

Summary of Business Results for the First Quarter Ended March 31, 2023 [Japan GAAP] (Consolidated)

May 15, 2023

Company **Sansei Landic Co.,Ltd** Listed on the TSE
 Stock Code 3277 URL: <https://www.sansei-l.co.jp>
 Representative Takashi Matsuzaki, President and Representative Director T E L: +81-3-5252-7511
 Contact Haruka Miura, Director, GM of Administration Division and Accounting Department
 Expected date of filing of quarterly report: May 15, 2023 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 three months ended March 2023 (January 1, 2023 through March 31, 2023)

(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	%
Three months ended Mar. 2023	6,486	45.9	1,118	150.0	1,045	151.6	683	82.2
Three months ended Mar. 2022	4,444	-17.2	447	-15.4	415	-17.4	375	16.1

(Note) Comprehensive income

Three months ended March 2023: 683 million yen (82.2%)

Three months ended March 2022: 375 million yen (16.1%)

	Net income per share		Diluted net income per share	
	Yen		Yen	
Three months ended Mar. 2023	83.48		83.32	
Three months ended Mar. 2022	45.51		45.33	

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Million yen	Million yen	%
As of Mar. 2023	29,626	11,562	39.0
As of Dec. 2022	28,976	11,056	38.1

(Reference) Shareholders' equity

As of March 2023: 11,562 million yen

As of December 2022: 11,052 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. 2022	-	0.00	-	28.00	28.00
Year ending Dec. 2023	-				
Year ending Dec. 2023 (forecast)		0.00	-	32.00	32.00

(Note) Revisions to dividend forecast for the current quarter: Yes

3. Forecast of consolidated business results for the fiscal year ending December 2023 (January 1, 2023 through December 31, 2023)

(% figures for full year are the year-on-year change, and for the quarter the change compared to the same quarter in the previous year)

	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
For the six months ending Jun. 2023	11,500	40.8	1,400	53.3	1,250	50.1	800	12.1	97.47
Year ending Dec. 2023	20,500	32.0	1,700	15.7	1,400	9.1	900	-15.1	109.55

(Note) Revisions to business forecast for the current quarter: Yes

*** Notes**

- (1) Changes in significant subsidiaries during the period
(changes in specified subsidiaries accompanying changes in the scope of consolidation): None
- (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 March 2023 | 8,584,900 shares |
| As of December 2022 | 8,510,300 shares |
- ② Treasury stock at the end of period
- | | |
|---------------------|----------------|
| As of March 2023 | 361,542 shares |
| As of December 2022 | 361,542 shares |
- ③ Average number of stock during period (quarterly cumulative period)
- | | |
|-------------------------------|------------------|
| Three months ended March 2023 | 8,190,985 shares |
| Three months ended March 2022 | 8,245,108 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.

1. Qualitative Information on Quarterly Financial Results

(1) Results of Operations

In the first quarter of the current fiscal year, net sales were 6,486 million yen (up by 45.9% YoY), operating income was 1,118 million yen (up by 150.0% YoY), ordinary income was 1,045 million yen (up by 151.6% YoY), and net income attributable to owners of parent was 683 million yen (up by 82.2% YoY).

As the Group became a single segment of the 'Real Estate Sales business' in the previous financial year following the transfer of all shares in One's Life Home Ltd, a construction business, segment information has been omitted from the first quarter of the current financial year.

Sales and purchases within the single segment in the first quarter under review were as follows.

① Sales Results

Classification	Number of contracts	YoY (%)	Sales (million yen)	YoY (%)
Leasehold land	101	+17.4	2,707	+50.9
Old unutilized properties	23	+130.0	3,571	+76.4
Freehold	4	0.0	101	-67.9
Other real estate sales business	-	-	106	+19.3
Total	128	+28.0	6,486	+53.6

(Note) 1. "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.

Sales increased due to an increase in the sales of leasehold land and old unutilized properties.

② Purchase Results

Classification	Number of lots	YoY (%)	Purchase amount (Million yen)	YoY (%)
Leasehold land	114	+6.5	3,486	+170.5
Old unutilized properties	19	+26.7	1,455	+5.2
Freehold	3	-75.0	121	-57.1
Total	136	+1.5	5,063	+71.3

(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."

Purchases increased year-on-year due to an increase in purchases of leasehold land and old unutilized properties.

(2) Financial Position

(Current assets)

Current assets at the end of the first quarter increased by 463 million yen to 28,392 million yen compared with the end of the previous fiscal year. The main factors were a decrease of 268 million yen in cash and deposits and an increase of 746 million yen in property for sale.

(Fixed assets)

Fixed assets at the end of the first quarter were 1,233 million yen, an increase of 186 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 172 million increase in investments and other assets.

(Current liabilities)

Current liabilities at the end of the first quarter increased by 1,051 million yen compared with the end of the previous fiscal year to 13,658 million yen. The increase was mainly due to a 958 million yen increase in short-term loans, a 356 million yen decrease in the current portion of long-term borrowings and a 367 million yen increase in income taxes payable.

(Fixed liabilities)

Fixed liabilities at the end of the first quarter decreased by 908 million yen to 4,405 million yen compared with the end of the previous fiscal year. This was mainly due to a 939 million yen decrease in long-term loans.

(Net assets)

Net assets at the end of the first quarter amounted to 11,562 million yen, an increase of 506 million yen compared with the end of the previous fiscal year. This was mainly due to 27 million yen increase in capital stock and 27 million yen increase in capital surplus, a 455 million yen increase in retained earnings.

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

The forecasts announced on February 14, 2023 have been revised. For details, please refer to the "Announcement of revisions to the forecast of results for the first half and full year ending 31 December 2023" released today (May 15, 2023).