

MUGEN ESTATE Co.,Ltd.

# **FY2023 2Q ended June 30, 2023**

## **Financial Results**

Prime Market:3299 | Aug 4, 2023

<https://www.mugen-estate.co.jp/>

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## FY2023 2Q Highlights

- **We revised the full-year earnings forecast upwards.**

Strong market conditions continued from the previous fiscal year and high profitability was attained. As of 2Q, the forecast levels of ordinary profit and profit attributable to owners of parent according to the full-year earnings forecast were reached. On July 18, we revised the full-year earnings forecast upwards.

- **Net sales and profit rose year on year.**

Active sales activities resulted in a huge rise in net sales and profit. Net sales were up 87.4% year on year to 26.2 billion yen, operating income was up 202% year on year to 3.3 billion yen, ordinary income was up 268% year on year to 2.9 billion yen and profit attributable to owners of parent was up 228% year on year to 1.9 billion yen.

- **Sales were buoyant.**

Sales of residential-type properties were so buoyant that the number of units sold was up 88 year on year to 204. As for investment-type properties, the number of units sold increased 31 year on year to 63, amid high demand for residential-type real estate.

- **We made steady purchases.**

In the Purchase and Resale Business, purchases were up 0.6 billion yen year on year to 17.4 billion yen. In particular, purchases for residential-type properties increased 1.1 billion yen.

- **We revised the dividend forecast upwards.**

Along with the upward revision to the earnings forecast, we increased the year-end dividend forecast by 11 yen per share, from 32 yen per share to 43 yen per share (with a payout ratio of 40.1%).

**01**

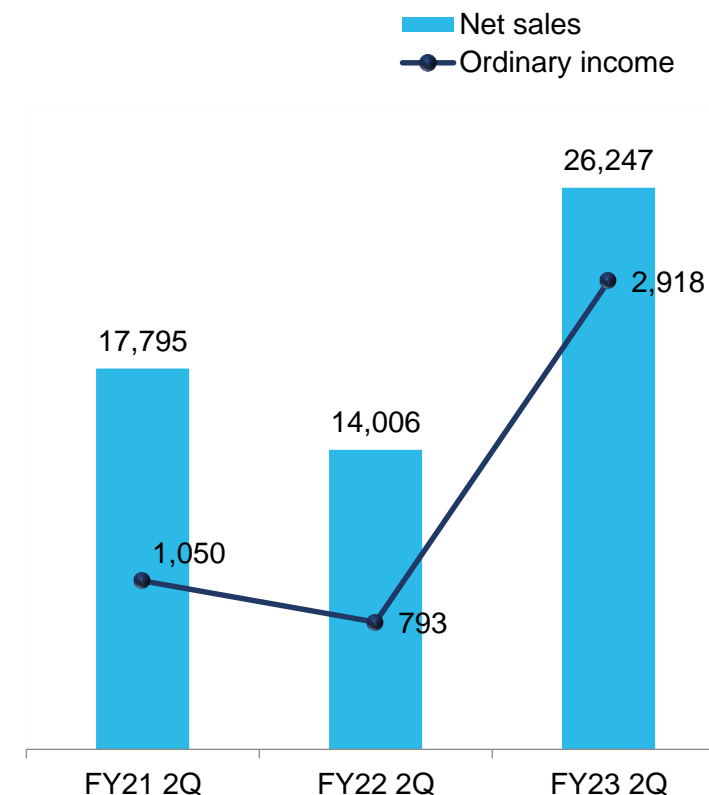
**Overview of FY2023 2Q  
Financial Results**

## Overview of Consolidated Financial Results for FY2023 2Q

In 2Q of the previous fiscal year, the Group focused on purchases and results were poor. In 2Q of the current fiscal year, the market environment remained as healthy as in the previous fiscal year, and the Group conducted active sales activities to sell properties in a high price range. This led to the growth of net sales and profit.

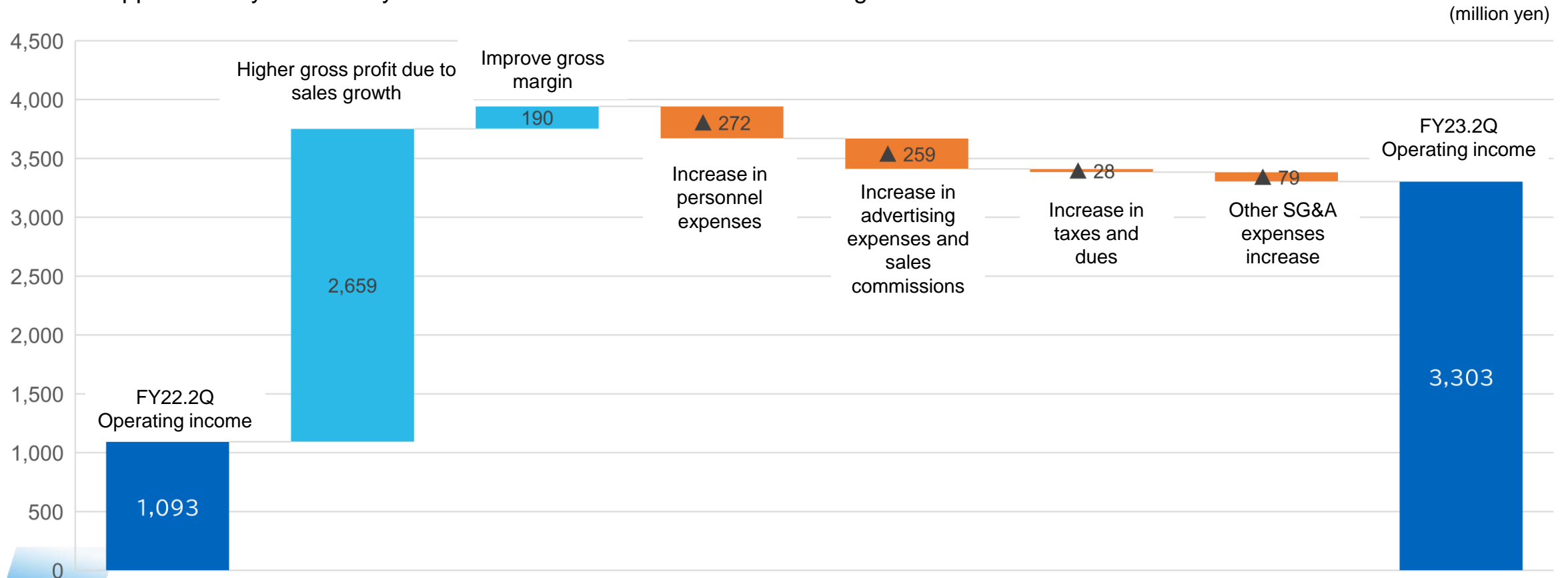
million yen	FY2022.2Q		FY2023.2Q		YOY	
	Results	Proportion (%)	Results	Proportion (%)	Results	Rate (%)
Net sales	14,006	100.0	26,247	100.0	12,241	87.4
Gross profit	3,043	21.7	5,893	22.5	2,850	93.7
SGA	1,949	13.9	2,589	9.9	639	32.8
Operating income	1,093	7.8	3,303	12.6	2,210	202.2
Ordinary income	793	5.7	2,918	11.1	2,124	267.8
Profit attributable to owners of parent	588	4.2	1,929	7.4	1,341	228.1

Net sales & Ordinary income (million yen)



## Operating Income Analysis for FY2023 2Q

- Operating income rose 2.2 billion yen year on year to 3.3 billion yen.
- Among the factors increasing operating income, proactive sales activities had the effect of increasing it by around 2.6 billion yen and a hike in the gross margin by about 0.2 billion yen.
- The factors that reduced operating income include an increase in personnel expenses of around 0.3 billion yen following a staff increase and an approximately 0.3 billion yen increase in sales commissions following the increase in sales.

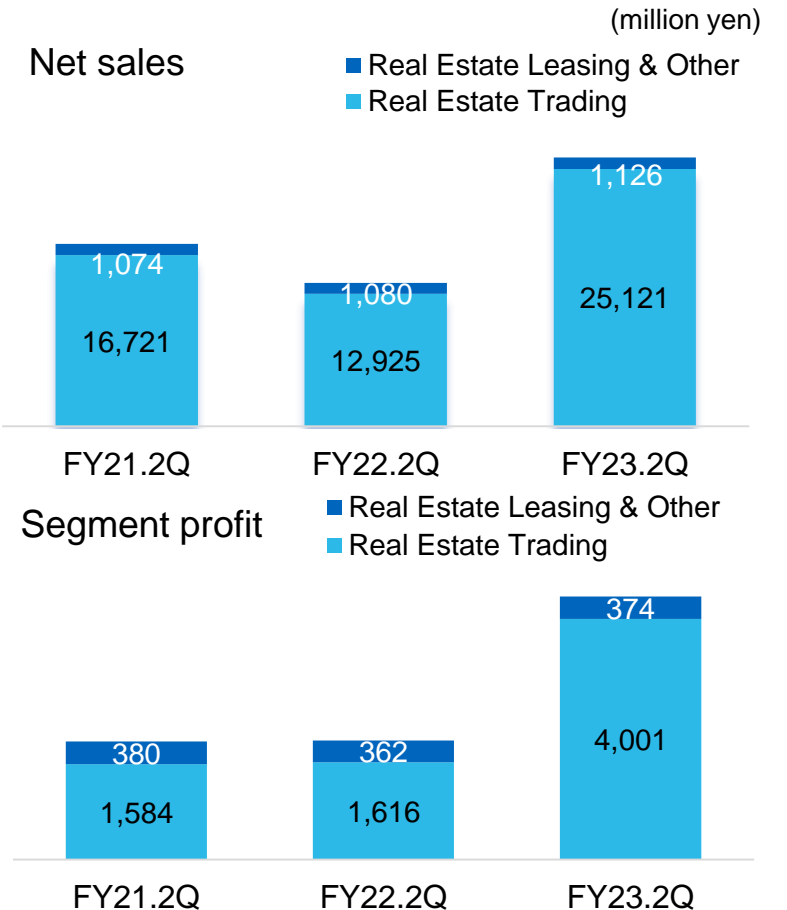


## Net sales and profits for reportable business segments

- Real Estate Trading Business: Net sales and segment profit jumped considerably, benefitting from the strengthened sales activities of the increased staff.
- Real Estate Leasing and Other Business: Net sales were up 4.2% year on year, and segment profit were up 3.2% year on year.

million yen	FY2022.2Q		FY2023.2Q		YOY	
	Net sales	Proportion (%)	Net sales	Proportion (%)	Change	Rate (%)
Real Estate Trading	12,925	92.3	25,121	95.7	12,195	94.4
Real Estate Leasing & Other	1,080	7.7	1,126	4.3	45	4.2
Total	14,006	100.0	26,247	100.0	12,241	87.4

million yen	FY2022.2Q		FY2023.2Q		YOY	
	Segment profit	Proportion (%)	Segment profit	Proportion (%)	Change	Rate (%)
Real Estate Trading	1,616	81.7	4,001	91.4	2,385	147.6
Real Estate Leasing & Other	362	18.3	374	8.6	11	3.2
Total	1,978	100.0	4,375	100.0	2,396	121.1



※ Net sales and Proportion indicates sales to external customers. Segment profit and Proportion indicates segment profit in comparison with operating income before segment adjustments

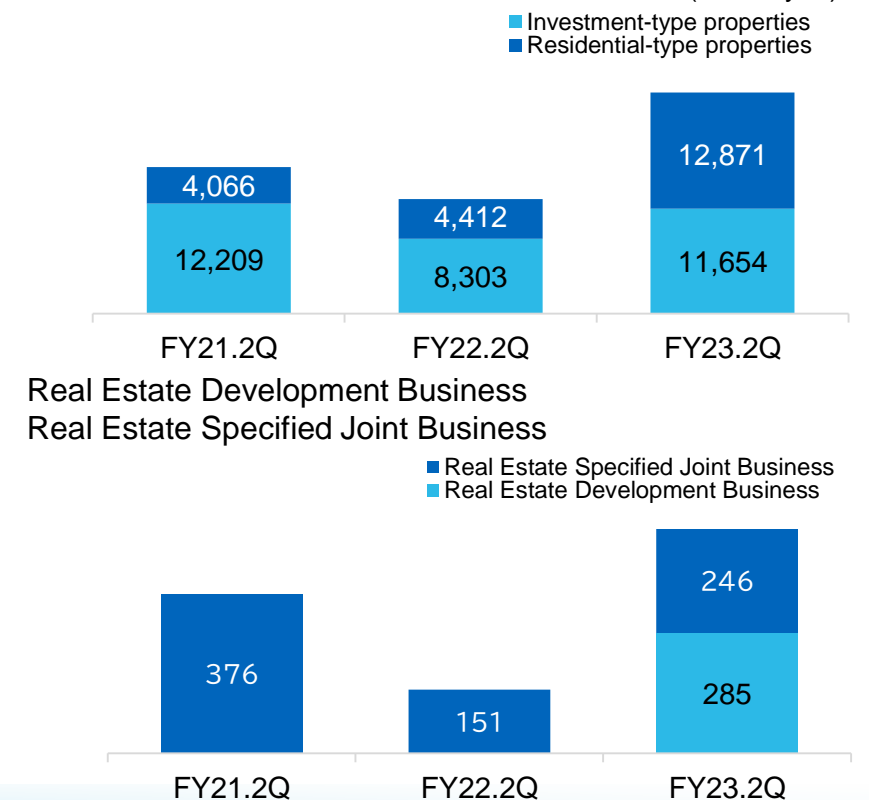
## Net sales for reportable business segments

- **Purchase and Resale Business:** Sales of residential-type properties increased 191.7% year on year, due to an increase in sales personnel (up 51 employees year on year) following the opening of sales offices. Sales of investment-type properties surged 40.4% following brisk sales of properties individually valued at more than 300 million yen.
- **Development Business:** Of the buildings completed last year, one was sold. Two new buildings completed in 1H
- **Real Estate Specified Joint Business:** The Setagaya Project has sold out. The Edogawa project sales to start in May.

million yen	FY2022.2Q	FY2023.2Q	YOY	
	Results	Results	Change	Rate (%)
Real Estate Trading	12,925	25,121	12,195	94.4
Purchase and Resale Business (Investment-type properties)	8,303	11,654	3,351	40.4
Purchase and Resale Business (Residential-type properties)	4,412	12,871	8,459	191.7
Real Estate Development Business	0	285	285	-
Real Estate Specified Joint Business	151	246	95	63.2
Real Estate Leasing & Other	59	64	4	8.0
Real Estate Trading	1,080	1,126	45	4.2

※Sales of land are included in Residential type properties

Net sales of investment-type properties (million yen)



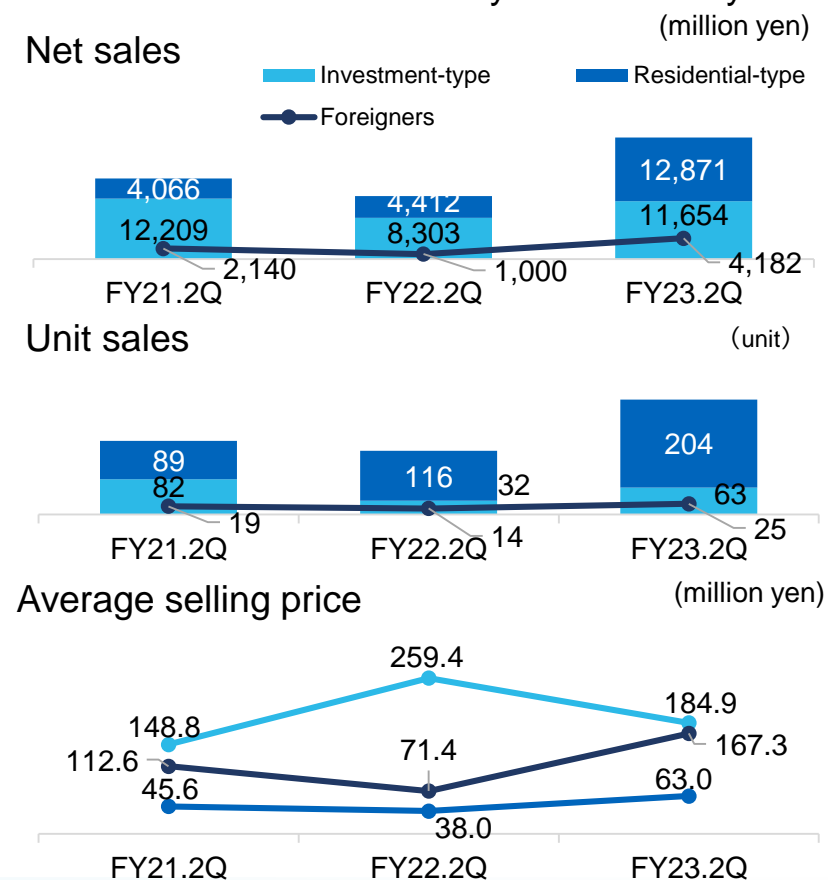


## Purchase & Resale Business: Sales by Type

- Investment-type properties :Brisk demand for rental condominiums and office blocks led to a rise in both the amount of sales and the number of units sold.
- Residential-type properties :The amount of sales and the average sales price per unit rose significantly following a strengthening of sales activities and sales of detached houses in central Tokyo.
- Foreigners:Average sales price per unit increased immensely as properties individually valued at more than 100 million yen sold briskly.

million yen	FY2022.2Q	FY2023.2Q	YOY	
			Change	Rate(%)
Net sales	12,715	24,525	11,810	92.9
Investment-type	8,303	11,654	3,351	40.4
Residential-type	4,412	12,871	8,459	191.7
Unit sales	148	267	119	80.4
Investment-type	32	63	31	96.9
Residential-type	116	204	88	75.9
Average selling price	85.9	91.8	5.9	6.9
Investment-type	259.4	184.9	(74.4)	(28.7)
Residential-type	38.0	63.0	25.0	65.9
Foreigners				
Net sales	1,000	4,182	3,181	317.9
Unit sales	14	25	11	78.6
Average selling price	71.4	167.3	95.8	134.0

※Sales of land are included in Residential type properties



## Purchase & Resale Business: Sales by Area

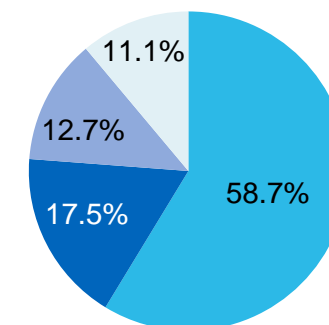
- Investment-type properties : The number of units sold rose in all areas. The amount of sales climbed substantially in Tokyo, Saitama and Chiba, but not in Kanagawa.
- Residential-type properties : The amount of sales and the number of units sold grew immensely as a result of intensive efforts mainly by sales offices.

<Investment-type properties>

(million yen)

Area	FY2022.2Q				FY2023.2Q				YOY	
	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Average price
Tokyo	17	53.1	4,599	270.5	37	58.7	7,373	199.2	20	(71.3)
Kanagawa	9	28.1	2,613	290.4	11	17.5	789	71.8	2	(218.6)
Saitama	3	9.4	616	205.4	8	12.7	1,755	219.4	5	13.9
Chiba	3	9.4	473	157.6	7	11.1	1,735	247.9	4	90.2
Total	32	100.0	8,303	259.4	63	100.0	11,654	184.9	31	(74.4)

FY2023.2Q Breakdowns of sales by area

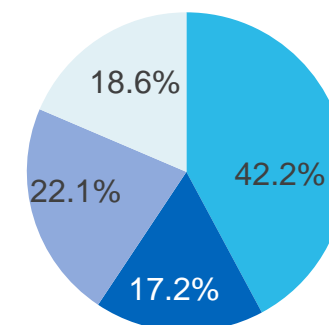


<Residential-type properties>

(million yen)

Area	FY2022.2Q				FY2023.2Q				YOY	
	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Proportion (%)	Sales amount	Average price	Units sales	Average price
Tokyo	51	44.0	2,513	49.2	86	42.2	9,383	109.1	35	59.8
Kanagawa	15	12.9	419	27.9	35	17.2	1,310	37.4	20	9.4
Saitama	28	24.1	842	30.0	45	22.1	1,211	26.9	17	(3.1)
Chiba	22	19.0	637	28.9	38	18.6	966	25.4	16	(3.5)
Total	116	100.0	4,412	38.0	204	100.0	12,871	63.0	88	25.0

■ Tokyo ■ Kanagawa ■ Saitama ■ Chiba



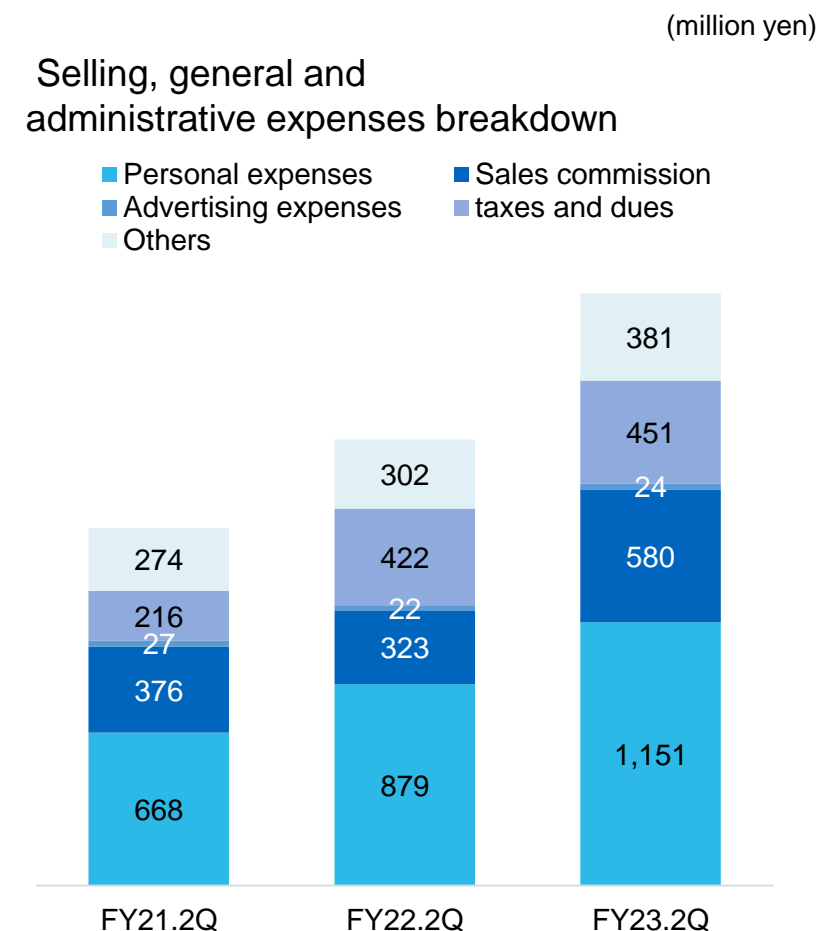
※Residential type properties include land, etc. that purchasing parties use for residential purposes.

※Residential type properties in Tokyo include property sales outside Tokyo and three neighboring prefectures.

## Selling, General & Administrative Expenses

- Selling, general and administrative expenses : Personnel expenses increase due to hiring of personnel for future growth. Sales commissions increased with the increase in sales.
- Non-operating expenses : Interest expenses increased due to increase in purchases.

million yen	FY2022.2Q		FY2023.2Q		YOY	
	Results	Sales ratio (%)	Results	Sales ratio (%)	Change	Rate (%)
Selling, general and administrative expenses	1,949	13.9	2,589	9.9	639	32.8
Personal expenses	879	6.3	1,151	4.4	272	31.0
Sales commission	323	2.3	580	2.2	257	79.7
Advertising expenses	22	0.2	24	0.1	1	6.9
taxes and dues	422	3.0	451	1.7	28	6.8
Others	302	2.2	381	1.5	79	26.3
Non-operating income	29	0.2	37	0.1	7	26.2
Non-operating expenses	329	2.4	423	1.6	93	28.4
Interest expenses	291	2.1	370	1.4	79	27.1
Others	37	0.3	52	0.2	14	38.6



## Real Estate for Sales (Inventory)

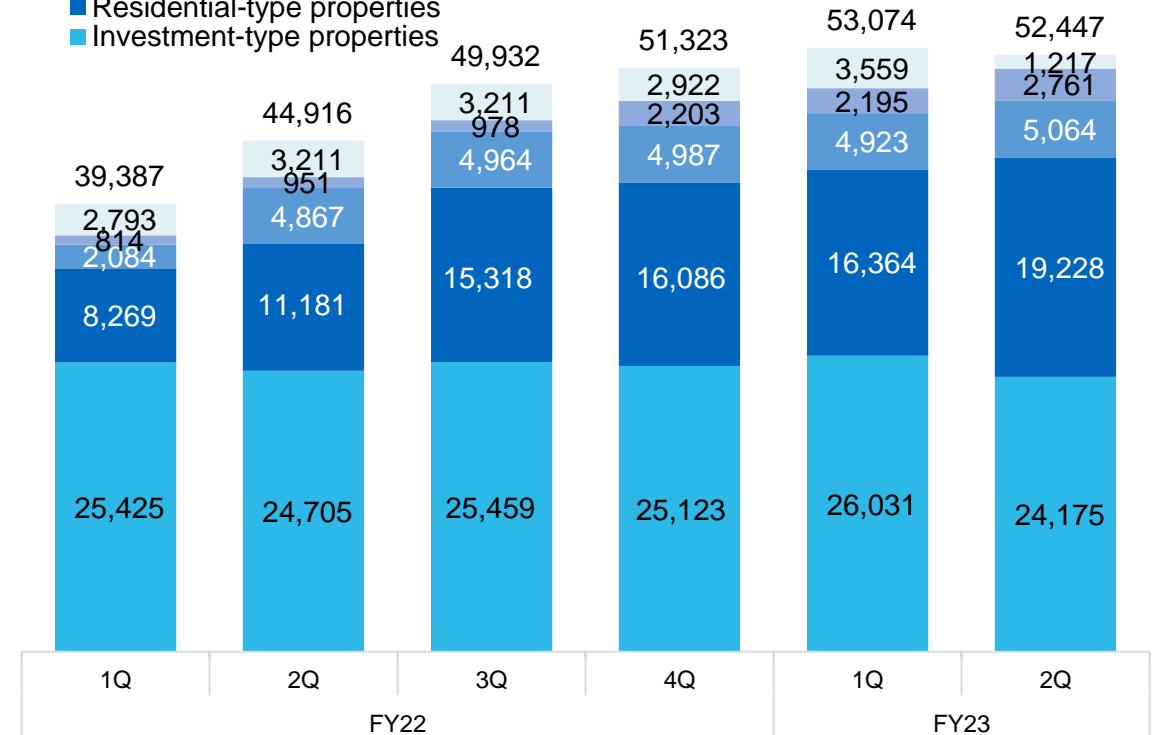
- Real estate for sales (inventory) increased 1.1 billion yen from the end of the previous fiscal year due to steady purchases.
- Investment-type properties decreased 0.9 billion yen as a result of steady sales.

million yen	As of Dec.31,2022	As of Jun.30,2023	Change
Real estate for sales	51,323	52,447	1,124
Investment-type properties	25,123	24,175	(948)
Residential-type properties	16,086	19,228	3,142
Real Estate Development Business	4,987	5,064	76
Real Estate Specified Joint Business	2,203	2,761	558
Other	2,922	1,217	(1,705)

※ Real estate for sale (inventory) figures are non-consolidated figures.

Real estate for sales breakdown

- Other
- Real Estate Specified Joint Business
- Real Estate Development Business
- Residential-type properties
- Investment-type properties



## Purchases by Business Segments

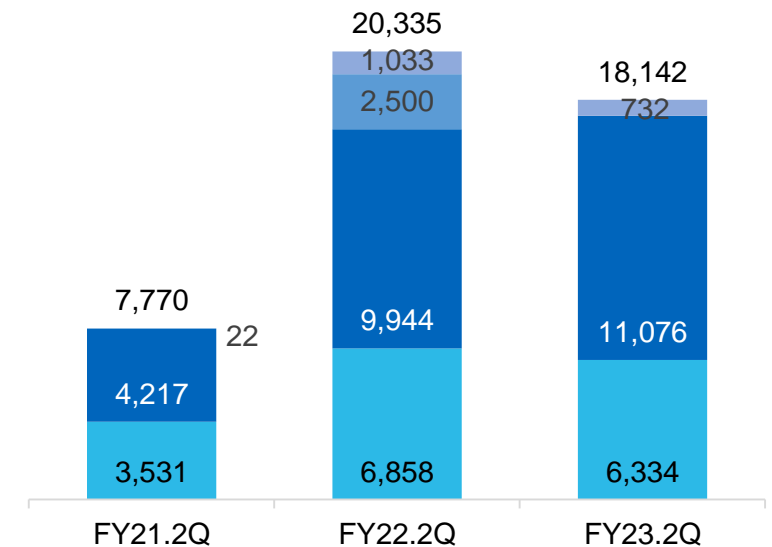
- Purchases of residential-type properties increased 1.1 billion yen, attributable to the opening of sales offices and an increase in the number of sales personnel.
- In the Real Estate Development Business, purchasing activities were conducted in consideration of economic efficiency following the rise of labor expenses.
- In the Real Estate Specified Joint Business, one property was purchased after examining its profitability.

million yen	FY2022.2Q	FY2023.2Q	YOY	
	Results	Results	Change	Rate (%)
Investment-type properties	6,858	6,334	(523)	(7.6)
Residential-type properties	9,944	11,076	1,131	11.4
Real Estate Development Business	2,500	0	(2,500)	—
Real Estate Specified Joint Business	1,033	732	(300)	(29.1)
Other	20,335	18,142	(2,192)	(10.8)

※Sales of land are included in Residential type properties

Purchases by business (million yen)

- Real Estate Specified Joint Business
- Real Estate Development Business
- Residential-type properties
- Investment-type properties



## Overview of Consolidated Financial Position

- Real estate for sale and short-term interest-bearing debt increased due to steady purchasing activities for residential-type properties.
- Long-term interest-bearing debt decreased after steady sales of investment-type properties.

million yen	As of Dec.31,2022	As of Jun.30,2023	YOY	
	Results	Results	Change	Rate (%)
<b>Current assets</b>	70,174	71,906	1,732	2.5
Cash & deposits	17,754	18,450	696	3.9
Real estate for sale	51,116	52,234	1,117	2.2
<b>Non-current assets</b>	7,213	7,192	(21)	(0.3)
<b>Total assets</b>	77,448	79,148	1,700	2.2
<b>Current liabilities</b>	18,501	20,251	1,749	9.5
Short-term interest-bearing debt	15,639	16,434	795	5.1
<b>Non-current liabilities</b>	34,342	32,777	(1,564)	(4.6)
Long-term interest-bearing debt	33,684	32,095	(1,588)	(4.7)
<b>Total liabilities</b>	52,843	53,028	184	0.3
<b>Total net assets</b>	24,604	26,120	1,515	6.2
<b>Total liabilities &amp; net assets</b>	77,448	79,148	1,700	2.2

## Progress on Key Performance Indicators

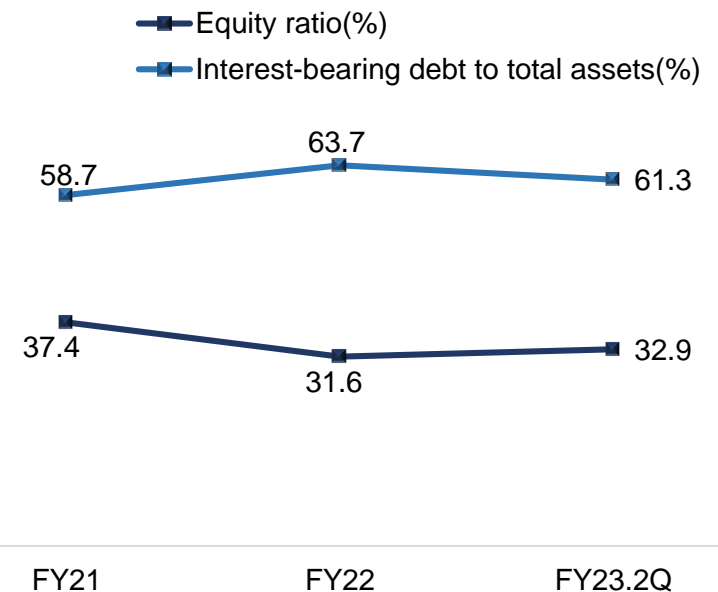
- The equity ratio landed within the range we targeted 30.0% - 35.0%.
- The net debt-equity ratio stood at 1.15, which is roughly within the range we had forecast, after an increase in shareholders' equity despite shrinkage of liabilities following steady sales.
- As a result of strengthened sales activities, inventory turnover was higher than in the same period the previous year

	As of Dec.31,2022	As of Jun.30,2023	Change
Equity ratio(%)	31.6	32.9	1.2
Interest-bearing debt to total assets(%)	63.7	61.3	(2.3)
Inventory turnover (Times)*	0.66	0.84	0.17
Net D/E ratio (x)	1.28	1.15	(0.13)

Average loan period (Investment-type)	3yr10mo	3yr9mo	(1mo)
Average loan period (Residential-type)	1yr	1yr	—

\* 12-month real estate sales / (real estate inventory for sale in the previous period + real estate Inventory for sale in the current period)/2

Equity ratio &  
Interest-bearing debt to total assets



02

**FY2023 Earnings Forecast**



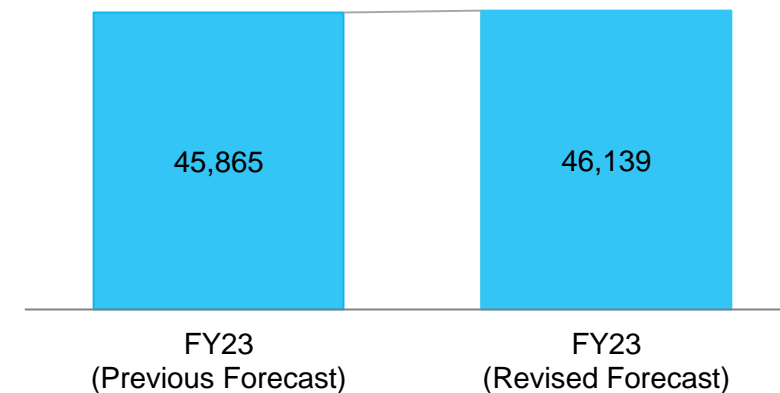
## FY2023 Earnings Forecast <Consolidated> Revised

- With favorable market conditions and proactive sales activities, the results have to date surpassed the level initially forecast.
- On July 18, we revised the full-year earnings forecast upwards.

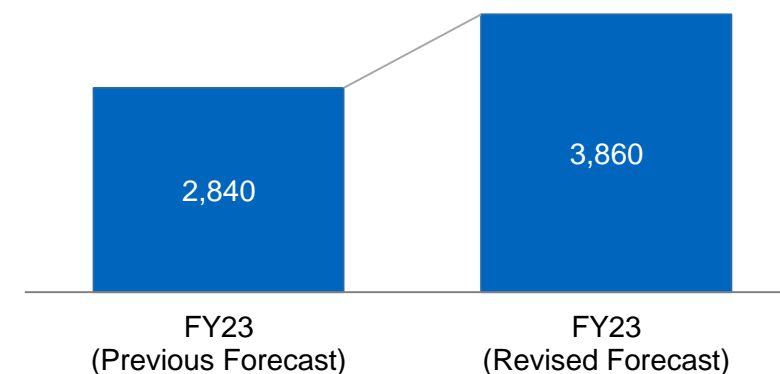
million yen	FY2022	FY2023			
	Results	Previous Forecast	Revised Forecast	Change	Rate (%)
<b>Net sales</b>	31,242	45,865	46,139	274	0.6
Real Estate Trading	29,016	43,372	43,790	418	1.0
Real Estate Leasing & Other	2,226	2,492	2,348	(144)	(5.8)
<b>Operating income</b>	2,976	3,625	4,632	1,007	27.8
Ratio to net sales	9.5%	7.9%	10.0%	—	—
<b>Ordinary income</b>	2,309	2,840	3,860	1,020	35.9
Ratio to net sales	7.4%	6.2%	8.4%	—	—
<b>Profit</b>	1,564	1,863	2,522	659	35.4
Ratio to net sales	5.0%	4.1%	5.5%	—	—

(million yen)

### Net sales



### Ordinary income

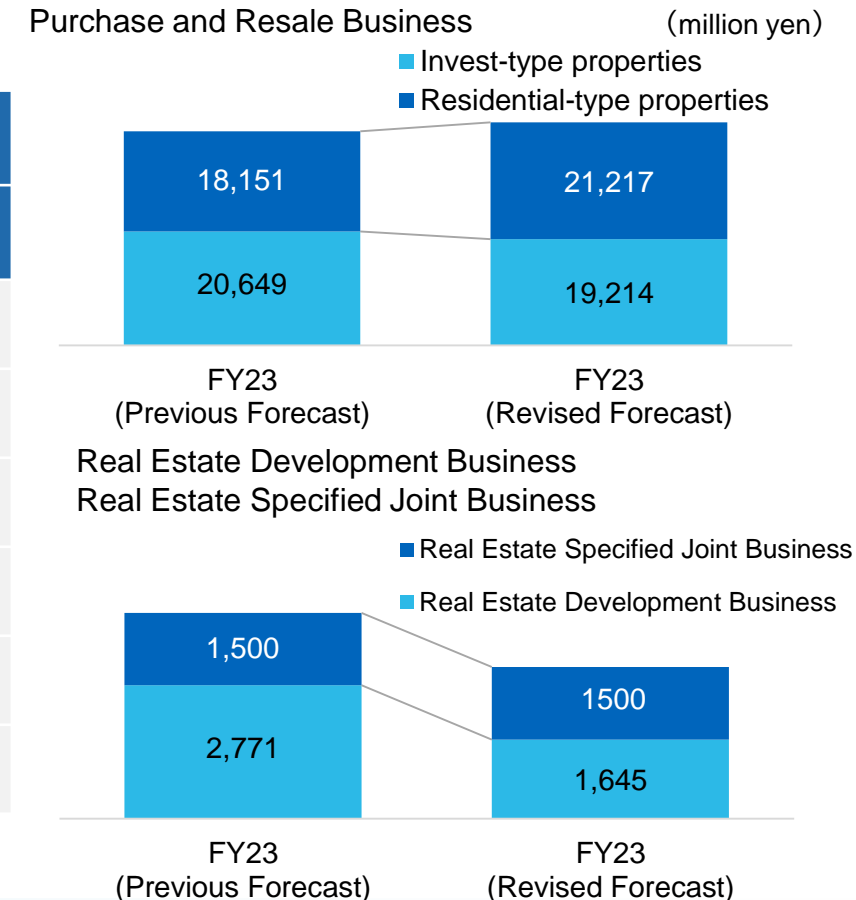


## FY2023 Earnings Forecast

### <Net sales for reportable business segments> Revised

- **Purchase and Resale Business:**Our focus will stay on sales of residential-type properties. Regarding investment-type properties, we will carry out sales activities with an emphasis on profitability. The forecast for the second half is based on the conservative sales forecast made initially.
- **Real Estate Development Business:**The plan was revised given the focus of sales on profitability. The completion of one remaining building is scheduled within the current fiscal year. We will work intensively on sales activities for them in addition to the six completed buildings.
- **Real Estate Specified Joint Business:**The offering of the Edogawa project began in May.

million yen	FY2022	FY2023			
	Results	Previous Forecast	Revised Forecast	Change	Rate (%)
Real Estate Trading	29,016	43,372	43,790	418	1.0
Purchase and Resale Business (Investment-type properties)	16,941	20,649	19,214	(1,435)	(7.0)
Purchase and Resale Business (Residential-type properties)	10,856	18,151	21,217	3,066	16.9
Real Estate Development Business	184	2,771	1,645	(1,126)	(40.6)
Real Estate Specified Joint Business	922	1,500	1,500	0	0
Real Estate Leasing & Other	2,226	2,492	2,348	(144)	(5.8)



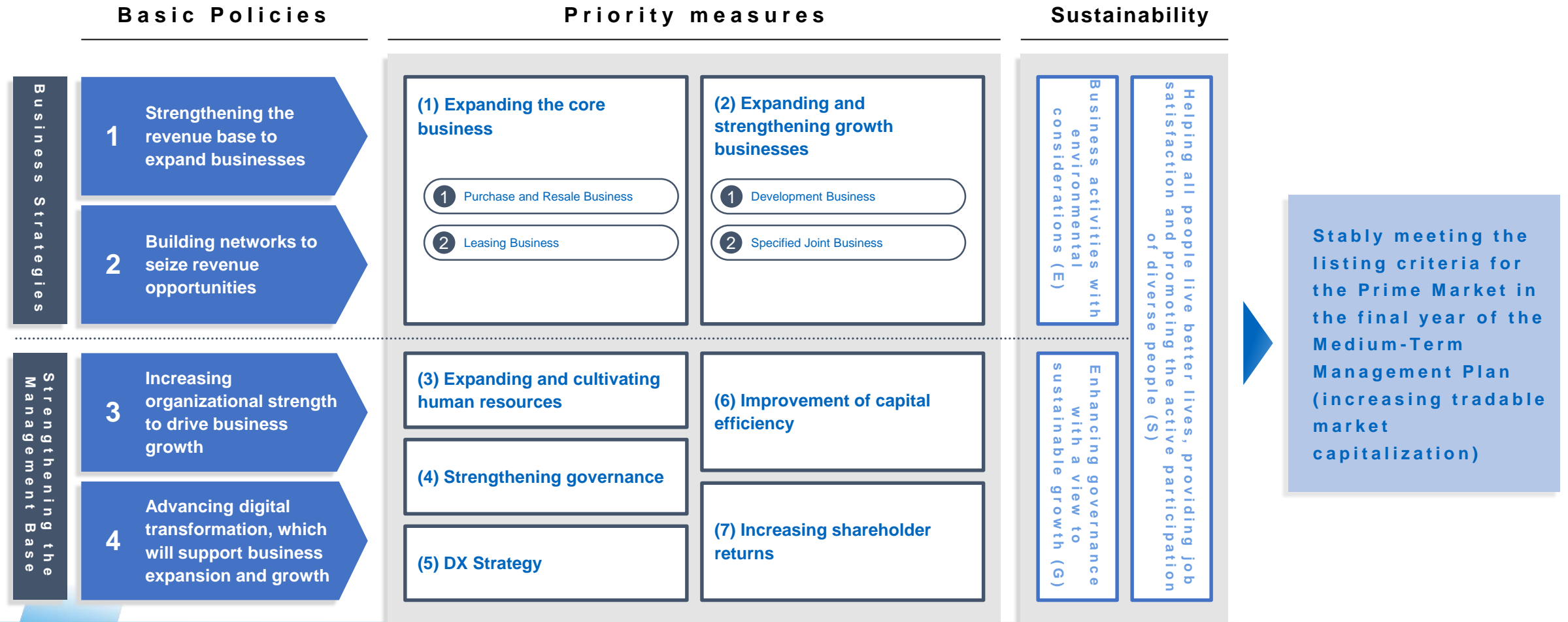
**03**

**Progress of 2nd Medium-term Management Plan**

## [Reference] Basic Policies and Priority measures

In the second year of the second Medium-Term Management Plan, no changes have been made to the basic policies and priority measures. We will work to expand business and to strengthen the management foundation. In addition, we will implement management that considers sustainability and shareholder returns.

The Group will sustainably increase its corporate to stably meet the criteria for its listing on the Prime Market.



## [Reference] Consolidated Results Targets

- The Group plans to achieve steady growth every year. For FY2023, the initial plan was revised upwards on July 18 in light of strong market conditions.
- We aim to increase net sales, particularly in the Real Estate Trading Business.

million yen	FY2021 Results	FY2022 Results	FY2023	FY2024
			Revised on July 18	Plan(No change)
<b>Net sales</b>	33,956	31,242	46,139	53,224
Real Estate Trading Business	31,842	29,016	43,790	49,797
Real Estate Leasing and Other Business	2,113	2,226	2,348	3,427
<b>Operating income</b>	2,342	2,976	4,632	4,991
Ratio to net sales	6.9%	9.5%	10.0%	9.4%
<b>Ordinary income</b>	1,770	2,309	3,860	4,411
Ratio to net sales	5.2%	7.4%	8.4%	8.3%
<b>Profit</b>	1,276	1,564	2,522	2,805
Ratio to net sales	3.8%	5.0%	5.5%	5.3%

## [Reference] Consolidated Results Targets (Sales by Business)

- For growth businesses, targets are conservatively set in view of soaring material and labor expenses and delays in the increase of staff size.
- We will revise the plan for FY2024 in consideration of earnings results in FY2023 and market conditions.

million yen			FY2021 Results	FY2022 Results	FY2023	FY2024
					Revised on July 18	Plan(No change)
Mainstay Business	Purchase and Resale Business	Net sales	30,487	27,797	40,431	37,830
		Investment type properties	21,112	16,941	19,214	17,226
		Residential type properties	9,375	10,856	21,217	20,604
	Leasing Business	Net sales	2,008	2,077	2,203	3,023
Growth Businesses	Development Business	Net sales	—	184	1,645	6,000
	Specified Joint Business	Net sales	1,201	922	1,500	5,300
Others		Net sales	258	260	359	1,071
Total	Net sales		33,956	31,242	46,139	53,224
	Gross profit		5,788	7,150	10,040	9,447
	Profit margin		17.0%	22.9%	21.8%	17.8%

## [Reference] Key Performance Indicators

The Group strives to balance growth, efficiency, soundness and shareholder returns, while considering conformance to the Prime Market.

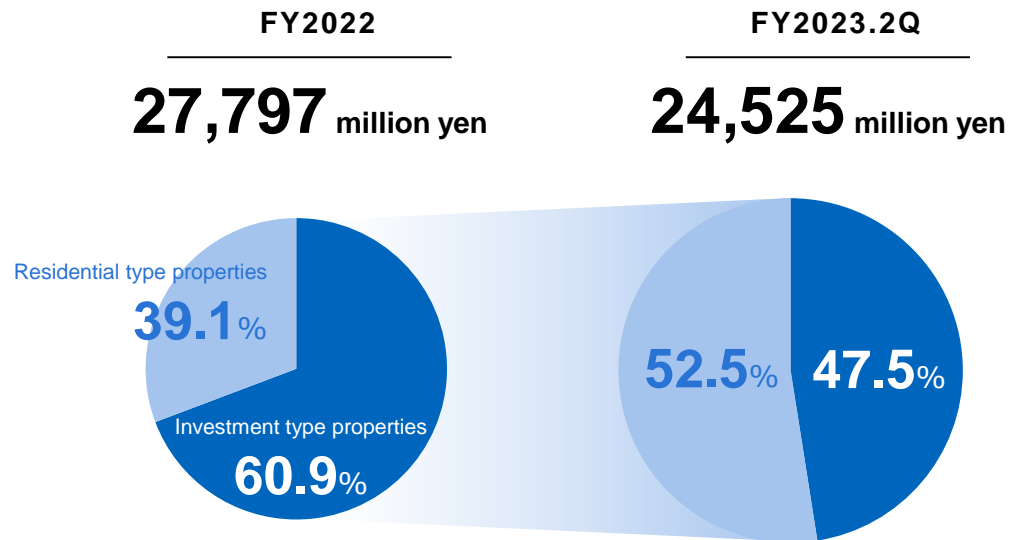


## [State of progress] Priority Measures Expansion of Core Businesses

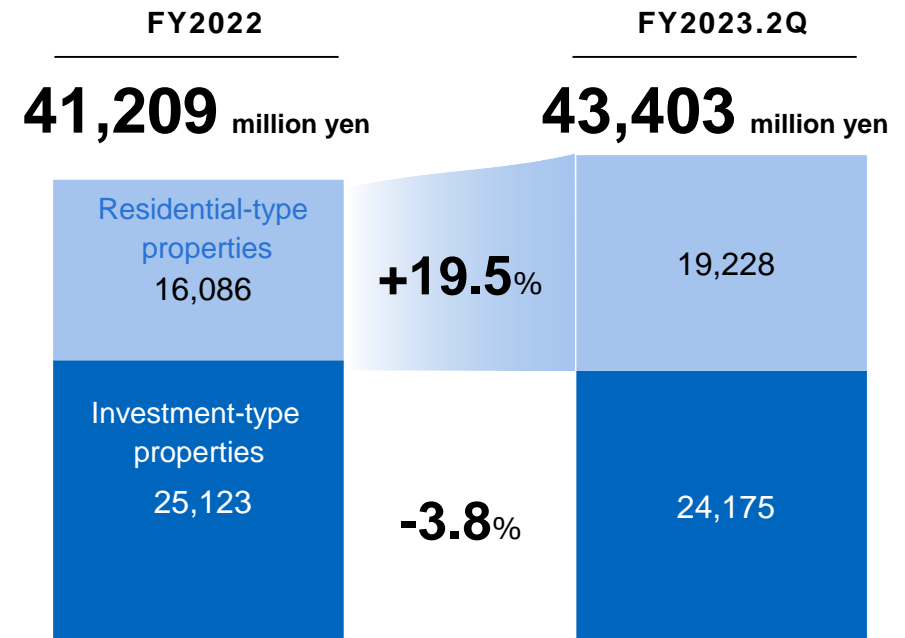
- The measures focusing on residential-type properties started in the previous fiscal year led to buoyant sales of residential-type properties. For 2Q, the percentage of sales from this type of properties rose to a level above 50% as planned.
- We will continue to increase purchases mainly at newly opened sales offices.

## Change the sales portfolio

### Breakdown of total sales in the Purchase & Resale Business



### Breakdown of inventory amount in the Purchase & Resale Business

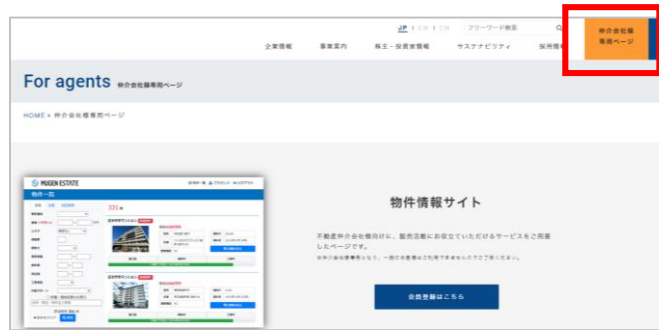




# Real Estate Purchase and Resale Business Initiatives

## Sales Enhancement Initiatives

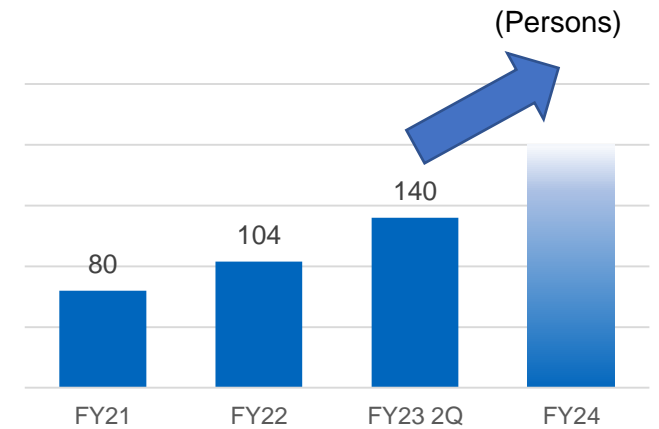
■ A webpage exclusively for agents was launched. We enriched the information about our services including the property information website and after-sales services and revamped the website to make it more useful and reassuring for agents.



■ Increase the ratio of use of CG perspective drawings and specifications. Give customers a look at the drawings of what properties will be like after the renovation with the aim of generating quick sales.



■ Increasing sales personnel. With the opening of new sales offices, we will further increase the number of salespeople.



## Open sales offices focusing on specific areas

■ The Osaka Sales Office opened. We opened the Osaka Sales Office in Kita-ku in the city of Osaka. It started handling residential-type properties and investment-type properties. Recruit staff locally for achieving quick sales growth.



# Real Estate Development Business & Real Estate Specified Joint Business Initiatives

## Real Estate Development Business

■ SIDEPLACE IKEBUKURO has been completed. Located 11 minutes' walk away from Ikebukuro Station, it is a rental condominium in a quiet residential district that is appealing with a richly verdant living environment.

Location	Ikebukuro, Toshima-ku, Tokyo
Structure	Steel-frame, 5 stories above ground
Total floor area	274.70 m <sup>2</sup>
Total number of condominium units	9 (residential units)



Face recognition system installed at entrance

## Real Estate Specified Joint Business

■ Began the offering of the fourth project, the Nursing Care Edogawa Project in May.

Phase 1 offering: 1,500 million yen (1,500 units offered at 1 million yen per unit)  
Phase 2 offering: 660 million yen (660 units offered at 1 million yen per unit)※Phase 2 offering is scheduled in 2024.



## Shareholder Returns <Dividends / Shareholder Benefit Program>

### Change in basic dividend policy

#### ■ Change in basic policy

On May 12, we changed our medium- and long-term consolidated dividend payout ratio target from 30% or more to 40% or more in order to increase shareholder returns.

### Abolishment of the shareholder benefit program

#### ■ Abolishment of the shareholder benefit program

To ensure greater fairness in the return of profits to shareholders, we decided to prioritize the direct return of profits by means of dividends and abolished the shareholder benefit program.

#### ■ Timing of the abolishment

We will offer the final shareholder benefits to shareholders holding one unit (100 shares) or more of the Company's stock specified on the shareholder register as of the end of June 2023.\* Thereafter, no shareholder benefits will be provided.

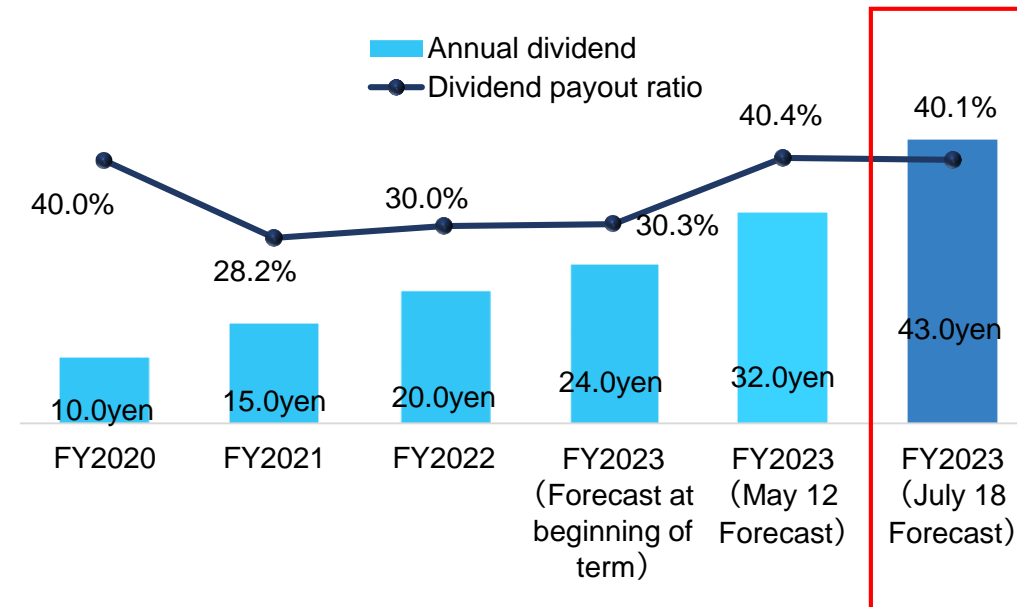
\*Shareholders entitled to shareholder benefits are shareholders with a holding period of one year or longer.

Shareholders with a holding period of one year or longer are shareholders who have been specified or registered at least three consecutive times under the same shareholder number on the shareholder register on June 30 and December 31 every year and hold one unit (100 shares) or more of the Company's stock.

### Revision to dividend forecast (dividend increase)

#### ■ Revision to dividend forecast (dividend increase)

In line with the earnings forecast upward revision on July 18, we forecast a dividend of 43 yen (payout ratio 40.1%) for the fiscal year ending December 31, 2023, an increase of 11 yen from the year-end dividend forecast of 32 yen at the time of the dividend policy change on May 12.



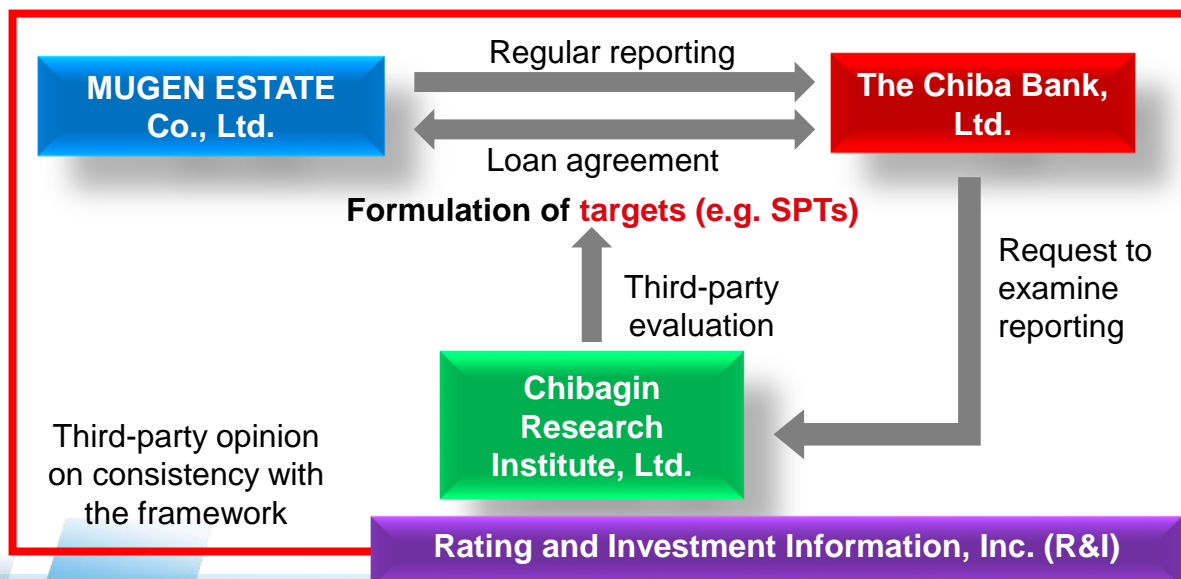
## Sustainability Initiatives

### Fund procured by Chibagin SDGs Leaders Loan

Chibagin SDGs Leaders Loan (Sustainability Linked Loan Type) is a loan program for companies that actively seek to implement sustainability management. Under the program, they set effective targets in line with their business scale and actual management conditions.

We earned high marks for setting meaningful sustainability performance targets (SPTs) in our SDGs and ESG strategy.

[Schematic of the Program]



### Kurumin certification acquired as a childcare supporting company

In April, the Company was recognized by the Minister of Health, Labour and Welfare as a childcare supporting company that meets the standards of the Act on Advancement of Measures to Support Raising Next-Generation Children and it acquired the Kurumin mark.



### Women empowerment lecture for managers

We invite lecturers from other companies to organize lecture meetings on women empowerment.

- Circumstances surrounding women empowerment and social backgrounds
- Examples of other companies' actions
- Points to be noted by managers



The background features several blue geometric shapes: a large light blue triangle on the right, a dark blue triangle on the left, and a blue parallelogram at the bottom left. A white horizontal bar is centered on the page.

## **Appendix: Company Profile**

# Company Profile & History

## <Company Profile>

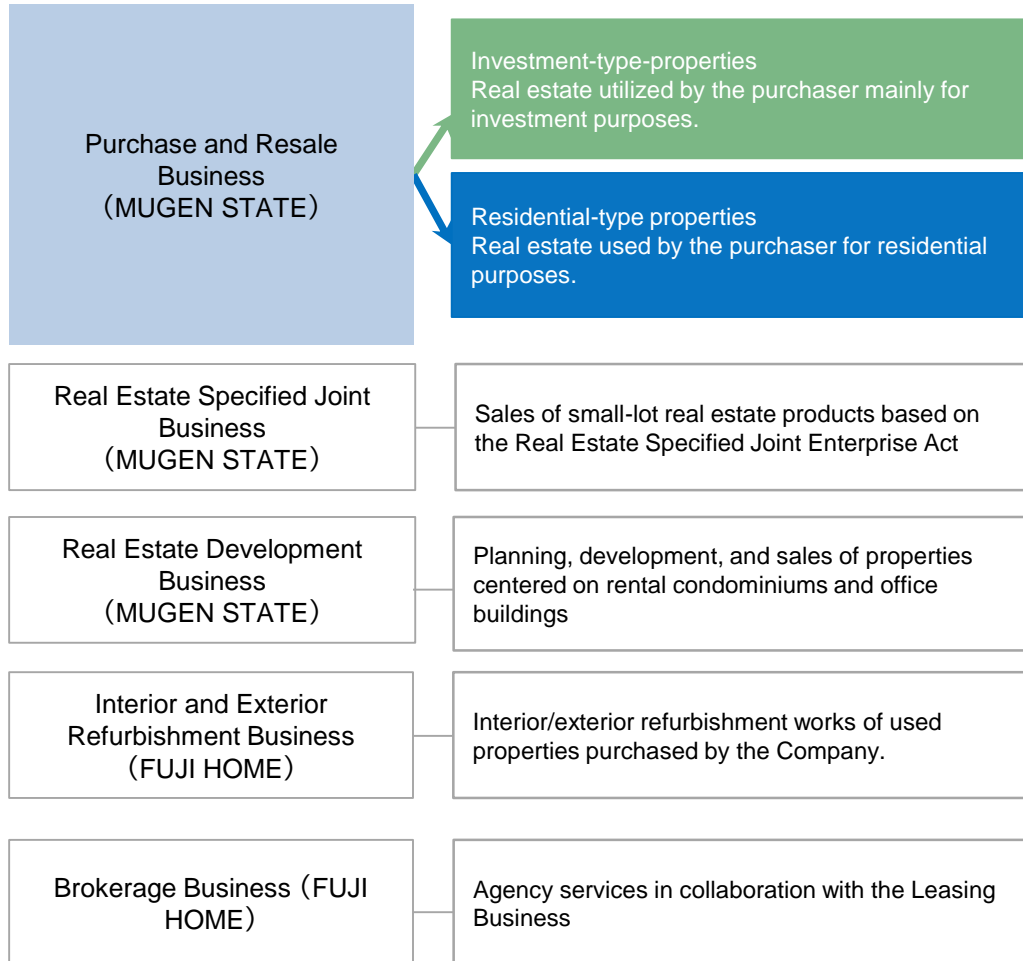
Corporate name	MUGEN ESTATE Co., Ltd.
Founded	May 1990
Representative	Susumu Fujita, Chairman Shinichi Fujita, President
Capital	2,552 million yen * as of Jun. 30, 2023
Financial period	The end of December
Stock market	Prime Market (3299:JP)
Number of employees	344 on a consolidated basis (average age 36.9) 265 on a non-consolidated basis (average age 36.2) * as of Jun. 30, 2023
Head office	1-9-7 Otemachi, Chiyoda-ku, Tokyo
Branches	Yokohama: 2nd Fl. Yokohama ST Building, 1-11-15 Kitasaiwai, Nishi-ku, Yokohama-shi, Kanagawa
Sales Office	Kitasenju Office Funabashi Office Ogikubo Office Akabane Office Ikebukuro Office Kamata Office Osaka Office
Consolidated subsidiary	FUJI HOME Co., Ltd. Mugen Funding Co., Ltd.

## <History>

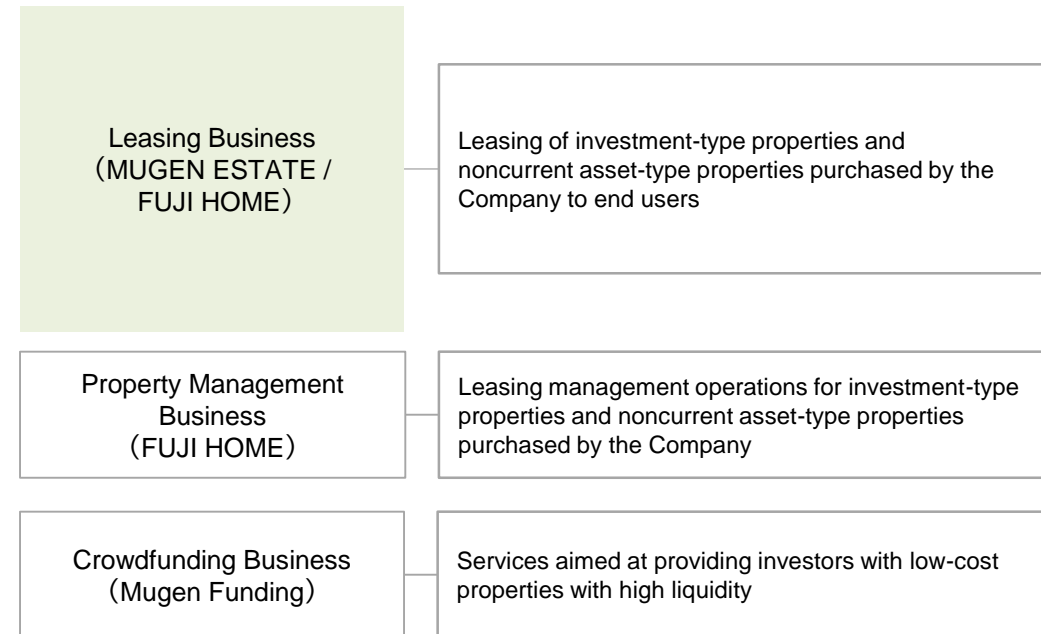
May 1990	MUGEN ESTATE founded
August 1997	Established FUJI HOME Co., Ltd. (Consolidated subsidiary)
July 2005	Registered as a first-class architect's office
May 2010	Change from the Building Lots and Buildings Transaction license to the Minister of Land, Infrastructure, Transport and Tourism
June 2010	Established Yokohama branch
June 2014	Listed on TSE Mothers
January 2015	Established Shinjuku branch
February 2016	Listed on TSE 1st Section
June 2018	Obtained the Real Estate Specified Joint Enterprise license from Tokyo Metropolitan Government
August 2018	Established Mugen Funding Co., Ltd. (Consolidated subsidiary)
May 2020	Moved head office to Otemachi, Chiyoda-ku, Tokyo Integrated Shinjuku branch into the head office Established Nihonbashi branch in Nihonbashihamacho, Chuo-ku, Tokyo Integrated Nihonbashi branch into the head office
July 2020	
September 2021	Kitasenju Sales Office in Senju, Adachi-ku, Tokyo
October 2021	Funabashi Sales Office in Honmachi, Funabashi City, Chiba Prefecture
November 2021	Ogikubo Sales Office in Ogikubo, Suginami-ku, Tokyo Akabane Sales Office is established in Akabane, Kita-ku, Tokyo
December 2021	Ikebukuro Sales Office opened in Nishi-Ikebukuro, Toshima-ku, Tokyo
April 2022	The listed market changed from TSE 1st Section to TSE Prime Market
December 2022	Kamata Sales Office opened in Kamata, Oota-ku, Tokyo
May 2023	Osaka Sales Office opened in Toyosaki, Kita-ku, Osaka

# Our Business

## Real Estate Trading Business



## Real Estate Leasing and Other Business



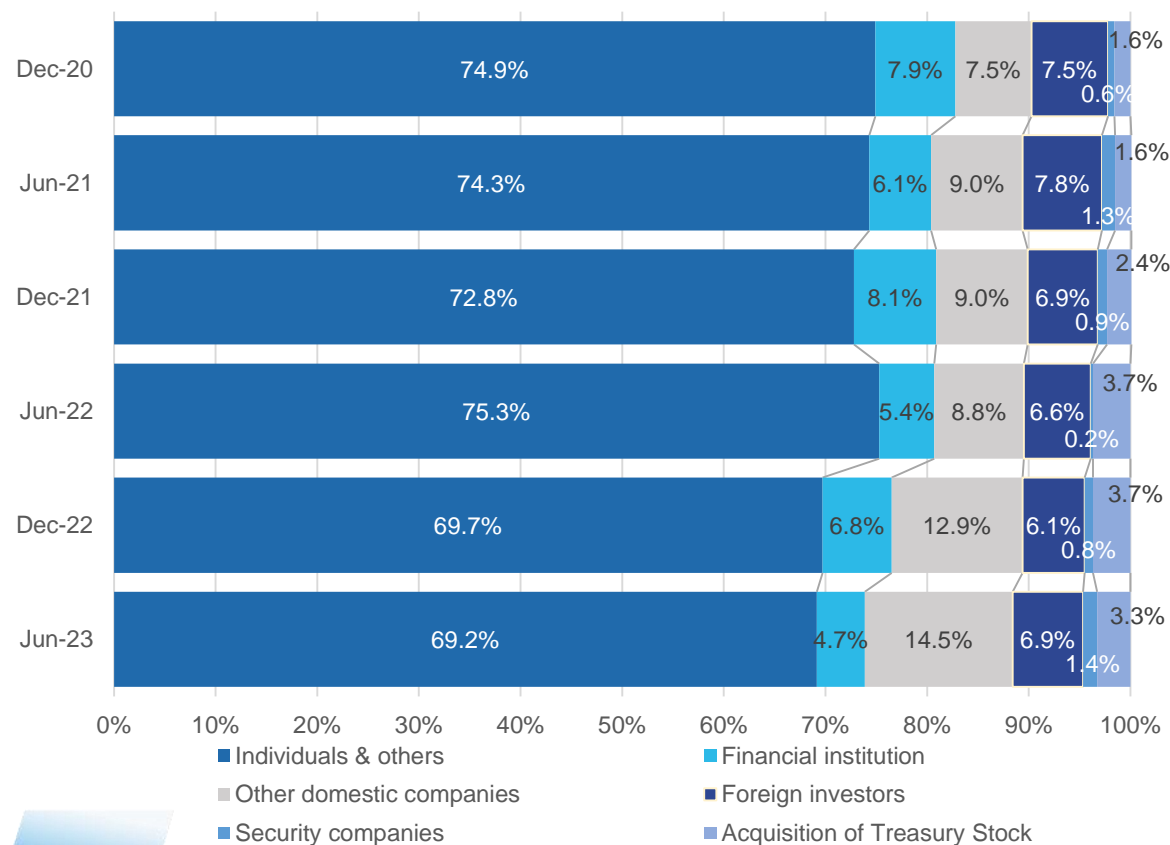
## Stock Information (As of Jun. 30, 2023)

Authorized number of shares : 64,000,000 shares

Number of shares issued : 24,361,000 shares

Number of shareholders : 31,139 people

### 【 Composition by number of shareholdings 】



### 【 Major shareholders 】

	Name	Number of shares held (shares)	(%)
1	Susumu Fujita	4,626,700	19.6
2	Shinichi Fujita	2,119,000	9.0
3	Dream Come True Co., Ltd.	1,700,000	7.2
4	Celanese Co., Ltd.	1,000,000	4.2
5	Master Trust Bank of Japan, T.	823,100	3.5
6	MUGEN KIKAKU Co., Ltd.	760,000	3.2
7	Yuriko Fujita	700,000	3.0
7	Yuka Fujita	700,000	3.0
9	Keiji Shoda	676,000	2.9
10	Yuko Shoda	655,000	2.8

\* The number of shares of treasury stock is not included in the chart above.  
The Company holds 798,325 treasury shares as of Jun. 31, 2023.  
Percentage of number of shares held is calculated based on the number of shares excluding treasury stock.



## 【Disclaimer】

- This presentation material is provided for information purposes only. It does not constitute a solicitation to invest.
- The forward-looking statements such as the forecasts of financial results included in this material are based on information that we have obtained and certain assumptions that we consider reasonable. We do not guarantee that we will achieve the forecasts. Actual results may differ from forecasts for a range of reasons. We do not assume any obligation to revise the forecasts in this material or publish them based on new information or future phenomena.
- As of the timing of publication of this material, the process of auditing consolidated financial statements pursuant to the Financial Instruments and Exchange Act is not finished.
- In this material, figures presented in units of a million yen are in principle rounded down to the nearest million yen, and ratios are also rounded down. Figures in units of less than one yen and percentage figures are rounded off.
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