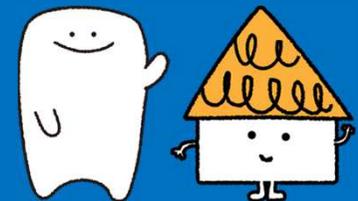


Sansei Landic Co., Ltd.

Supplementary Materials for
Consolidated Financial Results for
3Q of FY12/19

November 13, 2019



FY12/19 3Q Topics



- Sales and profits fell below the plan due to the lower-than-planned sales of leasehold land and freehold, despite the higher-than-planned sales of old unutilized properties.
- Purchase of old unutilized properties and freehold increased.
Purchase amount: 9,587 million yen (+ 10.9% YoY)

Financial Results



(Million yen)

	17/3Q	18/3Q	2019/3Q		
	Results	Results	Plan	Results	Difference
Net sales	7,768	10,530	11,232	10,512	-720
Gross profit	2,515	3,052	3,279	3,076	-202
SG&A	1,951	2,212	2,404	2,333	-71
Operating income	563	839	874	743	-131
Ordinary income	502	733	782	676	-105
Extraordinary loss	29	87	—	—	—
Net income	293	376	508	425	-82

■ Net sales

-0.2% YoY

■ Gross profit

+0.8% YoY

■ SG&A

Salaries and allowances:
+77 million yen YoY

■ Net income

+13.1% YoY

Summary of Consolidated Balance Sheet



(Million yen)

	FY12/18	19/3Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,594	2,110	-1,483	-41.3%
Property for sale	11,678	14,890	+3,211	+27.5%
Interest-bearing liabilities	6,047	7,999	+1,951	+32.3%
Net assets	8,907	9,161	+254	+2.9%
Total assets	16,777	18,686	+1,909	+11.4%
Shareholders' equity ratio	53.1%	49.0%	-4.1pt	—

■ Property for Sale

Increased due to steady purchase.
Purchase amount for FY2018 3Q: 8,645 million yen
Purchase amount for FY2019 3Q: 9,587 million yen

■ Interest-bearing liabilities

Short-term loans payable: +3,112 million yen
Increased due to borrowings for purchase and working capital.

Sales by Business Segment



(Million yen)

	17/3Q	18/3Q	19/3Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	7,005	10,140	9,974	9,325	-6.5%
Leasehold land	2,955	4,094	5,528	3,521	-36.3%
Old unutilized properties	2,981	2,641	3,639	5,291	45.4%
Freehold	808	3,062	469	171	-63.4%
Others	260	341	337	340	0.9%
Construction business	762	390	1,257	1,186	-5.7%

■ Leasehold Land

Lower than the plan and YoY results as it takes long time to adjust rights for properties purchased in the previous year.

The number of leasehold land sold exceeded the previous year results, but many of them are land in low-priced areas; this factor also contributed to the decline in sales.

■ Old Unutilized Properties

Properties sold ahead of 4Q significantly contributed to the growth, exceeding the plan and previous year result.

■ Freehold

Fell short of the plan due to many small-scale properties.

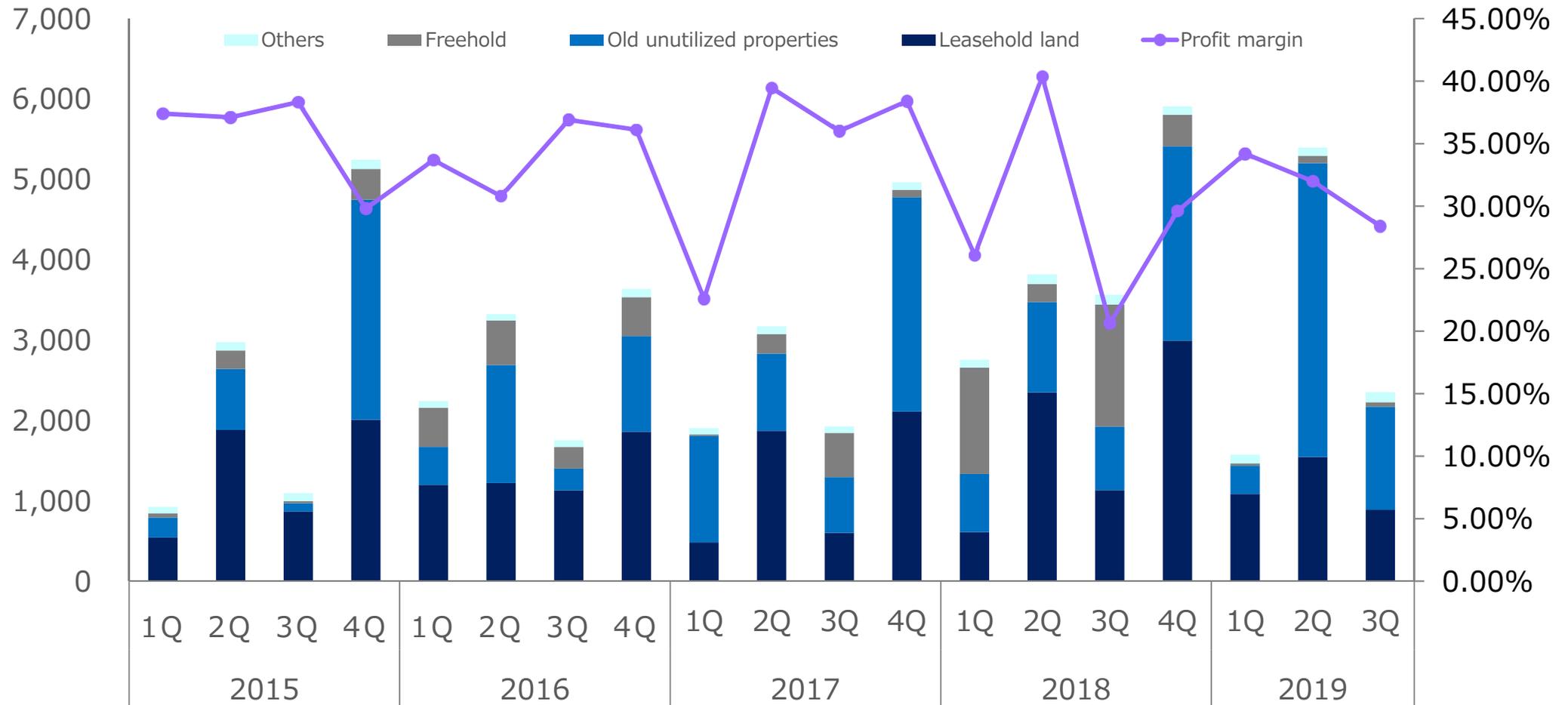
■ Construction Business

Net sales: +204.1% YoY

Quarterly Changes in the Real Estate Sales Business



Sales (million yen)



Purchases and Orders Received by Business Segment



(Million yen)

	17/3Q	18/3Q	19/3Q	
	Results	Results	Results	YoY
Real Estate Sales business	8,164	8,645	9,587	+10.9%
Leasehold land	3,050	4,092	3,359	-17.9%
Old unutilized properties	3,398	3,950	4,719	+19.5%
Freehold	1,715	602	1,508	+150.4%
Construction business (Orders received)	882	1,020	1,671	+63.8%

■ Real Estate Sales Business

Annual purchase plan: 12.1 billion yen

Increase in purchase of old unutilized properties and freehold.

Results of leasehold land fell below the previous year level, but we purchased 1.6 billion yen in three months in the third quarter period.

■ Construction Business

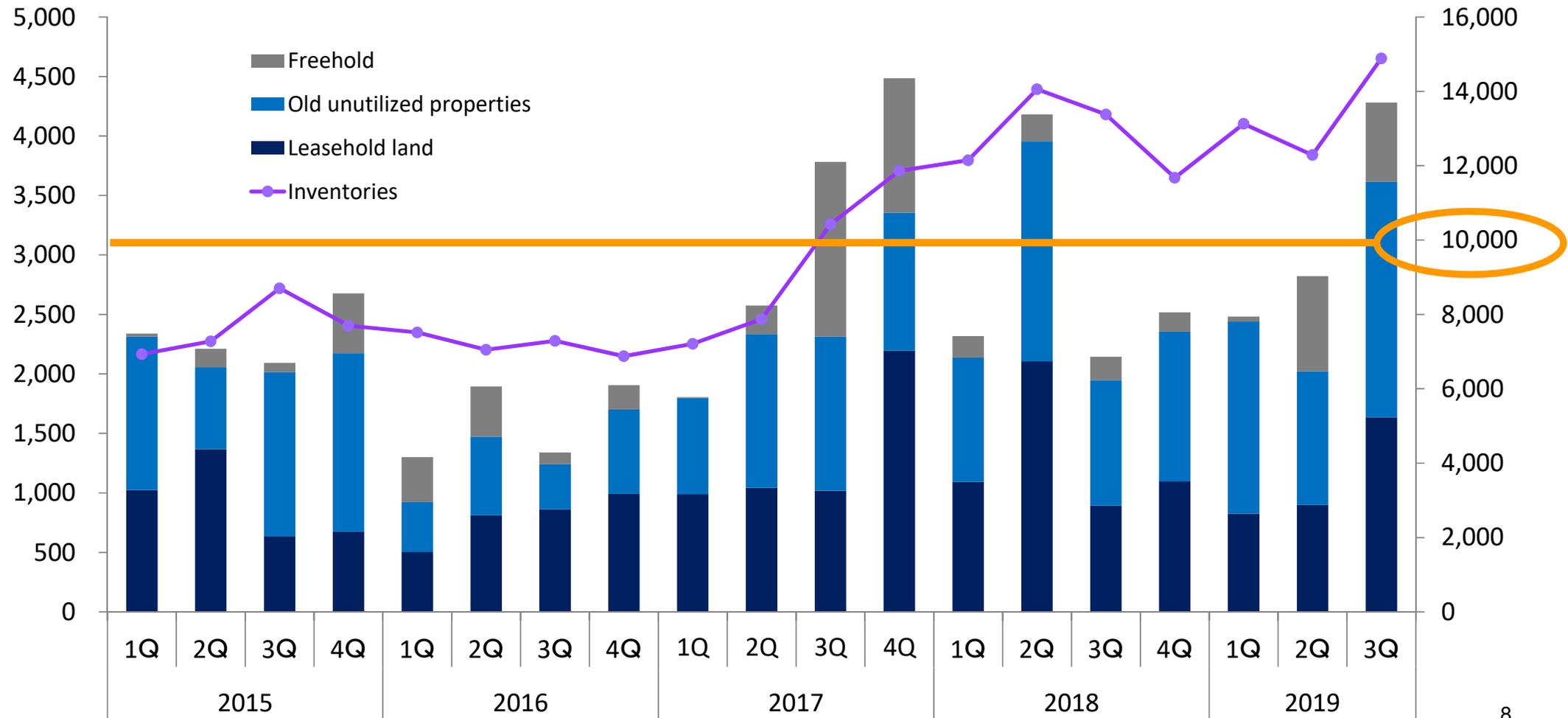
Orders increased steadily, despite the rebound from the rush demand prior to the consumption tax hike.

Changes in the Amount of Purchases and Inventories



Purchase amount (Million yen)

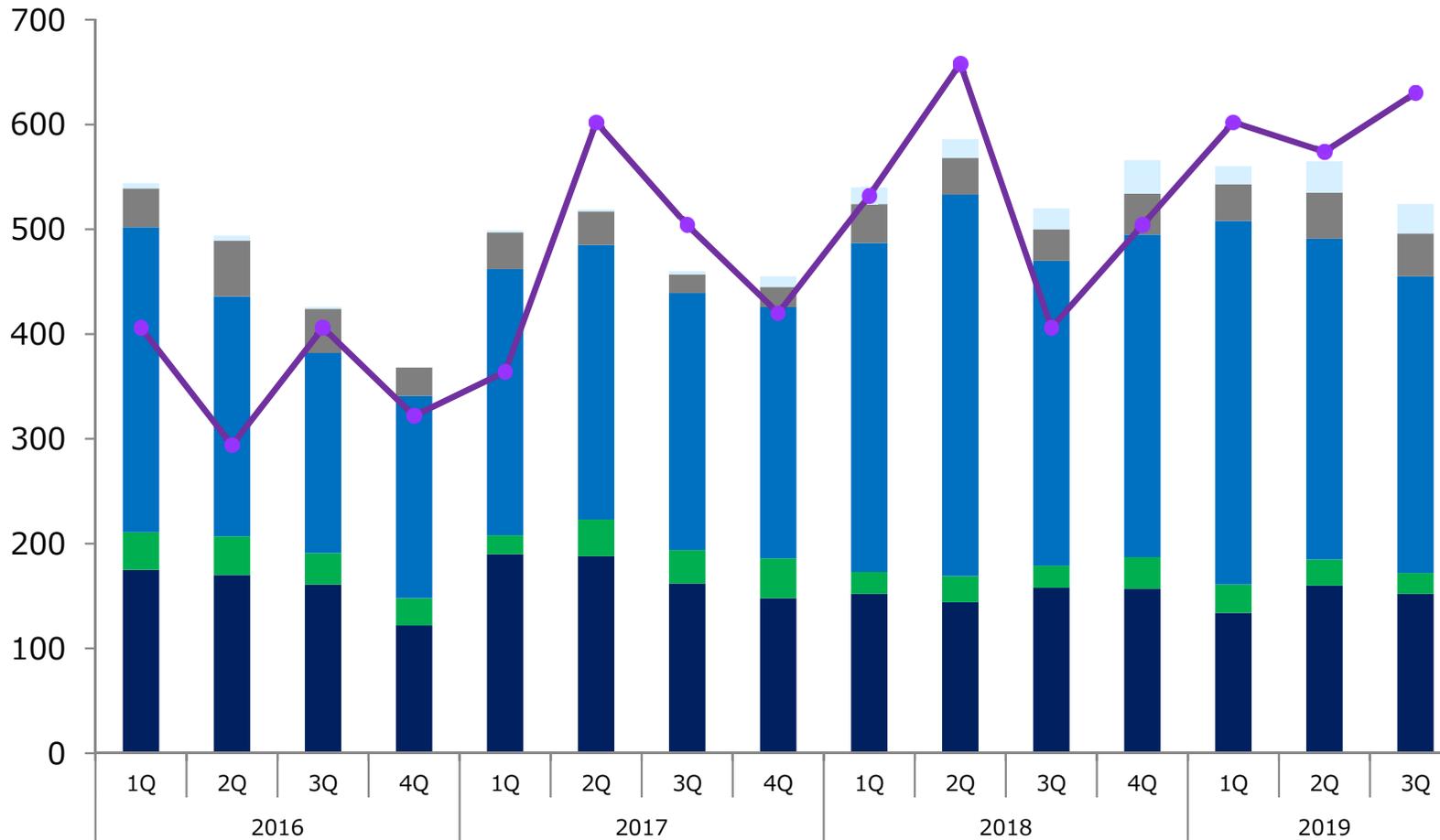
Inventories (Million yen)



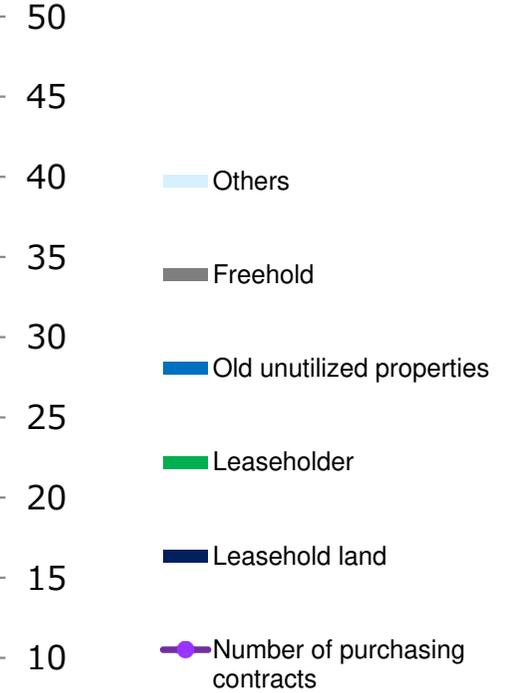
Changes in the Number of Projects and Number of Purchasing Contracts



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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