

Sansei Landic., Co., Ltd.
Supplementary Materials for
Consolidated Financial Results for
1Q of FY12/22

May 13, 2022



- Both sales and each profit exceeded the plan due to a substantial increase in sales of old unutilized properties
- Revised the first half and full-year business forecasts upward
- The purchase amount exceeded the same period a year ago which is as planned
- Implemented the waiver of loans and transferred shares of our consolidated subsidiary One's Life Home effective March 31
- Resolved to acquire treasury shares at today's board of directors' meeting

Revisions to FY12/22 Business Forecasts



(Unit: Million yen)

	22/2Q		FY12/22	
	Initial forecasts	Revised forecasts	Initial forecasts	Revised forecasts
Net sales	7,052	8,290	18,235	17,103
Operating income	395	839	1,301	1,402
Ordinary income	317	761	1,142	1,226
Net income	201	669	754	1,058

As announced in the Notice Concerning Revisions to Business Forecasts on May 13, 2022, the Company has revised the consolidated business forecasts as shown above. Transferring shares of our consolidated subsidiary One's Life Home will result in a decrease in sales for the full year. However, profits will increase as the Real Estate Sales business is expected to do well and income taxes will decrease due to share transfer and waiver of loans of One's Life Home.

Financial Results



(Unit: Million yen)

	20/1Q	21/1Q	22/1Q		
	Results	Results	Plan	Results	Difference
Net sales	4,807	5,365	3,955	4,444	+489
Gross profit	942	1,344	1,116	1,297	+181
SG&A	792	816	822	850	+27
Operating income	150	528	294	447	+153
Ordinary income	103	502	257	415	+158
Net income	67	323	168	375	+206

■ Net sales
-17.2% YoY

■ Gross profit
-3.5% YoY

■ SG&A
+34 million yen YoY

Summary of Consolidated Balance Sheet



(Unit: Million yen)

	FY12/21	22/1Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	5,360	5,429	+68	+1.3%
Property for sale	13,301	13,304	+2	+0.0%
Interest-bearing liabilities	8,107	8,430	+322	+4.0%
Net assets	10,301	10,463	+161	+1.6%
Total assets	20,050	20,143	+92	+0.5%
Shareholders' equity ratio	51.4%	51.9%	+0.6pt	—

■ Property for sale

Purchase amount for FY2021 1Q:
2,581 million yen

Purchase amount for FY2022 1Q:
2,956 million yen

■ Interest-bearing liabilities

Increased from the end of the previous term due to increase in purchases

Sales by Business Segment



(Unit: Million yen)

	20/1 Q	21/1 Q	22/1 Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	4,339	5,171	3,726	4,222	+13.3%
Leasehold land	719	3,464	1,745	1,793	+2.8%
Old unutilized properties	2,180	1,419	1,544	2,024	+31.0%
Freehold	1,305	191	343	315	-8.3%
Others	133	96	92	89	-3.6%
Construction business	468	194	228	222	-3.0%

■ Leasehold land

Both sales and profits exceeded the plan

■ Old unutilized properties

Both sales and profits substantially exceeded the plan and profit margins were higher than expected

■ Freehold

Both sales and profits fell short of the plan but profit margins were almost as expected

■ Construction business

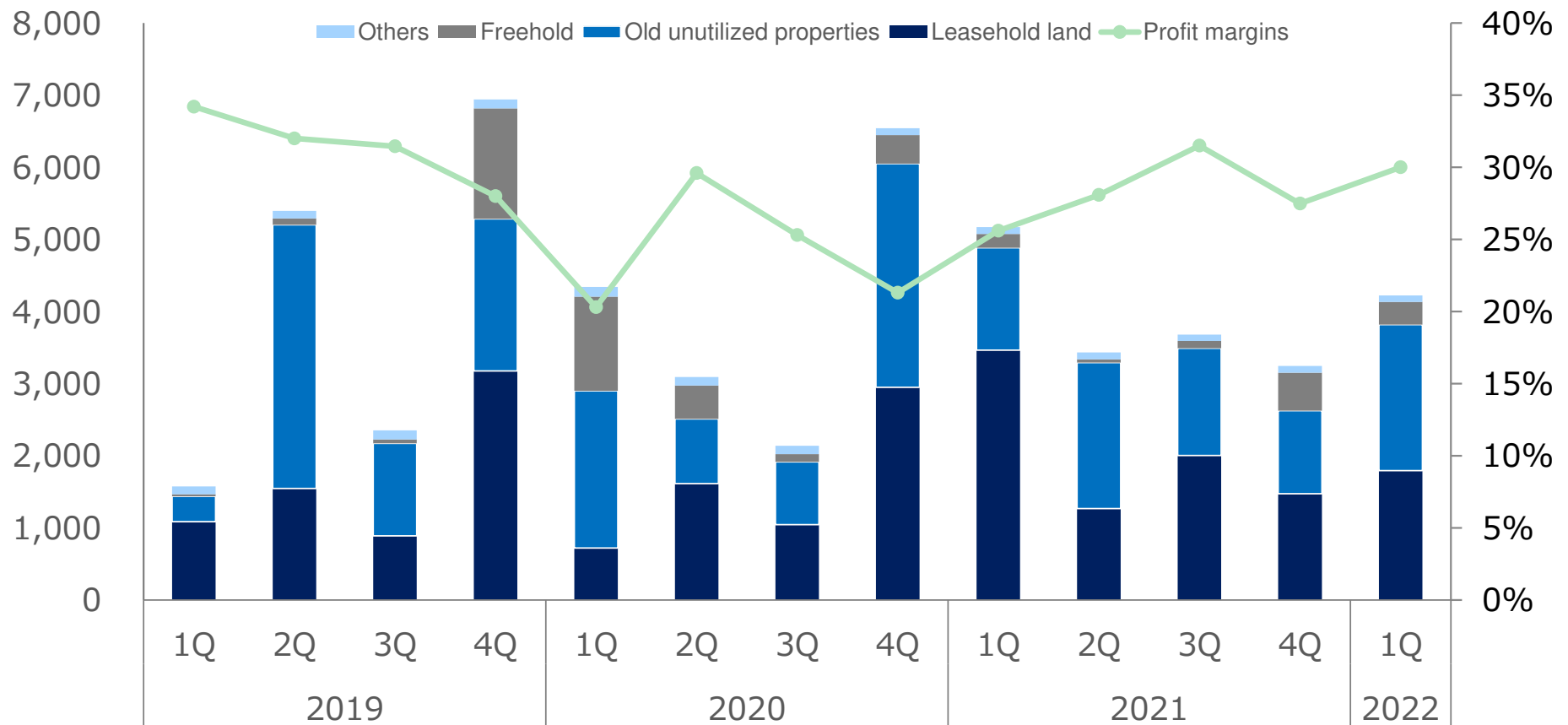
Sales fell short of the plan but exceeded from the same period a year ago

Quarterly Changes in the Real Estate Sales Business



- Sales did well exceeding the plan and profit margins also increased

Sales (Million yen)



Purchases and Orders Received by Business Segment



(Unit: Million yen)

	20/1 Q	21/1 Q	22/1 Q	
	Results	Results	Results	YoY
Real Estate Sales business	4,615	2,581	2,956	+14.5%
Leasehold land	1,824	1,139	1,289	+13.1%
Old utilized properties	1,402	1,404	1,383	-1.5%
Freehold	1,388	36	283	+672.7%
Construction business (Orders received)	288	383	65	-83.0%

■ Real Estate Sales business

Annual purchase plan 13.4 billion yen

Progressed as planned due to year-on-year increase in purchase amount resulting from increases in leasehold lands and freeholds

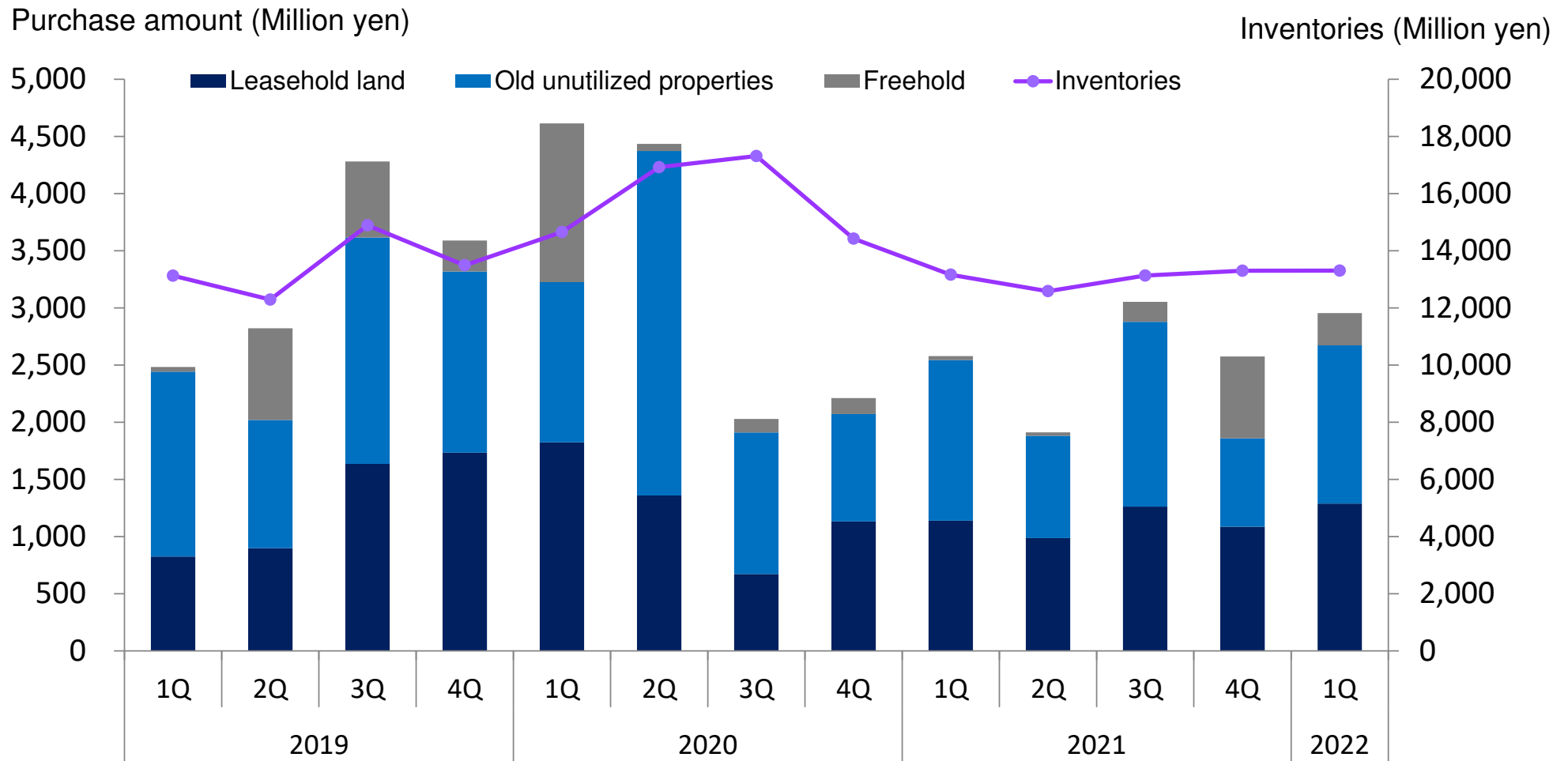
■ Construction business

Orders received decreased year-on-year as the period from applying for construction to signing a contract was extended and the signing of contract was postponed to after 2Q

Changes in the Amount of Purchases and Inventories



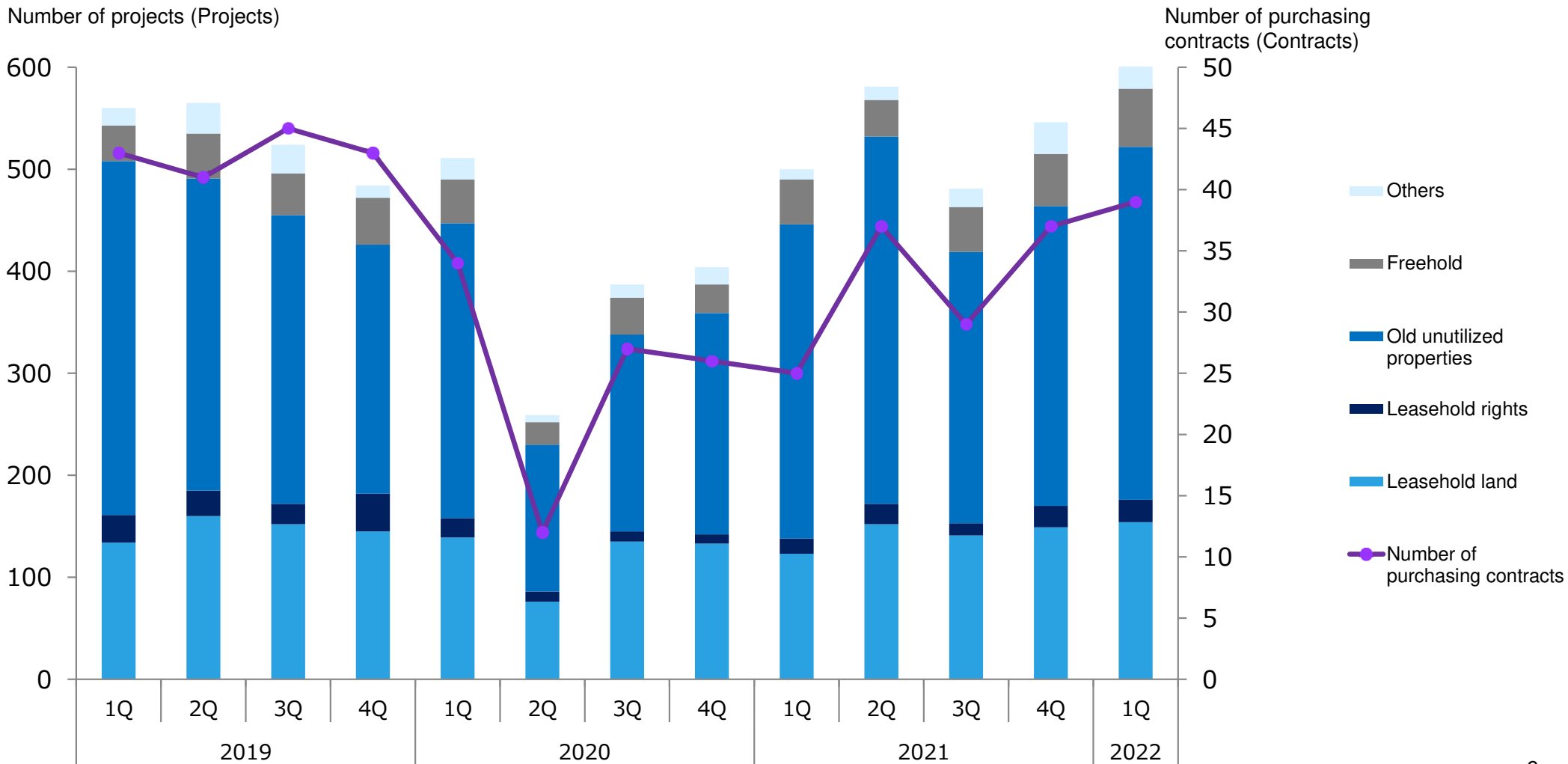
- Purchases progressed as planned and inventories were also stable



Changes in the Number of Projects and Number of Purchasing Contracts



- The number of projects exceeded the level before the COVID-19 and the number of contracts is also on the rise



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

