

Shareholder and Investor Engagement Results

In accordance with the Basic Policy on Corporate Governance, Sekisui House creates opportunities for periodic engagement with shareholders and investors with agendas covering such topics as financial results, management plans, ESG management and the status of each business. Through investor relations (IR) activities in and outside Japan, senior management, including representative directors, and staff from the Investor Relations Department, proactively hold meetings with institutional shareholders and investors as well as analysts and conduct briefings for individual shareholders and investors.

Furthermore, the Company strives to provide ample direct communication outside of individual meetings by such means as quarterly financial results briefing sessions and semiannual management plan briefing sessions, as well as tours of factories and other facilities. Beginning in FY2023, the Company also holds small meetings of the Outside Directors of the Board with institutional shareholders on such topics as the business execution performance of the current management team and reinforcing governance. These meetings serve as valuable opportunities for active discussion with institutional shareholders and mutually providing input in the form of opinions and other information.

【Principal Engagement Results with Shareholders and Investors in FY2024】

■ Events for Institutional Shareholders and Investors and Analysts

IR Event	Number of events held (Times/Total number of companies)	Description (Job titles are as of the time of the event)
Financial results briefing	4 times	The Representative Director of the Board, President and Executive Officer (CEO), the Representative Director of the Board, Vice Chairman and Executive Officer (in charge of Division of Finance and ESG), a Director of the Board and Senior Managing Officer (in charge of Division of Development Business), Managing Officers (in charge of Accounting and Finance), and the Operating Officer and Head of Investor Relations attended the quarterly earnings briefing and management plan briefings were held in conjunction with the earnings briefings for the second and fourth quarters.
Management plan briefing	2 times	
ESG-related briefing	1 time	The Executive Officer in charge of Environment Improving participated in a webinar hosted by a securities company and presented an overview of the company's ESG activities, focusing on environmental initiatives.
Business overview briefing	1 time	The Representative Director of the Board, President and Executive Officer (CEO), the Representative Director of the Board, Vice Chairman and Executive Officer (in charge of Division of Finance and ESG), a Director of the Board and Senior Managing Officer (in charge of Division of Development Business), Managing Officers (in charge of Accounting and Finance) and the Operating Officer and Head of Investor Relations attended the overseas business briefing held with the first quarter earnings briefing.
Small meetings with Outside Director of the Board	2 times/ 16 companies	Held small meetings for institutional shareholders attended by Outside Directors of the Board.
Small meetings with securities analysts	2 times/ 53 companies	The Director of the Board and Senior Managing Officer (in charge of Division of Development Business) and the Operating Officer and Head of Investor Relations attended a small meeting hosted by analysts of securities company.
Overseas IR events	6 times/ 55 companies	The Representative Director of the Board, President and Executive Officer (CEO), the Representative Director of the Board, Vice Chairman and Executive Officer (in charge of Division of Finance and ESG), Managing Officers (in charge of Accounting and Finance), Executive Officer and Head of Accounting, Operating Officer and Head of Investor Relations, and IR team members visited North America, Europe, and Asia to conduct overseas IR meetings with institutional investors.
Conferences sponsored by securities firms	4 times/ 55 companies	The Investor Relations department took the lead in participating in conferences hosted by securities companies, focusing on overseas institutional investors.
Tours of Company facilities	7 times/ 43 companies	The Investor Relations department guided investors through our facilities, as requested via the securities company.
Individual SR interviews	16 companies	The Representative Director of the Board, President and Executive Officer (CEO), the Representative Director of the Board, Vice Chairman and Executive Officer (in charge of Division of Finance and ESG), and outside directors of the board attended and engaged in regular dialogue with representatives responsible for the exercise of voting rights from institutional shareholders as part of Shareholder Relations.
Individual IR interviews	405 companies	Held individual interviews, mainly with the staff of the Investor Relations Department. Of the total number of individual IR interviews, interviews focused specifically on ESG topics: 14
Total number of companies in dialogue	643 companies	403 domestic institutional investors/analysts 240 overseas institutional investors

■ Events for Individual Shareholders and Investors

IR Event	Number of events held	Description
Factory tours	1 time	Held a tour of the Company's Yamaguchi Factory for individual shareholders.
Briefings organized by securities firms	2 times	Participated in online briefings for individual investors organized by securities firms.

【Topics of Interest to Shareholders and Investors and the Use of Input from Dialogues】

As described above, Sekisui House engages in proactive discussion through direct dialogue with analysts and the fund managers, ESG officers and officers in charge of exercising voting rights of institutional shareholders and investors based in Japan and overseas. The main topics of interest to shareholders and investors in these dialogues include such business-related subjects as the Company's performance, domestic and overseas business market environments, the Company's competitive advantages, the Company's future outlook and policies for the mid-term management plan, including those related to shareholder returns and capital measures. Furthermore, with regard to ESG-related topics, the Company receives numerous opinions related to ESG management and its integration into business strategy, the value creation process and its approach to human capital, among other topics.

The opinions and concerns of shareholders and investors, along with insights gleaned from these dialogues, are fed back as appropriate to the Board of Directors and management team via the Investor Relations Department. The Company references such input when making management decisions and reflects them in future dialogues. Furthermore, following discussions at the Management Meetings and the Board of Directors, the Company has reflected such input in the currently underway the Sixth Mid-Term Management Plan (specifically, in capital measures and ROE management reinforcement) and applied it to enhance disclosure materials, such as VALUE REPORT.