

Translation

Notice: This document is an excerpt translation of the original Japanese document and is only for reference purposes. In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.

Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2023 (Based on Japanese GAAP)

February 2, 2024

Company name: Fuji Corporation Limited
 Stock exchange listing: Tokyo
 Stock code: 8860 URL <https://www.fuji-jutaku.co.jp/>
 Representative: President and Representative Director Nobutsuna Miyawaki
 Inquiries: Managing Operating Officer, General Manager of Investor Relations Office
 Nobutsuna Miyawaki
 Noguchi Yasuhisa TEL 072-437-9010
 Scheduled date to file Quarterly Securities Report: February 14, 2024
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on quarterly financial results: Yes
 Holding of quarterly financial results meeting: Yes (for general investors)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2023	84,283	(2.8)	4,612	(5.7)	4,183	(8.0)	2,790	(7.7)
Nine months ended December 31, 2022	86,729	5.9	4,891	3.8	4,546	3.8	3,024	(0.5)

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended December 31, 2023	77.60	–
Nine months ended December 31, 2022	84.46	–

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2023	167,038	49,131	29.4
As of March 31, 2023	154,608	47,083	30.5

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2023	–	14.00	–	13.00	27.00
Year ending March 31, 2024	–	14.00	–		
Year ending March 31, 2024 (Forecast)				13.00	27.00

3. Forecast of consolidated financial results for the year ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	120,000	4.6	6,400	1.8	6,000	4.5	4,000	4.8	110.89

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended December 31, 2023
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2023	36,849,912 shares	As of March 31, 2023	36,849,912 shares
-------------------------	-------------------	----------------------	-------------------

Number of treasury shares at the end of the period

As of December 31, 2023	776,889 shares	As of March 31, 2023	1,097,559 shares
-------------------------	----------------	----------------------	------------------

Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2023	35,963,476 shares	Nine months ended December 31, 2022	35,811,174 shares
-------------------------------------	-------------------	-------------------------------------	-------------------

Quarterly consolidated financial statements
Consolidated balance sheets

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
Assets		
Current assets		
Cash and deposits	20,308,292	21,428,952
Notes receivable - trade	28,321	45,769
Accounts receivable from completed construction contracts	245,911	21,555
Contract assets	423,331	450,597
Real estate for sale	25,309,413	25,168,430
Real estate for sale in process	30,200,401	34,224,687
Real estate under development	24,394,621	28,521,587
Costs on construction contracts in progress	3,271	13,499
Supplies	37,265	39,933
Other	2,642,283	2,890,710
Allowance for doubtful accounts	(42,371)	(41,195)
Total current assets	103,550,743	112,764,528
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	16,485,493	17,406,090
Machinery, equipment and vehicles, net	155,458	132,576
Tools, furniture and fixtures, net	221,830	218,943
Land	28,636,756	30,786,568
Leased assets, net	57,632	36,132
Construction in progress	449,681	754,444
Total property, plant and equipment	46,006,851	49,334,756
Intangible assets		
Goodwill	110,506	89,749
Other	449,927	514,299
Total intangible assets	560,433	604,049
Investments and other assets		
Investment securities	523,107	579,903
Long-term loans receivable	37,549	33,027
Deferred tax assets	1,555,879	1,250,566
Other	2,375,628	2,473,596
Allowance for doubtful accounts	(2,006)	(1,897)
Total investments and other assets	4,490,157	4,335,196
Total non-current assets	51,057,443	54,274,002
Total assets	154,608,186	167,038,530

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts	4,601,915	5,605,364
Electronically recorded obligations - operating	502,387	1,681,469
Contract liabilities	2,362,381	1,427,372
Short-term borrowings	21,142,798	28,621,054
Current portion of bonds payable	800,000	850,000
Lease liabilities	42,888	47,261
Income taxes payable	972,550	430,740
Advances received	3,667,417	4,254,323
Provision for bonuses	332,600	125,000
Provision for share awards for directors (and other officers)	28,079	–
Provision for share awards	173,753	–
Other	5,316,053	6,085,709
Total current liabilities	39,942,825	49,128,296
Non-current liabilities		
Bonds payable	1,250,000	1,350,000
Long-term borrowings	65,546,515	66,927,719
Lease liabilities	66,411	30,854
Asset retirement obligations	28,123	28,311
Deferred tax liabilities	9,194	9,194
Deferred tax liabilities for land revaluation	52,645	52,645
Other	628,670	379,618
Total non-current liabilities	67,581,562	68,778,345
Total liabilities	107,524,388	117,906,642
Net assets		
Shareholders' equity		
Share capital	4,872,064	4,872,064
Capital surplus	5,642,979	5,642,979
Retained earnings	37,203,879	39,001,657
Treasury shares	(685,821)	(486,700)
Total shareholders' equity	47,033,101	49,030,000
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(24,208)	26,983
Revaluation reserve for land	74,904	74,904
Total accumulated other comprehensive income	50,696	101,887
Total net assets	47,083,797	49,131,888
Total liabilities and net assets	154,608,186	167,038,530

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Net sales	86,729,094	84,283,083
Cost of sales	73,869,841	71,367,283
Gross profit	12,859,252	12,915,799
Selling, general and administrative expenses		
Sales commission	1,063,422	1,140,192
Advertising expenses	1,001,520	938,385
Promotion expenses	51,795	54,264
Salaries and bonuses	2,148,113	2,195,578
Provision of allowance for doubtful accounts	9,321	2,312
Provision for bonuses	56,042	56,488
Enterprise tax	87,700	96,900
Consumption Taxes	643,504	721,090
Depreciation	252,928	261,835
Amortization of goodwill	20,756	20,756
Rent expenses	241,676	250,396
Other	2,390,833	2,565,046
Total selling, general and administrative expenses	7,967,615	8,303,247
Operating profit	4,891,637	4,612,551
Non-operating income		
Interest income	704	609
Dividend income	20,700	17,750
Commission income	21,950	36,162
Penalty income	16,512	19,700
Subsidy income	153,975	127,612
Other	43,498	49,149
Total non-operating income	257,341	250,984
Non-operating expenses		
Interest expenses	564,024	632,191
Bond issuance costs	14,168	10,629
Other	24,464	37,382
Total non-operating expenses	602,657	680,203
Ordinary profit	4,546,321	4,183,332
Extraordinary income		
Gain on sale of non-current assets	1,724	12,007
Gain on reversal of share acquisition rights	2,960	–
Total extraordinary income	4,684	12,007
Extraordinary losses		
Loss on sale of non-current assets	3,667	–
Loss on retirement of non-current assets	110	506
Total extraordinary losses	3,777	506
Profit before income taxes	4,547,228	4,194,833
Income taxes - current	944,703	1,104,408
Income taxes - deferred	578,008	299,707
Total income taxes	1,522,712	1,404,115
Profit	3,024,516	2,790,717
Profit attributable to non-controlling interests	–	–
Profit attributable to owners of parent	3,024,516	2,790,717

Consolidated statements of comprehensive income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Profit	3,024,516	2,790,717
Other comprehensive income		
Valuation difference on available-for-sale securities	86,122	51,191
Total other comprehensive income	86,122	51,191
Comprehensive income	3,110,638	2,841,909
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	3,110,638	2,841,909
Comprehensive income attributable to non-controlling interests	—	—