

February 14, 2022

**Notice Concerning Difference between Business Forecasts and Actual Results  
for the Fiscal Year Ended December 2021 and  
Revision to Dividend Forecast**

Sansei Landic Co., Ltd announces its difference between business forecasts for the fiscal year ended December 2021 announced on February 12, 2021 and its actual results announced today. In addition, the Company also announces revision to its dividend forecast.

1. Difference between consolidated business forecasts and actual results  
(1) Fiscal year ended December 2021 (January 1, 2021 – December 31, 2021)

	Net sales	Operating Income	Ordinary Income	Net income attributable to owners of parent	Net income per share
Previous forecasts (A) (announced on February 12, 2021)	Million yen 18,385	Million yen 919	Million yen 762	Million yen 505	Yen 59.88
Actual results (B)	16,836	1,117	999	609	73.56
Increase/decrease (B-A)	-1,549	198	237	104	
Change rate (%)	-8.4%	21.6%	31.1%	20.6%	
(Reference) Previous results (FY12/20)	17,774	847	709	357	42.34

2. Reason for the revision

With regard to the consolidated business forecasts for the fiscal year ended December 2021, the Company had made a conservative plan since the business environment remained severe with no prospect for containment of COVID-19.

In our core Real Estate Sales Business, although we have been taking measures to prevent COVID-19 in sales activities, we experienced delays in real estate sales, cancellation of transactions, and delays in the sales period due to the 5th wave of COVID-19. However, gross profit increased significantly due to an increase in the sales ratio of leasehold land and a higher-than-expected profit margin for both leasehold land, old unutilized properties, and freehold. As a result, expenses decreased significantly, and operating income and other income items exceeded the plan.

In the Construction Business, net sales and income from custom-built houses and renovations fell short of the plan mainly due to soaring prices for building materials and significantly exceeding the costs originally expected for reinforced concrete (RC) property under construction.

Consequently, the Company has revised the business forecasts for the fiscal year ended December 2021 as described above.

## 2. Revision to non-consolidated business forecasts

### (1) Fiscal year ended December 2021 (January 1, 2021 – December 31, 2021)

	Net sales	Ordinary Income	Net income	Net income per share
Previous forecasts (A) (announced on February 12, 2021)	Million yen 17,706	Million yen 762	Million yen 505	Yen 59.93
Actual results (B)	15,529	993	603	72.85
Increase/decrease (B-A)	-2,176	230	97	
Change rate (%)	-12.3%	30.2%	19.3%	
(Reference) Previous results (FY12/20)	16,111	671	177	21.00

### (2) Reason for the revision

As for the non-consolidated business forecasts for the fiscal year ended December 2021, despite net sales falling short of the plan by 2,176 million yen, ordinary income and net income are expected to exceed the plan by 230 million yen and 97 million yen, respectively. These changes are attributable to the fact that net sales in the Real Estate Sales Business were below the plan for the reasons stated in 1. (2), and the Company halted the merger with a consolidated subsidiary planned in July 2021.

Accordingly, the Company also revised the non-consolidated business forecasts for the fiscal year ended December 2021 as above.

## 3. Revision to dividend forecast

### (1) Contents of the revision

	Annual dividend		
	End-2Q	Year-end	Total
Previous forecasts		25.00 yen	25.00 yen
Revised forecasts		26.00 yen	26.00 yen
Current results	0.00 yen		
Previous results (FY12/20)	0.00 yen	25.00 yen	25.00 yen

### (2) Reason for the revision

The Company's basic dividend policy is to pay continuous and stable dividends and to actively return profits to shareholders in accordance with our operating results by improving profitability and securing funds for dividends.

Based on this policy, the Company has revised the year-end dividend forecast from 25 yen to 26 yen per share based on the revisions to the above forecasts.