

Sansei Landic Co., Ltd.

Supplementary Materials for Consolidated Financial Results for FY12/22

February 14, 2023



- The company's sales fell short of the previous year and the revised plan announced in May 2022, but its profits at all levels exceeded the last year and the revised plan.
- The record-high purchase and inventory levels were achieved due to a significant increase in purchases from the 3Q.

The real estate purchase was 20.6 billion yen, well above the target of 13.4 billion yen.

- The dividend for FY12/2022 has been increased from the previous forecast of 27 yen to 28 yen a share. The dividend forecast for FY12/2023 has been increased to 29 yen a share to mark the 10th consecutive year of dividend increases.

Financial Results (Consolidated)



(Unit: million yen)	FY12/20	FY12/21	FY12/22				
	Results	Results	Revised plan (announced in May 2022)	Revised forecasts (announced in Jan 2023)	Results	Difference (announced in May 2022)	
Net sales	17,774	16,836	17,103	15,520	15,533	-1,570	■ Net sales -7.7% YoY
Gross profit	3,986	4,368	4,764	—	5,047	+283	■ Gross profit +15.5% YoY
SG&A	3,138	3,250	3,362	—	3,578	+215	■ SG&A +10.1% YoY
Operating income	847	1,117	1,402	1,530	1,469	+67	■ Operating income +31.5% YoY
Ordinary income	709	999	1,226	1,340	1,283	+57	■ Ordinary income +28.4% YoY
Extraordinary income	32	3	19	—	20	+0	■ Net income +73.9% YoY
Extraordinary loss	29	0	0	—	33	+33	
Net income attributable to owners of parent	357	609	1,058	1,080	1,060	+1	

Financial Results (Non-consolidated)



(Unit: million yen)	FY12/20	FY12/21	FY12/22				
	Results	Results	Revised plan (announced in May 2022)	Revised forecasts (announced in Jan 2023)	Results	Difference (announced in May 2022)	
Net sales	16,111	15,529	16,875	15,300	15,309	-1,565	■ Net sales -1.4% YoY
Gross profit	3,727	4,274	4,727	—	5,016	+289	■ Gross profit +17.4% YoY
SG&A	2,881	3,011	3,309	—	3,527	+217	■ SG&A +17.1% YoY
Operating income	845	1,263	1,417	—	1,489	+71	■ Operating income +17.9% YoY
Ordinary income	671	993	1,241	1,360	1,303	+62	■ Ordinary income +31.3% YoY
Extraordinary income	31	3	0	—	0	+0	
Extraordinary loss	0	0	7	—	41	+33	■ Net income +74.5% YoY
Net income	177	603	1,046	1,070	1,053	+7	

Summary of Consolidated Balance Sheet



(Unit: million yen)

	FY12/21	FY12/22		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	5,360	3,837	-1,523	-28.4%
Property for sale	13,301	23,657	+10,356	+77.9%
Interest-bearing liabilities	8,107	16,399	+8,291	+102.3%
Net assets	10,301	11,056	+754	+7.3%
Total assets	20,050	28,976	+8,926	+44.5%
Shareholders' equity ratio	51.4%	38.1%	-13.3pt	—

- Cash and deposits
Decrease of 1,523 million yen year-on-year, mainly due to increased expenditure on purchases.
- Property for sale
Record high due to a significant increase in purchases.
- Interest-bearing liabilities
Significant increase in short-term and long-term borrowings at the end of the previous year due to increased purchases.

Sales by Business Segment

(Unit: million yen)

	FY12/20	FY12/21	FY12/21		
	Results	Results	revised plan	Results	Vs. plan
Real Estate Sales Business	16,111	15,529	16,875	15,311	-9.3%
Leasehold land	6,326	8,208	6,306	5,703	-9.6%
Old unutilized properties	7,050	6,083	9,365	8,399	-10.3%
Freehold	2,271	864	821	787	-4.1%
Others	463	373	381	420	+10.2%

■ Leasehold Land

Although sales were below the previous year and the plan, profits were significantly higher than expected.

■ Old Unutilized Properties

Sales below plan but profits above plan and the previous year.

■ Freehold

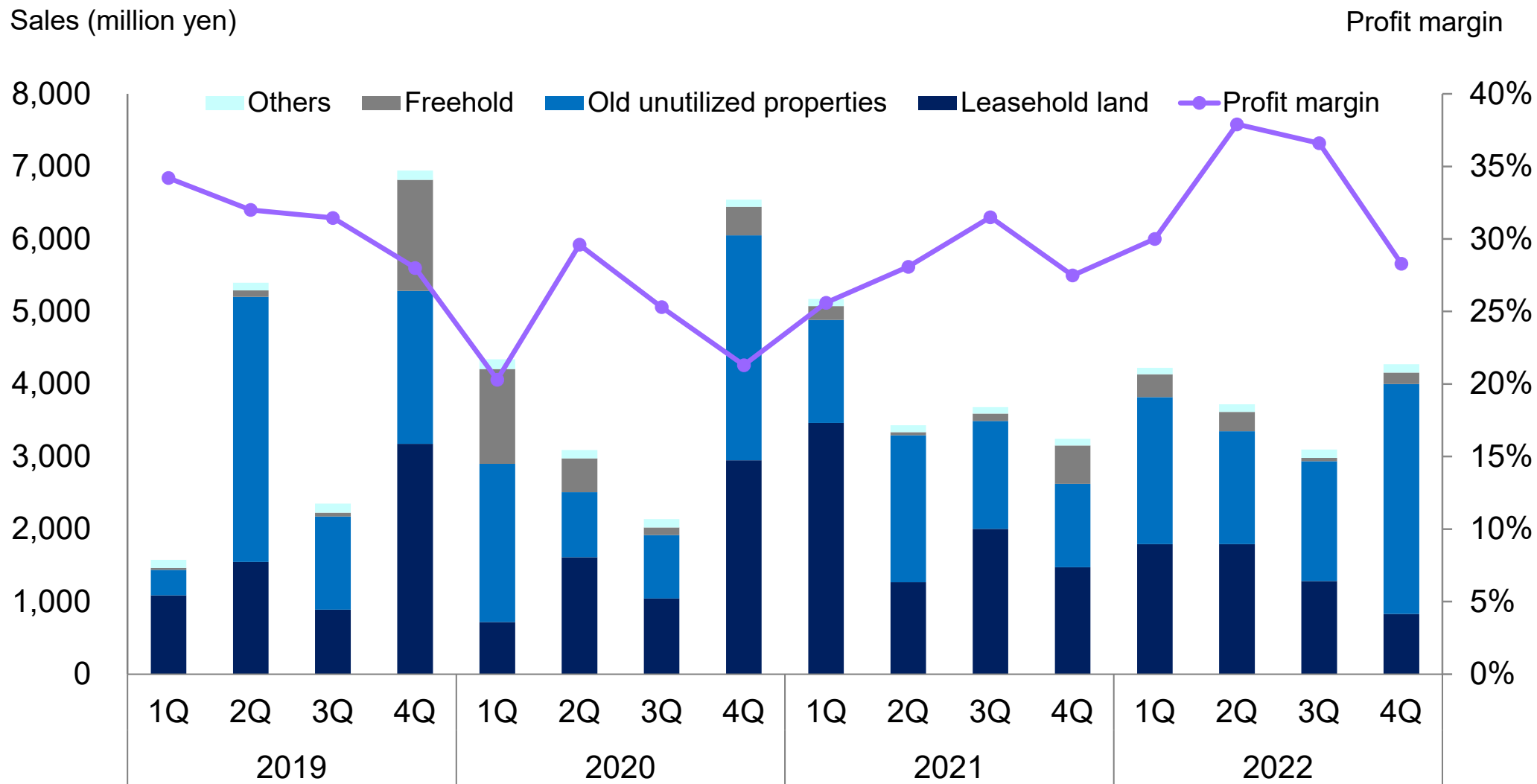
Sales below the prior year and the plan, but profits came in broadly on target.

※Following the transfer of all shares in consolidated subsidiary One's Life Home Inc. at the end of March 2022, the Construction business segment has been excluded from the scope of consolidation from 2Q onwards.

Quarterly Changes in the Real Estate Sales Business



- Although sales fell short of the plan, the profit margin for the full year increased. Quarterly sales variances are becoming smaller and levelling off



Purchases Received by Business Segment



(Unit: million yen)

	FY12/20	FY12/21	FY12/22	
	Results	Results	Results	YoY
Real Estate Sales Business	13,290	10,118	20,636	+104.0%
Leasehold land	4,988	4,474	7,274	+62.6%
Old unutilized properties	6,593	4,689	11,979	+155.5%
Freehold	1,708	955	1,383	+44.8%

Purchases of 20.6 billion yen against the annual purchase plan of 13.4 billion yen.

Annual purchase plan achieved as of 3Q.

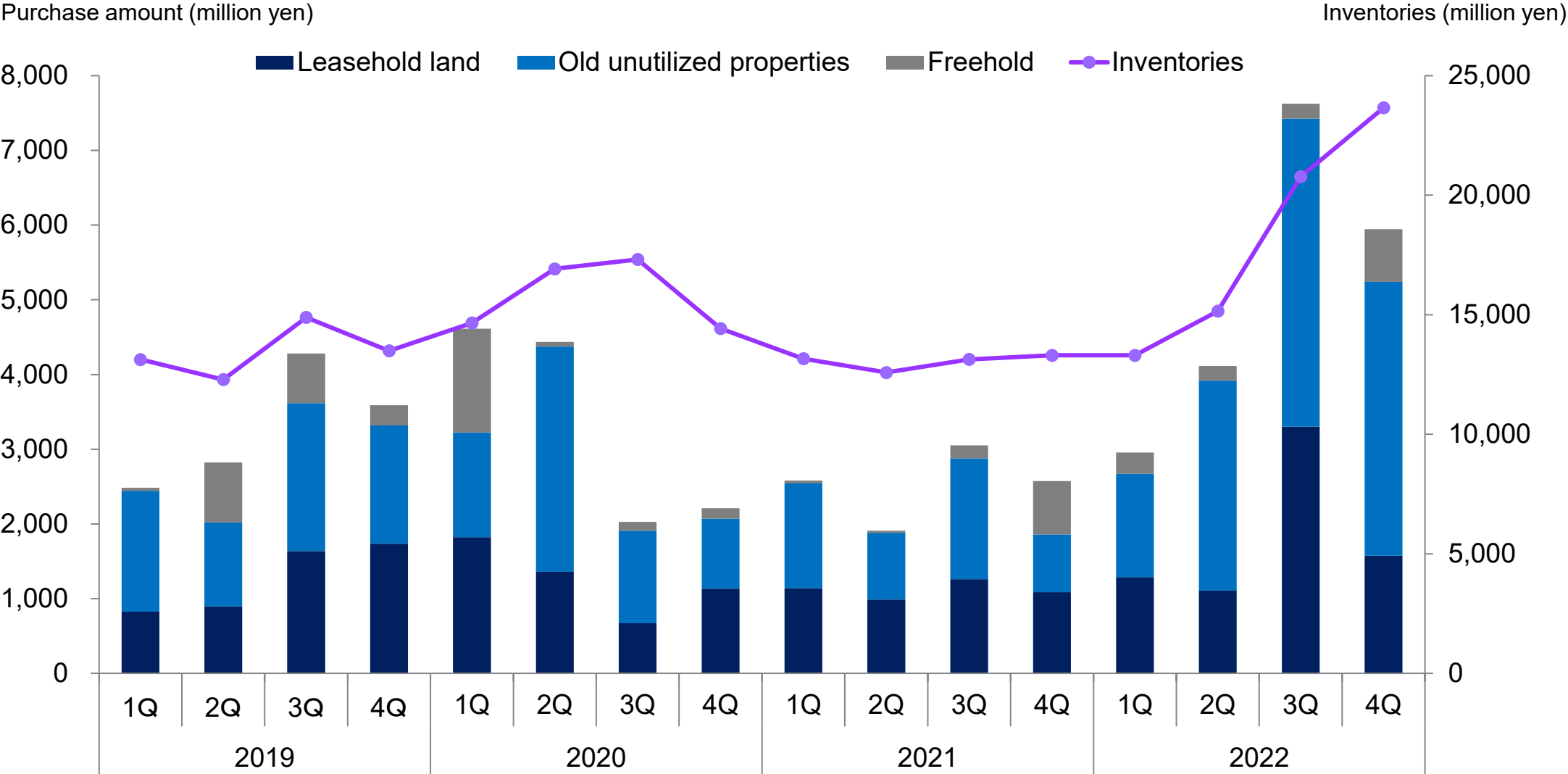
Strong purchasing continued in 4Q, with purchase volume and properties for sale at record-high levels.

Due to the increasing proportion of large unutilised old properties and the necessity for time to adjust rights, sales of those properties are planned for 2023 or 2024 onwards.

Changes in the Amount of Purchases and Inventories



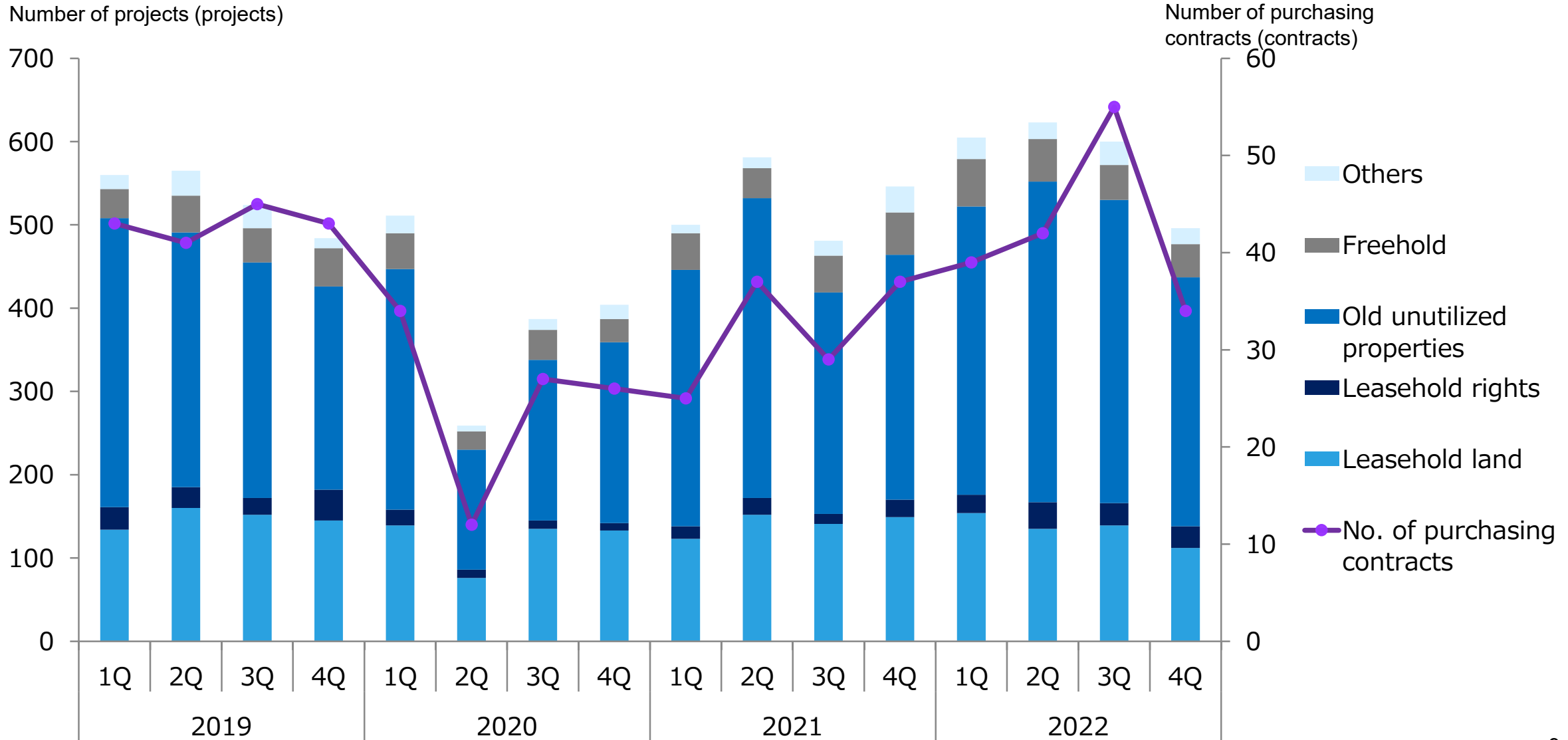
- Purchases progressed significantly better than planned, and inventories reached a record high



Changes in the Number of Projects and Number of Purchasing Contracts



- The number of projects remains at a stable level. That of contracts declined in 4Q but increased significantly YoY for the full year



FY12/23 Business Forecasts



Consolidated business forecasts for FY12/23 (January 1, 2023 – December 31, 2023)

(Unit: million yen)

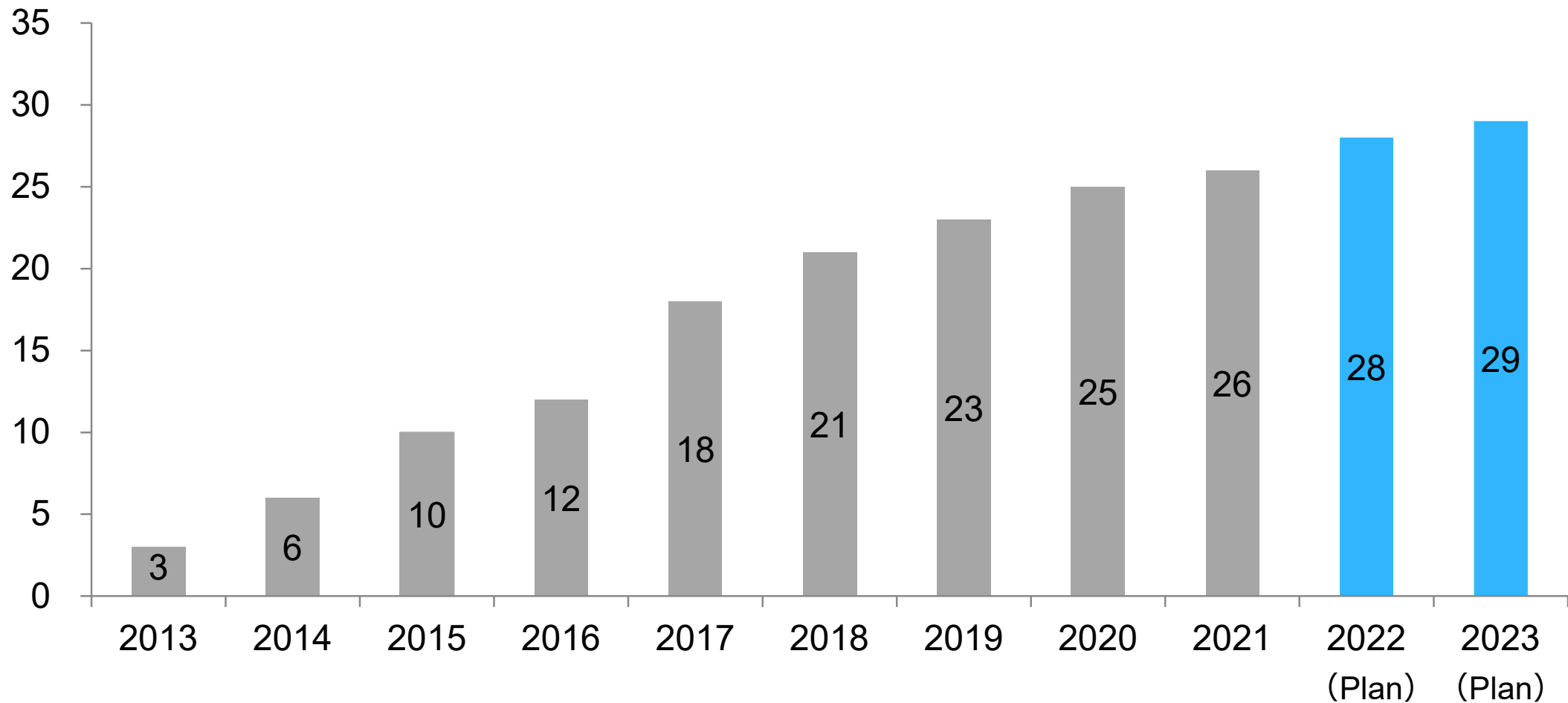
	FY12/23	Pct. change
Net sales	17,119	10.2%
Operating income	1,594	8.5%
Ordinary income	1,305	1.7%
Net income attributable to owners of parent	836	-21.1%
EPS (Yen)	102.68	-20.8%
Dividend (Yen)	29	—

- Sales and profits in the Real Estate Sales business are expected to exceed the level in 2022.
- Net income is expected to increase year-on-year, excluding the impact of lower income tax due to the sale of a subsidiary in FY2022.
- We plan to increase dividend by 1 yen per share to 29 yen, the 10th consecutive year of dividend increases.

Shareholder Returns (Dividends)

- The dividend forecast for FY12/2022 will be raised to **28 yen** per share from **27 yen** in the previous estimates
- Expect to increase the dividend to **29 yen** a share for FY12/2023 to mark the **10th** consecutive year of increases

Dividends (yen)



- 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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