

**Sansei Landic., Co., Ltd.**  
**Supplementary Materials for**  
**Consolidated Financial Results for**  
**2Q of FY12/22**

**August 12, 2022**



**Sansei Landic**

- Although sales fell slightly short of the plan, profits at all levels exceeded the plan, leading to an upward revision of the results.
- Purchases were up by approximately 2.5 billion yen YoY, and the accumulative progress exceeded 7 billion yen due to a significant increase in the purchase of old unutilized properties.
- Property for sale increased to 15 billion, and the number of projects exceeded the level before the outbreak of the COVID-19 in both 1Q and 2Q.

# Financial Results



(Unit: Million yen)

	20/2Q	21/2Q	22/2Q		
	Results	Results	Plan	Results	Vs Plan
Net sales	8,354	9,109	8,290	8,165	-124
Gross profit	1,931	2,331	2,560	2,708	+148
SG&A	1,535	1,642	1,720	1,795	+75
Operating income	395	689	839	913	+73
Ordinary income	291	631	761	832	+70
Net income	182	402	669	713	+44

## ■ Sales

Although sales of leasehold land and freehold were stronger than planned, they fell short of the plan due to a change in the timing of the sale of old unutilized properties that were scheduled to be sold in the second quarter of the year, to the third quarter of the year.

## ■ Profit

Profits were higher than planned due to better-than-planned sales of leasehold land and better-than-expected cost reductions in leasehold land, old unutilized properties and freehold.

# Summary of Consolidated Balance Sheet



(Unit: Million yen)

	FY12/21	22/2Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	5,360	5,787	+426	+8.0%
Property for sale	13,301	15,152	+1,851	+13.9%
Interest-bearing liabilities	8,107	7,885	-222	-2.7%
Net assets	10,301	10,692	+391	+3.8%
Total assets	20,050	22,678	+2,628	+13.1%
Shareholders' equity ratio	51.4%	47.1%	-4.3pt	—

■ Property for sale  
Increased compared to the end of the previous year thanks to steady progress in purchases.

2Q FY2021 purchases:  
4,491 million yen  
2Q FY2022 purchases:  
7,070 million yen

■ Interest-bearing debt  
Decreased due to progress in interest-bearing debt repayments as a result of sales.

# Sales by Business Segment



(Unit: Million yen)

	20/2Q	21/2Q	22/2Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	7,431	8,605	8,066	7,943	-1.5%
Leasehold land	2,332	4,731	3,441	3,587	+4.2%
Old unutilized properties	3,077	3,444	3,885	3,580	-7.9%
Freehold	1,770	237	558	581	+4.1%
Others	250	191	180	194	+7.6%

■ Leasehold land  
Both sales and profits overachieved the plan.

■ Old unutilized properties  
Sales and profits underachieved the plan but increased YoY.

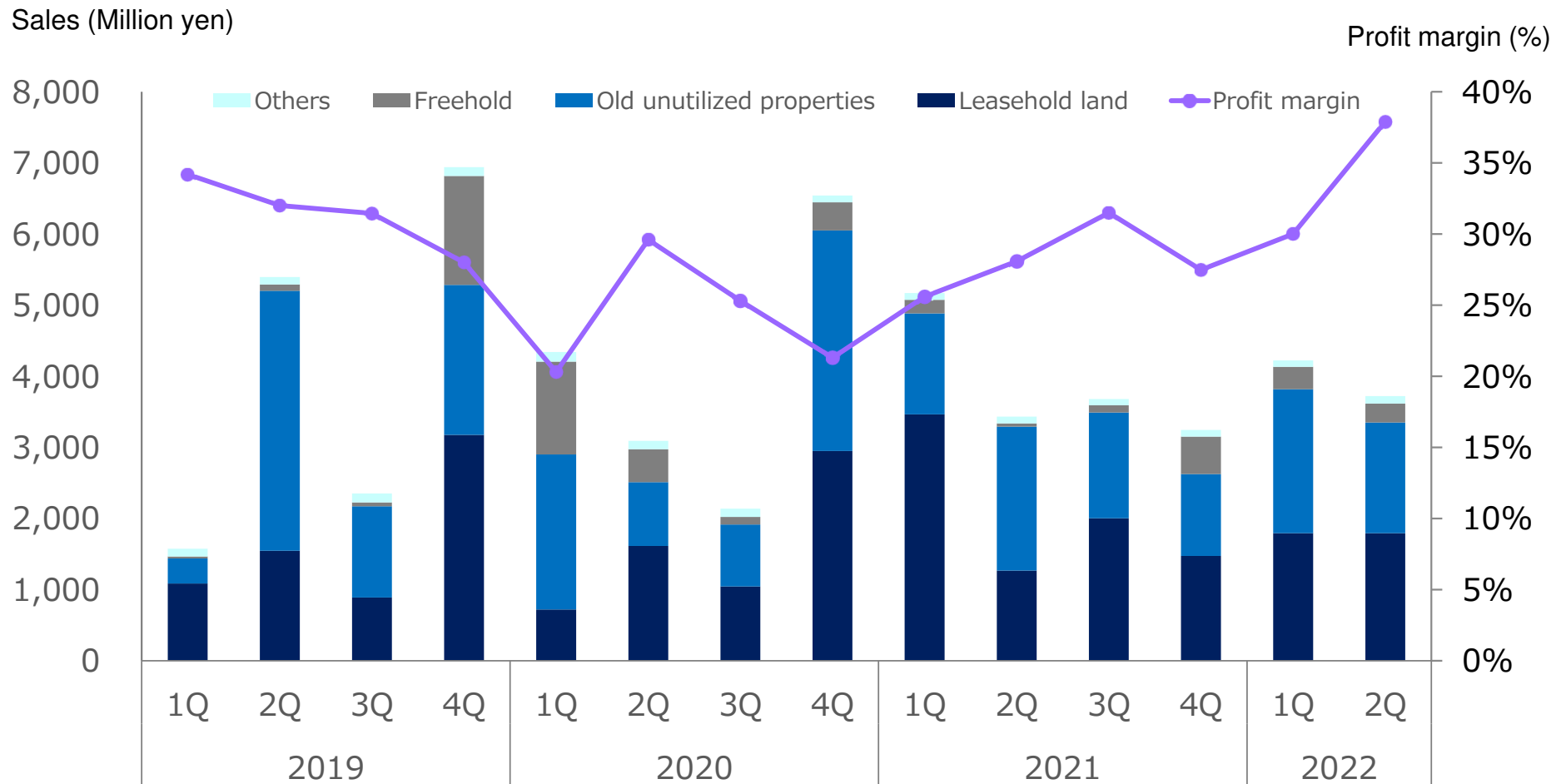
■ Freehold  
Both sales and profits overachieved the plan.

\*Construction Business segment has been de-consolidated since 2Q following the sale of all shares in One's Life Home, which was a consolidated subsidiary at the end of March 2022.

# Quarterly Changes in the Real Estate Sales Business



- Sales slightly undercut the plan, but profit margins went up significantly



# Purchases by Business Segment



(Unit: Million yen)

	20/2Q	21/2Q	22/2Q	
	Results	Results	Results	YoY
Real Estate Sales business	9,051	4,491	7,070	+57.4%
Leasehold land	3,183	2,126	2,398	+12.8%
Old utilized properties	4,416	2,299	4,192	+82.3%
Freehold	1,450	65	479	+634.5%

■ Purchasing  
Annual purchase plan: 13.4 billion yen

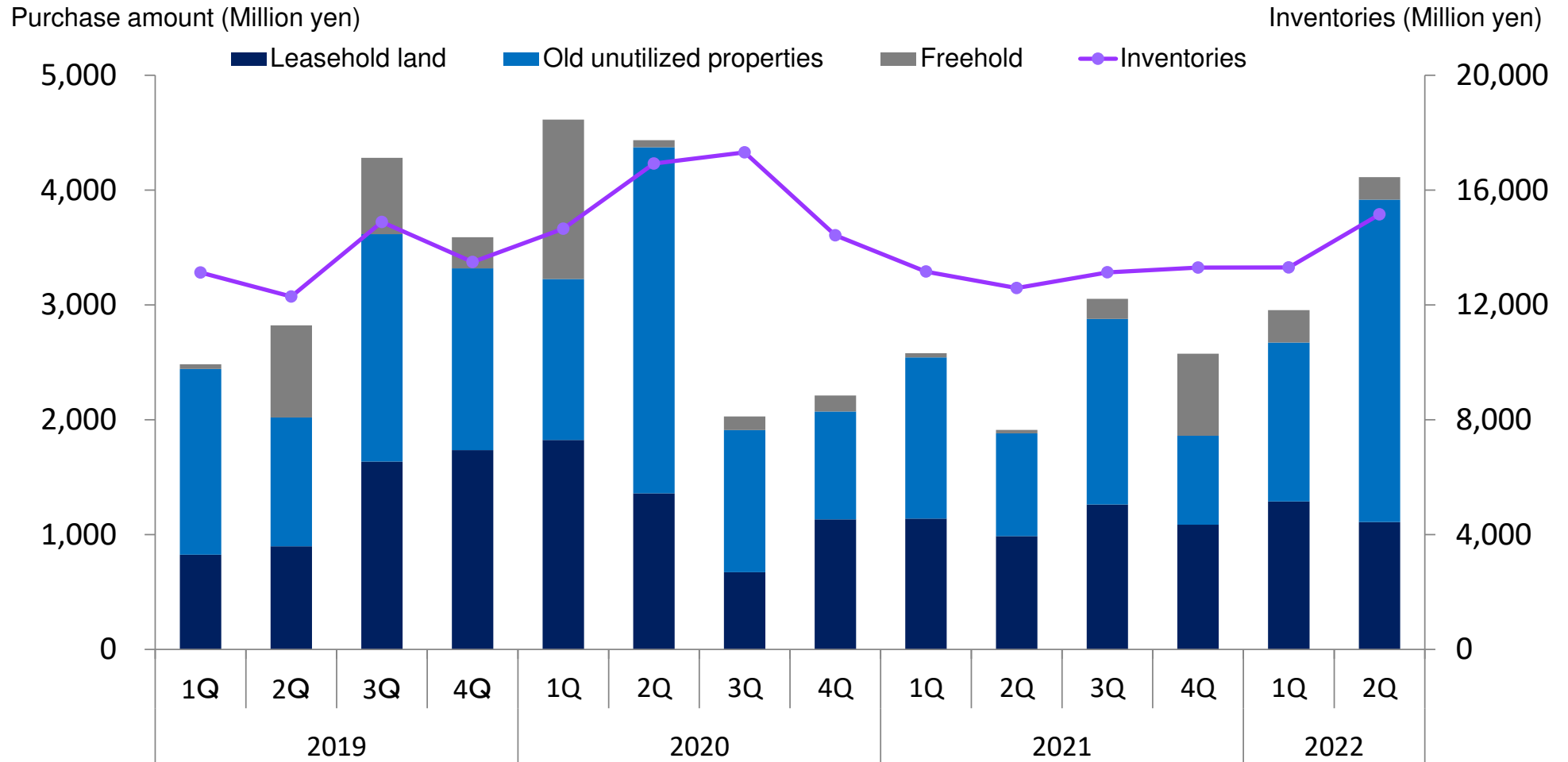
Progress was up YoY in all leasehold land, old unutilized properties and freehold. Purchasing will be expanded for the next financial year and beyond.

In particular, purchases of old unutilized properties increased significantly due to a rise in purchases in the Kanto area, in addition to the already steady purchases in the west Japan area.

# Changes in the Amount of Purchases and Inventories



- Purchasing progressed better than planned, and inventories increased significantly

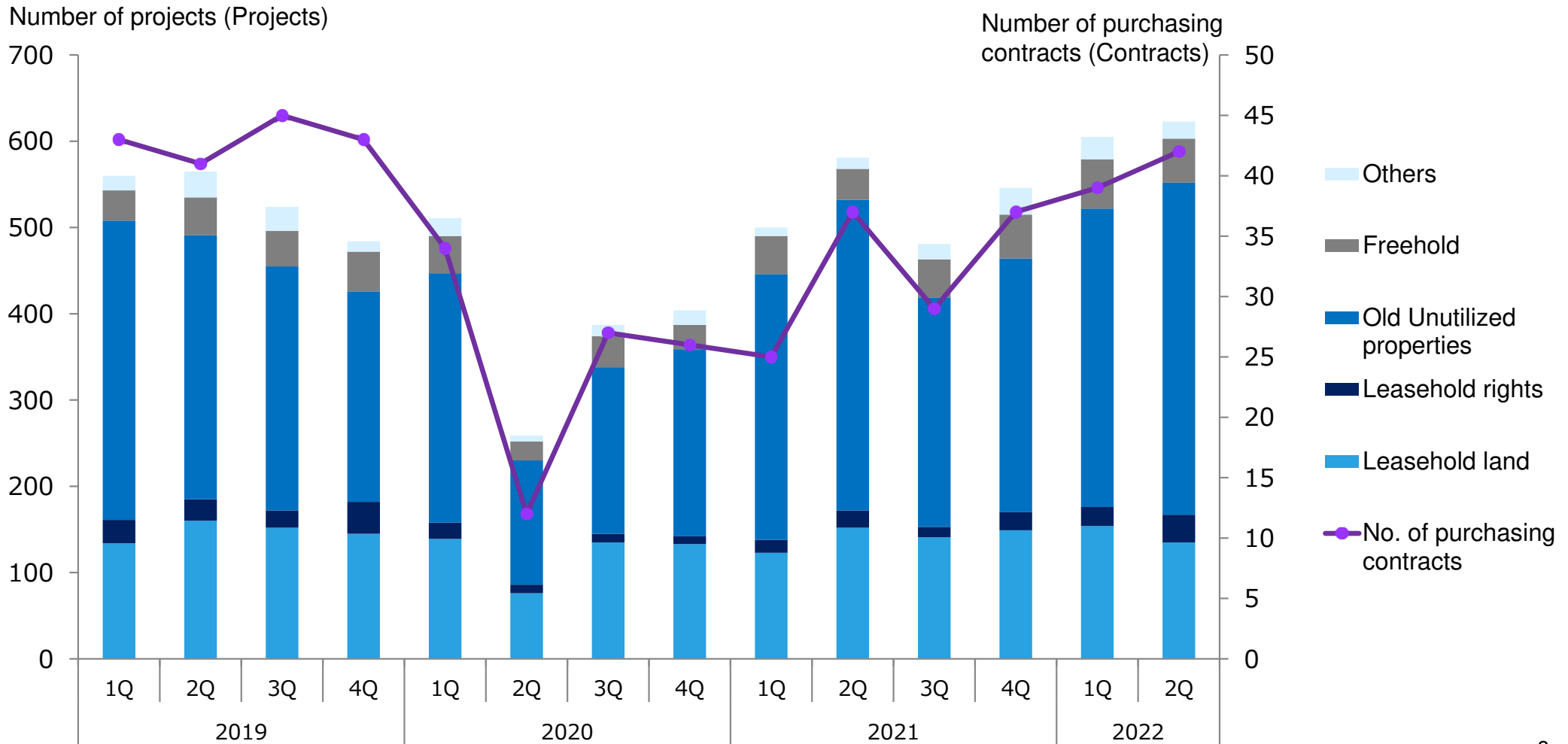




# Changes in the Number of Projects and Number of Purchasing Contracts



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



- 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.
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