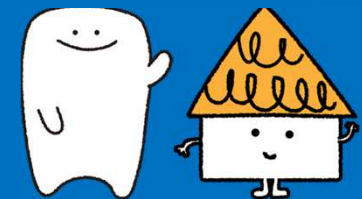


# Sansei Landic Co., Ltd.

## Supplementary Materials for Consolidated Financial Results for 1Q of FY12/19

May 15, 2019



# Highlights for FY12/19 1Q Results



## ■ Real Estate Sales business

Both sales and profits fell below forecasts and the previous year results, but procurement amount remained steady.

[Sale]

Sales of leasehold land and old unutilized properties missed the target. Decline in leasehold land is affected by delays in commercialization (survey) after purchase and delays in sales negotiations for large-scale lots.

Decline in old unutilized properties is due to a change in the settlement timing of sales. The reasons for each delay were resolved during 1H, and these sales are expected to be booked.

[Purchase]

It increased from forecasts and the previous year results. The percentage of old unutilized properties increases on a company-wide basis. Purchases increased in the Kanto region as market conditions remained stable.

## ■ Construction business

Sales increased significantly YoY, and both sales and profits were largely in line with forecasts.

Orders increased significantly YoY due to a rush in demand prior to the consumption tax hike.

# Initiatives from 2Q of FY12/19 Onward



## ■ Real Estate Sales business

For leasehold land, we established a new specialist department to cope with the increase in sales volume associated with the expansion of purchases as measures to improve operational efficiency.

For old unutilized properties, market conditions have stabilized due to various real estate-related problems and other factors, and the purchasing environment has been improving.

However, many of our customers are housing builders and profit-making property sellers, and the trends of these companies affect our sales conditions. Therefore, we will carefully proceed with securing customers and selecting properties and areas.

## ■ Construction business

There is a rush in demand prior to the consumption tax hike, and recently orders are trending strongly, however, we will aim to continue to win orders by promoting measures to develop new customers.

# Financial Results

(Million yen)



	17/1Q	18/1Q	2019/1Q		
	Results	Results	Plan	Results	Vs. plan
Net sales	2,102	2,873	2,808	1,925	△882
Gross profit	459	734	820	579	△240
SG&A	591	676	749	696	△53
Operating income	△132	58	70	△116	△186
Ordinary income	△145	30	35	△146	△182
Net income	△132	3	8	△111	△120

■ Net sales  
-33.0% YoY

■ Gross profit  
-21.1%YoY

■ SG&A  
YoY  
Salaries and allowances: +27 million yen

# Summary of Consolidated Balance Sheet



(Million yen)

	FY12/18	19/1Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,594	2,440	△1,153	△32.1%
Property for sale	11,678	13,129	+1,451	+12.4%
Interest-bearing liabilities	6,047	7,204	+1,156	+19.1%
Net assets	8,907	8,618	△289	△3.2%
Total assets	16,777	17,236	+459	+2.7%
Shareholders' equity ratio	53.1%	50.0%	△3.1pt	—

■ Property for sale  
Increased as procurement progressed steadily.

■ Interest-bearing liabilities  
Short-term loans payable:  
+1,055 million yen  
Increase due to increase in purchases and borrowings for working capital

# Sales by Business Segment



(Million yen)

	17/1Q	18/1Q	19/1Q		
	Result	Result	Plan	Result	Vs. plan
Real estate Sales business	1,906	2,757	2,450	1,576	△35.7%
Leasehold land	483	611	1,329	1,086	△18.3%
Old unutilized building	1,327	725	977	351	△64.1%
Freehold	15	1,322	27	28	1.3%
Other	81	99	114	110	△4.2%
Construction business	195	115	358	349	△2.5%

■ Leasehold land and Old unutilized properties  
Both sales and profits fell short of forecasts due to properties for which sales were expected in 2Q

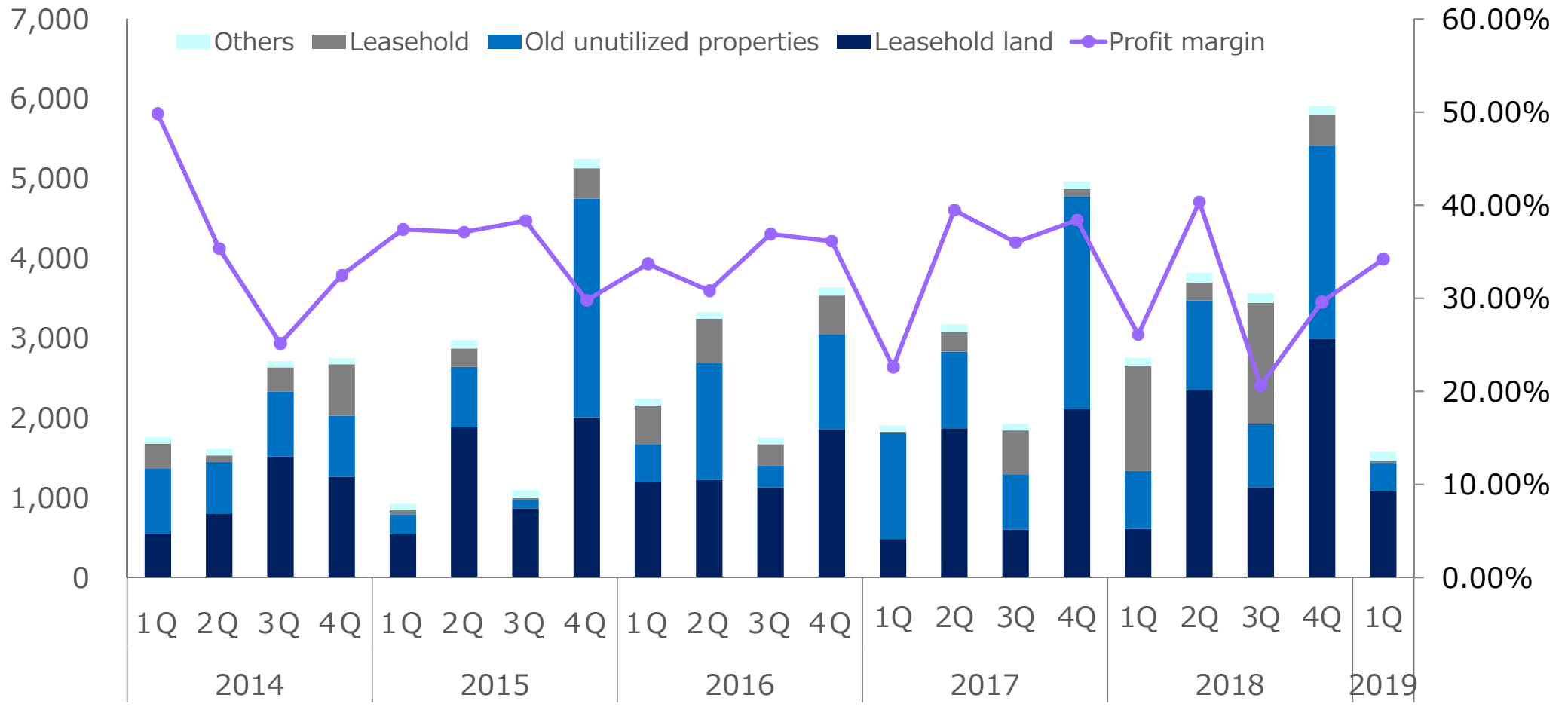
■ Freehold  
Significant year-on-year decrease due to sales of large-scale projects in the previous fiscal year

■ Construction business  
Both sales and profits were largely in line with forecasts.  
Net sales: +202.6% YoY

# Quarterly Changes in the Real Estate Sales Business



Sales (million yen)



# Purchases and Orders Received by Business Segment



(Million yen)

	17/1 Q	18/1 Q	19/1 Q	
	Results	Results	Results	YoY
Real estate Sales business	1,806	2,318	2,483	+ 7.1%
Leasehold land	990	1,093	825	△24.6%
Old unutilized building	809	1,045	1,617	+ 54.7%
Freehold	6	180	41	△77.1%
Construction Business (Orders)	280	288	1,135	+ 294.2%

## ■ Real Estate Sales business

Annual purchase plan: 12.1 billion yen  
 As in the previous fiscal year, the procurement environment remained favorable.  
 In addition to continued strong performance in western Japan, purchases of old unutilized properties increased in the Kanto area

## ■ Construction business

Increase in new contracts driven by the consumption tax hike.  
 Received orders for three RC buildings in addition to wooden buildings.  
 Continue to strengthen web marketing and improve operations, which we have been working on since last year.

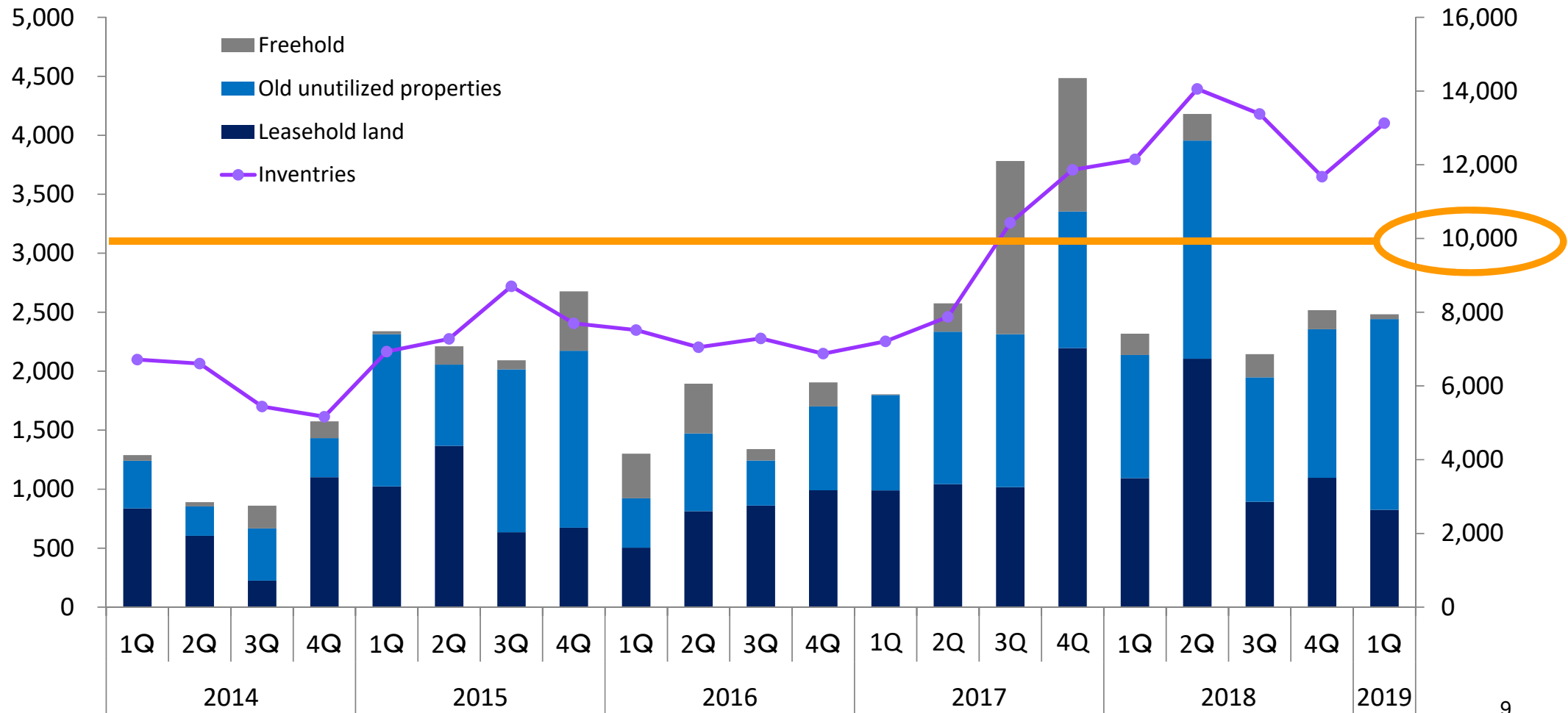


# Changes in the Amount of Purchases and Inventories



Purchases (Million yen)

Inventories (Million yen)

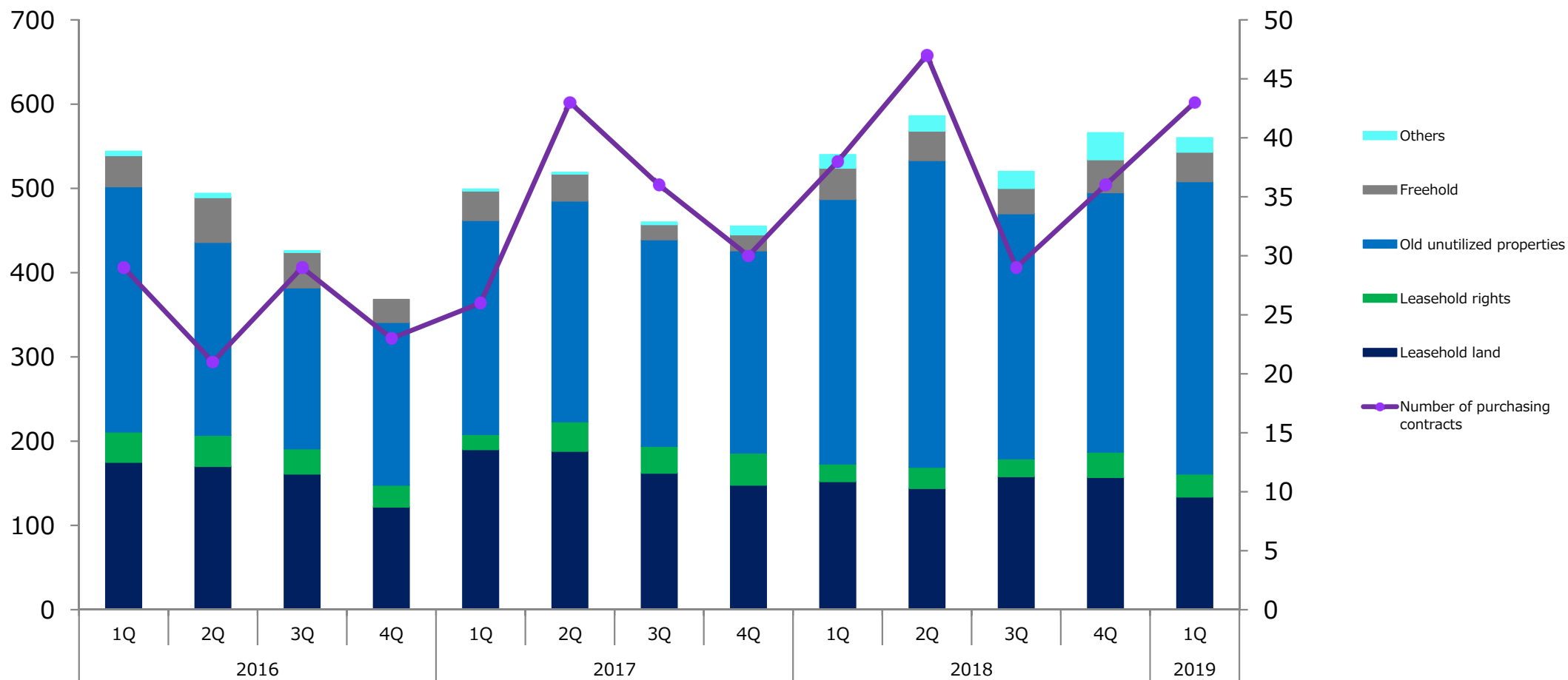


# Changes in the Number of Projects and Number of Purchasing Contracts



Number of projects

Number of purchasing contracts (contracts)



# Contact



- 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.

<<Contact>>  
Corporate Planning Office, Sansei Landic Co., Ltd.  
TEL:03-5252-7511  
E-mail:keiki@sansei-l.co.jp

