

# Sansei Landic Co., Ltd.

Supplementary Materials for  
Consolidated Financial Results for  
1Q of FY12/21

May 14, 2021



**Sansei Landic**

- Both sales and each profit exceeded the plan and the year-on-year results as we made up for the delays in sales activities due to COVID-19.

In particular, sales of leasehold land increased significantly, driving the Real Estate Sales business.

- Purchase amount fell significantly below the year-on-year result, but progressed as planned.

# Our Response to COVID-19



We will continue to respond flexibly to prevent the spread of COVID-19.

Response to our clients	Response to our employees
<ul style="list-style-type: none"><li>• Thoroughly implement measures against infections when visiting customers, such as wearing masks</li><li>• Conduct telephone and online meetings</li><li>• Refrain from holding and participating in seminars</li><li>• Refrain from holding and participating in business dinners and social gatherings</li><li>• Installation of air purifiers on each floor, including reception</li><li>• Installation of carbon dioxide meters on each floor, including reception</li></ul>	<ul style="list-style-type: none"><li>• Provide masks for all employees</li><li>• Continue teleworking and staggered work hours</li><li>• Lend computers and printers, etc. for teleworking use</li><li>• Promotion of online application procedures</li><li>• Conduct antibody tests</li><li>• Distribution of PCR test kits</li><li>• Establishment of Vaccine Leave</li></ul>

# Financial Results



(Million yen)

	19/1Q	20/1Q	21/1Q		
	Result	Result	Plan	Result	Difference
Net sales	1,925	4,807	5,091	5,365	+274
Gross profit	579	942	1,103	1,344	+241
SG&A	696	792	812	816	+3
Operating income	-116	150	291	528	+237
Ordinary income	-146	103	258	502	+244
Net income	-111	67	169	323	+153

- Net sales  
+11.6% YoY
- Gross profit  
+42.8% YoY  
Profits increased thanks to a significant increase in sales.
- SG&A  
YoY  
Sales commission:  
+35 million yen

# Summary of Consolidated Balance Sheet



(Million yen)

	FY12/20	21/1Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	4,329	3,865	-464	-10.7%
Property for sale	14,424	13,161	-1,263	-8.8%
Interest-bearing liabilities	8,341	7,176	-1,164	-14.0%
Net assets	10,066	10,069	+3	+0.0%
Total assets	20,070	18,505	-1,565	-7.8%
Shareholders' equity ratio	50.1%	54.4%	+4.3pt	—

## ■ Property for sale

Decreased compared with the end of the previous fiscal year due to steady sales.

Sales for FY2020 1Q:  
4,309 million yen

Sales for FY2021 1Q:  
5,171 million yen

## ■ Interest-bearing liabilities

Decreased compared with the end of the previous fiscal year due to an increase in sales and progress in repayment of borrowings.

# Sales by Business Segment



(Million yen)

	19/1 Q	20/1 Q	21/1 Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	1,576	4,339	4,774	5,171	+8.3%
Leasehold land	1,086	719	2,976	3,464	+16.4%
Old unutilized properties	351	2,180	1,510	1,419	-6.0%
Freehold	28	1,305	191	191	-0.0%
Others	110	133	95	96	+0.6%
Construction business	349	468	317	194	-38.7%

## ■ Leasehold Land

Significantly increased due to the recording of mixed properties with old unutilized properties, which were expected to be sold in the previous year, in 1Q.

## ■ Old Unutilized Properties

Sales fell short of the plan, but profits exceeded the plan.

## ■ Freehold

Performed in line with the plan.

## ■ Construction Business

Sales fell short of the year-on-year result and the plan due to a decrease in construction carried forward from the beginning of the fiscal year and delays in some construction projects.

# Quarterly Changes in the Real Estate Sales Business



Sales (million yen)



# Purchases and Orders Received by Business Segment



(Million yen)

	19/1 Q	20/1 Q	21/1 Q	
	Results	Results	Results	YoY
Real Estate Sales business	2,483	4,615	2,581	-44.1%
Leasehold land	825	1,824	1,139	-37.5%
Old unutilized properties	1,617	1,402	1,404	+0.2%
Freehold	41	1,388	36	-97.4%
Construction business (Orders received)	1,135	288	383	+33.1%

## ■ Real Estate Sales Business

Annual purchase plan: 13.8 billion yen  
Purchases progressed in line with the plan, although it decreased year-on-year due to a significant increase in purchases of leasehold land and freehold in the previous fiscal year.

## ■ Construction Business

Orders received were affected by COVID-19 until 3Q of FY12/20, but since then it been recovered, leading to an year-on-year increase.

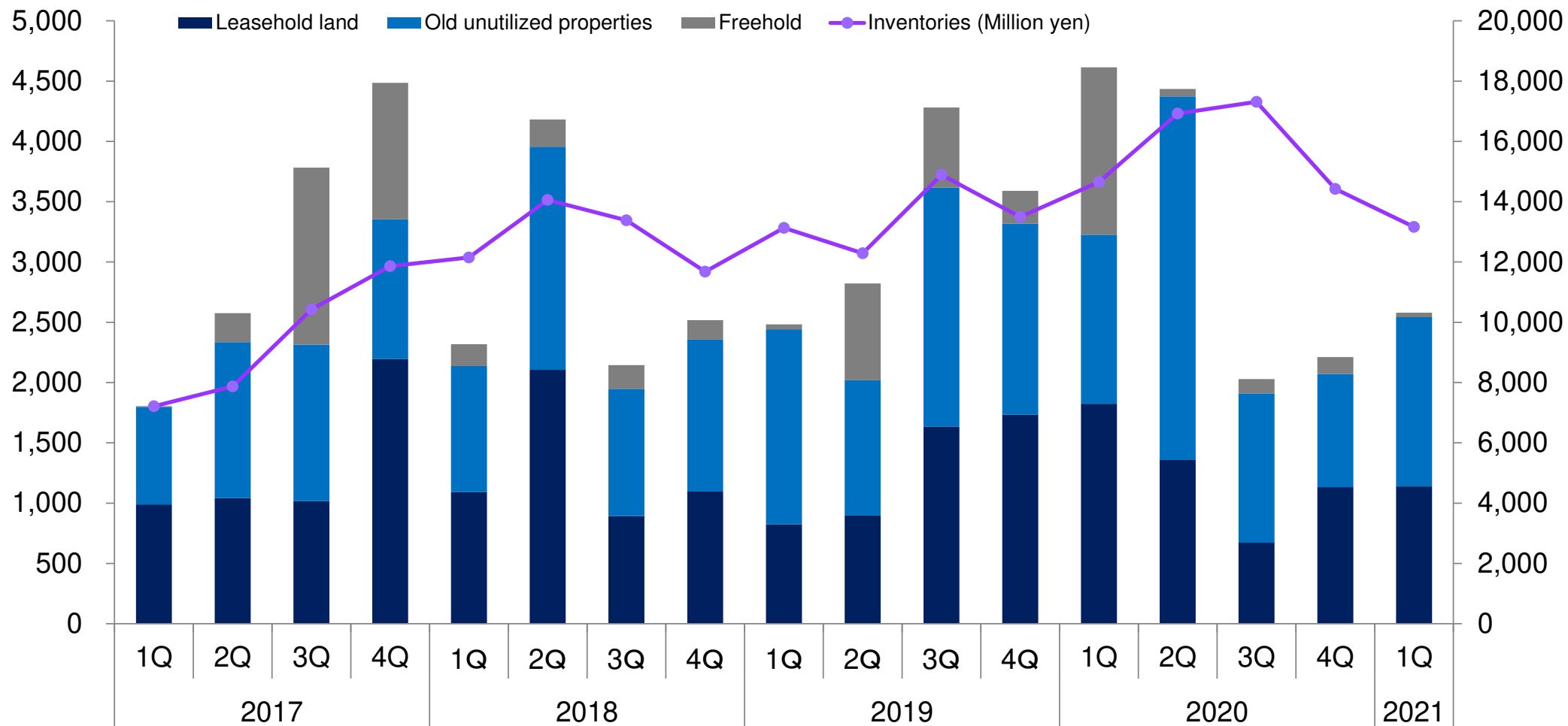


# Changes in the Amount of Purchases and Inventories

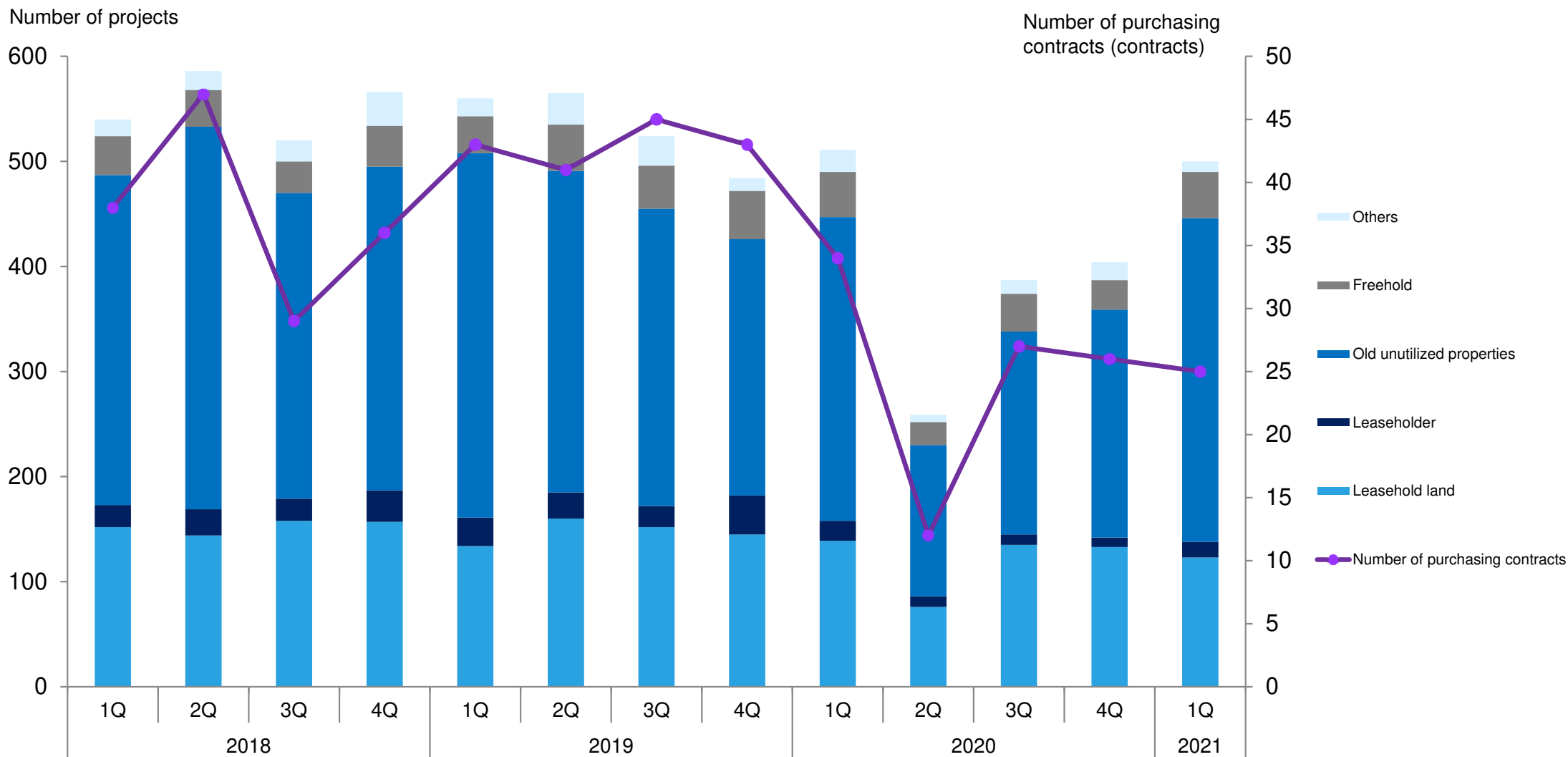


Purchase amount (Million yen)

Inventories (Million yen)



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



- 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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