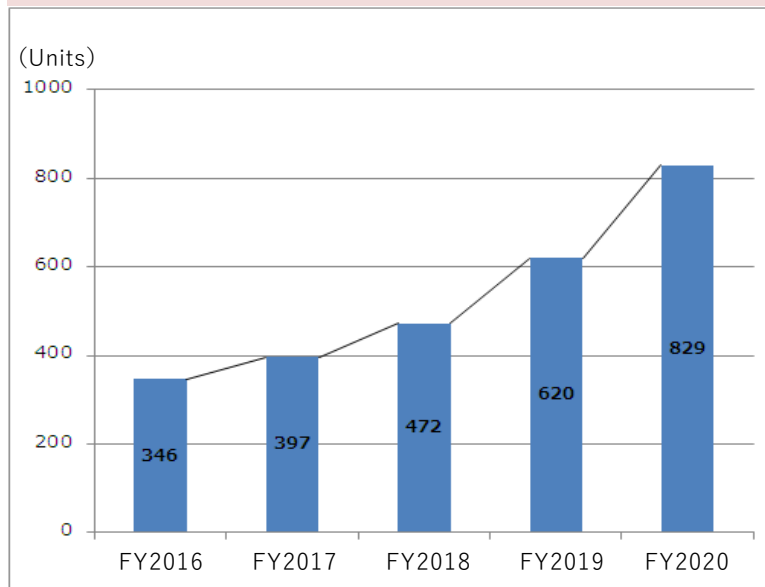


Detached homes segment

Development of high quality, reasonably priced detached homes

- Purchase and sale of lots, mostly small-scale (fewer than 10 partitions), with an emphasis on the turnover of capital.
- Construct a system for the purchase and sale of residential lots in local central cities.
- Further sales promotion for the large scale lots already being handled, aiming sell-out early.

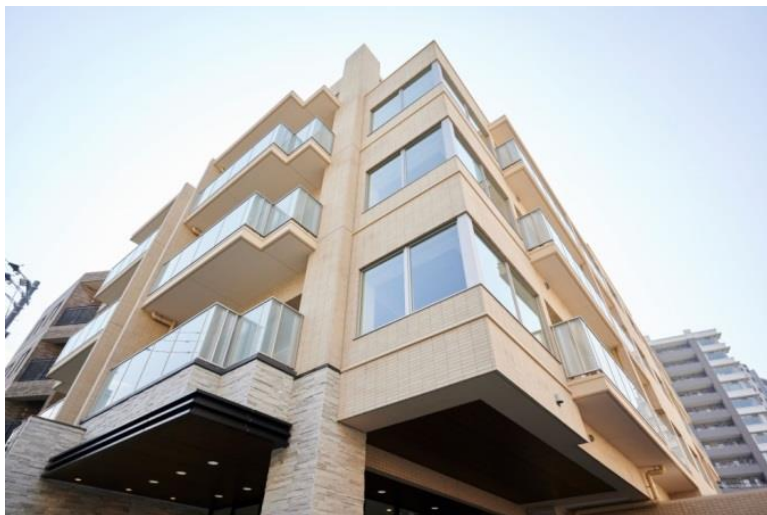
Total No. of Detached Homes Delivered



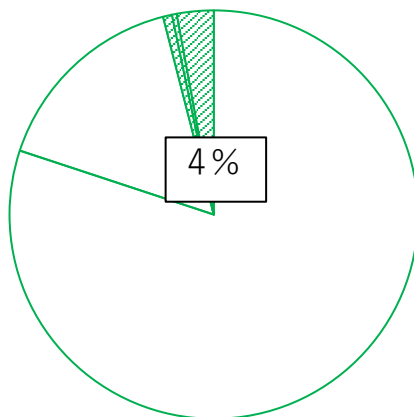
Condominium segment, office sublease segment, office unit ownership rights sales segment

- Condominium segment
Purchase the land for condos actively in the areas with high demand, such as urban areas.
- Office sublease segment
Expand from the seven major wards of Tokyo* to urban areas in Kanto and increase the number of new commissions
- Office unit ownership rights sales segment
Buy up units in the seven major wards of Tokyo, sell throughout Japan, and strengthen purchases and sales in accordance with actual demand.

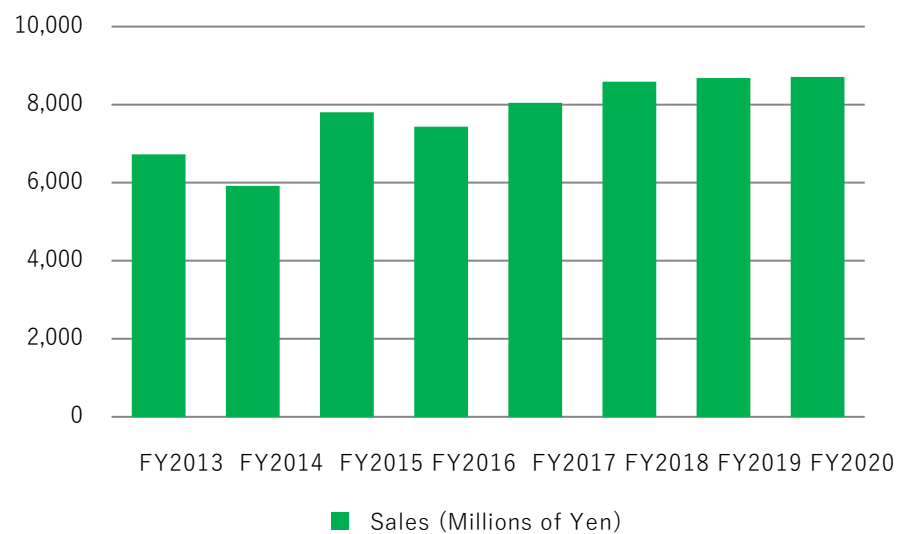
*The seven major wards of Tokyo are Chiyoda-ku, Chuo-ku, Minato-ku, Shinjuku-ku, Shibuya-ku, Toshima-ku, and Shinagawa-ku.



Segment Percentage and Sales



(Millions of Yen)



Business Domain

[Finance Segment]

- Insurance agency services for fires, earthquakes, as well as additional policies and agency services
- Bridge loans for customers purchasing custom-built homes

[Energy Segment]

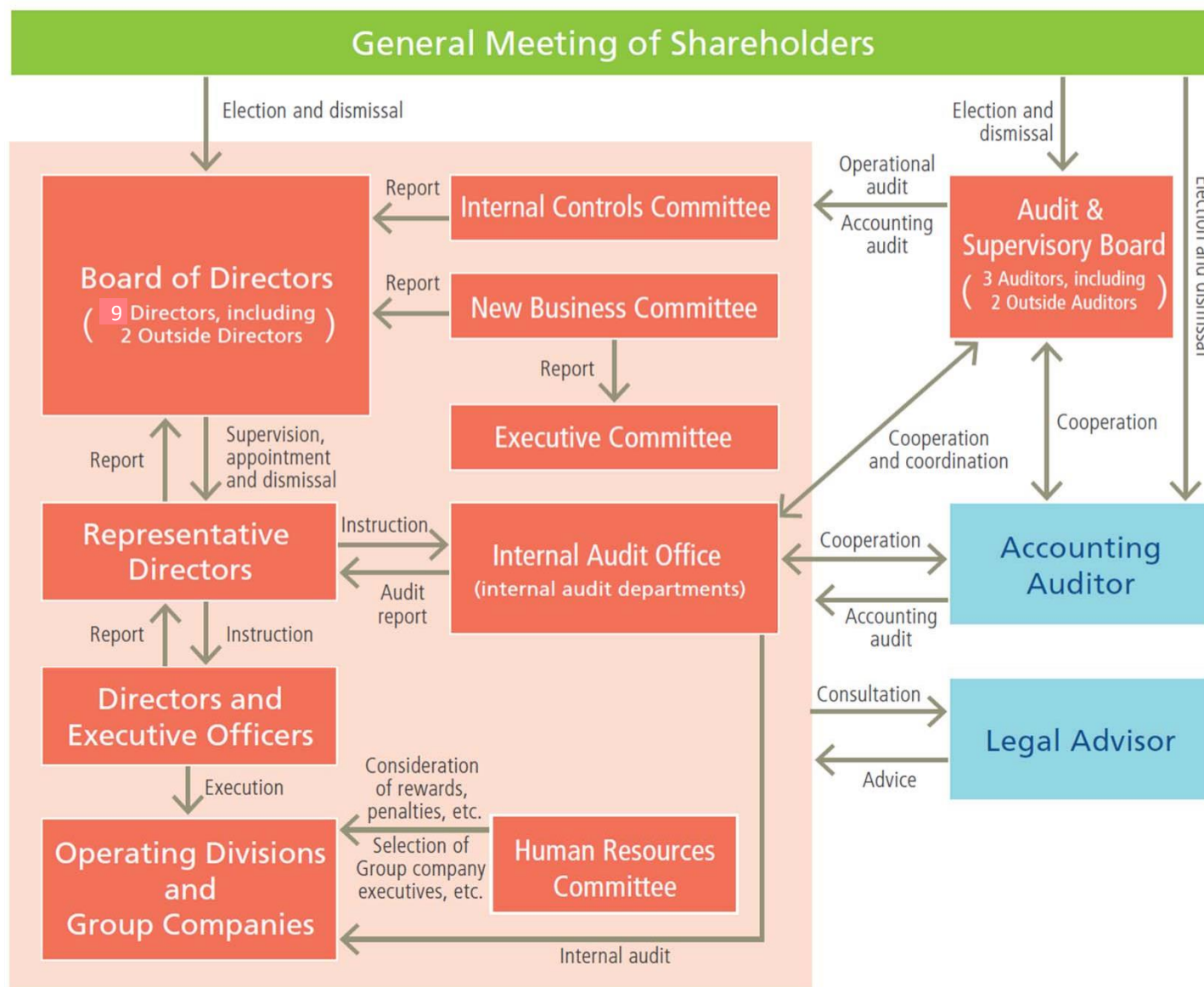
- Operation of mega solar power generating facilities

[Other Segments]

- Sale of home furniture and contractor for interior construction work
- Soil surveys
- Overseas businesses



We have positioned the strengthening of corporate governance as an important management issue and we aim to make prompt, reasonable decisions from the perspective of continually improving corporate value and increasing the trust of stakeholders, especially the trust of our shareholders. Our principle position is one of establishing a management system that is highly efficient and highly transparent.



Basic policy for disasters

In addition to prioritizing the saving of human lives, our group's basic policy for disasters is for all employees to work together to "contribute to local communities," "secure corporate assets," "prevent secondary disasters," "restore business early/continue business," and "prevent recurrence."

If a disaster occurs, we will quickly establish an emergency response organization to continue the business and begin assessing the damage and carrying out support activities.

We have also built a system for assessing damage to customers, supporting our customers, and explaining post-disaster insurance policies and how we handle damage to houses.



Information security efforts

Our group operates a construction business that includes serving as a construction contractor for wooden houses, businesses related to the sale and lease of real estate at some offices, and an insurance agency business. We have stated our policy on making appropriate use of customer information within the range needed for the execution of these businesses.

[\[Privacy Policy: Handling of Private Customer Information\]](#)

We have also enacted reasonable and appropriate safety measures for general crime, the organizational system, and information and communication technologies and established a system for protecting information from leaks, destruction, and harm by establishing basic rules for the information system and the security management and work system.

CSR Basic Policy: The Five Keys to Happiness



Happy Life

We will continue to work towards realizing safe, worry-free, comfortable living for our customers by providing them with high quality homes at reasonable prices.

Happy Work

We treasure the desire of our employees for growth and we will continue to work to create pleasant worksites where they can achieve their dreams and goals with peace of mind.

Happy Business

We perform fair business management and fair deals and we will continue to build relationships where we can continue to grow with our clients.

Happy Community

We treasure our connection with the people who live in the community and we will continue to work to contribute to communities and create smiling faces.

Happy Earth

We will consider what we can do for the global environment and will continue to work to preserve the environment so as to allow everyone to live with peace of mind.

Corporate Governance

We will strive for the “Five Keys to Happiness” and continue to work to continually improve corporate value through sound transparent management for the sake of all our stakeholders, especially our shareholders.

Happy Life –For customers

Creating safe, worry free housing



We have worked to improve the earthquake resistance of wooden houses as one of the important elements for “building safe, worry free houses.”

Earthquake resistance of “grade 2 or above” is required in the housing performance display system to be certified as long-life, quality housing, but for our “Dai-Anshin no 1e series” we design and build houses to “grade 3” standard specifications.

Besides having a “structure that is earthquake-resistant”, “building an earthquake-resistant house” also requires good ground. TamaHome performs soil surveys for all buildings before starting construction. We perform soil remediation work if necessary based on the survey results and strive to achieve secure soil.

Contributing to SDGs with Happy Life initiatives



Happy Work –With employees

Efforts at Diversity



Our corporate group aims to build a robust work environment where diverse individuals recognize each others' perspectives and values, where they can demonstrate their maximum potential, and where they can grow, regardless of their language, culture, gender, nationality, age, or whether or not they have a disability. Furthermore, going forward we will be deepening understanding of LGBT individuals and creating a supportive work environment for them, in addition to providing opportunities for women to be active by actively providing support for child birth and child rearing. We will work to create a worksite where a variety of individuals can participate by providing a worksite environment in accordance with each individual's experiences and abilities for senior personnel as well.

Contributing to SDGs with Happy Work initiatives



Happy Business –With clients

Reasonable and fair deals



All of our clients are important partners and stakeholders to us and we perform fair deals with the aim of mutual sustainable development for our corporate activities.

We have set forth a behavioral code in our “Code of Behavior for Employees” and we specify that employees may not inflict losses by using the company’s superior position when conducting transactions and that employees may not perform actions in violation of laws such as the Anti-Monopoly Act, the Subcontract Proceeds Act, and the Construction Industry Act when making subcontract payments or performing other actions. Our entire group is working to enact fair deals.

Contributing to SDGs with Happy Business initiatives



Happy Community –With the local community

Support during disasters



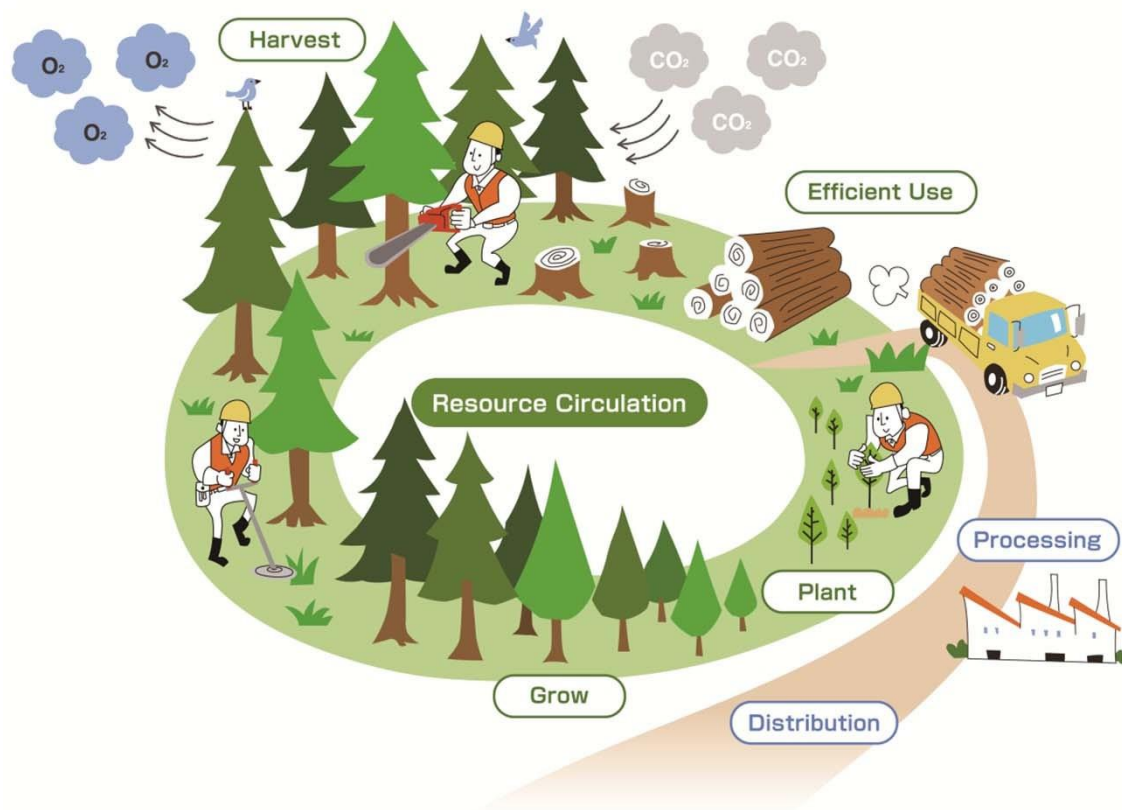
At TamaHome, we believe that the best form of support for contributing to the fastest possible recovery of large scale disaster areas is to continue to provide sustainable housing and following disasters we have increased the number of employees and given it our all to provide housing and contribute to other efforts. On November 28, 2017, we concluded the “Agreement on Providing Materials and Constructing Wooden Emergency Temporary Housing During Disasters” with Fukuoka Prefecture. This agreement aims to meet the needs of those affected by disasters and we will work in cooperation with Fukuoka Prefecture to provide materials and build wooden emergency temporary housing using TamaHome’s nationwide network and our ability to provide housing through our materials procurement system.

Contributing to SDGs with Happy Community initiatives

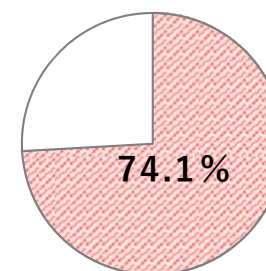


Happy Earth① –For the global environment

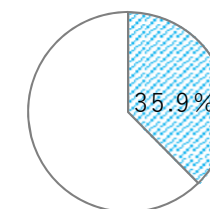
Contributing to forestry activities by using Japanese lumber



Percentage of Japanese Lumber Used by Our Company



National Average for Percentage of Japanese Lumber Used



*Percentage of Japanese lumber used

The percentage of Japanese lumber used for the construction of Dai-Anshin no Ie and Dai-Anshin no Ie [Ai] [Dan] housing frames is approximately 74.1% per building. The percentage of Japanese lumber used differs for other products. (May 2021 survey by our company)

[Advantages of Using Japanese Lumber]

The Japanese cypress and Japanese cedar trees actively planted in Japan following the war grew large enough to be used for lumber. By following the cycle of using Japanese trees ready to be cut and replanting forests, we preserve the environment and are able to pass the environment on as a sustainable resource.

And by making steady and mass use of Japanese lumber, we are able to contribute to the revitalization of local industry and create new employment for rural areas in Japan that are experiencing reduced working populations due to the aging of the population.

Happy Earth② –For the global environment

Contributing to future generations



Because of our desire to leave a better forest environment to the next generation, our company is working to create sustainable forest environments and “plant low pollen saplings designed with pollen allergies in mind.”

Through our TamaStructure, we have used the network we have built with forestry cooperatives in various areas to gradually change forests to “low pollen forests” by cutting trees, using the timber, and planting new trees in order to promote environmental measures that help those with pollen allergies.

Contributing to SDGs with Happy Earth initiatives



JAPAN WOOD DESIGN
AWARD 2017



JAPAN WOOD DESIGN
AWARD 2018

As a result of these efforts we were awarded the “Japan Wood Design Award 2017” (social design department/communications field). We are unique in our efforts to face the modern issue of pollen allergies, plant 10 trees for each house, and be conscious of sustainable use for resources. We were praised for having these efforts and our perspective of changing time to value promote an understanding of lumber.

[Cut and Use]

Japanese cedars begin full-scale pollen production between 25 and 30 years of age. Consequently, we are able to decrease the amount of pollen by cutting many pollen producing trees for use.

[Plant]

Because Japanese cedar forests handle many functions, such as preventing global warming and persevering Japan, we need to replant these forests after cutting. That said, we can't reduce pollen by planting saplings of Japanese cedar, which produce large amounts of pollen after a couple of decades. That is why we are working to gradually change these forest to “low pollen forests” by cultivating low pollen Japanese cedar saplings, an improved variety of Japanese cedar. Going forward we will expand our range using our network and spread these activities in order to solve the social issue of pollen allergies.

Financial and Nonfinancial Highlights

Consolidated Business Performance (Millions of Yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Sales	169,528	149,570	138,379	157,001	167,915	186,874	209,207	218,092
Operating Profit	4,580	2,284	1,803	3,901	4,653	7,366	9,873	10,999
Operating Profit as a Percentage of Sales(%)	2.7	1.5	1.3	2.5	2.8	3.9	4.7	5.0
Ordinary Profit	4,509	2,016	1,016	3,475	4,029	6,955	9,754	11,093
Ordinary Profit as a Percentage of Sales (%)	2.7	1.3	0.7	2.2	2.4	3.7	4.7	5.1
Current Net Earnings (Losses)	1,717	△641	△446	901	2,047	3,934	5,109	7,168
Current Net Earnings as a Percentage of Sales (%)	1.0	-	-	0.6	1.2	2.1	2.4	3.3

Consolidated Finances (Millions of Yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Total Assets	86,408	87,071	83,866	83,350	90,767	89,497	101,713	100,216
Net Assets	15,460	14,393	13,531	14,088	15,513	18,190	21,232	26,214

Consolidated Cash Flow	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
End of Period Balance for Cash and Cash Equivalents	31,975	27,119	26,566	26,706	31,627	27,013	30,993	32,681
Free Cash Flow*	1,019	△16,986	△2,186	△1,656	3,006	10,993	△1,292	16,118

Information per Share	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Current Net Earnings (Losses) per Share(yen)	57.14	△21.34	△14.84	30.00	68.12	130.89	172.76	243.35
Net Assets per Share (BPS) (yen)	507.32	467.76	442.96	463.12	515.30	603.47	718.95	887.47
Yearly Dividend per Share (yen)	26.00	10.00	10.00	15.00	30.00	53	70	100

Financial Indicators	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Return on Equity (ROE) (%)	11.64	-	-	6.62	13.92	23.4	26.0	30.3
Return on Assets (ROA) (%)	5.8	2.3	1.2	4.2	4.6	7.7	10.2	11.0
Capital Ratio (%)	17.6	16.1	15.9	16.7	17.1	20.3	20.8	26.1

	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
No. of Employees (Consolidated/Non-Consolidated)	3,166 / 2,984	3,015 / 2,852	2,966 / 2,730	3,196 / 2,948	3,408 / 3,172	3,538 / 3,348	3,610 / 3,443	3,491 / 3,319
No. of Stores (Consolidated)	247	245	238	238	242	245	245	244

*Operational cash flow + investment cash flow



Chairman
and Representative Director
Yasuhiro Tamaki



President
and Representative Director
Shinya Tamaki



Vice President & Director
Kenichi Kitabayashi



Executive Director
Shunichi Takeshita



Executive Director
Kouji Naoi



Director
Kenji Kagayama



Director
Yuichiro Kogure



Outside Director
Yoshiyuki Kaneshige



Outside Director
Kouki Chikamoto



Audit
And Supervisory member
Katsuya Tamaki



Outside Audit
and Supervisory Member
Hiroshi Shidehara



Outside Audit
and Supervisory Member
Kazuaki Oshiumi

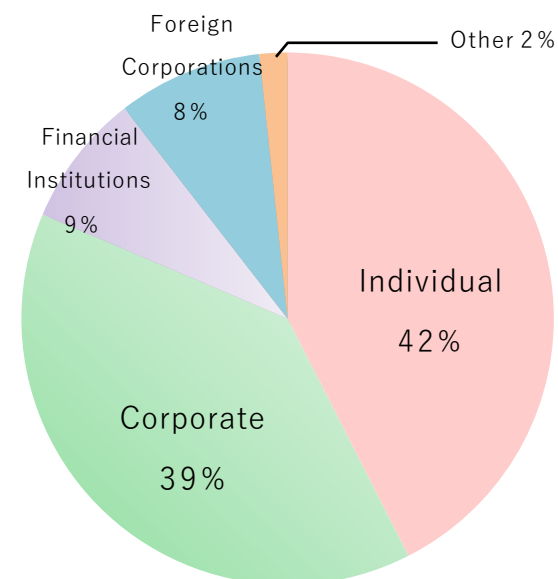
Company Overview (Current as of May 2021)

Trade Name	Tama Home Co., Ltd.
Established	June 3, 1998
Capital	4,310,140,000 yen
Stock Market	First Section of the Tokyo Stock Exchange, Fukuoka Stock Exchange
No. of Employees	(Consolidated) 3,491, (Non-Consolidated) 3,319
Group Businesses (Current as of the end of December 2021)	
Japan	Overseas
TamaAD Co., Ltd.	Tama Global Investments Pte. Ltd.
Tama Living Co., Ltd.	TAMA HOME AMERICA LLC
Tama Finance Co., Ltd.	Tama Home Insurance Co., Ltd.
Tama Agriculture Co., Ltd.	
Zaiju Biz Co., Ltd.	
Kyushu New Energy Organization Co., Ltd.	
TH Auto Lease Co., Ltd.	
Tama Home Real Estate Co., Ltd.	

Share Information (Current as of May 2021)

Security Code	1419
Total No. of Authorized Shares	100,000,000
Total No. of Issued Shares	29,455,800
Total No. of Shareholders	41,729

Share Ownership Distribution



The TamaHome logo is displayed within a red rectangular box. The text "TamaHome" is in white, with a registered trademark symbol (®) to the upper right of the word.

< Inquiries >

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Descriptions related to future predictions included in this document are based upon current information. These may change as a result of macro economic trends, the market environment, industry trends related to our company, and other internal and external factors. We thank you for understanding that there is uncertainty and a risk that the actual results will differ from descriptions of future predictions included in this document.