

# FACT BOOK

2024年3月期 第3四半期

Third Quarter Fiscal Year Ending March 31, 2024



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株式会社フージャースホールディングス  
Hoosiers Holdings Co., Ltd.

連結損益計算書 (Profit and Loss Statement)

(単位：百万円 Unit : Million yen)

|                 |  | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|-----------------|--|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 売上高             | Net sales                                    | 63,364                                | 89,882                                | 85,231                                | 80,222                                | 79,542                                | 41,352                                | 79,286                                | 43,079                                | 90,000                                 |
| 売上総利益           | Gross profit                                 | 16,041                                | 21,720                                | 18,011                                | 16,077                                | 16,681                                | 9,822                                 | 19,083                                | 9,833                                 |  |
| 販売費及び一般管理費      | Selling, general and administrative expenses | 8,752                                 | 12,432                                | 11,318                                | 10,642                                | 9,986                                 | 6,894                                 | 10,657                                | 7,467                                 |  |
| 営業利益            | Operating income                             | 7,289                                 | 9,287                                 | 6,692                                 | 5,435                                 | 6,694                                 | 2,928                                 | 8,425                                 | 2,365                                 | 8,600                                  |
| 営業外収益           | Non-operating income                         | 686                                   | 763                                   | 380                                   | 682                                   | 698                                   | 439                                   | 669                                   | 664                                   |  |
| 営業外費用           | Non-operating expenses                       | 1,039                                 | 1,572                                 | 1,559                                 | 1,502                                 | 1,700                                 | 973                                   | 1,815                                 | 1,223                                 |  |
| 経常利益            | Ordinary income                              | 6,936                                 | 8,478                                 | 5,513                                 | 4,616                                 | 5,692                                 | 2,393                                 | 7,280                                 | 1,806                                 | 7,500                                  |
| 特別利益            | Extraordinary income                         | 67                                    | -                                     | 10                                    | 476                                   | 11                                    | 72                                    | 76                                    | 5                                     |  |
| 特別損失            | Extraordinary losses                         | 40                                    | 2,229                                 | 3,291                                 | 1,742                                 | 553                                   | -                                     | 69                                    | 20                                    |  |
| 税金等調整前当期純利益     | Income before income taxes                   | 6,963                                 | 6,249                                 | 2,231                                 | 3,349                                 | 5,151                                 | 2,466                                 | 7,286                                 | 1,790                                 |  |
| 親会社株主に帰属する当期純利益 | Profit attributable to owners of parent      | 4,564                                 | 3,195                                 | 276                                   | 2,878                                 | 3,068                                 | 1,562                                 | 4,557                                 | 1,018                                 | 4,800                                  |

主要財務指標① (Key financial indicators)

|            |                       | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|------------|-----------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 売上高総利益率    | Gross margin ratio    | 25.3%                                 | 24.2%                                 | 21.1%                                 | 20.0%                                 | 21.0%                                 | 23.8%                                 | 24.1%                                 | 22.8%                                 |  |
| 売上高営業利益率   | Operating margin      | 11.5%                                 | 10.3%                                 | 7.9%                                  | 6.8%                                  | 8.4%                                  | 7.1%                                  | 10.6%                                 | 5.5%                                  | 9.6%                                   |
| 売上高経常利益率   | Ordinary income ratio | 10.9%                                 | 9.4%                                  | 6.5%                                  | 5.8%                                  | 7.2%                                  | 5.8%                                  | 9.2%                                  | 4.2%                                  | 8.3%                                   |
| 売上高当期純利益率  | Net profit margin     | 7.2%                                  | 3.6%                                  | 0.3%                                  | 3.6%                                  | 3.9%                                  | 3.8%                                  | 5.7%                                  | 2.4%                                  | 5.3%                                   |
| 自己資本当期純利益率 | ROE                   | 13.6%                                 | 7.4%                                  | 0.6%                                  | 8.1%                                  | 10.2%                                 |                                       | 13.8%                                 |                                       | 13% Over                               |
| 総資産経常利益率   | ROA                   | 5.8%                                  | 5.8%                                  | 3.7%                                  | 3.3%                                  | 4.3%                                  |                                       | 5.3%                                  |                                       |  |

連結貸借対照表 (BS-related Indicators)

(単位：百万円 Unit : Million yen)

|   | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|---|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 流動資産<br>Current assets                                | 107,282                               | 125,701                               | 114,734                               | 105,142                               | 96,672                                | 111,603                               | 117,527                               | 123,133                               |  |
| 現金及び預金<br>Cash and deposits                           | 30,493                                | 26,112                                | 31,736                                | 29,293                                | 32,035                                | 29,335                                | 30,640                                | 22,043                                |  |
| 販売用不動産<br>Real estate for sale                        | 16,471                                | 33,785                                | 25,888                                | 31,122                                | 23,659                                | 24,876                                | 22,455                                | 15,148                                |  |
| 仕掛販売用不動産<br>Real estate for sale in process           | 53,680                                | 59,093                                | 50,283                                | 37,029                                | 33,599                                | 46,524                                | 55,627                                | 77,420                                |  |
| その他<br>Other  | 6,636                                 | 6,709                                 | 6,826                                 | 7,697                                 | 7,377                                 | 10,867                                | 8,804                                 | 8,520                                 |  |
| 固定資産<br>Non-current assets                            | 27,985                                | 29,030                                | 29,135                                | 30,888                                | 31,233                                | 31,876                                | 29,977                                | 32,345                                |  |
| 土地<br>Land  | 8,640                                 | 7,507                                 | 11,048                                | 11,166                                | 9,423                                 | 9,952                                 | 9,158                                 | 11,141                                |  |
| 建物等<br>Buildings                                      | 9,629                                 | 7,608                                 | 10,389                                | 11,280                                | 14,411                                | 14,831                                | 14,232                                | 13,971                                |  |
| その他<br>Other  | 9,715                                 | 13,914                                | 7,698                                 | 8,441                                 | 7,397                                 | 7,092                                 | 6,586                                 | 7,232                                 |  |
| 繰延資産<br>Deferred assets                               | 91                                    | 59                                    | 28                                    | -                                     | -                                     | -                                     | -                                     | -                                     |  |
| 資産合計<br>Total assets                                  | 135,359                               | 154,792                               | 143,897                               | 136,030                               | 127,905                               | 143,479                               | 147,504                               | 155,478                               |  |
| 流動負債<br>Current liabilities                           | 35,893                                | 43,487                                | 45,294                                | 41,530                                | 35,722                                | 40,419                                | 33,884                                | 39,666                                |  |
| 固定負債<br>Non-current liabilities                       | 56,873                                | 67,326                                | 55,776                                | 58,131                                | 53,223                                | 63,150                                | 70,956                                | 73,061                                |  |
| 負債合計<br>Total liabilities                             | 92,767                                | 110,814                               | 101,070                               | 99,661                                | 88,945                                | 103,570                               | 104,840                               | 112,728                               |  |
| 株主資本<br>Shareholders' equity                          | 42,418                                | 43,658                                | 42,226                                | 28,934                                | 30,749                                | 30,787                                | 33,783                                | 32,905                                |  |
| その他の包括利益累計額<br>Accumulated other comprehensive income | 27                                    | 16                                    | △114                                  | △72                                   | 513                                   | 1,292                                 | 1,011                                 | 1,819                                 |  |
| 新株予約権<br>Subscription rights to shares                | 0                                     | 0                                     | 0                                     | 0                                     | 0                                     | 0                                     | 0                                     | -                                     |  |
| 非支配株主持分<br>Non-controlling interests                  | 145                                   | 302                                   | 714                                   | 7,507                                 | 7,696                                 | 7,829                                 | 7,869                                 | 8,025                                 |  |
| 純資産合計<br>Total net assets                             | 42,592                                | 43,977                                | 42,827                                | 36,368                                | 38,960                                | 39,909                                | 42,663                                | 42,750                                |  |
| 負債純資産合計<br>Total liabilities and net assets           | 135,359                               | 154,792                               | 143,897                               | 136,030                               | 127,905                               | 143,479                               | 147,504                               | 155,478                               |  |

主要財務指標② (Key financial indicators)

|   | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|---|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 自己資本比率<br>Equity Ratio                      | 31.4%                                 | 28.2%                                 | 29.3%                                 | 21.2%                                 | 24.4%                                 | 22.4%                                 | 23.6%                                 | 22.3%                                 |  |
| 有利子負債額 (百万円)<br>Total interest-bearing debt | 79,237                                | 93,466                                | 84,920                                | 84,099                                | 72,656                                | 81,344                                | 85,785                                | 95,238                                |  |
| DEレシオ (倍)<br>D/E ratio                      | 1.9                                   | 2.1                                   | 2.0                                   | 2.3                                   | 1.9                                   | 2.0                                   | 2.0                                   | 2.2                                   | Approx. 2.0                            |

※DEレシオ = 有利子負債額 ÷ 純資産合計 (D/E ratio = Total interest-bearing debt ÷ Total net assets)

## 連結キャッシュフロー (Consolidated Cash Flows)

(単位：百万円 Unit : Million yen)

|  | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|--|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 営業活動によるキャッシュフロー Cash flows from operating activities     | △9,053                                | △3,316                                | 16,110                                | 10,722                                | 20,259                                | -                                     | △7,532                                | -                                     |  |
| 投資活動によるキャッシュフロー Cash flows from investing activities     | △10,843                               | △12,987                               | △670                                  | △3,058                                | △4,172                                | -                                     | △178                                  | -                                     |  |
| 財務活動によるキャッシュフロー Cash flows from financing activities     | 28,783                                | 12,131                                | △10,159                               | △15,077                               | △9,896                                | -                                     | 5,932                                 | -                                     |  |
| 現金及び現金同等物期末残高 Cash and cash equivalents at end of period | 30,120                                | 26,112                                | 31,348                                | 23,923                                | 30,143                                | -                                     | 28,623                                | -                                     |  |

## 主要KPI (Key performance indicators)

|   | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|---|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 引渡戸数 (戸) Delivered units  |                                       |                                       |                                       |                                       |                                       |                                       |                                       |                                       |  |
| マンション Condominiums  | 548                                   | 1,389                                 | 1,057                                 | 1,270                                 | 811                                   | 532                                   | 1,146                                 | 386                                   | 1,118                                  |
| シニアマンション Condominiums for seniors   | 386                                   | 162                                   | 206                                   | 268                                   | 484                                   | 218                                   | 287                                   | 86                                    | 242                                    |
| 戸建 Houses   | 142                                   | 134                                   | 135                                   | 125                                   | 91                                    | 4                                     | 39                                    | 26                                    | 55                                     |
| 契約済戸数 (戸) ※期中引渡分 Number of contracts signed                               |                                       |                                       |                                       |                                       |                                       |                                       |                                       |                                       |  |
| マンション Condominiums  |                                       |                                       |                                       |                                       |                                       | 986                                   |                                       | 993                                   |  |
| シニアマンション Condominiums for seniors   |                                       |                                       |                                       |                                       |                                       | 265                                   |                                       | 238                                   |  |
| 戸建 Houses   |                                       |                                       |                                       |                                       |                                       | 25                                    |                                       | 47                                    |  |
| 合計 Total  |                                       |                                       |                                       |                                       |                                       | 1,276                                 |                                       | 1,278                                 |  |
| 契約進捗率 (対通期引渡戸数) Progress  |                                       |                                       |                                       |                                       |                                       |                                       |                                       |                                       |  |
| マンション Condominiums  |                                       |                                       |                                       |                                       |                                       | 95.4%                                 |                                       | 88.8%                                 |  |
| シニアマンション Condominiums for seniors   |                                       |                                       |                                       |                                       |                                       | 85.5%                                 |                                       | 98.3%                                 |  |
| 戸建 Houses   |                                       |                                       |                                       |                                       |                                       | 54.3%                                 |                                       | 85.5%                                 |  |
| 合計 Total  |                                       |                                       |                                       |                                       |                                       | 91.8%                                 |                                       | 90.3%                                 |  |
| 管理運営戸数  |                                       |                                       |                                       |                                       |                                       |                                       |                                       |                                       |  |
| マンション管理戸数 (戸) Number of condominium units under management                | 14,111                                | 15,800                                | 16,222                                | 17,015                                | 17,771                                | 18,287                                | 18,709                                | 19,012                                |  |
| シニアマンション運営戸数 (戸) Number of condominium for seniors units under management | 620                                   | 620                                   | 966                                   | 1,385                                 | 1,858                                 | 1,942                                 | 1,942                                 | 1,942                                 |  |

※契約進捗率 = 契約済戸数 ÷ 通期引渡戸数。なお、24/3月期3Qについては、契約済戸数 ÷ 通期引渡計画戸数。(Contract progress rate = Number of contracts signed / Number of units delivered during the year [Number of contracts signed / Number of units to be delivered during the year for the third quarter of the fiscal year ending March 31, 2024])

セグメント情報 (Segment Information)

(単位：百万円) Unit : Million yen

|  |                       | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|--|-----------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| <b>【不動産開発事業】 Real Estate Development</b> |                       |                                       |                                       |                                       |                                       |                                       |                                       |  |
| 売上高                                      | Net sales             | 46,608                                | 55,478                                | 36,520                                | 21,237                                | 50,009                                | 22,268                                | 53,300                                 |
| 分譲マンション                                  | Condominiums          | 35,735                                | 45,340                                | 30,012                                | 20,413                                | 45,848                                | 17,144                                |  |
| 戸建                                       | Houses                | 10,567                                | 9,758                                 | 6,249                                 | 391                                   | 2,822                                 | 1,873                                 |  |
| その他                                      | Other                 | 305                                   | 378                                   | 258                                   | 432                                   | 1,337                                 | 3,251                                 |  |
| 売上総利益                                    | Gross profit          | 8,631                                 | 10,998                                | 7,646                                 | 5,402                                 | 12,518                                | 4,805                                 |  |
| 分譲マンション                                  | Condominiums          | 7,475                                 | 9,497                                 | 6,446                                 | 5,171                                 | 11,151                                | 3,462                                 |  |
| 戸建                                       | Houses                | 905                                   | 1,182                                 | 1,018                                 | 40                                    | 670                                   | 423                                   |  |
| その他                                      | Other                 | 250                                   | 319                                   | 182                                   | 189                                   | 696                                   | 919                                   |  |
| 売上総利益率(%)                                | Gross margin ratio    | 18.5%                                 | 19.8%                                 | 20.9%                                 | 25.4%                                 | 25.0%                                 | 21.6%                                 |  |
| 分譲マンション                                  | Condominiums          | 20.9%                                 | 20.9%                                 | 21.5%                                 | 25.3%                                 | 24.3%                                 | 20.2%                                 |  |
| 戸建                                       | Houses                | 8.6%                                  | 12.1%                                 | 16.3%                                 | 10.4%                                 | 23.7%                                 | 22.6%                                 |  |
| 営業利益                                     | Operating income      | 2,189                                 | 4,650                                 | 2,686                                 | 1,834                                 | 6,415                                 | 397                                   |  |
| 営業利益率(%)                                 | Operating margin      | 4.7%                                  | 8.4%                                  | 7.4%                                  | 8.6%                                  | 12.8%                                 | 1.8%                                  |  |
| 引渡戸数(戸) 分譲マンション                          | Units of condominiums | 1,057                                 | 1,270                                 | 811                                   | 532                                   | 1,146                                 | 386                                   | 1,118                                  |
| 引渡戸数(戸) 戸建                               | Units of houses       | 135                                   | 125                                   | 91                                    | 4                                     | 39                                    | 26                                    | 55                                     |

※連結相殺は行っていません。(Net sales and gross profit are before elimination of intersegment transactions.)

(単位：百万円) Unit : Million yen

|                      |                    | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|----------------------|--------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| <b>【CCRC事業】 CCRC</b> |                    |                                       |                                       |                                       |                                       |                                       |                                       |  |
| 売上高                  | Net sales          | 9,138                                 | 11,571                                | 20,781                                | 10,333                                | 13,314                                | 4,316                                 | 11,000                                 |
| 売上総利益                | Gross profit       | 2,347                                 | 2,421                                 | 5,156                                 | 2,620                                 | 3,364                                 | 1,147                                 |  |
| 売上総利益率(%)            | Gross margin ratio | 25.7%                                 | 20.9%                                 | 24.8%                                 | 25.4%                                 | 25.3%                                 | 26.6%                                 |  |
| 営業利益                 | Operating income   | 259                                   | 359                                   | 2,502                                 | 1,234                                 | 1,559                                 | 205                                   |  |
| 営業利益率(%)             | Operating margin   | 2.8%                                  | 3.1%                                  | 12.0%                                 | 11.9%                                 | 11.7%                                 | 4.8%                                  |  |
| 引渡戸数(戸)              | Units              | 206                                   | 268                                   | 484                                   | 218                                   | 287                                   | 86                                    | 242                                    |

※連結相殺は行っていません。(Net sales and gross profit are before elimination of intersegment transactions.)

(単位：百万円) Unit : Million yen)

|   |                                | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|---|--------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| <b>【不動産投資事業】 Real Estate Investment</b> |                                |                                       |                                       |                                       |                                       |                                       |                                       |  |
| 売上高                                     | Net sales                      | 22,414                                | 8,064                                 | 16,948                                | 5,102                                 | 9,726                                 | 11,499                                | 18,250                                 |
| 売上総利益                                   | Gross profit                   | 5,755                                 | 1,764                                 | 2,965                                 | 625                                   | 1,635                                 | 2,659                                 |  |
| 売上総利益率(%)                               | Gross margin ratio             | 25.7%                                 | 21.9%                                 | 17.5%                                 | 12.3%                                 | 16.8%                                 | 23.1%                                 |  |
| 営業利益                                    | Operating income               | 3,843                                 | 404                                   | 1,123                                 | △485                                  | 56                                    | 1,430                                 |  |
| 営業利益率(%)                                | Operating margin               | 17.1%                                 | 5.0%                                  | 6.6%                                  | △9.5%                                 | 0.6%                                  | 12.4%                                 |  |
| 引渡戸数(戸)                                 | Units                          | 70                                    | 29                                    | 9                                     | 7                                     | 9                                     | -                                     |  |
| 引渡棟数(棟) 収益不動産                           | Income producing property sold | 15                                    | 4                                     | 10                                    | 1                                     | 4                                     | 7                                     | 10                                     |
| 引渡棟数(棟) アパート                            | Flats sold                     | 6                                     | 6                                     | 8                                     | 4                                     | 5                                     | 4                                     | 13                                     |

※連結相殺は行っておりません。(Net sales and gross profit are before elimination of intersegment transactions.)

(単位：百万円) Unit : Million yen)

|  |                    | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>3Q<br>FY3/23<br>3rd Quarter | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>3Q<br>FY3/24<br>3rd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|--|--------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| <b>【不動産関連サービス事業】 Condominium Management and Related Services</b> |                    |                                       |                                       |                                       |                                       |                                       |                                       |  |
| 売上高  | Net sales          | 8,278                                 | 6,360                                 | 6,738                                 | 5,236                                 | 7,103                                 | 5,887                                 | 7,450                                  |
| 売上総利益  | Gross profit       | 1,717                                 | 1,311                                 | 1,621                                 | 1,348                                 | 1,902                                 | 1,389                                 |  |
| 売上総利益率(%)  | Gross margin ratio | 20.7%                                 | 20.6%                                 | 24.1%                                 | 25.8%                                 | 26.8%                                 | 23.6%                                 |  |
| 営業利益   | Operating income   | 322                                   | △52                                   | 291                                   | 229                                   | 406                                   | 256                                   |  |
| 営業利益率(%)   | Operating margin   | 3.9%                                  | △0.8%                                 | 4.3%                                  | 4.4%                                  | 5.7%                                  | 4.4%                                  |  |

※連結相殺は行っておりません。(Net sales and gross profit are before elimination of intersegment transactions.)

※2024年3月期より報告セグメントを、従来の「不動産開発事業」「CCRC事業」「不動産投資事業」「不動産関連サービス事業」及び「その他事業」の5区分から、「不動産開発事業」「CCRC事業」「不動産投資事業」及び「不動産関連サービス事業」の4区分に変更しています。なお、2023年3月期以前の数値におきましても、4区分にて遡って修正を行っております。(Effective April 1, 2023, we changed our reportable segments from five segments of "Real Estate Development," "CCRC," "Real Estate Investment," "Condominium Management and Related Services," and "Other" to four segments of "Real Estate Development," "CCRC," "Real Estate Investment," and "Condominium Management and Related Services." Figures for prior periods are reclassified retrospectively into four segments.)

## 株主還元 (Shareholder return)

|   | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|---|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 配当金 (円) Dividend per share (yen)                  | 24                                    | 25                                    | 35                                    | 24                                    | 36                                    | 52                                    | 55                                     |
| 中間 (円) Midyear (yen)                              | 14                                    | 12                                    | 17                                    | 6                                     | 17                                    | 24                                    | 27                                     |
| 期末 (円) Year-end (yen)                             | 10                                    | 13                                    | 18                                    | 18                                    | 19                                    | 28                                    | 28                                     |
| 配当総額 (百万円) Total dividend (Million yen)           | 971                                   | 1,439                                 | 2,009                                 | 988                                   | 1,288                                 | 1,865                                 | 1,977                                  |
| 配当性向 Payout ratio                                 | 20.2%                                 | 44.9%                                 | 720.1%                                | 47.1%                                 | 41.5%                                 | 40.4%                                 | 40.5%                                  |
| 自己株式取得 (百万円) Purchase of own shares (Million yen) | 237                                   | 753                                   | -                                     | 14,800                                | -                                     | -                                     | -                                      |
| 総還元性向 Total distributions ratio                   | 26.5%                                 | 68.5%                                 | 720.1%                                | 548.4%                                | 41.5%                                 | 40.4%                                 | 40.5%                                  |
| 自己資本配当率 DOE                                       | 3.5%                                  | 3.3%                                  | 4.6%                                  | 3.1%                                  | 4.2%                                  | 5.6%                                  | Approx. 5%                             |
| 1株あたり当期純利益 (円) EPS (yen)                          | 118.55                                | 55.68                                 | 4.86                                  | 50.98                                 | 86.74                                 | 128.83                                | 135.67                                 |
| 1株あたり純資産 (円) BPS (yen)                            | 734.45                                | 766.81                                | 738.85                                | 815.78                                | 883.66                                | 983.48                                | -                                      |

## 所有者別株主分布状況 (Share Holders)

|  | 18/3月期<br>通期<br>FY3/18<br>End of Year | 19/3月期<br>通期<br>FY3/19<br>End of Year | 20/3月期<br>通期<br>FY3/20<br>End of Year | 21/3月期<br>通期<br>FY3/21<br>End of Year | 22/3月期<br>通期<br>FY3/22<br>End of Year | 23/3月期<br>通期<br>FY3/23<br>End of Year | 24/3月期<br>2Q<br>FY3/24<br>2nd Quarter | 24/3月期<br>通期(予想)<br>FY3/24<br>Forecast |
|--|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| 個人・その他 (株) Individuals/Others (Shares)     | 23,087,072                            | 23,510,317                            | 23,786,478                            | 21,641,002                            | 22,675,098                            | 22,818,481                            | 22,934,595                            | -                                      |
| 金融機関 (株) Financial institutions (Shares)   | 12,928,750                            | 11,664,350                            | 8,028,150                             | 5,704,450                             | 5,320,450                             | 5,968,850                             | 5,738,550                             | -                                      |
| その他の法人 (株) Other companies (Shares)        | 10,716,200                            | 12,282,300                            | 18,865,800                            | 2,538,200                             | 2,647,034                             | 2,588,635                             | 2,527,937                             | -                                      |
| 外国法人等 (株) Foreign companies, etc. (Shares) | 8,871,877                             | 9,042,465                             | 5,657,753                             | 4,277,830                             | 3,978,323                             | 3,350,687                             | 3,525,775                             | -                                      |
| 証券会社 (株) Securities companies (Shares)     | 2,599,750                             | 867,913                               | 1,069,164                             | 1,628,331                             | 1,168,908                             | 1,223,160                             | 1,322,956                             | -                                      |
| 自己名義株式 (株) Treasury shares (Shares)        | 1,150,626                             | 186,930                               | 146,930                               | 1,126,962                             | 1,126,962                             | 966,962                               | 866,962                               | -                                      |
| 個人・その他 Individuals/Others                  | 38.9%                                 | 40.8%                                 | 41.3%                                 | 58.6%                                 | 61.4%                                 | 61.8%                                 | 62.1%                                 | -                                      |
| 金融機関 Financial institutions                | 21.8%                                 | 20.4%                                 | 13.9%                                 | 15.4%                                 | 14.3%                                 | 16.2%                                 | 15.5%                                 | -                                      |
| その他の法人 Other companies                     | 18.1%                                 | 21.3%                                 | 32.8%                                 | 6.9%                                  | 7.2%                                  | 7.0%                                  | 6.9%                                  | -                                      |
| 外国法人等 Foreign companies, etc.              | 14.9%                                 | 15.7%                                 | 9.8%                                  | 11.6%                                 | 10.8%                                 | 9.1%                                  | 9.6%                                  | -                                      |
| 証券会社 Securities companies                  | 4.4%                                  | 1.5%                                  | 1.9%                                  | 4.4%                                  | 3.2%                                  | 3.3%                                  | 3.6%                                  | -                                      |
| 自己名義株式 Treasury shares                     | 1.9%                                  | 0.3%                                  | 0.3%                                  | 3.1%                                  | 3.1%                                  | 2.6%                                  | 2.3%                                  | -                                      |