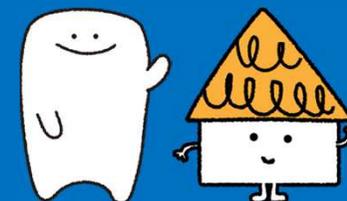


Sansei Landic Co., Ltd.

Supplementary Materials for Consolidated Financial Results for 2Q of FY12/19

August 9, 2019



FY12/19 2Q Topics



- Sales and profits exceeded the plan thanks to contributions from sales of large-scale old unutilized properties in the Old Unutilized Properties Business
- Sales and profits in the Leasehold Land Business below the plan due to delays in sales period
- Purchase amount: 5,307 million yen (-18.3% YoY)
- Sales and profits in the Construction Business significantly exceeded the previous year's level.

Financial Results



(Million yen)

	17/2Q	18/2Q	2019/2Q		
	Results	Results	Plan	Results	Difference
Net sales	5,552	6,834	7,530	7,701	+170
Gross profit	1,753	2,295	2,223	2,341	+117
SG&A	1,263	1,478	1,575	1,550	-24
Net sales	490	817	648	790	+141
Ordinary income	457	745	586	750	+164
Net income	261	434	367	473	+106

Net sales

+12.7% YoY

Gross profit

+2.0% YoY

SG&A

Salaries and allowances:
+53 million yen YoY

Summary of Consolidated Balance Sheet



(Million yen)

	FY12/18	19/2Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,594	2,844	-749	-20.8%
Property for sale	11,678	12,290	+611	+5.2%
Interest-bearing liabilities	6,047	5,777	-270	-4.5%
Net assets	8,907	9,203	+296	+3.3%
Total assets	16,777	16,802	+24	+0.1%
Shareholders' equity ratio	53.1%	54.8%	+1.7pt	-

■ Property for Sale

Down by 1,768 million yen YoY
 Purchase amount for FY2018 2Q:
 6,499 million yen
 Purchase amount for FY2019 2Q:
 5,307 million yen

■ Interest-bearing liabilities

Short-term loans payable: +770 million yen
 Increased due to increase in purchases and borrowings for working capital

Long-term loans payable: -1,097 million yen
 Decreased due to repayment associated with property sales

Sales by Business Segment



(Million yen)

	17/2Q	18/2Q	19/2Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	5,078	6,576	6,823	6,972	+2.2%
Leasehold land	2,353	2,961	3,869	2,632	-32.0%
Old unutilized properties	2,289	1,849	2,648	4,008	+51.3%
Freehold	259	1,544	78	116	+47.3%
Others	176	221	226	214	-5.1%
Construction business	473	257	707	729	+3.1%

■ Leasehold Land

Largely fell short of the plan, down 11.1% YoY, as sales of properties purchased in the previous fiscal year took more time than expected.

■ Old Unutilized Properties

Greatly exceeded the plan, as sales of large-scale properties scheduled for sale in the 2H moved forward in the 1H.

■ Freehold

Significantly decreased YoY due to sales of large-scale properties in the previous fiscal year

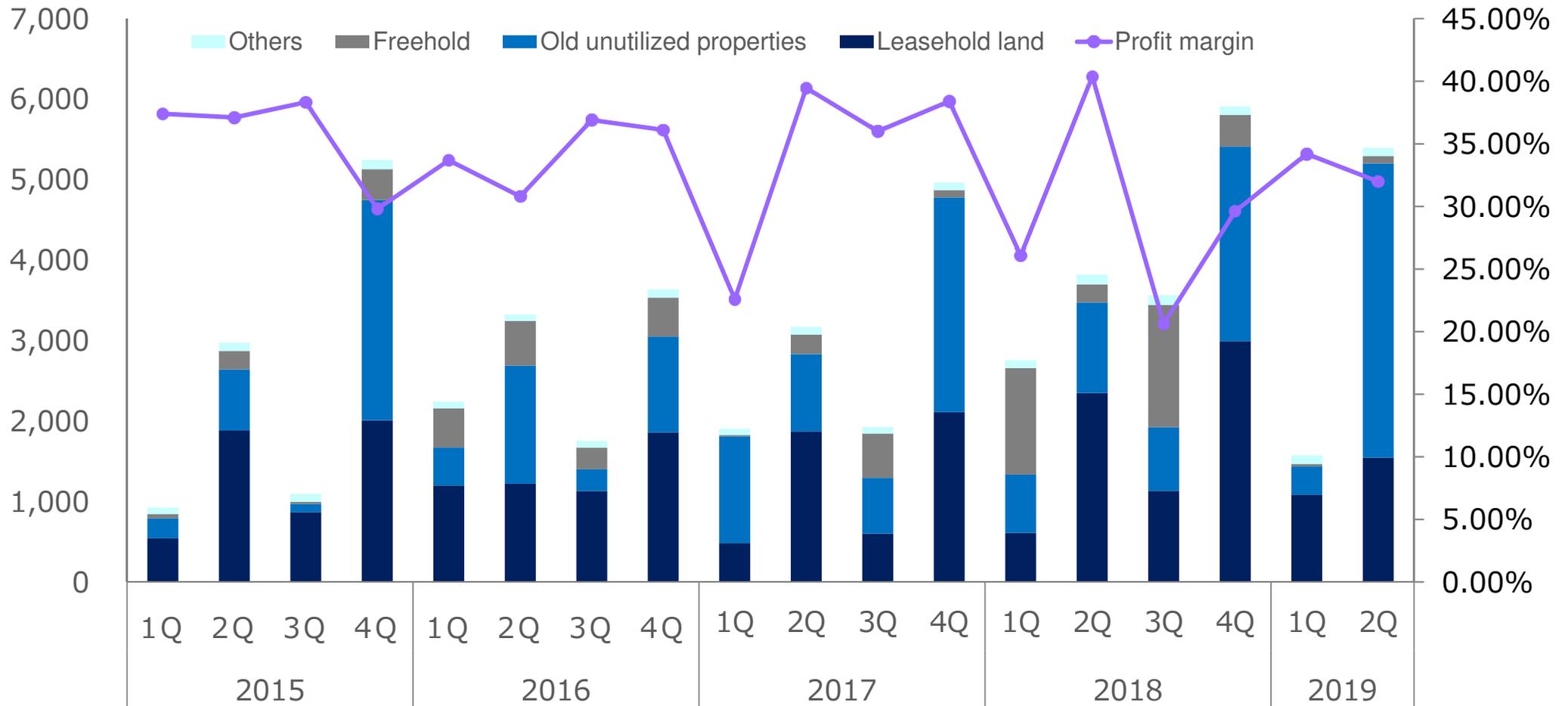
■ Construction Business

Net sales: +182.6% YoY

Quarterly Changes in the Real Estate Sales Business



Sales (million yen)



Purchases and Orders Received by Business Segment



(Million yen)

	17/2Q	18/2Q	19/2Q	
	Results	Results	Results	YoY
Real Estate Sales business	4,382	6,499	5,307	-18.3%
Leasehold land	2,032	3,199	1,723	-46.1%
Old unutilized properties	2,102	2,895	2,739	-5.4%
Freehold	247	405	844	+108.1
Construction business (Orders received)	642	495	1,365	+175.7%

■ Real Estate Sales Business

Annual purchase plan: 12.1 billion yen

In the leasehold land business, the number of purchases has remained the same as in the previous year, but the amount has largely decreased from the previous fiscal year when large-scale properties were purchased.

In the old unutilized properties business, both amounts and number of purchases were steady thanks to an increase in the number of projects.

■ Construction Business

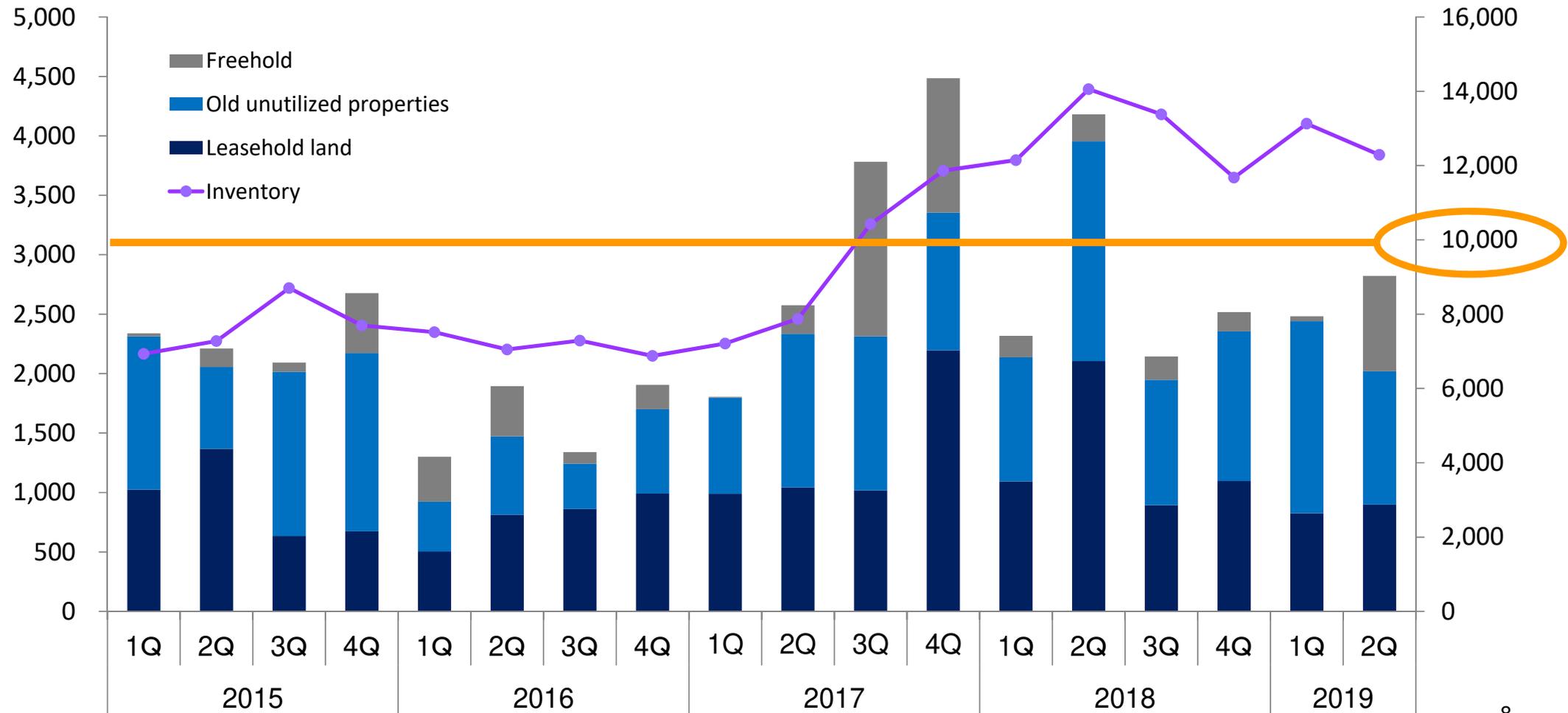
Significantly exceeded the previous year's level, partly due to the rush in demand prior to the consumption tax hike.

Changes in the Amount of Purchases and Inventories



Purchase amount (Million yen)

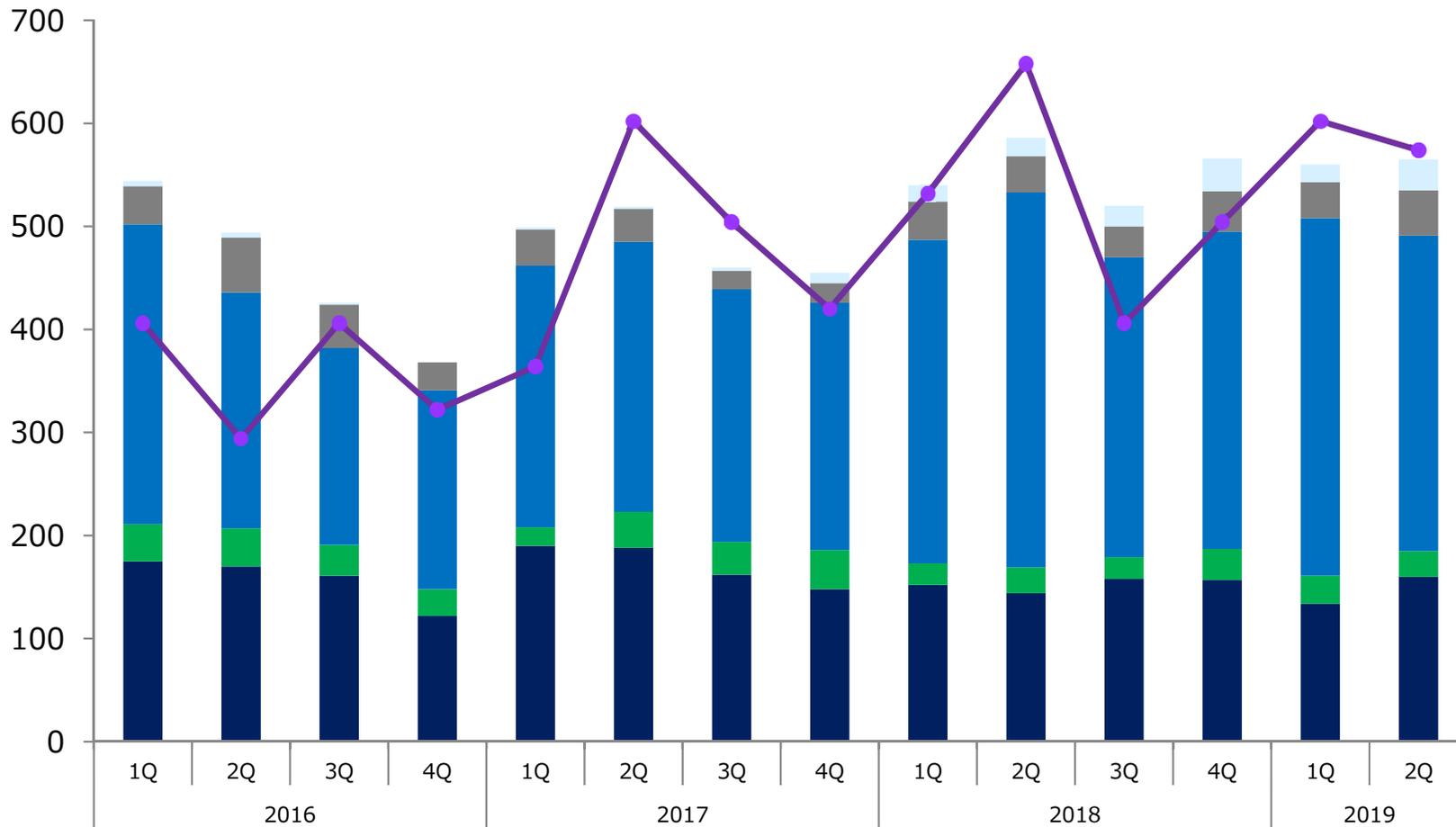
Inventories (Million yen)



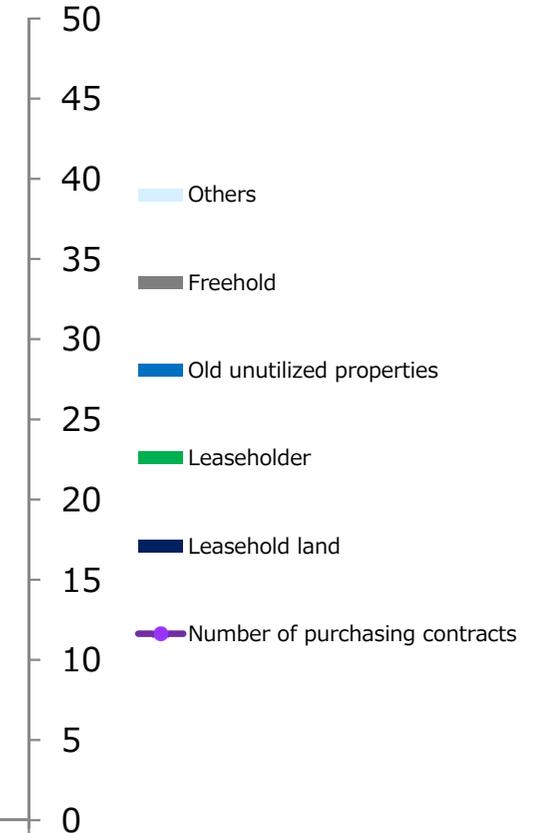
Changes in the Number of Projects and Number of Purchasing Contracts



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.

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