

Summary of Business Results for the Third Quarter Ended September 30, 2022

[Japan GAAP] (Consolidated)

November 14, 2022

Company **Sansei Landic Co.,Ltd** Listed on the TSE
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 Expected date of filing of quarterly report: November 14, 2022 Expected starting date of dividend payment: -
 Preparation of quarterly supplementary financial document: Yes
 Quarterly results briefing: No

(Rounded down to million yen)

1. Consolidated business results for the nine months ended September 2022

(January 1, 2022 through September 30, 2022)

(1) Consolidated results of operations (% change from the previous corresponding period)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended Sep. 2022	11,261	-14.7	1,200	16.8	1,071	13.7	909	65.9
Nine months ended Sep. 2021	13,198	21.8	1,027	287.4	943	519.8	547	492.4

(Note) Comprehensive income

Nine months ended September 2022: 909 million yen (65.9%)

Nine months ended September 2021: 547 million yen (492.4%)

	Net income per share		Diluted net income per share	
	Yen	Yen	Yen	Yen
Nine months ended Sep. 2022	110.94		110.43	
Nine months ended Sep. 2021	66.02		65.71	

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Million yen	Million yen	%
As of Sep. 2022	27,508	10,886	39.6
As of Dec. 2021	20,050	10,301	51.4

(Reference) Shareholders' equity

As of September 2022: 10,882 million yen

As of December 2021: 10,297 million yen

2. Dividends

	Annual dividend				
	End of 1Q	End of 2Q	End of 3Q	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended Dec. 2021	-	0.00	-	26.00	26.00
Year ending Dec. 2022	-	0.00	-		
Year ending Dec. 2022 (forecast)				27.00	27.00

(Note) Revisions to dividend forecast for the current quarter: None

3. Forecast of consolidated business results for the fiscal year ending December 2022

(January 1, 2022 through December 31, 2022)

(% change from the previous corresponding period)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Year ending Dec. 2022	17,103	1.6	1,402	25.5	1,226	22.7	1,058	73.7	128.4

(Note) Revisions to business forecast for the current quarter: No

*** Notes**

(1) Changes in significant subsidiaries during the period
(changes in specified subsidiaries accompanying changes in the scope of consolidation): Yes

(Note) Although not a change in specified subsidiaries, One's Life Home, Inc. was excluded from the scope of consolidation due to the sale of all shares of One's Life Home Inc., which was a consolidated subsidiary of the Company.

(2) Application of accounting procedures specific to preparation of the consolidated quarterly financial statements:
Yes

(3) Changes in accounting policies, accounting estimates and restatement

① Changes in accounting policies associated with revision of accounting standards:	: Yes
② Changes in accounting policies other than ①	: None
③ Changes in accounting estimates	: None
④ Restatement	: None

(4) Shares outstanding (common stock)

① Number of shares outstanding at the end of period (treasury stock included)

As of September 2022	8,483,800 shares
As of December 2021	8,474,800 shares

② Treasury stock at the end of period

As of September 2022	361,542 shares
As of December 2021	229,942 shares

③ Average number of stock during period (quarterly cumulative period)

Nine months ended September 2022	8,194,233 shares
Nine months ended September 2021	8,298,370 shares

***Quarterly financial summary is not subject to auditing procedures by certified public accountants or auditing firms.**

***Explanation regarding appropriate use of business forecasts and other special instructions**

Forecasts regarding future performance in this material are based on information currently available to the Company and certain assumptions that the Company deems to be reasonable at the time this report was prepared. Actual results may differ significantly from the forecasts due to various factors.

I. Qualitative Information on Quarterly Financial Results

(1) Results of Operations

In the third quarter of the current fiscal year, net sales were 11,261 million yen (down by 14.7% YoY), operating income was 1,200 million yen (up by 16.8% YoY), ordinary income was 1,071 million yen (up by 13.7% YoY), and net income attributable to owners of parent was 909 million yen (up by 65.9% YoY).

Results by business segment are as follows.

① Real Estate Sales Business

In the Real Estate Sales Business, the segment recorded net sales of 11,039 million yen (down by 10.1% YoY) and segment income of 2,200 million yen (up by 10.7% YoY).

Sales and purchase results for the third quarter of the current fiscal year are as follows.

i Sales Results

Classification	Number of contracts	YoY (%)	Sales (million yen)	YoY (%)
Leasehold land	244	-4.7	4,871	-27.7
Old unutilized properties	35	-12.5	5,229	+6.0
Freehold	14	+180.0	630	+86.4
Other real estate sales business	-	-	306	+9.6
Total	293	-2.7	11,039	-10.1

(Note) 1. Inter-segment transactions have been eliminated.

- "Number of contracts" indicates the number of transactions.
- "Classification" of Leasehold land, Old unutilized properties, and Freehold is stated according to the classification at the time of purchase. When leasehold land has changed to freehold with rights adjustment after purchase, this case is included in "Leasehold land" based on the classification at the time of purchase. As for the classification of mixed properties with leasehold land, old unutilized properties, and freehold, properties including leasehold land are classified as "Leasehold land", and properties containing a mix of old unutilized properties and freehold are classified as "Old unutilized properties."
- "Other Real Estate Sales Business" consists of rent income, income from brokerage fees, and commission income from outsourcing.

Although sales of old unutilized properties and freehold increased, sales decreased year-on-year due to a decrease in sales of leasehold land.

ii Purchase Results

Classification	Number of lots	YoY (%)	Purchase amount (Million yen)	YoY (%)
Leasehold land	264	-7.0	5,700	+68.2
Old unutilized properties	84	+35.5	8,314	+112.4
Freehold	29	+141.7	678	+182.5
Total	377	+5.3	14,694	+94.8

(Note) 1. "Number of lots" indicates the number of sales lots expected at the time of purchase of the property, such as the number of leaseholders in the case of leasehold land.

- As for the classification of mixed properties with leasehold land, old unutilized properties, and freehold, properties including leasehold land are classified as "Leasehold land", and properties containing a mix of old unutilized properties and freehold are classified as "Old unutilized properties."

Purchasing increased in all categories and rose year-on-year.

② Construction Business

Following the sales of all shares in One's Life Home, which was a consolidated subsidiary of the Company, on 31 March 2022, One's Life Home was excluded from the scope of consolidation, and the Company ceased to operate One's Life Home as a group company. In the first quarter of the year under review, sales in the Construction Business recorded

222 million yen (up 14.0% YoY), with a segment loss of 16 million yen (segment loss of 38 million yen in the same period of the previous year).

(2) Financial Position

(Current assets)

Current assets at the end of the third quarter increased by 7,411 million yen to 26,379 million yen compared with the end of the previous fiscal year. The main factors were a decrease of 381 million yen in cash and deposits, a decrease of 95 million yen in accounts receivable, an increase of 7,474 million yen in property for sale, and an increase of 418 million yen in other current assets.

(Fixed assets)

Fixed assets at the end of the third quarter were 1,129 million yen, an increase of 46 million yen compared with the end of the previous fiscal year. This was due to a 13 million yen increase in property, plant and equipment and a 39 million increase in investments and other assets.

(Current liabilities)

Current liabilities at the end of the third quarter increased by 2,437 million yen compared with the end of the previous fiscal year to 11,168 million yen. The increase was mainly due to a 1,415 million yen increase in short-term loans, a 1,180 million yen decrease in the current portion of long-term borrowings, a 249 million yen decrease in income taxes payable, a 2,890 million yen increase in contract liabilities, and a 268 million yen decrease in other current liabilities.

(Fixed liabilities)

Fixed liabilities at the end of the third quarter increased by 4,436 million yen to 5,453 million yen compared with the end of the previous fiscal year. This was mainly due to a 4,413 million yen increase in long-term loans.

(Net assets)

Net assets at the end of the third quarter amounted to 10,886 million yen, an increase of 584 million yen compared with the end of the previous fiscal year. This was mainly due to a 694 million yen increase in retained earnings and a 118 million yen increase in treasury shares.

(3) Consolidated Business Forecasts and Other Forward-Looking Information

The forecasts announced on 13 May 2022 remain unchanged at present.