

FYE6/2025 Full-Year Results

August 12, 2025

FSE Q-Board/TSE Growth

Securities Code: 1431

LibWork

Financial Performance



① Net sales marked a record high for the fifth consecutive year but grew only marginally YoY due to increasingly competitive market environment. ② Operating profit increased significantly, reaching a record high, driven by avoidance of price competition, cost reductions through collaboration with group companies, and contributions from the platform business.

(Millions of yen, unless otherwise noted)

	FYE6/2024	FYE6/2025	YoY change	
			Amount	%
Net Sales	15,435	①16,004	+569	+3.7%
Operating profit	495	②833	+338	+68.1%
Ordinary profit	598	854	+256	+42.9%
Profit attributable to owners of parent	387	494	+107	+27.6%

Forecast vs. Results

① The shortfall in net sales was due to the increasingly challenging conditions in the detached housing market, as well as the postponement of several scheduled handovers to the next fiscal year caused by financing and other procedural delays.

(Millions of yen, unless otherwise noted)

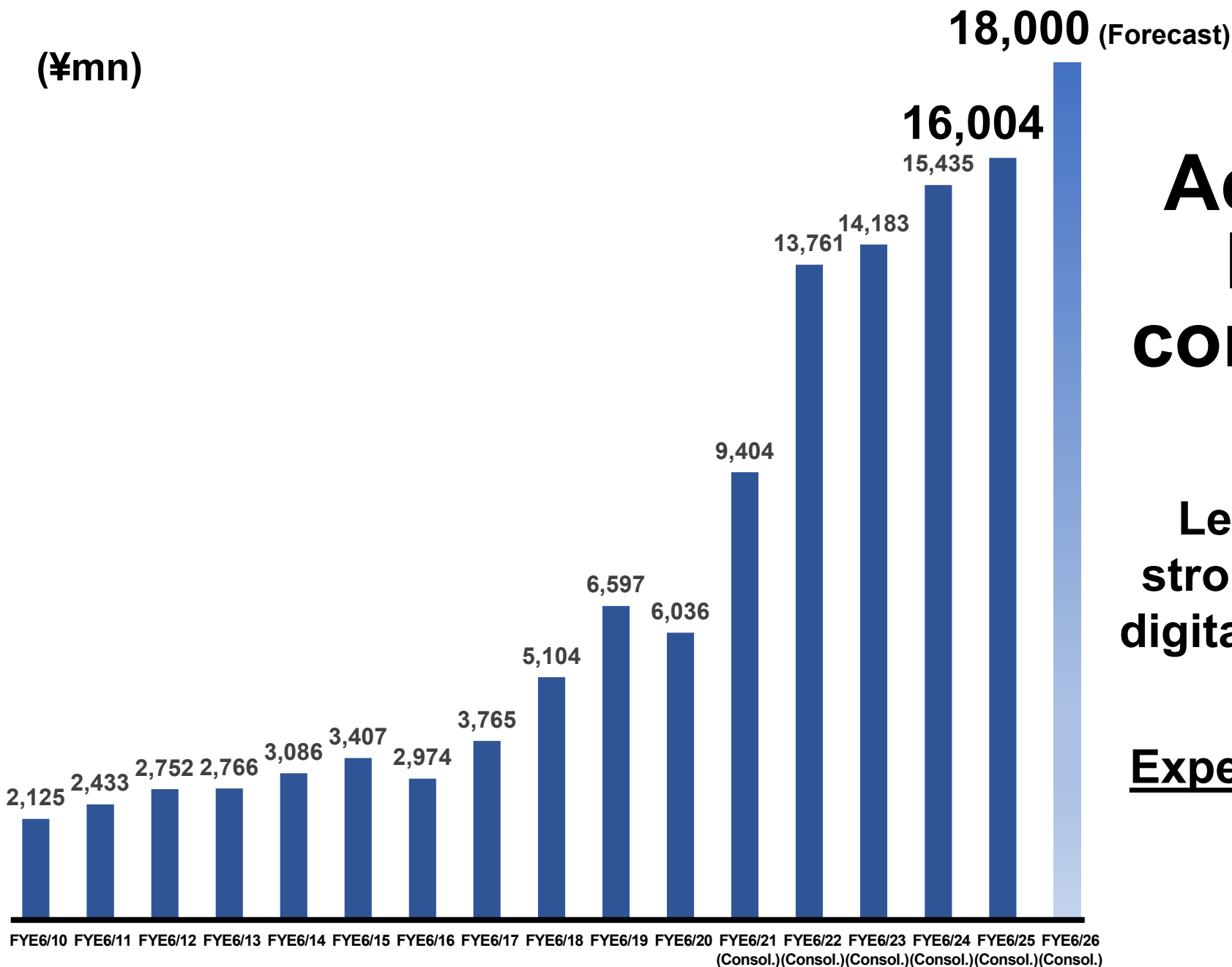
	FYE6/2025 (Initial forecast)	FYE6/2025 (Results)	Change	
			Amount	%
Net Sales	18,000	^① 16,004	-1,996	-11.0%
Operating profit	800	833	+33	+4.1%
Ordinary profit	810	854	+44	+5.4%
Profit attributable to owners of parent	440	494	+54	+12.2%

FYE6/2026 Full-year Consolidated Results Forecast

(Millions of yen, unless otherwise noted)

	FYE6/2025	FYE6/2026 (Forecast)	Change (vs. FYE6/2025)	
			Amount	%
Net Sales	16,004	18,000	+1,996	+12.5%
Operating profit	833	1,000	+167	+20.0%
Ordinary profit	854	1,020	+166	+19.3%
Profit attributable to owners of parent	494	560	+66	+13.3%

(¥mn)



**Achieved record
highs for five
consecutive years**

**Lead generation remained
strong, driven by streamlined
digital strategies and expanded
sales areas.**

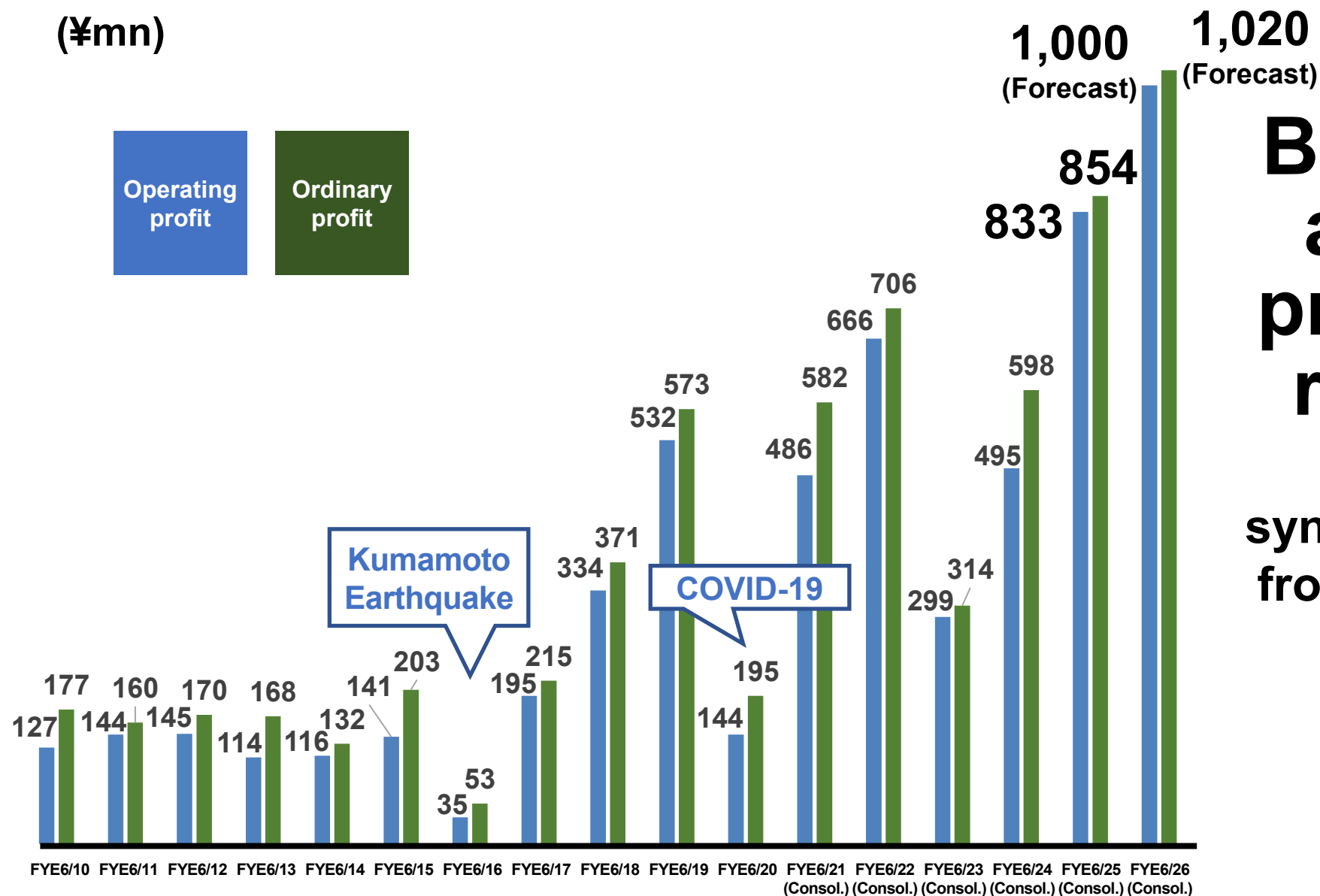
**Expecting another record high
for FYE6/2026**

Operating Profit/Ordinary Profit Trends

(¥mn)

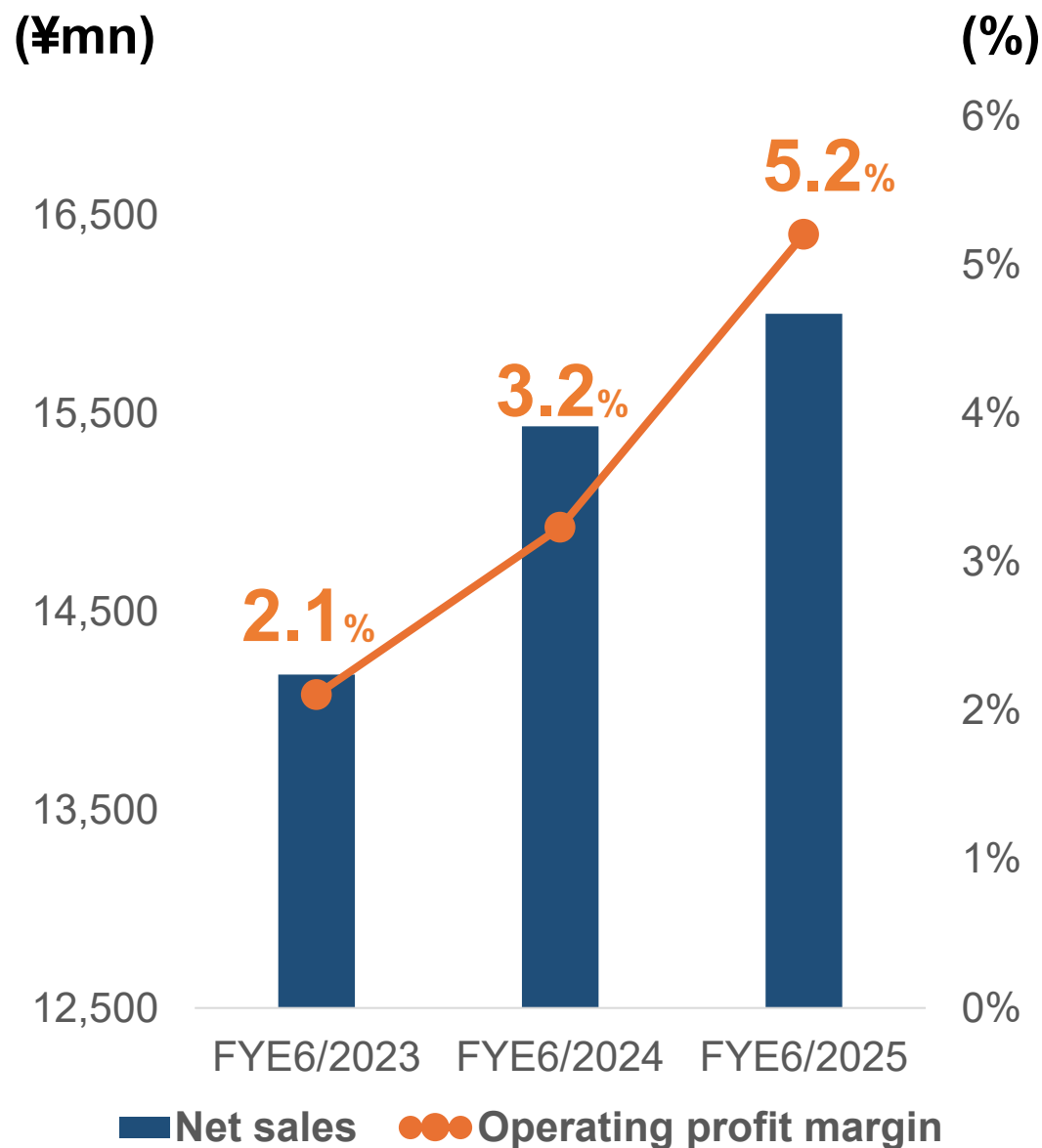
Operating
profit

Ordinary
profit



Both operating and ordinary profits reached record highs,
supported by group synergies and contributions from the platform business

Expecting another
record high
for FYE6/2026



Operating profit margin improved significantly

Operating profit margin reached

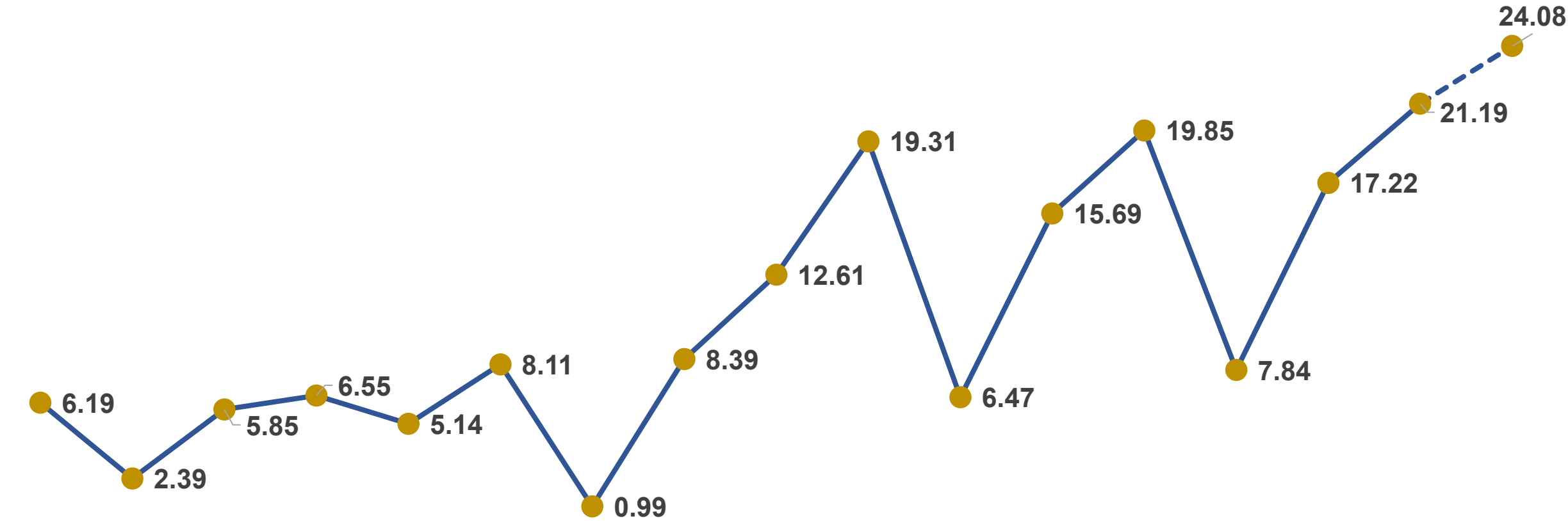
5.2%.

2.5x compared to FYE6/2023

Promoting DX and operational efficiency while continuing aggressive investments mainly in the 3D-printed housing business

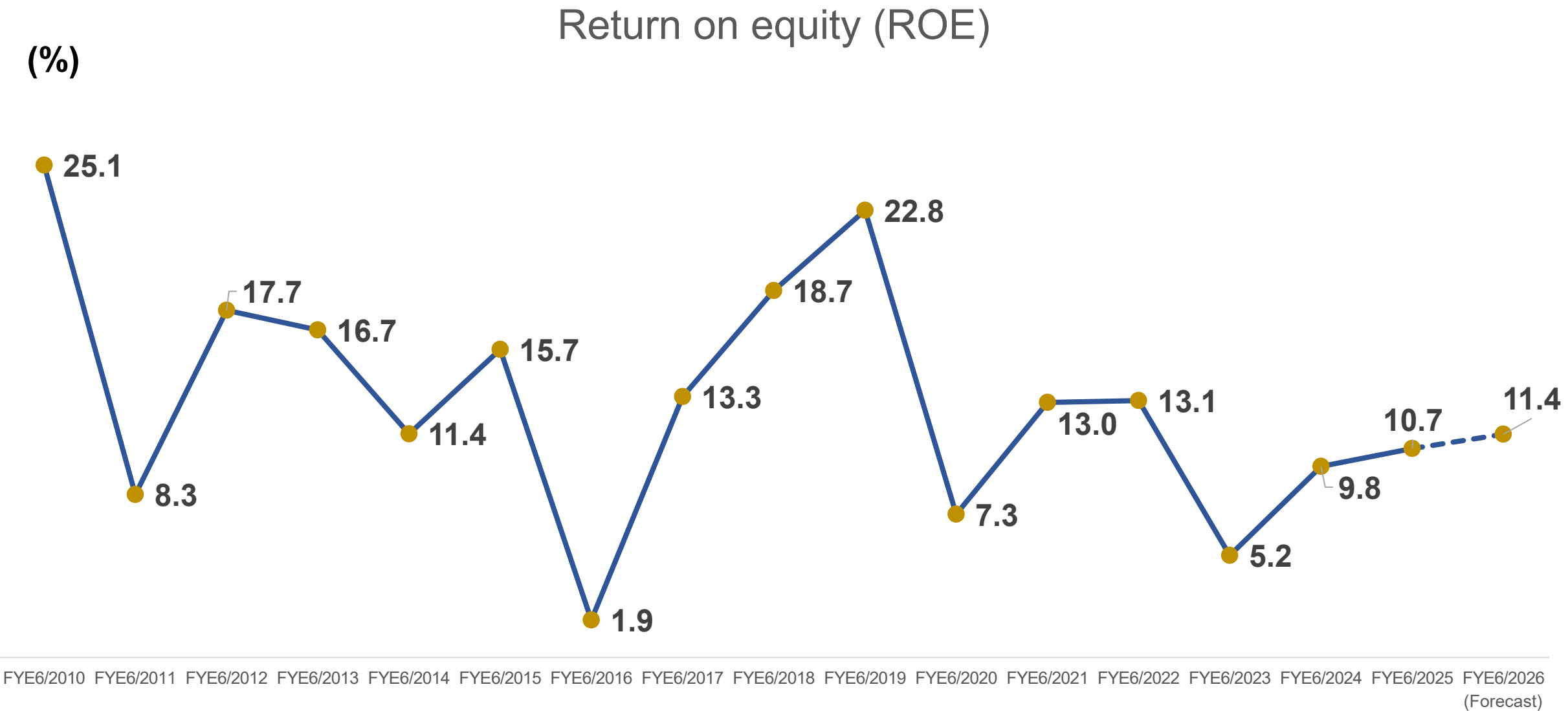
Basic earnings per share (Basic EPS)

(¥)



FYE6/2010 FYE6/2011 FYE6/2012 FYE6/2013 FYE6/2014 FYE6/2015 FYE6/2016 FYE6/2017 FYE6/2018 FYE6/2019 FYE6/2020 FYE6/2021 FYE6/2022 FYE6/2023 FYE6/2024 FYE6/2025 FYE6/2026
(Forecast)

* Basic EPS is calculated based on the assumption that all stock splits conducted up to FYE6/2021 had been conducted at the beginning of FYE6/2010.



Dividend Forecast

(Yen per share, unless otherwise noted)

	FYE6/2017	FYE6/2018	FYE6/2019	FYE6/2020	FYE6/2021	FYE6/2022	FYE6/2023	FYE6/2024	FYE6/2025	FYE6/2026
Q1-end	—	—	5.5	9	4.50	1.4	1.6	1.6	1.6	1.6
Q2-end	—	15	6	9	2.25	1.4	1.6	1.6	1.6	1.6
Q3-end	—	—	6	4.5	2.25	1.5	1.6	1.6	1.6	1.6
FY-end	20	10	7.5	4.5	1.20	1.5	1.6	1.6	1.6	1.6
Total	20	—	25	—	—	5.8	6.4	6.4	6.4	6.4
Dividend payout ratio	14.9%	17.4%	16.2%	69.6%	29.2%	29.2%	81.6%	37.2%	30.2%	26.6%
Effective annual dividend per share	1.25	2.1875	3.125	4.5	4.575	5.8	6.4	6.4	6.4	6.4

The Company conducted a 2-for-1 stock split of common shares on January 1, 2020. Dividends per share at the Q3-end and FY-end of FYE6/2020 reflect the effect of this stock split, and the total annual dividend for FYE6/2020 is shown as “—.” Furthermore, the Company conducted 2-for-1 stock splits of common shares on October 1, 2020 and April 1, 2021. Dividends per share at the Q2-end, Q3-end, and FY-end of FYE6/2021 reflect the effect of these stock splits, and the total annual dividend for FYE6/2021 is shown as “—.”

Shareholder Benefit Program

Shareholders holding 100 shares or more on the shareholder register as of June 30, 2025 will receive a standard benefit of a Quo Card worth ¥1,000. In addition, shareholders holding 1,000 shares or more will be granted points on a quarterly basis that can be redeemed through the Premium Benefit Club (1 point = ¥1).

100
shares or more

Standard benefits: Quo Card worth **¥1,000** (once a year)

Premium Benefit Club points
(granted at each quarter-end)

1,000–1,999
shares

Benefit points: **5,000** points

2,000–4,999
shares

Benefit points: **12,000** points

5,000
shares or more

Benefit points: **35,000** points

Premium
プレミアム優待倶楽部

* Examples of gift items that can be redeemed with benefit points



Four times a year

Jul.–Sep. Oct.–Dec. Jan.–Mar. Apr.–Jun.

35,000 pts 35,000 pts 35,000 pts 35,000 pts

* Shareholders with 5,000 shares or more will be granted **140,000** pts a year.

Basic Policy of Medium-Term Management Plan *NEXT STAGE* 2026

■ Develop and sell 3D-printed houses

Redefining a “house” – creating houses of the future

■ Accelerate our momentum as a provider of detached house platforms

Providing local and other builders nationwide with various housing solution services

■ Expand the detached housing business

Expanding the areas, customer base, and sales channels

Improving profitability (Reconstructing the housing SPA model)

Our Main Businesses

Centered on the detached housing business, we are driving business expansion through synergies with two new businesses.

Detached housing business



Planning, sale, construction, and after-sale maintenance of custom houses
Purchase and sale of real estate

LibWork



Sale of residential lots and sale of ready-built houses
Purchase, sale, brokerage of real estate

A Lib Work Group company

Takuei Home



Processing and sale of lumber
Drying and pre-cutting of wood

SACHI no KUNI

3D-printed housing business



LibWork



Provide sales in
Japan and worldwide

Platform business

 My Home Robo

niko and ... 
EDIT HOUSE

 LibService
Lib Service Co., Ltd.

Sell services to
housing companies
and local builders
nationwide

Business Report

- Develop and sell 3D-Printed Houses
- Accelerate our momentum as a provider of detached house platforms
- Expand the detached housing business



LibWork



Completion of a 3D-Printed House Made Primarily from Soil **LibWork** 18

We have completed **Japan's first** 3D-printed (3DP) house for residential use made primarily from soil, the Lib Earth House Model B. The earthen walls of this house were built without using cement, which typically becomes industrial waste, and instead rely solely on naturally derived materials with soil as the primary component. **This achievement marks the successful development of sustainable, next-generation housing.**

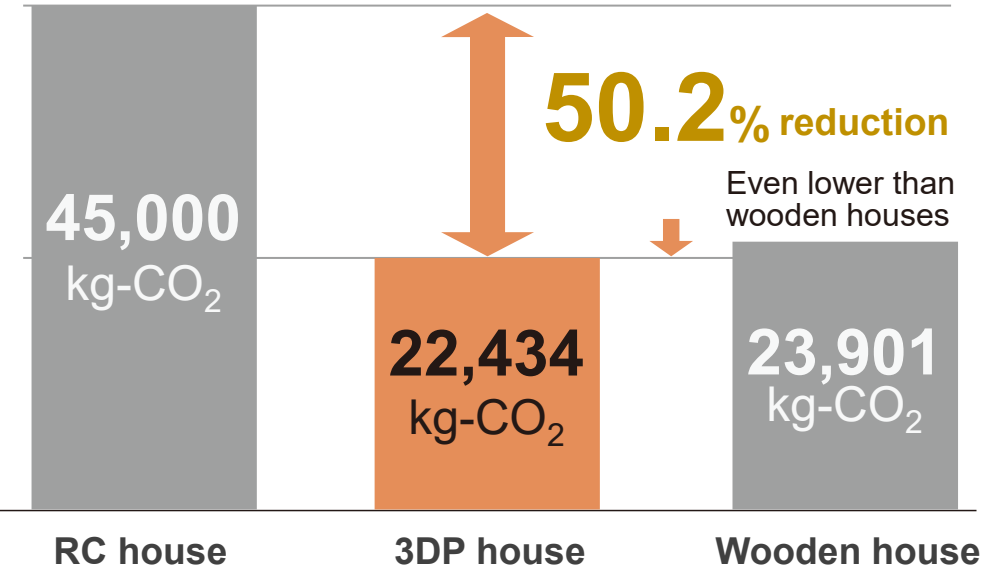


Primarily earth, lime & plant fibers—100% natural

We use soil, lime and natural fibers—resources that can be abundantly obtained on the earth—to reduce environmental footprint.

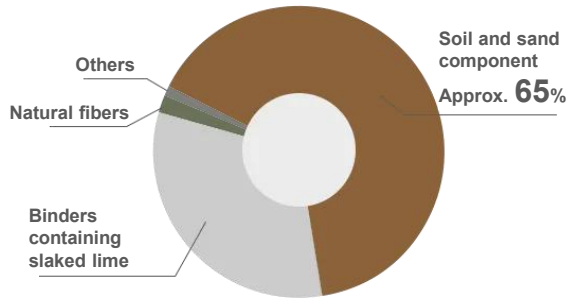
Dramatically lower CO₂ emissions

These materials can be abundantly obtained on the earth and dramatically reduce CO₂ emissions during manufacturing. According to the estimate for a 100 m² house, CO₂ emissions can be cut by roughly 50% versus reinforced-concrete (RC) houses—and **lower than that of wooden houses during construction.**



Features of Lib Earth House Model B

The 3D-printed house “Lib Earth House Model B” is an innovative residence designed to shape next-generation living.



- **Redefining a house—“creating houses of the future” with sustainable materials and cutting-edge technologies (patent pending)**

The walls of the completed Lib Earth House Model B use no cement (which becomes industrial waste), instead utilizing only naturally derived materials with soil as the primary component to create sustainable earthen walls. Compared to the previous model (Model A) that used some cement, **strength has improved approximately fivefold** while significantly reducing CO₂ emissions from the manufacturing process itself. **The inventions from this development are patent pending, and we are working to protect our intellectual property and establish competitive advantages.**



- **Next-generation housing management system using IoT technologies**

The walls contain cutting-edge sensors as part of a wall condensation monitoring system that monitors in real-time the temperature and humidity inside the walls. This system enables **the house to manage its own condition** by detecting condensation and material deterioration in advance to maintain a long-lasting, comfortable living environment. Additionally, IoT devices are standard, **enabling remote operation** of air conditioning, lighting, and bath controls via smartphone or dedicated monitor, dramatically improving housing convenience and comfort. The smart entrance features facial recognition technology, providing secure and safe keyless living.



- **Self-sufficiency, contributing to a circular economy**

The house features an off-grid power system that combines **Tesla's Powerwall battery storage** with solar panels. This creates an electrically independent, self-sufficient home that allows residents to live environmentally friendly, sustainable lives in line with circular economy principles.

10,000 units
by 2040

**Franchising
operation**



Global expansion

● 3D-printed house construction in Japan

Our goal is construction of a total of **10,000 units** by 2040. Research reports indicate very high growth in future demand for 3D-printed buildings, which we intend to provide for. Pre-orders for Lib Earth House Model B will begin in August 2025, with orders beginning in January 2026.

● 3D-printed house construction franchising in Japan

We plan to expand our proprietary 3D-printed housing technologies nationwide to housing and construction companies through a **franchise system**. This will enable our partner companies nationwide to construct 3D-printed houses with the same quality as ours so **we can scale throughout Japan**. Main initiatives include support for 3D printer purchase/installation, creation of housing design data, technical training for franchisees, and building out operation and maintenance systems.

● Expansion into commercial, hotel, and public facility sectors

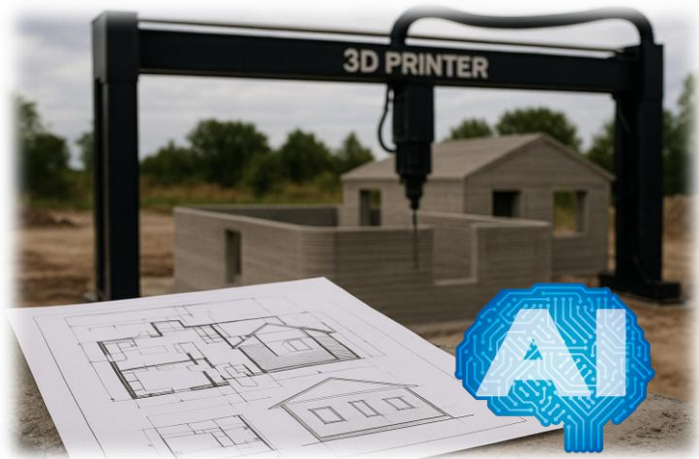
In addition to housing, we plan to expand our 3D printer construction technologies into a variety of fields, including commercial facilities and hotels. We will provide new architectural solutions for various use cases, including **glamping facilities, saunas, hotels, facades, and commercial stores**. The goal is to create unprecedented value in the tourism and commercial sectors.

● Global business expansion

We are actively considering **expansion into markets beyond Japan**. We continue to develop our business globally, with a particular focus on areas such as those throughout Asia where we can contribute to solving societal issues like global housing shortages and temporary disaster relief housing.

Future Plans on 3D-Printed Housing Business

Our 3D-printed housing will move to the AI-powered 3D-printed housing design as the NEXT INNOVATION, “New housing style beyond conventional ideas.” The 3D-printed houses will be sold by payment using crypto assets after creating their NFTs—**To bring innovative value to housing.**



Full-scale launch toward the **world's first AI-powered “full auto build”**

We will now begin a full-scale project aimed at **achieving the world's first artificial intelligence (AI)-powered “full auto build” (fully automated housing construction)**. In addition to the 3D printer housing construction technology, we will introduce generative AI in the design domain and develop the integrated system to automate everything from design to construction. With this approach, we will provide more sustainable and efficient housing to pioneer a new future for the housing industry.



Changing the digital design data to your assets Converting 3D-printed houses into **NFTs with BTC payment option**

In our new Lib Earth House, a revolutionary house that combines natural materials with 3D printing technology, we develop the concept of a selling scheme under which **the design data are converted into NFTs with crypto assets (Bitcoin, BTC) payment option**. We will build new housing distribution mechanisms in the global market while securing the transparency of design, ownership, and history.

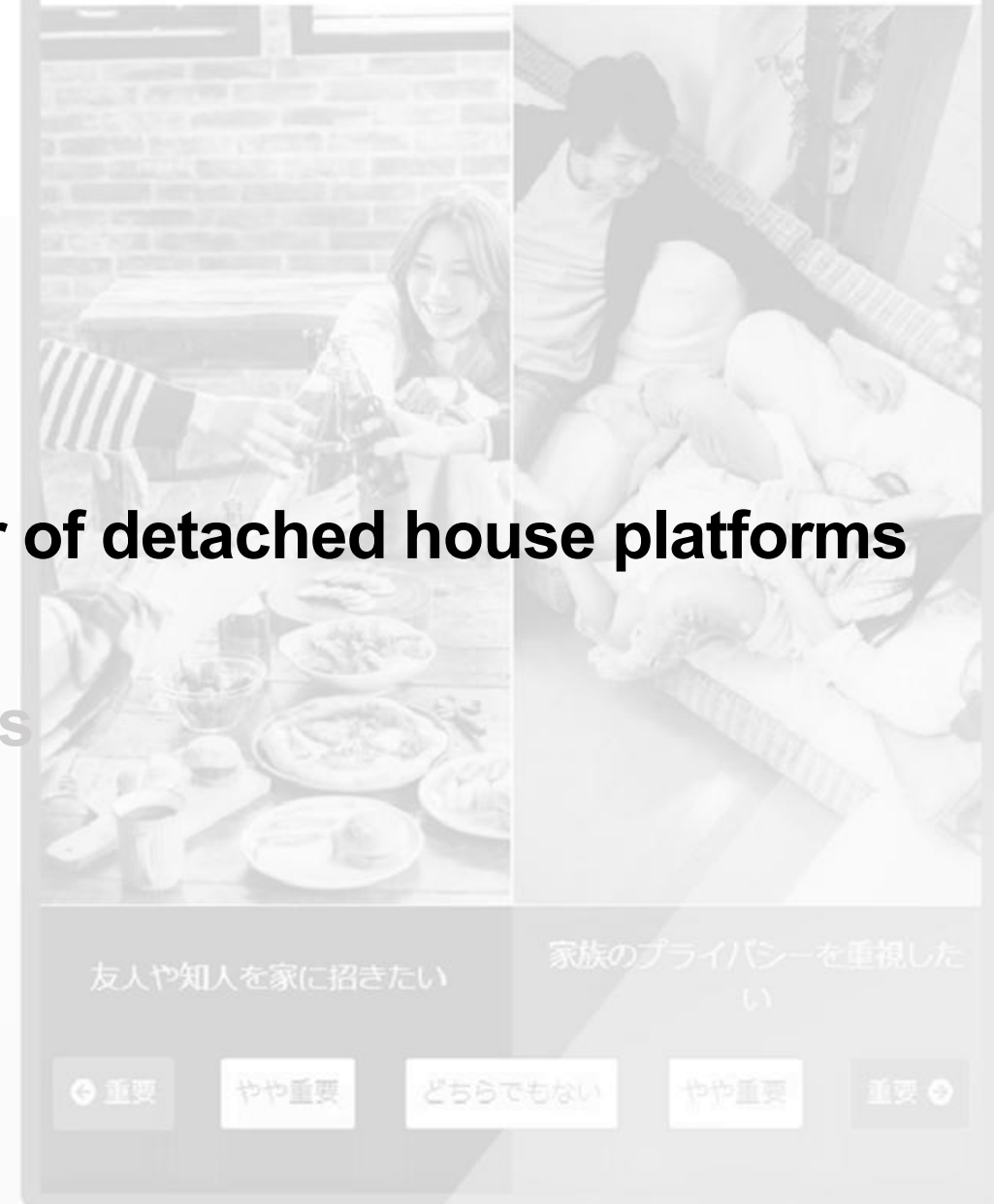
Entering an era where unique houses circulate worldwide as assets

Business Report

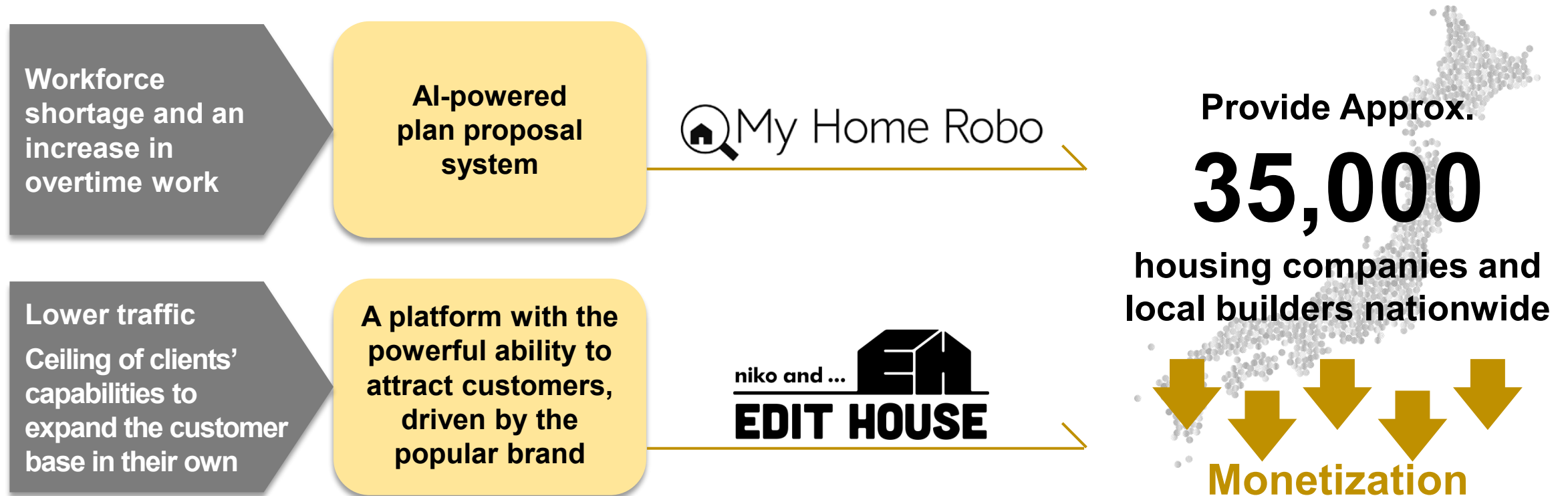
■Develop and sell 3D-Printed Houses

■Accelerate our momentum as a provider of detached house platforms

■Expand the detached housing business



We launched services of leveraging our know-hows and solutions to social issues that we have cultivated in-house to date. We serves as a platform provider that provides these services to housing companies and local builders nationwide on a subscription basis.



As subscription services, revenue grows in proportion to the increase in franchisees, ensuring **stable earnings**.

My Home Robo Business

My Home Robo is an initial proposal system developed for local builders and construction businesses nationwide. With a monthly flat fee, they can install the system at minimal cost. It supports business owners struggling with chronic overtime and the shortage of workforce including designers.

Floor plan
assessment



Customers only fill
out a simple
questionnaire

AI gives the answer



Just 5 minutes



**An innovative tool that reduces initial proposal
time to just **5 minutes****

Progress of My Home Robo Business

LibWork 25

The number of franchisees on My Home Robo, a nationwide platform for local builders, expanded significantly to 141 (paid users only), 2.8 times YoY. The number of plans is also approaching 10,000.



Number of plans:

over **9,500**

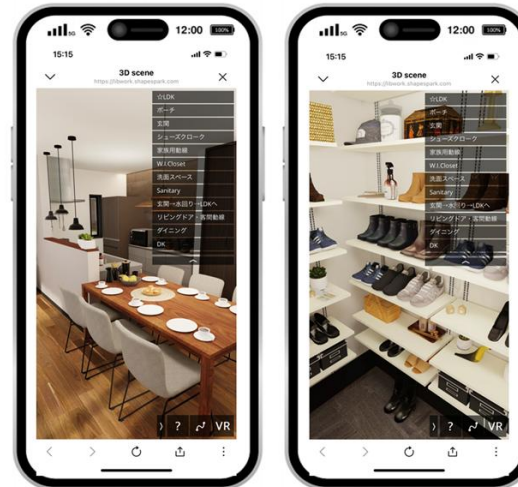
All plans contain

CG images (3 exterior and 1 interior views)
and VR images

The number of user
companies

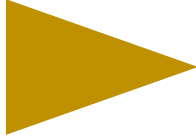
YoY

2.8_x



With approximately 10,000 plans, we are simultaneously creating an overwhelming data asset and standardizing sales operations, thereby achieving both competitive and economic advantages (lower churn rate and expanded stable earnings).

With a view to breaking through 10,000 plans, expected advantages of My Home Robo, a subscription service for local builders nationwide, is as follows:

Currently over **9,500** plans  Reaching **10,000** plans soon

Competitive advantages

(Overwhelming assets)

It is difficult for competitors to imitatively prepare the data assets of 10,000 plans. The accuracy of AI-powered proposals is increased in proposal plans for conditions that customers require (e.g., the floor plan, floor area, price range, and family composition), the AI-powered proposals give users a sense of trustworthiness like “My Home Robo always provides the best answer.”

(Flexibility and agility to meet diverse needs)

Accumulated plans cover a wide range of housing cases, such as houses at narrow or small land, duplex houses, single-story houses, and high-performance houses. This directly leads to the improvement in close rate at sales sites.

(Consistent differentiation supported by AI training)

Over 10,000 plans serves as a basis of AI training, making it possible to ensure sustainable advantages in accuracy and speed of making a proposal compared to competitors' services.

Economic advantages (profitability and scalability)

(Network effect)

We have formed a virtuous cycle: In proportion to an increase in the number of franchisees, more use data is integrated, then more accurate AI-powered proposals are ensured, and this attracts more new franchisees. Economies of scale works here, which is specific to the platform businesses.

(Churn prevention)

Franchisees incorporate My Home Robo into in-house design and sales workflows, making it difficult for them to cancel My Home Robo or shift to any competitor's service. We expect that this facilitate a longer use period and reduce the churn rate.

(Increase of recurring revenue)

Subscription business model enable us to secure stable monthly revenue in proportion to the number of subscribers. In the future, we will be able to adopt an additional charge model by adding even more accurate functions.

(Degressive costs due to economies of scale)

Fixed costs associated with plan generation have already been recognized. Therefore, a generation cost per plan will be reduced as the number of users increases.

Accumulate
overwhelming
data assets

Improve AI accuracy
Strengthen proposal
capabilities

Enhance the value
we provide to
franchisees

Increase the number
of franchisees and
licenses

Increase of stable
recurring revenue with
high-profit margin

What is IP Licensing Business?

Industry-first licensing services for housing companies

A platform with the overwhelming ability to attract customers developed jointly with niko and ..., which boasts great popularity among men and women in their 20s to 40s. We provide the platform to housing companies nationwide struggling with attracting customers and differentiating themselves from their competitors.

Intellectual property		
Trademarks (registered trademarks)	Designs (architectural and interior designs)	Copyrights (promotional materials such as catalogs)
		

The IP licensing business allows a certain degree of freedom compared to a housing franchise

	General housing franchise	IP licensing
Purchase of designated construction materials	Yes	None
Payment of royalties per house sold	Yes	None
Sales pricing of houses	Yes	None

Benefits for the licensee

Special construction methods

Not required

Fee borne by the licensee

Fixed

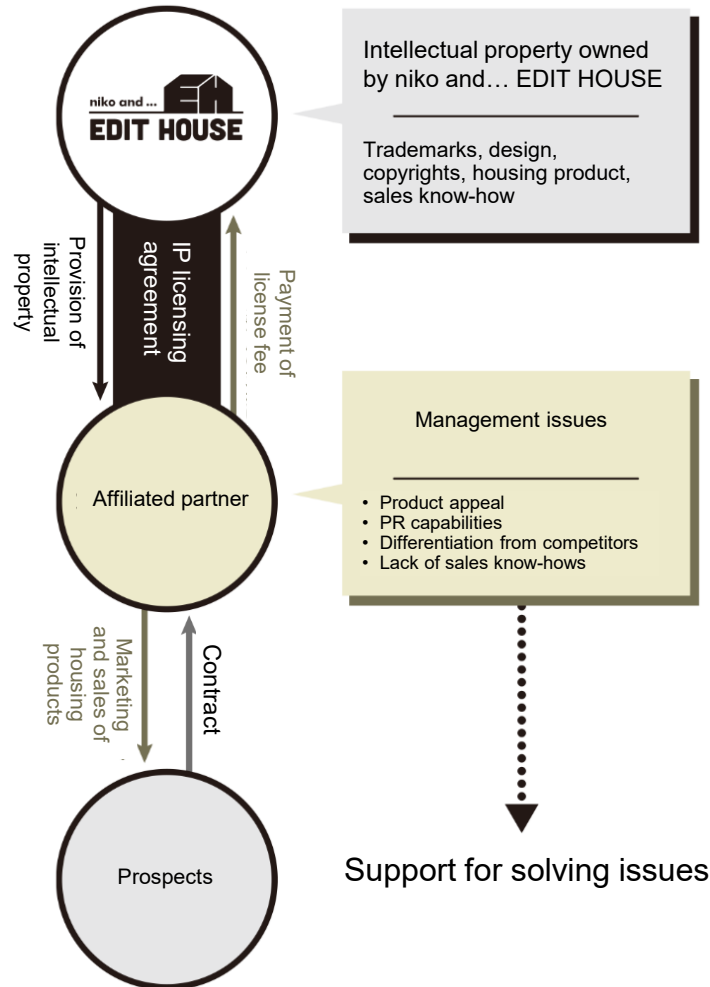
Plan

Free

General housing companies can adopt the service instantly regardless of their locations and still can use conventional construction methods. As the licensing fee is fixed, the licensee is not required to pay additional fees like the franchisee, allowing the licensee to expect significant revenue growth potential.

Progress of IP Licensing Business

The housing industry-first IP licensing business is firm with 21 licenses ordered from 17 companies for two years. We are now developing standardized products for further attracting customers and receiving orders. The standardized products is successively expanding nationwide.



We have developed standardized products with high performance and high cost effectiveness (60 plans), and provide them to franchisees nationwide under the concept of “Stylish, high-performance, and affordable new housing.”

Support the customer success of franchisees

Number of licenses ordered



Progress of IP Licensing Business

The housing industry-first IP licensing business is firmly being expanded. The expansion of sales to house builders and local builders nationwide is progressing, resulting in the successive release of model houses (MHs) of franchisees.



Expanded to

16 stores
nationwide



Franchisees' model houses newly opened
up to the end of June 2025

Shizuoka (Yamada Komuten)



• Fujieda MH

Ishikawa (KURASHINO HOUSE)



• Nishi-Matto
Station Front
MH

Tochigi (MUGIKURA)



• Mibumachi MH

Aichi (ARCHITEX)



• Okazaki Minami
House
• Toyokawa
House

Hiroshima (Flower Home)



• Kairouen MH
• Kawakita MH
• Nukushina MH

Miyazaki (ALLIQ KENSETSU)



• Daiocho MH

Kagawa (NAKANIWA jyutaku)



• SETLA UTASU
• Mikicho MH

Kagoshima (ALLIQ KENSETSU)



• Aira Exhibition
• Kanoya Exhibition

Chiba (Lib Work)



• MAKUHARI
HOUSING
PARK

Kagoshima (Minami Nihon House)



• Yoshino MH

Hiroshima (TANAKA Homes)



• Tomohigashi
MH

Business Report

- Develop and sell 3D-Printed houses
- Accelerate our momentum as a provider of detached house platforms
- **Expand the detached housing business**

Lead Generation Through Digital Marketing (Full Year)

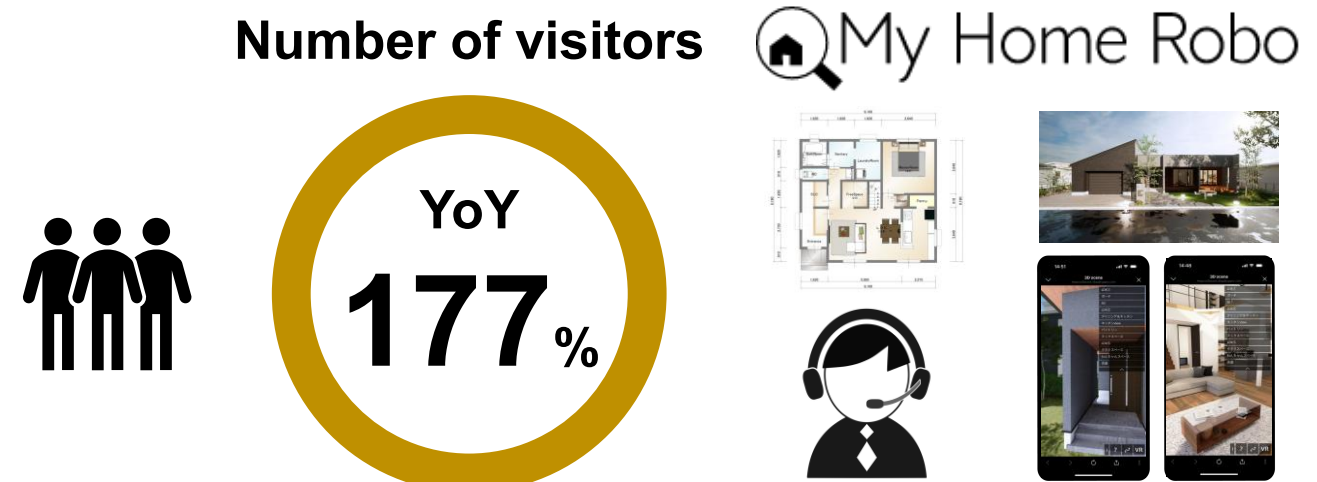
We changed the policy of lead generation through digital marketing to the quality-oriented approach. As a result, the number of digital lead generation increased slightly, whereas the number of visitors increased significantly. This performs the same function as advertising, contributing to the significant reduction of unit price per visitor.

Number of leads generated digitally



Pursued organic customer generation by reducing the dependency on the customer-attracting approach with incentives as much as possible.

Number of visitors



YoY % change in the number of new visitors resulting from lead generation through digital marketing

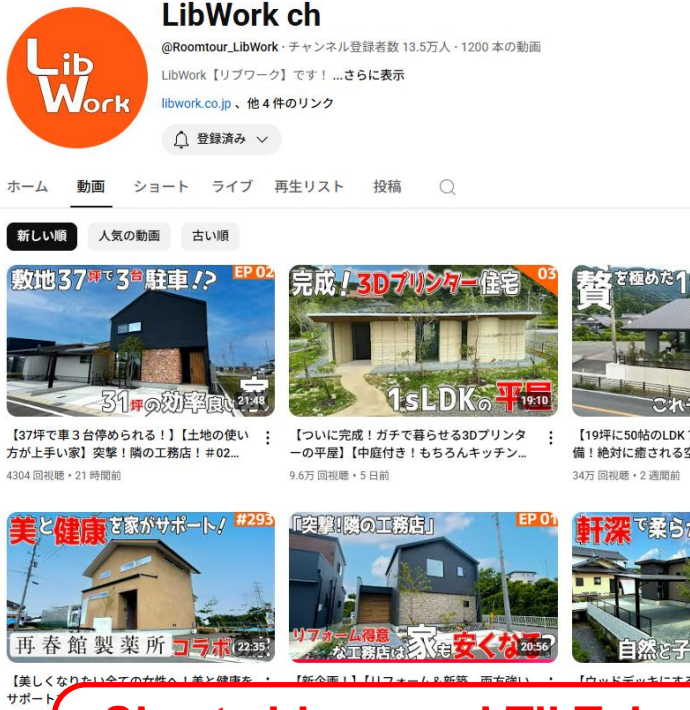
My Home Robo was utilized also for inside sales. My Home Robo enables us to make proposals to customers for plans that matches their needs with CG and VR images in just five minutes. Additionally, we adopted the strategy of opening model houses in shopping malls and rolled out cross-industry collaborations. These initiatives worked well, resulting in an increase in the number of appointments acquired.



Fan Conversion Marketing

LibWork 32

The number of subscribers to our YouTube channel “Lib Work ch” increased to 130,000. Its short videos and TikTok improved the brand recognition and promoted fan conversion centered on younger generation. The fan conversion marketing contributed also to sales of built-for-sale houses.



Number of
subscribers:



130_k

Total views:



93.03_{MN}

As of June 30, 2025

Silver Creator Award
for 100K subscribers



President of Lib Work – Investment & Stock Ch



Representative Director
Seguchi directly talks the
remarkable inside stories
behind 3D-printed
housing and answers the
questions from viewers.

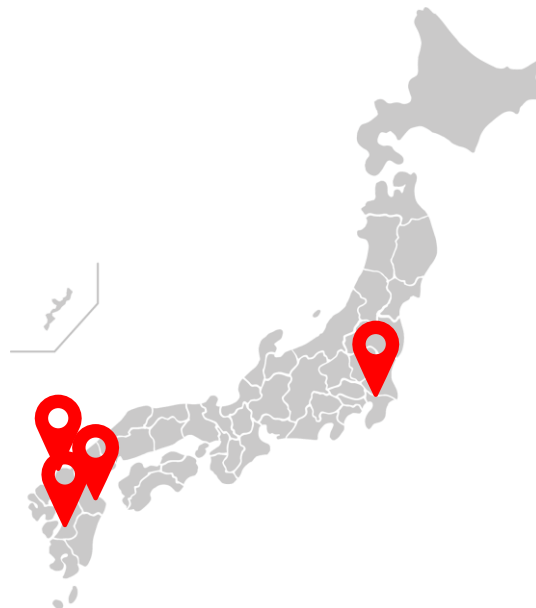


Short videos and TikTok contributed also
to responses and receiving orders of
built-for-sale houses

Opening of Model Houses in Shopping Malls

We opened our new model house in the AEON MALL Kumamoto as a store within a store (a type of stores in which a full-size model house is built in a space within commercial facilities), which is our characteristic store opening mode. This is the fourth model houses next to Fukuoka, Oita, and Chiba.

sketch AEON MALL Kumamoto Store



Our each store within a store is opened in a shopping mall that always attracts people, and has a lot of visitors, leading to a high efficiency of acquiring potential customers. Our stores have a good reputation among customers since they can casually stroll in the stores.

Expansion of Customer Base and Sales Channels

We strengthened our collaboration strategy. In addition to MUJI, Afternoon Tea, niko and ..., and BELLE MAISON, we have newly collaboratively developed products with Saishunkan Pharmaceutical (“Saishunkan”). We are striving to acquire the customer base each brand holds.

Afternoon Tea
HOUSE



ink...
collaborate with
niko and ...



無印良品の家



BELLE MAISON DAYS
house



Saishunkan Pharmaceutical House (Positive Age House)

We have promoted joint R&D with Saishunkan by leveraging preventive healthcare- and health-related knowledge and know-hows that Saishunkan has cultivated over the years as well as its networks with research institutions including universities. Based on the scientific evidence thus obtained, we have formulated specifications and the design of the house and commercialized it.

再春館製薬所の家
POSITIVE AGE HOUSE

自己回復力を育む暮らし



▼ Sales measures

We held in-person events and adopted the approach of utilizing membership (heavy user) database that Saishunkan has developed for many years. We will work on the expansion of new sales channels.



Collaboration with Saishunkan Pharmaceutical

—Living that Nurtures Your Self-Restorative Power—

We designed this house as a “house that draws your self-restorative power,” which can develop the innate human ability to return to the original condition. This ability is essential for us to promote our harmony between mental and body in daily lives and to live healthier and more beautifully. We aim to prolong the healthy life expectancy under the theme of “Live long, healthily, and beautifully—always be yourself.”



Appendix



A hand wearing a dark sweater sleeve holds a glowing, wireframe sphere. The sphere is composed of many interconnected lines forming a complex, geometric pattern. The hand is positioned over an open laptop, which is visible in the lower right corner. The background is dark and out of focus.

VISION

**Aiming to become a housing platform
provider as a house tech company**



MISSION

**Bringing innovation to housing based on
sustainability and technology**

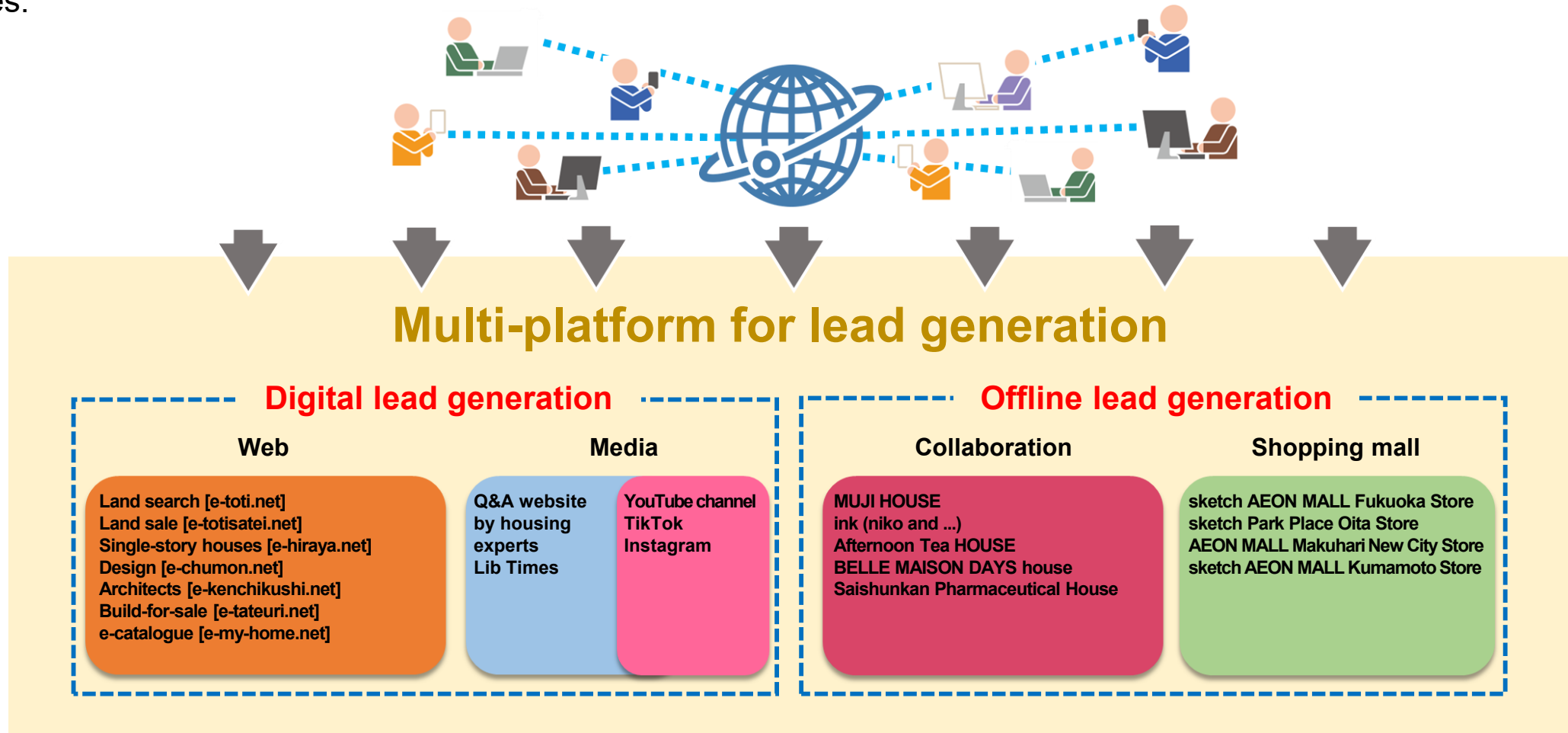
SLOGAN

Changing lives, changing the world, and
creating the future

Name	Lib Work Co., Ltd. (Securities Code: 1431)
Representative	Chikara Seguchi Representative Director, President and CEO
Established	August 1, 1997
Share capital	¥1,321.5 million
Number of employees	355 (as of June 2025)
Net sales	¥16,004 million (for FYE6/2025)
Line of business	Detached housing business, 3D-printed housing business, and platform business
Head office location	178-1 Nabeta, Yamaga City, Kumamoto Prefecture

Multi-platform Strategy

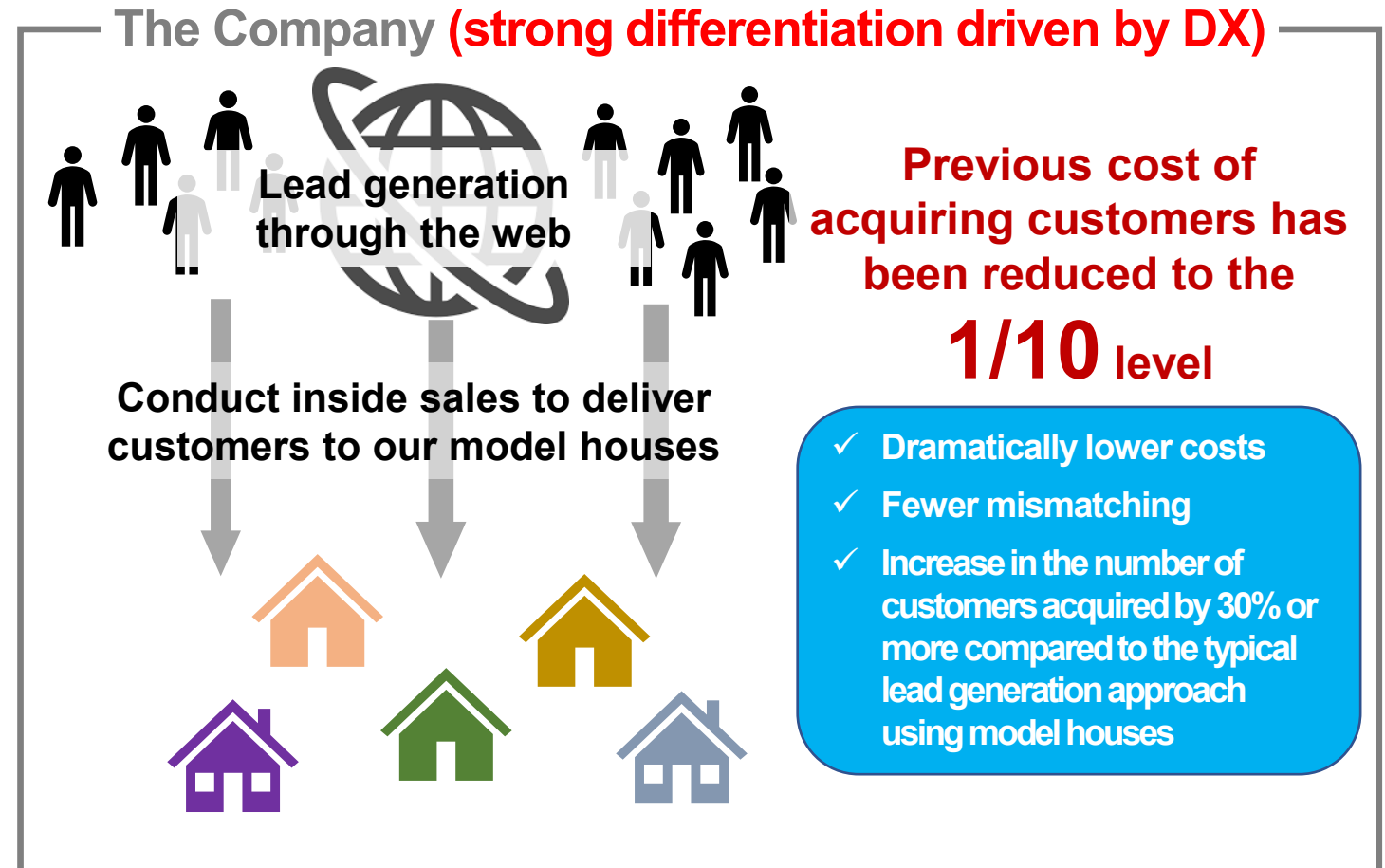
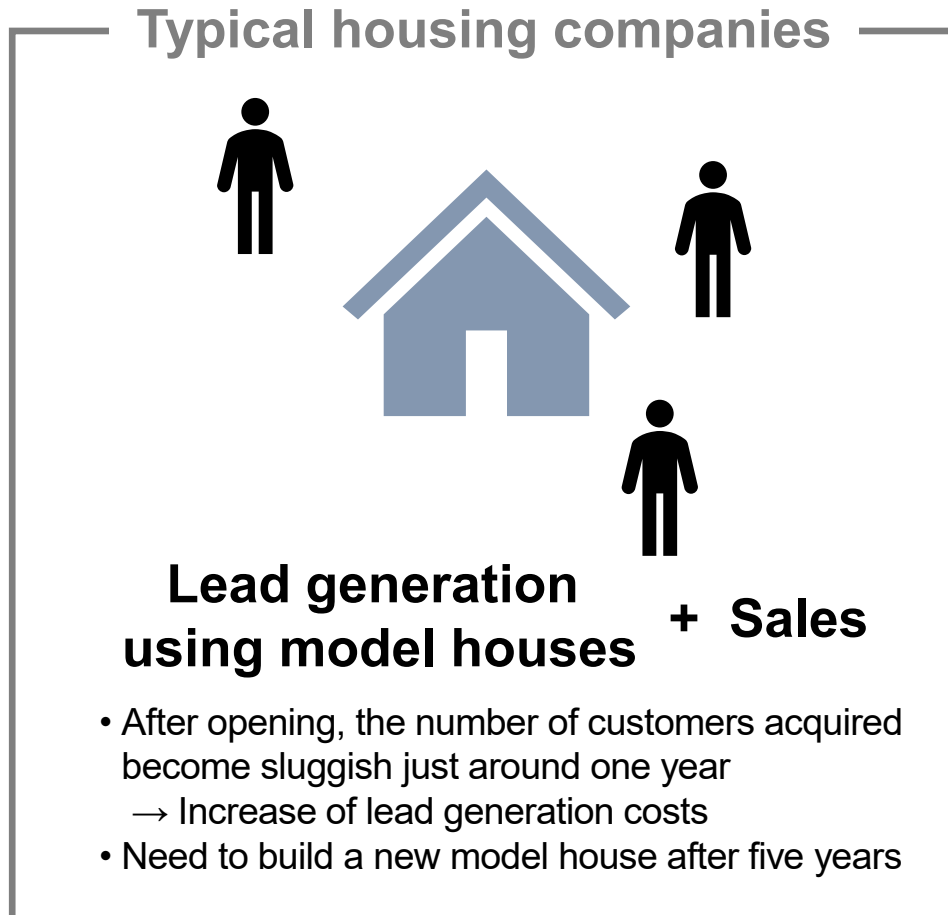
We will enhance and expand our websites dedicated to detached house-related category (such as online land search “e-toti.net”). We will achieve efficient lead generation from various fields by adopting the multi-platform strategy for meeting various needs of customers. Under the multi-platform strategy, we will distribute videos at our owned media in corporation with housing experts and our YouTube channel, expand the customer base by cross-industry collaborations, and offer experience at real stores.



We will continue expanding digital lead generation and promoting new partnerships nationwide.

Lead Generation Through Digital Marketing

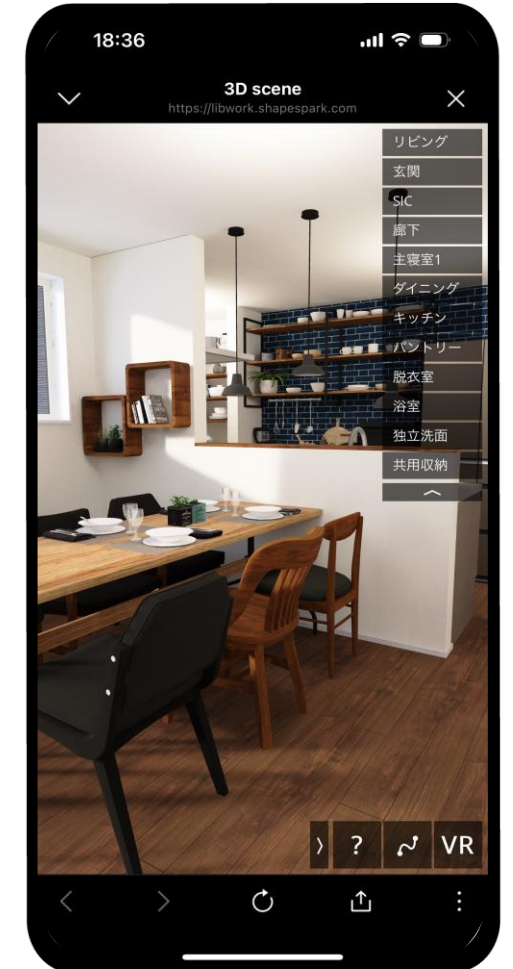
We operate platforms of portal sites in the detached house-related category and achieve digital-marketing-driven efficient lead generation. We provide high cost effective houses by reducing cost of acquiring customers.



Lead generation through the web does not depend on areas, making it easier to roll out nationwide.

Proposals for All Houses Using CG/VR

We propose all houses using CG/VR. We leveraging long-standing accumulated know-hows to reduce costs significantly. This eliminates buyers' concerns of "not knowing what the house will actually look like until it is built" and enables us to pursue customer satisfaction.



For over 50 years, the housing industry has seen little change in either structure or design.

While the automotive industry has advanced from engines to EVs and autonomous driving, the housing industry has kept the same basic structures for decades.

Now is the time for fundamental transformation.

1970s → 2020s



CVCC* engine

* Compound vortex controlled combustion

Electronic control

Hybrid

EV

Autonomous driving



→ **Auto industry: Successive technical innovation**



Conventional wooden construction method

Prefabricated construction methods

High airtightness
High insulation

ZEH*

* Net zero energy house

HEMS*

* Home energy management system



→ **Housing industry: Basically no change from 50 years ago**

Main changes: Insulation, equipment, and certification systems

We will solve the housing challenges the world faces

Our 3D-printed housing will **fundamentally solve serious issues** in the construction industry.



Global housing shortage

More than 1 billion people worldwide are homeless. It is said to increase further in the future.



Skilled labor shortage

Skilled workforces are rapidly declining, particularly in Japan. Shifting away from labor-intensive construction approaches is an urgent issue.



Achieving a sustainable society

Circular, decarbonized construction is important to realize sustainable society.

3D printing construction can potentially solve these globally common challenges.

**Construction
revolution
is indispensable**



**Accelerate global
market growth**

We offer society entirely new housing options

With a view to both the industry structure and social challenges, we set increasing **housing options** that are sustainable and highly reproducible to our corporate mission. **We focused our attention on the combination between the 3D printer technology and natural materials, ahead of other companies.**

In this way, we completed the development of the **Lib Earth House**.

3D PRINTER



Shorter construction periods,
reduced labor needs,
and stable quality

MATERIAL



Environmentally low-impact and
sustainable material

Lib Earth House



New housing options

Material



We use **soil**, which is abundant on the earth and is a **renewable resource**, as a principal material.

On site



We employ the **on-site method** in which a 3D printer capable of printing using soil is carried to a construction site and printing is performed.

Wooden construction



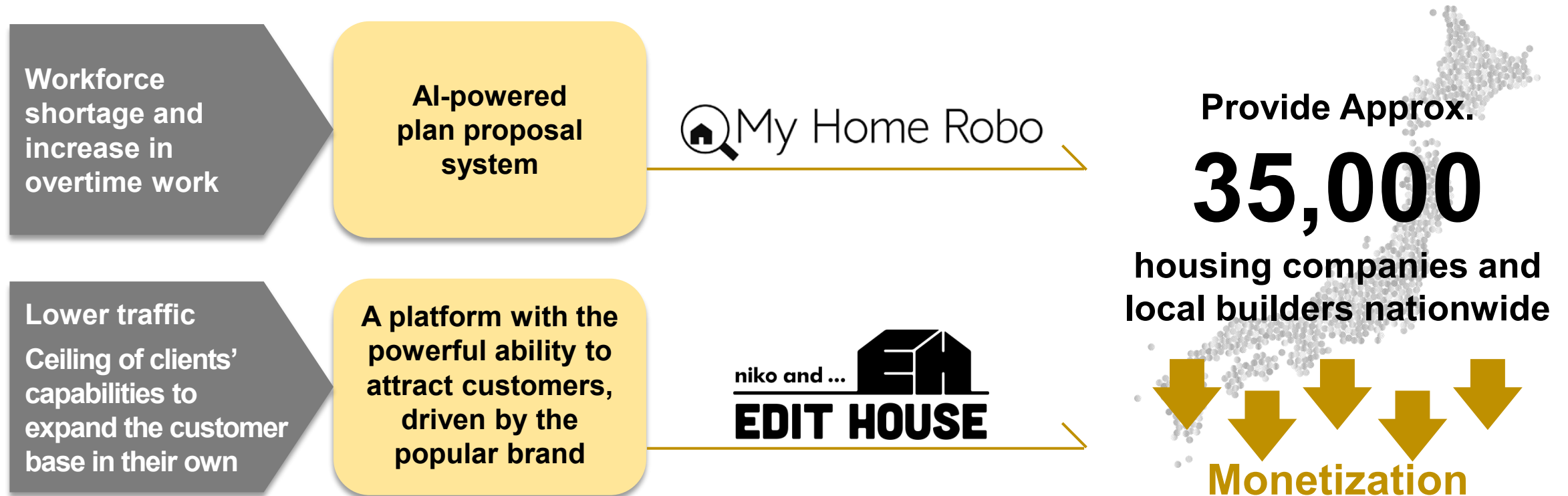
Wood construction is employed as the main structure, and printed walls are used as an exterior material, thereby realizing a building **conforming to the Building Standards Act**.

Harmony with Japanese climate



Soil is used as a wall material since ancient times and is therefore a Japanese-friendly material.
Soil is optimal for the Japanese climate due to its excellent moisture control properties and heat insulating properties.

We launched services of leveraging our know-hows and solutions to social issues that we have cultivated in-house to date. We serves as a platform provider that provides these services to housing companies and local builders nationwide on a subscription basis.



As these are subscription-based services, they generate **steadier revenue** as the number of franchisees increases.

Platform Business: My Home Robo

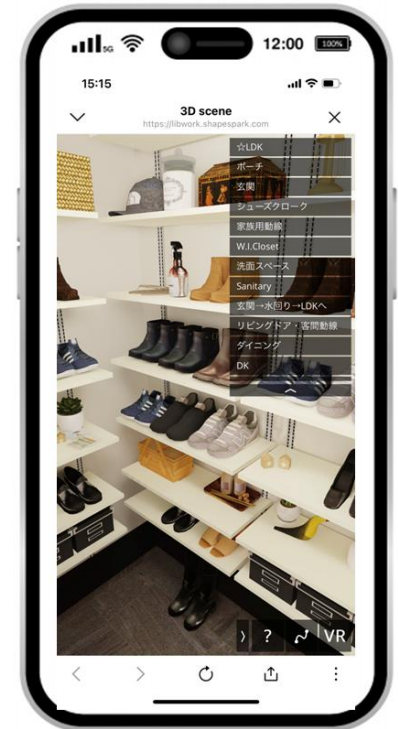
My Home Robo is an AI-powered plan proposal service provided to local builders nationwide on a subscription basis.

All of 9,500+ plans contain

CG images (3 exterior and 1 interior views) and

VR images

 My Home Robo



Floor plan
assessment



My Home Robo

AI automatically makes plan
proposals in just **5 minutes.**

Customers
only need to
complete a short
questionnaire.

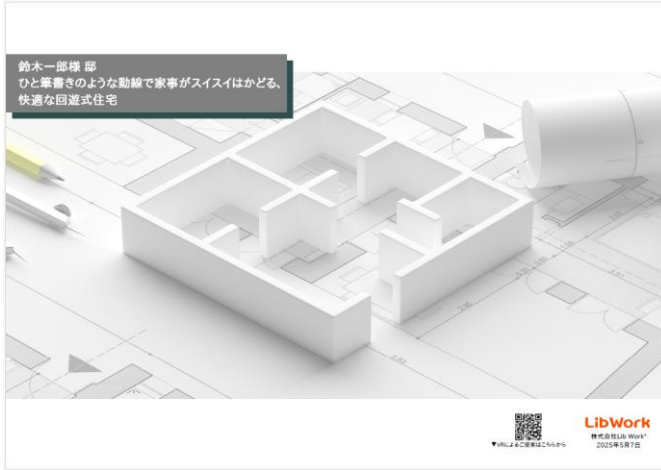


Compatible with
generative AI (ChatGPT)
Proposal texts are generated automatically.

The era of speed = **Speed delivers impact**

Platform Business: My Home Robo

My Home Robo provides us with an ability to propose not only plans but also **CG and VR images** at **the initial proposal phase**, which is a great strength for us.



VR image example



The **plan view, elevations, and CG and VR images** for proposal documents are completed in **just 5 minutes.**

Delivering a **“Wow!”** experience to customers.

Platform Business: niko and ... EDIT HOUSE

A platform with the overwhelming ability to generate leads developed jointly with **niko and ...**, which boasts great popularity among men and women in their 20s to 40s. We provide the platform to housing companies nationwide struggling with attracting customers and differentiating themselves from their competitors, as an industry-first IP license.

Totally produced by **niko and ...**, a popular brand.

A platform with the ability to generate leads, through which we achieved

4 times the number of new customers and 45 units of orders received during the first year due to its strong alignment with the boom of the Instagram.

niko and ... Brand holder

A D A S T R I A
—
Play fashion!

Joint product development and
sales agreement

Services provided by

 **Lib Service**
Lib Service Co., Ltd.

Lib Work's wholly owned subsidiary





Clear differentiation



Broader customer base



Reduced marketing costs



Stronger recruitment

What competitors cannot imitate leads to differentiation and higher lead generation

- ★ Overwhelming recognition of niko and ...
- ★ For reducing the unit cost to acquire a customer

For reaching the group of customers who have not considered purchasing a house

Our customers



New customer base



Lead generation with giveaways, effective also in receiving orders

- ★ Using a mug Comparison: Competitors use a cash voucher worth ¥30,000
- ★ Highly effective in closing promotions

High positive impact also on recruitment

- ★ Many students who collect information through Instagram
- ★ High positive impact on rejuvenating and motivating our employees

We provide the niko and ... EDIT HOUSE brand as a housing industry-first IP license.

The difference between typical franchising and our IP licensing can be explained as follows, using the example of selling T-shirts:

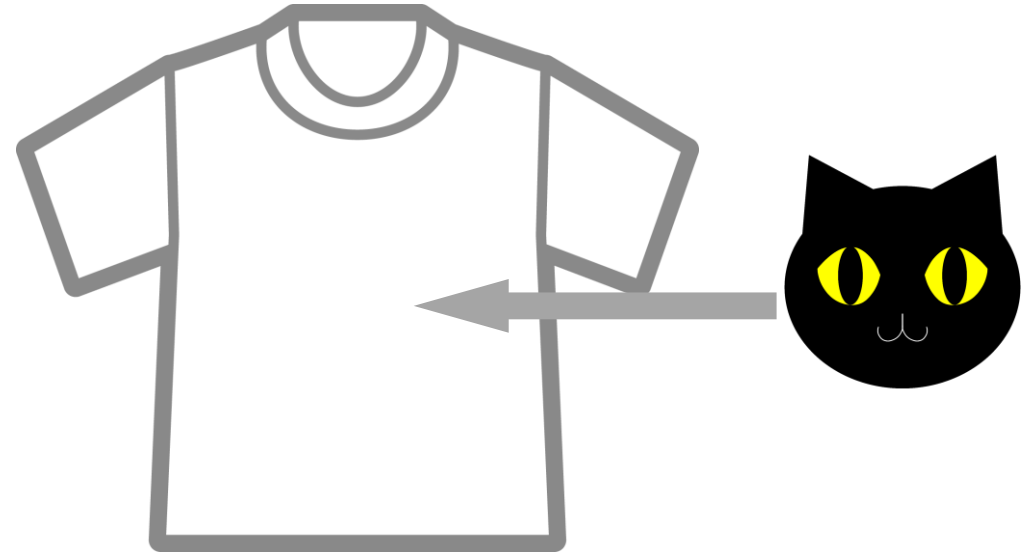
IP licensing is often seen in character design.

Typical franchising



- Franchisees purchase finished products after printing on fabric.
- Franchisees designate the selling price, such as ¥5,000/shirt.
- Franchisees pay royalties for each shirt sold.

IP licensing



- Fabric can reflect corporate efforts. Franchisees can select the fabric.
- The right to print a character is granted.
- Franchisees can freely determine the selling price.
- Franchisees bear no royalties for each shirt sold.

Rank	Company
1	IKK Holdings
2	Fukuoka Financial Group
3	The Nishi-Nippon City Bank
4	COSMOS Pharmaceutical
5	Nishi - Nippon Railroad (Nishitetsu)
6	Kyushu Electric Power
7	TOTO
8	ANA Fukuoka Airport
8	Kyushu Railway (JR Kyushu)
10	Nishihara Shokai
11	LEVEL5
12	Kyushu Financial Group
13	Qtnet
13	Fukuoka Toyota
15	KUBARAHONKE
16	Kyudenko
17	YASKAWA Electric
18	Fukuoka University
19	Fukuoka SoftBank HAWKS
19	Lib Work
21	Saibu Gas
22	ADAL
22	Huis Ten Bosch
24	ASO
24	Kirishima Shuzo/Kirishima Holdings
26	Q'SAI
26	Sogo Medical
26	TRIAL Holdings
26	Yazuya
30	HANDSMAN

In the Mynavi-Nikkei ranking of popular employers among new graduates of 2024, Lib Work ranked **19th overall** and **1st in the housing/real estate** sector in the Kyushu & Okinawa area.



In the Kyushu & Okinawa area
(Overall)



In the Kyushu & Okinawa area
(Housing/real estate sector)

Overview of survey of the Mynavi-Nikkei ranking of popular employers among new graduates of 2024
Period of survey: Thursday, December 1, 2022 to Sunday, March 26, 2023
Subject of survey: 3rd year undergraduate and 1st year graduate students (at the time of the survey) at universities in Japan who are graduating in March 2024
Number of valid responses: from 41,185 persons

- **Unit system**

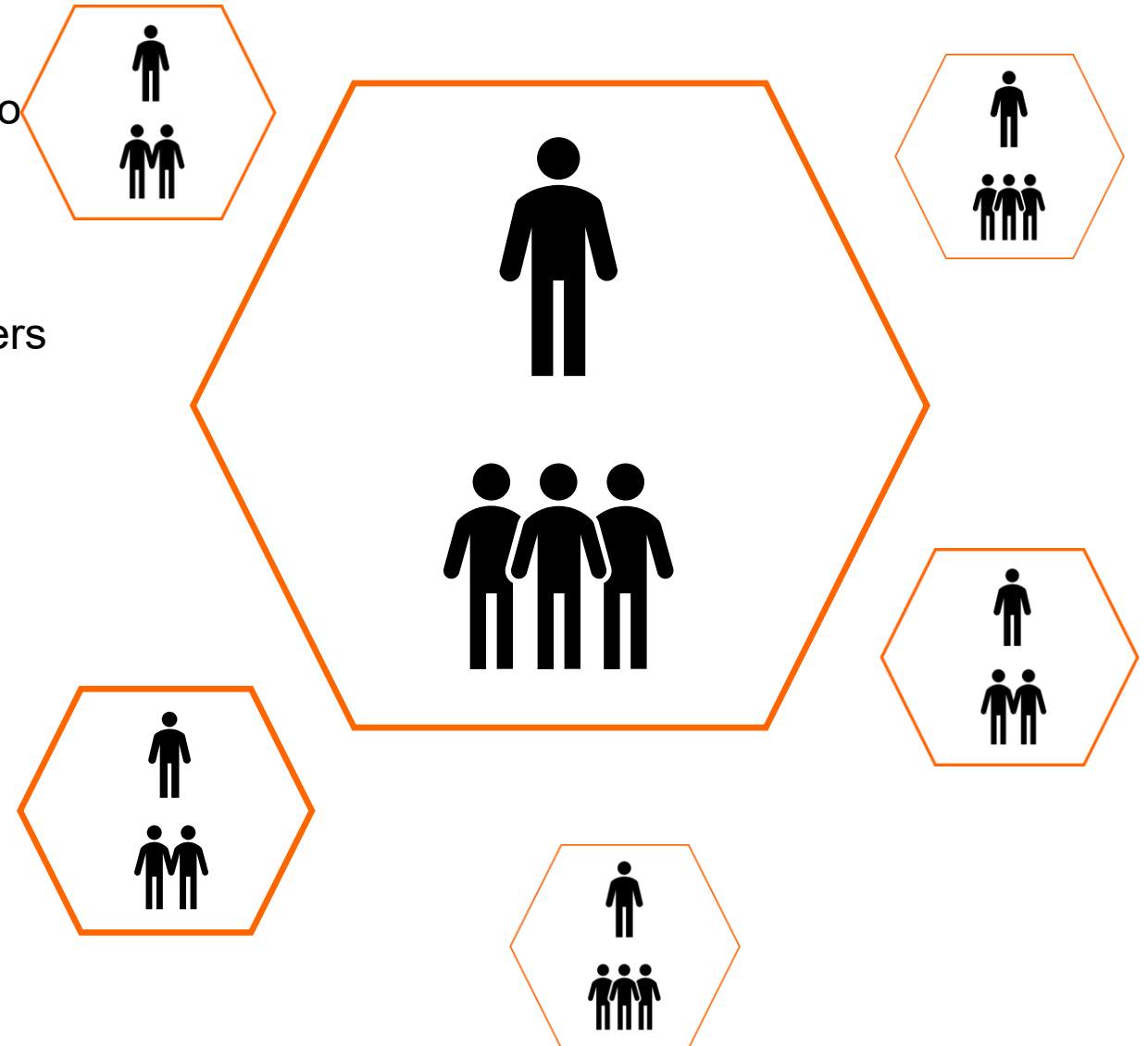
We operate the organization based on units of up to four members.

- **Aim**

Make sure supervisors can keep an eye on members
Clarify objectives for each unit
Visualize the achievements of each member

- **Effect**

High transparency
Clear prioritization of tasks
Increased individual motivation to achieve goals
Responsiveness to changes in the environment



Actively using manual creation tools

In-house know-hows are consolidated into tools, making it easy for everyone to create and share manuals through videos and other media. We use “shared knowledge” to accelerate employee training.

- **Accumulating knowledge in the organization**

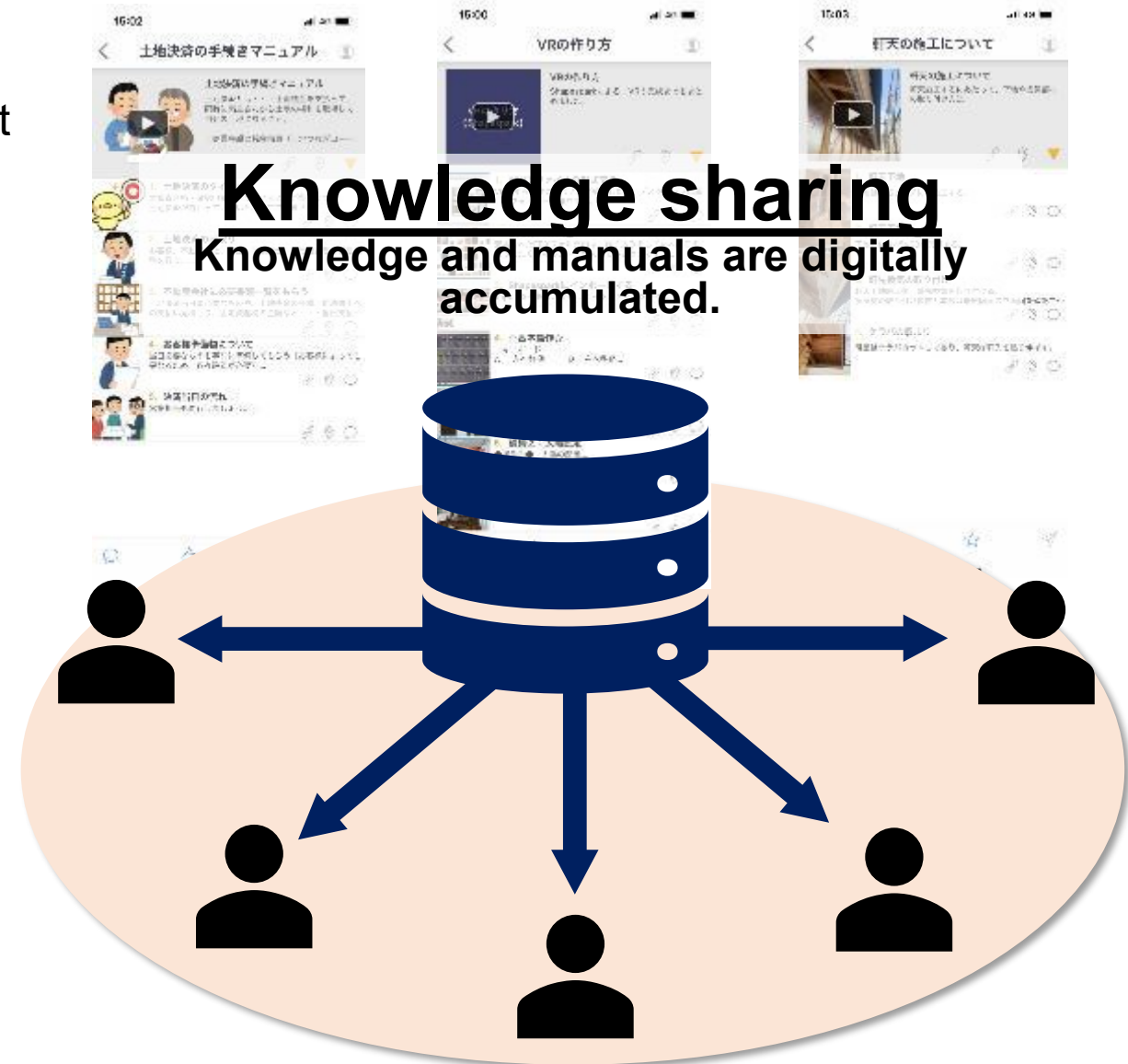
Centrally manage the knowledge of each individual. The more knowledge is accumulated, the more valuable it becomes as an asset.

- **Avoiding person-dependent knowledge**

Avoid complete dependence on specific individuals' knowledge and information, preventing situations where only certain people understand certain information.

- **Increasing operational efficiency**

Aim to streamline all operations by establishing a system that allows the organization to utilize knowledge and experience under centralized management, enabling all members to perform tasks at the same level.

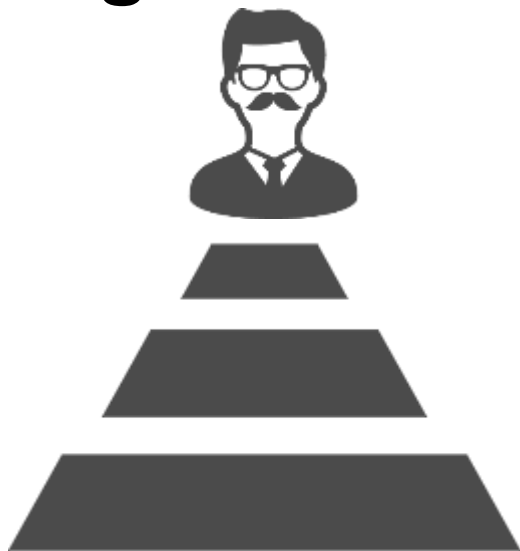


Digitally-accumulated knowledge can be shared across all areas

In addition to the employee shareholding association and client shareholding association, we have introduced an ESOP to grant shares to all employees each year, thereby creating a culture where everyone acts with an owner's mindset.

Typical company

**Management-led
organization**



Lib Work

**Employee and client shareholding
associations + ownership by
ESOP^(*)**

(management by all members)



* ESOP stands for "Employee Stock Ownership Plan." It refers to a corporate contribution-based system for granting company shares to employees upon retirement.

Unlike many companies in the housing and real estate industry, women make up about half of our employees. We have been recognized as a company where women can thrive. We propose a line of housework flows and lifestyle ideas from the purchasing decision maker's perspective.



We were chosen for inclusion in Diversity Management Selection 100 by the Ministry of Economy, Trade and Industry.

* Diversity management is the management practice of embracing a diverse human resources, enabling them to fully demonstrate their abilities, receive fair evaluation, and contribute to the enhancement of corporate value. We were the first company in Kumamoto Prefecture to be selected in the program. (Others selected in the same year included Fujitsu Limited, P&G, and Microsoft Japan.)



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