

Sansei Landic., Co., Ltd.

Supplementary Materials for Consolidated Financial Results for 3Q of FY12/22

November 14, 2022



- Sales and profits both exceeded projections, with profits in particular growing.
- Record levels of inventories due to a significant increase in purchases, with progress in 3Q exceeding this year's purchase plan.
- Property for sale increased to 20bn yen, with the number of projects maintaining a high level.

Financial Results



(Unit: Million yen)

	20/3Q	21/3Q	22/3Q		
	Results	Results	Plan	Results	Vs Plan
Net sales	10,835	13,198	10,966	11,261	+294
Gross profit	2,478	3,475	3,440	3,840	+400
SG&A	2,213	2,448	2,508	2,640	+131
Operating income	265	1,027	931	1,200	+268
Ordinary income	152	943	803	1,071	+267
Net income attributable to owners of parent	92	547	704	909	+204

■ Net sales

-14.7% YoY

■ Gross profit

+10.5% YoY

■ Operating income

+16.8% YoY

■ Ordinary income

+13.7% YoY

■ Net income attributable to owners of parent

+65.9% YoY

Summary of Consolidated Balance Sheet



(Unit: Million yen)

	FY12/21	22/3Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	5,360	4,978	-381	-7.1%
Property for sale	13,301	20,775	+7,474	+56.2%
Interest-bearing liabilities	8,107	12,757	+4,649	+57.3%
Net assets	10,301	10,886	+584	+5.7%
Total assets	20,050	27,508	+7,457	+37.2%
Shareholders' equity ratio	51.4%	39.6%	-11.8pt	—

■ Property for sale

Inventory expected to be sold in the next fiscal year and beyond has increased significantly as a result of progress in purchasing exceeding expectations, while the company has continued to purchase from a cautious perspective.

3Q FY2021 purchases:

7,544 million yen

3Q FY2022 purchases:

14,694 million yen

■ Interest-bearing liabilities

Increased compared to the end of the previous year due to a significant increase in purchases.

■ Shareholders' equity ratio

The equity ratio decreased compared to the end of the previous year due to an increase in properties for sale as a result of increased purchases.

Sales by Business Segment

(Unit: Million yen)

	20/3 Q	21/3 Q	22/3 Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	9,568	12,284	10,739	11,039	+2.8%
Leasehold land	3,376	6,734	4,825	4,871	+1.0%
Old unutilized properties	3,949	4,932	5,014	5,229	+4.3%
Freehold	1,876	338	618	630	+2.0%
Others	366	279	281	306	+9.0%

■ Leasehold land
Sales generally progressed as planned, but profit margins exceeded expectations and profits exceeded forecasts.

■ Old unutilized properties
Sales and profits both above plan.

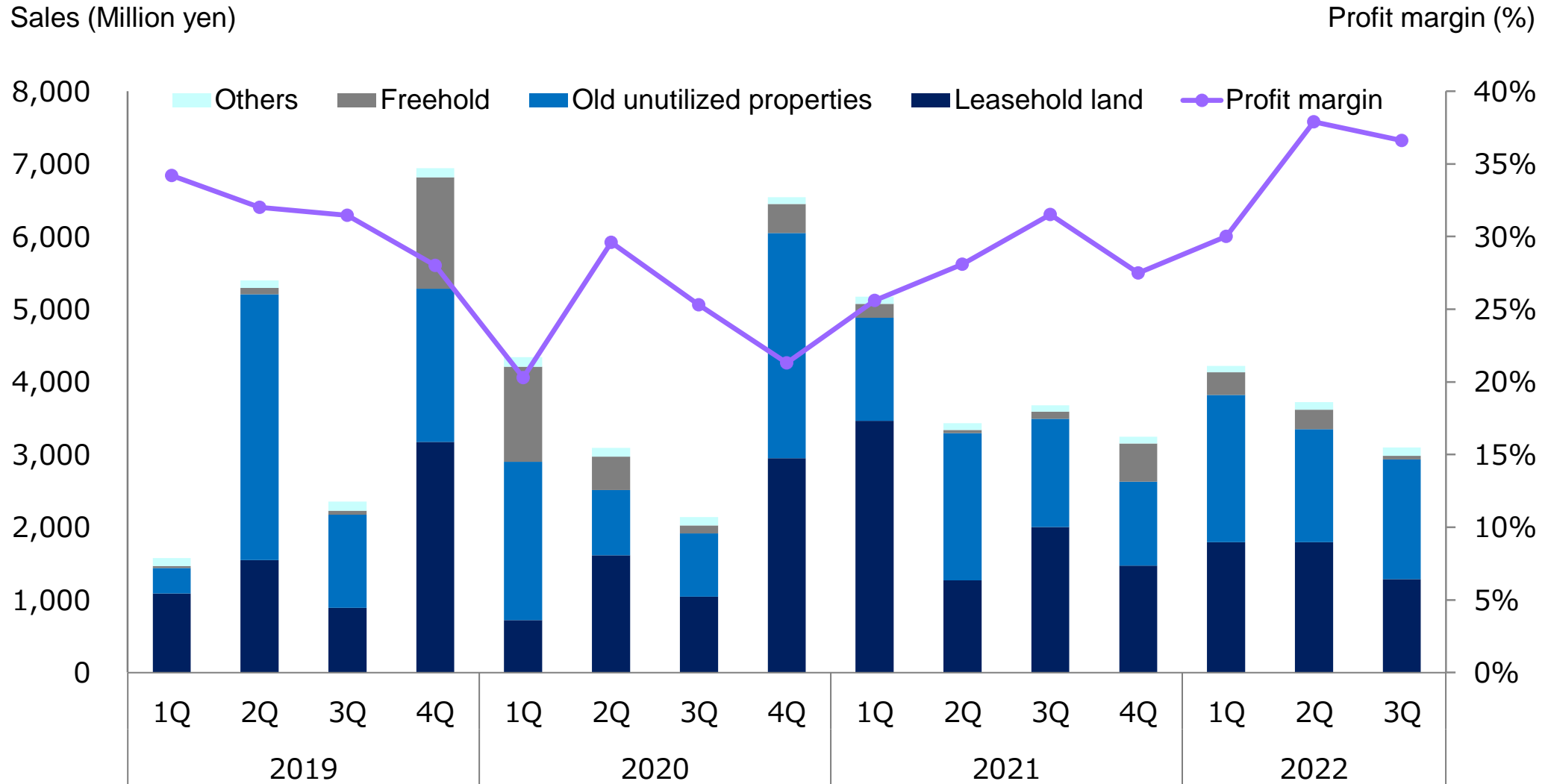
■ Freehold
Both sales and profits are generally on target.

*Construction Business segment has been de-consolidated since 2Q following the sale of all shares in One's Life Home, which was a consolidated subsidiary at the end of March 2022.

Quarterly Changes in the Real Estate Sales Business



- Sales progressed as planned and profit margins remained high



Purchases by Business Segment



(Unit: Million yen)

	20/3 Q	21/3 Q	22/3 Q	
	Results	Results	Results	YoY
Real Estate Sales business	11,078	7,544	14,694	+94.8%
Leasehold land	3,855	3,388	5,700	+68.2%
Old utilized properties	5,654	3,915	8,314	+112.4%
Freehold	1,568	240	678	+182.5%

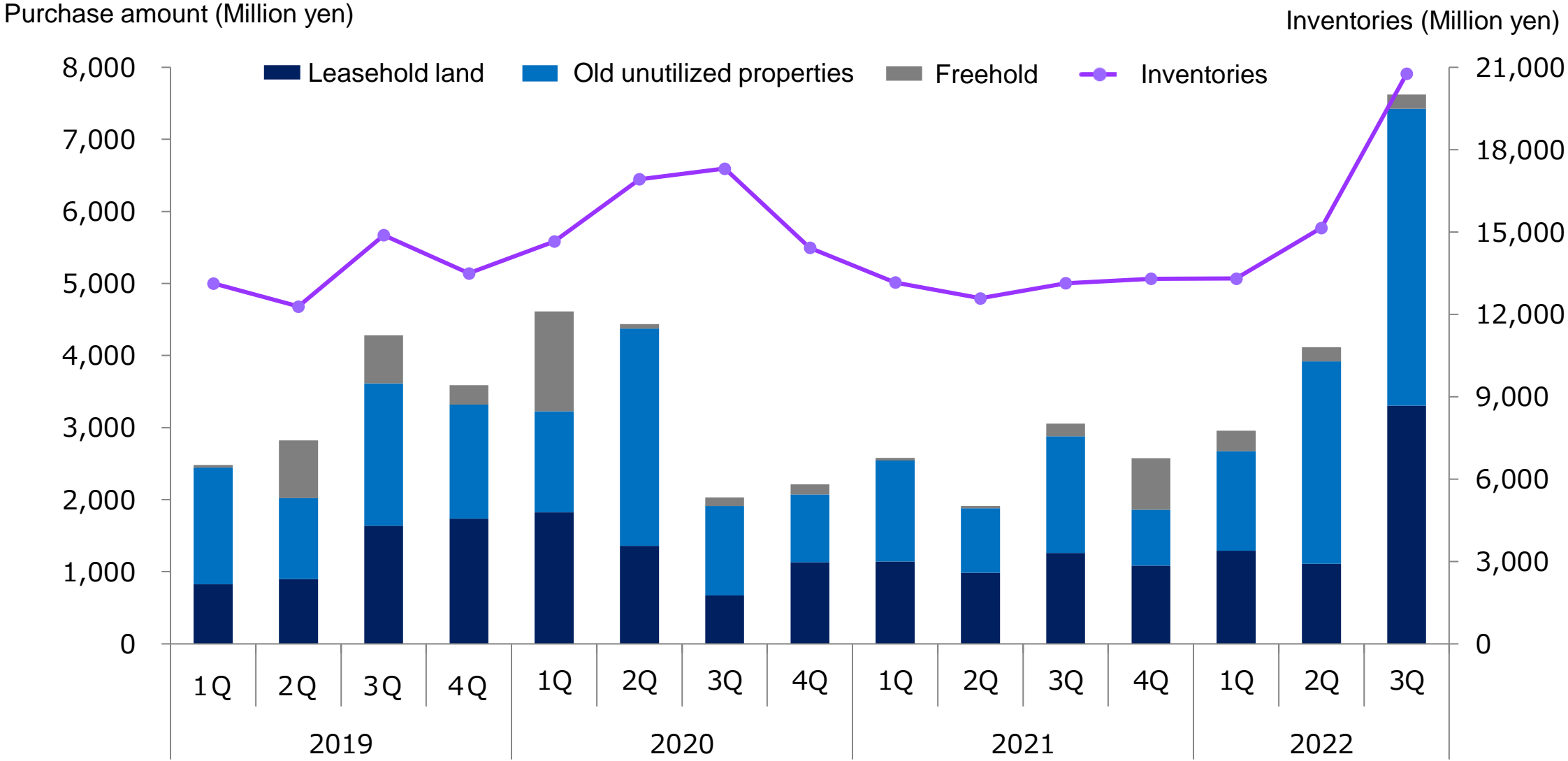
■ Purchasing
Annual purchase plan: 13.4 billion yen

Progress in leasehold land, old unutilised land and freehold better than previous year. The annual purchase plan was achieved as of 3Q.

Changes in the Amount of Purchases and Inventories



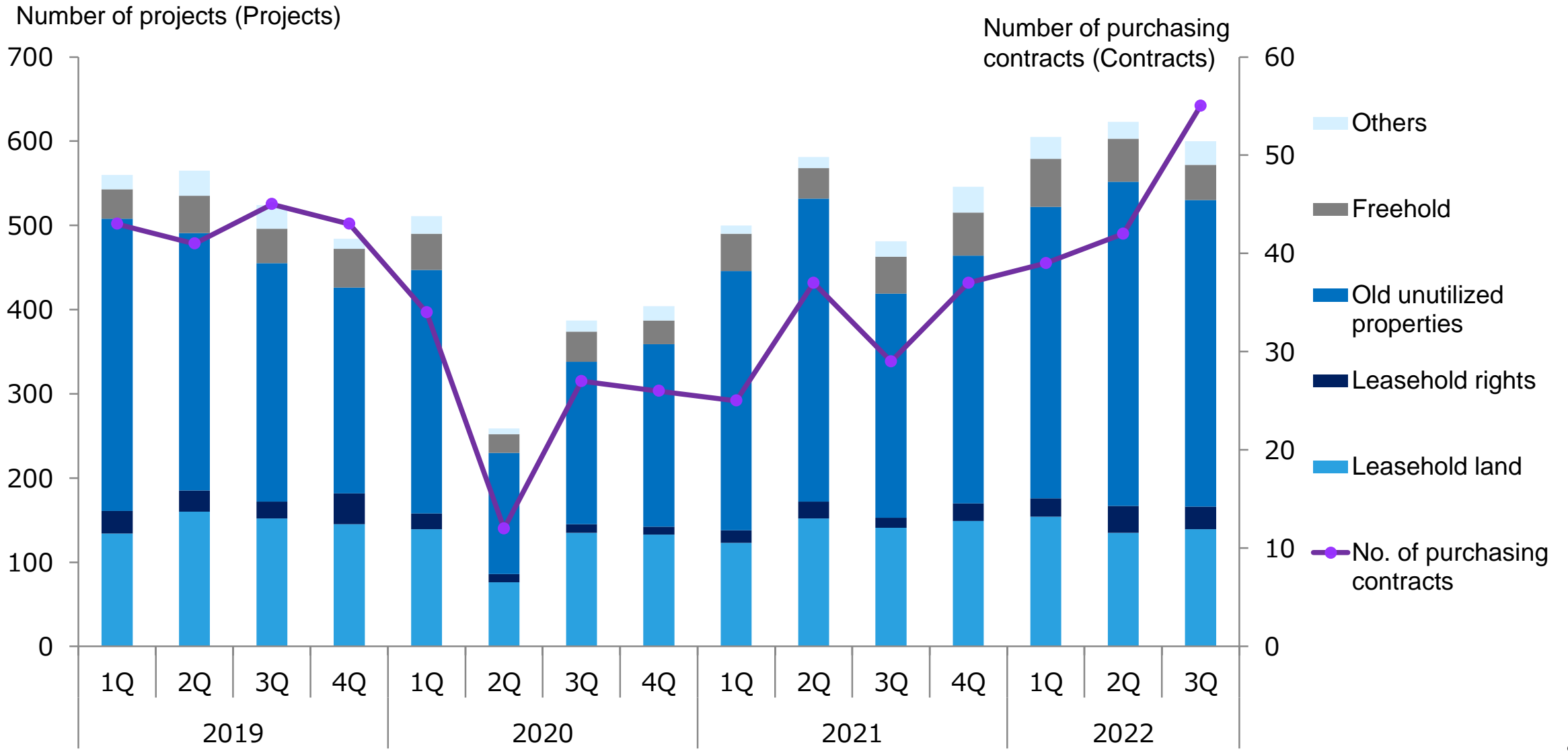
- Purchasing progressed well above plan, with inventories at a record high level



Changes in the Number of Projects and Number of Purchasing Contracts



- Number of projects remains at a high level, with a significant increase in the number of contracts signed



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- Forward-looking statements about the future performance are based on information currently available and certain assumptions that our group believes to be reasonable. Actual results may differ significantly from the forward-looking statements due to various risk factors and uncertainties. Please do not place undue reliance on these forward-looking statements.
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