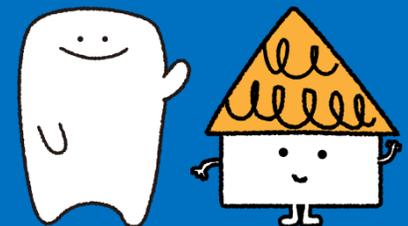


Sansei Landic Co., Ltd.

Supplementary Materials for Consolidated
Financial Results for FY12/19

February 14, 2020



- Sales slightly below the plan, but up 7.1% year-on-year.
- Gross profit and other profits exceeded the plan and achieved record-highs.
- Sales in the Construction Business rose significantly year-on-year, and business results have been improved, but it was not sufficient to achieve profitability.
- Purchase amount: 13,177 million yen (+18.0% YoY)

Financial Results (Consolidated)

(Million yen)



	FY12/17	FY12/18	FY12/19		
	Result	Result	Plan	Result	Difference
Net sales	13,098	16,833	18,220	18,020	△200
Gross profit	4,532	4,805	4,984	5,118	+134
SG&A	2,769	3,039	3,318	3,257	△60
Operating income	1,762	1,765	1,666	1,860	+194
Ordinary income	1,668	1,642	1,544	1,758	+214
Extraordinary loss	93	103	—	—	—
Net income	1,111	1,006	1,032	1,158	+126

■ Net sales

+7.1% YoY

■ Gross profit

+6.5% YoY

■ SG&A

Salaries and allowances:

+93 million yen YoY

Sales commission:

+39 million yen YoY

Taxes and dues:

+29 million yen YoY

■ Operating income

+5.4% YoY

■ Ordinary income

+7.0% YoY

■ Net income

+15.1% YoY

Financial Results (Non-consolidated)



(Million yen)

	FY12/17	FY12/18	FY12/19		
	Result	Result	Plan	Result	Difference
Net sales	11,968	16,050	16,243	16,266	+23
Gross profit	4,293	4,677	4,674	4,879	+205
SG&A	2,483	2,737	3,023	2,981	△42
Operating income	1,810	1,940	1,650	1,898	+248
Ordinary income	1,610	1,606	1,547	1,752	+205
Extraordinary loss	29	67	—	—	—
Net income	1,152	1,068	1,035	1,172	+137

- Net sales
+1.3% YoY
- Gross profit
+4.3% YoY
- Operating income
△2.2% YoY
- Ordinary income
+9.1% YoY
- Net income
+9.8% YoY

Summary of Consolidated Balance Sheet



(Million yen)

	FY12/18	FY12/19		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,594	4,133	+539	+15.0%
Property for sale	11,678	13,493	+1,815	+15.5%
Interest-bearing liabilities	6,047	7,202	+1,154	+19.1%
Net assets	8,907	9,894	+987	+11.1%
Total assets	16,777	19,293	+2,516	+15.0%
Shareholders' equity ratio	53.1%	51.3%	△1.8pt	—
ROA	9.8%	9.8%	—	—

■ Property for Sale

Increased due to steady purchase
 Purchase amount for FY12/18:
 11.1 billion yen
 Purchase amount for FY12/19:
 13.1 billion yen

■ Interest-bearing liabilities

Short-term loans payable: +2,420 million yen
 Long-term loans payable: △1,319 million yen
 Increase in short-term borrowings due to increase in purchases.
 Long-term loans payable decreased due to repayment of properties with a business term of more than 1 year.

Sales by Business Segment



(Million yen)

	FY12/17	FY12/18	FY12/19		
	Result	Result	Plan	Result	Vs. plan
Real Estate Sales business	11,968	16,049	16,243	16,266	+0.1%
Leasehold land	5,066	7,087	7,308	6,697	△8.4%
Old unutilized properties	5,649	5,061	7,491	7,399	△1.2%
Freehold	899	3,454	990	1,703	+71.9%
Others	353	445	453	466	+2.9%
Construction business	1,129	783	1,977	1,753	△11.3%

■ Leasehold Land

Although the number of sales exceeded the previous year, sales and profits both fell short of the plan due to the large number of sales in areas with low unit prices.

■ Old Unutilized Properties

Sales fell short of the plan, but profits exceeded both the plan and the previous year.

■ Freehold

Purchases and sales during the period exceeded the plan, and both sales and profits exceeded the plan.

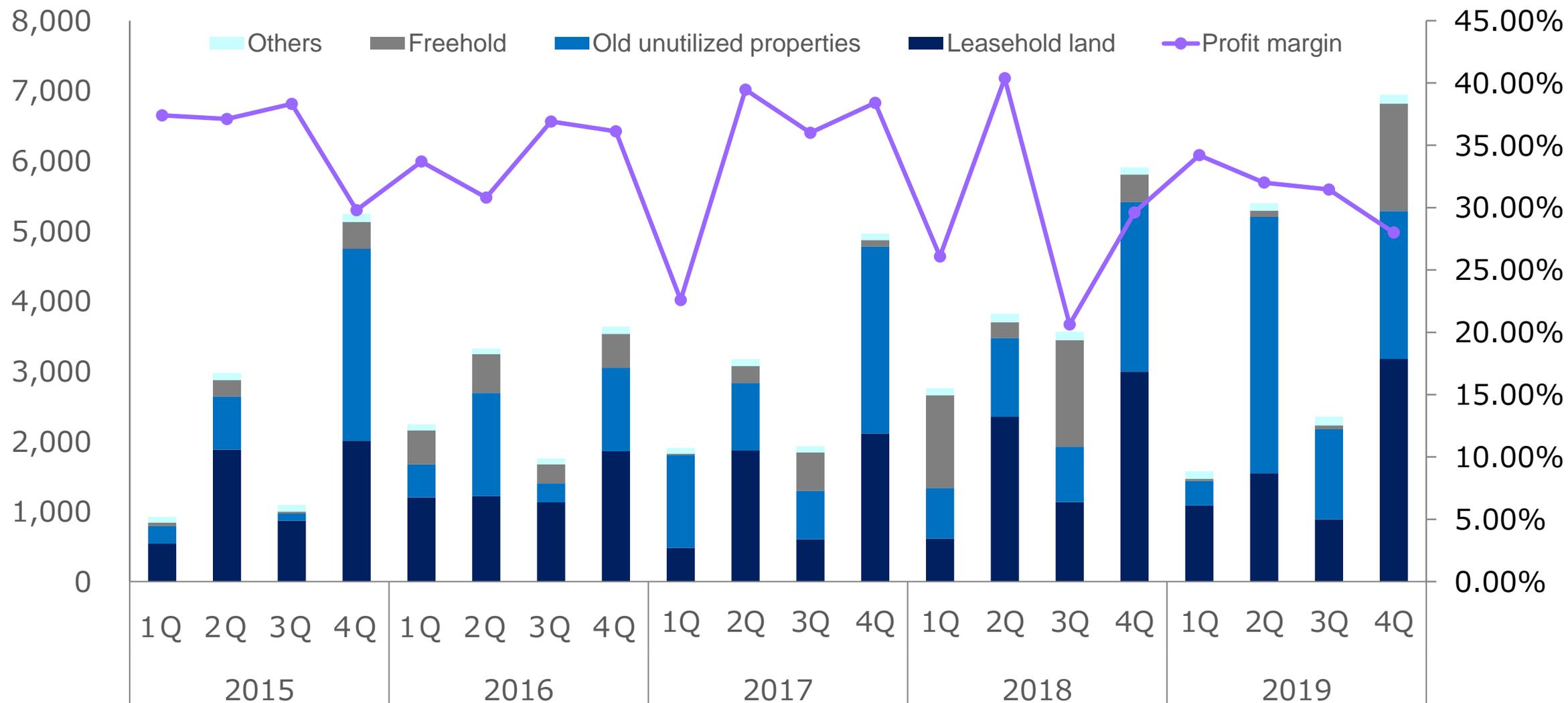
■ Construction Business

Net sales: +123.7% YoY

Quarterly Changes in the Real Estate Sales Business



Sales (million yen)



Purchases and Orders Received by Business Segment



(Million yen)

	FY12/17	FY12/18	FY12/19	
	Results	Results	Results	YoY
Real Estate Sales business	12,650	11,164	13,177	+18.0%
Leasehold land	5,246	5,188	5,094	△1.8%
Old unutilized properties	4,556	5,211	6,303	+21.0%
Freehold	2,847	764	1,779	+132.7%
Construction business (Orders received)	1,052	1,267	2,158	+70.3%

- Real Estate Sales Business
Vs. annual purchase plan:
+ 1,000 million yen

Increase in old unutilized properties in the Tokyo metropolitan area.

- Construction Business

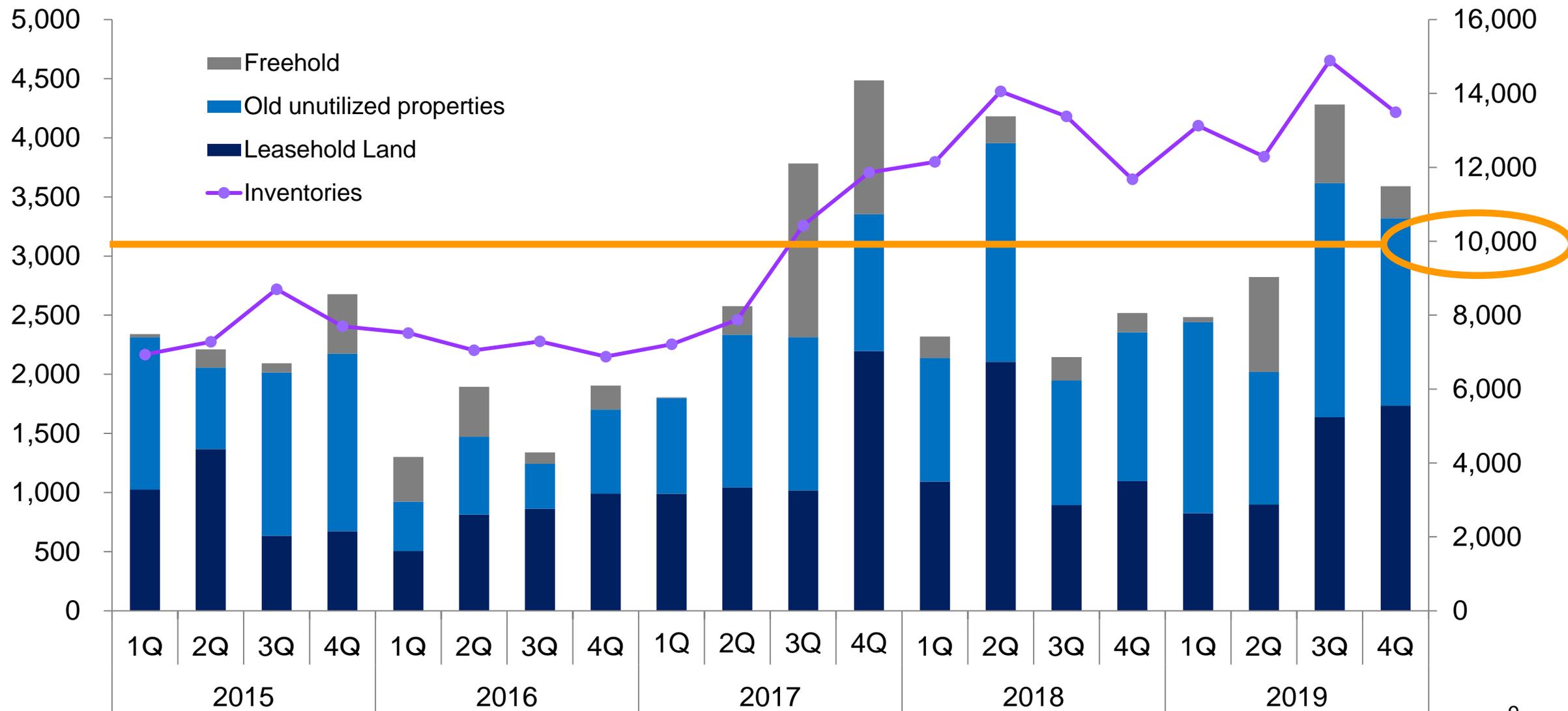
Orders increased due to successful review of sales strategy.

Changes in the Amount of Purchases and Inventories



Purchase amount (million yen)

Inventories (million yen)

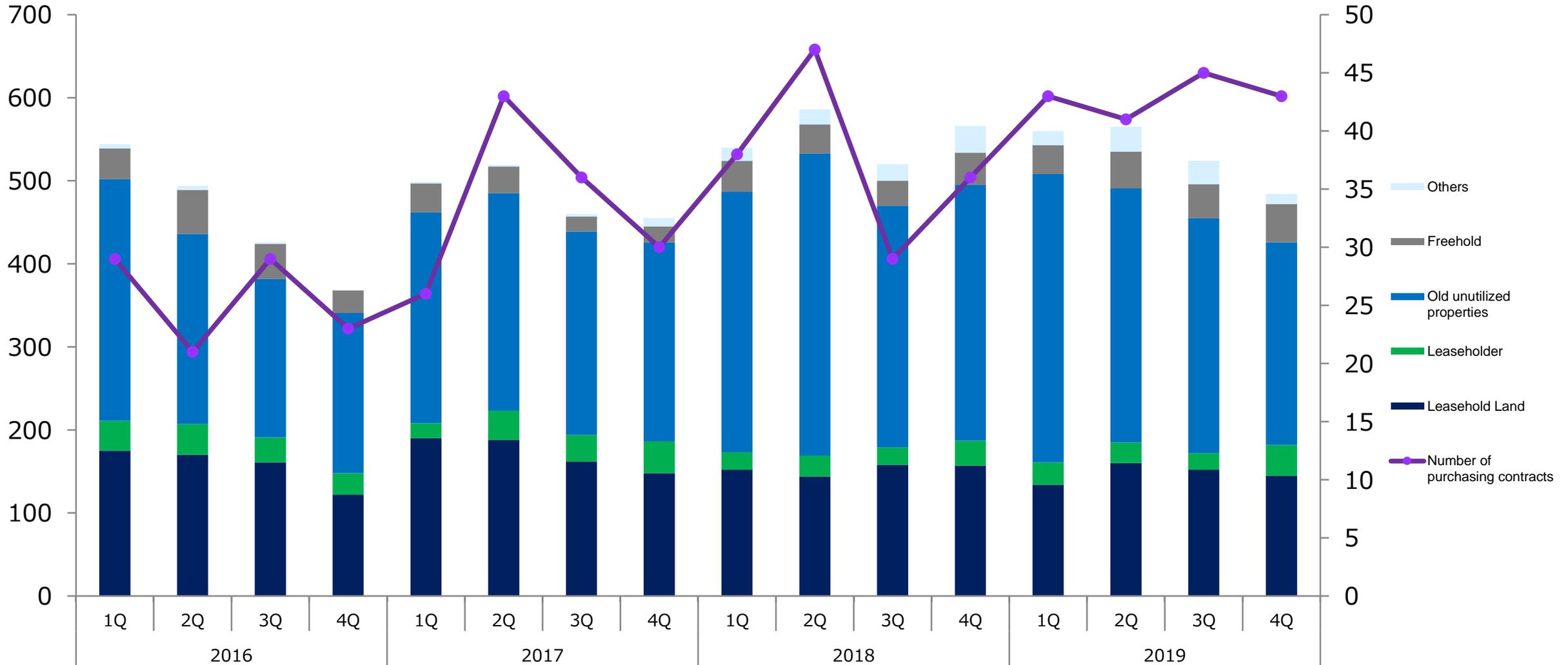


Changes in the Number of Projects and Number of Purchasing Contracts



Number of projects

Number of purchasing contracts (contracts)



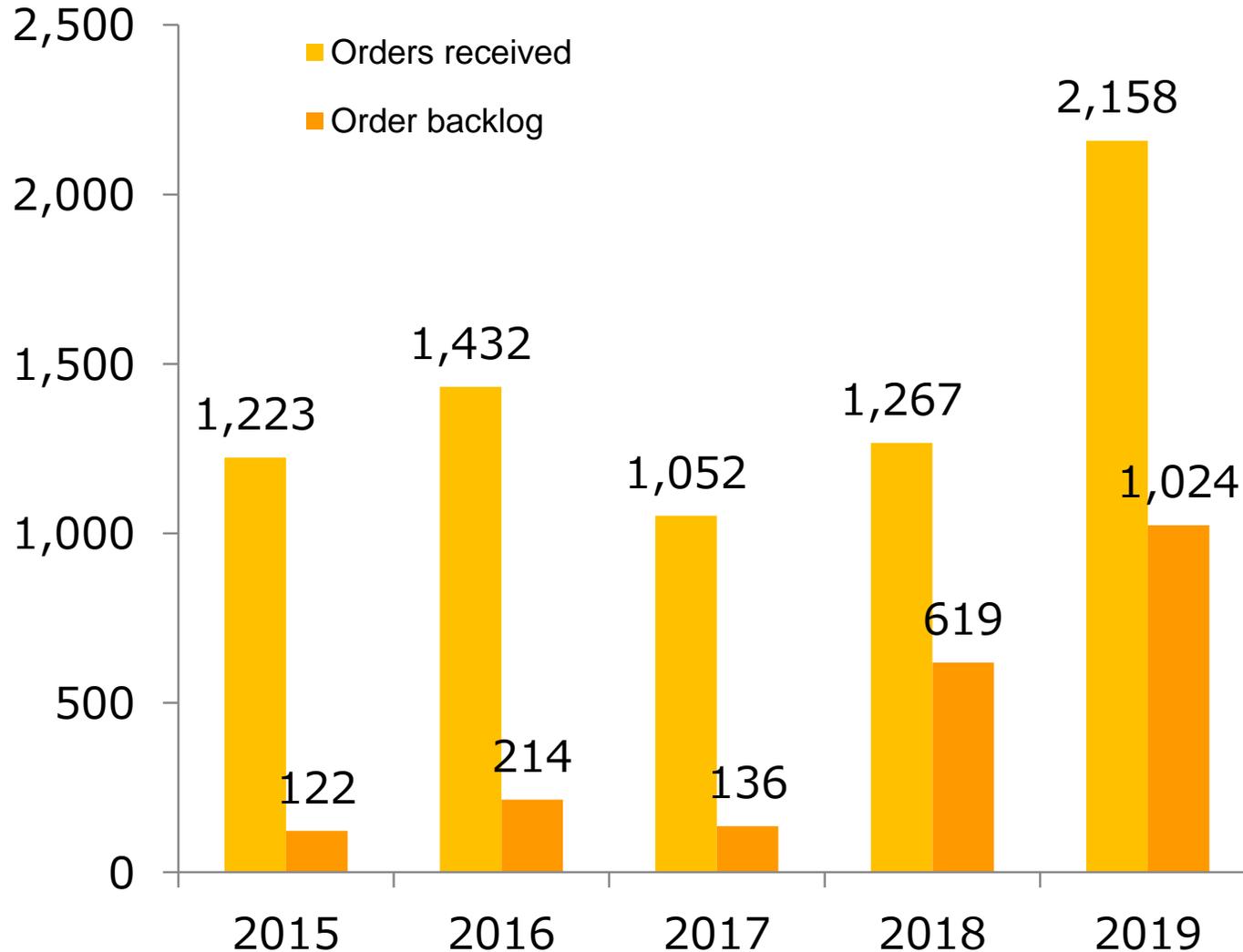
Construction business : Changes in the amount of orders received and order backlog



One's Life Home
natural modern from architects



(Million yen)



- Orders increased throughout the year, but sales fell short of the plan due to delays in construction starts.
- Orders increased due to the renewal of the website and the restructuring of the sales system.
- Improving profitability by implementing measures to strengthen sales and reducing construction costs.

→ The order backlog at the end of the fiscal year increased significantly, and we plan to achieve profitability in FY12/20.

FY12/20 Business Forecasts



Consolidated business forecasts for FY12/20 (January 1, 2020 – December 31, 2020)

(Million yen)

	FY12/20	Pct. change
Net sales	21,552	+19.6%
Operating income	1,686	△9.4%
Ordinary income	1,559	△11.3%
Net income	1,047	△9.6%
EPS (Yen)	123.88	△9.6%
Dividend (Yen)	25	+2

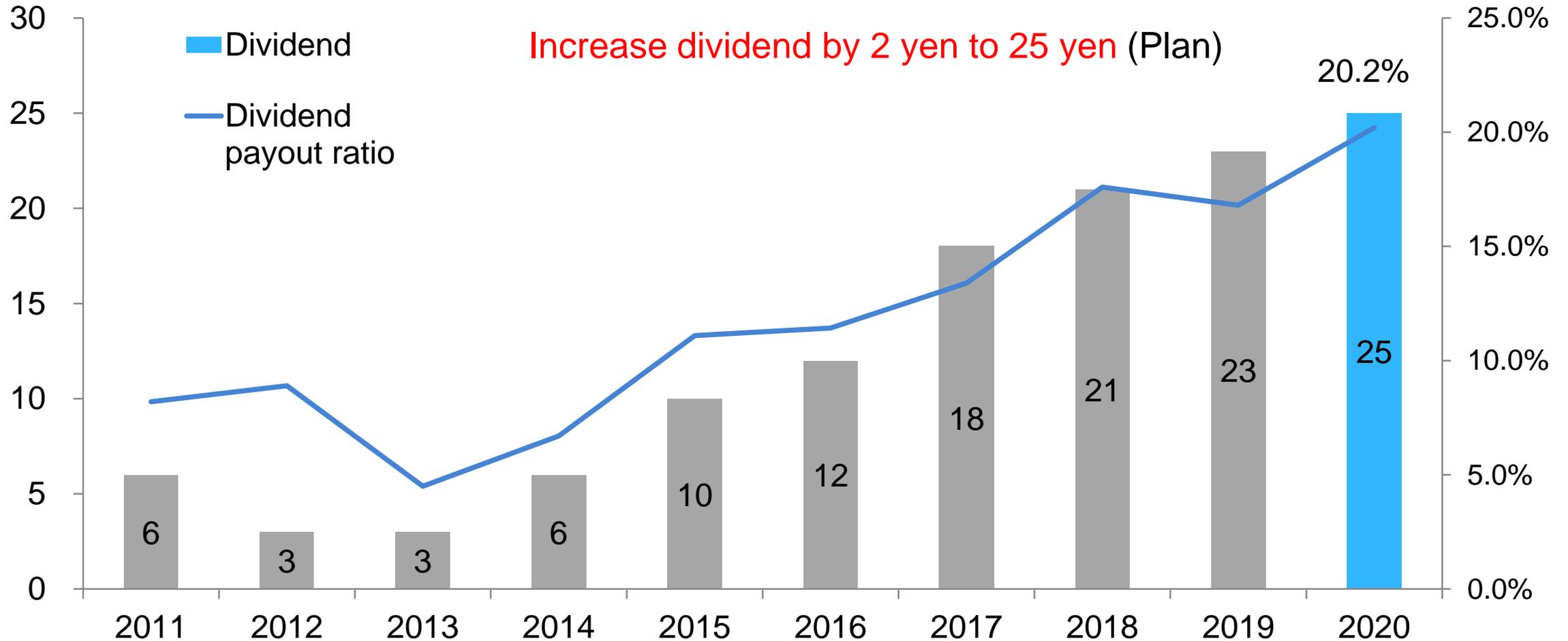
- In the Real Estate Sales Business, sales and gross profit are expected to exceed the level in FY12/19. The Construction Business is also expected to return to profitability.
- Operating income, ordinary income, net income decreased due to an increase in sales commissions associated with an increase in sales of leasehold land and freehold, and an increase in taxes and dues reflecting the consumption tax hike.
- Plan to pay a year-end dividend of 25 yen, increasing by 2 yen.

Shareholder Returns (Dividends)



Dividends (Yen)

Payout ratio(%)



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

