

# **Sansei Landic., Co., Ltd.**

## **Supplementary Materials for Consolidated Financial Results for 3Q of FY12/23**

**November 14, 2023**



- Sales progressed as planned. Each profit exceeded the full-year financial forecast disclosed in August in the 3Q.
- However, the full-year financial forecasts are left unchanged, as full-year results are expected to be in line with the plan.
- Procurement achieved the annual plan in 3Q due to an increase in the purchase of Leasehold land.

Full-year financial forecast

	Net sales	Operating income	Ordinary income	Net income attributable to owners of parent
Full Year	23,500 (+51.3%)	2,150 (+46.3%)	1,800 (+40.2%)	1,180 (+11.3%)

(Unit: Million yen)

※ Percentages indicate changes from the previous year.

# Financial Results



(Unit: Million yen)

	21/3Q	22/3Q	23/3Q		
	Results	Results	Plan	Results	Difference
Net sales	13,198	11,261	20,395	19,464	-4.6%
Gross profit	3,475	3,840	5,710	5,605	-1.8%
SG&A	2,448	2,640	3,260	3,272	+0.4%
Operating income	1,027	1,200	2,450	2,332	-4.8%
Ordinary income	943	1,071	2,144	2,019	-5.8%
Net income attributable to owners of parent	547	909	1,413	1,326	-6.1%

- Net sales  
+72.8% YoY
- Gross profit  
+45.9% YoY
- Operating income  
+94.3% YoY
- Ordinary income  
+88.4% YoY
- Net income attributable to owners of parent  
+45.9% YoY

# Summary of Consolidated Balance Sheet



(Unit: Million yen)

	FY12/22	23/3Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,837	5,387	+1,550	+40.4%
Property for sale	23,657	23,490	-167	-0.7%
Interest-bearing liabilities	16,399	16,261	-137	-0.8%
Net assets	11,056	12,220	+1,164	+10.5%
Total assets	28,976	30,632	+1,655	+5.7%
Shareholders' equity ratio	38.1%	39.9%	+1.8pt	—

- Property for sale  
A high level is maintained as sales activities progress steadily and purchases are stable
- Interest-bearing liabilities  
Decreased YoY due to steady progress in sales activities in 3Q

# Sales by Business Segment



(Unit: Million yen)

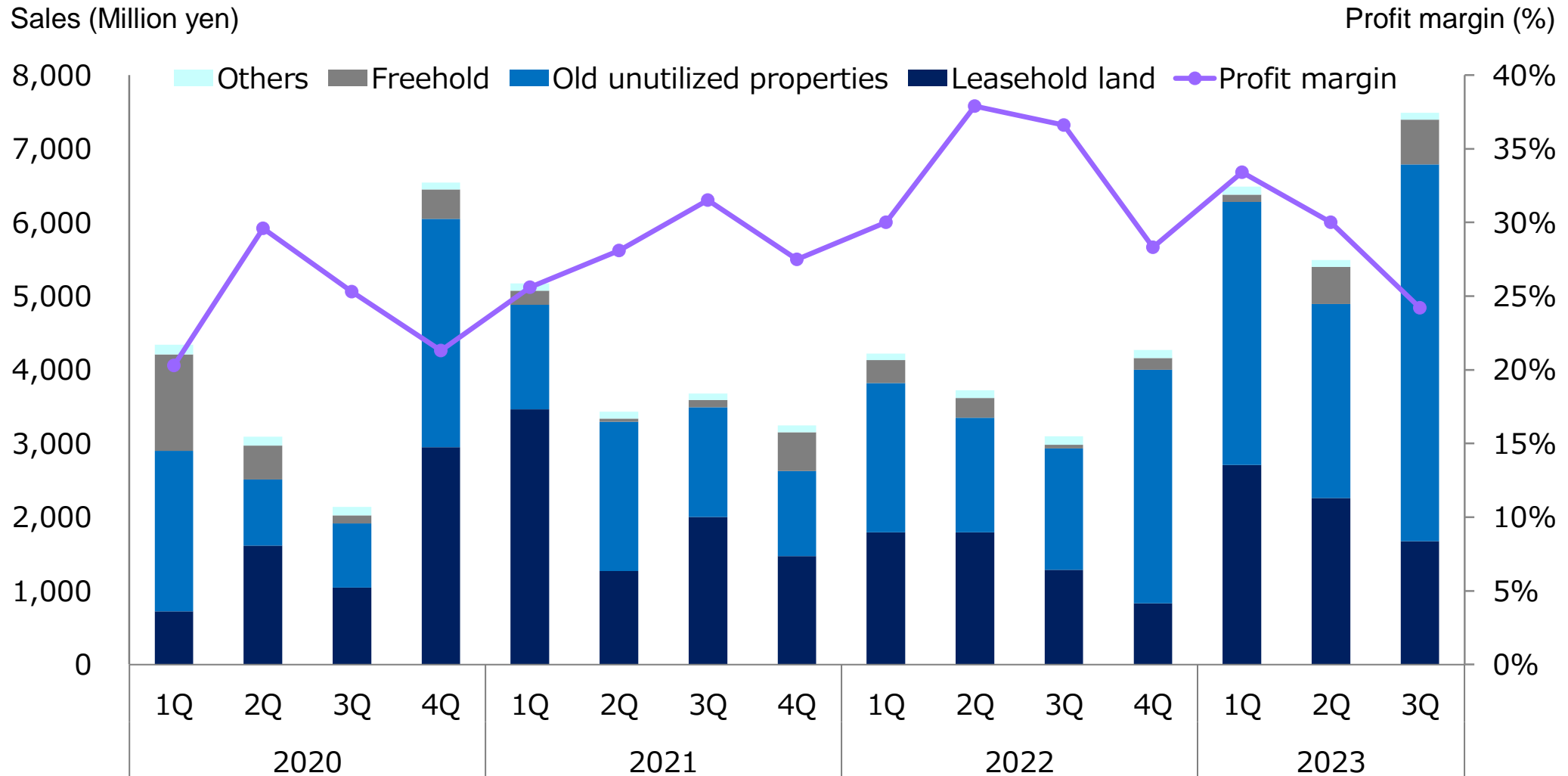
	21/3Q	22/3Q	23/3Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	12,284	11,039	20,391	19,464	-4.5%
Leasehold land	6,734	4,871	6,851	6,640	-3.1%
Old unutilized properties	4,932	5,229	11,931	11,317	-5.1%
Freehold	338	630	1,307	1,213	-7.1%
Others	279	306	301	292	-2.8%

- Leasehold land  
+36.3% YoY.  
Steady progress and profit margin remained high
- Old unutilized properties  
+116.4% YoY.  
Progress well above the previous year
- Freehold  
+92.4% YoY.  
Substantial YoY increase, as with Old unutilized properties

# Quarterly Changes in the Real Estate Sales Business



- Due to the increased proportion of Old unutilized properties sold, sales advanced strongly, but profit margins declined



# Purchases by Business Segment



(Unit: Million yen)

	21/3 Q	22/3 Q	23/3 Q	
	Results	Results	Results	YoY
Real Estate Sales business	7,544	14,694	13,679	-6.9%
Leasehold land	3,388	5,700	8,410	+47.5%
Old unutilized properties	3,915	8,314	4,546	-45.3%
Freehold	240	678	722	+6.5%

## ■ Purchasing

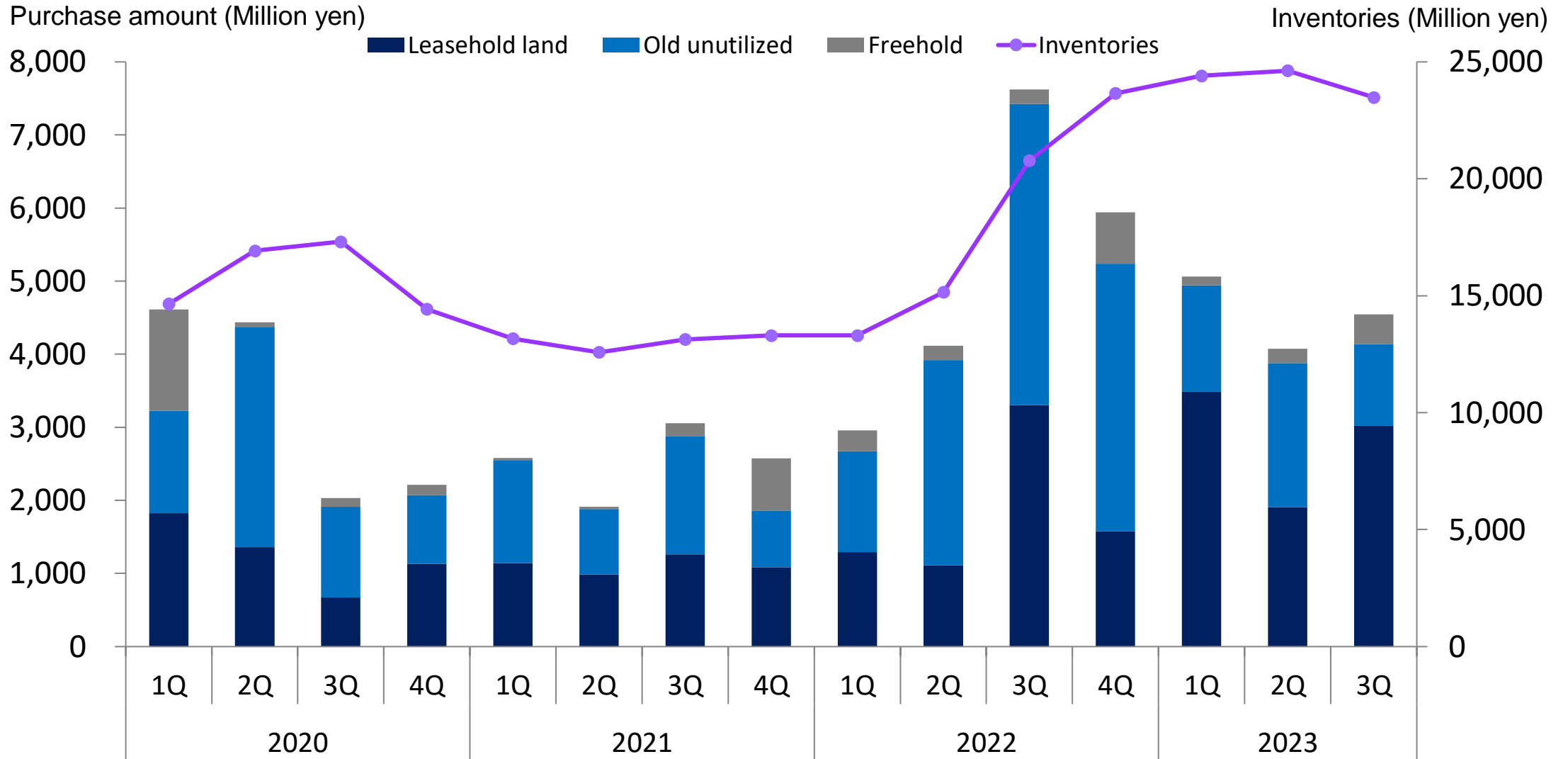
Annual purchase plan: 14.4 billion yen

Progress is being made in the purchase of Leasehold land, and as of 3Q, 95% of the annual purchase plan has been completed. Currently, purchasing is also favorable

# Changes in the Amount of Purchases and Inventories



- Purchases significantly exceeded the plan due to an increase in the purchase of leasehold land, and inventories remained at a high level

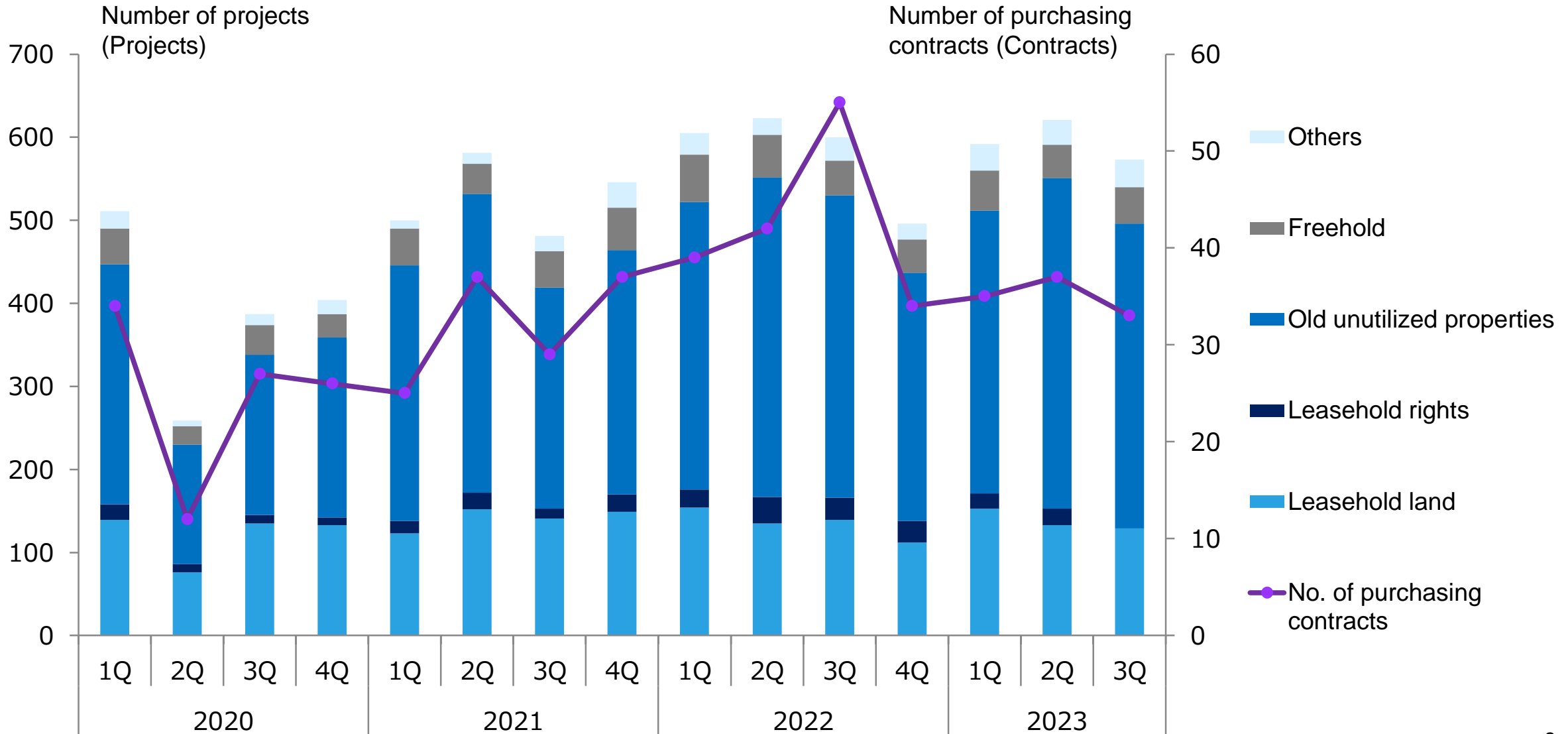




# Changes in the Number of Projects and Number of Purchasing Contracts



- The number of projects and contracts remained at a consistently high level



- The statements including perspectives on our group, plans, policies, strategies, schedules and judgements that are not facts in this material are forward-looking statements about the future performance.
- 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.
- The data in this material contains quotations of public information that we believe to be reliable and accurate, but we do not guarantee the accuracy or certainty of the contents.

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